251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Appraisal Ref: BF LV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9 Units	
AH Policy requirement (% Target)		0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	100%		
AH tenure split %	Affordable Rent:		30.0%	
	Social Rent:		45.0%	75.0% % Rented
	First Homes:		0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):		25.0%	0.0% % of total (>10% First Homes PPG 023)
		100%	100.0%	
CIL Rate (£ psm)		0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	4.5	70.0%	0.0	50%	4.5
3 bed House	50.0%	4.5	20.0%	0.0	50%	4.5
4 + bed House	0.0%	0.0	10.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	100.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	315	3,391	0	0	315	3,391
3 bed House	459	4,941	0	0	459	4,941
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	774	8,331	0	0	774	8,331
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	990,000
3 bed House	310,000	3,039	282	3,039	282	1,395,000
4 + bed House	395,000	3,038	282	2,669	248	0
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						2,385,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.5	@	220,000		990,000
3 bed House	4.5	@	310,000		1,395,000
4 + bed House	0.0	@	395,000		-
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	9.0				2,385,000
Affordable Rent GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	276,500		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	110,000		-
3 bed House	0.0	@	155,000		-
4 + bed House	0.0	@	197,500		-
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	276,500		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**2,385,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0 per unit		-
Total GDV					**2,385,000**

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Scheme Typology: **Houses** No Units: **9**
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Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			774	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500	£ per ha		2.08%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				774	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		123,550	£ per ha (if brownfield)			(31,770)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				315	sqm @		1,710	psm			(538,650)
3 bed House				459	sqm @		1,710	psm			(784,890)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	4.5	50%		18	sqm @		653	psm			(26,447)
Garages for 4B House	-	100%		18	sqm @		653	psm			-
Total GIA check:				774	£ per garage		£11,754				
External works				1,288,427	@		15.0%				(193,264)
Ext. Works analysis:							21,474	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		242	£ per unit			(2,178)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	1,400	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @		100%	@	1,400	£ per unit		(12,600)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		9	units @		5%	@	26,816	£ per unit		(12,067)
Part L/FHS			9	units @				8,760	£ per unit		(78,840)
Part L/FHS analysis:							6.1%	% of BCIS costs			
EV Charging Points - Houses			9	units @				1,000	£ per unit		(9,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(114,685)	
Policy Costs analysis:	(design costs only)						12,743	£ per unit (total units)			
							8.9%	% of BCIS costs			
Contingency (on construction)				1,628,146	@		5.0%				(81,407)

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Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		1,628,146	@	7.0%			(113,970)
Disposal Costs -							
OMS Marketing and Promotion		2,385,000	OMS @	3.00%	7,950	£ per unit	(71,550)
Residential Sales Agent Costs		2,385,000	OMS @	1.00%	2,650	£ per unit	(23,850)
Residential Sales Legal Costs		2,385,000	OMS @	0.25%	663	£ per unit	(5,963)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					12,374	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(29,909)
Developers Profit -							
Profit on OMS		2,385,000		20.00%			(477,000)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,385,000		20.00%	blended GDV	(477,000)	
		2,046,047		23.31%	on costs	(477,000)	
TOTAL COSTS							**(2,523,047)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(138,047)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(138,047)**
RLV analysis:	(15,339) £ per plot	(536,849)	£ per ha (net)	(217,260)	£ per acre (net)		
		(536,849)	£ per ha (gross)	(217,260)	£ per acre (gross)		
				-5.79%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.26	ha (gross)	0.64	acres (gross)		
Density analysis:		3,010	sqm/ha (net)	13,112	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,533 £ per plot	648,638	£ per ha (net)	262,500	£ per acre (net)		**166,793**
BLV analysis:		648,638	£ per ha (gross)	262,500	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,185,487)**	£ per ha (net)	**(479,760)**	£ per acre (net)		**(304,839)**

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SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 0%

Balance (RLV - BLV £ per acre (n))	(479,760)	10%	15%	20%	25%	30%	35%	40%
	-	(462,995)	(494,567)	(526,138)	(557,709)	(589,281)	(620,852)	(652,424)
	1,000	(477,524)	(509,095)	(540,667)	(572,238)	(603,809)	(635,381)	(666,952)
Site Specific S106	2,000	(492,053)	(523,624)	(555,195)	(586,767)	(618,338)	(649,909)	(681,481)
5,500	3,000	(506,581)	(538,152)	(569,724)	(601,295)	(632,867)	(664,438)	(696,009)
	4,000	(521,110)	(552,681)	(584,252)	(615,824)	(647,395)	(678,966)	(710,538)
	5,000	(535,638)	(567,210)	(598,781)	(630,352)	(661,924)	(693,495)	(725,066)
	6,000	(550,167)	(581,738)	(613,310)	(644,881)	(676,452)	(708,024)	(739,595)
	7,000	(564,695)	(596,267)	(627,838)	(659,409)	(690,981)	(722,552)	(754,124)
	8,000	(579,224)	(610,795)	(642,367)	(673,938)	(705,509)	(737,081)	(768,652)
	9,000	(593,753)	(625,324)	(656,895)	(688,467)	(720,038)	(751,609)	(783,225)
	10,000	(608,281)	(639,852)	(671,424)	(702,995)	(734,567)	(766,138)	(797,836)
	11,000	(622,810)	(654,381)	(685,952)	(717,524)	(749,095)	(780,666)	(812,447)
	12,000	(637,338)	(668,910)	(700,481)	(732,052)	(763,624)	(795,195)	(827,057)
	13,000	(651,867)	(683,438)	(715,010)	(746,581)	(778,152)	(809,739)	(841,668)
	14,000	(666,395)	(697,967)	(729,538)	(761,109)	(792,681)	(824,350)	(856,279)

TABLE 2 Affordable Housing - % on site 0%

Balance (RLV - BLV £ per acre (n))	(479,760)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(373,993)	(414,948)	(455,904)	(496,859)	(537,814)	(578,769)	(619,724)
	16.0%	(407,775)	(446,853)	(485,932)	(525,010)	(564,089)	(603,167)	(642,246)
Profit	17.0%	(441,557)	(478,759)	(515,960)	(553,162)	(590,364)	(627,565)	(664,767)
20.0%	18.0%	(475,339)	(510,664)	(545,989)	(581,313)	(616,638)	(651,963)	(687,288)
	19.0%	(509,121)	(542,569)	(576,017)	(609,465)	(642,913)	(676,361)	(709,809)
	20.0%	(542,903)	(574,474)	(606,045)	(637,617)	(669,188)	(700,759)	(732,331)

TABLE 3 Affordable Housing - % on site 0%

Balance (RLV - BLV £ per acre (n))	(479,760)	10%	15%	20%	25%	30%	35%	40%
	100,000	(380,403)	(411,974)	(443,545)	(475,117)	(506,688)	(538,259)	(569,831)
	110,000	(390,403)	(421,974)	(453,545)	(485,117)	(516,688)	(548,259)	(579,831)
BLV (£ per acre)	120,000	(400,403)	(431,974)	(463,545)	(495,117)	(526,688)	(558,259)	(589,831)
262,500	130,000	(410,403)	(441,974)	(473,545)	(505,117)	(536,688)	(568,259)	(599,831)
	140,000	(420,403)	(451,974)	(483,545)	(515,117)	(546,688)	(578,259)	(609,831)
	150,000	(430,403)	(461,974)	(493,545)	(525,117)	(556,688)	(588,259)	(619,831)
	160,000	(440,403)	(471,974)	(503,545)	(535,117)	(566,688)	(598,259)	(629,831)
	170,000	(450,403)	(481,974)	(513,545)	(545,117)	(576,688)	(608,259)	(639,831)
	180,000	(460,403)	(491,974)	(523,545)	(555,117)	(586,688)	(618,259)	(649,831)
	190,000	(470,403)	(501,974)	(533,545)	(565,117)	(596,688)	(628,259)	(659,831)
	200,000	(480,403)	(511,974)	(543,545)	(575,117)	(606,688)	(638,259)	(669,831)
	210,000	(490,403)	(521,974)	(553,545)	(585,117)	(616,688)	(648,259)	(679,831)
	220,000	(500,403)	(531,974)	(563,545)	(595,117)	(626,688)	(658,259)	(689,831)
	230,000	(510,403)	(541,974)	(573,545)	(605,117)	(636,688)	(668,259)	(699,831)
	240,000	(520,403)	(551,974)	(583,545)	(615,117)	(646,688)	(678,259)	(709,831)
	250,000	(530,403)	(561,974)	(593,545)	(625,117)	(656,688)	(688,259)	(719,831)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 0%						
(479,760)	10%	15%	20%	25%	30%	35%	40%
30	(511,286)	(538,348)	(565,409)	(592,470)	(619,531)	(646,592)	(673,653)
35	(542,903)	(574,474)	(606,045)	(637,617)	(669,188)	(700,759)	(732,331)
Density (dph) 40	(574,519)	(610,600)	(646,682)	(682,763)	(718,845)	(754,926)	(791,008)
35.0 45	(606,135)	(646,726)	(687,318)	(727,910)	(768,502)	(809,093)	(849,685)
50	(637,751)	(682,853)	(727,955)	(773,057)	(818,159)	(863,260)	(908,362)
55	(669,367)	(718,979)	(768,591)	(818,203)	(867,815)	(917,428)	(967,040)
60	(700,983)	(755,105)	(809,228)	(863,350)	(917,472)	(971,595)	(1,025,717)
65	(732,599)	(791,232)	(849,864)	(908,497)	(967,129)	(1,025,762)	(1,084,394)
70	(764,215)	(827,358)	(890,501)	(953,643)	(1,016,786)	(1,079,929)	(1,143,071)
75	(795,831)	(863,484)	(931,137)	(998,790)	(1,066,443)	(1,134,096)	(1,201,749)
80	(827,447)	(899,610)	(971,773)	(1,043,937)	(1,116,100)	(1,188,263)	(1,260,426)

TABLE 5

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 0%						
(479,760)	10%	15%	20%	25%	30%	35%	40%
90%	(280,425)	(312,098)	(343,770)	(375,442)	(407,114)	(438,905)	(470,766)
92%	(332,790)	(364,404)	(396,019)	(427,670)	(459,473)	(491,276)	(523,079)
Build Cost 94%	(385,154)	(416,711)	(448,411)	(480,157)	(511,902)	(543,647)	(575,392)
100% 96%	(437,582)	(469,269)	(500,956)	(532,643)	(564,330)	(596,018)	(627,705)
(105% = 5% increase) 98%	(490,242)	(521,871)	(553,501)	(585,130)	(616,759)	(648,388)	(680,018)
100%	(542,903)	(574,474)	(606,045)	(637,617)	(669,188)	(700,759)	(732,331)
102%	(595,563)	(627,076)	(658,590)	(690,103)	(721,617)	(753,130)	(784,696)
104%	(648,223)	(679,679)	(711,134)	(742,590)	(774,045)	(805,501)	(837,305)
106%	(700,884)	(732,281)	(763,679)	(795,077)	(826,474)	(858,159)	(889,914)
108%	(753,544)	(784,884)	(816,224)	(847,563)	(879,130)	(910,826)	(942,522)
110%	(806,205)	(837,486)	(868,768)	(900,218)	(931,855)	(963,493)	(995,131)
112%	(858,865)	(890,089)	(921,422)	(953,001)	(984,581)	(1,016,160)	(1,047,740)

TABLE 6

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 0%						
(479,760)	10%	15%	20%	25%	30%	35%	40%
80%	(1,065,321)	(1,068,094)	(1,070,867)	(1,073,640)	(1,076,413)	(1,079,186)	(1,081,959)
82%	(1,012,840)	(1,018,529)	(1,024,218)	(1,029,906)	(1,035,595)	(1,041,284)	(1,046,972)
Market Values 84%	(960,359)	(968,964)	(977,568)	(986,172)	(994,777)	(1,003,381)	(1,011,985)
100% 86%	(907,879)	(919,399)	(930,918)	(942,438)	(953,958)	(965,478)	(976,998)
(105% = 5% increase) 88%	(855,551)	(869,833)	(884,269)	(898,704)	(913,140)	(927,575)	(942,011)
90%	(803,443)	(820,540)	(837,637)	(854,970)	(872,321)	(889,673)	(907,024)
92%	(751,335)	(771,327)	(791,319)	(811,310)	(831,503)	(851,770)	(872,036)
94%	(699,227)	(722,114)	(745,000)	(767,887)	(790,774)	(813,867)	(837,049)
96%	(647,119)	(672,900)	(698,682)	(724,463)	(750,245)	(776,027)	(802,062)
98%	(595,011)	(623,687)	(652,364)	(681,040)	(709,716)	(738,393)	(767,075)
100%	(542,903)	(574,474)	(606,045)	(637,617)	(669,188)	(700,759)	(732,331)
102%	(490,794)	(525,261)	(559,727)	(594,193)	(628,659)	(663,126)	(697,592)
104%	(438,686)	(476,047)	(513,409)	(550,770)	(588,131)	(625,492)	(662,853)
106%	(386,853)	(426,870)	(467,090)	(507,346)	(547,602)	(587,858)	(628,114)
108%	(335,054)	(377,949)	(420,844)	(463,923)	(507,074)	(550,225)	(593,376)
110%	(283,256)	(329,029)	(374,801)	(420,573)	(466,545)	(512,591)	(558,637)
112%	(234,096)	(280,108)	(328,758)	(377,408)	(426,058)	(474,957)	(523,898)
114%	(186,701)	(233,849)	(282,715)	(334,243)	(385,771)	(437,324)	(489,159)
116%	(139,306)	(189,087)	(238,868)	(291,078)	(345,483)	(399,889)	(454,421)
118%	(91,910)	(144,324)	(196,738)	(249,153)	(305,196)	(362,479)	(419,762)
120%	(44,558)	(99,562)	(154,609)	(209,656)	(264,908)	(325,069)	(385,230)

TABLE 7

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 0%						
(479,760)	10%	15%	20%	25%	30%	35%	40%
5,000	(470,258)	(501,829)	(533,400)	(564,972)	(596,543)	(628,115)	(659,686)
10,000	(397,775)	(429,184)	(460,756)	(492,327)	(523,898)	(555,470)	(587,041)
Grant (£ per unit) 15,000	(325,538)	(356,922)	(388,306)	(419,690)	(451,254)	(482,825)	(514,396)
- 20,000	(254,084)	(284,686)	(316,070)	(347,454)	(378,838)	(410,222)	(441,752)
25,000	(187,988)	(216,704)	(245,420)	(275,218)	(306,602)	(337,986)	(369,370)
30,000	(121,891)	(150,608)	(179,324)	(208,040)	(236,757)	(265,749)	(297,133)
35,000	(55,795)	(84,511)	(113,228)	(141,944)	(170,661)	(199,377)	(228,093)
40,000	9,060	(19,029)	(47,132)	(75,848)	(104,564)	(133,281)	(161,997)
45,000	73,711	45,623	17,534	(10,555)	(38,644)	(67,185)	(95,901)
50,000	136,612	109,506	81,985	53,938	25,892	(2,154)	(30,200)
55,000	198,745	171,639	144,533	117,427	90,180	62,134	34,088

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Appraisal Ref: **BF LV 25** (see Typologies Matrix)
Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	6.6	70.0%	4.4	44%	10.9
3 bed House	40.0%	7.5	20.0%	1.3	35%	8.8
4 + bed House	25.0%	4.7	10.0%	0.6	21%	5.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	18.8	100.0%	6.3	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	459	4,945	306	3,296	766	8,241
3 bed House	765	8,234	128	1,372	893	9,607
4 + bed House	694	7,467	93	996	786	8,463
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,918	20,647	526	5,665	2,444	26,311
AH % by floor area:			21.53%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	2,406,250
3 bed House	310,000	3,039	282	3,039	282	2,712,500
4 + bed House	395,000	3,038	282	2,669	248	2,098,438
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						7,217,188

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	6.6	@	220,000		1,443,750
3 bed House	7.5	@	310,000		2,325,000
4 + bed House	4.7	@	395,000		1,851,563
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	18.8				5,620,313
Affordable Rent GDV -					
2 bed House	1.3	@	154,000		202,125
3 bed House	0.4	@	217,000		81,375
4 + bed House	0.2	@	276,500		51,844
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	1.9				335,344
Social Rent GDV -					
2 bed House	2.0	@	110,000		216,563
3 bed House	0.6	@	155,000		87,188
4 + bed House	0.3	@	197,500		55,547
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	2.8				359,297
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.1	@	154,000		168,438
3 bed House	0.3	@	217,000		67,813
4 + bed House	0.2	@	276,500		43,203
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	1.6	6.3			279,453
Sub-total GDV Residential	**25**				**6,594,406**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	622,781
	255 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**6,594,406**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,918	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				25	units @		5,500	per unit			(137,500)
	Sub-total									(137,500)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				2,444	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.71	ha @		123,550	£ per ha (if brownfield)			(88,250)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			25	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				766	sqm @		1,710	psm			(1,309,219)
3 bed House				893	sqm @		1,710	psm			(1,526,175)
3 bed House (EXC. garage)				768	sqm @		1,710	psm			(1,313,708)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	7.5	50%		18	sqm @		653	psm			(44,078)
Garages for 4B House	4.7	100%		18	sqm @		653	psm			(55,097)
Total GIA check:				2,444	£ per garage		£11,754				
External works				4,217,496	@		15.0%				(632,624)
Ext. Works analysis:							25,305	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				25	units @		242	£ per unit			(6,050)
M4(2) Category 2 Housing	Aff units		6	units @		100%	@	1,400	£ per unit		(8,750)
M4(2) Category 2 Housing	OMS units		19	units @		100%	@	1,400	£ per unit		(26,250)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		19	units @		5%	@	26,816	£ per unit		(25,140)
Part L/FHS			25	units @				8,760	£ per unit		(219,000)
Part L/FHS analysis:							5.2%	% of BCIS costs			
EV Charging Points - Houses			25	units @				1,000	£ per unit		(25,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(310,190)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.4%	% of BCIS costs			
Contingency (on construction)				5,248,560	@		5.0%				(262,428)

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Scheme Typology:	**Houses**	No Units:	**25**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees			5,248,560	@	7.0%			(367,399)
Disposal Costs -								
OMS Marketing and Promotion			5,620,313	OMS @	3.00%	6,744	£ per unit	(168,609)
Residential Sales Agent Costs			5,620,313	OMS @	1.00%	2,248	£ per unit	(56,203)
Residential Sales Legal Costs			5,620,313	OMS @	0.25%	562	£ per unit	(14,051)
Affordable Sale Legal Costs						lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)			25	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						9,955	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.00%	APR	0.565%	pcm		(97,958)
Developers Profit -								
Profit on OMS			5,620,313		20.00%			(1,124,063)
Margin on AH			974,094		6.00%	on AH values		(58,446)
Profit analysis:			6,594,406		17.93%	blended GDV	(1,182,508)	
			6,442,083		18.36%	on costs	(1,182,508)	
TOTAL COSTS								**(7,624,592)**

RESIDUAL LAND VALUE (RLV)								
Residual Land Value (gross)								(1,030,185)
SDLT			-	@	HMRC formula			-
Acquisition Agent fees			-	@	1.0%			-
Acquisition Legal fees			-	@	0.5%			-
Interest on Land			-	@	7.00%			-
Residual Land Value								**(1,030,185)**
RLV analysis:	(41,207)	£ per plot	(1,442,259)	£ per ha (net)	(583,674)	£ per acre (net)		
			(1,442,259)	£ per ha (gross)	(583,674)	£ per acre (gross)		
					-15.62%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)								
Residential Density			35.0	dph (net)				
Site Area (net)			0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio			100%					
Site Area (gross)			0.71	ha (gross)	1.77	acres (gross)		
Density analysis:			3,422	sqm/ha (net)	14,907	sqft/ac (net)		
			35	dph (gross)				
Benchmark Land Value (net)	18,533	£ per plot	648,638	£ per ha (net)	262,500	£ per acre (net)		**463,313**
BLV analysis:			648,638	£ per ha (gross)	262,500	£ per acre (gross)		

BALANCE					
Surplus/(Deficit)	**(2,090,897)**	£ per ha (net)	**(846,174)**	£ per acre (net)	**(1,493,498)**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(846,174)	10%	15%	20%	25%	30%	35%	40%
	-	(699,929)	(722,042)	(744,154)	(766,267)	(788,380)	(810,493)	(832,619)
	1,000	(714,457)	(736,570)	(758,683)	(780,796)	(802,909)	(825,021)	(847,295)
Site Specific S106	2,000	(728,986)	(751,099)	(773,212)	(795,324)	(817,437)	(839,550)	(861,989)
5,500	3,000	(743,515)	(765,627)	(787,740)	(809,853)	(831,966)	(854,079)	(876,682)
	4,000	(758,043)	(780,156)	(802,269)	(824,382)	(846,494)	(868,619)	(891,375)
	5,000	(772,572)	(794,684)	(816,797)	(838,910)	(861,023)	(883,291)	(906,068)
	6,000	(787,100)	(809,213)	(831,326)	(853,439)	(875,551)	(897,984)	(920,762)
	7,000	(801,629)	(823,742)	(845,854)	(867,967)	(890,080)	(912,678)	(935,455)
	8,000	(816,157)	(838,270)	(860,383)	(882,496)	(904,618)	(927,371)	(950,148)
	9,000	(830,686)	(852,799)	(874,912)	(897,024)	(919,287)	(942,064)	(964,842)
	10,000	(845,215)	(867,327)	(889,440)	(911,553)	(933,980)	(956,758)	(979,535)
	11,000	(859,743)	(881,856)	(903,969)	(926,081)	(948,674)	(971,451)	(994,228)
	12,000	(874,272)	(896,384)	(918,497)	(940,618)	(963,367)	(986,144)	(1,008,922)
	13,000	(888,800)	(910,913)	(933,026)	(955,283)	(978,060)	(1,000,838)	(1,023,615)
	14,000	(903,329)	(925,442)	(947,554)	(969,976)	(992,753)	(1,015,531)	(1,038,308)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(846,174)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(588,777)	(621,504)	(654,232)	(686,959)	(719,686)	(752,651)	(786,043)
	16.0%	(626,989)	(657,593)	(688,198)	(718,802)	(749,406)	(780,248)	(811,517)
Profit	17.0%	(665,201)	(693,682)	(722,164)	(750,645)	(779,126)	(807,846)	(836,992)
20.0%	18.0%	(703,412)	(729,771)	(756,130)	(782,488)	(808,847)	(835,443)	(862,466)
	19.0%	(741,624)	(765,860)	(790,096)	(814,331)	(838,567)	(863,040)	(887,941)
	20.0%	(779,836)	(801,949)	(824,062)	(846,174)	(868,287)	(890,638)	(913,415)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(846,174)	10%	15%	20%	25%	30%	35%	40%
	100,000	(617,336)	(639,449)	(661,562)	(683,674)	(705,787)	(728,138)	(750,915)
	110,000	(627,336)	(649,449)	(671,562)	(693,674)	(715,787)	(738,138)	(760,915)
BLV (£ per acre)	120,000	(637,336)	(659,449)	(681,562)	(703,674)	(725,787)	(748,138)	(770,915)
262,500	130,000	(647,336)	(669,449)	(691,562)	(713,674)	(735,787)	(758,138)	(780,915)
	140,000	(657,336)	(679,449)	(701,562)	(723,674)	(745,787)	(768,138)	(790,915)
	150,000	(667,336)	(689,449)	(711,562)	(733,674)	(755,787)	(778,138)	(800,915)
	160,000	(677,336)	(699,449)	(721,562)	(743,674)	(765,787)	(788,138)	(810,915)
	170,000	(687,336)	(709,449)	(731,562)	(753,674)	(775,787)	(798,138)	(820,915)
	180,000	(697,336)	(719,449)	(741,562)	(763,674)	(785,787)	(808,138)	(830,915)
	190,000	(707,336)	(729,449)	(751,562)	(773,674)	(795,787)	(818,138)	(840,915)
	200,000	(717,336)	(739,449)	(761,562)	(783,674)	(805,787)	(828,138)	(850,915)
	210,000	(727,336)	(749,449)	(771,562)	(793,674)	(815,787)	(838,138)	(860,915)
	220,000	(737,336)	(759,449)	(781,562)	(803,674)	(825,787)	(848,138)	(870,915)
	230,000	(747,336)	(769,449)	(791,562)	(813,674)	(835,787)	(858,138)	(880,915)
	240,000	(757,336)	(779,449)	(801,562)	(823,674)	(845,787)	(868,138)	(890,915)
	250,000	(767,336)	(789,449)	(811,562)	(833,674)	(855,787)	(878,138)	(900,915)

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(846,174)	10%	15%	20%	25%	30%	35%	40%
	30	(714,372)	(733,326)	(752,280)	(771,234)	(790,188)	(809,441)	(828,964)
	35	(779,836)	(801,949)	(824,062)	(846,174)	(868,287)	(890,638)	(913,415)
Density (dph)	40	(845,300)	(870,571)	(895,843)	(921,115)	(946,387)	(971,834)	(997,866)
35.0	45	(910,763)	(939,194)	(967,625)	(996,056)	(1,024,486)	(1,053,031)	(1,082,317)
	50	(976,227)	(1,007,817)	(1,039,407)	(1,070,996)	(1,102,586)	(1,134,228)	(1,166,767)
	55	(1,041,691)	(1,076,440)	(1,111,188)	(1,145,937)	(1,180,686)	(1,215,455)	(1,251,218)
	60	(1,107,155)	(1,145,062)	(1,182,970)	(1,220,878)	(1,258,785)	(1,296,693)	(1,335,669)
	65	(1,172,618)	(1,213,685)	(1,254,752)	(1,295,818)	(1,336,885)	(1,377,951)	(1,420,120)
	70	(1,238,082)	(1,282,308)	(1,326,533)	(1,370,759)	(1,414,984)	(1,459,210)	(1,504,570)
	75	(1,303,546)	(1,350,930)	(1,398,315)	(1,445,699)	(1,493,084)	(1,540,469)	(1,589,021)
	80	(1,369,009)	(1,419,553)	(1,470,097)	(1,520,640)	(1,571,184)	(1,621,727)	(1,673,472)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(846,174)	10%	15%	20%	25%	30%	35%	40%
	90%	(461,086)	(486,112)	(511,137)	(536,162)	(561,187)	(586,212)	(611,237)
	92%	(524,836)	(549,279)	(573,722)	(598,164)	(622,607)	(647,050)	(671,493)
Build Cost	94%	(588,586)	(612,446)	(636,307)	(660,167)	(684,027)	(707,887)	(731,748)
100%	96%	(652,336)	(675,614)	(698,892)	(722,169)	(745,447)	(768,725)	(792,003)
(105% = 5% increase)	98%	(716,086)	(738,781)	(761,477)	(784,172)	(806,867)	(829,562)	(852,477)
	100%	(779,836)	(801,949)	(824,062)	(846,174)	(868,287)	(890,638)	(913,415)
	102%	(843,586)	(865,116)	(886,647)	(908,177)	(929,977)	(952,165)	(974,354)
	104%	(907,336)	(928,284)	(949,231)	(970,494)	(992,093)	(1,013,693)	(1,035,292)
	106%	(971,086)	(991,451)	(1,012,189)	(1,033,200)	(1,054,210)	(1,075,220)	(1,096,230)
	108%	(1,034,836)	(1,055,063)	(1,075,484)	(1,095,905)	(1,116,326)	(1,136,748)	(1,157,169)
	110%	(1,099,114)	(1,118,947)	(1,138,779)	(1,158,611)	(1,178,443)	(1,198,275)	(1,218,107)
	112%	(1,163,587)	(1,182,830)	(1,202,073)	(1,221,316)	(1,240,559)	(1,259,802)	(1,279,045)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(846,174)	10%	15%	20%	25%	30%	35%	40%
	80%	(1,374,607)	(1,364,170)	(1,353,733)	(1,343,296)	(1,332,860)	(1,322,423)	(1,311,986)
	82%	(1,314,821)	(1,307,706)	(1,300,590)	(1,293,475)	(1,286,360)	(1,279,244)	(1,272,129)
Market Values	84%	(1,255,035)	(1,251,241)	(1,247,448)	(1,243,654)	(1,239,860)	(1,236,066)	(1,232,272)
100%	86%	(1,195,250)	(1,194,777)	(1,194,305)	(1,193,832)	(1,193,360)	(1,192,887)	(1,192,415)
(105% = 5% increase)	88%	(1,135,464)	(1,138,313)	(1,141,162)	(1,144,011)	(1,146,860)	(1,149,709)	(1,152,558)
	90%	(1,075,678)	(1,081,849)	(1,088,019)	(1,094,190)	(1,100,360)	(1,106,530)	(1,112,701)
	92%	(1,015,893)	(1,025,385)	(1,034,876)	(1,044,368)	(1,053,860)	(1,063,352)	(1,072,844)
	94%	(956,660)	(968,954)	(981,734)	(994,547)	(1,007,360)	(1,020,173)	(1,032,986)
	96%	(897,718)	(913,282)	(928,846)	(944,725)	(960,860)	(976,995)	(993,129)
	98%	(838,777)	(857,615)	(876,454)	(895,292)	(914,360)	(933,816)	(953,272)
	100%	(779,836)	(801,949)	(824,062)	(846,174)	(868,287)	(890,638)	(913,415)
	102%	(720,895)	(746,282)	(771,669)	(797,057)	(822,444)	(847,831)	(873,558)
	104%	(661,954)	(690,615)	(719,277)	(747,939)	(776,601)	(805,263)	(833,925)
	106%	(603,012)	(634,949)	(666,885)	(698,821)	(730,758)	(762,694)	(794,630)
	108%	(544,071)	(579,282)	(614,493)	(649,704)	(684,915)	(720,125)	(755,336)
	110%	(485,130)	(523,615)	(562,101)	(600,586)	(639,071)	(677,557)	(716,042)
	112%	(426,416)	(467,949)	(509,709)	(551,468)	(593,228)	(634,988)	(676,748)
	114%	(367,825)	(412,583)	(457,341)	(502,351)	(547,385)	(592,420)	(637,454)
	116%	(309,234)	(357,247)	(405,260)	(453,273)	(501,542)	(549,851)	(598,160)
	118%	(251,652)	(301,912)	(353,179)	(404,447)	(455,715)	(507,282)	(558,866)
	120%	(198,041)	(247,930)	(301,099)	(355,622)	(410,145)	(464,714)	(519,572)

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(846,174)	10%	15%	20%	25%	30%	35%	40%
	5,000	(707,191)	(729,304)	(751,417)	(773,530)	(795,642)	(817,755)	(839,947)
	10,000	(634,546)	(656,659)	(678,772)	(700,885)	(722,998)	(745,110)	(767,223)
Grant (£ per unit)	15,000	(561,902)	(584,014)	(606,127)	(628,240)	(650,353)	(672,466)	(694,578)
-	20,000	(489,257)	(511,370)	(533,482)	(555,595)	(577,708)	(599,821)	(621,934)
	25,000	(416,778)	(438,750)	(460,838)	(482,951)	(505,063)	(527,176)	(549,289)
	30,000	(344,542)	(366,514)	(388,487)	(410,459)	(432,432)	(454,531)	(476,644)
	35,000	(272,305)	(294,278)	(316,250)	(338,223)	(360,195)	(382,168)	(404,140)
	40,000	(205,376)	(225,480)	(245,585)	(265,986)	(287,959)	(309,931)	(331,904)
	45,000	(140,273)	(159,938)	(179,604)	(199,594)	(219,699)	(239,804)	(259,908)
	50,000	(77,579)	(96,585)	(115,592)	(134,618)	(154,283)	(173,948)	(193,812)
	55,000	(15,095)	(34,101)	(53,107)	(72,113)	(91,120)	(110,126)	(129,132)

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Appraisal Ref: BF LV 50 (see Typologies Matrix)
Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	13.1	70.0%	8.8	44%	21.9
3 bed House	40.0%	15.0	20.0%	2.5	35%	17.5
4 + bed House	25.0%	9.4	10.0%	1.3	21%	10.6
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	919	9,889	613	6,593	1,531	16,482
3 bed House	1,530	16,469	255	2,745	1,785	19,214
4 + bed House	1,388	14,935	185	1,991	1,573	16,926
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	3,836	41,293	1,053	11,329	4,889	52,622
AH % by floor area:			21.53%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	4,812,500
3 bed House	310,000	3,039	282	3,039	282	5,425,000
4 + bed House	395,000	3,038	282	2,669	248	4,196,875
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						14,434,375

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	13.1	@	220,000		2,887,500
3 bed House	15.0	@	310,000		4,650,000
4 + bed House	9.4	@	395,000		3,703,125
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	37.5				11,240,625
Affordable Rent GDV -					
2 bed House	2.6	@	154,000		404,250
3 bed House	0.8	@	217,000		162,750
4 + bed House	0.4	@	276,500		103,688
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	3.8				670,688
Social Rent GDV -					
2 bed House	3.9	@	110,000		433,125
3 bed House	1.1	@	155,000		174,375
4 + bed House	0.6	@	197,500		111,094
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	5.6				718,594
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	154,000		336,875
3 bed House	0.6	@	217,000		135,625
4 + bed House	0.3	@	276,500		86,406
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	3.1	12.5			558,906
Sub-total GDV Residential	**50**				**13,188,813**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,245,563
	255 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**13,188,813**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			3,836	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				4,889	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		123,550	£ per ha (if brownfield)			(176,500)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,531	sqm @		1,710	psm			(2,618,438)
3 bed House				1,785	sqm @		1,710	psm			(3,052,350)
3 bed House (EXC. garage)				1,555	sqm @		1,710	psm			(2,658,195)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	15.0	50%		18	sqm @		653	psm			(88,155)
Garages for 4B House	9.4	100%		18	sqm @		653	psm			(110,194)
Total GIA check:				4,889	£ per garage		£11,754				
External works				8,496,551	@		15.0%				(1,274,483)
Ext. Works analysis:							25,490	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		242	£ per unit			(12,100)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units		38	units @		100%	@	1,400	£ per unit		(52,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		38	units @		5%	@	26,816	£ per unit		(50,280)
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.2%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit		(50,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(620,380)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.3%	% of BCIS costs			
Contingency (on construction)				10,567,914	@		5.0%				(528,396)

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		10,567,914	@	7.0%			(739,754)
Disposal Costs -							
OMS Marketing and Promotion		11,240,625	OMS @	3.00%	6,744	£ per unit	(337,219)
Residential Sales Agent Costs		11,240,625	OMS @	1.00%	2,248	£ per unit	(112,406)
Residential Sales Legal Costs		11,240,625	OMS @	0.25%	562	£ per unit	(28,102)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,755	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(200,463)
Developers Profit -							
Profit on OMS		11,240,625		20.00%			(2,248,125)
Margin on AH		1,948,188		6.00%	on AH values		(116,891)
Profit analysis:		13,188,813		17.93%	blended GDV	(2,365,016)	
		12,958,003		18.25%	on costs	(2,365,016)	
TOTAL COSTS							**(15,323,019)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,134,206)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(2,134,206)**
RLV analysis:	(42,684) £ per plot	(1,493,945)	£ per ha (net)	(604,591)	£ per acre (net)		
		(1,493,945)	£ per ha (gross)	(604,591)	£ per acre (gross)		
				-16.18%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		1.43	ha (gross)	3.53	acres (gross)		
Density analysis:		3,422	sqm/ha (net)	14,907	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,533 £ per plot	648,638	£ per ha (net)	262,500	£ per acre (net)		**926,625**
BLV analysis:		648,638	£ per ha (gross)	262,500	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(2,142,582)**	£ per ha (net)	**(867,091)**	£ per acre (net)		**(3,060,831)**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(867,091)	10%	15%	20%	25%	30%	35%	40%
	-	(718,669)	(741,280)	(763,891)	(786,502)	(809,113)	(831,724)	(854,461)
	1,000	(733,321)	(755,932)	(778,543)	(801,154)	(823,765)	(846,376)	(869,196)
Site Specific S106	2,000	(747,974)	(770,585)	(793,196)	(815,807)	(838,418)	(861,029)	(883,932)
5,500	3,000	(762,627)	(785,238)	(807,849)	(830,460)	(853,071)	(875,722)	(898,667)
	4,000	(777,279)	(799,890)	(822,501)	(845,112)	(867,723)	(890,458)	(913,403)
	5,000	(791,932)	(814,543)	(837,154)	(859,765)	(882,376)	(905,193)	(928,138)
	6,000	(806,584)	(829,195)	(851,806)	(874,417)	(897,028)	(919,929)	(942,873)
	7,000	(821,237)	(843,848)	(866,459)	(889,070)	(911,719)	(934,664)	(957,609)
	8,000	(835,890)	(858,501)	(881,112)	(903,723)	(926,455)	(949,400)	(972,344)
	9,000	(850,542)	(873,153)	(895,764)	(918,375)	(941,190)	(964,135)	(987,080)
	10,000	(865,195)	(887,806)	(910,417)	(933,028)	(955,926)	(978,870)	(1,001,815)
	11,000	(879,847)	(902,458)	(925,069)	(947,716)	(970,661)	(993,606)	(1,016,551)
	12,000	(894,500)	(917,111)	(939,722)	(962,452)	(985,397)	(1,008,341)	(1,031,286)
	13,000	(909,153)	(931,764)	(954,375)	(977,187)	(1,000,132)	(1,023,077)	(1,046,022)
	14,000	(923,805)	(946,416)	(969,027)	(991,923)	(1,014,867)	(1,037,812)	(1,060,757)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(867,091)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(608,199)	(641,425)	(674,650)	(707,875)	(741,101)	(774,574)	(808,133)
	16.0%	(646,411)	(677,514)	(708,616)	(739,719)	(770,821)	(802,171)	(833,608)
Profit	17.0%	(684,623)	(713,602)	(742,582)	(771,562)	(800,541)	(829,769)	(859,082)
20.0%	18.0%	(722,835)	(749,691)	(776,548)	(803,405)	(830,262)	(857,366)	(884,557)
	19.0%	(761,046)	(785,780)	(810,514)	(835,248)	(859,982)	(884,964)	(910,031)
	20.0%	(799,258)	(821,869)	(844,480)	(867,091)	(889,702)	(912,561)	(935,506)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(867,091)	10%	15%	20%	25%	30%	35%	40%
	100,000	(636,758)	(659,369)	(681,980)	(704,591)	(727,202)	(750,061)	(773,006)
	110,000	(646,758)	(669,369)	(691,980)	(714,591)	(737,202)	(760,061)	(783,006)
BLV (£ per acre)	120,000	(656,758)	(679,369)	(701,980)	(724,591)	(747,202)	(770,061)	(793,006)
262,500	130,000	(666,758)	(689,369)	(711,980)	(734,591)	(757,202)	(780,061)	(803,006)
	140,000	(676,758)	(699,369)	(721,980)	(744,591)	(767,202)	(790,061)	(813,006)
	150,000	(686,758)	(709,369)	(731,980)	(754,591)	(777,202)	(800,061)	(823,006)
	160,000	(696,758)	(719,369)	(741,980)	(764,591)	(787,202)	(810,061)	(833,006)
	170,000	(706,758)	(729,369)	(751,980)	(774,591)	(797,202)	(820,061)	(843,006)
	180,000	(716,758)	(739,369)	(761,980)	(784,591)	(807,202)	(830,061)	(853,006)
	190,000	(726,758)	(749,369)	(771,980)	(794,591)	(817,202)	(840,061)	(863,006)
	200,000	(736,758)	(759,369)	(781,980)	(804,591)	(827,202)	(850,061)	(873,006)
	210,000	(746,758)	(769,369)	(791,980)	(814,591)	(837,202)	(860,061)	(883,006)
	220,000	(756,758)	(779,369)	(801,980)	(824,591)	(847,202)	(870,061)	(893,006)
	230,000	(766,758)	(789,369)	(811,980)	(834,591)	(857,202)	(880,061)	(903,006)
	240,000	(776,758)	(799,369)	(821,980)	(844,591)	(867,202)	(890,061)	(913,006)
	250,000	(786,758)	(809,369)	(831,980)	(854,591)	(877,202)	(900,061)	(923,006)

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(867,091)	10%	15%	20%	25%	30%	35%	40%
	30	(731,156)	(750,537)	(769,918)	(789,299)	(808,680)	(828,321)	(847,988)
	35	(799,258)	(821,869)	(844,480)	(867,091)	(889,702)	(912,561)	(935,506)
Density (dph)	40	(867,360)	(893,201)	(919,042)	(944,883)	(970,724)	(996,800)	(1,023,023)
35.0	45	(935,462)	(964,533)	(993,604)	(1,022,676)	(1,051,747)	(1,081,040)	(1,110,540)
	50	(1,003,564)	(1,035,865)	(1,068,166)	(1,100,468)	(1,132,769)	(1,165,279)	(1,198,058)
	55	(1,071,665)	(1,107,197)	(1,142,729)	(1,178,260)	(1,213,792)	(1,249,519)	(1,285,575)
	60	(1,139,767)	(1,178,529)	(1,217,291)	(1,256,052)	(1,294,814)	(1,333,758)	(1,373,092)
	65	(1,207,869)	(1,249,861)	(1,291,853)	(1,333,845)	(1,375,836)	(1,417,998)	(1,460,609)
	70	(1,275,971)	(1,321,193)	(1,366,415)	(1,411,637)	(1,456,859)	(1,502,237)	(1,548,127)
	75	(1,344,073)	(1,392,525)	(1,440,977)	(1,489,429)	(1,537,881)	(1,586,477)	(1,635,644)
	80	(1,412,175)	(1,463,857)	(1,515,539)	(1,567,221)	(1,618,904)	(1,670,716)	(1,723,161)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(867,091)	10%	15%	20%	25%	30%	35%	40%
	90%	(476,393)	(501,720)	(527,047)	(552,374)	(577,701)	(603,187)	(628,735)
	92%	(540,792)	(565,535)	(590,277)	(615,090)	(640,051)	(665,012)	(689,973)
Build Cost	94%	(605,190)	(629,349)	(653,717)	(678,091)	(702,464)	(726,837)	(751,211)
100%	96%	(669,733)	(693,519)	(717,305)	(741,091)	(764,877)	(788,663)	(812,448)
(105% = 5% increase)	98%	(734,496)	(757,694)	(780,892)	(804,091)	(827,289)	(850,488)	(873,922)
	100%	(799,258)	(821,869)	(844,480)	(867,091)	(889,702)	(912,561)	(935,506)
	102%	(864,021)	(886,044)	(908,068)	(930,091)	(952,382)	(974,736)	(997,090)
	104%	(928,783)	(950,219)	(971,655)	(993,384)	(1,015,147)	(1,036,911)	(1,058,674)
	106%	(993,546)	(1,014,396)	(1,035,568)	(1,056,741)	(1,077,913)	(1,099,085)	(1,120,258)
	108%	(1,058,352)	(1,078,933)	(1,099,515)	(1,120,097)	(1,140,679)	(1,161,260)	(1,181,842)
	110%	(1,123,481)	(1,143,471)	(1,163,462)	(1,183,453)	(1,203,444)	(1,223,435)	(1,243,426)
	112%	(1,188,609)	(1,208,009)	(1,227,410)	(1,246,810)	(1,266,210)	(1,285,610)	(1,305,010)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(867,091)	10%	15%	20%	25%	30%	35%	40%
	80%	(1,397,852)	(1,387,462)	(1,377,073)	(1,366,684)	(1,356,294)	(1,345,905)	(1,335,515)
	82%	(1,337,850)	(1,330,794)	(1,323,738)	(1,316,682)	(1,309,626)	(1,302,570)	(1,295,514)
Market Values	84%	(1,277,849)	(1,274,126)	(1,270,404)	(1,266,681)	(1,262,959)	(1,259,236)	(1,255,514)
100%	86%	(1,217,847)	(1,217,458)	(1,217,069)	(1,216,680)	(1,216,291)	(1,215,902)	(1,215,513)
(105% = 5% increase)	88%	(1,157,846)	(1,160,790)	(1,163,734)	(1,166,679)	(1,169,623)	(1,172,567)	(1,175,512)
	90%	(1,097,844)	(1,104,122)	(1,110,400)	(1,116,677)	(1,122,955)	(1,129,233)	(1,135,511)
	92%	(1,037,843)	(1,047,454)	(1,057,065)	(1,066,676)	(1,076,287)	(1,085,898)	(1,095,510)
	94%	(977,989)	(990,786)	(1,003,730)	(1,016,675)	(1,029,620)	(1,042,564)	(1,055,509)
	96%	(918,412)	(934,403)	(950,396)	(966,674)	(982,952)	(999,230)	(1,015,508)
	98%	(858,835)	(878,136)	(897,437)	(916,739)	(936,284)	(955,895)	(975,507)
	100%	(799,258)	(821,869)	(844,480)	(867,091)	(889,702)	(912,561)	(935,506)
	102%	(739,681)	(765,602)	(791,523)	(817,444)	(843,364)	(869,285)	(895,505)
	104%	(680,104)	(709,335)	(738,565)	(767,796)	(797,027)	(826,257)	(855,504)
	106%	(620,784)	(653,068)	(685,608)	(718,149)	(750,689)	(783,230)	(815,770)
	108%	(561,583)	(597,145)	(632,707)	(668,501)	(704,351)	(740,202)	(776,052)
	110%	(502,383)	(541,233)	(580,084)	(618,935)	(658,014)	(697,174)	(736,334)
	112%	(443,182)	(485,322)	(527,461)	(569,601)	(611,740)	(654,146)	(696,616)
	114%	(383,981)	(429,410)	(474,838)	(520,267)	(565,695)	(611,124)	(656,898)
	116%	(324,781)	(373,498)	(422,216)	(470,933)	(519,650)	(568,368)	(617,180)
	118%	(265,580)	(317,586)	(369,593)	(421,599)	(473,606)	(525,612)	(577,618)
	120%	(211,505)	(261,745)	(316,970)	(372,265)	(427,561)	(482,856)	(538,151)

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(867,091)	10%	15%	20%	25%	30%	35%	40%
	5,000	(725,992)	(748,603)	(771,214)	(793,825)	(816,436)	(839,047)	(861,825)
	10,000	(652,726)	(675,337)	(697,948)	(720,559)	(743,170)	(765,781)	(788,392)
Grant (£ per unit)	15,000	(579,823)	(602,229)	(624,682)	(647,293)	(669,904)	(692,515)	(715,126)
-	20,000	(506,969)	(529,375)	(551,781)	(574,187)	(596,638)	(619,249)	(641,860)
	25,000	(434,115)	(456,521)	(478,927)	(501,333)	(523,739)	(546,145)	(568,593)
	30,000	(361,260)	(383,666)	(406,072)	(428,479)	(450,885)	(473,291)	(495,697)
	35,000	(288,406)	(310,812)	(333,218)	(355,624)	(378,030)	(400,436)	(422,843)
	40,000	(219,707)	(240,044)	(260,546)	(282,770)	(305,176)	(327,582)	(349,988)
	45,000	(156,324)	(175,621)	(194,919)	(214,770)	(234,985)	(255,398)	(277,134)
	50,000	(93,659)	(112,957)	(132,254)	(151,552)	(170,850)	(190,147)	(209,833)
	55,000	(30,994)	(50,292)	(69,590)	(88,888)	(108,185)	(127,483)	(146,781)

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Appraisal Ref: BF LV 100 (see Typologies Matrix)
Scheme Typology: Houses No Units: 100
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments: Higher Density

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	26.3	70.0%	17.5	44%	43.8
3 bed House	40.0%	30.0	20.0%	5.0	35%	35.0
4 + bed House	25.0%	18.8	10.0%	2.5	21%	21.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	75.0	100.0%	25.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,838	19,779	1,225	13,186	3,063	32,964
3 bed House	3,060	32,938	510	5,490	3,570	38,427
4 + bed House	2,775	29,870	370	3,983	3,145	33,852
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	7,673	82,586	2,105	22,658	9,778	105,244
AH % by floor area:			21.53%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	9,625,000
3 bed House	310,000	3,039	282	3,039	282	10,850,000
4 + bed House	395,000	3,038	282	2,669	248	8,393,750
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						28,868,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: Higher Density

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	26.3	@	220,000		5,775,000
3 bed House	30.0	@	310,000		9,300,000
4 + bed House	18.8	@	395,000		7,406,250
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	75.0				22,481,250
Affordable Rent GDV -					
2 bed House	5.3	@	154,000		808,500
3 bed House	1.5	@	217,000		325,500
4 + bed House	0.8	@	276,500		207,375
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	7.5				1,341,375
Social Rent GDV -					
2 bed House	7.9	@	110,000		866,250
3 bed House	2.3	@	155,000		348,750
4 + bed House	1.1	@	197,500		222,188
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	11.3				1,437,188
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	154,000		673,750
3 bed House	1.3	@	217,000		271,250
4 + bed House	0.6	@	276,500		172,813
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	6.3	25.0			1,117,813
Sub-total GDV Residential	**100**				**26,377,625**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	2,491,125
	255 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**26,377,625**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:	Higher Density				

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			7,673	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				9,778	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		123,550	£ per ha (if brownfield)			(353,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,063	sqm @		1,710	psm			(5,236,875)
3 bed House				3,570	sqm @		1,710	psm			(6,104,700)
3 bed House (EXC. garage)				3,127	sqm @		1,710	psm			(5,347,170)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	30.0	50%		18	sqm @		653	psm			(176,310)
Garages for 4B House	18.8	100%		18	sqm @		653	psm			(220,388)
Total GIA check:				9,778	£ per garage		£11,754				
External works				17,054,663	@		15.0%				(2,558,199)
Ext. Works analysis:							25,582	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		242	£ per unit			(24,200)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		75	units @		100%	@	1,400	£ per unit		(105,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		75	units @		5%	@	26,816	£ per unit		(100,560)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							5.1%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,240,760)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.3%	% of BCIS costs			
Contingency (on construction)				21,206,622	@		5.0%				(1,060,331)

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:	Higher Density				

Professional Fees		21,206,622	@	7.0%			(1,484,464)
Disposal Costs -							
OMS Marketing and Promotion		22,481,250	OMS @	3.00%	6,744	£ per unit	(674,438)
Residential Sales Agent Costs		22,481,250	OMS @	1.00%	2,248	£ per unit	(224,813)
Residential Sales Legal Costs		22,481,250	OMS @	0.25%	562	£ per unit	(56,203)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,655	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(382,312)
Developers Profit -							
Profit on OMS		22,481,250		20.00%			(4,496,250)
Margin on AH		3,896,375		6.00%	on AH values		(233,783)
Profit analysis:		26,377,625		17.93%	blended GDV	(4,730,033)	
		25,812,522		18.32%	on costs	(4,730,033)	
TOTAL COSTS							**(30,542,554)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(4,164,929)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(4,164,929)**
RLV analysis:	(41,649) £ per plot	(1,457,725)	£ per ha (net)	(589,933)	£ per acre (net)		
		(1,457,725)	£ per ha (gross)	(589,933)	£ per acre (gross)		
				-15.79%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		2.86	ha (gross)	7.06	acres (gross)		
Density analysis:		3,422	sqm/ha (net)	14,907	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,533 £ per plot	648,638	£ per ha (net)	262,500	£ per acre (net)		**1,853,250**
BLV analysis:		648,638	£ per ha (gross)	262,500	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(2,106,363)**	£ per ha (net)	**(852,433)**	£ per acre (net)		**(6,018,179)**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: Higher Density

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(852,433)	10%	15%	20%	25%	30%	35%	40%
	-	(702,045)	(724,927)	(748,040)	(771,154)	(794,268)	(817,381)	(840,626)
	1,000	(716,740)	(739,705)	(762,819)	(785,932)	(809,046)	(832,159)	(855,571)
Site Specific S106	2,000	(731,435)	(754,483)	(777,597)	(800,710)	(823,824)	(846,937)	(870,517)
5,500	3,000	(746,147)	(769,261)	(792,375)	(815,488)	(838,602)	(861,715)	(885,463)
	4,000	(760,925)	(784,039)	(807,153)	(830,266)	(853,380)	(876,622)	(900,408)
	5,000	(775,704)	(798,817)	(821,931)	(845,044)	(868,158)	(891,568)	(915,354)
	6,000	(790,482)	(813,595)	(836,709)	(859,822)	(882,936)	(906,514)	(930,299)
	7,000	(805,260)	(828,373)	(851,487)	(874,600)	(897,714)	(921,459)	(945,245)
	8,000	(820,038)	(843,151)	(866,265)	(889,378)	(912,619)	(936,405)	(960,191)
	9,000	(834,816)	(857,929)	(881,043)	(904,156)	(927,565)	(951,351)	(975,136)
	10,000	(849,594)	(872,707)	(895,821)	(918,935)	(942,510)	(966,296)	(990,082)
	11,000	(864,372)	(887,485)	(910,599)	(933,713)	(957,456)	(981,242)	(1,005,028)
	12,000	(879,150)	(902,263)	(925,377)	(948,616)	(972,402)	(996,187)	(1,019,973)
	13,000	(893,928)	(917,042)	(940,155)	(963,561)	(987,347)	(1,011,133)	(1,034,919)
	14,000	(908,706)	(931,820)	(954,933)	(978,507)	(1,002,293)	(1,026,079)	(1,049,865)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(852,433)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(592,034)	(625,762)	(659,490)	(693,218)	(726,946)	(761,054)	(795,454)
	16.0%	(630,246)	(661,851)	(693,456)	(725,061)	(756,666)	(788,651)	(820,929)
Profit	17.0%	(668,457)	(697,939)	(727,422)	(756,904)	(786,386)	(816,249)	(846,403)
20.0%	18.0%	(706,669)	(734,028)	(761,388)	(788,747)	(816,106)	(843,846)	(871,878)
	19.0%	(744,881)	(770,117)	(795,354)	(820,590)	(845,827)	(871,443)	(897,352)
	20.0%	(783,093)	(806,206)	(829,320)	(852,433)	(875,547)	(899,041)	(922,827)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(852,433)	10%	15%	20%	25%	30%	35%	40%
	100,000	(620,593)	(643,706)	(666,820)	(689,933)	(713,047)	(736,541)	(760,327)
	110,000	(630,593)	(653,706)	(676,820)	(699,933)	(723,047)	(746,541)	(770,327)
BLV (£ per acre)	120,000	(640,593)	(663,706)	(686,820)	(709,933)	(733,047)	(756,541)	(780,327)
262,500	130,000	(650,593)	(673,706)	(696,820)	(719,933)	(743,047)	(766,541)	(790,327)
	140,000	(660,593)	(683,706)	(706,820)	(729,933)	(753,047)	(776,541)	(800,327)
	150,000	(670,593)	(693,706)	(716,820)	(739,933)	(763,047)	(786,541)	(810,327)
	160,000	(680,593)	(703,706)	(726,820)	(749,933)	(773,047)	(796,541)	(820,327)
	170,000	(690,593)	(713,706)	(736,820)	(759,933)	(783,047)	(806,541)	(830,327)
	180,000	(700,593)	(723,706)	(746,820)	(769,933)	(793,047)	(816,541)	(840,327)
	190,000	(710,593)	(733,706)	(756,820)	(779,933)	(803,047)	(826,541)	(850,327)
	200,000	(720,593)	(743,706)	(766,820)	(789,933)	(813,047)	(836,541)	(860,327)
	210,000	(730,593)	(753,706)	(776,820)	(799,933)	(823,047)	(846,541)	(870,327)
	220,000	(740,593)	(763,706)	(786,820)	(809,933)	(833,047)	(856,541)	(880,327)
	230,000	(750,593)	(773,706)	(796,820)	(819,933)	(843,047)	(866,541)	(890,327)
	240,000	(760,593)	(783,706)	(806,820)	(829,933)	(853,047)	(876,541)	(900,327)
	250,000	(770,593)	(793,706)	(816,820)	(839,933)	(863,047)	(886,541)	(910,327)

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments: Higher Density

TABLE 4 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(852,433)	10%	15%	20%	25%	30%	35%	40%
	30	(717,373)	(737,185)	(756,997)	(776,808)	(796,620)	(816,856)	(837,243)
	35	(783,093)	(806,206)	(829,320)	(852,433)	(875,547)	(899,041)	(922,827)
Density (dph)	40	(848,812)	(875,227)	(901,643)	(928,058)	(954,474)	(981,226)	(1,008,410)
35.0	45	(914,531)	(944,249)	(973,966)	(1,003,683)	(1,033,401)	(1,063,411)	(1,093,993)
	50	(980,250)	(1,013,270)	(1,046,289)	(1,079,309)	(1,112,328)	(1,145,596)	(1,179,576)
	55	(1,045,970)	(1,082,291)	(1,118,612)	(1,154,934)	(1,191,255)	(1,227,782)	(1,265,159)
	60	(1,111,689)	(1,151,312)	(1,190,935)	(1,230,559)	(1,270,182)	(1,309,967)	(1,350,743)
	65	(1,177,408)	(1,220,333)	(1,263,259)	(1,306,184)	(1,349,109)	(1,392,152)	(1,436,326)
	70	(1,243,127)	(1,289,355)	(1,335,582)	(1,381,809)	(1,428,036)	(1,474,337)	(1,521,909)
	75	(1,308,847)	(1,358,376)	(1,407,905)	(1,457,434)	(1,506,963)	(1,556,525)	(1,607,492)
	80	(1,374,566)	(1,427,397)	(1,480,228)	(1,533,059)	(1,585,890)	(1,638,733)	(1,693,075)

TABLE 5 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(852,433)	10%	15%	20%	25%	30%	35%	40%
	90%	(456,942)	(482,762)	(508,583)	(534,404)	(560,225)	(586,045)	(611,866)
	92%	(522,127)	(547,358)	(572,590)	(597,821)	(623,053)	(648,295)	(673,779)
Build Cost	94%	(587,312)	(611,954)	(636,597)	(661,239)	(685,996)	(710,887)	(735,778)
100%	96%	(652,497)	(676,550)	(700,604)	(724,881)	(749,179)	(773,478)	(797,777)
(105% = 5% increase)	98%	(717,682)	(741,245)	(764,951)	(788,657)	(812,363)	(836,069)	(860,125)
	100%	(783,093)	(806,206)	(829,320)	(852,433)	(875,547)	(899,041)	(922,827)
	102%	(848,646)	(871,167)	(893,688)	(916,210)	(939,155)	(962,342)	(985,529)
	104%	(914,200)	(936,129)	(958,057)	(980,468)	(1,003,056)	(1,025,643)	(1,048,230)
	106%	(979,754)	(1,001,090)	(1,022,979)	(1,044,968)	(1,066,956)	(1,088,944)	(1,110,932)
	108%	(1,045,315)	(1,066,689)	(1,088,078)	(1,109,467)	(1,130,856)	(1,152,245)	(1,173,634)
	110%	(1,111,597)	(1,132,387)	(1,153,177)	(1,173,966)	(1,194,756)	(1,215,546)	(1,236,336)
	112%	(1,177,894)	(1,198,085)	(1,218,275)	(1,238,466)	(1,258,657)	(1,278,847)	(1,299,038)

TABLE 6 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(852,433)	10%	15%	20%	25%	30%	35%	40%
	80%	(1,390,883)	(1,380,737)	(1,370,591)	(1,360,445)	(1,350,299)	(1,340,154)	(1,330,008)
	82%	(1,329,806)	(1,323,053)	(1,316,301)	(1,309,548)	(1,302,795)	(1,296,042)	(1,289,290)
Market Values	84%	(1,268,729)	(1,265,369)	(1,262,010)	(1,258,650)	(1,255,291)	(1,251,931)	(1,248,571)
100%	86%	(1,207,652)	(1,207,685)	(1,207,719)	(1,207,753)	(1,207,786)	(1,207,820)	(1,207,853)
(105% = 5% increase)	88%	(1,146,575)	(1,150,001)	(1,153,428)	(1,156,855)	(1,160,282)	(1,163,708)	(1,167,135)
	90%	(1,085,497)	(1,092,317)	(1,099,137)	(1,105,957)	(1,112,777)	(1,119,597)	(1,126,417)
	92%	(1,024,420)	(1,034,633)	(1,044,846)	(1,055,060)	(1,065,273)	(1,075,486)	(1,085,699)
	94%	(963,751)	(976,949)	(990,556)	(1,004,162)	(1,017,768)	(1,031,375)	(1,044,981)
	96%	(903,532)	(919,954)	(936,377)	(953,264)	(970,264)	(987,263)	(1,004,263)
	98%	(843,312)	(863,080)	(882,848)	(902,616)	(922,759)	(943,152)	(963,545)
	100%	(783,093)	(806,206)	(829,320)	(852,433)	(875,547)	(899,041)	(922,827)
	102%	(723,039)	(749,332)	(775,791)	(802,250)	(828,709)	(855,169)	(882,109)
	104%	(663,211)	(692,733)	(722,263)	(752,067)	(781,872)	(811,677)	(841,481)
	106%	(603,382)	(636,228)	(669,075)	(701,921)	(735,035)	(768,185)	(801,335)
	108%	(543,554)	(579,724)	(615,894)	(652,064)	(688,234)	(724,693)	(761,189)
	110%	(483,725)	(523,219)	(562,713)	(602,207)	(641,701)	(681,201)	(721,042)
	112%	(424,057)	(466,714)	(509,532)	(552,350)	(595,168)	(637,985)	(680,896)
	114%	(364,583)	(410,430)	(456,351)	(502,493)	(548,634)	(594,776)	(640,917)
	116%	(305,109)	(354,260)	(403,411)	(452,636)	(502,101)	(551,567)	(601,032)
	118%	(247,069)	(298,090)	(350,545)	(403,000)	(455,568)	(508,357)	(561,146)
	120%	(194,980)	(243,670)	(297,680)	(353,438)	(409,197)	(465,148)	(521,261)

TABLE 7 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(852,433)	10%	15%	20%	25%	30%	35%	40%
	5,000	(709,388)	(732,312)	(755,425)	(778,539)	(801,652)	(824,766)	(848,094)
	10,000	(635,909)	(658,784)	(681,659)	(704,644)	(727,758)	(750,871)	(773,985)
Grant (£ per unit)	15,000	(562,430)	(585,305)	(608,180)	(631,055)	(653,930)	(676,977)	(700,090)
-	20,000	(488,951)	(511,826)	(534,701)	(557,576)	(580,451)	(603,326)	(626,200)
	25,000	(415,570)	(438,347)	(461,222)	(484,097)	(506,972)	(529,846)	(552,721)
	30,000	(342,504)	(365,222)	(387,940)	(410,658)	(433,492)	(456,367)	(479,242)
	35,000	(269,438)	(292,156)	(314,874)	(337,592)	(360,310)	(383,028)	(405,763)
	40,000	(203,812)	(223,463)	(243,567)	(264,526)	(287,244)	(309,962)	(332,680)
	45,000	(140,610)	(160,261)	(179,912)	(199,563)	(219,214)	(239,159)	(259,859)
	50,000	(77,409)	(97,059)	(116,710)	(136,361)	(156,012)	(175,663)	(195,314)
	55,000	(14,534)	(34,088)	(53,641)	(73,195)	(92,810)	(112,461)	(132,112)

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Appraisal Ref: BF LV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	52.5	70.0%	35.0	44%	87.5
3 bed House	40.0%	60.0	20.0%	10.0	35%	70.0
4 + bed House	25.0%	37.5	10.0%	5.0	21%	42.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	150.0	100.0%	50.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	3,675	39,557	2,450	26,372	6,125	65,929
3 bed House	6,120	65,875	1,020	10,979	7,140	76,854
4 + bed House	5,550	59,740	740	7,965	6,290	67,705
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	15,345	165,172	4,210	45,316	19,555	210,488
AH % by floor area:			21.53%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	19,250,000
3 bed House	310,000	3,039	282	3,039	282	21,700,000
4 + bed House	395,000	3,038	282	2,669	248	16,787,500
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						57,737,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	52.5	@	220,000		11,550,000
3 bed House	60.0	@	310,000		18,600,000
4 + bed House	37.5	@	395,000		14,812,500
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	150.0				44,962,500
Affordable Rent GDV -					
2 bed House	10.5	@	154,000		1,617,000
3 bed House	3.0	@	217,000		651,000
4 + bed House	1.5	@	276,500		414,750
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	15.0				2,682,750
Social Rent GDV -					
2 bed House	15.8	@	110,000		1,732,500
3 bed House	4.5	@	155,000		697,500
4 + bed House	2.3	@	197,500		444,375
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	22.5				2,874,375
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	154,000		1,347,500
3 bed House	2.5	@	217,000		542,500
4 + bed House	1.3	@	276,500		345,625
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	12.5	50.0			2,235,625
Sub-total GDV Residential	**200**				**52,755,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	4,982,250
	255 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**52,755,250**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			15,345	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				19,555	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		123,550	£ per ha (if brownfield)			(706,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				6,125	sqm @		1,710	psm			(10,473,750)
3 bed House				7,140	sqm @		1,710	psm			(12,209,400)
3 bed House (EXC. garage)				6,272	sqm @		1,710	psm			(10,725,120)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	60.0	50%		18	sqm @		653	psm			(352,620)
Garages for 4B House	37.5	100%		18	sqm @		653	psm			(440,775)
Total GIA check:				19,555	£ per garage		£11,754				
External works				34,170,885	@		15.0%				(5,125,633)
Ext. Works analysis:							25,628	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		242	£ per unit			(48,400)
M4(2) Category 2 Housing	Aff units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		150	units @		100%	@	1,400	£ per unit		(210,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		150	units @		5%	@	26,816	£ per unit		(201,120)
Part L/FHS			200	units @				8,760	£ per unit		(1,752,000)
Part L/FHS analysis:							5.1%	% of BCIS costs			
EV Charging Points - Houses			200	units @				1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(2,481,520)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.3%	% of BCIS costs			
Contingency (on construction)				42,484,038	@		5.0%				(2,124,202)

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**200**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		42,484,038	@	7.0%			(2,973,883)
Disposal Costs -							
OMS Marketing and Promotion		44,962,500	OMS @	3.00%	6,744	£ per unit	(1,348,875)
Residential Sales Agent Costs		44,962,500	OMS @	1.00%	2,248	£ per unit	(449,625)
Residential Sales Legal Costs		44,962,500	OMS @	0.25%	562	£ per unit	(112,406)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		200	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,605	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(1,530,488)
Developers Profit -							
Profit on OMS		44,962,500		20.00%			(8,992,500)
Margin on AH		7,792,750		6.00%	on AH values		(467,565)
Profit analysis:		52,755,250		17.93%	blended GDV	(9,460,065)	
		52,372,457		18.06%	on costs	(9,460,065)	
TOTAL COSTS							**(61,832,522)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(9,077,272)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(9,077,272)**
RLV analysis:	(45,386) £ per plot	(1,588,523)	£ per ha (net)	(642,866)	£ per acre (net)		
		(1,588,523)	£ per ha (gross)	(642,866)	£ per acre (gross)		
				-17.21%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		5.71	ha (gross)	14.12	acres (gross)		
Density analysis:		3,422	sqm/ha (net)	14,907	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,533 £ per plot	648,638	£ per ha (net)	262,500	£ per acre (net)		**3,706,500**
BLV analysis:		648,638	£ per ha (gross)	262,500	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(2,237,160)**	£ per ha (net)	**(905,366)**	£ per acre (net)		**(12,783,772)**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(905,366)	10%	15%	20%	25%	30%	35%	40%
	-	(748,965)	(771,949)	(795,163)	(818,404)	(841,856)	(865,407)	(889,282)
	1,000	(764,614)	(787,660)	(810,901)	(834,145)	(857,683)	(881,324)	(905,198)
Site Specific S106	2,000	(780,264)	(803,397)	(826,639)	(849,972)	(873,510)	(897,240)	(921,114)
5,500	3,000	(795,913)	(819,135)	(842,376)	(865,799)	(889,337)	(913,156)	(937,031)
	4,000	(811,632)	(834,873)	(858,114)	(881,626)	(905,198)	(929,073)	(952,947)
	5,000	(827,370)	(850,611)	(873,915)	(897,453)	(921,114)	(944,989)	(968,863)
	6,000	(843,108)	(866,349)	(889,742)	(913,280)	(937,031)	(960,905)	(984,780)
	7,000	(858,846)	(882,087)	(905,569)	(929,107)	(952,947)	(976,822)	(1,000,696)
	8,000	(874,584)	(897,858)	(921,396)	(944,989)	(968,863)	(992,738)	(1,016,612)
	9,000	(890,321)	(913,685)	(937,222)	(960,905)	(984,780)	(1,008,654)	(1,032,529)
	10,000	(906,059)	(929,511)	(953,049)	(976,821)	(1,000,696)	(1,024,571)	(1,048,445)
	11,000	(921,800)	(945,338)	(968,876)	(992,738)	(1,016,612)	(1,040,487)	(1,064,361)
	12,000	(937,627)	(961,165)	(984,780)	(1,008,654)	(1,032,529)	(1,056,403)	(1,080,278)
	13,000	(953,454)	(976,992)	(1,000,696)	(1,024,570)	(1,048,445)	(1,072,320)	(1,096,194)
	14,000	(969,281)	(992,819)	(1,016,612)	(1,040,487)	(1,064,361)	(1,088,236)	(1,112,110)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(905,366)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(644,180)	(678,036)	(711,998)	(746,151)	(780,471)	(814,960)	(849,449)
	16.0%	(682,392)	(714,124)	(745,964)	(777,994)	(810,191)	(842,558)	(874,924)
Profit	17.0%	(720,604)	(750,213)	(779,930)	(809,837)	(839,912)	(870,155)	(900,398)
20.0%	18.0%	(758,815)	(786,302)	(813,896)	(841,680)	(869,632)	(897,752)	(925,873)
	19.0%	(797,027)	(822,391)	(847,862)	(873,523)	(899,352)	(925,350)	(951,347)
	20.0%	(835,239)	(858,480)	(881,828)	(905,366)	(929,073)	(952,947)	(976,822)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(905,366)	10%	15%	20%	25%	30%	35%	40%
	100,000	(672,739)	(695,980)	(719,328)	(742,866)	(766,573)	(790,447)	(814,322)
	110,000	(682,739)	(705,980)	(729,328)	(752,866)	(776,573)	(800,447)	(824,322)
BLV (£ per acre)	120,000	(692,739)	(715,980)	(739,328)	(762,866)	(786,573)	(810,447)	(834,322)
262,500	130,000	(702,739)	(725,980)	(749,328)	(772,866)	(796,573)	(820,447)	(844,322)
	140,000	(712,739)	(735,980)	(759,328)	(782,866)	(806,573)	(830,447)	(854,322)
	150,000	(722,739)	(745,980)	(769,328)	(792,866)	(816,573)	(840,447)	(864,322)
	160,000	(732,739)	(755,980)	(779,328)	(802,866)	(826,573)	(850,447)	(874,322)
	170,000	(742,739)	(765,980)	(789,328)	(812,866)	(836,573)	(860,447)	(884,322)
	180,000	(752,739)	(775,980)	(799,328)	(822,866)	(846,573)	(870,447)	(894,322)
	190,000	(762,739)	(785,980)	(809,328)	(832,866)	(856,573)	(880,447)	(904,322)
	200,000	(772,739)	(795,980)	(819,328)	(842,866)	(866,573)	(890,447)	(914,322)
	210,000	(782,739)	(805,980)	(829,328)	(852,866)	(876,573)	(900,447)	(924,322)
	220,000	(792,739)	(815,980)	(839,328)	(862,866)	(886,573)	(910,447)	(934,322)
	230,000	(802,739)	(825,980)	(849,328)	(872,866)	(896,573)	(920,447)	(944,322)
	240,000	(812,739)	(835,980)	(859,328)	(882,866)	(906,573)	(930,447)	(954,322)
	250,000	(822,739)	(845,980)	(869,328)	(892,866)	(916,573)	(940,447)	(964,322)

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(905,366)	10%	15%	20%	25%	30%	35%	40%
	30	(763,054)	(782,975)	(803,042)	(823,218)	(843,592)	(864,056)	(884,520)
	35	(835,239)	(858,480)	(881,828)	(905,366)	(929,073)	(952,947)	(976,822)
Density (dph)	40	(907,424)	(933,985)	(960,615)	(987,515)	(1,014,553)	(1,041,838)	(1,069,123)
35.0	45	(979,609)	(1,009,490)	(1,039,401)	(1,069,664)	(1,100,033)	(1,130,729)	(1,161,425)
	50	(1,051,794)	(1,084,995)	(1,118,197)	(1,151,812)	(1,185,514)	(1,219,620)	(1,253,727)
	55	(1,123,979)	(1,160,500)	(1,197,022)	(1,233,961)	(1,270,994)	(1,308,511)	(1,346,029)
	60	(1,196,163)	(1,236,005)	(1,275,847)	(1,316,110)	(1,356,475)	(1,397,403)	(1,438,330)
	65	(1,268,348)	(1,311,510)	(1,354,673)	(1,398,258)	(1,441,971)	(1,486,294)	(1,530,632)
	70	(1,340,533)	(1,387,016)	(1,433,498)	(1,480,407)	(1,527,482)	(1,575,185)	(1,622,934)
	75	(1,412,718)	(1,462,521)	(1,512,323)	(1,562,555)	(1,612,994)	(1,664,076)	(1,715,236)
	80	(1,484,928)	(1,538,026)	(1,591,148)	(1,644,704)	(1,698,505)	(1,752,967)	(1,807,537)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(905,366)	10%	15%	20%	25%	30%	35%	40%
	90%	(488,730)	(514,421)	(540,127)	(566,013)	(591,900)	(617,893)	(644,015)
	92%	(557,513)	(582,775)	(608,038)	(633,318)	(658,812)	(684,306)	(710,056)
Build Cost	94%	(626,672)	(651,311)	(676,119)	(700,986)	(725,945)	(751,080)	(776,386)
100%	96%	(695,936)	(720,175)	(744,414)	(768,861)	(793,365)	(818,110)	(843,007)
(105% = 5% increase)	98%	(765,486)	(789,168)	(813,040)	(836,931)	(861,104)	(885,401)	(909,914)
	100%	(835,239)	(858,480)	(881,828)	(905,366)	(929,073)	(952,947)	(976,822)
	102%	(905,182)	(927,995)	(950,898)	(974,020)	(997,256)	(1,020,493)	(1,043,729)
	104%	(975,431)	(997,699)	(1,020,244)	(1,042,842)	(1,065,440)	(1,088,038)	(1,110,637)
	106%	(1,045,784)	(1,067,744)	(1,089,704)	(1,111,664)	(1,133,624)	(1,155,584)	(1,177,544)
	108%	(1,116,521)	(1,137,843)	(1,159,165)	(1,180,486)	(1,201,808)	(1,223,130)	(1,244,452)
	110%	(1,187,258)	(1,207,941)	(1,228,625)	(1,249,308)	(1,269,992)	(1,290,676)	(1,311,359)
	112%	(1,257,994)	(1,278,040)	(1,298,085)	(1,318,130)	(1,338,176)	(1,358,221)	(1,378,267)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(905,366)	10%	15%	20%	25%	30%	35%	40%
	80%	(1,480,376)	(1,468,318)	(1,456,259)	(1,444,200)	(1,432,141)	(1,420,082)	(1,408,023)
	82%	(1,415,696)	(1,407,231)	(1,398,765)	(1,390,300)	(1,381,834)	(1,373,368)	(1,364,903)
Market Values	84%	(1,351,016)	(1,346,144)	(1,341,272)	(1,336,399)	(1,331,527)	(1,326,655)	(1,321,783)
100%	86%	(1,286,336)	(1,285,057)	(1,283,778)	(1,282,499)	(1,281,220)	(1,279,941)	(1,278,663)
(105% = 5% increase)	88%	(1,221,656)	(1,223,970)	(1,226,285)	(1,228,599)	(1,230,913)	(1,233,228)	(1,235,542)
	90%	(1,156,975)	(1,162,883)	(1,168,791)	(1,174,699)	(1,180,607)	(1,186,514)	(1,192,422)
	92%	(1,092,295)	(1,101,796)	(1,111,298)	(1,120,799)	(1,130,300)	(1,139,801)	(1,149,302)
	94%	(1,027,615)	(1,040,710)	(1,053,804)	(1,066,899)	(1,079,993)	(1,093,087)	(1,106,182)
	96%	(963,213)	(979,623)	(996,310)	(1,012,998)	(1,029,686)	(1,046,374)	(1,063,062)
	98%	(899,035)	(918,953)	(938,922)	(959,098)	(979,379)	(999,661)	(1,019,942)
	100%	(835,239)	(858,480)	(881,828)	(905,366)	(929,073)	(952,947)	(976,822)
	102%	(771,658)	(798,228)	(825,013)	(851,841)	(878,947)	(906,234)	(933,701)
	104%	(708,279)	(738,305)	(768,331)	(798,635)	(828,990)	(859,665)	(890,581)
	106%	(645,217)	(678,480)	(711,994)	(745,541)	(779,345)	(813,276)	(847,519)
	108%	(582,240)	(619,001)	(655,763)	(692,726)	(729,794)	(767,143)	(804,699)
	110%	(519,622)	(559,597)	(599,783)	(640,044)	(680,499)	(721,089)	(762,030)
	112%	(457,030)	(500,483)	(543,935)	(587,562)	(631,322)	(675,315)	(719,499)
	114%	(394,769)	(441,410)	(488,298)	(535,228)	(582,339)	(629,597)	(677,173)
	116%	(332,547)	(382,645)	(432,743)	(483,068)	(533,475)	(584,113)	(634,920)
	118%	(270,557)	(323,879)	(377,434)	(430,989)	(484,793)	(538,677)	(592,885)
	120%	(215,630)	(265,413)	(322,125)	(379,137)	(436,149)	(493,472)	(550,900)

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(905,366)	10%	15%	20%	25%	30%	35%	40%
	5,000	(756,778)	(779,779)	(803,020)	(826,261)	(849,758)	(873,353)	(897,228)
	10,000	(678,519)	(701,503)	(724,487)	(747,559)	(770,801)	(794,149)	(817,687)
Grant (£ per unit)	15,000	(600,693)	(623,460)	(646,228)	(669,212)	(692,196)	(715,340)	(738,581)
-	20,000	(523,057)	(545,645)	(568,408)	(591,174)	(613,941)	(636,922)	(659,906)
	25,000	(445,675)	(468,264)	(490,852)	(513,441)	(536,122)	(558,889)	(581,656)
	30,000	(368,648)	(391,091)	(413,535)	(436,060)	(458,648)	(481,237)	(503,837)
	35,000	(291,701)	(314,145)	(336,589)	(359,033)	(381,476)	(403,920)	(426,444)
	40,000	(220,991)	(240,172)	(260,005)	(282,090)	(304,530)	(326,974)	(349,417)
	45,000	(155,704)	(174,711)	(193,747)	(212,827)	(231,942)	(251,307)	(272,514)
	50,000	(90,986)	(109,893)	(128,800)	(147,725)	(166,691)	(185,667)	(204,703)
	55,000	(26,749)	(45,566)	(64,385)	(83,242)	(102,100)	(120,958)	(139,845)

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Appraisal Ref: BF LV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	70.0	44%	175.0
3 bed House	40.0%	120.0	20.0%	20.0	35%	140.0
4 + bed House	25.0%	75.0	10.0%	10.0	21%	85.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	100.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	4,900	52,743	12,250	131,858
3 bed House	12,240	131,750	2,040	21,958	14,280	153,709
4 + bed House	11,100	119,479	1,480	15,931	12,580	135,410
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	30,690	330,344	8,420	90,632	39,110	420,977
AH % by floor area:			21.53%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	38,500,000
3 bed House	310,000	3,039	282	3,039	282	43,400,000
4 + bed House	395,000	3,038	282	2,669	248	33,575,000
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						115,475,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	220,000		23,100,000
3 bed House	120.0	@	310,000		37,200,000
4 + bed House	75.0	@	395,000		29,625,000
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	300.0				89,925,000
Affordable Rent GDV -					
2 bed House	21.0	@	154,000		3,234,000
3 bed House	6.0	@	217,000		1,302,000
4 + bed House	3.0	@	276,500		829,500
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	30.0				5,365,500
Social Rent GDV -					
2 bed House	31.5	@	110,000		3,465,000
3 bed House	9.0	@	155,000		1,395,000
4 + bed House	4.5	@	197,500		888,750
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	45.0				5,748,750
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	154,000		2,695,000
3 bed House	5.0	@	217,000		1,085,000
4 + bed House	2.5	@	276,500		691,250
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	25.0	100.0			4,471,250
Sub-total GDV Residential	**400**				**105,510,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	9,964,500
	255 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	400	units @	0	per unit	-
Total GDV					**105,510,500**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			30,690	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				39,110	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		123,550	£ per ha (if brownfield)			(1,412,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			400	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				12,250	sqm @		1,710	psm			(20,947,500)
3 bed House				14,280	sqm @		1,710	psm			(24,418,800)
3 bed House (EXC. garage)				12,562	sqm @		1,710	psm			(21,481,020)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0		50%	18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0		100%	18	sqm @		653	psm			(881,550)
Total GIA check:				39,110	£ per garage		£11,754				
External works				68,403,330	@		15.0%				(10,260,500)
Ext. Works analysis:							25,651	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		242	£ per unit			(96,800)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		300	units @		5%	@	26,816	£ per unit		(402,240)
Part L/FHS			400	units @				8,760	£ per unit		(3,504,000)
Part L/FHS analysis:							5.1%	% of BCIS costs			
EV Charging Points - Houses			400	units @				1,000	£ per unit		(400,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(4,963,040)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.3%	% of BCIS costs			
Contingency (on construction)				85,038,870	@		5.0%				(4,251,943)

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**400**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		85,038,870	@	7.0%			(5,952,721)
Disposal Costs -							
OMS Marketing and Promotion		89,925,000	OMS @	3.00%	6,744	£ per unit	(2,697,750)
Residential Sales Agent Costs		89,925,000	OMS @	1.00%	2,248	£ per unit	(899,250)
Residential Sales Legal Costs		89,925,000	OMS @	0.25%	562	£ per unit	(224,813)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,580	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(3,175,403)
Developers Profit -							
Profit on OMS		89,925,000		20.00%			(17,985,000)
Margin on AH		15,585,500		6.00%	on AH values		(935,130)
Profit analysis:		105,510,500		17.93%	blended GDV	(18,920,130)	
		104,840,889		18.05%	on costs	(18,920,130)	
TOTAL COSTS							**(123,761,019)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(18,250,519)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(18,250,519)**
RLV analysis:	(45,626) £ per plot	(1,596,920)	£ per ha (net)	(646,265)	£ per acre (net)		
		(1,596,920)	£ per ha (gross)	(646,265)	£ per acre (gross)		
				-17.30%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		11.43	ha (gross)	28.24	acres (gross)		
Density analysis:		3,422	sqm/ha (net)	14,907	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,533 £ per plot	648,638	£ per ha (net)	262,500	£ per acre (net)		**7,413,000**
BLV analysis:		648,638	£ per ha (gross)	262,500	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(2,245,558)**	£ per ha (net)	**(908,765)**	£ per acre (net)		**(25,663,519)**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(908,765)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	-	(725,699)	(754,367)	(783,308)	(812,583)	(842,248)	(872,419)	(902,975)
	1,000	(742,805)	(771,569)	(800,607)	(829,980)	(859,772)	(890,113)	(920,669)
Site Specific S106	2,000	(759,910)	(788,771)	(817,906)	(847,411)	(877,367)	(907,807)	(938,362)
5,500	3,000	(777,093)	(806,029)	(835,281)	(864,907)	(894,961)	(925,501)	(956,056)
	4,000	(794,295)	(823,328)	(852,678)	(882,402)	(912,639)	(943,194)	(973,750)
	5,000	(811,497)	(840,627)	(870,075)	(899,968)	(930,333)	(960,888)	(991,444)
	6,000	(828,750)	(857,980)	(887,565)	(917,562)	(948,026)	(978,582)	(1,009,138)
	7,000	(846,049)	(875,377)	(905,061)	(935,165)	(965,720)	(996,276)	(1,026,831)
	8,000	(863,348)	(892,774)	(922,569)	(952,858)	(983,414)	(1,013,970)	(1,044,525)
	9,000	(880,678)	(910,224)	(940,163)	(970,552)	(1,001,108)	(1,031,663)	(1,062,219)
	10,000	(898,075)	(927,719)	(957,757)	(988,246)	(1,018,802)	(1,049,357)	(1,079,913)
	11,000	(915,473)	(945,215)	(975,384)	(1,005,940)	(1,036,496)	(1,067,051)	(1,097,607)
	12,000	(932,883)	(962,764)	(993,078)	(1,023,634)	(1,054,189)	(1,084,745)	(1,115,301)
	13,000	(950,378)	(980,359)	(1,010,772)	(1,041,328)	(1,071,883)	(1,102,439)	(1,132,994)
	14,000	(967,873)	(997,953)	(1,028,466)	(1,059,021)	(1,089,577)	(1,120,133)	(1,150,688)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(908,765)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	15.0%	(629,041)	(668,837)	(708,988)	(749,549)	(790,578)	(831,748)	(872,918)
	16.0%	(667,253)	(704,926)	(742,954)	(781,392)	(820,299)	(859,346)	(898,393)
Profit	17.0%	(705,465)	(741,015)	(776,920)	(813,235)	(850,019)	(886,943)	(923,867)
20.0%	18.0%	(743,676)	(777,104)	(810,886)	(845,079)	(879,739)	(914,540)	(949,342)
	19.0%	(781,888)	(813,192)	(844,852)	(876,922)	(909,459)	(942,138)	(974,816)
	20.0%	(820,100)	(849,281)	(878,818)	(908,765)	(939,180)	(969,735)	(1,000,291)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(908,765)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	100,000	(657,600)	(686,781)	(716,318)	(746,265)	(776,680)	(807,235)	(837,791)
	110,000	(667,600)	(696,781)	(726,318)	(756,265)	(786,680)	(817,235)	(847,791)
BLV (£ per acre)	120,000	(677,600)	(706,781)	(736,318)	(766,265)	(796,680)	(827,235)	(857,791)
262,500	130,000	(687,600)	(716,781)	(746,318)	(776,265)	(806,680)	(837,235)	(867,791)
	140,000	(697,600)	(726,781)	(756,318)	(786,265)	(816,680)	(847,235)	(877,791)
	150,000	(707,600)	(736,781)	(766,318)	(796,265)	(826,680)	(857,235)	(887,791)
	160,000	(717,600)	(746,781)	(776,318)	(806,265)	(836,680)	(867,235)	(897,791)
	170,000	(727,600)	(756,781)	(786,318)	(816,265)	(846,680)	(877,235)	(907,791)
	180,000	(737,600)	(766,781)	(796,318)	(826,265)	(856,680)	(887,235)	(917,791)
	190,000	(747,600)	(776,781)	(806,318)	(836,265)	(866,680)	(897,235)	(927,791)
	200,000	(757,600)	(786,781)	(816,318)	(846,265)	(876,680)	(907,235)	(937,791)
	210,000	(767,600)	(796,781)	(826,318)	(856,265)	(886,680)	(917,235)	(947,791)
	220,000	(777,600)	(806,781)	(836,318)	(866,265)	(896,680)	(927,235)	(957,791)
	230,000	(787,600)	(816,781)	(846,318)	(876,265)	(906,680)	(937,235)	(967,791)
	240,000	(797,600)	(826,781)	(856,318)	(886,265)	(916,680)	(947,235)	(977,791)
	250,000	(807,600)	(836,781)	(866,318)	(896,265)	(926,680)	(957,235)	(987,791)

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(908,765)	10%	15%	20%	25%	30%	35%	40%
	30	(751,832)	(776,909)	(802,290)	(828,024)	(854,160)	(880,350)	(906,541)
	35	(820,100)	(849,281)	(878,818)	(908,765)	(939,180)	(969,735)	(1,000,291)
Density (dph)	40	(888,430)	(921,713)	(955,360)	(989,505)	(1,024,199)	(1,059,120)	(1,094,041)
35.0	45	(956,762)	(994,149)	(1,031,946)	(1,070,246)	(1,109,219)	(1,148,505)	(1,187,791)
	50	(1,025,093)	(1,066,586)	(1,108,532)	(1,151,011)	(1,194,239)	(1,237,890)	(1,281,541)
	55	(1,093,425)	(1,139,022)	(1,185,117)	(1,231,799)	(1,279,259)	(1,327,275)	(1,375,291)
	60	(1,161,757)	(1,211,459)	(1,261,703)	(1,312,587)	(1,364,279)	(1,416,660)	(1,469,041)
	65	(1,230,089)	(1,283,895)	(1,338,289)	(1,393,376)	(1,449,299)	(1,506,045)	(1,562,791)
	70	(1,298,421)	(1,356,331)	(1,414,875)	(1,474,164)	(1,534,319)	(1,595,430)	(1,656,541)
	75	(1,366,753)	(1,428,768)	(1,491,461)	(1,554,953)	(1,619,364)	(1,684,815)	(1,750,291)
	80	(1,435,085)	(1,501,204)	(1,568,047)	(1,635,741)	(1,704,416)	(1,774,200)	(1,844,041)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(908,765)	10%	15%	20%	25%	30%	35%	40%
	90%	(457,317)	(484,347)	(511,818)	(539,919)	(568,953)	(599,458)	(631,440)
	92%	(525,763)	(553,017)	(580,988)	(610,045)	(640,740)	(672,161)	(703,946)
Build Cost	94%	(595,798)	(623,715)	(652,887)	(683,441)	(714,296)	(745,513)	(777,240)
100%	96%	(668,175)	(697,543)	(727,550)	(757,860)	(788,538)	(819,639)	(851,362)
(105% = 5% increase)	98%	(743,675)	(773,134)	(802,875)	(832,958)	(863,490)	(894,561)	(925,827)
	100%	(820,100)	(849,281)	(878,818)	(908,765)	(939,180)	(969,735)	(1,000,291)
	102%	(897,190)	(926,128)	(955,451)	(985,217)	(1,015,063)	(1,044,909)	(1,074,755)
	104%	(974,841)	(1,003,548)	(1,032,674)	(1,061,810)	(1,090,946)	(1,120,083)	(1,149,219)
	106%	(1,053,123)	(1,081,549)	(1,109,976)	(1,138,403)	(1,166,830)	(1,195,257)	(1,223,683)
	108%	(1,131,844)	(1,159,562)	(1,187,279)	(1,214,996)	(1,242,713)	(1,270,430)	(1,298,148)
	110%	(1,210,566)	(1,237,574)	(1,264,581)	(1,291,589)	(1,318,597)	(1,345,604)	(1,372,612)
	112%	(1,289,288)	(1,315,586)	(1,341,884)	(1,368,182)	(1,394,480)	(1,420,778)	(1,447,076)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(908,765)	10%	15%	20%	25%	30%	35%	40%
	80%	(1,553,231)	(1,542,883)	(1,532,534)	(1,522,186)	(1,511,837)	(1,501,489)	(1,491,140)
	82%	(1,479,604)	(1,473,346)	(1,467,088)	(1,460,830)	(1,454,572)	(1,448,313)	(1,442,055)
Market Values	84%	(1,405,977)	(1,403,809)	(1,401,641)	(1,399,473)	(1,397,306)	(1,395,138)	(1,392,970)
100%	86%	(1,332,349)	(1,334,272)	(1,336,195)	(1,338,117)	(1,340,040)	(1,341,963)	(1,343,885)
(105% = 5% increase)	88%	(1,258,722)	(1,264,735)	(1,270,748)	(1,276,761)	(1,282,774)	(1,288,787)	(1,294,800)
	90%	(1,185,094)	(1,195,198)	(1,205,301)	(1,215,405)	(1,225,508)	(1,235,612)	(1,245,715)
	92%	(1,111,467)	(1,125,661)	(1,139,855)	(1,154,049)	(1,168,243)	(1,182,437)	(1,196,631)
	94%	(1,037,839)	(1,056,124)	(1,074,408)	(1,092,693)	(1,110,977)	(1,129,261)	(1,147,546)
	96%	(964,474)	(986,587)	(1,008,962)	(1,031,336)	(1,053,711)	(1,076,086)	(1,098,461)
	98%	(891,943)	(917,591)	(943,585)	(969,980)	(996,445)	(1,022,911)	(1,049,376)
	100%	(820,100)	(849,281)	(878,818)	(908,765)	(939,180)	(969,735)	(1,000,291)
	102%	(749,016)	(781,717)	(814,737)	(848,138)	(882,070)	(916,560)	(951,206)
	104%	(679,044)	(714,717)	(751,250)	(788,161)	(825,519)	(863,500)	(902,121)
	106%	(612,328)	(649,369)	(688,280)	(728,695)	(769,551)	(810,922)	(853,056)
	108%	(547,883)	(586,965)	(627,316)	(669,732)	(714,054)	(758,905)	(804,431)
	110%	(484,937)	(526,444)	(568,878)	(612,735)	(658,997)	(707,325)	(756,230)
	112%	(423,013)	(467,197)	(512,076)	(557,996)	(605,599)	(656,142)	(708,510)
	114%	(361,839)	(408,851)	(456,394)	(504,731)	(554,313)	(605,992)	(661,155)
	116%	(301,232)	(351,155)	(401,512)	(452,492)	(504,429)	(557,912)	(614,198)
	118%	(243,566)	(293,953)	(347,223)	(400,997)	(455,523)	(511,236)	(569,021)
	120%	(191,790)	(240,187)	(293,384)	(350,044)	(407,324)	(465,540)	(525,348)

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(908,765)	10%	15%	20%	25%	30%	35%	40%
	5,000	(734,223)	(762,938)	(791,928)	(821,251)	(850,966)	(881,236)	(911,791)
	10,000	(649,831)	(677,297)	(705,866)	(734,659)	(763,755)	(793,286)	(823,307)
Grant (£ per unit)	15,000	(569,195)	(594,690)	(621,106)	(648,910)	(677,510)	(706,406)	(735,699)
-	20,000	(491,065)	(515,430)	(540,282)	(565,834)	(592,428)	(620,554)	(649,220)
	25,000	(414,595)	(438,262)	(462,206)	(486,524)	(511,369)	(536,987)	(563,808)
	30,000	(339,271)	(362,492)	(385,879)	(409,473)	(433,348)	(457,619)	(482,456)
	35,000	(264,773)	(287,707)	(310,736)	(333,878)	(357,187)	(380,698)	(404,504)
	40,000	(200,193)	(219,861)	(239,578)	(259,567)	(282,248)	(305,312)	(328,528)
	45,000	(136,700)	(156,249)	(175,837)	(195,455)	(215,115)	(234,832)	(254,623)
	50,000	(73,531)	(93,002)	(112,499)	(132,006)	(151,549)	(171,114)	(190,717)
	55,000	(10,615)	(30,033)	(49,473)	(68,913)	(88,371)	(107,843)	(127,337)

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Appraisal Ref: BF LV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	157.5	70.0%	105.0	44%	262.5
3 bed House	40.0%	180.0	20.0%	30.0	35%	210.0
4 + bed House	25.0%	112.5	10.0%	15.0	21%	127.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	450.0	100.0%	150.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098		18	102.0	1,098
4 + bed House	130.0	1,399		18	148.0	1,593
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	11,025	118,672	7,350	79,115	18,375	197,787
3 bed House	18,360	197,625	3,060	32,938	21,420	230,563
4 + bed House	16,650	179,219	2,220	23,896	18,870	203,115
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	46,035	495,517	12,630	135,948	58,665	631,465
AH % by floor area:			21.53%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	57,750,000
3 bed House	310,000	3,039	282	3,039	282	65,100,000
4 + bed House	395,000	3,038	282	2,669	248	50,362,500
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						173,212,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	157.5	@	220,000		34,650,000
3 bed House	180.0	@	310,000		55,800,000
4 + bed House	112.5	@	395,000		44,437,500
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	450.0				134,887,500
Affordable Rent GDV -					
2 bed House	31.5	@	154,000		4,851,000
3 bed House	9.0	@	217,000		1,953,000
4 + bed House	4.5	@	276,500		1,244,250
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	45.0				8,048,250
Social Rent GDV -					
2 bed House	47.3	@	110,000		5,197,500
3 bed House	13.5	@	155,000		2,092,500
4 + bed House	6.8	@	197,500		1,333,125
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	67.5				8,623,125
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	26.3	@	154,000		4,042,500
3 bed House	7.5	@	217,000		1,627,500
4 + bed House	3.8	@	276,500		1,036,875
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	37.5	150.0			6,706,875
Sub-total GDV Residential	**600**				**158,265,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	14,946,750
	255 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	600	units @	0	per unit	-
Total GDV					**158,265,750**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS												
Initial Payments -												
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£			(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£			(406,005)
CIL (Mrkt only inc. garages)	Max			46,035	sqm		0.00	£ psm				-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)				
Site Specific S106	Year 1						0					-
(strategic site cashflow yrs 1-15)	Year 2						0					-
	Year 3						0					-
	Year 4						0					-
	Year 5						0					-
	Year 6						0					-
	Year 7						0					-
	Year 8						0					-
	Year 9						0					-
	Year 10						0					-
	Year 11						0					-
	Year 12						0					-
	Year 13						0					-
	Year 14						0					-
	Year 15						0					-
Site Specific S106 (installment)				600	units @		5,500	per unit				(3,300,000)
	Sub-total										(3,300,000)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)				
AH Commuted Sum				58,665	sqm (total)		0	£ psm				-
Comm. Sum analysis:				0.00%	% of GDV							
Construction Costs -												
Site Clearance, Demolition & Remediation				17.14	ha @		123,550	£ per ha (if brownfield)				(2,118,000)
Strategic Site Infra. costs	Year 1			0								-
	Year 2			0								-
	Year 3			0								-
	Year 4			0								-
	Year 5			0								-
	Year 6			0								-
	Year 7			0								-
	Year 8			0								-
	Year 9			0								-
	Year 10			0								-
	Year 11			0								-
	Year 12			0								-
	Year 13			0								-
	Year 14			0								-
	Year 15			0								-
	Years 1-15			600	units @		0	per unit				-
	Sub-total										-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)				
2 bed House				18,375	sqm @		1,710	psm				(31,421,250)
3 bed House				21,420	sqm @		1,710	psm				(36,628,200)
3 bed House (EXC. garage)				18,852	sqm @		1,710	psm				(32,236,920)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm				30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm				-
1 bed Flat				-	sqm @		1,868	psm				-
2 bed Flat				-	sqm @		1,868	psm				-
-				-	sqm @		1,868	psm				-
Garages for 3B House	180.0	50%		18	sqm @		653	psm				(1,057,860)
Garages for 4B House	112.5	100%		18	sqm @		653	psm				(1,322,325)
Total GIA check:				58,665	£ per garage		£11,754					
External works				102,635,775	@		15.0%					(15,395,366)
Ext. Works analysis:							25,659	£ per unit (total units)				
Policy Costs on design -												
Net Biodiversity costs				600	units @		242	£ per unit				(145,200)
M4(2) Category 2 Housing	Aff units		150	units @		100%	@	1,400	£ per unit			(210,000)
M4(2) Category 2 Housing	OMS units		450	units @		100%	@	1,400	£ per unit			(630,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit			-
M4(3) Category 3 Housing	Houses		450	units @		5%	@	26,816	£ per unit			(603,360)
Part L/FHS			600	units @				8,760	£ per unit			(5,256,000)
Part L/FHS analysis:							5.1%	% of BCIS costs				
EV Charging Points - Houses			600	units @				1,000	£ per unit			(600,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units			-
Water Efficiency			-	units @				10	£ per unit			-
	Sub-total										(7,444,560)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)				
							7.3%	% of BCIS costs				
Contingency (on construction)				127,593,701	@		5.0%					(6,379,685)

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**600**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		127,593,701	@	7.0%			(8,931,559)
Disposal Costs -							
OMS Marketing and Promotion		134,887,500	OMS @	3.00%	6,744	£ per unit	(4,046,625)
Residential Sales Agent Costs		134,887,500	OMS @	1.00%	2,248	£ per unit	(1,348,875)
Residential Sales Legal Costs		134,887,500	OMS @	0.25%	562	£ per unit	(337,219)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,571	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(5,072,440)
Developers Profit -							
Profit on OMS		134,887,500		20.00%			(26,977,500)
Margin on AH		23,378,250		6.00%	on AH values		(1,402,695)
Profit analysis:		158,265,750		17.93%	blended GDV	(28,380,195)	
		157,561,444		18.01%	on costs	(28,380,195)	
TOTAL COSTS							**(185,941,639)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(27,675,889)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(27,675,889)**
RLV analysis:	(46,126) £ per plot	(1,614,427)	£ per ha (net)	(653,350)	£ per acre (net)		
		(1,614,427)	£ per ha (gross)	(653,350)	£ per acre (gross)		
				-17.49%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		17.14	ha (gross)	42.36	acres (gross)		
Density analysis:		3,422	sqm/ha (net)	14,907	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,533 £ per plot	648,638	£ per ha (net)	262,500	£ per acre (net)		**11,119,500**
BLV analysis:		648,638	£ per ha (gross)	262,500	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(2,263,064)**	£ per ha (net)	**(915,850)**	£ per acre (net)		**(38,795,389)**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(915,850)	10%	15%	20%	25%	30%	35%	40%
	-	(710,852)	(740,676)	(773,977)	(809,646)	(846,065)	(883,425)	(921,205)
	1,000	(727,728)	(758,468)	(792,940)	(828,815)	(865,461)	(903,041)	(940,821)
Site Specific S106	2,000	(744,856)	(776,674)	(811,941)	(848,028)	(884,947)	(922,657)	(960,437)
5,500	3,000	(762,273)	(795,368)	(831,011)	(867,315)	(904,492)	(942,272)	(980,053)
	4,000	(780,025)	(814,331)	(850,144)	(886,682)	(924,108)	(961,888)	(999,669)
	5,000	(798,168)	(833,306)	(869,322)	(906,097)	(943,724)	(981,504)	(1,019,284)
	6,000	(816,770)	(852,376)	(888,596)	(925,602)	(963,339)	(1,001,120)	(1,038,900)
	7,000	(835,723)	(871,473)	(907,904)	(945,175)	(982,955)	(1,020,735)	(1,058,516)
	8,000	(854,686)	(890,651)	(927,300)	(964,791)	(1,002,571)	(1,040,351)	(1,078,132)
	9,000	(873,742)	(909,877)	(946,753)	(984,406)	(1,022,187)	(1,059,967)	(1,097,747)
	10,000	(892,812)	(929,164)	(966,258)	(1,004,022)	(1,041,802)	(1,079,583)	(1,117,363)
	11,000	(911,980)	(948,522)	(985,857)	(1,023,638)	(1,061,418)	(1,099,199)	(1,136,979)
	12,000	(931,159)	(967,917)	(1,005,473)	(1,043,254)	(1,081,034)	(1,118,814)	(1,156,595)
	13,000	(950,445)	(987,408)	(1,025,089)	(1,062,869)	(1,100,650)	(1,138,430)	(1,176,210)
	14,000	(969,743)	(1,006,924)	(1,044,705)	(1,082,485)	(1,120,266)	(1,158,046)	(1,195,826)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(915,850)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(616,346)	(662,397)	(709,123)	(756,634)	(804,930)	(853,325)	(901,720)
	16.0%	(654,557)	(698,486)	(743,089)	(788,477)	(834,650)	(880,922)	(927,194)
Profit	17.0%	(692,769)	(734,574)	(777,055)	(820,320)	(864,371)	(908,520)	(952,669)
20.0%	18.0%	(730,981)	(770,663)	(811,021)	(852,163)	(894,091)	(936,117)	(978,143)
	19.0%	(769,193)	(806,752)	(844,987)	(884,006)	(923,811)	(963,714)	(1,003,618)
	20.0%	(807,404)	(842,841)	(878,953)	(915,850)	(953,531)	(991,312)	(1,029,092)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(915,850)	10%	15%	20%	25%	30%	35%	40%
	100,000	(644,904)	(680,341)	(716,453)	(753,350)	(791,031)	(828,812)	(866,592)
	110,000	(654,904)	(690,341)	(726,453)	(763,350)	(801,031)	(838,812)	(876,592)
BLV (£ per acre)	120,000	(664,904)	(700,341)	(736,453)	(773,350)	(811,031)	(848,812)	(886,592)
262,500	130,000	(674,904)	(710,341)	(746,453)	(783,350)	(821,031)	(858,812)	(896,592)
	140,000	(684,904)	(720,341)	(756,453)	(793,350)	(831,031)	(868,812)	(906,592)
	150,000	(694,904)	(730,341)	(766,453)	(803,350)	(841,031)	(878,812)	(916,592)
	160,000	(704,904)	(740,341)	(776,453)	(813,350)	(851,031)	(888,812)	(926,592)
	170,000	(714,904)	(750,341)	(786,453)	(823,350)	(861,031)	(898,812)	(936,592)
	180,000	(724,904)	(760,341)	(796,453)	(833,350)	(871,031)	(908,812)	(946,592)
	190,000	(734,904)	(770,341)	(806,453)	(843,350)	(881,031)	(918,812)	(956,592)
	200,000	(744,904)	(780,341)	(816,453)	(853,350)	(891,031)	(928,812)	(966,592)
	210,000	(754,904)	(790,341)	(826,453)	(863,350)	(901,031)	(938,812)	(976,592)
	220,000	(764,904)	(800,341)	(836,453)	(873,350)	(911,031)	(948,812)	(986,592)
	230,000	(774,904)	(810,341)	(846,453)	(883,350)	(921,031)	(958,812)	(996,592)
	240,000	(784,904)	(820,341)	(856,453)	(893,350)	(931,031)	(968,812)	(1,006,592)
	250,000	(794,904)	(830,341)	(866,453)	(903,350)	(941,031)	(978,812)	(1,016,592)

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(915,850)	10%	15%	20%	25%	30%	35%	40%
	30	(743,091)	(773,650)	(804,759)	(836,542)	(868,920)	(901,303)	(933,686)
	35	(807,404)	(842,841)	(878,953)	(915,850)	(953,531)	(991,312)	(1,029,092)
Density (dph)	40	(871,991)	(912,035)	(953,177)	(995,157)	(1,038,143)	(1,081,320)	(1,124,498)
35.0	45	(936,756)	(981,293)	(1,027,443)	(1,074,528)	(1,122,754)	(1,171,329)	(1,219,904)
	50	(1,001,638)	(1,050,552)	(1,101,709)	(1,153,904)	(1,207,366)	(1,261,338)	(1,315,310)
	55	(1,066,603)	(1,119,810)	(1,175,975)	(1,233,280)	(1,291,977)	(1,351,346)	(1,410,716)
	60	(1,131,630)	(1,189,069)	(1,250,245)	(1,312,656)	(1,376,589)	(1,441,355)	(1,506,121)
	65	(1,196,706)	(1,258,328)	(1,324,557)	(1,392,049)	(1,461,200)	(1,531,364)	(1,601,527)
	70	(1,261,817)	(1,327,586)	(1,398,868)	(1,471,468)	(1,545,812)	(1,621,372)	(1,696,933)
	75	(1,326,961)	(1,396,864)	(1,473,180)	(1,550,888)	(1,630,423)	(1,711,381)	(1,792,339)
	80	(1,392,126)	(1,466,174)	(1,547,491)	(1,630,307)	(1,715,034)	(1,801,390)	(1,887,745)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(915,850)	10%	15%	20%	25%	30%	35%	40%
	90%	(448,690)	(475,719)	(503,148)	(531,160)	(560,036)	(590,300)	(623,005)
	92%	(515,975)	(543,115)	(570,913)	(599,699)	(630,068)	(663,226)	(700,883)
Build Cost	94%	(584,547)	(612,185)	(640,956)	(671,547)	(705,350)	(743,038)	(781,671)
100%	96%	(655,037)	(683,885)	(714,838)	(749,517)	(786,743)	(824,817)	(863,905)
(105% = 5% increase)	98%	(728,576)	(760,071)	(795,386)	(832,058)	(869,522)	(907,931)	(946,499)
	100%	(807,404)	(842,841)	(878,953)	(915,850)	(953,531)	(991,312)	(1,029,092)
	102%	(891,882)	(927,450)	(963,742)	(1,000,705)	(1,037,699)	(1,074,692)	(1,111,686)
	104%	(977,550)	(1,013,246)	(1,049,452)	(1,085,659)	(1,121,866)	(1,158,073)	(1,194,279)
	106%	(1,064,353)	(1,099,773)	(1,135,193)	(1,170,613)	(1,206,033)	(1,241,453)	(1,276,873)
	108%	(1,151,668)	(1,186,301)	(1,220,934)	(1,255,567)	(1,290,200)	(1,324,833)	(1,359,466)
	110%	(1,238,982)	(1,272,829)	(1,306,675)	(1,340,521)	(1,374,367)	(1,408,214)	(1,442,060)
	112%	(1,326,297)	(1,359,356)	(1,392,416)	(1,425,475)	(1,458,535)	(1,491,594)	(1,524,654)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(915,850)	10%	15%	20%	25%	30%	35%	40%
	80%	(1,635,440)	(1,626,941)	(1,618,442)	(1,609,943)	(1,601,443)	(1,592,944)	(1,584,445)
	82%	(1,552,137)	(1,548,266)	(1,544,394)	(1,540,523)	(1,536,652)	(1,532,781)	(1,528,910)
Market Values	84%	(1,468,834)	(1,469,591)	(1,470,347)	(1,471,104)	(1,471,861)	(1,472,618)	(1,473,375)
100%	86%	(1,385,531)	(1,390,916)	(1,396,300)	(1,401,685)	(1,407,070)	(1,412,455)	(1,417,839)
(105% = 5% increase)	88%	(1,302,228)	(1,312,241)	(1,322,253)	(1,332,266)	(1,342,279)	(1,352,291)	(1,362,304)
	90%	(1,218,925)	(1,233,565)	(1,248,206)	(1,262,847)	(1,277,487)	(1,292,128)	(1,306,769)
	92%	(1,135,622)	(1,154,890)	(1,174,159)	(1,193,428)	(1,212,696)	(1,231,965)	(1,251,233)
	94%	(1,052,319)	(1,076,215)	(1,100,112)	(1,124,009)	(1,147,905)	(1,171,802)	(1,195,698)
	96%	(969,282)	(997,540)	(1,026,065)	(1,054,589)	(1,083,114)	(1,111,638)	(1,140,163)
	98%	(887,628)	(919,498)	(952,038)	(985,170)	(1,018,323)	(1,051,475)	(1,084,627)
	100%	(807,404)	(842,841)	(878,953)	(915,850)	(953,531)	(991,312)	(1,029,092)
	102%	(733,529)	(768,191)	(807,089)	(847,510)	(888,856)	(931,149)	(973,557)
	104%	(665,355)	(700,292)	(737,905)	(780,299)	(825,123)	(871,056)	(918,022)
	106%	(600,282)	(636,788)	(674,952)	(715,987)	(762,408)	(811,757)	(862,486)
	108%	(537,088)	(575,793)	(615,616)	(657,271)	(702,229)	(753,415)	(807,505)
	110%	(475,120)	(516,367)	(558,419)	(601,729)	(647,182)	(696,744)	(753,396)
	112%	(413,994)	(457,990)	(502,586)	(548,104)	(595,113)	(644,799)	(700,084)
	114%	(353,474)	(400,346)	(447,688)	(495,725)	(544,861)	(595,870)	(650,503)
	116%	(293,406)	(343,240)	(393,448)	(444,205)	(495,800)	(548,778)	(604,278)
	118%	(237,323)	(286,530)	(339,697)	(393,299)	(447,567)	(502,889)	(560,068)
	120%	(185,892)	(234,260)	(286,312)	(342,851)	(399,924)	(457,839)	(517,163)

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(915,850)	10%	15%	20%	25%	30%	35%	40%
	5,000	(719,151)	(749,437)	(783,409)	(819,175)	(855,712)	(893,182)	(930,962)
	10,000	(637,061)	(664,088)	(692,796)	(724,348)	(759,575)	(795,721)	(832,832)
Grant (£ per unit)	15,000	(558,344)	(583,673)	(609,832)	(637,268)	(666,810)	(700,172)	(735,910)
-	20,000	(481,682)	(506,031)	(530,828)	(556,269)	(582,682)	(610,657)	(641,399)
	25,000	(406,358)	(430,107)	(454,110)	(478,467)	(503,317)	(528,901)	(555,644)
	30,000	(331,964)	(355,326)	(378,841)	(402,551)	(426,538)	(450,903)	(475,820)
	35,000	(258,608)	(281,340)	(304,534)	(327,854)	(351,323)	(375,005)	(398,967)
	40,000	(195,213)	(215,049)	(234,936)	(254,882)	(277,131)	(300,398)	(323,823)
	45,000	(132,192)	(151,926)	(171,688)	(191,488)	(211,335)	(231,237)	(251,221)
	50,000	(69,429)	(89,087)	(108,763)	(128,467)	(148,196)	(167,959)	(187,764)
	55,000	(6,866)	(26,476)	(46,095)	(65,729)	(85,375)	(105,049)	(124,743)

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Appraisal Ref: BF LMV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Low-Medium Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		9	Units	
AH Policy requirement (% Target)		0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	100%		
AH tenure split %	Affordable Rent:		30.0%	
	Social Rent:		45.0%	75.0% % Rented
	First Homes:		0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):		25.0%	0.0% % of total (>10% First Homes PPG 023)
		100%	100.0%	
CIL Rate (£ psm)		0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
3 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	0.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	315	3,391	0	0	315	3,391
3 bed House	459	4,941	0	0	459	4,941
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	774	8,331	0	0	774	8,331
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	1,102,500
3 bed House	330,000	3,235	301	3,235	301	1,485,000
4 + bed House	425,000	3,269	304	3,269	304	0
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						2,587,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.5	@	245,000		1,102,500
3 bed House	4.5	@	330,000		1,485,000
4 + bed House	0.0	@	425,000		-
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	9.0				2,587,500
Affordable Rent GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	297,500		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	122,500		-
3 bed House	0.0	@	165,000		-
4 + bed House	0.0	@	212,500		-
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	297,500		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**2,587,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0 per unit		-
Total GDV					**2,587,500**

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			774	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500 £ per ha			1.91%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				774	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		123,550	£ per ha (if brownfield)			(31,770)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	- £ per ha			0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				315	sqm @		1,710	psm			(538,650)
3 bed House				459	sqm @		1,710	psm			(784,890)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	4.5	50%		18	sqm @		653	psm			(26,447)
Garages for 4B House	-	100%		18	sqm @		653	psm			-
Total GIA check:				774	£ per garage		£11,754				
External works				1,288,427	@		15.0%				(193,264)
Ext. Works analysis:							21,474	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		242	£ per unit			(2,178)
M4(2) Category 2 Housing	Aff units	-	units @			100%	@	1,400	£ per unit		-
M4(2) Category 2 Housing	OMS units	9	units @			100%	@	1,400	£ per unit		(12,600)
M4(3) Category 3 Housing	Flats	-	units @			5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses	9	units @			5%	@	26,816	£ per unit		(12,067)
Part L/FHS		9	units @					8,760	£ per unit		(78,840)
Part L/FHS analysis:							6.1%	% of BCIS costs			
EV Charging Points - Houses		9	units @					1,000	£ per unit		(9,000)
EV Charging Points - Flats		-	units @			4	flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(114,685)	
Policy Costs analysis:	(design costs only)						12,743	£ per unit (total units)			
							8.9%	% of BCIS costs			
Contingency (on construction)				1,628,146	@		5.0%				(81,407)

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Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **Low-Medium**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		1,628,146	@	7.0%			(113,970)
Disposal Costs -							
OMS Marketing and Promotion		2,587,500	OMS @	3.00%	8,625	£ per unit	(77,625)
Residential Sales Agent Costs		2,587,500	OMS @	1.00%	2,875	£ per unit	(25,875)
Residential Sales Legal Costs		2,587,500	OMS @	0.25%	719	£ per unit	(6,469)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)	9	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					13,330	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(27,877)
Developers Profit -							
Profit on OMS		2,587,500		20.00%			(517,500)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,587,500		20.00%	blended GDV	(517,500)	
		2,052,620		25.21%	on costs	(517,500)	
TOTAL COSTS							**(2,570,120)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							17,380
SDLT		17,380	@	HMRC formula			-
Acquisition Agent fees		17,380	@	1.0%			(174)
Acquisition Legal fees		17,380	@	0.5%			(87)
Interest on Land		17,380	@	7.00%			(1,217)
Residual Land Value							**15,902**
RLV analysis:	1,767 £ per plot	61,842	£ per ha (net)	25,027	£ per acre (net)		
		61,842	£ per ha (gross)	25,027	£ per acre (gross)		
				0.61%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.26	ha (gross)	0.64	acres (gross)		
Density analysis:		3,010	sqm/ha (net)	13,112	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**170,764**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(602,239)**	£ per ha (net)	**(243,723)**	£ per acre (net)		**(154,861)**

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	(243,723)	5%	10%	15%	20%	25%	30%	35%
	-	(183,690)	(196,360)	(209,031)	(221,702)	(234,372)	(247,043)	(259,714)
	1,000	(196,908)	(209,579)	(222,250)	(234,920)	(247,591)	(260,262)	(273,321)
Site Specific S106	2,000	(210,127)	(222,798)	(235,469)	(248,139)	(260,810)	(273,920)	(287,768)
5,500	3,000	(223,346)	(236,017)	(248,688)	(261,358)	(274,519)	(288,367)	(302,215)
	4,000	(236,565)	(249,236)	(261,906)	(275,118)	(288,966)	(302,814)	(316,662)
	5,000	(249,784)	(262,455)	(275,718)	(289,565)	(303,413)	(317,261)	(331,109)
	6,000	(263,003)	(276,317)	(290,165)	(304,012)	(317,860)	(331,708)	(345,555)
	7,000	(276,916)	(290,764)	(304,611)	(318,459)	(332,307)	(346,155)	(360,002)
	8,000	(291,363)	(305,211)	(319,058)	(332,906)	(346,754)	(360,601)	(374,449)
	9,000	(305,810)	(319,657)	(333,505)	(347,353)	(361,201)	(375,048)	(388,908)
	10,000	(320,257)	(334,104)	(347,952)	(361,800)	(375,648)	(389,495)	(403,437)
	11,000	(334,703)	(348,551)	(362,399)	(376,247)	(390,094)	(403,988)	(417,965)
	12,000	(349,150)	(362,998)	(376,846)	(390,694)	(404,541)	(418,517)	(432,494)
	13,000	(363,597)	(377,445)	(391,293)	(405,140)	(419,068)	(433,045)	(447,022)
	14,000	(378,044)	(391,892)	(405,740)	(419,619)	(433,596)	(447,574)	(461,551)

TABLE 2

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	(243,723)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(79,404)	(101,390)	(123,376)	(145,362)	(167,348)	(189,333)	(211,319)
	16.0%	(114,802)	(134,925)	(155,048)	(175,170)	(195,293)	(215,416)	(235,539)
Profit	17.0%	(150,200)	(168,460)	(186,719)	(204,979)	(223,239)	(241,499)	(259,759)
20.0%	18.0%	(185,598)	(201,994)	(218,391)	(234,788)	(251,185)	(267,581)	(285,393)
	19.0%	(220,996)	(235,529)	(250,063)	(264,597)	(280,095)	(295,979)	(311,862)
	20.0%	(256,393)	(269,093)	(282,941)	(296,789)	(310,637)	(324,484)	(338,332)

TABLE 3

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	(243,723)	5%	10%	15%	20%	25%	30%	35%
	100,000	(87,643)	(100,343)	(114,191)	(128,039)	(141,887)	(155,734)	(169,582)
	110,000	(97,643)	(110,343)	(124,191)	(138,039)	(151,887)	(165,734)	(179,582)
BLV (£ per acre)	120,000	(107,643)	(120,343)	(134,191)	(148,039)	(161,887)	(175,734)	(189,582)
268,750	130,000	(117,643)	(130,343)	(144,191)	(158,039)	(171,887)	(185,734)	(199,582)
	140,000	(127,643)	(140,343)	(154,191)	(168,039)	(181,887)	(195,734)	(209,582)
	150,000	(137,643)	(150,343)	(164,191)	(178,039)	(191,887)	(205,734)	(219,582)
	160,000	(147,643)	(160,343)	(174,191)	(188,039)	(201,887)	(215,734)	(229,582)
	170,000	(157,643)	(170,343)	(184,191)	(198,039)	(211,887)	(225,734)	(239,582)
	180,000	(167,643)	(180,343)	(194,191)	(208,039)	(221,887)	(235,734)	(249,582)
	190,000	(177,643)	(190,343)	(204,191)	(218,039)	(231,887)	(245,734)	(259,582)
	200,000	(187,643)	(200,343)	(214,191)	(228,039)	(241,887)	(255,734)	(269,582)
	210,000	(197,643)	(210,343)	(224,191)	(238,039)	(251,887)	(265,734)	(279,582)
	220,000	(207,643)	(220,343)	(234,191)	(248,039)	(261,887)	(275,734)	(289,582)
	230,000	(217,643)	(230,343)	(244,191)	(258,039)	(271,887)	(285,734)	(299,582)
	240,000	(227,643)	(240,343)	(254,191)	(268,039)	(281,887)	(295,734)	(309,582)
	250,000	(237,643)	(250,343)	(264,191)	(278,039)	(291,887)	(305,734)	(319,582)

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(243,723)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	30	(265,839)	(277,438)	(289,308)	(301,177)	(313,047)	(324,916)	(336,786)
	35	(256,393)	(269,093)	(282,941)	(296,789)	(310,637)	(324,484)	(338,332)
Density (dph)	40	(246,948)	(261,429)	(276,574)	(292,400)	(308,226)	(324,052)	(339,878)
35.0	45	(237,502)	(253,793)	(270,208)	(288,012)	(305,816)	(323,620)	(341,425)
	50	(228,056)	(246,157)	(264,258)	(283,624)	(303,406)	(323,189)	(342,971)
	55	(218,611)	(238,522)	(258,433)	(279,235)	(300,996)	(322,757)	(344,517)
	60	(209,165)	(230,886)	(252,607)	(274,847)	(298,586)	(322,325)	(346,064)
	65	(199,719)	(223,251)	(246,782)	(270,458)	(296,176)	(321,893)	(347,610)
	70	(190,274)	(215,615)	(240,956)	(266,298)	(293,765)	(321,461)	(349,156)
	75	(180,828)	(207,979)	(235,131)	(262,282)	(291,355)	(321,029)	(350,703)
	80	(171,382)	(200,344)	(229,305)	(258,267)	(288,945)	(320,597)	(352,249)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(243,723)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	90%	(29,411)	(54,151)	(79,412)	(104,673)	(129,934)	(155,195)	(180,456)
	92%	(74,391)	(97,133)	(119,876)	(142,619)	(165,362)	(188,105)	(210,848)
Build Cost	94%	(119,891)	(140,116)	(160,341)	(180,566)	(200,791)	(221,016)	(241,240)
100%	96%	(165,392)	(183,099)	(200,806)	(218,512)	(236,219)	(253,926)	(271,901)
(105% = 5% increase)	98%	(210,893)	(226,081)	(241,270)	(256,459)	(271,917)	(288,517)	(305,116)
	100%	(256,393)	(269,093)	(282,941)	(296,789)	(310,637)	(324,484)	(338,332)
	102%	(304,973)	(316,069)	(327,165)	(338,260)	(349,356)	(360,452)	(371,548)
	104%	(354,701)	(363,045)	(371,388)	(379,732)	(388,076)	(396,423)	(404,865)
	106%	(404,428)	(410,020)	(415,612)	(421,245)	(426,919)	(432,594)	(438,269)
	108%	(454,229)	(457,136)	(460,043)	(462,951)	(465,858)	(468,765)	(471,672)
	110%	(504,238)	(504,377)	(504,517)	(504,657)	(504,796)	(504,936)	(505,076)
	112%	(554,247)	(551,619)	(548,991)	(546,363)	(543,735)	(541,107)	(538,479)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(243,723)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	80%	(850,925)	(833,496)	(816,066)	(855,451)	(938,870)	(1,022,301)	(1,105,732)
	82%	(791,252)	(776,963)	(762,674)	(748,385)	(734,097)	(719,808)	(722,741)
Market Values	84%	(731,579)	(720,431)	(709,283)	(698,134)	(686,986)	(675,838)	(664,690)
100%	86%	(671,906)	(663,898)	(655,891)	(647,883)	(639,876)	(631,868)	(623,861)
(105% = 5% increase)	88%	(612,233)	(607,366)	(602,499)	(597,632)	(592,766)	(587,899)	(583,032)
	90%	(552,560)	(550,833)	(549,107)	(547,381)	(545,655)	(543,929)	(542,203)
	92%	(492,886)	(494,301)	(495,716)	(497,130)	(498,545)	(499,959)	(501,374)
	94%	(433,213)	(437,769)	(442,324)	(446,879)	(451,435)	(455,990)	(460,545)
	96%	(373,882)	(381,486)	(389,089)	(396,693)	(404,324)	(412,020)	(419,716)
	98%	(314,564)	(325,290)	(336,015)	(346,741)	(357,467)	(368,192)	(378,918)
	100%	(256,393)	(269,093)	(282,941)	(296,789)	(310,637)	(324,484)	(338,332)
	102%	(202,117)	(217,645)	(233,172)	(248,699)	(264,227)	(280,776)	(297,746)
	104%	(147,841)	(166,225)	(184,609)	(202,993)	(221,377)	(239,761)	(258,145)
	106%	(93,565)	(114,806)	(136,046)	(157,287)	(178,527)	(199,768)	(221,009)
	108%	(39,583)	(63,386)	(87,483)	(111,581)	(135,678)	(159,775)	(183,872)
	110%	13,507	(12,858)	(39,223)	(65,874)	(92,828)	(119,782)	(146,736)
	112%	66,597	37,438	8,279	(20,880)	(50,039)	(79,789)	(109,600)
	114%	118,628	87,733	55,780	23,827	(8,126)	(40,079)	(72,463)
	116%	169,938	136,356	102,773	68,534	33,787	(960)	(35,708)
	118%	221,140	184,926	148,682	112,399	75,700	38,158	617
	120%	272,205	233,304	194,402	155,501	116,600	77,277	36,942

TABLE 7

Balance (RLV - BLV £ per acre (n))	(243,723)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	5,000	(190,297)	(202,968)	(215,639)	(228,309)	(240,980)	(253,651)	(266,321)
	10,000	(124,201)	(136,872)	(149,542)	(162,213)	(174,884)	(187,554)	(200,225)
Grant (£ per unit)	15,000	(58,105)	(70,775)	(83,446)	(96,117)	(108,787)	(121,458)	(134,129)
-	20,000	6,664	(5,730)	(18,124)	(30,517)	(42,911)	(55,362)	(68,033)
	25,000	71,315	58,922	46,528	34,134	21,741	9,347	(3,047)
	30,000	134,353	122,328	110,303	98,279	86,189	73,747	61,306
	35,000	196,486	184,461	172,437	160,412	148,387	136,362	124,337
	40,000	258,619	246,594	234,570	222,545	210,520	198,495	186,470
	45,000	320,752	308,728	296,703	284,678	272,653	260,628	248,603
	50,000	382,885	370,861	358,836	346,811	334,786	322,761	310,737
	55,000	445,019	432,994	420,969	408,944	396,919	384,895	372,870

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Appraisal Ref: BF LMV 25 (see Typologies Matrix)
Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Low-Medium Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	6.6	70.0%	4.4	44%	10.9
3 bed House	40.0%	7.5	20.0%	1.3	35%	8.8
4 + bed House	25.0%	4.7	10.0%	0.6	21%	5.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	18.8	100.0%	6.3	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	459	4,945	306	3,296	766	8,241
3 bed House	765	8,234	128	1,372	893	9,607
4 + bed House	609	6,559	81	875	691	7,434
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,834	19,738	515	5,543	2,349	25,282
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	2,679,688
3 bed House	330,000	3,235	301	3,235	301	2,887,500
4 + bed House	425,000	3,269	304	3,269	304	2,257,813
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						7,825,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	6.6	@	245,000		1,607,813
3 bed House	7.5	@	330,000		2,475,000
4 + bed House	4.7	@	425,000		1,992,188
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	18.8				6,075,000
Affordable Rent GDV -					
2 bed House	1.3	@	171,500		225,094
3 bed House	0.4	@	231,000		86,625
4 + bed House	0.2	@	297,500		55,781
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	1.9				367,500
Social Rent GDV -					
2 bed House	2.0	@	122,500		241,172
3 bed House	0.6	@	165,000		92,813
4 + bed House	0.3	@	212,500		59,766
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	2.8				393,750
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.1	@	171,500		187,578
3 bed House	0.3	@	231,000		72,188
4 + bed House	0.2	@	297,500		46,484
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	1.6	6.3			306,250
Sub-total GDV Residential	**25**				**7,142,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	682,500
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**7,142,500**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,834	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				25	units @		5,500	per unit			(137,500)
	Sub-total									(137,500)	
S106 analysis:	192,500 £ per ha			1.93%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				2,349	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.71	ha @		123,550	£ per ha (if brownfield)			(88,250)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			25	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	- £ per ha			0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				766	sqm @		1,710	psm			(1,309,219)
3 bed House				893	sqm @		1,710	psm			(1,526,175)
3 bed House (EXC. garage)				673	sqm @		1,710	psm			(1,150,189)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	7.5	50%		18	sqm @		653	psm			(44,078)
Garages for 4B House	4.7	100%		18	sqm @		653	psm			(55,097)
Total GIA check:				2,349	£ per garage		£11,754				
External works				4,053,977	@		15.0%				(608,097)
Ext. Works analysis:							24,324	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				25	units @		242	£ per unit			(6,050)
M4(2) Category 2 Housing	Aff units	6	units @			100%	@	1,400	£ per unit		(8,750)
M4(2) Category 2 Housing	OMS units	19	units @			100%	@	1,400	£ per unit		(26,250)
M4(3) Category 3 Housing	Flats	-	units @			5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses	19	units @			5%	@	26,816	£ per unit		(25,140)
Part L/FHS		25	units @					8,760	£ per unit		(219,000)
Part L/FHS analysis:								5.4%	% of BCIS costs		
EV Charging Points - Houses		25	units @					1,000	£ per unit		(25,000)
EV Charging Points - Flats		-	units @				4 flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(310,190)	
Policy Costs analysis:	(design costs only)							12,408	£ per unit (total units)		
								7.7%	% of BCIS costs		
Contingency (on construction)				5,060,513	@		5.0%				(253,026)

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Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**Low-Medium**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]				

Professional Fees		5,060,513	@	7.0%			(354,236)
Disposal Costs -							
OMS Marketing and Promotion		6,075,000	OMS @	3.00%	7,290	£ per unit	(182,250)
Residential Sales Agent Costs		6,075,000	OMS @	1.00%	2,430	£ per unit	(60,750)
Residential Sales Legal Costs		6,075,000	OMS @	0.25%	608	£ per unit	(15,188)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)	25	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,728	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(82,815)
Developers Profit -							
Profit on OMS		6,075,000		20.00%			(1,215,000)
Margin on AH		1,067,500		6.00%	on AH values		(64,050)
Profit analysis:		7,142,500		17.91%	blended GDV	(1,279,050)	
		6,235,653		20.51%	on costs	(1,279,050)	
TOTAL COSTS							**(7,514,703)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(372,203)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(372,203)**
RLV analysis:	(14,888) £ per plot	(521,084)	£ per ha (net)	(210,880)	£ per acre (net)		
		(521,084)	£ per ha (gross)	(210,880)	£ per acre (gross)		
				-5.21%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.71	ha (gross)	1.77	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**474,344**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,185,165)**	£ per ha (net)	**(479,630)**	£ per acre (net)		**(846,546)**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(479,630)	5%	10%	15%	20%	25%	30%	35%
	-	(282,789)	(312,105)	(341,421)	(370,737)	(400,053)	(429,369)	(458,720)
	1,000	(297,236)	(326,552)	(355,868)	(385,184)	(414,500)	(443,816)	(473,248)
Site Specific S106	2,000	(311,683)	(340,999)	(370,315)	(399,631)	(428,947)	(458,278)	(487,777)
5,500	3,000	(326,130)	(355,446)	(384,762)	(414,078)	(443,394)	(472,807)	(502,305)
	4,000	(340,577)	(369,893)	(399,209)	(428,524)	(457,840)	(487,335)	(516,834)
	5,000	(355,023)	(384,339)	(413,655)	(442,971)	(472,365)	(501,864)	(531,362)
	6,000	(369,470)	(398,786)	(428,102)	(457,418)	(486,894)	(516,392)	(545,891)
	7,000	(383,917)	(413,233)	(442,549)	(471,924)	(501,422)	(530,921)	(560,420)
	8,000	(398,364)	(427,680)	(456,996)	(486,453)	(515,951)	(545,450)	(574,948)
	9,000	(412,811)	(442,127)	(471,483)	(500,981)	(530,480)	(559,978)	(589,477)
	10,000	(427,258)	(456,574)	(486,011)	(515,510)	(545,008)	(574,507)	(604,005)
	11,000	(441,705)	(471,041)	(500,540)	(530,038)	(559,537)	(589,035)	(618,534)
	12,000	(456,152)	(485,570)	(515,068)	(544,567)	(574,065)	(603,564)	(633,062)
	13,000	(470,600)	(500,098)	(529,597)	(559,095)	(588,594)	(618,092)	(647,591)
	14,000	(485,128)	(514,627)	(544,125)	(573,624)	(603,122)	(632,621)	(662,119)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(479,630)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(155,630)	(192,162)	(229,484)	(266,806)	(307,533)	(348,505)	(389,477)
	16.0%	(194,732)	(229,954)	(265,177)	(303,339)	(341,953)	(380,630)	(419,307)
Profit	17.0%	(234,624)	(267,747)	(303,853)	(340,053)	(376,372)	(412,754)	(449,137)
20.0%	18.0%	(275,051)	(308,957)	(342,862)	(376,767)	(410,791)	(444,879)	(478,967)
	19.0%	(318,649)	(350,260)	(381,870)	(413,481)	(445,210)	(477,003)	(508,797)
	20.0%	(362,247)	(391,563)	(420,879)	(450,195)	(479,630)	(509,128)	(538,627)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(479,630)	5%	10%	15%	20%	25%	30%	35%
	100,000	(193,497)	(222,813)	(252,129)	(281,445)	(310,880)	(340,378)	(369,877)
	110,000	(203,497)	(232,813)	(262,129)	(291,445)	(320,880)	(350,378)	(379,877)
BLV (£ per acre)	120,000	(213,497)	(242,813)	(272,129)	(301,445)	(330,880)	(360,378)	(389,877)
268,750	130,000	(223,497)	(252,813)	(282,129)	(311,445)	(340,880)	(370,378)	(399,877)
	140,000	(233,497)	(262,813)	(292,129)	(321,445)	(350,880)	(380,378)	(409,877)
	150,000	(243,497)	(272,813)	(302,129)	(331,445)	(360,880)	(390,378)	(419,877)
	160,000	(253,497)	(282,813)	(312,129)	(341,445)	(370,880)	(400,378)	(429,877)
	170,000	(263,497)	(292,813)	(322,129)	(351,445)	(380,880)	(410,378)	(439,877)
	180,000	(273,497)	(302,813)	(332,129)	(361,445)	(390,880)	(420,378)	(449,877)
	190,000	(283,497)	(312,813)	(342,129)	(371,445)	(400,880)	(430,378)	(459,877)
	200,000	(293,497)	(322,813)	(352,129)	(381,445)	(410,880)	(440,378)	(469,877)
	210,000	(303,497)	(332,813)	(362,129)	(391,445)	(420,880)	(450,378)	(479,877)
	220,000	(313,497)	(342,813)	(372,129)	(401,445)	(430,880)	(460,378)	(489,877)
	230,000	(323,497)	(352,813)	(382,129)	(411,445)	(440,880)	(470,378)	(499,877)
	240,000	(333,497)	(362,813)	(392,129)	(421,445)	(450,880)	(480,378)	(509,877)
	250,000	(343,497)	(372,813)	(402,129)	(431,445)	(460,880)	(490,378)	(519,877)

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(479,630)	5%	10%	15%	20%	25%	30%	35%
	30	(357,284)	(382,412)	(407,540)	(432,668)	(457,945)	(483,230)	(508,514)
	35	(362,247)	(391,563)	(420,879)	(450,195)	(479,630)	(509,128)	(538,627)
Density (dph)	40	(367,210)	(400,714)	(434,218)	(467,722)	(501,314)	(535,026)	(568,739)
35.0	45	(372,172)	(409,864)	(447,556)	(485,248)	(522,998)	(560,925)	(598,851)
	50	(377,135)	(419,015)	(460,895)	(502,775)	(544,682)	(586,823)	(628,964)
	55	(382,098)	(428,166)	(474,234)	(520,302)	(566,370)	(612,721)	(659,076)
	60	(387,061)	(437,317)	(487,573)	(537,828)	(588,084)	(638,620)	(689,189)
	65	(392,023)	(446,467)	(500,911)	(555,355)	(609,799)	(664,518)	(719,301)
	70	(396,986)	(455,618)	(514,250)	(572,882)	(631,514)	(690,416)	(749,413)
	75	(401,949)	(464,769)	(527,589)	(590,409)	(653,229)	(716,315)	(779,526)
	80	(406,912)	(473,920)	(540,927)	(607,935)	(674,943)	(742,213)	(809,638)

TABLE 5

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(479,630)	5%	10%	15%	20%	25%	30%	35%
	90%	(79,085)	(106,575)	(134,064)	(162,292)	(190,735)	(219,808)	(248,886)
	92%	(132,003)	(159,718)	(187,720)	(216,275)	(244,902)	(273,974)	(305,261)
Build Cost	94%	(186,470)	(214,545)	(242,722)	(271,099)	(301,893)	(332,687)	(363,482)
100%	96%	(242,346)	(270,194)	(300,496)	(330,797)	(361,099)	(391,401)	(421,702)
(105% = 5% increase)	98%	(301,070)	(330,879)	(360,687)	(390,496)	(420,305)	(450,114)	(480,077)
	100%	(362,247)	(391,563)	(420,879)	(450,195)	(479,630)	(509,128)	(538,627)
	102%	(423,424)	(452,247)	(481,164)	(510,167)	(539,170)	(568,173)	(597,176)
	104%	(484,681)	(513,189)	(541,696)	(570,204)	(598,711)	(627,218)	(655,726)
	106%	(546,204)	(574,216)	(602,228)	(630,240)	(658,252)	(686,263)	(714,275)
	108%	(607,727)	(635,244)	(662,760)	(690,276)	(717,792)	(745,308)	(772,825)
	110%	(669,250)	(696,271)	(723,292)	(750,312)	(777,333)	(804,354)	(831,374)
	112%	(730,773)	(757,298)	(783,824)	(810,349)	(836,874)	(863,399)	(889,924)

TABLE 6

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(479,630)	5%	10%	15%	20%	25%	30%	35%
	80%	(1,034,386)	(1,028,628)	(1,022,869)	(1,017,111)	(1,011,353)	(1,005,595)	(999,837)
	82%	(966,876)	(964,520)	(962,269)	(960,076)	(957,882)	(955,689)	(953,495)
Market Values	84%	(899,627)	(900,811)	(901,994)	(903,177)	(904,411)	(905,782)	(907,154)
100%	86%	(832,378)	(837,101)	(841,824)	(846,546)	(851,269)	(855,991)	(860,812)
(105% = 5% increase)	88%	(765,129)	(773,391)	(781,653)	(789,915)	(798,177)	(806,439)	(814,701)
	90%	(697,880)	(709,682)	(721,483)	(733,285)	(745,086)	(756,888)	(768,689)
	92%	(630,631)	(645,972)	(661,313)	(676,654)	(691,995)	(707,336)	(722,677)
	94%	(563,383)	(582,263)	(601,143)	(620,023)	(638,904)	(657,784)	(676,664)
	96%	(496,134)	(518,553)	(540,973)	(563,393)	(585,812)	(608,232)	(630,652)
	98%	(429,096)	(454,894)	(480,803)	(506,762)	(532,721)	(558,680)	(584,639)
	100%	(362,247)	(391,563)	(420,879)	(450,195)	(479,630)	(509,128)	(538,627)
	102%	(295,398)	(328,232)	(361,067)	(393,901)	(426,735)	(459,576)	(492,614)
	104%	(231,966)	(265,229)	(301,254)	(337,607)	(373,960)	(410,312)	(446,665)
	106%	(171,240)	(207,281)	(243,763)	(281,313)	(321,184)	(361,055)	(400,926)
	108%	(112,378)	(150,244)	(189,078)	(228,736)	(268,438)	(311,798)	(355,187)
	110%	(54,554)	(95,129)	(135,704)	(177,528)	(220,148)	(263,069)	(309,449)
	112%	3,271	(40,348)	(83,967)	(127,585)	(172,276)	(217,998)	(264,138)
	114%	61,095	14,433	(32,229)	(78,891)	(125,553)	(173,323)	(222,287)
	116%	118,920	69,214	19,509	(30,197)	(79,902)	(129,608)	(180,667)
	118%	176,744	123,995	71,246	18,497	(34,251)	(87,000)	(139,749)
	120%	234,568	178,776	122,984	67,192	11,400	(44,393)	(100,185)

TABLE 7

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(479,630)	5%	10%	15%	20%	25%	30%	35%
	5,000	(290,011)	(319,327)	(348,643)	(377,958)	(407,274)	(436,590)	(465,982)
	10,000	(222,107)	(248,931)	(276,406)	(305,722)	(335,038)	(364,354)	(393,670)
Grant (£ per unit)	15,000	(156,775)	(183,013)	(209,659)	(236,483)	(263,307)	(292,118)	(321,434)
-	20,000	(93,738)	(119,096)	(144,600)	(170,837)	(197,211)	(224,035)	(250,859)
	25,000	(31,254)	(56,612)	(81,970)	(107,329)	(132,687)	(158,661)	(184,899)
	30,000	31,231	5,872	(19,486)	(44,844)	(70,202)	(95,561)	(120,919)
	35,000	93,715	68,357	42,999	17,640	(7,718)	(33,076)	(58,435)
	40,000	156,200	130,841	105,483	80,125	54,766	29,408	4,050
	45,000	218,408	193,057	167,706	142,354	117,003	91,652	66,301
	50,000	280,541	255,190	229,839	204,488	179,136	153,785	128,434
	55,000	342,674	317,323	291,972	266,621	241,269	215,918	190,567

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: BF LMV 50 (see Typologies Matrix)
Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Low-Medium Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	13.1	70.0%	8.8	44%	21.9
3 bed House	40.0%	15.0	20.0%	2.5	35%	17.5
4 + bed House	25.0%	9.4	10.0%	1.3	21%	10.6
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	919	9,889	613	6,593	1,531	16,482
3 bed House	1,530	16,469	255	2,745	1,785	19,214
4 + bed House	1,219	13,119	163	1,749	1,381	14,868
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	3,668	39,477	1,030	11,087	4,698	50,563
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	5,359,375
3 bed House	330,000	3,235	301	3,235	301	5,775,000
4 + bed House	425,000	3,269	304	3,269	304	4,515,625
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						15,650,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	13.1	@	245,000		3,215,625
3 bed House	15.0	@	330,000		4,950,000
4 + bed House	9.4	@	425,000		3,984,375
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	37.5				12,150,000
Affordable Rent GDV -					
2 bed House	2.6	@	171,500		450,188
3 bed House	0.8	@	231,000		173,250
4 + bed House	0.4	@	297,500		111,563
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	3.8				735,000
Social Rent GDV -					
2 bed House	3.9	@	122,500		482,344
3 bed House	1.1	@	165,000		185,625
4 + bed House	0.6	@	212,500		119,531
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	5.6				787,500
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	171,500		375,156
3 bed House	0.6	@	231,000		144,375
4 + bed House	0.3	@	297,500		92,969
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	3.1	12.5			612,500
Sub-total GDV Residential	**50**				**14,285,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,365,000
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**14,285,000**

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			3,668	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500 £ per ha			1.93%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				4,698	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		123,550	£ per ha (if brownfield)			(176,500)
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15				50	units @	0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	- £ per ha			0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,531	sqm @		1,710	psm			(2,618,438)
3 bed House				1,785	sqm @		1,710	psm			(3,052,350)
3 bed House (EXC. garage)				1,363	sqm @		1,710	psm			(2,331,158)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	15.0	50%		18	sqm @		653	psm			(88,155)
Garages for 4B House	9.4	100%		18	sqm @		653	psm			(110,194)
Total GIA check:				4,698	£ per garage		£11,754				
External works				8,169,514	@		15.0%				(1,225,427)
Ext. Works analysis:							24,509	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		242	£ per unit			(12,100)
M4(2) Category 2 Housing	Aff units	13	units @			100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units	38	units @			100%	@	1,400	£ per unit		(52,500)
M4(3) Category 3 Housing	Flats	-	units @			5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses	38	units @			5%	@	26,816	£ per unit		(50,280)
Part L/FHS		50	units @					8,760	£ per unit		(438,000)
Part L/FHS analysis:								5.4%	% of BCIS costs		
EV Charging Points - Houses		50	units @					1,000	£ per unit		(50,000)
EV Charging Points - Flats		-	units @				4 flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(620,380)	
Policy Costs analysis:	(design costs only)							12,408	£ per unit (total units)		
								7.6%	% of BCIS costs		
Contingency (on construction)				10,191,821	@		5.0%				(509,591)

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**50**
Site Typology:	Location / Value Zone: **Low-Medium**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		10,191,821	@	7.0%			(713,427)
Disposal Costs -							
OMS Marketing and Promotion		12,150,000	OMS @	3.00%	7,290	£ per unit	(364,500)
Residential Sales Agent Costs		12,150,000	OMS @	1.00%	2,430	£ per unit	(121,500)
Residential Sales Legal Costs		12,150,000	OMS @	0.25%	608	£ per unit	(30,375)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)	50	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,528	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(160,035)
Developers Profit -							
Profit on OMS		12,150,000		20.00%			(2,430,000)
Margin on AH		2,135,000		6.00%	on AH values		(128,100)
Profit analysis:		14,285,000		17.91%	blended GDV	(2,558,100)	
		12,535,000		20.41%	on costs	(2,558,100)	
TOTAL COSTS							**(15,093,100)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(808,100)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(808,100)**
RLV analysis:	(16,162) £ per plot	(565,670)	£ per ha (net)	(228,923)	£ per acre (net)		
		(565,670)	£ per ha (gross)	(228,923)	£ per acre (gross)		
				-5.66%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		1.43	ha (gross)	3.53	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**948,688**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,229,751)**	£ per ha (net)	**(497,673)**	£ per acre (net)		**(1,756,787)**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(497,673)	5%	10%	15%	20%	25%	30%	35%
	-	(298,212)	(328,043)	(357,874)	(387,706)	(417,537)	(447,369)	(477,200)
	1,000	(312,782)	(342,613)	(372,445)	(402,276)	(432,107)	(461,939)	(491,770)
Site Specific S106	2,000	(327,352)	(357,184)	(387,015)	(416,846)	(446,678)	(476,509)	(506,340)
5,500	3,000	(341,922)	(371,754)	(401,585)	(431,416)	(461,248)	(491,079)	(520,911)
	4,000	(356,493)	(386,324)	(416,155)	(445,987)	(475,818)	(505,649)	(535,481)
	5,000	(371,063)	(400,894)	(430,726)	(460,557)	(490,388)	(520,220)	(550,051)
	6,000	(385,633)	(415,464)	(445,296)	(475,127)	(504,959)	(534,790)	(564,621)
	7,000	(400,203)	(430,035)	(459,866)	(489,697)	(519,529)	(549,360)	(579,191)
	8,000	(414,774)	(444,605)	(474,436)	(504,268)	(534,099)	(563,930)	(593,762)
	9,000	(429,344)	(459,175)	(489,006)	(518,838)	(548,669)	(578,501)	(608,339)
	10,000	(443,914)	(473,745)	(503,577)	(533,408)	(563,239)	(593,071)	(622,992)
	11,000	(458,484)	(488,316)	(518,147)	(547,978)	(577,810)	(607,641)	(637,644)
	12,000	(473,054)	(502,886)	(532,717)	(562,548)	(592,380)	(622,213)	(652,297)
	13,000	(487,625)	(517,456)	(547,287)	(577,119)	(606,950)	(636,865)	(666,949)
	14,000	(502,195)	(532,026)	(561,858)	(591,689)	(621,520)	(651,518)	(681,602)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(497,673)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(172,018)	(207,858)	(245,160)	(284,273)	(325,577)	(366,882)	(408,186)
	16.0%	(209,910)	(245,158)	(281,977)	(320,987)	(359,996)	(399,006)	(438,016)
Profit	17.0%	(249,356)	(284,270)	(320,985)	(357,700)	(394,416)	(431,131)	(467,846)
20.0%	18.0%	(291,153)	(325,573)	(359,994)	(394,414)	(428,835)	(463,255)	(497,676)
	19.0%	(334,750)	(366,876)	(399,002)	(431,128)	(463,254)	(495,380)	(527,506)
	20.0%	(378,348)	(408,179)	(438,011)	(467,842)	(497,673)	(527,505)	(557,336)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(497,673)	5%	10%	15%	20%	25%	30%	35%
	100,000	(209,598)	(239,429)	(269,261)	(299,092)	(328,923)	(358,755)	(388,586)
	110,000	(219,598)	(249,429)	(279,261)	(309,092)	(338,923)	(368,755)	(398,586)
BLV (£ per acre)	120,000	(229,598)	(259,429)	(289,261)	(319,092)	(348,923)	(378,755)	(408,586)
268,750	130,000	(239,598)	(269,429)	(299,261)	(329,092)	(358,923)	(388,755)	(418,586)
	140,000	(249,598)	(279,429)	(309,261)	(339,092)	(368,923)	(398,755)	(428,586)
	150,000	(259,598)	(289,429)	(319,261)	(349,092)	(378,923)	(408,755)	(438,586)
	160,000	(269,598)	(299,429)	(329,261)	(359,092)	(388,923)	(418,755)	(448,586)
	170,000	(279,598)	(309,429)	(339,261)	(369,092)	(398,923)	(428,755)	(458,586)
	180,000	(289,598)	(319,429)	(349,261)	(379,092)	(408,923)	(438,755)	(468,586)
	190,000	(299,598)	(329,429)	(359,261)	(389,092)	(418,923)	(448,755)	(478,586)
	200,000	(309,598)	(339,429)	(369,261)	(399,092)	(428,923)	(458,755)	(488,586)
	210,000	(319,598)	(349,429)	(379,261)	(409,092)	(438,923)	(468,755)	(498,586)
	220,000	(329,598)	(359,429)	(389,261)	(419,092)	(448,923)	(478,755)	(508,586)
	230,000	(339,598)	(369,429)	(399,261)	(429,092)	(458,923)	(488,755)	(518,586)
	240,000	(349,598)	(379,429)	(409,261)	(439,092)	(468,923)	(498,755)	(528,586)
	250,000	(359,598)	(389,429)	(419,261)	(449,092)	(478,923)	(508,755)	(538,586)

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(497,673)	5%	10%	15%	20%	25%	30%	35%
	30	(371,221)	(396,791)	(422,360)	(447,930)	(473,500)	(499,069)	(524,639)
	35	(378,348)	(408,179)	(438,011)	(467,842)	(497,673)	(527,505)	(557,336)
Density (dph)	40	(385,475)	(419,568)	(453,661)	(487,754)	(521,847)	(555,940)	(590,033)
35.0	45	(392,602)	(430,957)	(469,312)	(507,666)	(546,021)	(584,375)	(622,730)
	50	(399,730)	(442,346)	(484,962)	(527,578)	(570,194)	(612,811)	(655,427)
	55	(406,857)	(453,735)	(500,612)	(547,490)	(594,368)	(641,246)	(688,124)
	60	(413,984)	(465,123)	(516,263)	(567,402)	(618,542)	(669,681)	(720,821)
	65	(421,111)	(476,512)	(531,913)	(587,314)	(642,715)	(698,117)	(753,518)
	70	(428,238)	(487,901)	(547,564)	(607,226)	(666,889)	(726,552)	(786,215)
	75	(435,366)	(499,290)	(563,214)	(627,138)	(691,063)	(754,987)	(818,911)
	80	(442,493)	(510,679)	(578,865)	(647,051)	(715,236)	(783,422)	(851,608)

TABLE 5

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(497,673)	5%	10%	15%	20%	25%	30%	35%
	90%	(92,497)	(120,321)	(148,145)	(175,970)	(203,794)	(232,618)	(262,051)
	92%	(145,967)	(173,364)	(200,761)	(228,978)	(257,967)	(288,785)	(320,604)
Build Cost	94%	(199,438)	(227,166)	(255,709)	(285,820)	(317,142)	(348,465)	(379,787)
100%	96%	(255,270)	(284,843)	(315,669)	(346,494)	(377,319)	(408,145)	(438,970)
(105% = 5% increase)	98%	(316,183)	(346,511)	(376,840)	(407,168)	(437,496)	(467,825)	(498,153)
	100%	(378,348)	(408,179)	(438,011)	(467,842)	(497,673)	(527,505)	(557,336)
	102%	(440,513)	(469,847)	(499,182)	(528,516)	(557,850)	(587,185)	(616,572)
	104%	(502,678)	(531,516)	(560,353)	(589,190)	(618,027)	(647,006)	(676,090)
	106%	(564,843)	(593,184)	(621,524)	(649,864)	(678,439)	(707,023)	(735,608)
	108%	(627,008)	(654,852)	(682,786)	(710,871)	(738,956)	(767,041)	(795,125)
	110%	(689,173)	(716,718)	(744,303)	(771,888)	(799,473)	(827,058)	(854,643)
	112%	(751,650)	(778,735)	(805,820)	(832,905)	(859,991)	(887,076)	(914,161)

TABLE 6

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(497,673)	5%	10%	15%	20%	25%	30%	35%
	80%	(1,056,708)	(1,051,153)	(1,045,598)	(1,040,043)	(1,034,489)	(1,028,934)	(1,023,379)
	82%	(988,320)	(986,297)	(984,346)	(982,394)	(980,442)	(978,491)	(976,539)
Market Values	84%	(920,346)	(921,809)	(923,272)	(924,745)	(926,396)	(928,047)	(929,699)
100%	86%	(852,371)	(857,412)	(862,453)	(867,494)	(872,535)	(877,604)	(882,859)
(105% = 5% increase)	88%	(784,397)	(793,015)	(801,634)	(810,252)	(818,871)	(827,489)	(836,108)
	90%	(716,423)	(728,619)	(740,815)	(753,011)	(765,207)	(777,403)	(789,599)
	92%	(648,528)	(664,222)	(679,995)	(695,769)	(711,543)	(727,316)	(743,090)
	94%	(580,983)	(600,149)	(619,316)	(638,528)	(657,879)	(677,230)	(696,581)
	96%	(513,438)	(536,159)	(558,881)	(581,602)	(604,323)	(627,144)	(650,072)
	98%	(445,893)	(472,169)	(498,446)	(524,722)	(550,998)	(577,275)	(603,564)
	100%	(378,348)	(408,179)	(438,011)	(467,842)	(497,673)	(527,505)	(557,336)
	102%	(310,803)	(344,189)	(377,576)	(410,962)	(444,348)	(477,735)	(511,121)
	104%	(245,425)	(280,199)	(317,141)	(354,082)	(391,023)	(427,965)	(464,906)
	106%	(185,543)	(220,955)	(257,730)	(297,202)	(337,698)	(378,195)	(418,691)
	108%	(127,441)	(165,359)	(203,278)	(242,751)	(284,373)	(328,425)	(372,476)
	110%	(69,339)	(110,315)	(151,292)	(192,269)	(234,340)	(278,655)	(326,261)
	112%	(11,236)	(55,271)	(99,306)	(143,341)	(187,376)	(232,398)	(280,046)
	114%	46,866	(227)	(47,320)	(94,413)	(141,505)	(188,598)	(236,927)
	116%	104,968	54,817	4,666	(45,484)	(95,635)	(145,786)	(195,937)
	118%	163,070	109,861	56,652	3,444	(49,765)	(102,974)	(156,183)
	120%	221,172	164,905	108,639	52,372	(3,895)	(60,162)	(116,429)

TABLE 7

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(497,673)	5%	10%	15%	20%	25%	30%	35%
	5,000	(305,494)	(335,325)	(365,157)	(394,988)	(424,819)	(454,651)	(484,482)
	10,000	(235,709)	(263,005)	(292,302)	(322,134)	(351,965)	(381,796)	(411,628)
Grant (£ per unit)	15,000	(171,856)	(197,542)	(223,878)	(250,934)	(279,111)	(308,942)	(338,774)
-	20,000	(109,191)	(134,878)	(160,564)	(186,251)	(212,195)	(238,972)	(266,160)
	25,000	(46,526)	(72,213)	(97,900)	(123,587)	(149,273)	(174,960)	(200,647)
	30,000	16,138	(9,549)	(35,235)	(60,922)	(86,609)	(112,296)	(137,982)
	35,000	78,803	53,116	27,429	1,742	(23,944)	(49,631)	(75,318)
	40,000	141,467	115,780	90,094	64,407	38,720	13,034	(12,653)
	45,000	204,132	178,445	152,758	127,072	101,385	75,698	50,011
	50,000	266,701	241,078	215,423	189,736	164,049	138,363	112,676
	55,000	329,052	303,429	277,805	252,182	226,558	200,935	175,312

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Appraisal Ref: BF LMV 100 (see Typologies Matrix)
Scheme Typology: Houses No Units: 100
Site Typology: Location / Value Zone: Low-Medium Greenfield/Brownfield: Brownfield
Notes/Comments: Higher Density

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	26.3	70.0%	17.5	44%	43.8
3 bed House	40.0%	30.0	20.0%	5.0	35%	35.0
4 + bed House	25.0%	18.8	10.0%	2.5	21%	21.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	75.0	100.0%	25.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,838	19,779	1,225	13,186	3,063	32,964
3 bed House	3,060	32,938	510	5,490	3,570	38,427
4 + bed House	2,438	26,237	325	3,498	2,763	29,735
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	7,335	78,953	2,060	22,174	9,395	101,127
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	10,718,750
3 bed House	330,000	3,235	301	3,235	301	11,550,000
4 + bed House	425,000	3,269	304	3,269	304	9,031,250
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						31,300,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: Higher Density

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	26.3	@	245,000		6,431,250
3 bed House	30.0	@	330,000		9,900,000
4 + bed House	18.8	@	425,000		7,968,750
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	75.0				24,300,000
Affordable Rent GDV -					
2 bed House	5.3	@	171,500		900,375
3 bed House	1.5	@	231,000		346,500
4 + bed House	0.8	@	297,500		223,125
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	7.5				1,470,000
Social Rent GDV -					
2 bed House	7.9	@	122,500		964,688
3 bed House	2.3	@	165,000		371,250
4 + bed House	1.1	@	212,500		239,063
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	11.3				1,575,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	171,500		750,313
3 bed House	1.3	@	231,000		288,750
4 + bed House	0.6	@	297,500		185,938
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	6.3	25.0			1,225,000
Sub-total GDV Residential	**100**				**28,570,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	2,730,000
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**28,570,000**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: Higher Density

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			7,335	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		1.93%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				9,395	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		123,550	£ per ha (if brownfield)			(353,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,063	sqm @		1,710	psm			(5,236,875)
3 bed House				3,570	sqm @		1,710	psm			(6,104,700)
3 bed House (EXC. garage)				2,745	sqm @		1,710	psm			(4,693,095)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	30.0	50%		18	sqm @		653	psm			(176,310)
Garages for 4B House	18.8	100%		18	sqm @		653	psm			(220,388)
Total GIA check:				9,395	£ per garage		£11,754				
External works				16,400,588	@		15.0%				(2,460,088)
Ext. Works analysis:							24,601	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		242	£ per unit			(24,200)
M4(2) Category 2 Housing	Aff units	25	units @			100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units	75	units @			100%	@	1,400	£ per unit		(105,000)
M4(3) Category 3 Housing	Flats	-	units @			5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses	75	units @			5%	@	26,816	£ per unit		(100,560)
Part L/FHS		100	units @					8,760	£ per unit		(876,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses		100	units @					1,000	£ per unit		(100,000)
EV Charging Points - Flats		-	units @				4 flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(1,240,760)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.6%	% of BCIS costs			
Contingency (on construction)				20,454,436	@		5.0%				(1,022,722)

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Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Low-Medium**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:	Higher Density				

Professional Fees		20,454,436	@	7.0%			(1,431,810)
Disposal Costs -							
OMS Marketing and Promotion		24,300,000	OMS @	3.00%	7,290	£ per unit	(729,000)
Residential Sales Agent Costs		24,300,000	OMS @	1.00%	2,430	£ per unit	(243,000)
Residential Sales Legal Costs		24,300,000	OMS @	0.25%	608	£ per unit	(60,750)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,428	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(279,605)
Developers Profit -							
Profit on OMS		24,300,000		20.00%			(4,860,000)
Margin on AH		4,270,000		6.00%	on AH values		(256,200)
Profit analysis:		28,570,000		17.91%	blended GDV	(5,116,200)	
		24,944,663		20.51%	on costs	(5,116,200)	
TOTAL COSTS							**(30,060,863)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,490,863)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(1,490,863)**
RLV analysis:	(14,909) £ per plot	(521,802)	£ per ha (net)	(211,170)	£ per acre (net)		
		(521,802)	£ per ha (gross)	(211,170)	£ per acre (gross)		
				-5.22%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		2.86	ha (gross)	7.06	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**1,897,375**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,185,883)**	£ per ha (net)	**(479,920)**	£ per acre (net)		**(3,388,238)**

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Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: Higher Density

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(479,920)	5%	10%	15%	20%	25%	30%	35%
	-	(278,573)	(308,758)	(338,942)	(369,126)	(399,310)	(429,495)	(459,869)
	1,000	(293,186)	(323,370)	(353,554)	(383,738)	(413,923)	(444,179)	(474,564)
Site Specific S106	2,000	(307,798)	(337,982)	(368,167)	(398,351)	(428,535)	(458,873)	(489,259)
5,500	3,000	(322,410)	(352,595)	(382,779)	(412,963)	(443,183)	(473,568)	(503,954)
	4,000	(337,023)	(367,207)	(397,391)	(427,576)	(457,878)	(488,263)	(518,649)
	5,000	(351,635)	(381,819)	(412,004)	(442,188)	(472,573)	(502,958)	(533,344)
	6,000	(366,247)	(396,432)	(426,616)	(456,882)	(487,268)	(517,653)	(548,039)
	7,000	(380,860)	(411,044)	(441,228)	(471,577)	(501,963)	(532,348)	(562,734)
	8,000	(395,472)	(425,656)	(455,887)	(486,272)	(516,658)	(547,043)	(577,429)
	9,000	(410,084)	(440,269)	(470,582)	(500,967)	(531,353)	(561,738)	(592,124)
	10,000	(424,697)	(454,891)	(485,277)	(515,662)	(546,048)	(576,433)	(606,819)
	11,000	(439,309)	(469,586)	(499,972)	(530,357)	(560,743)	(591,128)	(621,514)
	12,000	(453,921)	(484,281)	(514,667)	(545,052)	(575,438)	(605,823)	(636,209)
	13,000	(468,591)	(498,976)	(529,362)	(559,747)	(590,133)	(620,518)	(650,903)
	14,000	(483,286)	(513,671)	(544,057)	(574,442)	(604,828)	(635,213)	(665,598)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(479,920)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(156,718)	(192,752)	(228,785)	(266,202)	(307,824)	(349,683)	(391,541)
	16.0%	(194,430)	(228,479)	(263,741)	(302,679)	(342,243)	(381,807)	(421,371)
Profit	17.0%	(232,142)	(265,516)	(302,284)	(339,393)	(376,663)	(413,932)	(451,201)
20.0%	18.0%	(271,746)	(306,519)	(341,293)	(376,107)	(411,082)	(446,057)	(481,031)
	19.0%	(315,343)	(347,822)	(380,301)	(412,821)	(445,501)	(478,181)	(510,861)
	20.0%	(358,941)	(389,125)	(419,310)	(449,535)	(479,920)	(510,306)	(540,691)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(479,920)	5%	10%	15%	20%	25%	30%	35%
	100,000	(190,191)	(220,375)	(250,560)	(280,785)	(311,170)	(341,556)	(371,941)
	110,000	(200,191)	(230,375)	(260,560)	(290,785)	(321,170)	(351,556)	(381,941)
BLV (£ per acre)	120,000	(210,191)	(240,375)	(270,560)	(300,785)	(331,170)	(361,556)	(391,941)
268,750	130,000	(220,191)	(250,375)	(280,560)	(310,785)	(341,170)	(371,556)	(401,941)
	140,000	(230,191)	(260,375)	(290,560)	(320,785)	(351,170)	(381,556)	(411,941)
	150,000	(240,191)	(270,375)	(300,560)	(330,785)	(361,170)	(391,556)	(421,941)
	160,000	(250,191)	(280,375)	(310,560)	(340,785)	(371,170)	(401,556)	(431,941)
	170,000	(260,191)	(290,375)	(320,560)	(350,785)	(381,170)	(411,556)	(441,941)
	180,000	(270,191)	(300,375)	(330,560)	(360,785)	(391,170)	(421,556)	(451,941)
	190,000	(280,191)	(310,375)	(340,560)	(370,785)	(401,170)	(431,556)	(461,941)
	200,000	(290,191)	(320,375)	(350,560)	(380,785)	(411,170)	(441,556)	(471,941)
	210,000	(300,191)	(330,375)	(360,560)	(390,785)	(421,170)	(451,556)	(481,941)
	220,000	(310,191)	(340,375)	(370,560)	(400,785)	(431,170)	(461,556)	(491,941)
	230,000	(320,191)	(350,375)	(380,560)	(410,785)	(441,170)	(471,556)	(501,941)
	240,000	(330,191)	(360,375)	(390,560)	(420,785)	(451,170)	(481,556)	(511,941)
	250,000	(340,191)	(370,375)	(400,560)	(430,785)	(461,170)	(491,556)	(521,941)

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Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: Higher Density

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(479,920)	5%	10%	15%	20%	25%	30%	35%
	30	(354,611)	(380,483)	(406,355)	(432,311)	(458,356)	(484,400)	(510,445)
	35	(358,941)	(389,125)	(419,310)	(449,535)	(479,920)	(510,306)	(540,691)
Density (dph)	40	(363,271)	(397,768)	(432,264)	(466,761)	(501,485)	(536,211)	(570,938)
35.0	45	(367,602)	(406,410)	(445,219)	(484,027)	(523,050)	(562,117)	(601,184)
	50	(371,932)	(415,053)	(458,173)	(501,293)	(544,615)	(588,022)	(631,430)
	55	(376,263)	(423,695)	(471,127)	(518,560)	(566,179)	(613,928)	(661,676)
	60	(380,593)	(432,337)	(484,082)	(535,826)	(587,744)	(639,833)	(691,923)
	65	(384,923)	(440,980)	(497,036)	(553,093)	(609,309)	(665,739)	(722,169)
	70	(389,254)	(449,622)	(509,991)	(570,359)	(630,874)	(691,644)	(752,415)
	75	(393,584)	(458,265)	(522,945)	(587,626)	(652,438)	(717,550)	(782,662)
	80	(397,914)	(466,907)	(535,900)	(604,892)	(674,003)	(743,455)	(812,908)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(479,920)	5%	10%	15%	20%	25%	30%	35%
	90%	(74,889)	(103,009)	(131,155)	(159,420)	(187,686)	(215,951)	(244,479)
	92%	(128,755)	(156,589)	(184,423)	(212,258)	(240,212)	(269,516)	(301,695)
Build Cost	94%	(182,886)	(210,289)	(237,729)	(266,457)	(297,923)	(329,603)	(361,283)
100%	96%	(237,030)	(265,286)	(296,146)	(327,327)	(358,508)	(389,690)	(420,871)
(105% = 5% increase)	98%	(296,362)	(327,045)	(357,728)	(388,411)	(419,093)	(449,880)	(480,766)
	100%	(358,941)	(389,125)	(419,310)	(449,535)	(479,920)	(510,306)	(540,691)
	102%	(421,520)	(451,206)	(481,080)	(510,964)	(540,848)	(570,732)	(600,616)
	104%	(484,244)	(513,627)	(543,010)	(572,393)	(601,776)	(631,158)	(660,541)
	106%	(547,177)	(576,058)	(604,940)	(633,822)	(662,703)	(691,585)	(720,671)
	108%	(610,109)	(638,490)	(666,870)	(695,250)	(723,631)	(752,276)	(780,934)
	110%	(673,042)	(700,921)	(728,800)	(756,735)	(784,890)	(813,044)	(841,198)
	112%	(735,975)	(763,352)	(790,861)	(818,511)	(846,162)	(873,812)	(901,462)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(479,920)	5%	10%	15%	20%	25%	30%	35%
	80%	(1,043,630)	(1,038,418)	(1,033,206)	(1,027,994)	(1,022,782)	(1,017,570)	(1,012,358)
	82%	(974,198)	(972,400)	(970,855)	(969,311)	(967,767)	(966,222)	(964,678)
Market Values	84%	(905,490)	(907,236)	(908,981)	(910,726)	(912,751)	(914,875)	(916,998)
100%	86%	(836,783)	(842,144)	(847,506)	(852,867)	(858,229)	(863,590)	(869,318)
(105% = 5% increase)	88%	(768,075)	(777,053)	(786,031)	(795,008)	(803,986)	(812,964)	(821,942)
	90%	(699,685)	(712,107)	(724,555)	(737,149)	(749,743)	(762,337)	(774,931)
	92%	(631,424)	(647,439)	(663,453)	(679,468)	(695,501)	(711,711)	(727,921)
	94%	(563,163)	(582,770)	(602,377)	(621,985)	(641,592)	(661,199)	(680,910)
	96%	(494,901)	(518,101)	(541,301)	(564,501)	(587,701)	(610,901)	(634,101)
	98%	(426,798)	(453,433)	(480,225)	(507,018)	(533,811)	(560,604)	(587,396)
	100%	(358,941)	(389,125)	(419,310)	(449,535)	(479,920)	(510,306)	(540,691)
	102%	(291,084)	(324,840)	(358,596)	(392,352)	(426,107)	(460,008)	(493,986)
	104%	(227,886)	(261,251)	(297,882)	(335,209)	(372,536)	(409,863)	(447,281)
	106%	(169,190)	(204,567)	(240,059)	(278,067)	(318,965)	(359,864)	(400,762)
	108%	(110,494)	(148,960)	(187,427)	(225,893)	(265,679)	(309,864)	(354,334)
	110%	(52,112)	(93,452)	(134,909)	(176,465)	(218,021)	(260,620)	(307,906)
	112%	6,208	(38,143)	(82,556)	(127,037)	(171,682)	(216,327)	(262,096)
	114%	64,311	17,033	(30,319)	(77,805)	(125,343)	(173,077)	(220,812)
	116%	122,415	72,078	21,741	(28,641)	(79,199)	(129,828)	(180,651)
	118%	180,289	127,086	73,728	20,334	(33,108)	(86,739)	(140,491)
	120%	238,150	181,901	125,652	69,263	12,810	(43,721)	(100,425)

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(479,920)	5%	10%	15%	20%	25%	30%	35%
	5,000	(285,875)	(316,059)	(346,244)	(376,428)	(406,612)	(436,827)	(467,212)
	10,000	(218,874)	(245,273)	(273,178)	(303,362)	(333,546)	(363,731)	(393,915)
Grant (£ per unit)	15,000	(155,672)	(181,781)	(207,891)	(234,000)	(261,183)	(290,665)	(320,849)
-	20,000	(92,519)	(118,579)	(144,689)	(170,798)	(196,908)	(223,017)	(249,565)
	25,000	(29,644)	(55,620)	(81,597)	(107,596)	(133,705)	(159,815)	(185,924)
	30,000	33,065	7,193	(18,721)	(44,698)	(70,674)	(96,651)	(122,722)
	35,000	95,644	69,772	43,900	18,028	(7,845)	(33,775)	(59,752)
	40,000	158,058	132,261	106,465	80,607	54,735	28,863	2,991
	45,000	220,371	194,575	168,779	142,982	117,186	91,390	65,570
	50,000	282,638	256,889	231,092	205,296	179,500	153,703	127,907
	55,000	344,716	318,968	293,219	267,470	241,721	215,973	190,221

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: BF LMV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Low-Medium Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		200	Units	
AH Policy requirement (% Target)		25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	75%		
AH tenure split %	Affordable Rent:		30.0%	
	Social Rent:		45.0%	75.0% % Rented
	First Homes:		0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):		25.0%	6.3% % of total (>10% First Homes PPG 023)
		100%	100.0%	
CIL Rate (£ psm)		0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	52.5	70.0%	35.0	44%	87.5
3 bed House	40.0%	60.0	20.0%	10.0	35%	70.0
4 + bed House	25.0%	37.5	10.0%	5.0	21%	42.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	150.0	100.0%	50.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	3,675	39,557	2,450	26,372	6,125	65,929
3 bed House	6,120	65,875	1,020	10,979	7,140	76,854
4 + bed House	4,875	52,474	650	6,997	5,525	59,471
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	14,670	157,907	4,120	44,347	18,790	202,254
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	21,437,500
3 bed House	330,000	3,235	301	3,235	301	23,100,000
4 + bed House	425,000	3,269	304	3,269	304	18,062,500
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						62,600,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	52.5	@	245,000		12,862,500
3 bed House	60.0	@	330,000		19,800,000
4 + bed House	37.5	@	425,000		15,937,500
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	150.0				48,600,000
Affordable Rent GDV -					
2 bed House	10.5	@	171,500		1,800,750
3 bed House	3.0	@	231,000		693,000
4 + bed House	1.5	@	297,500		446,250
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	15.0				2,940,000
Social Rent GDV -					
2 bed House	15.8	@	122,500		1,929,375
3 bed House	4.5	@	165,000		742,500
4 + bed House	2.3	@	212,500		478,125
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	22.5				3,150,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	171,500		1,500,625
3 bed House	2.5	@	231,000		577,500
4 + bed House	1.3	@	297,500		371,875
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	12.5	50.0			2,450,000
Sub-total GDV Residential	**200**				**57,140,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	5,460,000
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	200	units @	0 per unit		-
Total GDV					**57,140,000**

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			14,670	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500 £ per ha			1.93%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				18,790	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		123,550	£ per ha (if brownfield)			(706,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	- £ per ha			0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				6,125	sqm @		1,710	psm			(10,473,750)
3 bed House				7,140	sqm @		1,710	psm			(12,209,400)
3 bed House (EXC. garage)				5,507	sqm @		1,710	psm			(9,416,970)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	60.0	50%		18	sqm @		653	psm			(352,620)
Garages for 4B House	37.5	100%		18	sqm @		653	psm			(440,775)
Total GIA check:				18,790	£ per garage		£11,754				
External works				32,862,735	@		15.0%				(4,929,410)
Ext. Works analysis:							24,647	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		242	£ per unit			(48,400)
M4(2) Category 2 Housing	Aff units	50	units @			100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units	150	units @			100%	@	1,400	£ per unit		(210,000)
M4(3) Category 3 Housing	Flats	-	units @			5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses	150	units @			5%	@	26,816	£ per unit		(201,120)
Part L/FHS		200	units @					8,760	£ per unit		(1,752,000)
Part L/FHS analysis:								5.3%	% of BCIS costs		
EV Charging Points - Houses		200	units @					1,000	£ per unit		(200,000)
EV Charging Points - Flats		-	units @				4 flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(2,481,520)	
Policy Costs analysis:	(design costs only)							12,408	£ per unit (total units)		
								7.6%	% of BCIS costs		
Contingency (on construction)				40,979,665	@		5.0%				(2,048,983)

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

Professional Fees		40,979,665	@	7.0%			(2,868,577)
Disposal Costs -							
OMS Marketing and Promotion		48,600,000	OMS @	3.00%	7,290	£ per unit	(1,458,000)
Residential Sales Agent Costs		48,600,000	OMS @	1.00%	2,430	£ per unit	(486,000)
Residential Sales Legal Costs		48,600,000	OMS @	0.25%	608	£ per unit	(121,500)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)	200	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,378	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(330,608)
Developers Profit -							
Profit on OMS		48,600,000		20.00%			(9,720,000)
Margin on AH		8,540,000		6.00%	on AH values		(512,400)
Profit analysis:		57,140,000		17.91%	blended GDV	(10,232,400)	
		49,642,273		20.61%	on costs	(10,232,400)	
TOTAL COSTS							**(59,874,673)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,734,673)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(2,734,673)**
RLV analysis:	(13,673) £ per plot	(478,568)	£ per ha (net)	(193,674)	£ per acre (net)		
		(478,568)	£ per ha (gross)	(193,674)	£ per acre (gross)		
				-4.79%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		5.71	ha (gross)	14.12	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**3,794,750**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,142,649)**	£ per ha (net)	**(462,424)**	£ per acre (net)		**(6,529,423)**

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(462,424)	5%	10%	15%	20%	25%	30%	35%
	-	(260,083)	(289,770)	(320,345)	(351,040)	(381,862)	(412,878)	(444,141)
	1,000	(273,708)	(304,242)	(334,853)	(365,581)	(396,465)	(427,547)	(458,914)
Site Specific S106	2,000	(288,140)	(318,715)	(349,370)	(380,145)	(411,080)	(442,238)	(473,707)
5,500	3,000	(302,612)	(333,187)	(363,887)	(394,710)	(425,713)	(456,964)	(488,557)
	4,000	(317,084)	(347,700)	(378,428)	(409,309)	(440,383)	(471,719)	(503,448)
	5,000	(331,556)	(362,216)	(392,992)	(423,924)	(455,060)	(486,506)	(518,381)
	6,000	(346,029)	(376,733)	(407,557)	(438,549)	(469,787)	(501,342)	(533,368)
	7,000	(360,546)	(391,275)	(422,152)	(453,218)	(484,525)	(516,206)	(548,426)
	8,000	(375,063)	(405,840)	(436,767)	(467,887)	(499,312)	(531,124)	(563,548)
	9,000	(389,580)	(420,404)	(451,384)	(482,610)	(514,126)	(546,096)	(578,744)
	10,000	(404,122)	(434,996)	(466,053)	(497,337)	(528,977)	(561,119)	(594,023)
	11,000	(418,687)	(449,611)	(480,723)	(512,118)	(543,882)	(576,201)	(609,395)
	12,000	(433,251)	(464,226)	(495,433)	(526,911)	(558,824)	(591,353)	(624,782)
	13,000	(447,839)	(478,889)	(510,159)	(541,761)	(573,812)	(606,583)	(640,169)
	14,000	(462,454)	(493,558)	(524,924)	(556,641)	(588,872)	(621,901)	(655,556)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(462,424)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(140,032)	(176,497)	(213,063)	(249,765)	(290,327)	(333,293)	(376,724)
	16.0%	(177,745)	(212,225)	(246,806)	(284,376)	(324,747)	(365,418)	(406,554)
Profit	17.0%	(215,457)	(247,952)	(283,249)	(321,090)	(359,166)	(397,543)	(436,384)
20.0%	18.0%	(253,185)	(286,869)	(322,258)	(357,804)	(393,585)	(429,667)	(466,214)
	19.0%	(295,194)	(328,172)	(361,266)	(394,518)	(428,004)	(461,792)	(496,044)
	20.0%	(338,792)	(369,475)	(400,275)	(431,232)	(462,424)	(493,917)	(525,874)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(462,424)	5%	10%	15%	20%	25%	30%	35%
	100,000	(170,042)	(200,725)	(231,525)	(262,482)	(293,674)	(325,167)	(357,124)
	110,000	(180,042)	(210,725)	(241,525)	(272,482)	(303,674)	(335,167)	(367,124)
BLV (£ per acre)	120,000	(190,042)	(220,725)	(251,525)	(282,482)	(313,674)	(345,167)	(377,124)
268,750	130,000	(200,042)	(230,725)	(261,525)	(292,482)	(323,674)	(355,167)	(387,124)
	140,000	(210,042)	(240,725)	(271,525)	(302,482)	(333,674)	(365,167)	(397,124)
	150,000	(220,042)	(250,725)	(281,525)	(312,482)	(343,674)	(375,167)	(407,124)
	160,000	(230,042)	(260,725)	(291,525)	(322,482)	(353,674)	(385,167)	(417,124)
	170,000	(240,042)	(270,725)	(301,525)	(332,482)	(363,674)	(395,167)	(427,124)
	180,000	(250,042)	(280,725)	(311,525)	(342,482)	(373,674)	(405,167)	(437,124)
	190,000	(260,042)	(290,725)	(321,525)	(352,482)	(383,674)	(415,167)	(447,124)
	200,000	(270,042)	(300,725)	(331,525)	(362,482)	(393,674)	(425,167)	(457,124)
	210,000	(280,042)	(310,725)	(341,525)	(372,482)	(403,674)	(435,167)	(467,124)
	220,000	(290,042)	(320,725)	(351,525)	(382,482)	(413,674)	(445,167)	(477,124)
	230,000	(300,042)	(330,725)	(361,525)	(392,482)	(423,674)	(455,167)	(487,124)
	240,000	(310,042)	(340,725)	(371,525)	(402,482)	(433,674)	(465,167)	(497,124)
	250,000	(320,042)	(350,725)	(381,525)	(412,482)	(443,674)	(475,167)	(507,124)

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(462,424)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(337,535)	(363,860)	(390,308)	(416,915)	(443,716)	(470,809)	(498,319)
	35	(338,792)	(369,475)	(400,275)	(431,232)	(462,424)	(493,917)	(525,874)
Density (dph)	40	(340,079)	(375,098)	(410,250)	(445,581)	(481,138)	(517,055)	(553,447)
35.0	45	(341,365)	(380,720)	(420,225)	(459,930)	(499,890)	(540,210)	(581,055)
	50	(342,652)	(386,343)	(430,206)	(474,280)	(518,642)	(563,366)	(608,671)
	55	(343,939)	(391,985)	(440,214)	(488,648)	(537,393)	(586,531)	(636,287)
	60	(345,225)	(397,639)	(450,223)	(503,029)	(556,145)	(609,719)	(663,914)
	65	(346,521)	(403,294)	(460,232)	(517,411)	(574,905)	(632,906)	(691,560)
	70	(347,833)	(408,948)	(470,241)	(531,793)	(593,683)	(656,094)	(719,206)
	75	(349,146)	(414,603)	(480,250)	(546,174)	(612,461)	(679,281)	(746,852)
	80	(350,458)	(420,257)	(490,259)	(560,556)	(631,240)	(702,469)	(774,498)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(462,424)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	(61,953)	(90,181)	(118,442)	(146,740)	(175,063)	(203,443)	(231,889)
	92%	(115,034)	(142,909)	(170,786)	(198,742)	(226,724)	(254,845)	(285,991)
Build Cost	94%	(168,221)	(195,737)	(223,268)	(250,884)	(280,945)	(313,039)	(345,278)
100%	96%	(221,535)	(248,696)	(277,872)	(309,433)	(341,096)	(372,900)	(404,920)
(105% = 5% increase)	98%	(276,814)	(307,839)	(338,944)	(370,171)	(401,560)	(433,153)	(465,054)
	100%	(338,792)	(369,475)	(400,275)	(431,232)	(462,424)	(493,917)	(525,874)
	102%	(401,021)	(431,395)	(461,948)	(492,721)	(523,829)	(555,397)	(587,694)
	104%	(463,557)	(493,682)	(524,070)	(554,784)	(585,986)	(617,918)	(650,518)
	106%	(526,477)	(556,446)	(586,788)	(617,635)	(649,234)	(681,314)	(713,393)
	108%	(589,901)	(619,866)	(650,344)	(681,604)	(713,159)	(744,714)	(776,586)
	110%	(653,999)	(684,154)	(715,025)	(746,055)	(777,120)	(808,469)	(839,910)
	112%	(719,046)	(749,495)	(780,000)	(810,586)	(841,407)	(872,325)	(903,498)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(462,424)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(1,458,745)	(1,592,475)	(1,726,206)	(1,859,936)	(1,993,667)	(2,127,398)	(2,261,128)
	82%	(975,370)	(1,053,425)	(1,217,103)	(1,380,780)	(1,544,458)	(1,708,136)	(1,871,814)
Market Values	84%	(902,086)	(905,588)	(909,091)	(912,593)	(1,095,250)	(1,288,875)	(1,482,500)
100%	86%	(829,256)	(836,427)	(843,598)	(850,880)	(858,239)	(869,624)	(1,093,185)
(105% = 5% increase)	88%	(756,714)	(767,533)	(778,471)	(789,473)	(800,475)	(811,600)	(822,816)
	90%	(684,402)	(699,027)	(713,652)	(728,277)	(743,011)	(757,844)	(772,677)
	92%	(613,280)	(630,935)	(648,969)	(667,382)	(685,813)	(704,244)	(722,874)
	94%	(543,581)	(564,334)	(585,376)	(606,778)	(628,724)	(650,961)	(673,198)
	96%	(474,774)	(498,781)	(522,980)	(547,460)	(572,312)	(597,721)	(623,721)
	98%	(406,578)	(433,893)	(461,366)	(489,035)	(517,006)	(545,369)	(574,347)
	100%	(338,792)	(369,475)	(400,275)	(431,232)	(462,424)	(493,917)	(525,874)
	102%	(271,337)	(305,400)	(339,560)	(373,861)	(408,346)	(443,059)	(478,142)
	104%	(212,090)	(244,499)	(279,118)	(316,798)	(354,613)	(392,645)	(430,942)
	106%	(154,086)	(189,463)	(224,889)	(260,727)	(301,174)	(342,528)	(384,129)
	108%	(96,192)	(134,560)	(172,946)	(211,428)	(249,998)	(292,658)	(337,574)
	110%	(38,433)	(79,752)	(121,129)	(162,549)	(204,078)	(245,703)	(291,250)
	112%	19,268	(25,033)	(69,391)	(113,792)	(158,259)	(202,839)	(247,536)
	114%	76,901	29,603	(17,712)	(65,111)	(112,550)	(160,064)	(207,710)
	116%	134,481	84,202	33,870	(16,472)	(66,910)	(117,402)	(167,990)
	118%	192,002	138,731	85,437	32,071	(21,311)	(74,789)	(128,349)
	120%	249,524	193,226	136,927	80,604	24,206	(32,230)	(88,748)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(462,424)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(266,589)	(296,901)	(327,489)	(358,194)	(389,056)	(420,114)	(451,431)
	10,000	(203,525)	(229,808)	(256,275)	(285,584)	(316,208)	(346,960)	(377,882)
Grant (£ per unit)	15,000	(141,242)	(167,449)	(193,709)	(220,000)	(246,347)	(274,268)	(304,926)
-	20,000	(79,078)	(105,245)	(131,429)	(157,633)	(183,893)	(210,192)	(236,543)
	25,000	(17,041)	(43,159)	(69,278)	(95,432)	(121,615)	(147,817)	(174,077)
	30,000	44,910	18,844	(7,241)	(33,359)	(59,478)	(85,619)	(111,802)
	35,000	106,816	80,751	54,685	28,620	2,554	(23,560)	(49,678)
	40,000	168,613	142,589	116,566	90,526	64,461	38,395	12,330
	45,000	230,401	204,378	178,354	152,330	126,306	100,282	74,236
	50,000	292,104	266,111	240,117	214,118	188,094	162,070	136,047
	55,000	353,786	327,793	301,799	275,806	249,812	223,819	197,825

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Appraisal Ref: BF LMV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Low-Medium Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	70.0	44%	175.0
3 bed House	40.0%	120.0	20.0%	20.0	35%	140.0
4 + bed House	25.0%	75.0	10.0%	10.0	21%	85.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	100.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	4,900	52,743	12,250	131,858
3 bed House	12,240	131,750	2,040	21,958	14,280	153,709
4 + bed House	9,750	104,948	1,300	13,993	11,050	118,941
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	29,340	315,813	8,240	88,695	37,580	404,508
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	42,875,000
3 bed House	330,000	3,235	301	3,235	301	46,200,000
4 + bed House	425,000	3,269	304	3,269	304	36,125,000
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						125,200,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	245,000		25,725,000
3 bed House	120.0	@	330,000		39,600,000
4 + bed House	75.0	@	425,000		31,875,000
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	300.0				97,200,000
Affordable Rent GDV -					
2 bed House	21.0	@	171,500		3,601,500
3 bed House	6.0	@	231,000		1,386,000
4 + bed House	3.0	@	297,500		892,500
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	30.0				5,880,000
Social Rent GDV -					
2 bed House	31.5	@	122,500		3,858,750
3 bed House	9.0	@	165,000		1,485,000
4 + bed House	4.5	@	212,500		956,250
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	45.0				6,300,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	171,500		3,001,250
3 bed House	5.0	@	231,000		1,155,000
4 + bed House	2.5	@	297,500		743,750
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	25.0	100.0			4,900,000
Sub-total GDV Residential	**400**				**114,280,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	10,920,000
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	400	units @	0 per unit		-
Total GDV					**114,280,000**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			29,340	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		1.93%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				37,580	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		123,550	£ per ha (if brownfield)			(1,412,000)
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15				400	units @	0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				12,250	sqm @		1,710	psm			(20,947,500)
3 bed House				14,280	sqm @		1,710	psm			(24,418,800)
3 bed House (EXC. garage)				11,032	sqm @		1,710	psm			(18,864,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0	50%		18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0	100%		18	sqm @		653	psm			(881,550)
Total GIA check:				37,580	£ per garage		£11,754				
External works				65,787,030	@		15.0%				(9,868,055)
Ext. Works analysis:							24,670	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		242	£ per unit			(96,800)
M4(2) Category 2 Housing	Aff units	100	units @			100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units	300	units @			100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats	-	units @			5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses	300	units @			5%	@	26,816	£ per unit		(402,240)
Part L/FHS		400	units @					8,760	£ per unit		(3,504,000)
Part L/FHS analysis:								5.3%	% of BCIS costs		
EV Charging Points - Houses		400	units @					1,000	£ per unit		(400,000)
EV Charging Points - Flats		-	units @				4 flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(4,963,040)	
Policy Costs analysis:	(design costs only)							12,408	£ per unit (total units)		
								7.5%	% of BCIS costs		
Contingency (on construction)				82,030,125	@		5.0%				(4,101,506)

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Scheme Typology:	**Houses**	No Units:	**400**
Site Typology:	Location / Value Zone:	**Low-Medium**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		82,030,125	@	7.0%			(5,742,109)
Disposal Costs -							
OMS Marketing and Promotion		97,200,000	OMS @	3.00%	7,290	£ per unit	(2,916,000)
Residential Sales Agent Costs		97,200,000	OMS @	1.00%	2,430	£ per unit	(972,000)
Residential Sales Legal Costs		97,200,000	OMS @	0.25%	608	£ per unit	(243,000)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)	400	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,353	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(1,223,215)
Developers Profit -							
Profit on OMS		97,200,000		20.00%			(19,440,000)
Margin on AH		17,080,000		6.00%	on AH values		(1,024,800)
Profit analysis:		114,280,000		17.91%	blended GDV	(20,464,800)	
		99,828,094		20.50%	on costs	(20,464,800)	
TOTAL COSTS							**(120,292,894)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(6,012,894)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(6,012,894)**
RLV analysis:	(15,032) £ per plot	(526,128)	£ per ha (net)	(212,921)	£ per acre (net)		
		(526,128)	£ per ha (gross)	(212,921)	£ per acre (gross)		
				-5.26%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		11.43	ha (gross)	28.24	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**7,589,500**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,190,210)**	£ per ha (net)	**(481,671)**	£ per acre (net)		**(13,602,394)**

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(481,671)	5%	10%	15%	20%	25%	30%	35%
	-	(275,257)	(305,685)	(336,251)	(366,986)	(397,953)	(429,240)	(460,958)
	1,000	(290,044)	(320,534)	(351,161)	(381,987)	(413,059)	(444,484)	(476,395)
Site Specific S106	2,000	(304,865)	(335,400)	(366,110)	(397,021)	(428,210)	(459,790)	(491,925)
5,500	3,000	(319,699)	(350,307)	(381,085)	(412,094)	(443,413)	(475,161)	(507,538)
	4,000	(334,564)	(365,233)	(396,090)	(427,209)	(458,669)	(490,609)	(523,260)
	5,000	(349,453)	(380,191)	(411,145)	(442,371)	(473,985)	(506,140)	(539,090)
	6,000	(364,364)	(395,188)	(426,236)	(457,585)	(489,365)	(521,753)	(555,046)
	7,000	(379,314)	(410,214)	(441,368)	(472,854)	(504,822)	(537,468)	(571,147)
	8,000	(394,286)	(425,272)	(456,544)	(488,181)	(520,354)	(553,284)	(587,403)
	9,000	(409,291)	(440,379)	(471,769)	(503,574)	(535,967)	(569,226)	(603,842)
	10,000	(424,337)	(455,526)	(487,048)	(519,035)	(551,675)	(585,298)	(620,482)
	11,000	(439,414)	(470,717)	(502,384)	(534,569)	(567,484)	(601,516)	(637,353)
	12,000	(454,525)	(485,955)	(517,783)	(550,182)	(583,407)	(617,899)	(654,437)
	13,000	(469,685)	(501,243)	(533,248)	(565,882)	(599,449)	(634,467)	(671,542)
	14,000	(484,890)	(516,588)	(548,784)	(581,685)	(615,631)	(651,248)	(688,647)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(481,671)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(156,075)	(192,621)	(229,358)	(266,608)	(309,575)	(353,310)	(397,900)
	16.0%	(193,787)	(228,348)	(263,183)	(303,123)	(343,994)	(385,434)	(427,730)
Profit	17.0%	(231,499)	(264,199)	(301,657)	(339,837)	(378,413)	(417,559)	(457,560)
20.0%	18.0%	(269,713)	(305,079)	(340,666)	(376,551)	(412,833)	(449,684)	(487,391)
	19.0%	(313,311)	(346,382)	(379,674)	(413,264)	(447,252)	(481,808)	(517,221)
	20.0%	(356,909)	(387,685)	(418,683)	(449,978)	(481,671)	(513,933)	(547,051)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(481,671)	5%	10%	15%	20%	25%	30%	35%
	100,000	(188,159)	(218,935)	(249,933)	(281,228)	(312,921)	(345,183)	(378,301)
	110,000	(198,159)	(228,935)	(259,933)	(291,228)	(322,921)	(355,183)	(388,301)
BLV (£ per acre)	120,000	(208,159)	(238,935)	(269,933)	(301,228)	(332,921)	(365,183)	(398,301)
268,750	130,000	(218,159)	(248,935)	(279,933)	(311,228)	(342,921)	(375,183)	(408,301)
	140,000	(228,159)	(258,935)	(289,933)	(321,228)	(352,921)	(385,183)	(418,301)
	150,000	(238,159)	(268,935)	(299,933)	(331,228)	(362,921)	(395,183)	(428,301)
	160,000	(248,159)	(278,935)	(309,933)	(341,228)	(372,921)	(405,183)	(438,301)
	170,000	(258,159)	(288,935)	(319,933)	(351,228)	(382,921)	(415,183)	(448,301)
	180,000	(268,159)	(298,935)	(329,933)	(361,228)	(392,921)	(425,183)	(458,301)
	190,000	(278,159)	(308,935)	(339,933)	(371,228)	(402,921)	(435,183)	(468,301)
	200,000	(288,159)	(318,935)	(349,933)	(381,228)	(412,921)	(445,183)	(478,301)
	210,000	(298,159)	(328,935)	(359,933)	(391,228)	(422,921)	(455,183)	(488,301)
	220,000	(308,159)	(338,935)	(369,933)	(401,228)	(432,921)	(465,183)	(498,301)
	230,000	(318,159)	(348,935)	(379,933)	(411,228)	(442,921)	(475,183)	(508,301)
	240,000	(328,159)	(358,935)	(389,933)	(421,228)	(452,921)	(485,183)	(518,301)
	250,000	(338,159)	(368,935)	(399,933)	(431,228)	(462,921)	(495,183)	(528,301)

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(481,671)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(353,900)	(380,364)	(407,040)	(433,994)	(461,323)	(489,192)	(517,869)
	35	(356,909)	(387,685)	(418,683)	(449,978)	(481,671)	(513,933)	(547,051)
Density (dph)	40	(359,943)	(395,046)	(430,374)	(466,012)	(502,078)	(538,745)	(576,323)
35.0	45	(363,021)	(402,424)	(442,085)	(482,075)	(522,521)	(563,608)	(605,648)
	50	(366,101)	(409,834)	(453,828)	(498,172)	(542,994)	(588,499)	(635,010)
	55	(369,193)	(417,250)	(465,572)	(514,276)	(563,484)	(613,408)	(664,407)
	60	(372,306)	(424,667)	(477,339)	(530,395)	(583,993)	(638,343)	(693,812)
	65	(375,419)	(432,104)	(489,115)	(546,531)	(604,503)	(663,286)	(723,247)
	70	(378,532)	(439,550)	(500,891)	(562,667)	(625,031)	(688,230)	(752,682)
	75	(381,645)	(446,996)	(512,666)	(578,803)	(645,568)	(713,200)	(782,133)
	80	(384,765)	(454,441)	(524,448)	(594,947)	(666,105)	(738,171)	(811,595)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(481,671)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	(72,116)	(100,131)	(128,170)	(156,251)	(184,391)	(212,592)	(240,884)
	92%	(126,107)	(153,767)	(181,479)	(209,252)	(237,098)	(265,226)	(297,343)
Build Cost	94%	(180,295)	(207,641)	(235,053)	(262,615)	(293,930)	(326,003)	(358,299)
100%	96%	(234,742)	(261,836)	(292,538)	(324,064)	(355,773)	(387,721)	(420,009)
(105% = 5% increase)	98%	(293,167)	(324,167)	(355,307)	(386,660)	(418,274)	(450,257)	(482,772)
	100%	(356,909)	(387,685)	(418,683)	(449,978)	(481,671)	(513,933)	(547,051)
	102%	(421,193)	(451,854)	(482,829)	(514,247)	(546,288)	(579,244)	(613,650)
	104%	(486,172)	(516,862)	(548,022)	(579,853)	(612,672)	(647,037)	(683,210)
	106%	(552,068)	(582,994)	(614,644)	(647,359)	(681,725)	(717,452)	(753,558)
	108%	(619,191)	(650,686)	(683,332)	(717,710)	(752,921)	(788,507)	(824,538)
	110%	(688,006)	(720,623)	(754,870)	(789,577)	(824,636)	(860,116)	(896,203)
	112%	(759,264)	(793,198)	(827,407)	(861,946)	(896,892)	(932,402)	(1,181,500)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(481,671)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(1,793,692)	(1,891,386)	(1,989,080)	(2,086,774)	(2,184,467)	(2,282,161)	(2,379,855)
	82%	(1,296,568)	(1,420,426)	(1,544,284)	(1,668,143)	(1,792,001)	(1,915,859)	(2,039,717)
Market Values	84%	(967,488)	(971,740)	(1,099,489)	(1,249,511)	(1,399,534)	(1,549,557)	(1,699,579)
100%	86%	(884,744)	(892,983)	(901,412)	(909,984)	(1,007,067)	(1,183,254)	(1,359,441)
(105% = 5% increase)	88%	(802,952)	(815,201)	(827,559)	(840,116)	(852,844)	(865,793)	(1,019,304)
	90%	(722,008)	(738,249)	(754,585)	(771,045)	(787,707)	(804,587)	(821,740)
	92%	(643,932)	(662,700)	(682,303)	(702,743)	(723,324)	(744,107)	(765,158)
	94%	(569,556)	(590,969)	(612,924)	(635,644)	(659,497)	(684,234)	(709,169)
	96%	(497,388)	(521,774)	(546,538)	(571,824)	(597,870)	(625,039)	(653,733)
	98%	(426,652)	(454,183)	(481,998)	(510,192)	(538,928)	(568,438)	(599,151)
	100%	(356,909)	(387,685)	(418,683)	(449,978)	(481,671)	(513,933)	(547,051)
	102%	(287,855)	(321,952)	(356,219)	(390,722)	(425,540)	(460,793)	(496,685)
	104%	(225,631)	(258,024)	(294,378)	(332,158)	(370,194)	(408,584)	(447,460)
	106%	(166,694)	(202,019)	(237,444)	(274,114)	(315,436)	(357,044)	(399,049)
	108%	(108,016)	(146,290)	(184,656)	(223,139)	(261,795)	(305,991)	(351,218)
	110%	(49,566)	(90,801)	(132,112)	(173,521)	(215,054)	(256,768)	(303,819)
	112%	8,722	(35,477)	(79,746)	(124,106)	(168,580)	(213,190)	(258,013)
	114%	66,873	19,701	(27,548)	(74,865)	(122,275)	(169,825)	(217,538)
	116%	124,905	74,751	24,524	(25,762)	(76,132)	(126,610)	(177,255)
	118%	182,839	129,700	76,493	23,231	(30,106)	(83,541)	(137,111)
	120%	240,695	184,556	128,375	72,129	15,820	(40,579)	(97,093)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(481,671)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(282,535)	(312,988)	(343,592)	(374,370)	(405,392)	(436,738)	(468,562)
	10,000	(216,447)	(242,594)	(269,260)	(299,689)	(330,276)	(361,055)	(392,100)
Grant (£ per unit)	15,000	(152,958)	(178,959)	(205,012)	(231,132)	(257,336)	(286,394)	(316,960)
-	20,000	(89,765)	(115,665)	(141,597)	(167,578)	(193,605)	(219,694)	(245,860)
	25,000	(26,805)	(52,642)	(78,483)	(104,365)	(130,270)	(156,210)	(182,201)
	30,000	35,942	10,175	(15,621)	(41,418)	(67,246)	(93,083)	(118,964)
	35,000	98,528	72,796	47,060	21,298	(4,464)	(30,240)	(56,037)
	40,000	160,978	135,270	109,561	83,850	58,118	32,385	6,652
	45,000	223,308	197,619	171,929	146,240	120,547	94,839	69,130
	50,000	285,536	259,860	234,185	208,509	182,833	157,153	131,464
	55,000	347,678	322,011	296,344	270,676	245,009	219,342	193,669

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Appraisal Ref: BF LMV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Low-Medium Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		600	Units	
AH Policy requirement (% Target)		25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	75%		
AH tenure split %	Affordable Rent:		30.0%	
	Social Rent:		45.0%	75.0% % Rented
	First Homes:		0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):		25.0%	6.3% % of total (>10% First Homes PPG 023)
		100%	100.0%	
CIL Rate (£ psm)		0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	157.5	70.0%	105.0	44%	262.5
3 bed House	40.0%	180.0	20.0%	30.0	35%	210.0
4 + bed House	25.0%	112.5	10.0%	15.0	21%	127.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	450.0	100.0%	150.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	11,025	118,672	7,350	79,115	18,375	197,787
3 bed House	18,360	197,625	3,060	32,938	21,420	230,563
4 + bed House	14,625	157,422	1,950	20,990	16,575	178,412
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	44,010	473,720	12,360	133,042	56,370	606,762
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	64,312,500
3 bed House	330,000	3,235	301	3,235	301	69,300,000
4 + bed House	425,000	3,269	304	3,269	304	54,187,500
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						187,800,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	157.5	@	245,000		38,587,500
3 bed House	180.0	@	330,000		59,400,000
4 + bed House	112.5	@	425,000		47,812,500
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	450.0				145,800,000
Affordable Rent GDV -					
2 bed House	31.5	@	171,500		5,402,250
3 bed House	9.0	@	231,000		2,079,000
4 + bed House	4.5	@	297,500		1,338,750
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	45.0				8,820,000
Social Rent GDV -					
2 bed House	47.3	@	122,500		5,788,125
3 bed House	13.5	@	165,000		2,227,500
4 + bed House	6.8	@	212,500		1,434,375
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	67.5				9,450,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	26.3	@	171,500		4,501,875
3 bed House	7.5	@	231,000		1,732,500
4 + bed House	3.8	@	297,500		1,115,625
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	37.5	150.0			7,350,000
Sub-total GDV Residential	**600**				**171,420,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	16,380,000
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	600	units @	0 per unit		-
Total GDV					**171,420,000**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£		(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£		(406,005)
CIL (Mrkt only inc. garages)	Max			44,010	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				600	units @		5,500	per unit			(3,300,000)
	Sub-total									(3,300,000)	
S106 analysis:	192,500 £ per ha			1.93%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				56,370	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				17.14	ha @		123,550	£ per ha (if brownfield)			(2,118,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			600	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	- £ per ha			0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				18,375	sqm @		1,710	psm			(31,421,250)
3 bed House				21,420	sqm @		1,710	psm			(36,628,200)
3 bed House (EXC. garage)				16,557	sqm @		1,710	psm			(28,312,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	180.0	50%		18	sqm @		653	psm			(1,057,860)
Garages for 4B House	112.5	100%		18	sqm @		653	psm			(1,322,325)
Total GIA check:				56,370	£ per garage		£11,754				
External works				98,711,325	@		15.0%				(14,806,699)
Ext. Works analysis:							24,678	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				600	units @		242	£ per unit			(145,200)
M4(2) Category 2 Housing	Aff units	150	units @			100%	@	1,400	£ per unit		(210,000)
M4(2) Category 2 Housing	OMS units	450	units @			100%	@	1,400	£ per unit		(630,000)
M4(3) Category 3 Housing	Flats	-	units @			5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses	450	units @			5%	@	26,816	£ per unit		(603,360)
Part L/FHS		600	units @					8,760	£ per unit		(5,256,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses		600	units @					1,000	£ per unit		(600,000)
EV Charging Points - Flats		-	units @			4	flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(7,444,560)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.5%	% of BCIS costs			
Contingency (on construction)				123,080,584	@		5.0%				(6,154,029)

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Scheme Typology:	**Houses**		No Units:	**600**	
Site Typology:	Location / Value Zone:	**Low-Medium**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]				

Professional Fees		123,080,584	@	7.0%			(8,615,641)
Disposal Costs -							
OMS Marketing and Promotion		145,800,000	OMS @	3.00%	7,290	£ per unit	(4,374,000)
Residential Sales Agent Costs		145,800,000	OMS @	1.00%	2,430	£ per unit	(1,458,000)
Residential Sales Legal Costs		145,800,000	OMS @	0.25%	608	£ per unit	(364,500)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)	600	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,344	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(1,478,721)
Developers Profit -							
Profit on OMS		145,800,000		20.00%			(29,160,000)
Margin on AH		25,620,000		6.00%	on AH values		(1,537,200)
Profit analysis:		171,420,000		17.91%	blended GDV	(30,697,200)	
		149,376,815		20.55%	on costs	(30,697,200)	
TOTAL COSTS							**(180,074,015)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(8,654,015)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(8,654,015)**
RLV analysis:	(14,423) £ per plot	(504,818)	£ per ha (net)	(204,297)	£ per acre (net)		
		(504,818)	£ per ha (gross)	(204,297)	£ per acre (gross)		
				-5.05%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		17.14	ha (gross)	42.36	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**11,384,250**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,168,899)**	£ per ha (net)	**(473,047)**	£ per acre (net)		**(20,038,265)**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(473,047)	5%	10%	15%	20%	25%	30%	35%
	-	(267,519)	(297,951)	(328,619)	(359,448)	(390,490)	(421,824)	(453,573)
	1,000	(282,056)	(312,646)	(343,367)	(374,270)	(405,406)	(436,860)	(468,783)
Site Specific S106	2,000	(296,724)	(327,360)	(358,147)	(389,121)	(420,359)	(451,953)	(484,066)
5,500	3,000	(311,406)	(342,101)	(372,951)	(404,008)	(435,354)	(467,099)	(499,424)
	4,000	(326,115)	(356,860)	(387,781)	(418,929)	(450,392)	(482,301)	(514,865)
	5,000	(340,837)	(371,640)	(402,639)	(433,887)	(465,483)	(497,574)	(530,401)
	6,000	(355,583)	(386,454)	(417,529)	(448,884)	(480,626)	(512,914)	(546,044)
	7,000	(370,353)	(401,292)	(432,453)	(463,923)	(495,823)	(528,339)	(561,806)
	8,000	(385,142)	(416,157)	(447,415)	(479,013)	(511,083)	(543,850)	(577,700)
	9,000	(399,957)	(431,052)	(462,414)	(494,152)	(526,413)	(559,457)	(593,741)
	10,000	(414,803)	(445,980)	(477,455)	(509,345)	(541,817)	(575,174)	(609,954)
	11,000	(429,675)	(460,942)	(492,543)	(524,594)	(557,301)	(591,012)	(626,362)
	12,000	(444,576)	(475,945)	(507,679)	(539,913)	(572,881)	(606,984)	(642,996)
	13,000	(459,507)	(490,986)	(522,867)	(555,298)	(588,559)	(623,115)	(659,888)
	14,000	(474,473)	(506,072)	(538,110)	(570,765)	(604,349)	(639,417)	(677,086)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(473,047)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(148,675)	(185,273)	(222,043)	(259,042)	(300,951)	(344,612)	(389,058)
	16.0%	(186,387)	(221,000)	(255,785)	(294,527)	(335,370)	(376,736)	(418,888)
Profit	17.0%	(224,099)	(256,727)	(293,057)	(331,241)	(369,789)	(408,861)	(448,718)
20.0%	18.0%	(261,811)	(296,441)	(332,066)	(367,955)	(404,208)	(440,986)	(478,548)
	19.0%	(304,612)	(337,744)	(371,074)	(404,669)	(438,628)	(473,110)	(508,378)
	20.0%	(348,210)	(379,047)	(410,083)	(441,383)	(473,047)	(505,235)	(538,208)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(473,047)	5%	10%	15%	20%	25%	30%	35%
	100,000	(179,460)	(210,297)	(241,333)	(272,633)	(304,297)	(336,485)	(369,458)
	110,000	(189,460)	(220,297)	(251,333)	(282,633)	(314,297)	(346,485)	(379,458)
BLV (£ per acre)	120,000	(199,460)	(230,297)	(261,333)	(292,633)	(324,297)	(356,485)	(389,458)
268,750	130,000	(209,460)	(240,297)	(271,333)	(302,633)	(334,297)	(366,485)	(399,458)
	140,000	(219,460)	(250,297)	(281,333)	(312,633)	(344,297)	(376,485)	(409,458)
	150,000	(229,460)	(260,297)	(291,333)	(322,633)	(354,297)	(386,485)	(419,458)
	160,000	(239,460)	(270,297)	(301,333)	(332,633)	(364,297)	(396,485)	(429,458)
	170,000	(249,460)	(280,297)	(311,333)	(342,633)	(374,297)	(406,485)	(439,458)
	180,000	(259,460)	(290,297)	(321,333)	(352,633)	(384,297)	(416,485)	(449,458)
	190,000	(269,460)	(300,297)	(331,333)	(362,633)	(394,297)	(426,485)	(459,458)
	200,000	(279,460)	(310,297)	(341,333)	(372,633)	(404,297)	(436,485)	(469,458)
	210,000	(289,460)	(320,297)	(351,333)	(382,633)	(414,297)	(446,485)	(479,458)
	220,000	(299,460)	(330,297)	(361,333)	(392,633)	(424,297)	(456,485)	(489,458)
	230,000	(309,460)	(340,297)	(371,333)	(402,633)	(434,297)	(466,485)	(499,458)
	240,000	(319,460)	(350,297)	(381,333)	(412,633)	(444,297)	(476,485)	(509,458)
	250,000	(329,460)	(360,297)	(391,333)	(422,633)	(454,297)	(486,485)	(519,458)

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Low-Medium** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(473,047)	5%	10%	15%	20%	25%	30%	35%
	30	(346,584)	(373,118)	(399,841)	(426,822)	(454,162)	(482,008)	(510,624)
	35	(348,210)	(379,047)	(410,083)	(441,383)	(473,047)	(505,235)	(538,208)
Density (dph)	40	(349,889)	(385,036)	(420,389)	(456,015)	(492,024)	(528,572)	(565,929)
35.0	45	(351,599)	(391,064)	(430,740)	(470,701)	(511,059)	(551,977)	(593,738)
	50	(353,343)	(397,113)	(441,116)	(485,423)	(530,135)	(575,431)	(621,603)
	55	(355,096)	(403,197)	(451,527)	(500,165)	(549,237)	(598,920)	(649,510)
	60	(356,873)	(409,282)	(461,939)	(514,932)	(568,364)	(622,429)	(677,447)
	65	(358,650)	(415,386)	(472,379)	(529,705)	(587,506)	(645,966)	(705,407)
	70	(360,434)	(421,500)	(482,822)	(544,501)	(606,663)	(669,511)	(733,391)
	75	(362,237)	(427,614)	(493,265)	(559,297)	(625,821)	(693,076)	(761,381)
	80	(364,040)	(433,728)	(503,727)	(574,095)	(645,003)	(716,641)	(789,393)

TABLE 5

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(473,047)	5%	10%	15%	20%	25%	30%	35%
	90%	(67,116)	(95,274)	(123,462)	(151,691)	(179,972)	(208,316)	(236,752)
	92%	(120,741)	(148,543)	(176,392)	(204,297)	(232,271)	(260,348)	(291,920)
Build Cost	94%	(174,523)	(201,994)	(229,528)	(257,137)	(287,656)	(319,853)	(352,264)
100%	96%	(228,502)	(255,667)	(285,415)	(317,048)	(348,852)	(380,887)	(413,234)
(105% = 5% increase)	98%	(285,186)	(316,279)	(347,510)	(378,929)	(410,586)	(442,593)	(475,086)
	100%	(348,210)	(379,047)	(410,083)	(441,383)	(473,047)	(505,235)	(538,208)
	102%	(411,662)	(442,320)	(473,271)	(504,612)	(536,508)	(569,239)	(603,295)
	104%	(475,664)	(506,270)	(537,295)	(568,919)	(601,425)	(635,326)	(671,629)
	106%	(540,387)	(571,116)	(602,480)	(634,786)	(668,564)	(704,853)	(745,881)
	108%	(606,082)	(637,209)	(669,343)	(703,036)	(739,369)	(780,440)	(823,912)
	110%	(673,127)	(705,120)	(738,773)	(775,217)	(816,293)	(859,189)	(903,141)
	112%	(742,141)	(775,804)	(812,434)	(853,441)	(895,777)	(939,100)	(1,197,536)

TABLE 6

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(473,047)	5%	10%	15%	20%	25%	30%	35%
	80%	(1,762,135)	(1,849,071)	(1,936,007)	(2,022,943)	(2,109,879)	(2,196,815)	(2,283,751)
	82%	(1,308,547)	(1,419,356)	(1,530,165)	(1,640,974)	(1,751,783)	(1,862,592)	(1,973,401)
Market Values	84%	(972,022)	(989,640)	(1,124,323)	(1,259,005)	(1,393,687)	(1,528,369)	(1,663,051)
100%	86%	(878,918)	(891,286)	(903,924)	(916,865)	(1,035,590)	(1,194,146)	(1,352,701)
(105% = 5% increase)	88%	(788,314)	(804,160)	(821,002)	(838,122)	(855,571)	(873,477)	(1,042,351)
	90%	(706,649)	(723,149)	(740,956)	(760,818)	(782,447)	(804,445)	(826,963)
	92%	(630,792)	(649,420)	(668,805)	(689,303)	(711,553)	(736,683)	(763,252)
	94%	(557,995)	(579,361)	(601,212)	(623,760)	(647,347)	(672,579)	(700,668)
	96%	(487,021)	(511,409)	(536,135)	(561,342)	(587,235)	(614,165)	(642,783)
	98%	(417,217)	(444,784)	(472,603)	(500,773)	(529,427)	(558,796)	(589,278)
	100%	(348,210)	(379,047)	(410,083)	(441,383)	(473,047)	(505,235)	(538,208)
	102%	(279,768)	(313,931)	(348,256)	(382,796)	(417,615)	(452,835)	(488,645)
	104%	(219,187)	(251,660)	(286,939)	(324,776)	(362,846)	(401,228)	(440,067)
	106%	(160,623)	(196,025)	(231,528)	(267,318)	(308,555)	(350,178)	(392,175)
	108%	(102,265)	(140,624)	(179,064)	(217,599)	(256,279)	(299,549)	(344,778)
	110%	(44,088)	(85,407)	(126,795)	(168,268)	(209,868)	(251,621)	(297,757)
	112%	13,966	(30,322)	(74,677)	(119,111)	(163,641)	(208,310)	(253,161)
	114%	71,903	24,630	(22,693)	(70,083)	(117,565)	(165,164)	(212,925)
	116%	129,747	79,491	29,190	(21,172)	(71,611)	(122,158)	(172,843)
	118%	187,516	134,272	80,988	27,650	(25,759)	(79,257)	(132,888)
	120%	245,223	188,985	132,714	76,396	20,012	(36,454)	(93,031)

TABLE 7

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(473,047)	5%	10%	15%	20%	25%	30%	35%
	5,000	(274,629)	(305,189)	(335,886)	(366,746)	(397,830)	(429,222)	(461,050)
	10,000	(210,307)	(236,573)	(262,922)	(292,857)	(323,562)	(354,452)	(385,594)
Grant (£ per unit)	15,000	(147,321)	(173,468)	(199,664)	(225,919)	(252,256)	(280,525)	(311,241)
-	20,000	(84,564)	(110,622)	(136,710)	(162,840)	(189,022)	(215,266)	(241,590)
	25,000	(21,989)	(47,987)	(73,997)	(100,032)	(126,107)	(152,219)	(178,379)
	30,000	40,418	14,483	(11,479)	(37,447)	(63,445)	(89,466)	(115,517)
	35,000	102,707	76,799	50,891	24,960	(974)	(26,933)	(52,905)
	40,000	164,889	139,006	113,120	87,235	61,332	35,424	9,503
	45,000	226,972	201,114	175,248	149,382	123,516	97,637	71,751
	50,000	288,980	263,137	237,287	211,437	185,586	159,736	133,876
	55,000	350,921	325,084	299,246	273,408	247,571	221,733	195,896

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: BF MV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
3 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	0.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	315	3,391	0	0	315	3,391
3 bed House	459	4,941	0	0	459	4,941
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	774	8,331	0	0	774	8,331
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	1,170,000
3 bed House	350,000	3,431	319	3,431	319	1,575,000
4 + bed House	445,000	3,423	318	3,423	318	0
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						2,745,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.5	@	260,000		1,170,000
3 bed House	4.5	@	350,000		1,575,000
4 + bed House	0.0	@	445,000		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	9.0				2,745,000
Affordable Rent GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	311,500		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	175,000		-
4 + bed House	0.0	@	222,500		-
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	311,500		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**2,745,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0 per unit		-
Total GDV					**2,745,000**

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			774	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500	£ per ha		1.80%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				774	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		123,550	£ per ha (if brownfield)			(31,770)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				315	sqm @		1,710	psm			(538,650)
3 bed House				459	sqm @		1,710	psm			(784,890)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	4.5		50%	18	sqm @		653	psm			(26,447)
Garages for 4B House	-		100%	18	sqm @		653	psm			-
Total GIA check:				774	£ per garage		£11,754				
External works				1,288,427	@		15.0%				(193,264)
Ext. Works analysis:							21,474	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		242	£ per unit			(2,178)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	1,400	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @		100%	@	1,400	£ per unit		(12,600)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		9	units @		5%	@	26,816	£ per unit		(12,067)
Part L/FHS			9	units @				8,760	£ per unit		(78,840)
Part L/FHS analysis:							6.1%	% of BCIS costs			
EV Charging Points - Houses			9	units @				1,000	£ per unit		(9,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(114,685)	
Policy Costs analysis:	(design costs only)						12,743	£ per unit (total units)			
							8.9%	% of BCIS costs			
Contingency (on construction)				1,628,146	@		5.0%				(81,407)

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Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		1,628,146	@	7.0%			(113,970)
Disposal Costs -							
OMS Marketing and Promotion		2,745,000	OMS @	3.00%	9,150	£ per unit	(82,350)
Residential Sales Agent Costs		2,745,000	OMS @	1.00%	3,050	£ per unit	(27,450)
Residential Sales Legal Costs		2,745,000	OMS @	0.25%	763	£ per unit	(6,863)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					14,074	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(26,434)
Developers Profit -							
Profit on OMS		2,745,000		20.00%			(549,000)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,745,000		20.00%	blended GDV	(549,000)	
		2,057,872		26.68%	on costs	(549,000)	
TOTAL COSTS							**(2,606,872)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							138,128
SDLT		138,128	@	HMRC formula			-
Acquisition Agent fees		138,128	@	1.0%			(1,381)
Acquisition Legal fees		138,128	@	0.5%			(691)
Interest on Land		138,128	@	7.00%			(9,669)
Residual Land Value							**126,387**
RLV analysis:	14,043 £ per plot	491,506	£ per ha (net)	198,910	£ per acre (net)		
		491,506	£ per ha (gross)	198,910	£ per acre (gross)		
				4.60%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.26	ha (gross)	0.64	acres (gross)		
Density analysis:		3,010	sqm/ha (net)	13,112	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**170,764**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(172,576)**	£ per ha (net)	**(69,840)**	£ per acre (net)		**(44,377)**

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Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(69,840)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	-	(19,250)	(40,148)	(61,231)	(82,596)	(103,960)	(125,325)	(146,690)
	1,000	(32,180)	(53,085)	(74,450)	(95,815)	(117,179)	(138,544)	(159,909)
Site Specific S106	2,000	(45,110)	(66,304)	(87,669)	(109,033)	(130,398)	(151,763)	(173,128)
5,500	3,000	(58,158)	(79,523)	(100,888)	(122,252)	(143,617)	(164,982)	(186,347)
	4,000	(71,377)	(92,742)	(114,106)	(135,471)	(156,836)	(178,201)	(199,566)
	5,000	(84,596)	(105,961)	(127,325)	(148,690)	(170,055)	(191,420)	(212,784)
	6,000	(97,815)	(119,179)	(140,544)	(161,909)	(183,274)	(204,639)	(226,003)
	7,000	(111,034)	(132,398)	(153,763)	(175,128)	(196,493)	(217,857)	(239,222)
	8,000	(124,252)	(145,617)	(166,982)	(188,347)	(209,712)	(231,076)	(252,441)
	9,000	(137,471)	(158,836)	(180,201)	(201,566)	(222,931)	(244,295)	(265,660)
	10,000	(150,690)	(172,055)	(193,420)	(214,785)	(236,149)	(257,514)	(279,820)
	11,000	(163,909)	(185,274)	(206,639)	(228,004)	(249,368)	(270,917)	(294,267)
	12,000	(177,128)	(198,493)	(219,858)	(241,222)	(262,587)	(285,364)	(308,714)
	13,000	(190,347)	(211,712)	(233,077)	(254,441)	(276,462)	(299,811)	(323,161)
	14,000	(203,566)	(224,931)	(246,295)	(267,660)	(290,908)	(314,258)	(337,607)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(69,840)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	15.0%	93,121	62,730	32,166	1,602	(28,962)	(59,678)	(90,925)
	16.0%	56,563	27,932	(699)	(29,330)	(58,077)	(87,348)	(116,618)
Profit	17.0%	19,831	(6,867)	(33,564)	(60,430)	(87,724)	(115,018)	(142,312)
20.0%	18.0%	(16,901)	(41,665)	(66,735)	(92,053)	(117,371)	(142,688)	(168,006)
	19.0%	(53,653)	(76,994)	(100,335)	(123,676)	(147,018)	(170,359)	(193,700)
	20.0%	(91,205)	(112,570)	(133,935)	(155,300)	(176,664)	(198,029)	(219,394)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(69,840)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	100,000	77,545	56,180	34,815	13,450	(7,914)	(29,279)	(50,644)
	110,000	67,545	46,180	24,815	3,450	(17,914)	(39,279)	(60,644)
BLV (£ per acre)	120,000	57,545	36,180	14,815	(6,550)	(27,914)	(49,279)	(70,644)
268,750	130,000	47,545	26,180	4,815	(16,550)	(37,914)	(59,279)	(80,644)
	140,000	37,545	16,180	(5,185)	(26,550)	(47,914)	(69,279)	(90,644)
	150,000	27,545	6,180	(15,185)	(36,550)	(57,914)	(79,279)	(100,644)
	160,000	17,545	(3,820)	(25,185)	(46,550)	(67,914)	(89,279)	(110,644)
	170,000	7,545	(13,820)	(35,185)	(56,550)	(77,914)	(99,279)	(120,644)
	180,000	(2,455)	(23,820)	(45,185)	(66,550)	(87,914)	(109,279)	(130,644)
	190,000	(12,455)	(33,820)	(55,185)	(76,550)	(97,914)	(119,279)	(140,644)
	200,000	(22,455)	(43,820)	(65,185)	(86,550)	(107,914)	(129,279)	(150,644)
	210,000	(32,455)	(53,820)	(75,185)	(96,550)	(117,914)	(139,279)	(160,644)
	220,000	(42,455)	(63,820)	(85,185)	(106,550)	(127,914)	(149,279)	(170,644)
	230,000	(52,455)	(73,820)	(95,185)	(116,550)	(137,914)	(159,279)	(180,644)
	240,000	(62,455)	(83,820)	(105,185)	(126,550)	(147,914)	(169,279)	(190,644)
	250,000	(72,455)	(93,820)	(115,185)	(136,550)	(157,914)	(179,279)	(200,644)

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Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 0%							
	(69,840)	5%	10%	15%	20%	25%	30%	35%
	30	(124,249)	(142,562)	(160,875)	(179,187)	(197,500)	(215,813)	(234,125)
	35	(91,205)	(112,570)	(133,935)	(155,300)	(176,664)	(198,029)	(219,394)
Density (dph)	40	(58,161)	(82,578)	(106,995)	(131,412)	(155,829)	(180,246)	(204,663)
35.0	45	(25,117)	(52,586)	(80,055)	(107,524)	(134,993)	(162,462)	(189,931)
	50	7,927	(22,594)	(53,115)	(83,637)	(114,158)	(144,679)	(175,200)
	55	40,971	7,398	(26,176)	(59,749)	(93,322)	(126,895)	(160,469)
	60	74,015	37,390	764	(35,861)	(72,487)	(109,112)	(145,737)
	65	107,059	67,381	27,704	(11,974)	(51,651)	(91,328)	(131,006)
	70	140,103	97,373	54,644	11,914	(30,815)	(73,545)	(116,275)
	75	173,147	127,365	81,584	35,802	(9,980)	(55,762)	(101,543)
	80	206,191	157,357	108,523	59,690	10,856	(37,978)	(86,812)

TABLE 5

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 0%							
	(69,840)	5%	10%	15%	20%	25%	30%	35%
	90%	130,690	98,590	65,741	32,528	(685)	(33,898)	(67,432)
	92%	87,660	56,910	26,160	(4,589)	(35,339)	(66,387)	(97,824)
Build Cost	94%	43,154	14,867	(13,420)	(41,707)	(70,379)	(99,298)	(128,217)
100%	96%	(1,352)	(27,176)	(53,006)	(79,406)	(105,807)	(132,208)	(158,609)
(105% = 5% increase)	98%	(45,858)	(69,587)	(93,470)	(117,353)	(141,236)	(165,119)	(189,002)
	100%	(91,205)	(112,570)	(133,935)	(155,300)	(176,664)	(198,029)	(219,394)
	102%	(136,706)	(155,553)	(174,399)	(193,246)	(212,093)	(230,940)	(249,786)
	104%	(182,207)	(198,535)	(214,864)	(231,193)	(247,521)	(263,850)	(281,240)
	106%	(227,707)	(241,518)	(255,329)	(269,175)	(284,269)	(299,363)	(314,456)
	108%	(273,622)	(285,964)	(298,305)	(310,647)	(322,989)	(335,330)	(347,672)
	110%	(323,350)	(332,939)	(342,529)	(352,119)	(361,708)	(371,298)	(380,888)
	112%	(373,077)	(379,915)	(386,753)	(393,590)	(400,428)	(407,287)	(414,217)

TABLE 6

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 0%							
	(69,840)	5%	10%	15%	20%	25%	30%	35%
	80%	(705,634)	(695,851)	(686,069)	(676,286)	(666,503)	(656,721)	(646,938)
	82%	(642,329)	(635,878)	(629,427)	(622,976)	(616,526)	(610,075)	(603,624)
Market Values	84%	(579,023)	(575,904)	(572,785)	(569,667)	(566,548)	(563,429)	(560,310)
100%	86%	(515,718)	(515,931)	(516,144)	(516,357)	(516,570)	(516,783)	(516,996)
(105% = 5% increase)	88%	(452,413)	(455,957)	(459,502)	(463,047)	(466,592)	(470,137)	(473,681)
	90%	(389,356)	(396,146)	(402,935)	(409,737)	(416,614)	(423,490)	(430,367)
	92%	(326,427)	(336,529)	(346,630)	(356,731)	(366,833)	(376,934)	(387,053)
	94%	(263,945)	(276,912)	(290,325)	(303,739)	(317,152)	(330,565)	(343,979)
	96%	(206,365)	(221,669)	(236,973)	(252,276)	(267,580)	(284,197)	(300,922)
	98%	(148,785)	(167,119)	(185,454)	(203,788)	(222,122)	(240,456)	(258,791)
	100%	(91,205)	(112,570)	(133,935)	(155,300)	(176,664)	(198,029)	(219,394)
	102%	(34,043)	(58,021)	(82,416)	(106,811)	(131,207)	(155,602)	(179,997)
	104%	22,278	(4,548)	(31,375)	(58,323)	(85,749)	(113,175)	(140,600)
	106%	78,600	48,809	19,018	(10,772)	(40,563)	(70,747)	(101,204)
	108%	133,352	101,695	69,411	36,656	3,901	(28,854)	(61,807)
	110%	187,785	153,263	118,742	84,085	48,365	12,646	(23,073)
	112%	242,010	204,698	167,386	130,058	92,671	54,146	15,463
	114%	296,183	256,020	215,857	175,694	135,530	95,367	53,998
	116%	350,356	307,342	264,328	221,313	178,299	135,284	92,270
	118%	404,530	358,664	312,798	266,933	221,067	175,202	129,336
	120%	458,703	409,986	361,269	312,553	263,836	215,119	166,402

TABLE 7

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 0%							
	(69,840)	5%	10%	15%	20%	25%	30%	35%
	5,000	(25,713)	(46,611)	(67,839)	(89,203)	(110,568)	(131,933)	(153,298)
	10,000	38,939	18,041	(2,857)	(23,755)	(44,653)	(65,837)	(87,201)
Grant (£ per unit)	15,000	103,071	82,692	61,794	40,897	19,999	(899)	(21,797)
-	20,000	165,502	145,298	125,093	104,888	84,565	63,660	42,754
	25,000	227,635	207,431	187,226	167,022	146,817	126,612	106,408
	30,000	289,768	269,564	249,359	229,155	208,950	188,745	168,541
	35,000	351,901	331,697	311,492	291,288	271,083	250,879	230,674
	40,000	414,035	393,830	373,625	353,421	333,216	313,012	292,807
	45,000	476,168	455,963	435,759	415,554	395,349	375,145	354,940
	50,000	538,301	518,096	497,892	477,687	457,483	437,278	417,073
	55,000	600,434	580,229	560,025	539,820	519,616	499,411	479,207

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: BF HMV 25 (see Typologies Matrix)
Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	6.6	70.0%	4.4	44%	10.9
3 bed House	40.0%	7.5	20.0%	1.3	35%	8.8
4 + bed House	25.0%	4.7	10.0%	0.6	21%	5.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	18.8	100.0%	6.3	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	459	4,945	306	3,296	766	8,241
3 bed House	765	8,234	128	1,372	893	9,607
4 + bed House	609	6,559	81	875	691	7,434
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,834	19,738	515	5,543	2,349	25,282
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	2,843,750
3 bed House	350,000	3,431	319	3,431	319	3,062,500
4 + bed House	445,000	3,423	318	3,423	318	2,364,063
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						8,270,313

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	6.6	@	260,000		1,706,250
3 bed House	7.5	@	350,000		2,625,000
4 + bed House	4.7	@	445,000		2,085,938
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	18.8				6,417,188
Affordable Rent GDV -					
2 bed House	1.3	@	182,000		238,875
3 bed House	0.4	@	245,000		91,875
4 + bed House	0.2	@	311,500		58,406
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	1.9				389,156
Social Rent GDV -					
2 bed House	2.0	@	130,000		255,938
3 bed House	0.6	@	175,000		98,438
4 + bed House	0.3	@	222,500		62,578
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	2.8				416,953
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.1	@	182,000		199,063
3 bed House	0.3	@	245,000		76,563
4 + bed House	0.2	@	311,500		48,672
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	1.6	6.3			324,297
Sub-total GDV Residential	**25**				**7,547,594**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	722,719
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**7,547,594**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,834	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				25	units @		5,500	per unit			(137,500)
	Sub-total									(137,500)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				2,349	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.71	ha @		123,550	£ per ha (if brownfield)			(88,250)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			25	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				766	sqm @		1,710	psm			(1,309,219)
3 bed House				893	sqm @		1,710	psm			(1,526,175)
3 bed House (EXC. garage)				673	sqm @		1,710	psm			(1,150,189)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	7.5	50%		18	sqm @		653	psm			(44,078)
Garages for 4B House	4.7	100%		18	sqm @		653	psm			(55,097)
Total GIA check:				2,349	£ per garage		£11,754				
External works				4,053,977	@		15.0%				(608,097)
Ext. Works analysis:							24,324	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				25	units @		242	£ per unit			(6,050)
M4(2) Category 2 Housing	Aff units		6	units @		100%	@	1,400	£ per unit		(8,750)
M4(2) Category 2 Housing	OMS units		19	units @		100%	@	1,400	£ per unit		(26,250)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		19	units @		5%	@	26,816	£ per unit		(25,140)
Part L/FHS			25	units @				8,760	£ per unit		(219,000)
Part L/FHS analysis:							5.4%	% of BCIS costs			
EV Charging Points - Houses			25	units @				1,000	£ per unit		(25,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(310,190)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.7%	% of BCIS costs			
Contingency (on construction)				5,060,513	@		5.0%				(253,026)

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Scheme Typology:	**Houses**	No Units:	**25**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		5,060,513	@	7.0%			(354,236)
Disposal Costs -							
OMS Marketing and Promotion		6,417,188	OMS @	3.00%	7,701	£ per unit	(192,516)
Residential Sales Agent Costs		6,417,188	OMS @	1.00%	2,567	£ per unit	(64,172)
Residential Sales Legal Costs		6,417,188	OMS @	0.25%	642	£ per unit	(16,043)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,309	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(78,319)
Developers Profit -							
Profit on OMS		6,417,188		20.00%			(1,283,438)
Margin on AH		1,130,406		6.00%	on AH values		(67,824)
Profit analysis:		7,547,594		17.90%	blended GDV	(1,351,262)	
		6,245,699		21.64%	on costs	(1,351,262)	
TOTAL COSTS							**(7,596,961)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(49,367)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(49,367)**
RLV analysis:	(1,975) £ per plot	(69,114)	£ per ha (net)	(27,970)	£ per acre (net)		
		(69,114)	£ per ha (gross)	(27,970)	£ per acre (gross)		
				-0.65%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.71	ha (gross)	1.77	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**474,344**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(733,195)**	£ per ha (net)	**(296,720)**	£ per acre (net)		**(523,711)**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(296,720)	5%	10%	15%	20%	25%	30%	35%
	-	(106,182)	(134,202)	(162,984)	(191,998)	(221,639)	(251,279)	(282,050)
	1,000	(118,678)	(146,921)	(175,914)	(205,217)	(234,858)	(264,498)	(296,497)
Site Specific S106	2,000	(131,175)	(159,851)	(188,844)	(218,436)	(248,076)	(278,550)	(310,944)
5,500	3,000	(143,789)	(172,781)	(202,015)	(231,655)	(261,295)	(292,997)	(325,390)
	4,000	(156,719)	(185,711)	(215,234)	(244,874)	(275,050)	(307,444)	(339,837)
	5,000	(169,649)	(198,812)	(228,453)	(258,093)	(289,497)	(321,890)	(354,284)
	6,000	(182,579)	(212,031)	(241,671)	(271,550)	(303,943)	(336,337)	(368,731)
	7,000	(195,610)	(225,250)	(254,890)	(285,997)	(318,390)	(350,784)	(383,178)
	8,000	(208,829)	(238,469)	(268,109)	(300,443)	(332,837)	(365,231)	(397,625)
	9,000	(222,047)	(251,688)	(282,497)	(314,890)	(347,284)	(379,678)	(412,072)
	10,000	(235,266)	(264,907)	(296,943)	(329,337)	(361,731)	(394,125)	(426,519)
	11,000	(248,485)	(278,997)	(311,390)	(343,784)	(376,178)	(408,572)	(440,965)
	12,000	(261,704)	(293,443)	(325,837)	(358,231)	(390,625)	(423,019)	(455,412)
	13,000	(275,497)	(307,890)	(340,284)	(372,678)	(405,072)	(437,465)	(469,898)
	14,000	(289,943)	(322,337)	(354,731)	(387,125)	(419,519)	(451,912)	(484,426)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(296,720)	5%	10%	15%	20%	25%	30%	35%
	15.0%	24,269	(14,235)	(52,739)	(91,243)	(129,747)	(169,221)	(209,464)
	16.0%	(15,568)	(51,975)	(88,382)	(124,789)	(161,922)	(199,784)	(238,296)
Profit	17.0%	(55,404)	(89,714)	(124,025)	(158,962)	(194,540)	(230,834)	(267,128)
20.0%	18.0%	(95,240)	(127,454)	(160,340)	(193,731)	(227,807)	(261,883)	(298,487)
	19.0%	(135,076)	(166,058)	(197,359)	(229,217)	(261,075)	(295,180)	(329,997)
	20.0%	(176,114)	(205,422)	(235,062)	(264,702)	(296,720)	(329,114)	(361,508)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(296,720)	5%	10%	15%	20%	25%	30%	35%
	100,000	(7,364)	(36,672)	(66,312)	(95,952)	(127,970)	(160,364)	(192,758)
	110,000	(17,364)	(46,672)	(76,312)	(105,952)	(137,970)	(170,364)	(202,758)
BLV (£ per acre)	120,000	(27,364)	(56,672)	(86,312)	(115,952)	(147,970)	(180,364)	(212,758)
268,750	130,000	(37,364)	(66,672)	(96,312)	(125,952)	(157,970)	(190,364)	(222,758)
	140,000	(47,364)	(76,672)	(106,312)	(135,952)	(167,970)	(200,364)	(232,758)
	150,000	(57,364)	(86,672)	(116,312)	(145,952)	(177,970)	(210,364)	(242,758)
	160,000	(67,364)	(96,672)	(126,312)	(155,952)	(187,970)	(220,364)	(252,758)
	170,000	(77,364)	(106,672)	(136,312)	(165,952)	(197,970)	(230,364)	(262,758)
	180,000	(87,364)	(116,672)	(146,312)	(175,952)	(207,970)	(240,364)	(272,758)
	190,000	(97,364)	(126,672)	(156,312)	(185,952)	(217,970)	(250,364)	(282,758)
	200,000	(107,364)	(136,672)	(166,312)	(195,952)	(227,970)	(260,364)	(292,758)
	210,000	(117,364)	(146,672)	(176,312)	(205,952)	(237,970)	(270,364)	(302,758)
	220,000	(127,364)	(156,672)	(186,312)	(215,952)	(247,970)	(280,364)	(312,758)
	230,000	(137,364)	(166,672)	(196,312)	(225,952)	(257,970)	(290,364)	(322,758)
	240,000	(147,364)	(176,672)	(206,312)	(235,952)	(267,970)	(300,364)	(332,758)
	250,000	(157,364)	(186,672)	(216,312)	(245,952)	(277,970)	(310,364)	(342,758)

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Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(296,720)	5%	10%	15%	20%	25%	30%	35%
	30	(196,860)	(222,149)	(247,555)	(273,352)	(301,118)	(328,884)	(356,650)
	35	(176,114)	(205,422)	(235,062)	(264,702)	(296,720)	(329,114)	(361,508)
Density (dph)	40	(155,367)	(188,694)	(222,569)	(256,444)	(292,322)	(329,343)	(366,365)
35.0	45	(134,621)	(171,967)	(210,076)	(248,185)	(287,924)	(329,573)	(371,222)
	50	(113,875)	(155,292)	(197,583)	(239,926)	(283,525)	(329,802)	(376,079)
	55	(93,128)	(138,688)	(185,090)	(231,667)	(279,127)	(330,032)	(380,936)
	60	(72,382)	(122,083)	(172,597)	(223,409)	(274,729)	(330,261)	(385,793)
	65	(51,636)	(105,479)	(160,104)	(215,150)	(270,331)	(330,491)	(390,650)
	70	(30,889)	(88,874)	(147,611)	(206,891)	(266,172)	(330,720)	(395,508)
	75	(10,143)	(72,270)	(135,118)	(198,633)	(262,148)	(330,949)	(400,365)
	80	10,603	(55,665)	(122,625)	(190,374)	(258,123)	(331,179)	(405,222)

TABLE 5 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(296,720)	5%	10%	15%	20%	25%	30%	35%
	90%	89,678	59,526	29,374	(778)	(30,930)	(61,082)	(91,233)
	92%	36,760	7,034	(22,691)	(52,417)	(82,143)	(111,868)	(141,640)
Build Cost	94%	(16,158)	(45,457)	(74,757)	(104,056)	(133,356)	(163,431)	(193,808)
100%	96%	(69,076)	(97,949)	(126,823)	(156,230)	(186,105)	(216,538)	(247,080)
(105% = 5% increase)	98%	(121,994)	(150,794)	(180,227)	(210,078)	(240,169)	(270,401)	(303,287)
	100%	(176,114)	(205,422)	(235,062)	(264,702)	(296,720)	(329,114)	(361,508)
	102%	(231,758)	(260,948)	(292,124)	(324,025)	(355,926)	(387,827)	(419,728)
	104%	(289,499)	(320,907)	(352,315)	(383,724)	(415,132)	(446,540)	(478,033)
	106%	(350,676)	(381,592)	(412,507)	(443,422)	(474,366)	(505,474)	(536,582)
	108%	(411,853)	(442,276)	(472,698)	(503,295)	(533,907)	(564,519)	(595,132)
	110%	(473,030)	(503,098)	(533,214)	(563,331)	(593,448)	(623,564)	(653,681)
	112%	(534,504)	(564,125)	(593,746)	(623,367)	(652,988)	(682,609)	(712,231)

TABLE 6 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(296,720)	5%	10%	15%	20%	25%	30%	35%
	80%	(875,735)	(870,942)	(866,149)	(861,356)	(856,562)	(851,769)	(847,031)
	82%	(804,699)	(803,644)	(802,590)	(801,535)	(800,481)	(799,426)	(798,372)
Market Values	84%	(733,662)	(736,346)	(739,030)	(741,714)	(744,399)	(747,083)	(749,767)
100%	86%	(662,625)	(669,048)	(675,471)	(681,894)	(688,317)	(694,740)	(701,163)
(105% = 5% increase)	88%	(591,588)	(601,750)	(611,911)	(622,073)	(632,235)	(642,397)	(652,559)
	90%	(520,551)	(534,451)	(548,352)	(562,253)	(576,153)	(590,054)	(603,955)
	92%	(449,603)	(467,153)	(484,793)	(502,432)	(520,072)	(537,711)	(555,350)
	94%	(378,988)	(400,232)	(421,477)	(442,721)	(463,990)	(485,368)	(506,746)
	96%	(308,374)	(333,335)	(358,295)	(383,256)	(408,217)	(433,177)	(458,142)
	98%	(240,394)	(266,633)	(295,114)	(323,791)	(352,468)	(381,146)	(409,823)
	100%	(176,114)	(205,422)	(235,062)	(264,702)	(296,720)	(329,114)	(361,508)
	102%	(113,831)	(145,233)	(177,551)	(210,292)	(243,333)	(277,082)	(313,192)
	104%	(52,750)	(87,200)	(121,650)	(156,649)	(192,323)	(228,765)	(265,206)
	106%	8,332	(29,333)	(66,998)	(104,663)	(142,399)	(181,371)	(220,998)
	108%	69,413	28,534	(12,346)	(53,226)	(94,106)	(134,986)	(177,100)
	110%	130,495	86,400	42,306	(1,789)	(45,884)	(89,979)	(134,073)
	112%	191,576	144,267	96,957	49,648	2,338	(44,971)	(92,281)
	114%	252,658	202,134	151,609	101,085	50,561	36	(50,488)
	116%	313,478	259,876	206,261	152,522	98,783	45,044	(8,695)
	118%	374,268	317,466	260,665	203,864	147,005	90,051	33,097
	120%	435,057	375,057	315,056	255,055	195,054	135,054	74,890

TABLE 7 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(296,720)	5%	10%	15%	20%	25%	30%	35%
	5,000	(112,428)	(140,455)	(169,447)	(198,606)	(228,246)	(257,887)	(289,271)
	10,000	(49,944)	(77,964)	(105,985)	(134,006)	(162,780)	(191,790)	(221,431)
Grant (£ per unit)	15,000	12,541	(15,480)	(43,501)	(71,521)	(99,542)	(127,562)	(156,114)
-	20,000	75,025	47,005	18,984	(9,037)	(37,057)	(65,078)	(93,099)
	25,000	137,510	109,489	81,468	53,448	25,427	(2,594)	(30,614)
	30,000	199,960	171,954	143,948	115,932	87,911	59,891	31,870
	35,000	262,093	234,087	206,081	178,075	150,068	122,062	94,056
	40,000	324,226	296,220	268,214	240,208	212,201	184,195	156,189
	45,000	386,359	358,353	330,347	302,341	274,335	246,328	218,322
	50,000	448,493	420,486	392,480	364,474	336,468	308,461	280,455
	55,000	510,626	482,619	454,613	426,607	398,601	370,595	342,588

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref:	**BF HMV 50**		(see Typologies Matrix)
Scheme Typology:	**Houses**	No Units: **50**	
Site Typology:	Location / Value Zone: **Higher Mediu**	Greenfield/Brownfield: **Brownfield**	
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	13.1	70.0%	8.8	44%	21.9
3 bed House	40.0%	15.0	20.0%	2.5	35%	17.5
4 + bed House	25.0%	9.4	10.0%	1.3	21%	10.6
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	919	9,889	613	6,593	1,531	16,482
3 bed House	1,530	16,469	255	2,745	1,785	19,214
4 + bed House	1,219	13,119	163	1,749	1,381	14,868
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	3,668	39,477	1,030	11,087	4,698	50,563
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	5,687,500
3 bed House	350,000	3,431	319	3,431	319	6,125,000
4 + bed House	445,000	3,423	318	3,423	318	4,728,125
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						16,540,625

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	13.1	@	260,000		3,412,500
3 bed House	15.0	@	350,000		5,250,000
4 + bed House	9.4	@	445,000		4,171,875
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	37.5				12,834,375
Affordable Rent GDV -					
2 bed House	2.6	@	182,000		477,750
3 bed House	0.8	@	245,000		183,750
4 + bed House	0.4	@	311,500		116,813
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	3.8				778,313
Social Rent GDV -					
2 bed House	3.9	@	130,000		511,875
3 bed House	1.1	@	175,000		196,875
4 + bed House	0.6	@	222,500		125,156
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	5.6				833,906
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	182,000		398,125
3 bed House	0.6	@	245,000		153,125
4 + bed House	0.3	@	311,500		97,344
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	3.1	12.5			648,594
Sub-total GDV Residential	**50**				**15,095,188**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,445,438
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**15,095,188**

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			3,668	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				4,698	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		123,550	£ per ha (if brownfield)			(176,500)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,531	sqm @		1,710	psm			(2,618,438)
3 bed House				1,785	sqm @		1,710	psm			(3,052,350)
3 bed House (EXC. garage)				1,363	sqm @		1,710	psm			(2,331,158)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	15.0	50%		18	sqm @		653	psm			(88,155)
Garages for 4B House	9.4	100%		18	sqm @		653	psm			(110,194)
Total GIA check:				4,698	£ per garage		£11,754				
External works				8,169,514	@		15.0%				(1,225,427)
Ext. Works analysis:							24,509	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		242	£ per unit			(12,100)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units		38	units @		100%	@	1,400	£ per unit		(52,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		38	units @		5%	@	26,816	£ per unit		(50,280)
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.4%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit		(50,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(620,380)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.6%	% of BCIS costs			
Contingency (on construction)				10,191,821	@		5.0%				(509,591)

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Scheme Typology:	**Houses**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		10,191,821	@	7.0%			(713,427)
Disposal Costs -							
OMS Marketing and Promotion		12,834,375	OMS @	3.00%	7,701	£ per unit	(385,031)
Residential Sales Agent Costs		12,834,375	OMS @	1.00%	2,567	£ per unit	(128,344)
Residential Sales Legal Costs		12,834,375	OMS @	0.25%	642	£ per unit	(32,086)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,109	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(144,904)
Developers Profit -							
Profit on OMS		12,834,375		20.00%			(2,566,875)
Margin on AH		2,260,813		6.00%	on AH values		(135,649)
Profit analysis:		15,095,188		17.90%	blended GDV	(2,702,524)	
		12,548,954		21.54%	on costs	(2,702,524)	
TOTAL COSTS							**(15,251,478)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(156,290)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(156,290)**
RLV analysis:	(3,126) £ per plot	(109,403)	£ per ha (net)	(44,275)	£ per acre (net)		
		(109,403)	£ per ha (gross)	(44,275)	£ per acre (gross)		
				-1.04%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		1.43	ha (gross)	3.53	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**948,688**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(773,484)**	£ per ha (net)	**(313,025)**	£ per acre (net)		**(1,104,978)**

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Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(313,025)	5%	10%	15%	20%	25%	30%	35%
	-	(121,357)	(149,728)	(178,099)	(206,537)	(236,027)	(266,086)	(298,789)
	1,000	(133,889)	(162,260)	(190,631)	(219,504)	(249,284)	(280,409)	(313,359)
Site Specific S106	2,000	(146,421)	(174,792)	(203,163)	(232,530)	(262,600)	(294,979)	(327,930)
5,500	3,000	(158,954)	(187,325)	(216,084)	(245,786)	(276,599)	(309,550)	(342,500)
	4,000	(171,486)	(199,857)	(229,051)	(259,114)	(291,170)	(324,120)	(357,070)
	5,000	(184,018)	(212,663)	(242,297)	(272,790)	(305,740)	(338,690)	(371,640)
	6,000	(196,551)	(225,630)	(255,628)	(287,360)	(320,310)	(353,260)	(386,210)
	7,000	(209,242)	(238,811)	(268,980)	(301,930)	(334,880)	(367,830)	(400,781)
	8,000	(222,209)	(252,142)	(283,550)	(316,500)	(349,450)	(382,401)	(415,351)
	9,000	(235,325)	(265,474)	(298,120)	(331,070)	(364,021)	(396,971)	(429,921)
	10,000	(248,657)	(279,740)	(312,690)	(345,641)	(378,591)	(411,541)	(444,491)
	11,000	(261,988)	(294,310)	(327,261)	(360,211)	(393,161)	(426,111)	(459,062)
	12,000	(275,930)	(308,881)	(341,831)	(374,781)	(407,731)	(440,682)	(473,632)
	13,000	(290,501)	(323,451)	(356,401)	(389,351)	(422,302)	(455,252)	(488,202)
	14,000	(305,071)	(338,021)	(370,971)	(403,922)	(436,872)	(469,822)	(502,772)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(313,025)	5%	10%	15%	20%	25%	30%	35%
	15.0%	8,897	(29,958)	(68,855)	(107,840)	(146,825)	(185,810)	(225,499)
	16.0%	(30,940)	(67,697)	(104,498)	(141,386)	(178,275)	(215,532)	(254,233)
Profit	17.0%	(70,776)	(105,437)	(140,140)	(174,932)	(209,905)	(246,262)	(284,395)
20.0%	18.0%	(110,612)	(143,176)	(175,783)	(208,616)	(242,726)	(278,107)	(315,905)
	19.0%	(150,448)	(180,916)	(211,666)	(243,627)	(276,667)	(312,041)	(347,415)
	20.0%	(190,285)	(219,146)	(248,963)	(280,075)	(313,025)	(345,975)	(378,925)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(313,025)	5%	10%	15%	20%	25%	30%	35%
	100,000	(21,535)	(50,396)	(80,213)	(111,325)	(144,275)	(177,225)	(210,175)
	110,000	(31,535)	(60,396)	(90,213)	(121,325)	(154,275)	(187,225)	(220,175)
BLV (£ per acre)	120,000	(41,535)	(70,396)	(100,213)	(131,325)	(164,275)	(197,225)	(230,175)
268,750	130,000	(51,535)	(80,396)	(110,213)	(141,325)	(174,275)	(207,225)	(240,175)
	140,000	(61,535)	(90,396)	(120,213)	(151,325)	(184,275)	(217,225)	(250,175)
	150,000	(71,535)	(100,396)	(130,213)	(161,325)	(194,275)	(227,225)	(260,175)
	160,000	(81,535)	(110,396)	(140,213)	(171,325)	(204,275)	(237,225)	(270,175)
	170,000	(91,535)	(120,396)	(150,213)	(181,325)	(214,275)	(247,225)	(280,175)
	180,000	(101,535)	(130,396)	(160,213)	(191,325)	(224,275)	(257,225)	(290,175)
	190,000	(111,535)	(140,396)	(170,213)	(201,325)	(234,275)	(267,225)	(300,175)
	200,000	(121,535)	(150,396)	(180,213)	(211,325)	(244,275)	(277,225)	(310,175)
	210,000	(131,535)	(160,396)	(190,213)	(221,325)	(254,275)	(287,225)	(320,175)
	220,000	(141,535)	(170,396)	(200,213)	(231,325)	(264,275)	(297,225)	(330,175)
	230,000	(151,535)	(180,396)	(210,213)	(241,325)	(274,275)	(307,225)	(340,175)
	240,000	(161,535)	(190,396)	(220,213)	(251,325)	(284,275)	(317,225)	(350,175)
	250,000	(171,535)	(200,396)	(230,213)	(261,325)	(294,275)	(327,225)	(360,175)

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Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(313,025)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(208,831)	(233,824)	(259,594)	(286,987)	(315,230)	(343,473)	(371,716)
	35	(190,285)	(219,146)	(248,963)	(280,075)	(313,025)	(345,975)	(378,925)
Density (dph)	40	(171,739)	(204,469)	(238,331)	(273,163)	(310,820)	(348,478)	(386,135)
35.0	45	(153,193)	(189,791)	(227,729)	(266,463)	(308,616)	(350,980)	(393,345)
	50	(134,647)	(175,177)	(217,135)	(260,139)	(306,411)	(353,483)	(400,554)
	55	(116,101)	(160,684)	(206,566)	(253,815)	(304,206)	(355,985)	(407,764)
	60	(97,555)	(146,191)	(196,082)	(247,490)	(302,001)	(358,488)	(414,974)
	65	(79,009)	(131,698)	(185,598)	(241,166)	(299,797)	(360,990)	(422,183)
	70	(60,463)	(117,205)	(175,114)	(234,842)	(297,592)	(363,493)	(429,393)
	75	(41,917)	(102,712)	(164,630)	(228,517)	(295,387)	(365,995)	(436,603)
	80	(23,371)	(88,219)	(154,147)	(222,193)	(293,183)	(368,498)	(443,812)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(313,025)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	77,068	46,559	16,051	(14,458)	(44,966)	(75,475)	(105,983)
	92%	23,597	(6,484)	(36,565)	(66,646)	(96,727)	(126,808)	(156,889)
Build Cost	94%	(29,873)	(59,527)	(89,180)	(118,834)	(148,487)	(178,141)	(207,908)
100%	96%	(83,344)	(112,570)	(141,796)	(171,022)	(200,248)	(230,350)	(261,265)
(105% = 5% increase)	98%	(136,814)	(165,613)	(194,411)	(223,858)	(254,200)	(286,295)	(319,742)
	100%	(190,285)	(219,146)	(248,963)	(280,075)	(313,025)	(345,975)	(378,925)
	102%	(245,545)	(275,842)	(308,295)	(340,749)	(373,202)	(405,655)	(438,108)
	104%	(305,554)	(337,510)	(369,467)	(401,423)	(433,379)	(465,335)	(497,291)
	106%	(367,719)	(399,178)	(430,638)	(462,097)	(493,556)	(525,015)	(556,474)
	108%	(429,884)	(460,846)	(491,809)	(522,771)	(553,733)	(584,695)	(615,657)
	110%	(492,049)	(522,515)	(552,980)	(583,445)	(613,910)	(644,389)	(675,115)
	112%	(554,214)	(584,183)	(614,151)	(644,119)	(674,180)	(704,406)	(734,633)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(313,025)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(896,208)	(891,642)	(887,076)	(882,510)	(877,944)	(873,423)	(869,010)
	82%	(824,405)	(823,618)	(822,831)	(822,044)	(821,257)	(820,470)	(819,683)
Market Values	84%	(752,601)	(755,594)	(758,586)	(761,578)	(764,570)	(767,563)	(770,555)
100%	86%	(680,798)	(687,570)	(694,341)	(701,112)	(707,884)	(714,655)	(721,426)
(105% = 5% increase)	88%	(609,321)	(619,740)	(630,159)	(640,646)	(651,197)	(661,747)	(672,298)
	90%	(537,972)	(552,146)	(566,320)	(580,494)	(594,668)	(608,842)	(623,169)
	92%	(466,622)	(484,552)	(502,481)	(520,410)	(538,339)	(556,269)	(574,198)
	94%	(395,273)	(416,957)	(438,642)	(460,326)	(482,011)	(503,695)	(525,380)
	96%	(323,923)	(349,363)	(374,803)	(400,242)	(425,682)	(451,122)	(476,562)
	98%	(253,949)	(281,769)	(310,964)	(340,159)	(369,354)	(398,549)	(427,744)
	100%	(190,285)	(219,146)	(248,963)	(280,075)	(313,025)	(345,975)	(378,925)
	102%	(128,910)	(160,511)	(192,112)	(224,379)	(257,721)	(293,402)	(330,107)
	104%	(67,535)	(102,366)	(137,198)	(172,029)	(206,942)	(243,275)	(281,289)
	106%	(6,160)	(44,222)	(82,284)	(120,345)	(158,407)	(196,469)	(235,699)
	108%	55,215	13,923	(27,369)	(68,661)	(109,953)	(151,245)	(192,537)
	110%	116,590	72,067	27,545	(16,977)	(61,499)	(106,022)	(150,544)
	112%	177,965	130,212	82,459	34,707	(13,046)	(60,798)	(108,551)
	114%	239,339	188,357	137,374	86,391	35,408	(15,575)	(66,557)
	116%	300,605	246,501	192,288	138,075	83,862	29,649	(24,564)
	118%	361,687	304,456	247,203	189,759	132,316	74,873	17,429
	120%	422,769	362,323	301,878	241,433	180,770	120,096	59,423

TABLE 7

Balance (RLV - BLV £ per acre (n))	(313,025)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(127,620)	(155,991)	(184,362)	(213,018)	(242,653)	(273,121)	(306,071)
	10,000	(64,956)	(93,327)	(121,698)	(150,069)	(178,440)	(206,890)	(236,388)
Grant (£ per unit)	15,000	(2,291)	(30,662)	(59,033)	(87,404)	(115,775)	(144,146)	(172,517)
-	20,000	60,374	32,003	3,632	(24,739)	(53,110)	(81,481)	(109,853)
	25,000	123,038	94,667	66,296	37,925	9,554	(18,817)	(47,188)
	30,000	185,703	157,332	128,961	100,590	72,219	43,848	15,477
	35,000	248,367	219,996	191,625	163,254	134,883	106,512	78,141
	40,000	310,754	282,456	254,159	225,862	197,548	169,177	140,806
	45,000	373,104	344,807	316,510	288,213	259,916	231,619	203,322
	50,000	435,455	407,158	378,861	350,563	322,266	293,969	265,672
	55,000	497,625	469,362	441,098	412,835	384,571	356,308	328,023

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref:	**BF HMV 100**				(see Typologies Matrix)
Scheme Typology:	**Houses & Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	26.3	70.0%	17.5	44%	43.8
3 bed House	40.0%	30.0	20.0%	5.0	35%	35.0
4 + bed House	25.0%	18.8	10.0%	2.5	21%	21.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	75.0	100.0%	25.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,838	19,779	1,225	13,186	3,063	32,964
3 bed House	3,060	32,938	510	5,490	3,570	38,427
4 + bed House	2,438	26,237	325	3,498	2,763	29,735
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	7,335	78,953	2,060	22,174	9,395	101,127
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	11,375,000
3 bed House	350,000	3,431	319	3,431	319	12,250,000
4 + bed House	445,000	3,423	318	3,423	318	9,456,250
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						33,081,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	26.3	@	260,000		6,825,000
3 bed House	30.0	@	350,000		10,500,000
4 + bed House	18.8	@	445,000		8,343,750
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	75.0				25,668,750
Affordable Rent GDV -					
2 bed House	5.3	@	182,000		955,500
3 bed House	1.5	@	245,000		367,500
4 + bed House	0.8	@	311,500		233,625
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	7.5				1,556,625
Social Rent GDV -					
2 bed House	7.9	@	130,000		1,023,750
3 bed House	2.3	@	175,000		393,750
4 + bed House	1.1	@	222,500		250,313
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	11.3				1,667,813
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	182,000		796,250
3 bed House	1.3	@	245,000		306,250
4 + bed House	0.6	@	311,500		194,688
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	6.3	25.0			1,297,188
Sub-total GDV Residential	**100**				**30,190,375**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	2,890,875
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**30,190,375**

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Scheme Typology: Houses & Flats No Units: 100
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments:

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			7,335	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				9,395	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		123,550	£ per ha (if brownfield)			(353,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,063	sqm @		1,710	psm			(5,236,875)
3 bed House				3,570	sqm @		1,710	psm			(6,104,700)
3 bed House (EXC. garage)				2,745	sqm @		1,710	psm			(4,693,095)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	30.0	50%		18	sqm @		653	psm			(176,310)
Garages for 4B House	18.8	100%		18	sqm @		653	psm			(220,388)
Total GIA check:				9,395	£ per garage		£11,754				
External works				16,400,588	@		15.0%				(2,460,088)
Ext. Works analysis:							24,601	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		242	£ per unit			(24,200)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		75	units @		100%	@	1,400	£ per unit		(105,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		75	units @		5%	@	26,816	£ per unit		(100,560)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,240,760)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.6%	% of BCIS costs			
Contingency (on construction)				20,454,436	@		5.0%				(1,022,722)

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Scheme Typology:	**Houses & Flats**	No Units:	**100**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:			

Professional Fees		20,454,436	@	7.0%			(1,431,810)
Disposal Costs -							
OMS Marketing and Promotion		25,668,750	OMS @	3.00%	7,701	£ per unit	(770,063)
Residential Sales Agent Costs		25,668,750	OMS @	1.00%	2,567	£ per unit	(256,688)
Residential Sales Legal Costs		25,668,750	OMS @	0.25%	642	£ per unit	(64,172)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,009	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(241,955)
Developers Profit -							
Profit on OMS		25,668,750		20.00%			(5,133,750)
Margin on AH		4,521,625		6.00%	on AH values		(271,298)
Profit analysis:		30,190,375		17.90%	blended GDV	(5,405,048)	
		24,965,185		21.65%	on costs	(5,405,048)	
TOTAL COSTS							**(30,370,233)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(179,858)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(179,858)**
RLV analysis:	(1,799) £ per plot	(62,950)	£ per ha (net)	(25,476)	£ per acre (net)		
		(62,950)	£ per ha (gross)	(25,476)	£ per acre (gross)		
				-0.60%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		2.86	ha (gross)	7.06	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**1,897,375**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(727,031)**	£ per ha (net)	**(294,226)**	£ per acre (net)		**(2,077,233)**

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Scheme Typology: Houses & Flats No Units: 100
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(294,226)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	-	(104,520)	(133,297)	(162,125)	(190,953)	(219,781)	(249,024)	(280,512)
	1,000	(117,109)	(145,937)	(174,765)	(203,593)	(232,421)	(262,388)	(295,124)
Site Specific S106	2,000	(129,748)	(158,576)	(187,404)	(216,232)	(245,353)	(276,410)	(309,737)
5,500	3,000	(142,388)	(171,216)	(200,044)	(228,872)	(258,634)	(291,022)	(324,349)
	4,000	(155,028)	(183,856)	(212,684)	(241,681)	(272,307)	(305,634)	(338,961)
	5,000	(167,667)	(196,495)	(225,323)	(254,881)	(286,919)	(320,247)	(353,574)
	6,000	(180,307)	(209,135)	(238,009)	(268,251)	(301,532)	(334,859)	(368,186)
	7,000	(192,947)	(221,775)	(251,127)	(282,817)	(316,144)	(349,471)	(382,798)
	8,000	(205,586)	(234,414)	(264,497)	(297,429)	(330,756)	(364,084)	(397,411)
	9,000	(218,226)	(247,415)	(278,714)	(312,042)	(345,369)	(378,696)	(412,023)
	10,000	(230,866)	(260,743)	(293,327)	(326,654)	(359,981)	(393,308)	(426,635)
	11,000	(243,744)	(274,612)	(307,939)	(341,266)	(374,593)	(407,921)	(441,283)
	12,000	(256,990)	(289,224)	(322,551)	(355,879)	(389,206)	(422,533)	(455,978)
	13,000	(270,510)	(303,837)	(337,164)	(370,491)	(403,818)	(437,145)	(470,673)
	14,000	(285,122)	(318,449)	(351,776)	(385,103)	(418,430)	(451,820)	(485,368)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(294,226)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	15.0%	25,194	(14,117)	(53,428)	(92,740)	(132,051)	(171,362)	(210,673)
	16.0%	(14,642)	(51,857)	(89,071)	(126,286)	(163,500)	(200,715)	(237,975)
Profit	17.0%	(54,478)	(89,596)	(124,714)	(159,832)	(194,950)	(230,068)	(266,553)
20.0%	18.0%	(94,315)	(127,336)	(160,357)	(193,378)	(226,400)	(260,455)	(297,859)
	19.0%	(134,151)	(165,076)	(196,000)	(226,925)	(258,793)	(293,619)	(329,370)
	20.0%	(173,987)	(202,815)	(231,643)	(261,566)	(294,226)	(327,553)	(360,880)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(294,226)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	100,000	(5,237)	(34,065)	(62,893)	(92,816)	(125,476)	(158,803)	(192,130)
	110,000	(15,237)	(44,065)	(72,893)	(102,816)	(135,476)	(168,803)	(202,130)
BLV (£ per acre)	120,000	(25,237)	(54,065)	(82,893)	(112,816)	(145,476)	(178,803)	(212,130)
268,750	130,000	(35,237)	(64,065)	(92,893)	(122,816)	(155,476)	(188,803)	(222,130)
	140,000	(45,237)	(74,065)	(102,893)	(132,816)	(165,476)	(198,803)	(232,130)
	150,000	(55,237)	(84,065)	(112,893)	(142,816)	(175,476)	(208,803)	(242,130)
	160,000	(65,237)	(94,065)	(122,893)	(152,816)	(185,476)	(218,803)	(252,130)
	170,000	(75,237)	(104,065)	(132,893)	(162,816)	(195,476)	(228,803)	(262,130)
	180,000	(85,237)	(114,065)	(142,893)	(172,816)	(205,476)	(238,803)	(272,130)
	190,000	(95,237)	(124,065)	(152,893)	(182,816)	(215,476)	(248,803)	(282,130)
	200,000	(105,237)	(134,065)	(162,893)	(192,816)	(225,476)	(258,803)	(292,130)
	210,000	(115,237)	(144,065)	(172,893)	(202,816)	(235,476)	(268,803)	(302,130)
	220,000	(125,237)	(154,065)	(182,893)	(212,816)	(245,476)	(278,803)	(312,130)
	230,000	(135,237)	(164,065)	(192,893)	(222,816)	(255,476)	(288,803)	(322,130)
	240,000	(145,237)	(174,065)	(202,893)	(232,816)	(265,476)	(298,803)	(332,130)
	250,000	(155,237)	(184,065)	(212,893)	(242,816)	(275,476)	(308,803)	(342,130)

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Scheme Typology: Houses & Flats No Units: 100
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 4

Balance (RLV - BLV £ per acre (n))	(294,226)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(194,924)	(219,634)	(244,452)	(270,574)	(299,140)	(327,706)	(356,273)
	35	(173,987)	(202,815)	(231,643)	(261,566)	(294,226)	(327,553)	(360,880)
Density (dph)	40	(153,050)	(185,997)	(218,943)	(252,712)	(289,311)	(327,399)	(365,487)
35.0	45	(132,113)	(169,178)	(206,243)	(243,859)	(284,396)	(327,245)	(370,095)
	50	(111,177)	(152,359)	(193,542)	(235,136)	(279,481)	(327,092)	(374,702)
	55	(90,240)	(135,541)	(180,842)	(226,416)	(274,567)	(326,938)	(379,309)
	60	(69,303)	(118,722)	(168,142)	(217,695)	(269,652)	(326,784)	(383,916)
	65	(48,366)	(101,904)	(155,441)	(208,979)	(265,078)	(326,630)	(388,524)
	70	(27,429)	(85,085)	(142,741)	(200,397)	(260,581)	(326,477)	(393,131)
	75	(6,492)	(68,267)	(130,041)	(191,815)	(256,084)	(326,323)	(397,738)
	80	14,444	(51,448)	(117,341)	(183,233)	(251,587)	(326,169)	(402,346)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(294,226)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	94,879	64,194	33,497	2,801	(27,895)	(58,636)	(89,460)
	92%	41,342	11,072	(19,198)	(49,528)	(79,923)	(110,319)	(140,780)
Build Cost	94%	(12,206)	(42,135)	(72,101)	(102,068)	(132,081)	(162,202)	(192,324)
100%	96%	(65,994)	(95,532)	(125,106)	(154,797)	(184,487)	(214,177)	(244,119)
(105% = 5% increase)	98%	(119,856)	(149,116)	(178,375)	(207,634)	(236,902)	(267,575)	(301,292)
	100%	(173,987)	(202,815)	(231,643)	(261,566)	(294,226)	(327,553)	(360,880)
	102%	(228,118)	(257,381)	(289,153)	(321,982)	(354,811)	(387,639)	(420,468)
	104%	(286,075)	(318,405)	(350,735)	(383,065)	(415,396)	(447,766)	(480,311)
	106%	(348,653)	(380,485)	(412,317)	(444,149)	(476,148)	(508,192)	(540,236)
	108%	(411,232)	(442,566)	(473,990)	(505,533)	(537,075)	(568,618)	(600,161)
	110%	(473,838)	(504,879)	(535,920)	(566,962)	(598,003)	(629,044)	(660,086)
	112%	(536,770)	(567,310)	(597,851)	(628,391)	(658,931)	(689,471)	(720,079)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(294,226)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(881,104)	(876,766)	(872,429)	(868,092)	(863,755)	(859,417)	(855,357)
	82%	(808,526)	(808,009)	(807,491)	(806,974)	(806,456)	(805,939)	(805,422)
Market Values	84%	(736,025)	(739,251)	(742,553)	(745,856)	(749,158)	(752,461)	(755,763)
100%	86%	(663,918)	(670,901)	(677,883)	(684,865)	(691,860)	(698,983)	(706,105)
(105% = 5% increase)	88%	(591,812)	(602,589)	(613,367)	(624,144)	(634,921)	(645,699)	(656,476)
	90%	(519,706)	(534,278)	(548,850)	(563,423)	(577,995)	(592,568)	(607,140)
	92%	(447,632)	(465,967)	(484,334)	(502,702)	(521,069)	(539,437)	(557,804)
	94%	(375,953)	(397,963)	(419,972)	(441,982)	(464,143)	(486,306)	(508,468)
	96%	(304,275)	(330,057)	(355,839)	(381,621)	(407,403)	(433,185)	(459,132)
	98%	(235,989)	(262,711)	(291,705)	(321,260)	(350,814)	(380,369)	(409,923)
	100%	(173,987)	(202,815)	(231,643)	(261,566)	(294,226)	(327,553)	(360,880)
	102%	(111,985)	(144,076)	(176,167)	(208,259)	(240,479)	(274,737)	(311,836)
	104%	(50,306)	(85,478)	(120,692)	(156,046)	(191,401)	(226,755)	(263,299)
	106%	11,277	(27,054)	(65,472)	(103,890)	(142,452)	(181,070)	(219,687)
	108%	72,653	31,168	(10,317)	(51,957)	(93,620)	(135,384)	(177,265)
	110%	133,994	89,314	44,599	(117)	(44,933)	(89,843)	(134,842)
	112%	195,114	147,335	99,514	51,568	3,623	(44,401)	(92,557)
	114%	256,233	205,237	154,242	103,247	52,078	902	(50,361)
	116%	317,295	263,140	208,928	154,716	100,503	46,126	(8,280)
	118%	378,194	320,925	263,613	206,184	148,755	91,327	33,714
	120%	439,093	378,619	318,144	257,653	197,007	136,362	75,708

TABLE 7

Balance (RLV - BLV £ per acre (n))	(294,226)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(110,785)	(139,613)	(168,441)	(197,269)	(226,097)	(255,699)	(287,814)
	10,000	(47,896)	(76,577)	(105,257)	(134,067)	(162,895)	(191,723)	(220,551)
Grant (£ per unit)	15,000	14,887	(13,701)	(42,382)	(71,062)	(99,742)	(128,521)	(157,349)
-	20,000	77,466	48,903	20,339	(8,225)	(36,867)	(65,547)	(94,228)
	25,000	139,967	111,482	82,918	54,355	25,791	(2,773)	(31,352)
	30,000	202,280	173,803	145,325	116,847	88,369	59,806	31,243
	35,000	264,594	236,116	207,638	179,161	150,683	122,205	93,727
	40,000	326,723	298,301	269,879	241,457	212,996	184,519	156,041
	45,000	388,801	360,379	331,957	303,535	275,113	246,690	218,268
	50,000	450,879	422,457	394,035	365,613	337,191	308,768	280,346
	55,000	512,846	484,448	456,051	427,654	399,257	370,846	342,424

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: BF HMV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	52.5	70.0%	35.0	44%	87.5
3 bed House	40.0%	60.0	20.0%	10.0	35%	70.0
4 + bed House	25.0%	37.5	10.0%	5.0	21%	42.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	150.0	100.0%	50.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	3,675	39,557	2,450	26,372	6,125	65,929
3 bed House	6,120	65,875	1,020	10,979	7,140	76,854
4 + bed House	4,875	52,474	650	6,997	5,525	59,471
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	14,670	157,907	4,120	44,347	18,790	202,254
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	22,750,000
3 bed House	350,000	3,431	319	3,431	319	24,500,000
4 + bed House	445,000	3,423	318	3,423	318	18,912,500
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						66,162,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	52.5	@	260,000		13,650,000
3 bed House	60.0	@	350,000		21,000,000
4 + bed House	37.5	@	445,000		16,687,500
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	150.0				51,337,500
Affordable Rent GDV -					
2 bed House	10.5	@	182,000		1,911,000
3 bed House	3.0	@	245,000		735,000
4 + bed House	1.5	@	311,500		467,250
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	15.0				3,113,250
Social Rent GDV -					
2 bed House	15.8	@	130,000		2,047,500
3 bed House	4.5	@	175,000		787,500
4 + bed House	2.3	@	222,500		500,625
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	22.5				3,335,625
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	182,000		1,592,500
3 bed House	2.5	@	245,000		612,500
4 + bed House	1.3	@	311,500		389,375
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	12.5	50.0			2,594,375
Sub-total GDV Residential	**200**				**60,380,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	5,781,750
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**60,380,750**

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Scheme Typology: Houses — No Units: 200
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			14,670	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				18,790	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		123,550	£ per ha (if brownfield)			(706,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				6,125	sqm @		1,710	psm			(10,473,750)
3 bed House				7,140	sqm @		1,710	psm			(12,209,400)
3 bed House (EXC. garage)				5,507	sqm @		1,710	psm			(9,416,970)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	60.0	50%		18	sqm @		653	psm			(352,620)
Garages for 4B House	37.5	100%		18	sqm @		653	psm			(440,775)
Total GIA check:				18,790	£ per garage		£11,754				
External works				32,862,735	@		15.0%				(4,929,410)
Ext. Works analysis:							24,647	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		242	£ per unit			(48,400)
M4(2) Category 2 Housing	Aff units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		150	units @		100%	@	1,400	£ per unit		(210,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		150	units @		5%	@	26,816	£ per unit		(201,120)
Part L/FHS			200	units @				8,760	£ per unit		(1,752,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			200	units @				1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(2,481,520)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.6%	% of BCIS costs			
Contingency (on construction)				40,979,665	@		5.0%				(2,048,983)

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Scheme Typology:	**Houses**	No Units:	**200**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		40,979,665	@	7.0%			(2,868,577)
Disposal Costs -							
OMS Marketing and Promotion		51,337,500	OMS @	3.00%	7,701	£ per unit	(1,540,125)
Residential Sales Agent Costs		51,337,500	OMS @	1.00%	2,567	£ per unit	(513,375)
Residential Sales Legal Costs		51,337,500	OMS @	0.25%	642	£ per unit	(128,344)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		200	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,959	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(254,384)
Developers Profit -							
Profit on OMS		51,337,500		20.00%			(10,267,500)
Margin on AH		9,043,250		6.00%	on AH values		(542,595)
Profit analysis:		60,380,750		17.90%	blended GDV	(10,810,095)	
		49,682,393		21.76%	on costs	(10,810,095)	
TOTAL COSTS							**(60,492,488)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(111,738)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(111,738)**
RLV analysis:	(559) £ per plot	(19,554)	£ per ha (net)	(7,913)	£ per acre (net)		
		(19,554)	£ per ha (gross)	(7,913)	£ per acre (gross)		
				-0.19%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		5.71	ha (gross)	14.12	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**3,794,750**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(683,635)**	£ per ha (net)	**(276,663)**	£ per acre (net)		**(3,906,488)**

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(276,663)	5%	10%	15%	20%	25%	30%	35%
	-	(90,539)	(119,414)	(148,295)	(177,223)	(206,189)	(235,231)	(264,874)
	1,000	(102,951)	(131,833)	(160,714)	(189,672)	(218,652)	(247,714)	(278,986)
Site Specific S106	2,000	(115,370)	(144,251)	(173,156)	(202,122)	(231,135)	(260,501)	(293,459)
5,500	3,000	(127,788)	(156,670)	(185,606)	(214,571)	(243,617)	(274,207)	(307,975)
	4,000	(140,207)	(169,089)	(198,055)	(227,038)	(256,218)	(288,679)	(322,492)
	5,000	(152,625)	(181,539)	(210,504)	(239,520)	(269,427)	(303,151)	(337,013)
	6,000	(165,044)	(193,988)	(222,953)	(252,003)	(283,900)	(317,661)	(351,577)
	7,000	(177,472)	(206,437)	(235,423)	(265,025)	(298,372)	(332,178)	(366,142)
	8,000	(189,921)	(218,886)	(247,906)	(279,120)	(312,844)	(346,695)	(380,731)
	9,000	(202,370)	(231,335)	(260,691)	(293,592)	(327,347)	(361,251)	(395,347)
	10,000	(214,819)	(243,809)	(274,373)	(308,064)	(341,864)	(375,815)	(409,973)
	11,000	(227,268)	(256,416)	(288,813)	(322,537)	(356,381)	(390,387)	(424,642)
	12,000	(239,717)	(269,637)	(303,285)	(337,033)	(370,925)	(405,003)	(439,319)
	13,000	(252,194)	(284,068)	(317,757)	(351,550)	(385,489)	(419,618)	(454,046)
	14,000	(265,228)	(298,506)	(332,229)	(366,067)	(400,054)	(434,275)	(468,790)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(276,663)	5%	10%	15%	20%	25%	30%	35%
	15.0%	40,347	935	(38,514)	(78,030)	(117,603)	(157,271)	(197,071)
	16.0%	510	(36,805)	(74,157)	(111,576)	(149,053)	(186,624)	(224,327)
Profit	17.0%	(39,326)	(74,544)	(109,800)	(145,122)	(180,502)	(215,977)	(251,584)
20.0%	18.0%	(79,162)	(112,284)	(145,443)	(178,669)	(211,952)	(245,330)	(281,274)
	19.0%	(118,998)	(150,024)	(181,085)	(212,215)	(243,402)	(276,469)	(312,785)
	20.0%	(158,835)	(187,763)	(216,728)	(245,761)	(276,663)	(310,403)	(344,295)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(276,663)	5%	10%	15%	20%	25%	30%	35%
	100,000	9,915	(19,013)	(47,978)	(77,011)	(107,913)	(141,653)	(175,545)
	110,000	(85)	(29,013)	(57,978)	(87,011)	(117,913)	(151,653)	(185,545)
BLV (£ per acre)	120,000	(10,085)	(39,013)	(67,978)	(97,011)	(127,913)	(161,653)	(195,545)
268,750	130,000	(20,085)	(49,013)	(77,978)	(107,011)	(137,913)	(171,653)	(205,545)
	140,000	(30,085)	(59,013)	(87,978)	(117,011)	(147,913)	(181,653)	(215,545)
	150,000	(40,085)	(69,013)	(97,978)	(127,011)	(157,913)	(191,653)	(225,545)
	160,000	(50,085)	(79,013)	(107,978)	(137,011)	(167,913)	(201,653)	(235,545)
	170,000	(60,085)	(89,013)	(117,978)	(147,011)	(177,913)	(211,653)	(245,545)
	180,000	(70,085)	(99,013)	(127,978)	(157,011)	(187,913)	(221,653)	(255,545)
	190,000	(80,085)	(109,013)	(137,978)	(167,011)	(197,913)	(231,653)	(265,545)
	200,000	(90,085)	(119,013)	(147,978)	(177,011)	(207,913)	(241,653)	(275,545)
	210,000	(100,085)	(129,013)	(157,978)	(187,011)	(217,913)	(251,653)	(285,545)
	220,000	(110,085)	(139,013)	(167,978)	(197,011)	(227,913)	(261,653)	(295,545)
	230,000	(120,085)	(149,013)	(177,978)	(207,011)	(237,913)	(271,653)	(305,545)
	240,000	(130,085)	(159,013)	(187,978)	(217,011)	(247,913)	(281,653)	(315,545)
	250,000	(140,085)	(169,013)	(197,978)	(227,011)	(257,913)	(291,653)	(325,545)

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Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(276,663)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(181,967)	(206,794)	(231,637)	(256,601)	(284,252)	(313,219)	(342,317)
	35	(158,835)	(187,763)	(216,728)	(245,761)	(276,663)	(310,403)	(344,295)
Density (dph)	40	(135,710)	(168,732)	(201,835)	(234,975)	(269,084)	(307,616)	(346,289)
35.0	45	(112,586)	(149,719)	(186,942)	(224,190)	(262,150)	(304,844)	(348,310)
	50	(89,462)	(130,721)	(172,048)	(213,427)	(255,245)	(302,073)	(350,332)
	55	(66,338)	(111,723)	(157,155)	(202,672)	(248,452)	(299,302)	(352,354)
	60	(43,214)	(92,725)	(142,262)	(191,916)	(241,667)	(296,531)	(354,375)
	65	(20,090)	(73,726)	(127,368)	(181,161)	(235,018)	(293,760)	(356,397)
	70	3,035	(54,728)	(112,491)	(170,406)	(228,384)	(290,998)	(358,435)
	75	26,159	(35,730)	(97,618)	(159,650)	(221,749)	(288,251)	(360,482)
	80	49,266	(16,732)	(82,746)	(148,895)	(215,115)	(285,503)	(362,528)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(276,663)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	106,262	75,451	44,596	13,741	(17,114)	(48,009)	(78,928)
	92%	53,374	22,940	(7,495)	(37,960)	(68,457)	(98,954)	(129,523)
Build Cost	94%	441	(29,599)	(59,674)	(89,749)	(119,873)	(150,023)	(180,231)
100%	96%	(52,578)	(82,231)	(111,914)	(141,642)	(171,390)	(201,204)	(231,081)
(105% = 5% increase)	98%	(105,647)	(134,952)	(164,256)	(193,635)	(223,040)	(252,527)	(285,048)
	100%	(158,835)	(187,763)	(216,728)	(245,761)	(276,663)	(310,403)	(344,295)
	102%	(212,128)	(240,697)	(270,284)	(303,482)	(336,784)	(370,232)	(403,870)
	104%	(266,145)	(298,550)	(331,287)	(364,154)	(397,162)	(430,398)	(463,902)
	106%	(327,834)	(360,134)	(392,555)	(425,139)	(457,929)	(491,024)	(524,543)
	108%	(389,978)	(421,967)	(454,114)	(486,485)	(519,155)	(552,268)	(586,034)
	110%	(452,386)	(484,118)	(516,074)	(548,336)	(581,041)	(614,405)	(648,666)
	112%	(515,151)	(546,677)	(578,539)	(610,838)	(643,815)	(677,622)	(711,541)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(276,663)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(876,274)	(873,236)	(870,319)	(867,405)	(864,492)	(882,046)	(1,033,130)
	82%	(799,386)	(800,394)	(801,402)	(802,411)	(803,419)	(804,538)	(805,698)
Market Values	84%	(722,962)	(727,868)	(732,774)	(737,680)	(742,717)	(747,772)	(752,827)
100%	86%	(646,967)	(655,570)	(664,429)	(673,356)	(682,282)	(691,209)	(700,219)
(105% = 5% increase)	88%	(572,732)	(584,694)	(596,855)	(609,248)	(621,978)	(634,925)	(647,871)
	90%	(499,713)	(515,157)	(530,747)	(546,511)	(562,505)	(578,830)	(595,608)
	92%	(427,479)	(446,477)	(465,574)	(484,801)	(504,213)	(523,865)	(543,854)
	94%	(355,779)	(378,344)	(401,011)	(423,779)	(446,683)	(469,782)	(493,132)
	96%	(284,441)	(310,633)	(336,875)	(363,206)	(389,664)	(416,279)	(443,100)
	98%	(220,121)	(245,902)	(273,052)	(303,002)	(333,038)	(363,199)	(393,527)
	100%	(158,835)	(187,763)	(216,728)	(245,761)	(276,663)	(310,403)	(344,295)
	102%	(97,675)	(129,775)	(161,875)	(194,053)	(226,269)	(258,772)	(295,310)
	104%	(36,663)	(71,895)	(107,153)	(142,472)	(177,833)	(213,253)	(248,787)
	106%	24,281	(14,094)	(52,538)	(90,981)	(129,508)	(168,068)	(206,716)
	108%	85,160	43,593	2,025	(39,603)	(81,257)	(122,981)	(164,758)
	110%	145,963	101,268	56,496	11,724	(33,090)	(77,956)	(122,891)
	112%	206,725	158,833	110,941	62,991	15,015	(32,999)	(81,076)
	114%	267,461	216,396	165,306	114,216	63,078	11,898	(39,331)
	116%	328,119	273,909	219,672	165,384	111,096	56,756	2,372
	118%	388,778	331,375	273,972	216,552	159,066	101,580	44,026
	120%	449,432	388,842	328,246	267,651	207,035	146,351	85,667

TABLE 7

Balance (RLV - BLV £ per acre (n))	(276,663)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(96,654)	(125,536)	(154,417)	(183,358)	(212,324)	(241,382)	(271,644)
	10,000	(34,613)	(63,423)	(92,237)	(121,118)	(150,000)	(178,953)	(207,940)
Grant (£ per unit)	15,000	27,363	(1,388)	(30,195)	(59,005)	(87,820)	(116,701)	(145,583)
-	20,000	89,269	60,518	31,768	3,017	(25,778)	(54,588)	(83,402)
	25,000	151,096	122,392	93,674	64,923	36,172	7,421	(21,361)
	30,000	212,884	184,180	155,476	126,772	98,067	69,328	40,577
	35,000	274,622	245,952	217,264	188,560	159,855	131,151	102,447
	40,000	336,303	307,634	278,964	250,294	221,624	192,939	164,235
	45,000	397,985	369,315	340,646	311,976	283,306	254,636	225,966
	50,000	459,598	430,951	402,303	373,655	344,988	316,318	287,648
	55,000	521,186	492,538	463,891	435,243	406,595	377,948	349,300

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: BF HMV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	70.0	44%	175.0
3 bed House	40.0%	120.0	20.0%	20.0	35%	140.0
4 + bed House	25.0%	75.0	10.0%	10.0	21%	85.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	100.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	4,900	52,743	12,250	131,858
3 bed House	12,240	131,750	2,040	21,958	14,280	153,709
4 + bed House	9,750	104,948	1,300	13,993	11,050	118,941
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	29,340	315,813	8,240	88,695	37,580	404,508
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	45,500,000
3 bed House	350,000	3,431	319	3,431	319	49,000,000
4 + bed House	445,000	3,423	318	3,423	318	37,825,000
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						132,325,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	260,000		27,300,000
3 bed House	120.0	@	350,000		42,000,000
4 + bed House	75.0	@	445,000		33,375,000
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	300.0				102,675,000
Affordable Rent GDV -					
2 bed House	21.0	@	182,000		3,822,000
3 bed House	6.0	@	245,000		1,470,000
4 + bed House	3.0	@	311,500		934,500
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	30.0				6,226,500
Social Rent GDV -					
2 bed House	31.5	@	130,000		4,095,000
3 bed House	9.0	@	175,000		1,575,000
4 + bed House	4.5	@	222,500		1,001,250
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	45.0				6,671,250
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	182,000		3,185,000
3 bed House	5.0	@	245,000		1,225,000
4 + bed House	2.5	@	311,500		778,750
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	25.0	100.0			5,188,750
Sub-total GDV Residential	**400**				**120,761,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	11,563,500
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	400	units @	0	per unit	-
Total GDV					**120,761,500**

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			29,340	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				37,580	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		123,550	£ per ha (if brownfield)			(1,412,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			400	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				12,250	sqm @		1,710	psm			(20,947,500)
3 bed House				14,280	sqm @		1,710	psm			(24,418,800)
3 bed House (EXC. garage)				11,032	sqm @		1,710	psm			(18,864,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0		50%	18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0		100%	18	sqm @		653	psm			(881,550)
Total GIA check:				37,580	£ per garage		£11,754				
External works				65,787,030	@		15.0%				(9,868,055)
Ext. Works analysis:							24,670	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		242	£ per unit			(96,800)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		300	units @		5%	@	26,816	£ per unit		(402,240)
Part L/FHS			400	units @				8,760	£ per unit		(3,504,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			400	units @				1,000	£ per unit		(400,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(4,963,040)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.5%	% of BCIS costs			
Contingency (on construction)				82,030,125	@		5.0%				(4,101,506)

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Scheme Typology:	**Houses**	No Units:	**400**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		82,030,125	@	7.0%			(5,742,109)
Disposal Costs -							
OMS Marketing and Promotion		102,675,000	OMS @	3.00%	7,701	£ per unit	(3,080,250)
Residential Sales Agent Costs		102,675,000	OMS @	1.00%	2,567	£ per unit	(1,026,750)
Residential Sales Legal Costs		102,675,000	OMS @	0.25%	642	£ per unit	(256,688)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,934	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(910,118)
Developers Profit -							
Profit on OMS		102,675,000		20.00%			(20,535,000)
Margin on AH		18,086,500		6.00%	on AH values		(1,085,190)
Profit analysis:		120,761,500		17.90%	blended GDV	(21,620,190)	
		99,747,685		21.67%	on costs	(21,620,190)	
TOTAL COSTS							**(121,367,875)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(606,375)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(606,375)**
RLV analysis:	(1,516) £ per plot	(53,058)	£ per ha (net)	(21,472)	£ per acre (net)		
		(53,058)	£ per ha (gross)	(21,472)	£ per acre (gross)		
				-0.50%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		11.43	ha (gross)	28.24	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**7,589,500**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(717,139)**	£ per ha (net)	**(290,222)**	£ per acre (net)		**(8,195,875)**

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(290,222)	5%	10%	15%	20%	25%	30%	35%
	-	(102,013)	(130,640)	(159,303)	(188,016)	(216,799)	(245,667)	(275,988)
	1,000	(114,625)	(143,261)	(171,953)	(200,699)	(229,514)	(258,417)	(290,803)
Site Specific S106	2,000	(127,245)	(155,906)	(184,614)	(213,388)	(242,245)	(272,013)	(305,640)
5,500	3,000	(139,866)	(168,556)	(197,296)	(226,103)	(254,993)	(286,807)	(320,506)
	4,000	(152,509)	(181,212)	(209,978)	(238,822)	(268,100)	(301,629)	(335,413)
	5,000	(165,159)	(193,894)	(222,692)	(251,571)	(282,818)	(316,484)	(350,353)
	6,000	(177,810)	(206,576)	(235,407)	(264,463)	(297,633)	(331,362)	(365,327)
	7,000	(190,492)	(219,282)	(248,149)	(278,844)	(312,463)	(346,273)	(380,342)
	8,000	(203,174)	(231,997)	(260,903)	(293,637)	(327,328)	(361,225)	(395,400)
	9,000	(215,871)	(244,726)	(274,870)	(308,459)	(342,222)	(376,211)	(410,507)
	10,000	(228,586)	(257,475)	(289,649)	(323,306)	(357,141)	(391,233)	(425,666)
	11,000	(241,304)	(270,896)	(304,463)	(338,172)	(372,098)	(406,297)	(440,882)
	12,000	(254,052)	(285,675)	(319,285)	(353,081)	(387,094)	(421,407)	(456,159)
	13,000	(267,082)	(300,467)	(334,150)	(368,013)	(402,125)	(436,566)	(471,502)
	14,000	(281,701)	(315,288)	(349,030)	(382,972)	(417,194)	(451,780)	(486,916)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(290,222)	5%	10%	15%	20%	25%	30%	35%
	15.0%	27,697	(11,537)	(50,835)	(90,214)	(129,703)	(169,332)	(209,152)
	16.0%	(12,140)	(49,277)	(86,478)	(123,760)	(161,153)	(198,685)	(236,408)
Profit	17.0%	(51,976)	(87,017)	(122,121)	(157,306)	(192,603)	(228,038)	(263,766)
20.0%	18.0%	(91,812)	(124,756)	(157,764)	(190,853)	(224,052)	(257,391)	(294,811)
	19.0%	(131,649)	(162,496)	(193,407)	(224,399)	(255,502)	(289,983)	(326,321)
	20.0%	(171,485)	(200,235)	(229,050)	(257,945)	(290,222)	(323,917)	(357,831)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(290,222)	5%	10%	15%	20%	25%	30%	35%
	100,000	(2,735)	(31,485)	(60,300)	(89,195)	(121,472)	(155,167)	(189,081)
	110,000	(12,735)	(41,485)	(70,300)	(99,195)	(131,472)	(165,167)	(199,081)
BLV (£ per acre)	120,000	(22,735)	(51,485)	(80,300)	(109,195)	(141,472)	(175,167)	(209,081)
268,750	130,000	(32,735)	(61,485)	(90,300)	(119,195)	(151,472)	(185,167)	(219,081)
	140,000	(42,735)	(71,485)	(100,300)	(129,195)	(161,472)	(195,167)	(229,081)
	150,000	(52,735)	(81,485)	(110,300)	(139,195)	(171,472)	(205,167)	(239,081)
	160,000	(62,735)	(91,485)	(120,300)	(149,195)	(181,472)	(215,167)	(249,081)
	170,000	(72,735)	(101,485)	(130,300)	(159,195)	(191,472)	(225,167)	(259,081)
	180,000	(82,735)	(111,485)	(140,300)	(169,195)	(201,472)	(235,167)	(269,081)
	190,000	(92,735)	(121,485)	(150,300)	(179,195)	(211,472)	(245,167)	(279,081)
	200,000	(102,735)	(131,485)	(160,300)	(189,195)	(221,472)	(255,167)	(289,081)
	210,000	(112,735)	(141,485)	(170,300)	(199,195)	(231,472)	(265,167)	(299,081)
	220,000	(122,735)	(151,485)	(180,300)	(209,195)	(241,472)	(275,167)	(309,081)
	230,000	(132,735)	(161,485)	(190,300)	(219,195)	(251,472)	(285,167)	(319,081)
	240,000	(142,735)	(171,485)	(200,300)	(229,195)	(261,472)	(295,167)	(329,081)
	250,000	(152,735)	(181,485)	(210,300)	(239,195)	(271,472)	(305,167)	(339,081)

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Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(290,222)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(193,373)	(218,051)	(242,793)	(267,887)	(296,614)	(325,587)	(354,763)
	35	(171,485)	(200,235)	(229,050)	(257,945)	(290,222)	(323,917)	(357,831)
Density (dph)	40	(149,626)	(182,441)	(215,329)	(248,309)	(283,867)	(322,290)	(360,946)
35.0	45	(127,767)	(164,665)	(201,632)	(238,688)	(277,526)	(320,693)	(364,097)
	50	(105,938)	(146,905)	(187,947)	(229,087)	(271,215)	(319,109)	(367,256)
	55	(84,112)	(129,146)	(174,262)	(219,486)	(265,238)	(317,539)	(370,447)
	60	(62,285)	(111,387)	(160,584)	(209,891)	(259,492)	(315,989)	(373,642)
	65	(40,459)	(93,640)	(146,924)	(200,315)	(253,845)	(314,439)	(376,836)
	70	(18,633)	(75,905)	(133,265)	(190,740)	(248,364)	(312,888)	(380,051)
	75	3,181	(58,169)	(119,605)	(181,164)	(242,883)	(311,345)	(383,273)
	80	24,987	(40,434)	(105,946)	(171,589)	(237,402)	(309,819)	(386,495)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(290,222)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	97,657	67,121	36,579	6,005	(24,568)	(55,185)	(85,817)
	92%	44,117	13,970	(16,203)	(46,393)	(76,615)	(106,861)	(137,155)
Build Cost	94%	(9,545)	(39,313)	(69,124)	(98,956)	(128,821)	(158,745)	(188,724)
100%	96%	(63,344)	(92,765)	(122,209)	(151,705)	(181,254)	(210,869)	(240,571)
(105% = 5% increase)	98%	(117,318)	(146,383)	(175,508)	(204,688)	(233,941)	(263,383)	(296,956)
	100%	(171,485)	(200,235)	(229,050)	(257,945)	(290,222)	(323,917)	(357,831)
	102%	(225,891)	(254,344)	(285,522)	(318,661)	(351,970)	(385,523)	(419,410)
	104%	(282,850)	(315,443)	(348,193)	(381,128)	(414,329)	(447,876)	(481,931)
	106%	(346,459)	(378,827)	(411,397)	(444,248)	(477,472)	(511,235)	(545,784)
	108%	(410,570)	(442,781)	(475,290)	(508,205)	(541,682)	(576,000)	(611,602)
	110%	(475,289)	(507,464)	(540,080)	(573,298)	(607,385)	(642,826)	(680,381)
	112%	(540,791)	(573,114)	(606,082)	(639,975)	(675,270)	(712,577)	(750,523)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(290,222)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(938,088)	(934,905)	(931,853)	(964,836)	(1,076,799)	(1,188,762)	(1,300,725)
	82%	(851,056)	(852,213)	(853,470)	(854,785)	(856,198)	(857,756)	(941,429)
Market Values	84%	(765,046)	(770,529)	(776,042)	(781,659)	(787,330)	(793,164)	(799,127)
100%	86%	(680,538)	(689,753)	(699,492)	(709,356)	(719,306)	(729,337)	(739,544)
(105% = 5% increase)	88%	(600,448)	(612,645)	(625,201)	(638,236)	(651,923)	(666,245)	(680,641)
	90%	(523,405)	(538,893)	(554,630)	(570,681)	(587,176)	(604,275)	(622,271)
	92%	(448,241)	(467,167)	(486,274)	(505,611)	(525,263)	(545,339)	(566,023)
	94%	(374,307)	(396,751)	(419,334)	(442,093)	(465,095)	(488,406)	(512,169)
	96%	(301,221)	(327,236)	(353,359)	(379,628)	(406,077)	(432,778)	(459,813)
	98%	(233,774)	(259,391)	(288,062)	(317,892)	(347,859)	(378,030)	(408,467)
	100%	(171,485)	(200,235)	(229,050)	(257,945)	(290,222)	(323,917)	(357,831)
	102%	(109,493)	(141,388)	(173,339)	(205,358)	(237,464)	(270,277)	(307,717)
	104%	(47,751)	(82,791)	(117,877)	(153,031)	(188,265)	(223,606)	(259,070)
	106%	13,813	(24,383)	(62,634)	(100,932)	(139,298)	(177,753)	(216,317)
	108%	75,226	33,858	(7,544)	(48,987)	(90,493)	(132,084)	(173,779)
	110%	136,508	91,974	47,414	2,815	(41,850)	(86,579)	(131,395)
	112%	197,682	149,985	102,259	54,500	6,679	(41,198)	(89,154)
	114%	258,767	207,912	157,011	106,095	55,112	4,081	(47,020)
	116%	319,785	265,756	211,687	157,598	103,464	49,273	(4,978)
	118%	380,747	323,526	266,305	209,034	151,748	94,394	36,986
	120%	441,629	381,257	320,851	260,421	199,955	139,459	78,887

TABLE 7

Balance (RLV - BLV £ per acre (n))	(290,222)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(108,224)	(136,860)	(165,536)	(194,264)	(223,061)	(251,946)	(283,280)
	10,000	(45,220)	(73,753)	(102,332)	(130,939)	(159,587)	(188,292)	(217,073)
Grant (£ per unit)	15,000	17,598	(10,886)	(39,372)	(67,901)	(96,445)	(125,024)	(153,654)
-	20,000	80,242	51,809	23,364	(5,082)	(33,566)	(62,053)	(90,581)
	25,000	142,739	114,351	85,940	57,529	29,118	673	(27,771)
	30,000	205,119	176,758	148,376	119,993	91,610	63,227	34,817
	35,000	267,397	239,050	210,689	182,329	153,968	125,607	97,247
	40,000	329,585	301,241	272,897	244,552	216,208	187,864	159,520
	45,000	391,680	363,347	335,014	306,681	278,349	250,016	221,683
	50,000	453,714	425,387	397,060	368,732	340,405	312,078	283,751
	55,000	515,703	487,376	459,049	430,722	402,395	374,068	345,741

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: BF HMV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	157.5	70.0%	105.0	44%	262.5
3 bed House	40.0%	180.0	20.0%	30.0	35%	210.0
4 + bed House	25.0%	112.5	10.0%	15.0	21%	127.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	450.0	100.0%	150.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	11,025	118,672	7,350	79,115	18,375	197,787
3 bed House	18,360	197,625	3,060	32,938	21,420	230,563
4 + bed House	14,625	157,422	1,950	20,990	16,575	178,412
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	44,010	473,720	12,360	133,042	56,370	606,762
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	68,250,000
3 bed House	350,000	3,431	319	3,431	319	73,500,000
4 + bed House	445,000	3,423	318	3,423	318	56,737,500
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						198,487,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	157.5	@	260,000		40,950,000
3 bed House	180.0	@	350,000		63,000,000
4 + bed House	112.5	@	445,000		50,062,500
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	450.0				154,012,500
Affordable Rent GDV -					
2 bed House	31.5	@	182,000		5,733,000
3 bed House	9.0	@	245,000		2,205,000
4 + bed House	4.5	@	311,500		1,401,750
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	45.0				9,339,750
Social Rent GDV -					
2 bed House	47.3	@	130,000		6,142,500
3 bed House	13.5	@	175,000		2,362,500
4 + bed House	6.8	@	222,500		1,501,875
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	67.5				10,006,875
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	26.3	@	182,000		4,777,500
3 bed House	7.5	@	245,000		1,837,500
4 + bed House	3.8	@	311,500		1,168,125
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	37.5	150.0			7,783,125
Sub-total GDV Residential	**600**				**181,142,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	17,345,250
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	600	units @	0	per unit	-
Total GDV					**181,142,250**

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£		(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£		(406,005)
CIL (Mrkt only inc. garages)	Max			44,010	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				600	units @		5,500	per unit			(3,300,000)
	Sub-total									(3,300,000)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				56,370	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				17.14	ha @		123,550	£ per ha (if brownfield)			(2,118,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			600	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				18,375	sqm @		1,710	psm			(31,421,250)
3 bed House				21,420	sqm @		1,710	psm			(36,628,200)
3 bed House (EXC. garage)				16,557	sqm @		1,710	psm			(28,312,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	180.0	50%		18	sqm @		653	psm			(1,057,860)
Garages for 4B House	112.5	100%		18	sqm @		653	psm			(1,322,325)
Total GIA check:				56,370	£ per garage		£11,754				
External works				98,711,325	@		15.0%				(14,806,699)
Ext. Works analysis:							24,678	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				600	units @		242	£ per unit			(145,200)
M4(2) Category 2 Housing	Aff units	150	units @			100%	@	1,400	£ per unit		(210,000)
M4(2) Category 2 Housing	OMS units	450	units @			100%	@	1,400	£ per unit		(630,000)
M4(3) Category 3 Housing	Flats	-	units @			5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses	450	units @			5%	@	26,816	£ per unit		(603,360)
Part L/FHS		600	units @					8,760	£ per unit		(5,256,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses		600	units @					1,000	£ per unit		(600,000)
EV Charging Points - Flats		-	units @				4 flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(7,444,560)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							7.5%	% of BCIS costs			
Contingency (on construction)				123,080,584	@		5.0%				(6,154,029)

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Scheme Typology:	**Houses**	No Units:	**600**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		123,080,584	@	7.0%			(8,615,641)
Disposal Costs -							
OMS Marketing and Promotion		154,012,500	OMS @	3.00%	7,701	£ per unit	(4,620,375)
Residential Sales Agent Costs		154,012,500	OMS @	1.00%	2,567	£ per unit	(1,540,125)
Residential Sales Legal Costs		154,012,500	OMS @	0.25%	642	£ per unit	(385,031)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,926	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(1,094,467)
Developers Profit -							
Profit on OMS		154,012,500		20.00%			(30,802,500)
Margin on AH		27,129,750		6.00%	on AH values		(1,627,785)
Profit analysis:		181,142,250		17.90%	blended GDV	(32,430,285)	
		149,341,592		21.72%	on costs	(32,430,285)	
TOTAL COSTS							**(181,771,877)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(629,627)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(629,627)**
RLV analysis:	(1,049) £ per plot	(36,728)	£ per ha (net)	(14,864)	£ per acre (net)		
		(36,728)	£ per ha (gross)	(14,864)	£ per acre (gross)		
				-0.35%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		17.14	ha (gross)	42.36	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	18,974 £ per plot	664,081	£ per ha (net)	268,750	£ per acre (net)		**11,384,250**
BLV analysis:		664,081	£ per ha (gross)	268,750	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(700,810)**	£ per ha (net)	**(283,614)**	£ per acre (net)		**(12,013,877)**

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(283,614)	5%	10%	15%	20%	25%	30%	35%
	-	(96,416)	(125,189)	(154,001)	(182,862)	(211,784)	(240,797)	(270,379)
	1,000	(108,945)	(137,729)	(166,560)	(195,448)	(224,406)	(253,448)	(285,062)
Site Specific S106	2,000	(121,478)	(150,283)	(179,136)	(208,047)	(237,033)	(266,232)	(299,773)
5,500	3,000	(134,012)	(162,838)	(191,712)	(220,657)	(249,681)	(280,667)	(314,507)
	4,000	(146,566)	(175,410)	(204,311)	(233,280)	(262,340)	(295,353)	(329,267)
	5,000	(159,120)	(187,987)	(216,911)	(245,917)	(276,278)	(310,067)	(344,054)
	6,000	(171,685)	(200,575)	(229,531)	(258,565)	(290,955)	(324,806)	(358,872)
	7,000	(184,261)	(213,175)	(242,155)	(271,906)	(305,647)	(339,567)	(373,723)
	8,000	(196,839)	(225,782)	(254,801)	(286,560)	(320,361)	(354,355)	(388,611)
	9,000	(209,439)	(238,406)	(267,638)	(301,243)	(335,104)	(369,172)	(403,538)
	10,000	(222,038)	(251,037)	(282,186)	(315,941)	(349,868)	(384,022)	(418,507)
	11,000	(234,657)	(263,695)	(296,848)	(330,655)	(364,657)	(398,908)	(433,521)
	12,000	(247,280)	(277,814)	(311,530)	(345,402)	(379,473)	(413,829)	(448,583)
	13,000	(259,921)	(292,466)	(326,235)	(360,169)	(394,323)	(428,788)	(463,697)
	14,000	(273,451)	(307,136)	(340,953)	(374,959)	(409,206)	(443,791)	(478,871)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(283,614)	5%	10%	15%	20%	25%	30%	35%
	15.0%	33,784	(5,577)	(45,005)	(84,509)	(124,111)	(163,847)	(203,765)
	16.0%	(6,053)	(43,317)	(80,648)	(118,055)	(155,561)	(193,200)	(231,022)
Profit	17.0%	(45,889)	(81,057)	(116,291)	(151,602)	(187,010)	(222,553)	(258,278)
20.0%	18.0%	(85,725)	(118,796)	(151,934)	(185,148)	(218,460)	(251,906)	(288,440)
	19.0%	(125,561)	(156,536)	(187,577)	(218,694)	(249,910)	(283,498)	(319,951)
	20.0%	(165,398)	(194,275)	(223,220)	(252,241)	(283,614)	(317,432)	(351,461)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(283,614)	5%	10%	15%	20%	25%	30%	35%
	100,000	3,352	(25,525)	(54,470)	(83,491)	(114,864)	(148,682)	(182,711)
	110,000	(6,648)	(35,525)	(64,470)	(93,491)	(124,864)	(158,682)	(192,711)
BLV (£ per acre)	120,000	(16,648)	(45,525)	(74,470)	(103,491)	(134,864)	(168,682)	(202,711)
268,750	130,000	(26,648)	(55,525)	(84,470)	(113,491)	(144,864)	(178,682)	(212,711)
	140,000	(36,648)	(65,525)	(94,470)	(123,491)	(154,864)	(188,682)	(222,711)
	150,000	(46,648)	(75,525)	(104,470)	(133,491)	(164,864)	(198,682)	(232,711)
	160,000	(56,648)	(85,525)	(114,470)	(143,491)	(174,864)	(208,682)	(242,711)
	170,000	(66,648)	(95,525)	(124,470)	(153,491)	(184,864)	(218,682)	(252,711)
	180,000	(76,648)	(105,525)	(134,470)	(163,491)	(194,864)	(228,682)	(262,711)
	190,000	(86,648)	(115,525)	(144,470)	(173,491)	(204,864)	(238,682)	(272,711)
	200,000	(96,648)	(125,525)	(154,470)	(183,491)	(214,864)	(248,682)	(282,711)
	210,000	(106,648)	(135,525)	(164,470)	(193,491)	(224,864)	(258,682)	(292,711)
	220,000	(116,648)	(145,525)	(174,470)	(203,491)	(234,864)	(268,682)	(302,711)
	230,000	(126,648)	(155,525)	(184,470)	(213,491)	(244,864)	(278,682)	(312,711)
	240,000	(136,648)	(165,525)	(194,470)	(223,491)	(254,864)	(288,682)	(322,711)
	250,000	(146,648)	(175,525)	(204,470)	(233,491)	(264,864)	(298,682)	(332,711)

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Scheme Typology: Houses — No Units: 600
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(283,614)	5%	10%	15%	20%	25%	30%	35%
	30	(188,243)	(213,039)	(237,901)	(262,837)	(291,103)	(320,196)	(349,493)
	35	(165,398)	(194,275)	(223,220)	(252,241)	(283,614)	(317,432)	(351,461)
Density (dph)	40	(142,594)	(175,554)	(208,581)	(241,686)	(276,183)	(314,733)	(353,500)
35.0	45	(119,805)	(156,852)	(193,963)	(231,156)	(268,789)	(312,077)	(355,587)
	50	(97,036)	(138,167)	(179,368)	(220,657)	(262,082)	(309,448)	(357,703)
	55	(74,267)	(119,488)	(164,779)	(210,160)	(255,662)	(306,838)	(359,847)
	60	(51,521)	(100,830)	(150,211)	(199,684)	(249,275)	(304,247)	(362,007)
	65	(28,779)	(82,172)	(135,644)	(189,214)	(242,904)	(301,667)	(364,182)
	70	(6,036)	(63,514)	(121,076)	(178,744)	(236,542)	(299,088)	(366,358)
	75	16,706	(44,862)	(106,521)	(168,278)	(230,179)	(296,528)	(368,558)
	80	39,448	(26,224)	(91,974)	(157,828)	(223,816)	(293,973)	(370,759)

TABLE 5 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(283,614)	5%	10%	15%	20%	25%	30%	35%
	90%	102,055	71,351	40,645	9,912	(20,831)	(51,606)	(82,412)
	92%	48,785	18,471	(11,857)	(42,208)	(72,592)	(103,008)	(133,467)
Build Cost	94%	(4,580)	(34,507)	(64,471)	(94,462)	(124,490)	(154,566)	(184,703)
100%	96%	(58,050)	(87,618)	(117,217)	(146,860)	(176,556)	(206,318)	(236,167)
(105% = 5% increase)	98%	(111,651)	(140,861)	(170,120)	(199,439)	(228,830)	(258,312)	(291,198)
	100%	(165,398)	(194,275)	(223,220)	(252,241)	(283,614)	(317,432)	(351,461)
	102%	(219,333)	(247,900)	(278,059)	(311,306)	(344,719)	(378,352)	(412,292)
	104%	(274,509)	(307,215)	(340,050)	(373,061)	(406,305)	(439,871)	(473,903)
	106%	(337,424)	(369,851)	(402,466)	(435,324)	(468,530)	(502,217)	(536,624)
	108%	(400,715)	(432,938)	(465,423)	(498,270)	(531,621)	(565,716)	(600,983)
	110%	(464,484)	(496,603)	(529,098)	(562,122)	(595,925)	(630,928)	(667,939)
	112%	(528,871)	(561,023)	(593,738)	(627,260)	(662,017)	(698,823)	(739,379)

TABLE 6 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(283,614)	5%	10%	15%	20%	25%	30%	35%
	80%	(938,989)	(938,798)	(938,737)	(998,874)	(1,098,733)	(1,198,592)	(1,298,452)
	82%	(841,361)	(845,826)	(850,412)	(855,156)	(860,092)	(865,253)	(970,620)
Market Values	84%	(749,216)	(756,132)	(764,023)	(773,185)	(782,700)	(792,425)	(802,406)
100%	86%	(666,454)	(675,742)	(685,556)	(696,102)	(707,713)	(720,966)	(735,504)
(105% = 5% increase)	88%	(588,298)	(600,613)	(613,261)	(626,349)	(640,065)	(654,687)	(670,711)
	90%	(512,660)	(528,287)	(544,136)	(560,292)	(576,855)	(593,997)	(611,995)
	92%	(438,559)	(457,631)	(476,870)	(496,327)	(516,079)	(536,233)	(556,967)
	94%	(365,453)	(388,046)	(410,774)	(433,666)	(456,782)	(480,194)	(504,028)
	96%	(293,030)	(319,202)	(345,470)	(371,876)	(398,451)	(425,263)	(452,391)
	98%	(227,296)	(253,045)	(280,731)	(310,693)	(340,793)	(371,082)	(401,624)
	100%	(165,398)	(194,275)	(223,220)	(252,241)	(283,614)	(317,432)	(351,461)
	102%	(103,747)	(135,766)	(167,839)	(199,983)	(232,210)	(264,589)	(301,738)
	104%	(42,292)	(77,459)	(112,673)	(147,948)	(183,297)	(218,738)	(254,308)
	106%	19,025	(19,304)	(57,671)	(96,087)	(134,566)	(173,130)	(211,806)
	108%	80,208	38,723	(2,794)	(44,358)	(85,983)	(127,682)	(169,471)
	110%	141,294	96,650	51,976	7,252	(37,520)	(82,354)	(127,282)
	112%	202,299	154,490	106,651	58,768	10,843	(37,140)	(85,197)
	114%	263,236	212,256	161,255	110,210	59,127	7,992	(43,212)
	116%	324,118	269,961	215,796	161,587	107,344	53,053	(1,301)
	118%	384,936	327,618	270,277	212,913	155,503	98,053	40,546
	120%	445,715	385,235	324,716	264,184	203,616	143,002	82,338

TABLE 7 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(283,614)	5%	10%	15%	20%	25%	30%	35%
	5,000	(102,602)	(131,379)	(160,199)	(189,069)	(218,010)	(247,035)	(277,618)
	10,000	(39,999)	(68,693)	(97,425)	(126,192)	(155,001)	(183,864)	(212,801)
Grant (£ per unit)	15,000	22,458	(6,189)	(34,845)	(63,536)	(92,253)	(121,005)	(149,802)
-	20,000	84,774	56,184	27,564	(1,058)	(29,711)	(58,382)	(87,081)
	25,000	146,987	118,422	89,851	61,260	32,670	4,049	(24,580)
	30,000	209,106	180,563	152,021	123,465	94,901	66,336	37,746
	35,000	271,143	242,619	214,095	185,570	157,027	128,485	99,942
	40,000	333,110	304,600	276,091	247,582	219,061	190,537	162,013
	45,000	395,017	366,519	338,020	309,522	281,014	252,505	223,995
	50,000	456,876	428,385	399,893	371,394	342,896	314,398	285,899
	55,000	518,683	490,192	461,701	433,210	404,719	376,228	347,737

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **BF HV 9** (see Typologies Matrix)
Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9 Units		
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00 £ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
3 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	0.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	315	3,391	0	0	315	3,391
3 bed House	459	4,941	0	0	459	4,941
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	774	8,331	0	0	774	8,331
AH % by floor area:			0.00% AH % by floor area (difference due to mix)			

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	1,282,500
3 bed House	365,000	3,578	332	3,578	332	1,642,500
4 + bed House	480,000	16,000	1,486	16,000	1486	0
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						2,925,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.5	@	285,000		1,282,500
3 bed House	4.5	@	365,000		1,642,500
4 + bed House	0.0	@	480,000		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	9.0				2,925,000
Affordable Rent GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	255,500		-
4 + bed House	0.0	@	336,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	142,500		-
3 bed House	0.0	@	182,500		-
4 + bed House	0.0	@	240,000		-
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	255,500		-
4 + bed House	0.0	@	336,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**2,925,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0 per unit		-
Total GDV					**2,925,000**

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			774	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV			0	£ per unit (total units)		
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500	£ per ha		1.69%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				774	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		123,550	£ per ha (if brownfield)			(31,770)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				315	sqm @		1,710	psm			(538,650)
3 bed House				459	sqm @		1,710	psm			(784,890)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	4.5		50%	18	sqm @		653	psm			(26,447)
Garages for 4B House	-		100%	18	sqm @		653	psm			-
Total GIA check:				774	£ per garage		£11,754				
External works				1,288,427	@		15.0%				(193,264)
Ext. Works analysis:							21,474	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		242	£ per unit			(2,178)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	1,400	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @		100%	@	1,400	£ per unit		(12,600)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		9	units @		5%	@	26,816	£ per unit		(12,067)
Part L/FHS			9	units @				8,760	£ per unit		(78,840)
Part L/FHS analysis:								6.1%	% of BCIS costs		
EV Charging Points - Houses			9	units @				1,000	£ per unit		(9,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(114,685)	
Policy Costs analysis:	(design costs only)							12,743	£ per unit (total units)		
								8.9%	% of BCIS costs		
Contingency (on construction)				1,628,146	@		5.0%				(81,407)

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Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		1,628,146	@	7.0%			(113,970)
Disposal Costs -							
OMS Marketing and Promotion		2,925,000	OMS @	3.00%	9,750	£ per unit	(87,750)
Residential Sales Agent Costs		2,925,000	OMS @	1.00%	3,250	£ per unit	(29,250)
Residential Sales Legal Costs		2,925,000	OMS @	0.25%	813	£ per unit	(7,313)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					14,924	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(24,786)
Developers Profit -							
Profit on OMS		2,925,000		20.00%			(585,000)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,925,000		20.00%	blended GDV	(585,000)	
		2,063,874		28.34%	on costs	(585,000)	
TOTAL COSTS							**(2,648,874)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							276,126
SDLT		276,126	@	HMRC formula			(3,306)
Acquisition Agent fees		276,126	@	1.0%			(2,761)
Acquisition Legal fees		276,126	@	0.5%			(1,381)
Interest on Land		276,126	@	7.00%			(19,329)
Residual Land Value							**249,349**
RLV analysis:	27,705 £ per plot	969,692	£ per ha (net)	392,429	£ per acre (net)		
		969,692	£ per ha (gross)	392,429	£ per acre (gross)		
				8.52%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.26	ha (gross)	0.64	acres (gross)		
Density analysis:		3,010	sqm/ha (net)	13,112	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	19,415 £ per plot	679,525	£ per ha (net)	275,000	£ per acre (net)		**174,735**
BLV analysis:		679,525	£ per ha (gross)	275,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**290,167**	£ per ha (net)	**117,429**	£ per acre (net)		**74,614**

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	117,429	10%	15%	20%	25%	30%	35%	40%
	-	126,979	97,388	67,310	36,693	6,077	(24,540)	(55,157)
	1,000	114,482	84,892	54,380	23,763	(6,853)	(37,470)	(68,290)
Site Specific S106	2,000	101,986	72,067	41,450	10,833	(19,783)	(50,400)	(81,509)
5,500	3,000	89,489	59,137	28,520	(2,096)	(32,713)	(63,427)	(94,728)
	4,000	76,824	46,207	15,590	(15,026)	(45,643)	(76,646)	(107,947)
	5,000	63,894	33,277	2,660	(27,956)	(58,573)	(89,865)	(121,166)
	6,000	50,964	20,347	(10,270)	(40,886)	(71,783)	(103,084)	(134,385)
	7,000	38,034	7,417	(23,200)	(53,816)	(85,002)	(116,302)	(147,603)
	8,000	25,104	(5,513)	(36,130)	(66,920)	(98,220)	(129,521)	(160,822)
	9,000	12,174	(18,443)	(49,059)	(80,138)	(111,439)	(142,740)	(174,041)
	10,000	(756)	(31,373)	(62,056)	(93,357)	(124,658)	(155,959)	(187,260)
	11,000	(13,686)	(44,303)	(75,275)	(106,576)	(137,877)	(169,178)	(200,479)
	12,000	(26,616)	(57,233)	(88,494)	(119,795)	(151,096)	(182,397)	(213,698)
	13,000	(39,546)	(70,412)	(101,713)	(133,014)	(164,315)	(195,616)	(226,917)
	14,000	(52,476)	(83,631)	(114,932)	(146,233)	(177,534)	(208,835)	(240,136)

TABLE 2

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	117,429	10%	15%	20%	25%	30%	35%	40%
	15.0%	237,435	197,890	158,344	118,799	79,163	38,246	(2,670)
	16.0%	201,598	164,043	126,489	88,935	50,323	11,466	(27,391)
Profit	17.0%	165,760	130,197	94,633	58,280	21,483	(15,314)	(52,111)
20.0%	18.0%	129,923	96,350	62,116	27,379	(7,358)	(42,094)	(77,230)
	19.0%	94,085	61,832	29,156	(3,521)	(36,198)	(69,095)	(102,502)
	20.0%	57,429	26,812	(3,805)	(34,421)	(65,173)	(96,474)	(127,775)

TABLE 3

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	117,429	10%	15%	20%	25%	30%	35%	40%
	100,000	232,429	201,812	171,195	140,579	109,827	78,526	47,225
	110,000	222,429	191,812	161,195	130,579	99,827	68,526	37,225
BLV (£ per acre)	120,000	212,429	181,812	151,195	120,579	89,827	58,526	27,225
275,000	130,000	202,429	171,812	141,195	110,579	79,827	48,526	17,225
	140,000	192,429	161,812	131,195	100,579	69,827	38,526	7,225
	150,000	182,429	151,812	121,195	90,579	59,827	28,526	(2,775)
	160,000	172,429	141,812	111,195	80,579	49,827	18,526	(12,775)
	170,000	162,429	131,812	101,195	70,579	39,827	8,526	(22,775)
	180,000	152,429	121,812	91,195	60,579	29,827	(1,474)	(32,775)
	190,000	142,429	111,812	81,195	50,579	19,827	(11,474)	(42,775)
	200,000	132,429	101,812	71,195	40,579	9,827	(21,474)	(52,775)
	210,000	122,429	91,812	61,195	30,579	(173)	(31,474)	(62,775)
	220,000	112,429	81,812	51,195	20,579	(10,173)	(41,474)	(72,775)
	230,000	102,429	71,812	41,195	10,579	(20,173)	(51,474)	(82,775)
	240,000	92,429	61,812	31,195	579	(30,173)	(61,474)	(92,775)
	250,000	82,429	51,812	21,195	(9,421)	(40,173)	(71,474)	(102,775)

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	117,429	Affordable Housing - % on site 0% 10%	15%	20%	25%	30%	35%	40%
	30	2,426	(23,816)	(50,059)	(76,302)	(102,829)	(129,658)	(156,488)
	35	57,429	26,812	(3,805)	(34,421)	(65,173)	(96,474)	(127,775)
Density (dph)	40	112,431	77,441	42,450	7,460	(27,531)	(63,290)	(99,062)
35.0	45	167,434	128,069	88,705	49,341	9,976	(30,106)	(70,350)
	50	222,436	178,698	134,960	91,222	47,483	3,078	(41,637)
	55	277,439	229,327	181,215	133,102	84,990	36,263	(12,925)
	60	332,441	279,955	227,469	174,983	122,498	69,447	15,788
	65	387,443	330,584	273,724	216,864	160,005	102,631	44,501
	70	442,321	381,212	319,979	258,745	197,512	135,815	73,213
	75	497,189	431,841	366,234	300,626	235,019	168,999	101,926
	80	552,056	482,470	412,488	342,507	272,526	202,183	130,638

TABLE 5

Balance (RLV - BLV £ per acre (n))	117,429	Affordable Housing - % on site 0% 10%	15%	20%	25%	30%	35%	40%
	90%	260,811	219,423	178,035	136,647	95,259	52,899	10,054
	92%	220,406	181,385	142,364	103,343	63,713	23,257	(17,211)
Build Cost	94%	180,001	143,347	106,686	69,541	31,535	(6,471)	(44,477)
100%	96%	139,516	105,164	70,430	34,887	(656)	(36,199)	(72,026)
(105% = 5% increase)	98%	98,882	66,392	33,313	233	(32,847)	(66,082)	(99,901)
	100%	57,429	26,812	(3,805)	(34,421)	(65,173)	(96,474)	(127,775)
	102%	15,386	(12,768)	(40,922)	(69,301)	(98,084)	(126,867)	(155,649)
	104%	(26,657)	(52,348)	(78,464)	(104,729)	(130,994)	(157,259)	(183,524)
	106%	(68,918)	(92,664)	(116,411)	(140,158)	(163,905)	(187,651)	(211,398)
	108%	(111,900)	(133,129)	(154,358)	(175,586)	(196,815)	(218,044)	(239,272)
	110%	(154,883)	(173,594)	(192,304)	(211,015)	(229,725)	(248,436)	(267,147)
	112%	(197,866)	(214,058)	(230,251)	(246,443)	(262,636)	(279,184)	(296,881)

TABLE 6

Balance (RLV - BLV £ per acre (n))	117,429	Affordable Housing - % on site 0% 10%	15%	20%	25%	30%	35%	40%
	80%	(544,794)	(543,750)	(542,707)	(541,664)	(540,620)	(539,577)	(538,534)
	82%	(480,888)	(483,395)	(485,902)	(488,409)	(490,916)	(493,423)	(495,930)
Market Values	84%	(417,055)	(423,039)	(429,096)	(435,153)	(441,211)	(447,268)	(453,326)
100%	86%	(353,529)	(363,033)	(372,537)	(382,042)	(391,546)	(401,114)	(410,721)
(105% = 5% increase)	88%	(290,003)	(303,037)	(316,070)	(329,103)	(342,136)	(355,170)	(368,203)
	90%	(230,602)	(245,756)	(260,911)	(276,165)	(292,727)	(309,290)	(325,852)
	92%	(172,475)	(190,859)	(209,243)	(227,627)	(246,011)	(264,395)	(283,501)
	94%	(114,349)	(135,962)	(157,575)	(179,188)	(200,802)	(222,415)	(244,028)
	96%	(56,283)	(81,065)	(105,907)	(130,750)	(155,592)	(180,435)	(205,277)
	98%	573	(26,885)	(54,343)	(82,311)	(110,383)	(138,454)	(166,526)
	100%	57,429	26,812	(3,805)	(34,421)	(65,173)	(96,474)	(127,775)
	102%	113,198	80,509	46,734	12,959	(20,817)	(54,592)	(89,024)
	104%	168,148	132,452	96,756	60,338	23,404	(13,530)	(50,464)
	106%	222,847	184,179	145,512	106,844	67,626	27,533	(12,560)
	108%	277,534	235,829	194,123	152,417	110,712	68,560	25,344
	110%	332,222	287,478	242,734	197,990	153,246	108,503	63,131
	112%	386,909	339,127	291,345	243,563	195,781	147,999	100,217
	114%	441,597	390,777	339,956	289,136	238,316	187,496	136,675
	116%	496,284	442,426	388,567	334,709	280,851	226,992	173,134
	118%	550,972	494,075	437,179	380,282	323,385	266,489	209,592
	120%	605,659	545,724	485,790	425,855	365,920	305,985	246,050

TABLE 7

Balance (RLV - BLV £ per acre (n))	117,429	Affordable Housing - % on site 0% 10%	15%	20%	25%	30%	35%	40%
	5,000	120,732	91,142	60,847	30,230	(387)	(31,003)	(61,679)
	10,000	183,051	153,498	123,945	94,392	64,249	33,648	3,031
Grant (£ per unit)	15,000	245,184	215,631	186,078	156,525	126,972	97,419	67,381
-	20,000	307,317	277,764	248,211	218,658	189,105	159,552	130,000
	25,000	369,450	339,897	310,344	280,791	251,238	221,686	192,133
	30,000	431,583	402,030	372,477	342,924	313,372	283,819	254,266
	35,000	493,716	464,163	434,610	405,058	375,505	345,952	316,399
	40,000	555,849	526,296	496,744	467,191	437,638	408,085	378,532
	45,000	617,982	588,430	558,877	529,324	499,771	470,218	440,665
	50,000	680,115	650,563	621,010	591,457	561,904	532,351	502,781
	55,000	742,249	712,696	683,143	653,590	624,010	594,316	564,622

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Appraisal Ref: **BF HV 25** (see Typologies Matrix)
Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	6.6	70.0%	4.4	44%	10.9
3 bed House	40.0%	7.5	20.0%	1.3	35%	8.8
4 + bed House	25.0%	4.7	10.0%	0.6	21%	5.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	18.8	100.0%	6.3	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	459	4,945	306	3,296	766	8,241
3 bed House	765	8,234	128	1,372	893	9,607
4 + bed House	141	1,514	19	202	159	1,715
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,365	14,693	453	4,871	1,818	19,563
AH % by floor area:			24.90%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	3,117,188
3 bed House	365,000	3,578	332	3,578	332	3,193,750
4 + bed House	480,000	16,000	1,486	16,000	1486	2,550,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						8,860,938

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	6.6	@	285,000		1,870,313
3 bed House	7.5	@	365,000		2,737,500
4 + bed House	4.7	@	480,000		2,250,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	18.8				6,857,813
Affordable Rent GDV -					
2 bed House	1.3	@	199,500		261,844
3 bed House	0.4	@	255,500		95,813
4 + bed House	0.2	@	336,000		63,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	1.9				420,656
Social Rent GDV -					
2 bed House	2.0	@	142,500		280,547
3 bed House	0.6	@	182,500		102,656
4 + bed House	0.3	@	240,000		67,500
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	2.8				450,703
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.1	@	199,500		218,203
3 bed House	0.3	@	255,500		79,844
4 + bed House	0.2	@	336,000		52,500
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	1.6	6.3			350,547
Sub-total GDV Residential	**25**				**8,079,719**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	781,219
	430 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**8,079,719**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,365	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				25	units @		5,500	per unit			(137,500)
	Sub-total									(137,500)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				1,818	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.71	ha @		123,550	£ per ha (if brownfield)			(88,250)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			25	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				766	sqm @		1,710	psm			(1,309,219)
3 bed House				893	sqm @		1,710	psm			(1,526,175)
3 bed House (EXC. garage)				141	sqm @		1,710	psm			(241,751)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	7.5	50%		18	sqm @		653	psm			(44,078)
Garages for 4B House	4.7	100%		18	sqm @		653	psm			(55,097)
Total GIA check:				1,818	£ per garage		£11,754				
External works				3,145,539	@		15.0%				(471,831)
Ext. Works analysis:							18,873	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				25	units @		242	£ per unit			(6,050)
M4(2) Category 2 Housing	Aff units		6	units @		100%	@	1,400	£ per unit		(8,750)
M4(2) Category 2 Housing	OMS units		19	units @		100%	@	1,400	£ per unit		(26,250)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		19	units @		5%	@	26,816	£ per unit		(25,140)
Part L/FHS			25	units @				8,760	£ per unit		(219,000)
Part L/FHS analysis:							7.0%	% of BCIS costs			
EV Charging Points - Houses			25	units @				1,000	£ per unit		(25,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(310,190)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							9.9%	% of BCIS costs			
Contingency (on construction)				4,015,810	@		5.0%				(200,791)

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Scheme Typology:	**Houses**	No Units:	**25**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		4,015,810	@	7.0%			(281,107)
Disposal Costs -							
OMS Marketing and Promotion		6,857,813	OMS @	3.00%	8,229	£ per unit	(205,734)
Residential Sales Agent Costs		6,857,813	OMS @	1.00%	2,743	£ per unit	(68,578)
Residential Sales Legal Costs		6,857,813	OMS @	0.25%	686	£ per unit	(17,145)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		25 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					12,058	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(46,996)
Developers Profit -							
Profit on OMS		6,857,813		20.00%			(1,371,563)
Margin on AH		1,221,906		6.00%	on AH values		(73,314)
Profit analysis:		8,079,719		17.88%	blended GDV	(1,444,877)	
		5,063,036		28.54%	on costs	(1,444,877)	
TOTAL COSTS							**(6,507,913)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							1,571,806
SDLT		1,571,806	@	HMRC formula			(68,090)
Acquisition Agent fees		1,571,806	@	1.0%			(15,718)
Acquisition Legal fees		1,571,806	@	0.5%			(7,859)
Interest on Land		1,571,806	@	7.00%			(110,026)
Residual Land Value							**1,370,112**
RLV analysis:	54,804 £ per plot	1,918,157	£ per ha (net)	776,268	£ per acre (net)		
		1,918,157	£ per ha (gross)	776,268	£ per acre (gross)		
				16.96%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.71	ha (gross)	1.77	acres (gross)		
Density analysis:		2,545	sqm/ha (net)	11,084	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	19,415 £ per plot	679,525	£ per ha (net)	275,000	£ per acre (net)		**485,375**
BLV analysis:		679,525	£ per ha (gross)	275,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**1,238,632**	£ per ha (net)	**501,268**	£ per acre (net)		**884,737**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	501,268	5%	10%	15%	20%	25%	30%	35%
	-	773,963	722,875	671,788	620,700	569,612	518,525	467,437
	1,000	761,537	710,449	659,361	608,274	557,186	506,098	455,011
Site Specific S106	2,000	749,110	698,023	646,935	595,847	544,760	493,672	442,584
5,500	3,000	736,684	685,596	634,509	583,421	532,333	481,246	430,158
	4,000	724,258	673,170	622,082	570,995	519,907	468,819	417,732
	5,000	711,831	660,744	609,656	558,568	507,481	456,393	405,305
	6,000	699,405	648,317	597,230	546,142	495,054	443,967	392,879
	7,000	686,979	635,891	584,804	533,716	482,628	431,541	380,453
	8,000	674,553	623,465	572,377	521,290	470,202	419,114	368,027
	9,000	662,126	611,039	559,951	508,863	457,776	406,688	355,600
	10,000	649,700	598,612	547,525	496,437	445,349	394,262	343,174
	11,000	637,274	586,186	535,098	484,011	432,923	381,835	330,748
	12,000	624,847	573,760	522,672	471,584	420,497	369,409	318,321
	13,000	612,421	561,333	510,246	459,158	408,070	356,983	305,895
	14,000	599,995	548,907	497,819	446,732	395,644	344,556	293,469

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	501,268	5%	10%	15%	20%	25%	30%	35%
	15.0%	918,476	856,185	793,895	731,604	669,313	607,022	544,732
	16.0%	875,904	815,854	755,804	695,754	635,704	575,654	515,604
Profit	17.0%	833,333	775,523	717,714	659,904	602,095	544,285	486,476
20.0%	18.0%	790,761	735,193	679,624	624,055	568,486	512,917	457,348
	19.0%	748,190	694,862	641,533	588,205	534,877	481,548	428,220
	20.0%	705,618	654,531	603,443	552,355	501,268	450,180	399,092

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	501,268	5%	10%	15%	20%	25%	30%	35%
	100,000	880,618	829,531	778,443	727,355	676,268	625,180	574,092
	110,000	870,618	819,531	768,443	717,355	666,268	615,180	564,092
BLV (£ per acre)	120,000	860,618	809,531	758,443	707,355	656,268	605,180	554,092
275,000	130,000	850,618	799,531	748,443	697,355	646,268	595,180	544,092
	140,000	840,618	789,531	738,443	687,355	636,268	585,180	534,092
	150,000	830,618	779,531	728,443	677,355	626,268	575,180	524,092
	160,000	820,618	769,531	718,443	667,355	616,268	565,180	514,092
	170,000	810,618	759,531	708,443	657,355	606,268	555,180	504,092
	180,000	800,618	749,531	698,443	647,355	596,268	545,180	494,092
	190,000	790,618	739,531	688,443	637,355	586,268	535,180	484,092
	200,000	780,618	729,531	678,443	627,355	576,268	525,180	474,092
	210,000	770,618	719,531	668,443	617,355	566,268	515,180	464,092
	220,000	760,618	709,531	658,443	607,355	556,268	505,180	454,092
	230,000	750,618	699,531	648,443	597,355	546,268	495,180	444,092
	240,000	740,618	689,531	638,443	587,355	536,268	485,180	434,092
	250,000	730,618	679,531	628,443	577,355	526,268	475,180	424,092

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	501,268	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	558,310	514,521	470,731	426,942	383,152	339,363	295,573
	35	705,618	654,531	603,443	552,355	501,268	450,180	399,092
Density (dph)	40	852,927	794,541	736,155	677,769	619,383	560,997	502,611
35.0	45	1,000,235	934,551	868,867	803,182	737,498	671,814	606,130
	50	1,147,543	1,074,561	1,001,578	928,596	855,614	782,631	709,649
	55	1,294,851	1,214,571	1,134,290	1,054,010	973,729	893,448	813,168
	60	1,442,160	1,354,581	1,267,002	1,179,423	1,091,844	1,004,265	916,687
	65	1,589,468	1,494,591	1,399,714	1,304,837	1,209,960	1,115,083	1,020,205
	70	1,736,776	1,634,601	1,532,426	1,430,250	1,328,075	1,225,900	1,123,724
	75	1,884,085	1,774,611	1,665,137	1,555,664	1,446,190	1,336,717	1,227,243
	80	2,031,393	1,914,621	1,797,849	1,681,077	1,564,306	1,447,534	1,330,762

TABLE 5

Balance (RLV - BLV £ per acre (n))	501,268	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	901,976	850,833	799,690	748,547	697,405	646,262	595,119
	92%	862,704	811,572	760,441	709,309	658,177	607,046	555,914
Build Cost	94%	823,433	772,312	721,191	670,071	618,950	567,829	516,708
100%	96%	784,161	733,052	681,942	630,832	579,722	528,613	477,503
(105% = 5% increase)	98%	744,890	693,791	642,692	591,594	540,495	489,396	438,298
	100%	705,618	654,531	603,443	552,355	501,268	450,180	399,092
	102%	666,347	615,270	564,194	513,117	462,040	410,964	359,887
	104%	627,075	576,010	524,944	473,878	422,813	371,747	320,682
	106%	587,804	536,749	485,695	434,640	383,585	332,531	281,476
	108%	548,533	497,489	446,445	395,402	344,358	293,314	242,271
	110%	509,261	458,228	407,196	356,163	305,131	254,098	203,065
	112%	469,990	418,968	367,946	316,925	265,903	214,882	163,860

TABLE 6

Balance (RLV - BLV £ per acre (n))	501,268	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	55,614	38,747	21,880	5,013	(11,854)	(28,721)	(45,588)
	82%	120,889	100,587	80,284	59,982	39,679	19,369	(947)
Market Values	84%	185,909	162,175	138,440	114,706	90,971	67,237	43,502
100%	86%	250,873	223,719	196,566	169,412	142,258	115,105	87,951
(105% = 5% increase)	88%	315,837	285,264	254,691	224,118	193,545	162,972	132,400
	90%	380,800	346,808	312,816	278,824	244,832	210,840	176,848
	92%	445,764	408,353	370,942	333,531	296,119	258,708	221,297
	94%	510,727	469,897	429,067	388,237	347,406	306,576	265,746
	96%	575,691	531,442	487,192	442,943	398,694	354,444	310,195
	98%	640,655	592,986	545,318	497,649	449,981	402,312	354,644
	100%	705,618	654,531	603,443	552,355	501,268	450,180	399,092
	102%	770,582	716,075	661,568	607,062	552,555	498,048	443,541
	104%	835,546	777,620	719,694	661,768	603,842	545,916	487,990
	106%	900,509	839,164	777,819	716,474	655,129	593,784	532,439
	108%	965,473	900,709	835,944	771,180	706,416	641,652	576,887
	110%	1,030,436	962,253	894,070	825,886	757,703	689,520	621,336
	112%	1,095,193	1,023,710	952,195	880,592	808,990	737,388	665,785
	114%	1,159,923	1,085,033	1,010,143	935,253	860,277	785,255	710,234
	116%	1,224,653	1,146,356	1,068,059	989,762	911,465	833,123	754,683
	118%	1,289,383	1,207,679	1,125,975	1,044,271	962,568	880,864	799,131
	120%	1,354,113	1,269,002	1,183,891	1,098,781	1,013,670	928,559	843,449

TABLE 7

Balance (RLV - BLV £ per acre (n))	501,268	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	767,751	716,664	665,576	614,488	563,401	512,313	461,225
	10,000	829,885	778,797	727,709	676,622	625,534	574,446	523,359
Grant (£ per unit)	15,000	892,018	840,930	789,842	738,755	687,667	636,579	585,492
-	20,000	954,151	903,063	851,975	800,888	749,800	698,712	647,625
	25,000	1,016,021	964,978	913,936	862,894	811,851	760,809	709,758
	30,000	1,077,862	1,026,819	975,777	924,735	873,692	822,650	771,608
	35,000	1,139,703	1,088,661	1,037,618	986,576	935,534	884,491	833,449
	40,000	1,201,544	1,150,502	1,099,460	1,048,417	997,375	946,333	895,290
	45,000	1,263,385	1,212,343	1,161,301	1,110,258	1,059,216	1,008,174	957,131
	50,000	1,325,227	1,274,184	1,223,142	1,172,100	1,121,057	1,070,015	1,018,973
	55,000	1,387,068	1,336,025	1,284,983	1,233,941	1,182,898	1,131,856	1,080,814

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Appraisal Ref: **BF HV 50** (see Typologies Matrix)
Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	13.1	70.0%	8.8	44%	21.9
3 bed House	40.0%	15.0	20.0%	2.5	35%	17.5
4 + bed House	25.0%	9.4	10.0%	1.3	21%	10.6
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	919	9,889	613	6,593	1,531	16,482
3 bed House	1,530	16,469	255	2,745	1,785	19,214
4 + bed House	281	3,027	38	404	319	3,431
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	2,730	29,385	905	9,741	3,635	39,127
AH % by floor area:			24.90%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	6,234,375
3 bed House	365,000	3,578	332	3,578	332	6,387,500
4 + bed House	480,000	16,000	1,486	16,000	1486	5,100,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						17,721,875

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	13.1	@	285,000		3,740,625
3 bed House	15.0	@	365,000		5,475,000
4 + bed House	9.4	@	480,000		4,500,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	37.5				13,715,625
Affordable Rent GDV -					
2 bed House	2.6	@	199,500		523,688
3 bed House	0.8	@	255,500		191,625
4 + bed House	0.4	@	336,000		126,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	3.8				841,313
Social Rent GDV -					
2 bed House	3.9	@	142,500		561,094
3 bed House	1.1	@	182,500		205,313
4 + bed House	0.6	@	240,000		135,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	5.6				901,406
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	199,500		436,406
3 bed House	0.6	@	255,500		159,688
4 + bed House	0.3	@	336,000		105,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	3.1	12.5			701,094
Sub-total GDV Residential	**50**				**16,159,438**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,562,438
	430 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**16,159,438**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			2,730	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				3,635	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		123,550	£ per ha (if brownfield)			(176,500)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,531	sqm @		1,710	psm			(2,618,438)
3 bed House				1,785	sqm @		1,710	psm			(3,052,350)
3 bed House (EXC. garage)				301	sqm @		1,710	psm			(514,283)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	15.0	50%		18	sqm @		653	psm			(88,155)
Garages for 4B House	9.4	100%		18	sqm @		653	psm			(110,194)
Total GIA check:				3,635	£ per garage		£11,754				
External works				6,352,639	@		15.0%				(952,896)
Ext. Works analysis:							19,058	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		242	£ per unit			(12,100)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units		38	units @		100%	@	1,400	£ per unit		(52,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		38	units @		5%	@	26,816	£ per unit		(50,280)
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							6.9%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit		(50,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(620,380)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							9.8%	% of BCIS costs			
Contingency (on construction)				8,102,415	@		5.0%				(405,121)

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Scheme Typology:	**Houses**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		8,102,415	@	7.0%			(567,169)
Disposal Costs -							
OMS Marketing and Promotion		13,715,625	OMS @	3.00%	8,229	£ per unit	(411,469)
Residential Sales Agent Costs		13,715,625	OMS @	1.00%	2,743	£ per unit	(137,156)
Residential Sales Legal Costs		13,715,625	OMS @	0.25%	686	£ per unit	(34,289)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,858	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(71,971)
Developers Profit -							
Profit on OMS		13,715,625		20.00%			(2,743,125)
Margin on AH		2,443,813		6.00%	on AH values		(146,629)
Profit analysis:		16,159,438		17.88%	blended GDV	(2,889,754)	
		10,173,340		28.41%	on costs	(2,889,754)	
TOTAL COSTS							**(13,063,093)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							3,096,344
SDLT		3,096,344	@	HMRC formula			(144,317)
Acquisition Agent fees		3,096,344	@	1.0%			(30,963)
Acquisition Legal fees		3,096,344	@	0.5%			(15,482)
Interest on Land		3,096,344	@	7.00%			(216,744)
Residual Land Value							**2,688,838**
RLV analysis:	53,777 £ per plot	1,882,186	£ per ha (net)	761,710	£ per acre (net)		
		1,882,186	£ per ha (gross)	761,710	£ per acre (gross)		
				16.64%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		1.43	ha (gross)	3.53	acres (gross)		
Density analysis:		2,545	sqm/ha (net)	11,084	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	19,415 £ per plot	679,525	£ per ha (net)	275,000	£ per acre (net)		**970,750**
BLV analysis:		679,525	£ per ha (gross)	275,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**1,202,661**	£ per ha (net)	**486,710**	£ per acre (net)		**1,718,088**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	486,710	5%	10%	15%	20%	25%	30%	35%
	-	759,709	708,480	657,251	606,023	554,794	503,565	452,289
	1,000	747,358	696,129	644,900	593,671	542,442	491,203	439,887
Site Specific S106	2,000	735,006	683,777	632,548	581,319	530,090	478,801	427,486
5,500	3,000	722,654	671,425	620,197	568,968	517,715	466,399	415,084
	4,000	710,303	659,074	607,845	556,616	505,313	453,998	402,682
	5,000	697,951	646,722	595,493	544,227	492,911	441,596	390,281
	6,000	685,599	634,370	583,140	531,825	480,510	429,194	377,879
	7,000	673,248	622,019	570,738	519,423	468,108	416,793	365,477
	8,000	660,896	609,652	558,337	507,021	455,706	404,391	353,076
	9,000	648,544	597,250	545,935	494,620	443,304	391,989	340,674
	10,000	636,164	584,849	533,533	482,218	430,903	379,587	328,272
	11,000	623,762	572,447	521,132	469,816	418,501	367,186	315,870
	12,000	611,361	560,045	508,730	457,415	406,099	354,784	303,469
	13,000	598,959	547,644	496,328	445,013	393,698	342,382	291,067
	14,000	586,557	535,242	483,927	432,611	381,296	329,981	278,665

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	486,710	5%	10%	15%	20%	25%	30%	35%
	15.0%	904,633	842,201	779,769	717,274	654,756	592,238	529,719
	16.0%	862,061	801,870	741,679	681,425	621,147	560,869	500,591
Profit	17.0%	819,490	761,539	703,588	645,575	587,538	529,501	471,463
20.0%	18.0%	776,918	721,208	665,498	609,725	553,929	498,132	442,336
	19.0%	734,347	680,877	627,408	573,875	520,319	466,764	413,208
	20.0%	691,775	640,546	589,317	538,026	486,710	435,395	384,080

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	486,710	5%	10%	15%	20%	25%	30%	35%
	100,000	866,775	815,546	764,317	713,026	661,710	610,395	559,080
	110,000	856,775	805,546	754,317	703,026	651,710	600,395	549,080
BLV (£ per acre)	120,000	846,775	795,546	744,317	693,026	641,710	590,395	539,080
275,000	130,000	836,775	785,546	734,317	683,026	631,710	580,395	529,080
	140,000	826,775	775,546	724,317	673,026	621,710	570,395	519,080
	150,000	816,775	765,546	714,317	663,026	611,710	560,395	509,080
	160,000	806,775	755,546	704,317	653,026	601,710	550,395	499,080
	170,000	796,775	745,546	694,317	643,026	591,710	540,395	489,080
	180,000	786,775	735,546	684,317	633,026	581,710	530,395	479,080
	190,000	776,775	725,546	674,317	623,026	571,710	520,395	469,080
	200,000	766,775	715,546	664,317	613,026	561,710	510,395	459,080
	210,000	756,775	705,546	654,317	603,026	551,710	500,395	449,080
	220,000	746,775	695,546	644,317	593,026	541,710	490,395	439,080
	230,000	736,775	685,546	634,317	583,026	531,710	480,395	429,080
	240,000	726,775	675,546	624,317	573,026	521,710	470,395	419,080
	250,000	716,775	665,546	614,317	563,026	511,710	460,395	409,080

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	486,710	5%	10%	15%	20%	25%	30%	35%
	30	546,449	502,539	458,609	414,624	370,640	326,655	282,671
	35	691,775	640,546	589,317	538,026	486,710	435,395	384,080
Density (dph)	40	837,101	778,554	720,006	661,427	602,781	544,135	485,489
35.0	45	982,427	916,561	850,695	784,829	718,852	652,875	586,898
	50	1,127,752	1,054,568	981,384	908,200	834,922	761,615	688,307
	55	1,273,078	1,192,576	1,112,073	1,031,571	950,993	870,355	789,716
	60	1,418,404	1,330,583	1,242,762	1,154,941	1,067,064	979,095	891,125
	65	1,563,730	1,468,590	1,373,451	1,278,312	1,183,134	1,087,834	992,535
	70	1,709,056	1,606,598	1,504,140	1,401,682	1,299,205	1,196,574	1,093,944
	75	1,854,381	1,744,605	1,634,829	1,525,053	1,415,276	1,305,314	1,195,353
	80	1,999,707	1,882,612	1,765,518	1,648,423	1,531,328	1,414,054	1,296,762

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	486,710	5%	10%	15%	20%	25%	30%	35%
	90%	888,819	837,536	786,252	734,969	683,685	632,401	581,118
	92%	849,410	798,138	746,865	695,593	644,320	593,047	541,775
Build Cost	94%	810,002	758,740	707,478	656,217	604,955	553,693	502,431
100%	96%	770,593	719,342	668,091	616,841	565,590	514,339	463,088
(105% = 5% increase)	98%	731,184	679,944	628,704	577,465	526,225	474,923	423,597
	100%	691,775	640,546	589,317	538,026	486,710	435,395	384,080
	102%	652,366	601,085	549,780	498,476	447,172	395,867	344,563
	104%	612,806	561,513	510,219	458,926	407,633	356,339	305,046
	106%	573,223	521,941	470,659	419,376	368,094	316,812	265,470
	108%	533,641	482,369	431,098	379,826	328,555	277,168	225,754
	110%	494,058	442,797	391,537	340,247	288,844	237,441	186,038
	112%	454,475	403,226	351,890	300,498	249,106	197,714	146,322

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	486,710	5%	10%	15%	20%	25%	30%	35%
	80%	40,077	22,939	5,802	(11,335)	(28,473)	(45,610)	(62,747)
	82%	105,666	85,076	64,487	43,898	23,308	2,719	(17,871)
Market Values	84%	171,159	147,185	123,172	99,131	75,089	51,048	27,006
100%	86%	236,435	209,025	181,616	154,207	126,798	99,376	71,883
(105% = 5% increase)	88%	301,711	270,866	240,021	209,176	178,332	147,487	116,642
	90%	366,893	332,687	298,426	264,146	229,865	195,585	161,305
	92%	431,909	394,281	356,653	319,026	281,398	243,683	205,967
	94%	496,925	455,875	414,825	373,776	332,726	291,676	250,627
	96%	561,940	517,469	472,997	428,526	384,054	339,583	295,111
	98%	626,956	579,063	531,169	483,276	435,382	387,489	339,595
	100%	691,775	640,546	589,317	538,026	486,710	435,395	384,080
	102%	756,583	701,943	647,303	592,663	538,024	483,301	428,564
	104%	821,391	763,340	705,289	647,238	589,188	531,137	473,049
	106%	886,198	824,737	763,275	701,813	640,352	578,890	517,428
	108%	951,006	886,133	821,261	756,388	691,515	626,643	561,770
	110%	1,015,814	947,530	879,247	810,963	742,679	674,396	606,112
	112%	1,080,621	1,008,927	937,232	865,538	793,843	722,149	650,454
	114%	1,145,334	1,070,316	995,218	920,113	845,007	769,902	694,797
	116%	1,209,985	1,131,565	1,053,145	974,688	896,171	817,655	739,139
	118%	1,274,637	1,192,814	1,110,991	1,029,168	947,335	865,408	783,481
	120%	1,339,289	1,254,063	1,168,837	1,083,611	998,385	913,159	827,823

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	486,710	5%	10%	15%	20%	25%	30%	35%
	5,000	753,618	702,389	651,160	599,931	548,702	497,472	446,156
	10,000	815,460	764,231	713,002	661,773	610,544	559,315	508,086
Grant (£ per unit)	15,000	877,302	826,073	774,844	723,615	672,386	621,158	569,929
-	20,000	939,144	887,915	836,687	785,458	734,229	683,000	631,771
	25,000	1,000,987	949,758	898,529	847,300	796,071	744,842	693,613
	30,000	1,062,657	1,011,458	960,260	909,061	857,862	806,664	755,456
	35,000	1,124,305	1,073,106	1,021,907	970,709	919,510	868,311	817,113
	40,000	1,185,952	1,134,754	1,083,555	1,032,356	981,158	929,959	878,760
	45,000	1,247,600	1,196,401	1,145,203	1,094,004	1,042,805	991,607	940,408
	50,000	1,309,248	1,258,049	1,206,850	1,155,652	1,104,453	1,053,254	1,002,056
	55,000	1,370,895	1,319,697	1,268,498	1,217,299	1,166,101	1,114,902	1,063,703

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Appraisal Ref: BF HV 100 (see Typologies Matrix)
Scheme Typology: Houses & Flats No Units: 100
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Brownfield
Notes/Comments:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	26.3	70.0%	17.5	44%	43.8
3 bed House	40.0%	30.0	20.0%	5.0	35%	35.0
4 + bed House	25.0%	18.8	10.0%	2.5	21%	21.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	75.0	100.0%	25.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,838	19,779	1,225	13,186	3,063	32,964
3 bed House	3,060	32,938	510	5,490	3,570	38,427
4 + bed House	563	6,055	75	807	638	6,862
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	5,460	58,771	1,810	19,483	7,270	78,254
AH % by floor area:			24.90%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	12,468,750
3 bed House	365,000	3,578	332	3,578	332	12,775,000
4 + bed House	480,000	16,000	1,486	16,000	1486	10,200,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						35,443,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	26.3	@	285,000		7,481,250
3 bed House	30.0	@	365,000		10,950,000
4 + bed House	18.8	@	480,000		9,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	75.0				27,431,250
Affordable Rent GDV -					
2 bed House	5.3	@	199,500		1,047,375
3 bed House	1.5	@	255,500		383,250
4 + bed House	0.8	@	336,000		252,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	7.5				1,682,625
Social Rent GDV -					
2 bed House	7.9	@	142,500		1,122,188
3 bed House	2.3	@	182,500		410,625
4 + bed House	1.1	@	240,000		270,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	11.3				1,802,813
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	199,500		872,813
3 bed House	1.3	@	255,500		319,375
4 + bed House	0.6	@	336,000		210,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	6.3	25.0			1,402,188
Sub-total GDV Residential	**100**				**32,318,875**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	3,124,875
	430 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**32,318,875**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			5,460	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				7,270	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		123,550	£ per ha (if brownfield)			(353,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,063	sqm @		1,710	psm			(5,236,875)
3 bed House				3,570	sqm @		1,710	psm			(6,104,700)
3 bed House (EXC. garage)				620	sqm @		1,710	psm			(1,059,345)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	30.0	50%		18	sqm @		653	psm			(176,310)
Garages for 4B House	18.8	100%		18	sqm @		653	psm			(220,388)
Total GIA check:				7,270	£ per garage		£11,754				
External works				12,766,838	@		15.0%				(1,915,026)
Ext. Works analysis:							19,150	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		242	£ per unit			(24,200)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		75	units @		100%	@	1,400	£ per unit		(105,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		75	units @		5%	@	26,816	£ per unit		(100,560)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							6.9%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,240,760)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							9.7%	% of BCIS costs			
Contingency (on construction)				16,275,623	@		5.0%				(813,781)

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Scheme Typology:	**Houses & Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		16,275,623	@	7.0%			(1,139,294)
Disposal Costs -							
OMS Marketing and Promotion		27,431,250	OMS @	3.00%	8,229	£ per unit	(822,938)
Residential Sales Agent Costs		27,431,250	OMS @	1.00%	2,743	£ per unit	(274,313)
Residential Sales Legal Costs		27,431,250	OMS @	0.25%	686	£ per unit	(68,578)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,758	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(103,124)
Developers Profit -							
Profit on OMS		27,431,250		20.00%			(5,486,250)
Margin on AH		4,887,625		6.00%	on AH values		(293,258)
Profit analysis:		32,318,875		17.88%	blended GDV	(5,779,508)	
		20,220,990		28.58%	on costs	(5,779,508)	
TOTAL COSTS							**(26,000,497)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							6,318,378
SDLT		6,318,378	@	HMRC formula			(305,419)
Acquisition Agent fees		6,318,378	@	1.0%			(63,184)
Acquisition Legal fees		6,318,378	@	0.5%			(31,592)
Interest on Land		6,318,378	@	7.00%			(442,286)
Residual Land Value							**5,475,897**
RLV analysis:	54,759 £ per plot	1,916,564	£ per ha (net)	775,623	£ per acre (net)		
		1,916,564	£ per ha (gross)	775,623	£ per acre (gross)		
				16.94%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		2.86	ha (gross)	7.06	acres (gross)		
Density analysis:		2,545	sqm/ha (net)	11,084	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	19,415 £ per plot	679,525	£ per ha (net)	275,000	£ per acre (net)		**1,941,500**
BLV analysis:		679,525	£ per ha (gross)	275,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**1,237,039**	£ per ha (net)	**500,623**	£ per acre (net)		**3,534,397**

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Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	500,623	5%	10%	15%	20%	25%	30%	35%
	-	773,723	722,424	671,124	619,825	568,525	517,221	465,857
	1,000	761,402	710,102	658,803	607,503	556,204	504,864	453,500
Site Specific S106	2,000	749,080	697,780	646,481	595,181	543,872	492,507	441,143
5,500	3,000	736,758	685,459	634,159	582,860	531,515	480,151	428,786
	4,000	724,436	673,137	621,837	570,522	519,158	467,794	416,429
	5,000	712,115	660,815	609,515	558,166	506,801	455,437	404,073
	6,000	699,793	648,493	597,173	545,809	494,444	443,080	391,716
	7,000	687,471	636,171	584,816	533,452	482,088	430,723	379,359
	8,000	675,149	623,824	572,459	521,095	469,731	418,366	367,002
	9,000	662,827	611,467	560,103	508,738	457,374	406,010	354,645
	10,000	650,474	599,110	547,746	496,381	445,017	393,653	342,288
	11,000	638,118	586,753	535,389	484,025	432,660	381,296	329,932
	12,000	625,761	574,396	523,032	471,668	420,303	368,939	317,575
	13,000	613,404	562,040	510,675	459,311	407,947	356,582	305,218
	14,000	601,047	549,683	498,318	446,954	395,590	344,225	292,861

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	500,623	5%	10%	15%	20%	25%	30%	35%
	15.0%	918,811	856,309	793,803	731,236	668,668	606,101	543,534
	16.0%	876,240	815,978	755,713	695,386	635,059	574,732	514,406
Profit	17.0%	833,668	775,647	717,622	659,536	601,450	543,364	485,278
20.0%	18.0%	791,097	735,316	679,532	623,687	567,841	511,995	456,150
	19.0%	748,525	694,985	641,442	587,837	534,232	480,627	427,022
	20.0%	705,954	654,654	603,351	551,987	500,623	449,258	397,894

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	500,623	5%	10%	15%	20%	25%	30%	35%
	100,000	880,954	829,654	778,351	726,987	675,623	624,258	572,894
	110,000	870,954	819,654	768,351	716,987	665,623	614,258	562,894
BLV (£ per acre)	120,000	860,954	809,654	758,351	706,987	655,623	604,258	552,894
275,000	130,000	850,954	799,654	748,351	696,987	645,623	594,258	542,894
	140,000	840,954	789,654	738,351	686,987	635,623	584,258	532,894
	150,000	830,954	779,654	728,351	676,987	625,623	574,258	522,894
	160,000	820,954	769,654	718,351	666,987	615,623	564,258	512,894
	170,000	810,954	759,654	708,351	656,987	605,623	554,258	502,894
	180,000	800,954	749,654	698,351	646,987	595,623	544,258	492,894
	190,000	790,954	739,654	688,351	636,987	585,623	534,258	482,894
	200,000	780,954	729,654	678,351	626,987	575,623	524,258	472,894
	210,000	770,954	719,654	668,351	616,987	565,623	514,258	462,894
	220,000	760,954	709,654	658,351	606,987	555,623	504,258	452,894
	230,000	750,954	699,654	648,351	596,987	545,623	494,258	442,894
	240,000	740,954	689,654	638,351	586,987	535,623	484,258	432,894
	250,000	730,954	679,654	628,351	576,987	525,623	474,258	422,894

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Scheme Typology: Houses & Flats No Units: 100
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 4

Balance (RLV - BLV £ per acre (n))	500,623	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	558,659	514,688	470,676	426,649	382,622	338,596	294,569
	35	705,954	654,654	603,351	551,987	500,623	449,258	397,894
Density (dph)	40	853,248	794,620	735,992	677,325	618,623	559,921	501,219
35.0	45	1,000,543	934,586	868,630	802,663	736,623	670,584	604,544
	50	1,147,837	1,074,552	1,001,267	927,982	854,624	781,246	707,869
	55	1,295,132	1,214,518	1,133,905	1,053,291	972,624	891,909	811,193
	60	1,442,426	1,354,484	1,266,542	1,178,600	1,090,624	1,002,571	914,518
	65	1,589,721	1,494,451	1,399,180	1,303,909	1,208,625	1,113,234	1,017,843
	70	1,737,016	1,634,417	1,531,818	1,429,218	1,326,619	1,223,896	1,121,168
	75	1,884,310	1,774,383	1,664,455	1,554,528	1,444,600	1,334,559	1,224,493
	80	2,031,605	1,914,349	1,797,093	1,679,837	1,562,581	1,445,222	1,327,817

TABLE 5

Balance (RLV - BLV £ per acre (n))	500,623	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	903,331	851,977	800,623	749,269	697,915	646,561	595,207
	92%	863,856	812,513	761,170	709,826	658,483	607,140	555,797
Build Cost	94%	824,380	773,048	721,716	670,384	619,051	567,719	516,387
100%	96%	784,905	733,583	682,262	630,941	579,619	528,298	476,976
(105% = 5% increase)	98%	745,429	694,119	642,808	591,498	540,186	488,810	437,435
	100%	705,954	654,654	603,351	551,987	500,623	449,258	397,894
	102%	666,473	615,120	563,767	512,413	461,060	409,706	358,353
	104%	626,867	575,524	524,182	472,839	421,497	370,154	318,812
	106%	587,260	535,929	484,597	433,266	381,934	330,602	279,201
	108%	547,653	496,333	445,012	393,692	342,366	290,938	239,510
	110%	508,047	456,737	405,427	354,069	302,652	251,236	199,819
	112%	468,440	417,141	365,751	314,345	262,939	211,534	160,128

TABLE 6

Balance (RLV - BLV £ per acre (n))	500,623	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	55,872	38,627	21,374	4,081	(13,211)	(30,504)	(47,797)
	82%	121,187	100,505	79,823	59,141	38,459	17,776	(2,919)
Market Values	84%	186,456	162,383	138,263	114,144	90,024	65,904	41,784
100%	86%	251,537	224,042	196,548	169,054	141,560	114,031	86,474
(105% = 5% increase)	88%	316,618	285,698	254,779	223,859	192,939	162,020	131,100
	90%	381,651	347,354	313,009	278,664	244,319	209,974	175,629
	92%	446,537	408,833	371,129	333,425	295,699	257,929	220,158
	94%	511,423	470,304	429,185	388,065	346,946	305,827	264,687
	96%	576,309	531,774	487,240	442,706	398,172	353,637	309,103
	98%	641,194	593,245	545,296	497,347	449,397	401,448	353,499
	100%	705,954	654,654	603,351	551,987	500,623	449,258	397,894
	102%	770,683	715,977	661,271	606,564	551,848	497,069	442,290
	104%	835,413	777,300	719,187	661,074	602,960	544,847	486,685
	106%	900,143	838,623	777,103	715,583	654,063	592,543	531,023
	108%	964,873	899,946	835,019	770,092	705,165	640,238	575,312
	110%	1,029,602	961,269	892,935	824,601	756,268	687,934	619,600
	112%	1,094,332	1,022,592	950,851	879,111	807,370	735,630	663,889
	114%	1,159,009	1,083,915	1,008,767	933,620	858,473	783,325	708,178
	116%	1,223,622	1,145,140	1,066,657	988,129	909,575	831,021	752,467
	118%	1,288,235	1,206,352	1,124,469	1,042,586	960,677	878,716	796,755
	120%	1,352,848	1,267,564	1,182,280	1,096,997	1,011,713	926,412	841,044

TABLE 7

Balance (RLV - BLV £ per acre (n))	500,623	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	767,650	716,351	665,051	613,752	562,452	511,131	459,767
	10,000	829,347	778,048	726,748	675,449	624,149	572,850	521,550
Grant (£ per unit)	15,000	891,044	839,745	788,445	737,146	685,846	634,547	583,247
-	20,000	952,741	901,442	850,142	798,843	747,543	696,244	644,944
	25,000	1,014,438	963,138	911,839	860,539	809,240	757,940	706,641
	30,000	1,076,025	1,024,748	973,471	922,194	870,917	819,637	768,338
	35,000	1,137,576	1,086,299	1,035,022	983,745	932,468	881,191	829,914
	40,000	1,199,126	1,147,850	1,096,573	1,045,296	994,019	942,742	891,465
	45,000	1,260,677	1,209,401	1,158,124	1,106,847	1,055,570	1,004,293	953,016
	50,000	1,322,228	1,270,951	1,219,675	1,168,398	1,117,121	1,065,844	1,014,567
	55,000	1,383,779	1,332,502	1,281,226	1,229,949	1,178,672	1,127,395	1,076,118

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **BF HV 200** (see Typologies Matrix)
Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	52.5	70.0%	35.0	44%	87.5
3 bed House	40.0%	60.0	20.0%	10.0	35%	70.0
4 + bed House	25.0%	37.5	10.0%	5.0	21%	42.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	150.0	100.0%	50.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	3,675	39,557	2,450	26,372	6,125	65,929
3 bed House	6,120	65,875	1,020	10,979	7,140	76,854
4 + bed House	1,125	12,109	150	1,615	1,275	13,724
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	10,920	117,542	3,620	38,965	14,540	156,507
AH % by floor area:			24.90%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	24,937,500
3 bed House	365,000	3,578	332	3,578	332	25,550,000
4 + bed House	480,000	16,000	1,486	16,000	1486	20,400,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						70,887,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	52.5	@	285,000		14,962,500
3 bed House	60.0	@	365,000		21,900,000
4 + bed House	37.5	@	480,000		18,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	150.0				54,862,500
Affordable Rent GDV -					
2 bed House	10.5	@	199,500		2,094,750
3 bed House	3.0	@	255,500		766,500
4 + bed House	1.5	@	336,000		504,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	15.0				3,365,250
Social Rent GDV -					
2 bed House	15.8	@	142,500		2,244,375
3 bed House	4.5	@	182,500		821,250
4 + bed House	2.3	@	240,000		540,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	22.5				3,605,625
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	199,500		1,745,625
3 bed House	2.5	@	255,500		638,750
4 + bed House	1.3	@	336,000		420,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	12.5	50.0			2,804,375
Sub-total GDV Residential	**200**				**64,637,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	6,249,750
	430 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**64,637,750**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			10,920	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				14,540	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		123,550	£ per ha (if brownfield)			(706,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				6,125	sqm @		1,710	psm			(10,473,750)
3 bed House				7,140	sqm @		1,710	psm			(12,209,400)
3 bed House (EXC. garage)				1,257	sqm @		1,710	psm			(2,149,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	60.0	50%		18	sqm @		653	psm			(352,620)
Garages for 4B House	37.5	100%		18	sqm @		653	psm			(440,775)
Total GIA check:				14,540	£ per garage		£11,754				
External works				25,595,235	@		15.0%				(3,839,285)
Ext. Works analysis:							19,196	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		242	£ per unit			(48,400)
M4(2) Category 2 Housing	Aff units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		150	units @		100%	@	1,400	£ per unit		(210,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		150	units @		5%	@	26,816	£ per unit		(201,120)
Part L/FHS			200	units @				8,760	£ per unit		(1,752,000)
Part L/FHS analysis:							6.8%	% of BCIS costs			
EV Charging Points - Houses			200	units @				1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(2,481,520)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							9.7%	% of BCIS costs			
Contingency (on construction)				32,622,040	@		5.0%				(1,631,102)

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Scheme Typology:	**Houses**	No Units:	**200**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		32,622,040	@	7.0%			(2,283,543)
Disposal Costs -							
OMS Marketing and Promotion		54,862,500	OMS @	3.00%	8,229	£ per unit	(1,645,875)
Residential Sales Agent Costs		54,862,500	OMS @	1.00%	2,743	£ per unit	(548,625)
Residential Sales Legal Costs		54,862,500	OMS @	0.25%	686	£ per unit	(137,156)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		200 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,708	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(112,427)
Developers Profit -							
Profit on OMS		54,862,500		20.00%			(10,972,500)
Margin on AH		9,775,250		6.00%	on AH values		(586,515)
Profit analysis:		64,637,750		17.88%	blended GDV	(11,559,015)	
		40,329,708		28.66%	on costs	(11,559,015)	
TOTAL COSTS							**(51,888,723)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							12,749,027
SDLT		12,749,027	@	HMRC formula			(626,951)
Acquisition Agent fees		12,749,027	@	1.0%			(127,490)
Acquisition Legal fees		12,749,027	@	0.5%			(63,745)
Interest on Land		12,749,027	@	7.00%			(892,432)
Residual Land Value							**11,038,408**
RLV analysis:	55,192 £ per plot	1,931,721	£ per ha (net)	781,757	£ per acre (net)		
		1,931,721	£ per ha (gross)	781,757	£ per acre (gross)		
				17.08%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		5.71	ha (gross)	14.12	acres (gross)		
Density analysis:		2,545	sqm/ha (net)	11,084	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	19,415 £ per plot	679,525	£ per ha (net)	275,000	£ per acre (net)		**3,883,000**
BLV analysis:		679,525	£ per ha (gross)	275,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**1,252,196**	£ per ha (net)	**506,757**	£ per acre (net)		**7,155,408**

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	506,757	10%	15%	20%	25%	30%	35%	40%
	-	728,707	677,254	625,802	574,349	522,897	471,444	419,991
	1,000	716,417	664,965	613,512	562,060	510,607	459,155	407,686
Site Specific S106	2,000	704,128	652,675	601,223	549,770	498,318	446,865	395,382
5,500	3,000	691,838	640,386	588,933	537,481	486,028	434,573	383,077
	4,000	679,549	628,096	576,644	525,191	473,739	422,268	370,773
	5,000	667,259	615,807	564,354	512,902	461,449	409,964	358,468
	6,000	654,970	603,517	552,065	500,612	449,154	397,659	346,164
	7,000	642,680	591,228	539,775	488,323	436,850	385,354	333,859
	8,000	630,391	578,938	527,486	476,033	424,545	373,050	321,554
	9,000	618,101	566,649	515,196	463,736	412,241	360,745	309,250
	10,000	605,812	554,359	502,907	451,432	399,936	348,441	296,945
	11,000	593,522	542,070	490,617	439,127	387,632	336,136	284,641
	12,000	581,233	529,780	478,318	426,822	375,327	323,832	272,336
	13,000	568,943	517,491	466,013	414,518	363,022	311,527	260,032
	14,000	556,654	505,201	453,709	402,213	350,718	299,222	247,727

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	506,757	10%	15%	20%	25%	30%	35%	40%
	15.0%	862,769	800,114	737,458	674,803	612,147	549,451	486,752
	16.0%	822,438	762,023	701,608	641,193	580,778	520,323	459,865
Profit	17.0%	782,107	723,933	665,759	607,584	549,410	491,195	432,978
20.0%	18.0%	741,776	685,843	629,909	573,975	518,041	462,067	406,090
	19.0%	701,446	647,752	594,059	540,366	486,673	432,939	379,203
	20.0%	661,115	609,662	558,210	506,757	455,304	403,811	352,316

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	506,757	10%	15%	20%	25%	30%	35%	40%
	100,000	836,115	784,662	733,210	681,757	630,304	578,811	527,316
	110,000	826,115	774,662	723,210	671,757	620,304	568,811	517,316
BLV (£ per acre)	120,000	816,115	764,662	713,210	661,757	610,304	558,811	507,316
275,000	130,000	806,115	754,662	703,210	651,757	600,304	548,811	497,316
	140,000	796,115	744,662	693,210	641,757	590,304	538,811	487,316
	150,000	786,115	734,662	683,210	631,757	580,304	528,811	477,316
	160,000	776,115	724,662	673,210	621,757	570,304	518,811	467,316
	170,000	766,115	714,662	663,210	611,757	560,304	508,811	457,316
	180,000	756,115	704,662	653,210	601,757	550,304	498,811	447,316
	190,000	746,115	694,662	643,210	591,757	540,304	488,811	437,316
	200,000	736,115	684,662	633,210	581,757	530,304	478,811	427,316
	210,000	726,115	674,662	623,210	571,757	520,304	468,811	417,316
	220,000	716,115	664,662	613,210	561,757	510,304	458,811	407,316
	230,000	706,115	654,662	603,210	551,757	500,304	448,811	397,316
	240,000	696,115	644,662	593,210	541,757	490,304	438,811	387,316
	250,000	686,115	634,662	583,210	531,757	480,304	428,811	377,316

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	506,757	10%	15%	20%	25%	30%	35%	40%
	30	520,193	476,091	431,988	387,886	343,748	299,610	255,471
	35	661,115	609,662	558,210	506,757	455,304	403,811	352,316
Density (dph)	40	802,036	743,233	684,431	625,628	566,825	508,013	449,161
35.0	45	942,958	876,805	810,652	744,498	678,345	612,192	546,006
	50	1,083,880	1,010,376	936,873	863,369	789,865	716,362	642,852
	55	1,224,802	1,143,948	1,063,094	982,240	901,386	820,532	739,678
	60	1,365,724	1,277,519	1,189,315	1,101,110	1,012,906	924,702	836,497
	65	1,506,645	1,411,091	1,315,536	1,219,981	1,124,426	1,028,872	933,317
	70	1,647,567	1,544,662	1,441,757	1,338,852	1,235,947	1,133,042	1,030,136
	75	1,788,489	1,678,233	1,567,978	1,457,723	1,347,467	1,237,212	1,126,956
	80	1,929,411	1,811,805	1,694,199	1,576,593	1,458,987	1,341,382	1,223,776

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	506,757	10%	15%	20%	25%	30%	35%	40%
	90%	857,922	806,442	754,961	703,480	651,990	600,483	548,977
	92%	818,594	767,124	715,645	664,149	612,653	561,157	509,661
Build Cost	94%	779,256	727,771	676,286	624,801	573,316	521,831	470,346
100%	96%	739,876	688,402	636,927	585,453	533,979	482,504	431,030
(105% = 5% increase)	98%	700,495	649,032	597,568	546,105	494,642	443,178	391,691
	100%	661,115	609,662	558,210	506,757	455,304	403,811	352,316
	102%	621,734	570,292	518,851	467,394	415,909	364,425	312,940
	104%	582,353	530,923	479,459	427,986	376,512	325,038	273,565
	106%	542,966	491,503	440,040	388,577	337,115	285,652	234,143
	108%	503,525	452,073	400,621	349,169	297,717	246,211	194,700
	110%	464,084	412,643	361,202	309,759	258,258	206,757	155,256
	112%	424,643	373,213	321,773	270,283	218,793	167,303	115,759

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	506,757	10%	15%	20%	25%	30%	35%	40%
	80%	47,507	30,041	12,556	(4,929)	(22,414)	(39,899)	(57,390)
	82%	109,023	88,149	67,275	46,400	25,525	4,616	(16,293)
Market Values	84%	170,509	146,248	121,956	97,664	73,372	49,080	24,788
100%	86%	231,921	204,248	176,575	148,903	121,218	93,508	65,799
(105% = 5% increase)	88%	293,333	262,249	231,164	200,079	168,995	137,910	106,810
	90%	354,673	320,212	285,750	251,256	216,760	182,263	147,767
	92%	415,996	378,128	340,260	302,392	264,524	226,616	188,708
	94%	477,319	436,044	394,769	353,494	312,219	270,945	229,649
	96%	538,616	493,960	449,279	404,597	359,915	315,233	270,552
	98%	599,866	551,816	503,766	455,700	407,611	359,522	311,434
	100%	661,115	609,662	558,210	506,757	455,304	403,811	352,316
	102%	722,364	667,508	612,653	557,798	502,943	448,087	393,198
	104%	783,613	725,355	667,097	608,839	550,581	492,323	434,065
	106%	844,852	783,201	721,540	659,880	598,219	536,558	474,897
	108%	906,042	841,018	775,984	710,921	645,857	580,794	515,730
	110%	967,232	898,808	830,385	761,961	693,495	625,029	556,563
	112%	1,028,422	956,599	884,776	812,952	741,129	669,265	597,396
	114%	1,089,612	1,014,390	939,167	863,944	788,721	713,499	638,228
	116%	1,150,802	1,072,180	993,558	914,936	836,314	757,691	679,061
	118%	1,211,992	1,129,971	1,047,949	965,927	883,906	801,884	719,862
	120%	1,273,182	1,187,761	1,102,340	1,016,919	931,498	846,077	760,656

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	506,757	10%	15%	20%	25%	30%	35%	40%
	5,000	722,620	671,167	619,715	568,262	516,810	465,357	413,903
	10,000	784,125	732,673	681,220	629,768	578,315	526,863	475,410
Grant (£ per unit)	15,000	845,588	794,161	742,726	691,273	639,821	588,368	536,915
-	20,000	907,023	855,596	804,170	752,743	701,316	649,873	598,421
	25,000	968,458	917,031	865,605	814,178	762,751	711,325	659,898
	30,000	1,029,893	978,466	927,040	875,613	824,187	772,760	721,333
	35,000	1,091,328	1,039,902	988,475	937,048	885,622	834,195	782,768
	40,000	1,152,763	1,101,337	1,049,910	998,483	947,057	895,630	844,204
	45,000	1,214,180	1,162,763	1,111,345	1,059,919	1,008,492	957,065	905,639
	50,000	1,275,557	1,224,140	1,172,722	1,121,304	1,069,887	1,018,469	967,052
	55,000	1,336,934	1,285,516	1,234,099	1,182,681	1,131,264	1,079,846	1,028,429

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Appraisal Ref: **BF HV 400** (see Typologies Matrix)
Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	70.0	44%	175.0
3 bed House	40.0%	120.0	20.0%	20.0	35%	140.0
4 + bed House	25.0%	75.0	10.0%	10.0	21%	85.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	100.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	4,900	52,743	12,250	131,858
3 bed House	12,240	131,750	2,040	21,958	14,280	153,709
4 + bed House	2,250	24,219	300	3,229	2,550	27,448
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	21,840	235,084	7,240	77,931	29,080	313,015
AH % by floor area:			24.90%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	49,875,000
3 bed House	365,000	3,578	332	3,578	332	51,100,000
4 + bed House	480,000	16,000	1,486	16,000	1486	40,800,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						141,775,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	285,000		29,925,000
3 bed House	120.0	@	365,000		43,800,000
4 + bed House	75.0	@	480,000		36,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	300.0				109,725,000
Affordable Rent GDV -					
2 bed House	21.0	@	199,500		4,189,500
3 bed House	6.0	@	255,500		1,533,000
4 + bed House	3.0	@	336,000		1,008,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	30.0				6,730,500
Social Rent GDV -					
2 bed House	31.5	@	142,500		4,488,750
3 bed House	9.0	@	182,500		1,642,500
4 + bed House	4.5	@	240,000		1,080,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	45.0				7,211,250
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	199,500		3,491,250
3 bed House	5.0	@	255,500		1,277,500
4 + bed House	2.5	@	336,000		840,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	25.0	100.0			5,608,750
Sub-total GDV Residential	**400**				**129,275,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	12,499,500
	430 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	400	units @	0 per unit		-
Total GDV					**129,275,500**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			21,840	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				29,080	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		123,550	£ per ha (if brownfield)			(1,412,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			400	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				12,250	sqm @		1,710	psm			(20,947,500)
3 bed House				14,280	sqm @		1,710	psm			(24,418,800)
3 bed House (EXC. garage)				2,532	sqm @		1,710	psm			(4,329,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0		50%	18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0		100%	18	sqm @		653	psm			(881,550)
Total GIA check:				29,080	£ per garage		£11,754				
External works				51,252,030	@		15.0%				(7,687,805)
Ext. Works analysis:							19,220	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		242	£ per unit			(96,800)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		300	units @		5%	@	26,816	£ per unit		(402,240)
Part L/FHS			400	units @				8,760	£ per unit		(3,504,000)
Part L/FHS analysis:							6.8%	% of BCIS costs			
EV Charging Points - Houses			400	units @				1,000	£ per unit		(400,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(4,963,040)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							9.7%	% of BCIS costs			
Contingency (on construction)				65,314,875	@		5.0%				(3,265,744)

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Scheme Typology:	**Houses**	No Units:	**400**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		65,314,875	@	7.0%			(4,572,041)
Disposal Costs -							
OMS Marketing and Promotion		109,725,000	OMS @	3.00%	8,229	£ per unit	(3,291,750)
Residential Sales Agent Costs		109,725,000	OMS @	1.00%	2,743	£ per unit	(1,097,250)
Residential Sales Legal Costs		109,725,000	OMS @	0.25%	686	£ per unit	(274,313)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,683	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(366,696)
Developers Profit -							
Profit on OMS		109,725,000		20.00%			(21,945,000)
Margin on AH		19,550,500		6.00%	on AH values		(1,173,030)
Profit analysis:		129,275,500		17.88%	blended GDV	(23,118,030)	
		80,782,808		28.62%	on costs	(23,118,030)	
TOTAL COSTS							**(103,900,838)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							25,374,662
SDLT		25,374,662	@	HMRC formula			(1,258,233)
Acquisition Agent fees		25,374,662	@	1.0%			(253,747)
Acquisition Legal fees		25,374,662	@	0.5%			(126,873)
Interest on Land		25,374,662	@	7.00%			(1,776,226)
Residual Land Value							**21,959,583**
RLV analysis:	54,899 £ per plot	1,921,463	£ per ha (net)	777,606	£ per acre (net)		
		1,921,463	£ per ha (gross)	777,606	£ per acre (gross)		
				16.99%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		11.43	ha (gross)	28.24	acres (gross)		
Density analysis:		2,545	sqm/ha (net)	11,084	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	19,415 £ per plot	679,525	£ per ha (net)	275,000	£ per acre (net)		**7,766,000**
BLV analysis:		679,525	£ per ha (gross)	275,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**1,241,938**	£ per ha (net)	**502,606**	£ per acre (net)		**14,193,583**

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	502,606	10%	15%	20%	25%	30%	35%	40%
	-	724,207	672,989	621,771	570,546	519,312	468,078	416,844
	1,000	711,868	660,650	609,428	558,194	506,959	455,725	404,491
Site Specific S106	2,000	699,530	648,309	597,075	545,841	494,606	443,372	392,138
5,500	3,000	687,191	635,956	584,722	533,488	482,254	431,019	379,785
	4,000	674,838	623,604	572,369	521,135	469,901	418,666	367,430
	5,000	662,485	611,251	560,016	508,782	457,548	406,313	355,061
	6,000	650,132	598,898	547,663	496,429	445,195	393,951	342,692
	7,000	637,779	586,545	535,311	484,076	432,841	381,582	330,324
	8,000	625,426	574,192	522,958	471,723	420,472	369,214	317,955
	9,000	613,073	561,839	510,605	459,362	408,103	356,845	305,587
	10,000	600,721	549,486	498,251	446,993	395,735	344,476	293,218
	11,000	588,368	537,133	485,883	434,624	383,366	332,108	280,840
	12,000	576,015	524,772	473,514	422,256	370,997	319,739	268,455
	13,000	563,662	512,404	461,146	409,887	358,629	307,359	256,069
	14,000	551,294	500,035	448,777	397,519	346,260	294,974	243,684

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	502,606	10%	15%	20%	25%	30%	35%	40%
	15.0%	857,963	795,526	733,089	670,651	608,214	545,775	483,313
	16.0%	817,632	757,436	697,239	637,042	576,845	516,647	456,426
Profit	17.0%	777,301	719,345	661,389	603,433	545,477	487,519	429,539
20.0%	18.0%	736,970	681,255	625,539	569,824	514,108	458,391	402,651
	19.0%	696,639	643,165	589,690	536,215	482,740	429,263	375,764
	20.0%	656,309	605,074	553,840	502,606	451,371	400,135	348,877

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	502,606	10%	15%	20%	25%	30%	35%	40%
	100,000	831,309	780,074	728,840	677,606	626,371	575,135	523,877
	110,000	821,309	770,074	718,840	667,606	616,371	565,135	513,877
BLV (£ per acre)	120,000	811,309	760,074	708,840	657,606	606,371	555,135	503,877
275,000	130,000	801,309	750,074	698,840	647,606	596,371	545,135	493,877
	140,000	791,309	740,074	688,840	637,606	586,371	535,135	483,877
	150,000	781,309	730,074	678,840	627,606	576,371	525,135	473,877
	160,000	771,309	720,074	668,840	617,606	566,371	515,135	463,877
	170,000	761,309	710,074	658,840	607,606	556,371	505,135	453,877
	180,000	751,309	700,074	648,840	597,606	546,371	495,135	443,877
	190,000	741,309	690,074	638,840	587,606	536,371	485,135	433,877
	200,000	731,309	680,074	628,840	577,606	526,371	475,135	423,877
	210,000	721,309	670,074	618,840	567,606	516,371	465,135	413,877
	220,000	711,309	660,074	608,840	557,606	506,371	455,135	403,877
	230,000	701,309	650,074	598,840	547,606	496,371	445,135	393,877
	240,000	691,309	640,074	588,840	537,606	486,371	435,135	383,877
	250,000	681,309	630,074	578,840	527,606	476,371	425,135	373,877

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	502,606	10%	15%	20%	25%	30%	35%	40%
	30	515,828	471,913	427,998	384,083	340,148	296,212	252,277
	35	656,309	605,074	553,840	502,606	451,371	400,135	348,877
Density (dph)	40	796,789	738,235	679,682	621,128	562,575	504,021	445,468
35.0	45	937,239	871,388	805,523	739,651	673,778	607,905	542,033
	50	1,077,686	1,004,518	931,349	858,173	784,981	711,789	638,598
	55	1,218,133	1,137,648	1,057,162	976,677	896,185	815,674	735,163
	60	1,358,580	1,270,778	1,182,975	1,095,173	1,007,371	919,558	831,728
	65	1,499,027	1,403,908	1,308,788	1,213,669	1,118,550	1,023,431	928,292
	70	1,639,474	1,537,037	1,434,601	1,332,165	1,229,729	1,127,293	1,024,857
	75	1,779,920	1,670,167	1,560,415	1,450,662	1,340,909	1,231,156	1,121,403
	80	1,920,367	1,803,297	1,686,228	1,569,158	1,452,088	1,335,018	1,217,949

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	502,606	10%	15%	20%	25%	30%	35%	40%
	90%	854,202	802,938	751,674	700,411	649,147	597,883	546,619
	92%	814,669	763,411	712,149	660,888	609,626	558,365	507,103
Build Cost	94%	775,091	723,840	672,589	621,339	570,088	518,837	467,587
100%	96%	735,509	684,269	633,030	581,790	530,550	479,296	428,040
(105% = 5% increase)	98%	695,927	644,697	593,452	542,207	490,962	439,717	388,471
	100%	656,309	605,074	553,840	502,606	451,371	400,135	348,877
	102%	616,674	565,451	514,228	462,994	411,747	360,500	309,252
	104%	577,040	525,810	474,573	423,337	372,100	320,860	269,592
	106%	537,356	486,131	434,905	383,679	332,422	281,165	229,908
	108%	497,666	446,451	395,209	343,962	292,716	241,450	190,164
	110%	457,951	406,716	355,481	304,241	252,966	201,691	150,386
	112%	418,201	366,977	315,724	264,460	213,194	161,882	110,563

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	502,606	10%	15%	20%	25%	30%	35%	40%
	80%	40,151	23,045	5,939	(11,167)	(28,276)	(45,396)	(62,516)
	82%	102,108	81,571	61,035	40,499	19,962	(580)	(21,132)
Market Values	84%	163,946	139,987	116,028	92,069	68,110	44,146	20,169
100%	86%	225,686	198,311	170,936	143,561	116,186	88,796	61,403
(105% = 5% increase)	88%	287,351	256,565	225,779	194,992	164,190	133,386	102,582
	90%	348,960	314,767	280,561	246,351	212,141	177,930	143,720
	92%	410,508	372,896	335,283	297,670	260,057	222,441	184,807
	94%	472,007	430,994	389,982	348,960	307,928	266,896	225,864
	96%	533,480	489,052	444,624	400,196	355,768	311,341	266,896
	98%	594,903	547,080	499,258	451,424	403,581	355,738	307,895
	100%	656,309	605,074	553,840	502,606	451,371	400,135	348,877
	102%	717,690	663,064	608,422	553,777	499,131	444,485	389,839
	104%	779,034	721,000	662,966	604,932	546,890	488,833	430,776
	106%	840,378	778,936	717,494	656,052	594,610	533,168	471,713
	108%	901,697	836,868	772,022	707,172	642,322	577,472	512,622
	110%	962,987	894,753	826,518	758,284	690,034	621,776	553,518
	112%	1,024,277	952,638	880,998	809,359	737,719	666,080	594,414
	114%	1,085,567	1,010,522	935,478	860,434	785,389	710,345	635,301
	116%	1,146,824	1,068,397	989,958	911,509	833,059	754,610	676,161
	118%	1,208,067	1,126,237	1,044,407	962,577	880,729	798,875	717,020
	120%	1,269,309	1,184,077	1,098,845	1,013,613	928,381	843,140	757,880

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	502,606	10%	15%	20%	25%	30%	35%	40%
	5,000	718,095	666,877	615,659	564,431	513,197	461,962	410,728
	10,000	779,844	728,626	677,408	626,190	574,972	523,754	472,536
Grant (£ per unit)	15,000	841,573	790,364	739,155	687,939	636,721	585,503	534,285
-	20,000	903,252	852,043	800,833	749,624	698,414	647,205	595,996
	25,000	964,931	913,721	862,512	811,302	760,093	708,884	657,674
	30,000	1,026,565	975,356	924,148	872,940	821,731	770,523	719,314
	35,000	1,088,179	1,036,970	985,762	934,553	883,345	832,136	780,928
	40,000	1,149,792	1,098,584	1,047,375	996,167	944,955	893,740	842,525
	45,000	1,211,370	1,160,155	1,108,940	1,057,725	1,006,509	955,294	904,079
	50,000	1,272,924	1,221,709	1,170,494	1,119,279	1,068,064	1,016,849	965,634
	55,000	1,334,478	1,283,263	1,232,048	1,180,833	1,129,618	1,078,390	1,027,161

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: BF HV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	157.5	70.0%	105.0	44%	262.5
3 bed House	40.0%	180.0	20.0%	30.0	35%	210.0
4 + bed House	25.0%	112.5	10.0%	15.0	21%	127.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	450.0	100.0%	150.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	30.0	323		0.0	30.0	323
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	11,025	118,672	7,350	79,115	18,375	197,787
3 bed House	18,360	197,625	3,060	32,938	21,420	230,563
4 + bed House	3,375	36,328	450	4,844	3,825	41,172
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	32,760	352,626	10,860	116,896	43,620	469,522
AH % by floor area:			24.90%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	74,812,500
3 bed House	365,000	3,578	332	3,578	332	76,650,000
4 + bed House	480,000	16,000	1,486	16,000	1486	61,200,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						212,662,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	157.5	@	285,000		44,887,500
3 bed House	180.0	@	365,000		65,700,000
4 + bed House	112.5	@	480,000		54,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	450.0				164,587,500
Affordable Rent GDV -					
2 bed House	31.5	@	199,500		6,284,250
3 bed House	9.0	@	255,500		2,299,500
4 + bed House	4.5	@	336,000		1,512,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	45.0				10,095,750
Social Rent GDV -					
2 bed House	47.3	@	142,500		6,733,125
3 bed House	13.5	@	182,500		2,463,750
4 + bed House	6.8	@	240,000		1,620,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	67.5				10,816,875
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	26.3	@	199,500		5,236,875
3 bed House	7.5	@	255,500		1,916,250
4 + bed House	3.8	@	336,000		1,260,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	37.5	150.0			8,413,125
Sub-total GDV Residential	**600**				**193,913,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	18,749,250
	430 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	600	units @	0	per unit	-
Total GDV					**193,913,250**

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£		(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£		(406,005)
CIL (Mrkt only inc. garages)	Max			32,760	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				600	units @		5,500	per unit			(3,300,000)
	Sub-total									(3,300,000)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				43,620	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				17.14	ha @		123,550	£ per ha (if brownfield)			(2,118,000)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			600	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				18,375	sqm @		1,710	psm			(31,421,250)
3 bed House				21,420	sqm @		1,710	psm			(36,628,200)
3 bed House (EXC. garage)				3,807	sqm @		1,710	psm			(6,509,970)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	180.0	50%		18	sqm @		653	psm			(1,057,860)
Garages for 4B House	112.5	100%		18	sqm @		653	psm			(1,322,325)
Total GIA check:				43,620	£ per garage		£11,754				
External works				76,908,825	@		15.0%				(11,536,324)
Ext. Works analysis:							19,227	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				600	units @		242	£ per unit			(145,200)
M4(2) Category 2 Housing	Aff units		150	units @		100%	@	1,400	£ per unit		(210,000)
M4(2) Category 2 Housing	OMS units		450	units @		100%	@	1,400	£ per unit		(630,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		450	units @		5%	@	26,816	£ per unit		(603,360)
Part L/FHS			600	units @				8,760	£ per unit		(5,256,000)
Part L/FHS analysis:							6.8%	% of BCIS costs			
EV Charging Points - Houses			600	units @				1,000	£ per unit		(600,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(7,444,560)	
Policy Costs analysis:	(design costs only)						12,408	£ per unit (total units)			
							9.7%	% of BCIS costs			
Contingency (on construction)				98,007,709	@		5.0%				(4,900,385)

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Scheme Typology:	**Houses**	No Units:	**600**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		98,007,709	@	7.0%			(6,860,540)
Disposal Costs -							
OMS Marketing and Promotion		164,587,500	OMS @	3.00%	8,229	£ per unit	(4,937,625)
Residential Sales Agent Costs		164,587,500	OMS @	1.00%	2,743	£ per unit	(1,645,875)
Residential Sales Legal Costs		164,587,500	OMS @	0.25%	686	£ per unit	(411,469)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,675	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(450,559)
Developers Profit -							
Profit on OMS		164,587,500		20.00%			(32,917,500)
Margin on AH		29,325,750		6.00%	on AH values		(1,759,545)
Profit analysis:		193,913,250		17.88%	blended GDV	(34,677,045)	
		121,065,502		28.64%	on costs	(34,677,045)	
TOTAL COSTS							**(155,742,547)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							38,170,703
SDLT		38,170,703	@	HMRC formula			(1,898,035)
Acquisition Agent fees		38,170,703	@	1.0%			(381,707)
Acquisition Legal fees		38,170,703	@	0.5%			(190,854)
Interest on Land		38,170,703	@	7.00%			(2,671,949)
Residual Land Value							**33,028,158**
RLV analysis:	55,047 £ per plot	1,926,643	£ per ha (net)	779,702	£ per acre (net)		
		1,926,643	£ per ha (gross)	779,702	£ per acre (gross)		
				17.03%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		17.14	ha (gross)	42.36	acres (gross)		
Density analysis:		2,545	sqm/ha (net)	11,084	sqft/ac (net)		
		35	dph (gross)				
Benchmark Land Value (net)	19,415 £ per plot	679,525	£ per ha (net)	275,000	£ per acre (net)		**11,649,000**
BLV analysis:		679,525	£ per ha (gross)	275,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**1,247,118**	£ per ha (net)	**504,702**	£ per acre (net)		**21,379,158**

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	504,702	10%	15%	20%	25%	30%	35%	40%
	-	726,516	675,188	623,851	572,507	521,162	469,818	418,474
	1,000	714,198	662,867	611,523	560,178	508,834	457,490	406,139
Site Specific S106	2,000	701,880	650,539	599,195	547,850	496,506	445,162	393,800
5,500	3,000	689,555	638,211	586,866	535,522	484,178	432,826	381,460
	4,000	677,227	625,883	574,538	523,194	471,850	420,486	369,121
	5,000	664,899	613,554	562,210	510,866	459,513	408,147	356,782
	6,000	652,571	601,226	549,882	498,537	447,173	395,808	344,443
	7,000	640,242	588,898	537,554	486,199	434,834	383,469	332,102
	8,000	627,914	576,570	525,225	473,860	422,495	371,130	319,751
	9,000	615,586	564,242	512,886	461,521	410,156	358,790	307,400
	10,000	603,258	551,913	500,547	449,182	397,816	346,440	295,049
	11,000	590,930	539,573	488,208	436,843	385,477	334,089	282,698
	12,000	578,599	527,234	475,869	424,503	373,130	321,738	270,347
	13,000	566,260	514,895	463,529	412,164	360,779	309,387	257,990
	14,000	553,921	502,556	451,190	399,819	348,428	297,036	245,626

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	504,702	10%	15%	20%	25%	30%	35%	40%
	15.0%	860,389	797,842	735,295	672,747	610,186	547,617	485,049
	16.0%	820,058	759,752	699,445	639,138	578,817	518,489	458,161
Profit	17.0%	779,727	721,661	663,595	605,529	547,449	489,361	431,274
20.0%	18.0%	739,397	683,571	627,745	571,920	516,080	460,233	404,387
	19.0%	699,066	645,481	591,896	538,311	484,711	431,106	377,500
	20.0%	658,735	607,390	556,046	504,702	453,343	401,978	350,612

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	504,702	10%	15%	20%	25%	30%	35%	40%
	100,000	833,735	782,390	731,046	679,702	628,343	576,978	525,612
	110,000	823,735	772,390	721,046	669,702	618,343	566,978	515,612
BLV (£ per acre)	120,000	813,735	762,390	711,046	659,702	608,343	556,978	505,612
275,000	130,000	803,735	752,390	701,046	649,702	598,343	546,978	495,612
	140,000	793,735	742,390	691,046	639,702	588,343	536,978	485,612
	150,000	783,735	732,390	681,046	629,702	578,343	526,978	475,612
	160,000	773,735	722,390	671,046	619,702	568,343	516,978	465,612
	170,000	763,735	712,390	661,046	609,702	558,343	506,978	455,612
	180,000	753,735	702,390	651,046	599,702	548,343	496,978	445,612
	190,000	743,735	692,390	641,046	589,702	538,343	486,978	435,612
	200,000	733,735	682,390	631,046	579,702	528,343	476,978	425,612
	210,000	723,735	672,390	621,046	569,702	518,343	466,978	415,612
	220,000	713,735	662,390	611,046	559,702	508,343	456,978	405,612
	230,000	703,735	652,390	601,046	549,702	498,343	446,978	395,612
	240,000	693,735	642,390	591,046	539,702	488,343	436,978	385,612
	250,000	683,735	632,390	581,046	529,702	478,343	426,978	375,612

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251031 Wigan Borough Council_Residential Appraisals_Brownfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 25%							
	504,702	10%	15%	20%	25%	30%	35%	40%
	30	517,872	473,863	429,838	385,811	341,783	297,753	253,703
	35	658,735	607,390	556,046	504,702	453,343	401,978	350,612
Density (dph)	40	799,596	740,918	682,239	623,559	564,880	506,199	447,496
35.0	45	940,425	874,431	808,431	742,417	676,403	610,389	544,375
	50	1,081,254	1,007,927	934,601	861,274	787,926	714,577	641,228
	55	1,222,082	1,141,423	1,060,764	980,105	899,446	818,765	738,081
	60	1,362,911	1,274,919	1,186,928	1,098,936	1,010,944	922,952	834,934
	65	1,503,740	1,408,415	1,313,091	1,217,767	1,122,442	1,027,118	931,787
	70	1,644,568	1,541,911	1,439,254	1,336,597	1,233,940	1,131,283	1,028,626
	75	1,785,380	1,675,407	1,565,418	1,455,428	1,345,438	1,235,449	1,125,459
	80	1,926,190	1,808,892	1,691,581	1,574,259	1,456,937	1,339,614	1,222,292

TABLE 5

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 25%							
	504,702	10%	15%	20%	25%	30%	35%	40%
	90%	856,277	804,905	753,533	702,161	650,784	599,401	548,019
	92%	816,802	765,434	714,062	662,690	611,318	559,946	508,574
Build Cost	94%	777,296	725,935	674,574	623,213	571,852	520,490	469,113
100%	96%	737,787	686,437	635,086	583,730	532,364	480,997	429,631
(105% = 5% increase)	98%	698,277	646,926	595,571	544,216	492,860	441,505	390,133
	100%	658,735	607,390	556,046	504,702	453,343	401,978	350,612
	102%	619,188	567,854	516,509	465,155	413,800	362,446	311,066
	104%	579,632	528,289	476,945	425,601	374,242	322,873	271,503
	106%	540,046	488,713	437,375	386,017	334,658	283,286	231,896
	108%	500,460	449,117	397,769	346,421	295,047	243,668	192,264
	110%	460,837	409,500	358,155	306,787	255,419	204,015	152,599
	112%	421,209	369,862	318,505	267,138	215,744	164,331	112,894

TABLE 6

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 25%							
	504,702	10%	15%	20%	25%	30%	35%	40%
	80%	43,467	26,183	8,900	(8,390)	(25,688)	(42,986)	(60,291)
	82%	105,281	84,576	63,872	43,167	22,458	1,737	(18,984)
Market Values	84%	166,991	142,878	118,759	94,639	70,519	46,386	22,248
100%	86%	228,624	201,103	173,573	146,044	118,514	90,971	63,423
(105% = 5% increase)	88%	290,197	259,262	228,327	197,392	166,457	135,503	104,549
	90%	351,707	317,370	283,033	248,696	214,347	179,991	145,636
	92%	413,175	375,439	337,704	299,954	262,200	224,446	186,684
	94%	474,615	433,476	392,326	351,177	310,027	268,870	227,698
	96%	536,012	491,468	446,925	402,381	357,822	313,258	268,694
	98%	597,388	549,452	501,499	453,545	405,590	357,636	309,661
	100%	658,735	607,390	556,046	504,702	453,343	401,978	350,612
	102%	720,069	665,329	610,576	555,824	501,071	446,319	391,543
	104%	781,371	723,231	665,092	606,946	548,786	490,625	432,464
	106%	842,673	781,128	719,582	658,037	596,491	534,931	473,362
	108%	903,948	839,017	774,073	709,121	644,170	579,219	514,260
	110%	965,210	896,875	828,540	760,205	691,850	623,493	555,136
	112%	1,026,472	954,733	882,995	811,257	739,518	667,766	596,004
	114%	1,087,719	1,012,591	937,450	862,308	787,166	712,025	636,872
	116%	1,148,945	1,070,421	991,898	913,359	834,814	756,269	677,724
	118%	1,210,171	1,128,246	1,046,321	964,396	882,462	800,514	718,565
	120%	1,271,396	1,186,070	1,100,744	1,015,417	930,091	844,758	759,406

TABLE 7

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 25%							
	504,702	10%	15%	20%	25%	30%	35%	40%
	5,000	720,401	669,072	617,733	566,389	515,045	463,700	412,356
	10,000	782,034	730,706	679,377	628,049	576,720	525,388	474,043
Grant (£ per unit)	15,000	843,652	792,334	741,011	689,682	638,354	587,025	535,697
-	20,000	905,235	853,917	802,599	751,281	699,964	648,646	597,328
	25,000	966,818	915,500	864,182	812,864	761,547	710,229	658,911
	30,000	1,028,357	977,045	925,733	874,421	823,109	771,797	720,485
	35,000	1,089,894	1,038,582	987,270	935,958	884,646	833,334	782,021
	40,000	1,151,424	1,100,113	1,048,802	997,490	946,179	894,867	843,556
	45,000	1,212,918	1,161,607	1,110,295	1,058,984	1,007,672	956,361	905,049
	50,000	1,274,412	1,223,100	1,171,789	1,120,477	1,069,166	1,017,854	966,543
	55,000	1,335,905	1,284,594	1,233,280	1,181,964	1,130,648	1,079,332	1,028,017

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Appraisal Ref: GF LV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9 Units		
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00 £ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
3 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	0.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	315	3,391	0	0	315	3,391
3 bed House	459	4,941	0	0	459	4,941
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	774	8,331	0	0	774	8,331

AH % by floor area: 0.00% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	990,000
3 bed House	310,000	3,039	282	3,039	282	1,395,000
4 + bed House	395,000	3,038	282	3,038	282	0
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						2,385,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.5	@	220,000		990,000
3 bed House	4.5	@	310,000		1,395,000
4 + bed House	0.0	@	395,000		-
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	9.0				2,385,000
Affordable Rent GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	276,500		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	110,000		-
3 bed House	0.0	@	155,000		-
4 + bed House	0.0	@	197,500		-
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	276,500		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**2,385,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0 per unit		-
Total GDV					**2,385,000**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			774	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500	£ per ha		2.08%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				774	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				315	sqm @		1,710	psm			(538,650)
3 bed House				459	sqm @		1,710	psm			(784,890)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	4.5		50%	18	sqm @		653	psm			(26,447)
Garages for 4B House	-		100%	18	sqm @		653	psm			-
Total GIA check:				774	£ per garage		£11,754				
External works				1,288,427	@		15.0%				(193,264)
Ext. Works analysis:							21,474	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		1,137	£ per unit			(10,233)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	1,400	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @		100%	@	1,400	£ per unit		(12,600)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		9	units @		5%	@	26,816	£ per unit		(12,067)
Part L/FHS			9	units @				8,760	£ per unit		(78,840)
Part L/FHS analysis:							6.1%	% of BCIS costs			
EV Charging Points - Houses			9	units @				1,000	£ per unit		(9,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(122,740)	
Policy Costs analysis:	(design costs only)						13,638	£ per unit (total units)			
							9.5%	% of BCIS costs			
Contingency (on construction)				1,604,431	@		3.0%				(48,133)

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		1,604,431	@	7.0%			(112,310)
Disposal Costs -							
OMS Marketing and Promotion		2,385,000	OMS @	3.00%	7,950	£ per unit	(71,550)
Residential Sales Agent Costs		2,385,000	OMS @	1.00%	2,650	£ per unit	(23,850)
Residential Sales Legal Costs		2,385,000	OMS @	0.25%	663	£ per unit	(5,963)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					12,374	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(27,385)
Developers Profit -							
Profit on OMS		2,385,000		20.00%			(477,000)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,385,000		20.00%	blended GDV	(477,000)	
		1,984,873		24.03%	on costs	(477,000)	
TOTAL COSTS							**(2,461,873)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(76,873)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(76,873)**
RLV analysis:	(8,541) £ per plot	(298,951)	£ per ha (net)	(120,984)	£ per acre (net)		
		(239,161)	£ per ha (gross)	(96,787)	£ per acre (gross)		
				-3.22%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.32	ha (gross)	0.79	acres (gross)		
Density analysis:		3,010	sqm/ha (net)	13,112	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	10,590 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)		**95,310**
BLV analysis:		296,520	£ per ha (gross)	120,000	£ per acre (gross)		

BALANCE				
Surplus/(Deficit)	**(669,601)**	£ per ha (net)	**(270,984)**	£ per acre (net)	**(172,183)**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	(270,984)	10%	15%	20%	25%	30%	35%	40%
	-	(199,869)	(204,040)	(208,211)	(212,383)	(216,554)	(220,726)	(224,897)
	1,000	(214,316)	(218,487)	(222,658)	(226,830)	(231,001)	(235,173)	(239,344)
Site Specific S106	2,000	(228,762)	(232,934)	(237,105)	(241,277)	(245,448)	(249,619)	(253,810)
5,500	3,000	(243,209)	(247,381)	(251,552)	(255,724)	(259,895)	(264,096)	(268,339)
	4,000	(257,656)	(261,828)	(265,999)	(270,170)	(274,382)	(278,625)	(282,867)
	5,000	(272,103)	(276,274)	(280,446)	(284,669)	(288,911)	(293,153)	(297,396)
	6,000	(286,550)	(290,721)	(294,955)	(299,197)	(303,440)	(307,682)	(311,924)
	7,000	(300,999)	(305,241)	(309,484)	(313,726)	(317,968)	(322,210)	(326,453)
	8,000	(315,528)	(319,770)	(324,012)	(328,254)	(332,497)	(336,739)	(340,981)
	9,000	(330,056)	(334,298)	(338,541)	(342,783)	(347,025)	(351,268)	(355,510)
	10,000	(344,585)	(348,827)	(353,069)	(357,312)	(361,554)	(365,796)	(370,038)
	11,000	(359,113)	(363,356)	(367,598)	(371,840)	(376,082)	(380,325)	(384,567)
	12,000	(373,642)	(377,884)	(382,126)	(386,369)	(390,611)	(394,853)	(399,096)
	13,000	(388,170)	(392,413)	(396,655)	(400,897)	(405,140)	(409,382)	(413,624)
	14,000	(402,699)	(406,941)	(411,184)	(415,426)	(419,668)	(423,910)	(428,153)

TABLE 2

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	(270,984)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(113,782)	(126,185)	(138,607)	(151,175)	(164,801)	(178,428)	(192,054)
	16.0%	(144,692)	(155,878)	(167,577)	(179,327)	(191,076)	(202,826)	(214,575)
Profit	17.0%	(177,981)	(187,783)	(197,606)	(207,478)	(217,351)	(227,224)	(237,096)
20.0%	18.0%	(211,763)	(219,688)	(227,634)	(235,630)	(243,626)	(251,622)	(259,617)
	19.0%	(245,545)	(251,593)	(257,662)	(263,782)	(269,901)	(276,020)	(282,139)
	20.0%	(279,327)	(283,498)	(287,691)	(291,933)	(296,175)	(300,418)	(304,660)

TABLE 3

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	(270,984)	10%	15%	20%	25%	30%	35%	40%
	100,000	(229,327)	(233,498)	(237,691)	(241,933)	(246,175)	(250,418)	(254,660)
	110,000	(239,327)	(243,498)	(247,691)	(251,933)	(256,175)	(260,418)	(264,660)
BLV (£ per acre)	120,000	(249,327)	(253,498)	(257,691)	(261,933)	(266,175)	(270,418)	(274,660)
150,000	130,000	(259,327)	(263,498)	(267,691)	(271,933)	(276,175)	(280,418)	(284,660)
	140,000	(269,327)	(273,498)	(277,691)	(281,933)	(286,175)	(290,418)	(294,660)
	150,000	(279,327)	(283,498)	(287,691)	(291,933)	(296,175)	(300,418)	(304,660)
	160,000	(289,327)	(293,498)	(297,691)	(301,933)	(306,175)	(310,418)	(314,660)
	170,000	(299,327)	(303,498)	(307,691)	(311,933)	(316,175)	(320,418)	(324,660)
	180,000	(309,327)	(313,498)	(317,691)	(321,933)	(326,175)	(330,418)	(334,660)
	190,000	(319,327)	(323,498)	(327,691)	(331,933)	(336,175)	(340,418)	(344,660)
	200,000	(329,327)	(333,498)	(337,691)	(341,933)	(346,175)	(350,418)	(354,660)
	210,000	(339,327)	(343,498)	(347,691)	(351,933)	(356,175)	(360,418)	(364,660)
	220,000	(349,327)	(353,498)	(357,691)	(361,933)	(366,175)	(370,418)	(374,660)
	230,000	(359,327)	(363,498)	(367,691)	(371,933)	(376,175)	(380,418)	(384,660)
	240,000	(369,327)	(373,498)	(377,691)	(381,933)	(386,175)	(390,418)	(394,660)
	250,000	(379,327)	(383,498)	(387,691)	(391,933)	(396,175)	(400,418)	(404,660)

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(270,984)	Affordable Housing - % on site 0%						
		10%	15%	20%	25%	30%	35%	40%
	30	(260,851)	(264,427)	(268,021)	(271,657)	(275,293)	(278,929)	(282,566)
	35	(279,327)	(283,498)	(287,691)	(291,933)	(296,175)	(300,418)	(304,660)
Density (dph)	40	(297,802)	(302,569)	(307,361)	(312,209)	(317,058)	(321,906)	(326,754)
35.0	45	(316,277)	(321,640)	(327,031)	(332,485)	(337,940)	(343,394)	(348,848)
	50	(334,752)	(340,711)	(346,701)	(352,762)	(358,822)	(364,882)	(370,943)
	55	(353,227)	(359,782)	(366,371)	(373,038)	(379,704)	(386,371)	(393,037)
	60	(371,703)	(378,854)	(386,041)	(393,314)	(400,586)	(407,859)	(415,131)
	65	(390,178)	(397,925)	(405,711)	(413,590)	(421,469)	(429,347)	(437,226)
	70	(408,653)	(416,996)	(425,382)	(433,866)	(442,351)	(450,835)	(459,320)
	75	(427,128)	(436,067)	(445,052)	(454,142)	(463,233)	(472,324)	(481,414)
	80	(445,604)	(455,138)	(464,722)	(474,418)	(484,115)	(493,812)	(503,508)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(270,984)	Affordable Housing - % on site 0%						
		10%	15%	20%	25%	30%	35%	40%
	90%	(57,258)	(73,440)	(89,623)	(105,805)	(121,987)	(138,170)	(154,756)
	92%	(99,473)	(113,182)	(126,892)	(140,601)	(154,710)	(169,693)	(184,676)
Build Cost	94%	(141,688)	(153,196)	(165,476)	(177,756)	(190,036)	(202,316)	(214,596)
100%	96%	(187,053)	(196,630)	(206,207)	(215,784)	(225,361)	(234,938)	(244,515)
(105% = 5% increase)	98%	(233,190)	(240,064)	(246,938)	(253,812)	(260,687)	(267,611)	(274,571)
	100%	(279,327)	(283,498)	(287,691)	(291,933)	(296,175)	(300,418)	(304,660)
	102%	(325,604)	(327,128)	(328,652)	(330,176)	(331,701)	(333,225)	(334,749)
	104%	(372,001)	(370,807)	(369,614)	(368,420)	(367,226)	(366,032)	(364,838)
	106%	(418,399)	(414,487)	(410,575)	(406,663)	(402,751)	(398,839)	(394,927)
	108%	(464,797)	(458,166)	(451,536)	(444,906)	(438,276)	(431,646)	(425,016)
	110%	(511,194)	(501,846)	(492,498)	(483,149)	(473,801)	(464,453)	(455,105)
	112%	(557,592)	(545,525)	(533,459)	(521,393)	(509,326)	(497,260)	(485,193)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(270,984)	Affordable Housing - % on site 0%						
		10%	15%	20%	25%	30%	35%	40%
	80%	(1,530,165)	(1,540,916)	(1,551,666)	(1,562,417)	(1,573,168)	(1,583,919)	(1,594,670)
	82%	(1,041,312)	(1,079,221)	(1,117,131)	(1,155,040)	(1,192,949)	(1,230,859)	(1,268,768)
Market Values	84%	(696,071)	(677,154)	(682,642)	(747,663)	(812,731)	(877,798)	(942,866)
100%	86%	(643,963)	(627,941)	(611,919)	(595,897)	(579,875)	(563,853)	(616,964)
(105% = 5% increase)	88%	(591,855)	(578,728)	(565,601)	(552,474)	(539,347)	(526,220)	(513,092)
	90%	(539,747)	(529,515)	(519,283)	(509,050)	(498,818)	(488,586)	(478,354)
	92%	(487,639)	(480,301)	(472,964)	(465,627)	(458,290)	(450,952)	(443,615)
	94%	(435,531)	(431,088)	(426,646)	(422,203)	(417,761)	(413,319)	(408,876)
	96%	(383,422)	(381,875)	(380,327)	(378,780)	(377,232)	(375,685)	(374,137)
	98%	(331,314)	(332,662)	(334,009)	(335,357)	(336,704)	(338,051)	(339,399)
	100%	(279,327)	(283,498)	(287,691)	(291,933)	(296,175)	(300,418)	(304,660)
	102%	(227,528)	(234,577)	(241,626)	(248,676)	(255,725)	(262,784)	(269,921)
	104%	(175,730)	(185,657)	(195,584)	(205,510)	(215,437)	(225,364)	(235,291)
	106%	(126,148)	(137,864)	(149,580)	(162,345)	(175,150)	(187,954)	(200,758)
	108%	(78,752)	(93,101)	(107,451)	(121,800)	(136,149)	(150,544)	(166,226)
	110%	(31,357)	(48,339)	(65,321)	(82,303)	(99,286)	(116,268)	(133,250)
	112%	16,039	(3,577)	(23,192)	(42,807)	(62,423)	(82,038)	(101,653)
	114%	63,434	41,186	18,937	(3,311)	(25,560)	(47,808)	(70,056)
	116%	109,850	85,512	61,066	36,185	11,304	(13,578)	(38,459)
	118%	156,209	129,296	102,383	75,470	48,167	20,652	(6,862)
	120%	202,568	173,080	143,591	114,102	84,614	54,882	24,734

TABLE 7

Balance (RLV - BLV £ per acre (n))	(270,984)	Affordable Housing - % on site 0%						
		10%	15%	20%	25%	30%	35%	40%
	5,000	(207,090)	(211,262)	(215,433)	(219,604)	(223,776)	(227,947)	(232,119)
	10,000	(136,141)	(139,958)	(143,775)	(147,592)	(151,539)	(155,711)	(159,882)
Grant (£ per unit)	15,000	(70,045)	(73,862)	(77,679)	(81,496)	(85,312)	(89,129)	(92,946)
-	20,000	(3,949)	(7,766)	(11,582)	(15,399)	(19,216)	(23,033)	(26,850)
	25,000	62,147	58,331	54,514	50,697	46,880	43,063	39,246
	30,000	126,883	123,150	119,417	115,683	111,950	108,203	104,382
	35,000	191,535	187,775	183,954	180,133	176,312	172,491	168,670
	40,000	254,241	250,548	246,855	243,162	239,469	235,776	232,083
	45,000	316,374	312,681	308,988	305,295	301,602	297,909	294,216
	50,000	378,507	374,814	371,121	367,428	363,735	360,042	356,349
	55,000	440,640	436,947	433,254	429,561	425,868	422,176	418,483

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Appraisal Ref: GF LV 25 (see Typologies Matrix)
Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	6.6	70.0%	4.4	44%	10.9
3 bed House	40.0%	7.5	20.0%	1.3	35%	8.8
4 + bed House	25.0%	4.7	10.0%	0.6	21%	5.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	18.8	100.0%	6.3	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	459	4,945	306	3,296	766	8,241
3 bed House	765	8,234	128	1,372	893	9,607
4 + bed House	609	6,559	81	875	691	7,434
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,834	19,738	515	5,543	2,349	25,282
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	2,406,250
3 bed House	310,000	3,039	282	3,039	282	2,712,500
4 + bed House	395,000	3,038	282	3,038	282	2,098,438
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						7,217,188

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	6.6	@	220,000		1,443,750
3 bed House	7.5	@	310,000		2,325,000
4 + bed House	4.7	@	395,000		1,851,563
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	18.8				5,620,313
Affordable Rent GDV -					
2 bed House	1.3	@	154,000		202,125
3 bed House	0.4	@	217,000		81,375
4 + bed House	0.2	@	276,500		51,844
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	1.9				335,344
Social Rent GDV -					
2 bed House	2.0	@	110,000		216,563
3 bed House	0.6	@	155,000		87,188
4 + bed House	0.3	@	197,500		55,547
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	2.8				359,297
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.1	@	154,000		168,438
3 bed House	0.3	@	217,000		67,813
4 + bed House	0.2	@	276,500		43,203
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	1.6	6.3			279,453
Sub-total GDV Residential	**25**				**6,594,406**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	622,781
	265 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**6,594,406**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS												
Initial Payments -												
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£			(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£			(63,500)
CIL (Mrkt only inc. garages)	Max			1,834	sqm		0.00	£ psm				-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)				
Site Specific S106	Year 1						0					-
(strategic site cashflow yrs 1-15)	Year 2						0					-
	Year 3						0					-
	Year 4						0					-
	Year 5						0					-
	Year 6						0					-
	Year 7						0					-
	Year 8						0					-
	Year 9						0					-
	Year 10						0					-
	Year 11						0					-
	Year 12						0					-
	Year 13						0					-
	Year 14						0					-
	Year 15						0					-
Site Specific S106 (installment)				25	units @		5,500	per unit				(137,500)
	Sub-total										(137,500)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)				
AH Commuted Sum				2,349	sqm (total)		0	£ psm				-
Comm. Sum analysis:				0.00%	% of GDV							
Construction Costs -												
Site Clearance, Demolition & Remediation				0.71	ha @		0	£ per ha (if brownfield)				-
Strategic Site Infra. costs	Year 1		0									-
	Year 2		0									-
	Year 3		0									-
	Year 4		0									-
	Year 5		0									-
	Year 6		0									-
	Year 7		0									-
	Year 8		0									-
	Year 9		0									-
	Year 10		0									-
	Year 11		0									-
	Year 12		0									-
	Year 13		0									-
	Year 14		0									-
	Year 15		0									-
	Years 1-15			25	units @		0	per unit				-
	Sub-total										-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)				
2 bed House				766	sqm @		1,710	psm				(1,309,219)
3 bed House				893	sqm @		1,710	psm				(1,526,175)
3 bed House (EXC. garage)				673	sqm @		1,710	psm				(1,150,189)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm				30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm				-
1 bed Flat				-	sqm @		1,868	psm				-
2 bed Flat				-	sqm @		1,868	psm				-
-				-	sqm @		1,868	psm				-
Garages for 3B House	7.5	50%		18	sqm @		653	psm				(44,078)
Garages for 4B House	4.7	100%		18	sqm @		653	psm				(55,097)
Total GIA check:				2,349	£ per garage		£11,754					
External works				4,053,977	@		15.0%					(608,097)
Ext. Works analysis:							24,324	£ per unit (total units)				
Policy Costs on design -												
Net Biodiversity costs				25	units @		1,137	£ per unit				(28,425)
M4(2) Category 2 Housing	Aff units		6	units @		100%	@	1,400	£ per unit			(8,750)
M4(2) Category 2 Housing	OMS units		19	units @		100%	@	1,400	£ per unit			(26,250)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit			-
M4(3) Category 3 Housing	Houses		19	units @		5%	@	26,816	£ per unit			(25,140)
Part L/FHS			25	units @				8,760	£ per unit			(219,000)
Part L/FHS analysis:							5.4%	% of BCIS costs				
EV Charging Points - Houses			25	units @				1,000	£ per unit			(25,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units			-
Water Efficiency			-	units @				10	£ per unit			-
	Sub-total										(332,565)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)				
							8.2%	% of BCIS costs				
Contingency (on construction)				4,994,638	@		3.0%					(149,839)

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**25**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		4,994,638	@	7.0%			(349,625)
Disposal Costs -							
OMS Marketing and Promotion		5,620,313	OMS @	3.00%	6,744	£ per unit	(168,609)
Residential Sales Agent Costs		5,620,313	OMS @	1.00%	2,248	£ per unit	(56,203)
Residential Sales Legal Costs		5,620,313	OMS @	0.25%	562	£ per unit	(14,051)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,955	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(83,500)
Developers Profit -							
Profit on OMS		5,620,313		20.00%			(1,124,063)
Margin on AH		974,094		6.00%	on AH values		(58,446)
Profit analysis:		6,594,406		17.93%	blended GDV	(1,182,508)	
		6,043,341		19.57%	on costs	(1,182,508)	
TOTAL COSTS							**(7,225,849)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(631,443)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(631,443)**
RLV analysis:	(25,258) £ per plot	(884,020)	£ per ha (net)	(357,758)	£ per acre (net)		
		(707,216)	£ per ha (gross)	(286,206)	£ per acre (gross)		
				-9.58%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.89	ha (gross)	2.21	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	10,590 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)		**264,750**
BLV analysis:		296,520	£ per ha (gross)	120,000	£ per acre (gross)		

BALANCE				
Surplus/(Deficit)	**(1,254,670)**	£ per ha (net)	**(507,758)**	£ per acre (net)	**(896,193)**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(507,758)	5%	10%	15%	20%	25%	30%	35%
	-	(319,912)	(346,826)	(373,834)	(400,843)	(427,851)	(454,859)	(481,867)
	1,000	(334,359)	(361,355)	(388,363)	(415,371)	(442,379)	(469,387)	(496,396)
Site Specific S106	2,000	(348,875)	(375,883)	(402,892)	(429,900)	(456,908)	(483,916)	(510,924)
5,500	3,000	(363,404)	(390,412)	(417,420)	(444,428)	(471,436)	(498,445)	(525,453)
	4,000	(377,932)	(404,941)	(431,949)	(458,957)	(485,965)	(512,973)	(539,981)
	5,000	(392,461)	(419,469)	(446,477)	(473,485)	(500,494)	(527,502)	(554,510)
	6,000	(406,990)	(433,998)	(461,006)	(488,014)	(515,022)	(542,030)	(569,038)
	7,000	(421,518)	(448,526)	(475,534)	(502,543)	(529,551)	(556,559)	(583,567)
	8,000	(436,047)	(463,055)	(490,063)	(517,071)	(544,079)	(571,087)	(598,096)
	9,000	(450,575)	(477,583)	(504,592)	(531,600)	(558,608)	(585,616)	(612,624)
	10,000	(465,104)	(492,112)	(519,120)	(546,128)	(573,136)	(600,145)	(627,153)
	11,000	(479,632)	(506,641)	(533,649)	(560,657)	(587,665)	(614,673)	(641,681)
	12,000	(494,161)	(521,169)	(548,177)	(575,185)	(602,194)	(629,202)	(656,210)
	13,000	(508,690)	(535,698)	(562,706)	(589,714)	(616,722)	(643,730)	(670,738)
	14,000	(523,218)	(550,226)	(577,234)	(604,243)	(631,251)	(658,259)	(685,267)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(507,758)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(198,052)	(235,675)	(273,297)	(310,920)	(348,542)	(386,165)	(423,787)
	16.0%	(238,387)	(273,886)	(309,386)	(344,886)	(380,385)	(415,885)	(451,385)
Profit	17.0%	(278,721)	(312,098)	(345,475)	(378,852)	(412,228)	(445,605)	(478,982)
20.0%	18.0%	(319,056)	(350,310)	(381,564)	(412,818)	(444,072)	(475,325)	(506,579)
	19.0%	(359,391)	(388,522)	(417,653)	(446,784)	(475,915)	(505,046)	(534,177)
	20.0%	(399,725)	(426,733)	(453,742)	(480,750)	(507,758)	(534,766)	(561,774)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(507,758)	5%	10%	15%	20%	25%	30%	35%
	100,000	(349,725)	(376,733)	(403,742)	(430,750)	(457,758)	(484,766)	(511,774)
	110,000	(359,725)	(386,733)	(413,742)	(440,750)	(467,758)	(494,766)	(521,774)
BLV (£ per acre)	120,000	(369,725)	(396,733)	(423,742)	(450,750)	(477,758)	(504,766)	(531,774)
150,000	130,000	(379,725)	(406,733)	(433,742)	(460,750)	(487,758)	(514,766)	(541,774)
	140,000	(389,725)	(416,733)	(443,742)	(470,750)	(497,758)	(524,766)	(551,774)
	150,000	(399,725)	(426,733)	(453,742)	(480,750)	(507,758)	(534,766)	(561,774)
	160,000	(409,725)	(436,733)	(463,742)	(490,750)	(517,758)	(544,766)	(571,774)
	170,000	(419,725)	(446,733)	(473,742)	(500,750)	(527,758)	(554,766)	(581,774)
	180,000	(429,725)	(456,733)	(483,742)	(510,750)	(537,758)	(564,766)	(591,774)
	190,000	(439,725)	(466,733)	(493,742)	(520,750)	(547,758)	(574,766)	(601,774)
	200,000	(449,725)	(476,733)	(503,742)	(530,750)	(557,758)	(584,766)	(611,774)
	210,000	(459,725)	(486,733)	(513,742)	(540,750)	(567,758)	(594,766)	(621,774)
	220,000	(469,725)	(496,733)	(523,742)	(550,750)	(577,758)	(604,766)	(631,774)
	230,000	(479,725)	(506,733)	(533,742)	(560,750)	(587,758)	(614,766)	(641,774)
	240,000	(489,725)	(516,733)	(543,742)	(570,750)	(597,758)	(624,766)	(651,774)
	250,000	(499,725)	(526,733)	(553,742)	(580,750)	(607,758)	(634,766)	(661,774)

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(507,758)	5%	10%	15%	20%	25%	30%	35%
	30	(364,050)	(387,200)	(410,350)	(433,500)	(456,650)	(479,799)	(502,949)
	35	(399,725)	(426,733)	(453,742)	(480,750)	(507,758)	(534,766)	(561,774)
Density (dph)	40	(435,400)	(466,267)	(497,133)	(528,000)	(558,866)	(589,733)	(620,599)
35.0	45	(471,075)	(505,800)	(540,525)	(575,250)	(609,974)	(644,699)	(679,424)
	50	(506,750)	(545,333)	(583,916)	(622,500)	(661,083)	(699,666)	(738,249)
	55	(542,425)	(584,867)	(627,308)	(669,750)	(712,191)	(754,632)	(797,074)
	60	(578,100)	(624,400)	(670,700)	(716,999)	(763,299)	(809,599)	(855,899)
	65	(613,775)	(663,933)	(714,091)	(764,249)	(814,407)	(864,565)	(914,723)
	70	(649,451)	(703,467)	(757,483)	(811,499)	(865,516)	(919,532)	(973,548)
	75	(685,126)	(743,000)	(800,875)	(858,749)	(916,624)	(974,499)	(1,032,373)
	80	(720,801)	(782,533)	(844,266)	(905,999)	(967,732)	(1,029,465)	(1,091,198)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(507,758)	5%	10%	15%	20%	25%	30%	35%
	90%	(103,286)	(130,059)	(157,467)	(186,727)	(215,987)	(245,248)	(274,508)
	92%	(159,031)	(187,807)	(216,584)	(245,360)	(274,136)	(302,912)	(331,758)
Build Cost	94%	(219,116)	(247,408)	(275,700)	(303,992)	(332,326)	(360,794)	(389,262)
100%	96%	(279,200)	(307,009)	(334,840)	(362,821)	(390,803)	(418,785)	(446,766)
(105% = 5% increase)	98%	(339,301)	(366,796)	(394,291)	(421,786)	(449,280)	(476,775)	(504,270)
	100%	(399,725)	(426,733)	(453,742)	(480,750)	(507,758)	(534,766)	(561,774)
	102%	(460,150)	(486,671)	(513,192)	(539,714)	(566,235)	(592,757)	(619,278)
	104%	(520,574)	(546,609)	(572,643)	(598,678)	(624,713)	(650,747)	(676,782)
	106%	(580,998)	(606,546)	(632,094)	(657,642)	(683,190)	(708,738)	(734,286)
	108%	(641,423)	(666,484)	(691,545)	(716,606)	(741,668)	(766,729)	(791,971)
	110%	(701,847)	(726,422)	(750,996)	(775,571)	(800,145)	(824,879)	(849,800)
	112%	(762,271)	(786,359)	(810,447)	(834,535)	(858,766)	(883,198)	(907,629)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(507,758)	5%	10%	15%	20%	25%	30%	35%
	80%	(1,023,050)	(1,017,439)	(1,011,828)	(1,006,217)	(1,000,606)	(994,996)	(989,385)
	82%	(960,389)	(958,076)	(955,763)	(953,450)	(951,138)	(948,825)	(946,512)
Market Values	84%	(897,728)	(898,713)	(899,699)	(900,684)	(901,669)	(902,654)	(903,639)
100%	86%	(835,235)	(839,351)	(843,634)	(847,917)	(852,200)	(856,483)	(860,766)
(105% = 5% increase)	88%	(773,019)	(780,381)	(787,742)	(795,150)	(802,731)	(810,312)	(817,893)
	90%	(710,804)	(721,439)	(732,075)	(742,711)	(753,346)	(764,141)	(775,020)
	92%	(648,588)	(662,498)	(676,408)	(690,318)	(704,228)	(718,139)	(732,147)
	94%	(586,372)	(603,557)	(620,742)	(637,926)	(655,111)	(672,295)	(689,480)
	96%	(524,157)	(544,616)	(565,075)	(585,534)	(605,993)	(626,452)	(646,911)
	98%	(461,941)	(485,675)	(509,408)	(533,142)	(556,875)	(580,609)	(604,343)
	100%	(399,725)	(426,733)	(453,742)	(480,750)	(507,758)	(534,766)	(561,774)
	102%	(337,524)	(367,792)	(398,075)	(428,358)	(458,640)	(488,923)	(519,205)
	104%	(275,678)	(309,029)	(342,408)	(375,965)	(409,523)	(443,080)	(476,637)
	106%	(213,832)	(250,438)	(287,043)	(323,649)	(360,405)	(397,237)	(434,068)
	108%	(151,987)	(191,847)	(231,708)	(271,568)	(311,429)	(351,393)	(391,500)
	110%	(95,229)	(134,680)	(176,372)	(219,488)	(262,603)	(305,719)	(348,931)
	112%	(39,375)	(81,069)	(123,498)	(167,407)	(213,778)	(260,148)	(306,519)
	114%	14,720	(28,438)	(72,866)	(118,274)	(164,952)	(214,578)	(264,203)
	116%	68,217	22,475	(23,327)	(70,655)	(119,006)	(169,007)	(221,888)
	118%	121,713	73,156	24,598	(24,043)	(74,330)	(125,694)	(179,572)
	120%	175,210	123,837	72,464	21,091	(30,586)	(83,997)	(138,340)

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(507,758)	5%	10%	15%	20%	25%	30%	35%
	5,000	(327,133)	(354,089)	(381,097)	(408,105)	(435,113)	(462,121)	(489,129)
	10,000	(254,897)	(281,737)	(308,577)	(335,460)	(362,468)	(389,476)	(416,485)
Grant (£ per unit)	15,000	(182,660)	(209,501)	(236,341)	(263,181)	(290,022)	(316,862)	(343,840)
-	20,000	(113,788)	(138,347)	(164,105)	(190,945)	(217,785)	(244,626)	(271,466)
	25,000	(48,228)	(72,251)	(96,810)	(121,369)	(145,927)	(172,389)	(199,230)
	30,000	15,151	(8,066)	(31,621)	(55,643)	(79,831)	(104,390)	(128,949)
	35,000	77,635	54,419	31,202	7,985	(15,232)	(39,036)	(63,058)
	40,000	140,120	116,903	93,686	70,469	47,252	24,035	819
	45,000	202,604	179,387	156,171	132,954	109,737	86,520	63,303
	50,000	265,038	241,826	218,614	195,403	172,191	148,980	125,768
	55,000	327,171	303,959	280,748	257,536	234,324	211,113	187,901

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Appraisal Ref: GF LV 50 (see Typologies Matrix)
Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	13.1	70.0%	8.8	44%	21.9
3 bed House	40.0%	15.0	20.0%	2.5	35%	17.5
4 + bed House	25.0%	9.4	10.0%	1.3	21%	10.6
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	919	9,889	613	6,593	1,531	16,482
3 bed House	1,530	16,469	255	2,745	1,785	19,214
4 + bed House	1,219	13,119	163	1,749	1,381	14,868
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	3,668	39,477	1,030	11,087	4,698	50,563
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	4,812,500
3 bed House	310,000	3,039	282	3,039	282	5,425,000
4 + bed House	395,000	3,038	282	3,038	282	4,196,875
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						14,434,375

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	13.1	@	220,000		2,887,500
3 bed House	15.0	@	310,000		4,650,000
4 + bed House	9.4	@	395,000		3,703,125
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	37.5				11,240,625
Affordable Rent GDV -					
2 bed House	2.6	@	154,000		404,250
3 bed House	0.8	@	217,000		162,750
4 + bed House	0.4	@	276,500		103,688
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	3.8				670,688
Social Rent GDV -					
2 bed House	3.9	@	110,000		433,125
3 bed House	1.1	@	155,000		174,375
4 + bed House	0.6	@	197,500		111,094
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	5.6				718,594
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	154,000		336,875
3 bed House	0.6	@	217,000		135,625
4 + bed House	0.3	@	276,500		86,406
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	3.1	12.5			558,906
Sub-total GDV Residential	**50**				**13,188,813**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,245,563
	265 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**13,188,813**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS												
Initial Payments -												
Statutory Planning Fees (Residential)	01-Apr-25							(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports								(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			3,668	sqm			0.00	£ psm			-
CIL analysis:				0.00%	% of GDV			0	£ per unit (total units)			
Site Specific S106	Year 1							0				-
(strategic site cashflow yrs 1-15)	Year 2							0				-
	Year 3							0				-
	Year 4							0				-
	Year 5							0				-
	Year 6							0				-
	Year 7							0				-
	Year 8							0				-
	Year 9							0				-
	Year 10							0				-
	Year 11							0				-
	Year 12							0				-
	Year 13							0				-
	Year 14							0				-
	Year 15							0				-
Site Specific S106 (installment)				50	units @			5,500	per unit			(275,000)
	Sub-total										(275,000)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV			5,500	£ per unit (total units)			
AH Commuted Sum				4,698	sqm (total)			0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV							
Construction Costs -												
Site Clearance, Demolition & Remediation				1.43	ha @			0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0									-
	Year 2		0									-
	Year 3		0									-
	Year 4		0									-
	Year 5		0									-
	Year 6		0									-
	Year 7		0									-
	Year 8		0									-
	Year 9		0									-
	Year 10		0									-
	Year 11		0									-
	Year 12		0									-
	Year 13		0									-
	Year 14		0									-
	Year 15		0									-
	Years 1-15			50	units @			0	per unit			-
	Sub-total										-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV			0	£ per unit (total units)			
2 bed House				1,531	sqm @			1,710	psm			(2,618,438)
3 bed House				1,785	sqm @			1,710	psm			(3,052,350)
3 bed House (EXC. garage)				1,363	sqm @			1,710	psm			(2,331,158)
4 bed House (EXC. garage)			-	18	sqm @			1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @			1,710	psm			-
1 bed Flat				-	sqm @			1,868	psm			-
2 bed Flat				-	sqm @			1,868	psm			-
-				-	sqm @			1,868	psm			-
Garages for 3B House	15.0		50%	18	sqm @			653	psm			(88,155)
Garages for 4B House	9.4		100%	18	sqm @			653	psm			(110,194)
Total GIA check:				4,698	£ per garage			£11,754				
External works				8,169,514	@			15.0%				(1,225,427)
Ext. Works analysis:								24,509	£ per unit (total units)			
Policy Costs on design -												
Net Biodiversity costs				50	units @			1,137	£ per unit			(56,850)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit			(17,500)
M4(2) Category 2 Housing	OMS units		38	units @		100%	@	1,400	£ per unit			(52,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit			-
M4(3) Category 3 Housing	Houses		38	units @		5%	@	26,816	£ per unit			(50,280)
Part L/FHS			50	units @				8,760	£ per unit			(438,000)
Part L/FHS analysis:								5.4%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit			(50,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units			-
Water Efficiency			-	units @				10	£ per unit			-
	Sub-total										(665,130)	
Policy Costs analysis:	(design costs only)							13,303	£ per unit (total units)			
								8.1%	% of BCIS costs			
Contingency (on construction)				10,060,071	@			3.0%				(301,802)

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Scheme Typology:	**Houses**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]				

Professional Fees		10,060,071	@	7.0%			(704,205)
Disposal Costs -							
OMS Marketing and Promotion		11,240,625	OMS @	3.00%	6,744	£ per unit	(337,219)
Residential Sales Agent Costs		11,240,625	OMS @	1.00%	2,248	£ per unit	(112,406)
Residential Sales Legal Costs		11,240,625	OMS @	0.25%	562	£ per unit	(28,102)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,755	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(163,080)
Developers Profit -							
Profit on OMS		11,240,625		20.00%			(2,248,125)
Margin on AH		1,948,188		6.00%	on AH values		(116,891)
Profit analysis:		13,188,813		17.93%	blended GDV	(2,365,016)	
		12,150,635		19.46%	on costs	(2,365,016)	
TOTAL COSTS							**(14,515,651)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,326,839)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(1,326,839)**
RLV analysis:	(26,537) £ per plot	(928,787)	£ per ha (net)	(375,875)	£ per acre (net)		
		(743,030)	£ per ha (gross)	(300,700)	£ per acre (gross)		
				-10.06%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		1.79	ha (gross)	4.41	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	10,590 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)		**529,500**
BLV analysis:		296,520	£ per ha (gross)	120,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,299,437)**	£ per ha (net)	**(525,875)**	£ per acre (net)		**(1,856,339)**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(525,875)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	-	(336,275)	(363,591)	(390,906)	(418,222)	(445,537)	(472,853)	(500,382)
	1,000	(350,846)	(378,161)	(405,477)	(432,792)	(460,108)	(487,486)	(515,035)
Site Specific S106	2,000	(365,416)	(392,731)	(420,047)	(447,362)	(474,678)	(502,139)	(529,687)
5,500	3,000	(379,986)	(407,301)	(434,617)	(461,932)	(489,248)	(516,792)	(544,340)
	4,000	(394,556)	(421,872)	(449,187)	(476,503)	(503,896)	(531,444)	(558,992)
	5,000	(409,126)	(436,442)	(463,757)	(491,073)	(518,549)	(546,097)	(573,645)
	6,000	(423,697)	(451,012)	(478,328)	(505,653)	(533,201)	(560,749)	(588,298)
	7,000	(438,267)	(465,582)	(492,898)	(520,306)	(547,854)	(575,402)	(602,950)
	8,000	(452,837)	(480,153)	(507,468)	(534,958)	(562,506)	(590,055)	(617,603)
	9,000	(467,407)	(494,723)	(522,063)	(549,611)	(577,159)	(604,707)	(632,256)
	10,000	(481,977)	(509,293)	(536,715)	(564,263)	(591,812)	(619,360)	(646,908)
	11,000	(496,548)	(523,863)	(551,368)	(578,916)	(606,464)	(634,013)	(661,561)
	12,000	(511,118)	(538,472)	(566,020)	(593,569)	(621,117)	(648,665)	(676,213)
	13,000	(525,688)	(553,125)	(580,673)	(608,221)	(635,770)	(663,318)	(690,866)
	14,000	(540,258)	(567,777)	(595,326)	(622,874)	(650,422)	(677,970)	(705,519)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(525,875)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	15.0%	(214,738)	(252,668)	(290,598)	(328,528)	(366,659)	(404,822)	(442,985)
	16.0%	(255,073)	(290,880)	(326,687)	(362,494)	(398,502)	(434,542)	(470,582)
Profit	17.0%	(295,408)	(329,092)	(362,776)	(396,460)	(430,346)	(464,262)	(498,179)
20.0%	18.0%	(335,742)	(367,303)	(398,865)	(430,426)	(462,189)	(493,983)	(525,777)
	19.0%	(376,077)	(405,515)	(434,954)	(464,392)	(494,032)	(523,703)	(553,374)
	20.0%	(416,411)	(443,727)	(471,043)	(498,358)	(525,875)	(553,423)	(580,971)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(525,875)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	100,000	(366,411)	(393,727)	(421,043)	(448,358)	(475,875)	(503,423)	(530,971)
	110,000	(376,411)	(403,727)	(431,043)	(458,358)	(485,875)	(513,423)	(540,971)
BLV (£ per acre)	120,000	(386,411)	(413,727)	(441,043)	(468,358)	(495,875)	(523,423)	(550,971)
150,000	130,000	(396,411)	(423,727)	(451,043)	(478,358)	(505,875)	(533,423)	(560,971)
	140,000	(406,411)	(433,727)	(461,043)	(488,358)	(515,875)	(543,423)	(570,971)
	150,000	(416,411)	(443,727)	(471,043)	(498,358)	(525,875)	(553,423)	(580,971)
	160,000	(426,411)	(453,727)	(481,043)	(508,358)	(535,875)	(563,423)	(590,971)
	170,000	(436,411)	(463,727)	(491,043)	(518,358)	(545,875)	(573,423)	(600,971)
	180,000	(446,411)	(473,727)	(501,043)	(528,358)	(555,875)	(583,423)	(610,971)
	190,000	(456,411)	(483,727)	(511,043)	(538,358)	(565,875)	(593,423)	(620,971)
	200,000	(466,411)	(493,727)	(521,043)	(548,358)	(575,875)	(603,423)	(630,971)
	210,000	(476,411)	(503,727)	(531,043)	(558,358)	(585,875)	(613,423)	(640,971)
	220,000	(486,411)	(513,727)	(541,043)	(568,358)	(595,875)	(623,423)	(650,971)
	230,000	(496,411)	(523,727)	(551,043)	(578,358)	(605,875)	(633,423)	(660,971)
	240,000	(506,411)	(533,727)	(561,043)	(588,358)	(615,875)	(643,423)	(670,971)
	250,000	(516,411)	(543,727)	(571,043)	(598,358)	(625,875)	(653,423)	(680,971)

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Scheme Typology: Houses — No Units: 50
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(525,875)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(378,353)	(401,766)	(425,179)	(448,593)	(472,179)	(495,791)	(519,404)
	35	(416,411)	(443,727)	(471,043)	(498,358)	(525,875)	(553,423)	(580,971)
Density (dph)	40	(454,470)	(485,688)	(516,906)	(548,123)	(579,571)	(611,055)	(642,539)
35.0	45	(492,529)	(527,649)	(562,769)	(597,889)	(633,268)	(668,687)	(704,106)
	50	(530,588)	(569,610)	(608,632)	(647,654)	(686,964)	(726,319)	(765,673)
	55	(568,647)	(611,571)	(654,495)	(697,420)	(740,661)	(783,951)	(827,241)
	60	(606,705)	(653,532)	(700,359)	(747,185)	(794,357)	(841,583)	(888,808)
	65	(644,764)	(695,493)	(746,222)	(796,951)	(848,054)	(899,215)	(950,375)
	70	(682,823)	(737,454)	(792,085)	(846,716)	(901,750)	(956,846)	(1,011,943)
	75	(720,882)	(779,415)	(837,948)	(896,481)	(955,446)	(1,014,478)	(1,073,510)
	80	(758,941)	(821,376)	(883,811)	(946,247)	(1,009,143)	(1,072,110)	(1,135,077)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(525,875)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	(114,448)	(141,667)	(170,649)	(200,405)	(230,161)	(259,917)	(289,674)
	92%	(172,192)	(201,460)	(230,728)	(259,996)	(289,264)	(318,532)	(347,800)
Build Cost	94%	(233,247)	(262,026)	(290,806)	(319,586)	(348,366)	(377,146)	(405,926)
100%	96%	(294,302)	(322,593)	(350,885)	(379,177)	(407,469)	(435,760)	(464,062)
(105% = 5% increase)	98%	(355,357)	(383,160)	(410,964)	(438,767)	(466,571)	(494,477)	(522,517)
	100%	(416,411)	(443,727)	(471,043)	(498,358)	(525,875)	(553,423)	(580,971)
	102%	(477,466)	(504,294)	(531,197)	(558,254)	(585,312)	(612,369)	(639,426)
	104%	(538,521)	(565,049)	(591,615)	(618,182)	(644,748)	(671,315)	(697,881)
	106%	(599,883)	(625,958)	(652,034)	(678,109)	(704,185)	(730,260)	(756,338)
	108%	(661,283)	(686,868)	(712,452)	(738,037)	(763,622)	(789,206)	(815,123)
	110%	(722,683)	(747,777)	(772,871)	(797,964)	(823,058)	(848,467)	(873,909)
	112%	(784,083)	(808,686)	(833,289)	(857,892)	(882,798)	(907,746)	(932,694)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(525,875)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(1,045,871)	(1,040,447)	(1,035,023)	(1,029,598)	(1,024,174)	(1,018,750)	(1,013,326)
	82%	(982,536)	(980,445)	(978,355)	(976,264)	(974,173)	(972,082)	(969,991)
Market Values	84%	(919,201)	(920,444)	(921,687)	(922,929)	(924,172)	(925,414)	(926,657)
100%	86%	(855,890)	(860,443)	(865,019)	(869,595)	(874,171)	(878,747)	(883,323)
(105% = 5% increase)	88%	(793,003)	(800,692)	(808,381)	(816,260)	(824,169)	(832,079)	(839,988)
	90%	(730,116)	(741,115)	(752,114)	(763,113)	(774,168)	(785,411)	(796,654)
	92%	(667,229)	(681,538)	(695,847)	(710,156)	(724,465)	(738,774)	(753,319)
	94%	(604,343)	(621,961)	(639,580)	(657,199)	(674,817)	(692,436)	(710,055)
	96%	(541,456)	(562,384)	(583,313)	(604,241)	(625,170)	(646,098)	(667,027)
	98%	(478,901)	(502,928)	(527,046)	(551,284)	(575,522)	(599,761)	(623,999)
	100%	(416,411)	(443,727)	(471,043)	(498,358)	(525,875)	(553,423)	(580,971)
	102%	(353,922)	(384,526)	(415,131)	(445,735)	(476,340)	(507,086)	(537,944)
	104%	(291,432)	(325,326)	(359,219)	(393,113)	(427,006)	(460,899)	(494,916)
	106%	(228,943)	(266,125)	(303,307)	(340,490)	(377,672)	(414,854)	(452,037)
	108%	(166,453)	(206,925)	(247,396)	(287,867)	(328,338)	(368,809)	(409,281)
	110%	(107,972)	(147,917)	(191,484)	(235,244)	(279,004)	(322,764)	(366,525)
	112%	(53,474)	(94,254)	(136,799)	(182,621)	(229,671)	(276,720)	(323,769)
	114%	279	(43,045)	(86,390)	(131,699)	(180,337)	(230,675)	(281,013)
	116%	54,033	7,879	(38,274)	(84,428)	(132,618)	(184,630)	(238,257)
	118%	107,786	58,804	9,821	(39,162)	(88,227)	(139,555)	(195,501)
	120%	161,540	109,728	57,916	6,104	(45,707)	(97,927)	(152,745)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(525,875)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(343,557)	(370,873)	(398,188)	(425,504)	(452,819)	(480,157)	(507,705)
	10,000	(270,703)	(298,019)	(325,334)	(352,650)	(379,965)	(407,281)	(434,596)
Grant (£ per unit)	15,000	(197,849)	(225,164)	(252,480)	(279,795)	(307,111)	(334,426)	(361,742)
-	20,000	(127,120)	(152,310)	(179,626)	(206,941)	(234,257)	(261,572)	(288,888)
	25,000	(62,672)	(86,207)	(110,543)	(135,440)	(161,403)	(188,718)	(216,034)
	30,000	(7)	(23,528)	(47,048)	(70,569)	(94,378)	(118,884)	(143,764)
	35,000	62,657	39,137	15,616	(7,904)	(31,425)	(54,945)	(78,466)
	40,000	125,322	101,801	78,281	54,760	31,240	7,719	(15,801)
	45,000	187,986	164,466	140,945	117,425	93,904	70,384	46,863
	50,000	250,651	227,130	203,610	180,089	156,569	133,048	109,528
	55,000	313,315	289,795	266,274	242,754	219,233	195,713	172,193

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Appraisal Ref: GF LV 100 (see Typologies Matrix)
Scheme Typology: Houses No Units: 100
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Greenfield
Notes/Comments: Higher Density

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	26.3	70.0%	17.5	44%	43.8
3 bed House	40.0%	30.0	20.0%	5.0	35%	35.0
4 + bed House	25.0%	18.8	10.0%	2.5	21%	21.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	75.0	100.0%	25.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,838	19,779	1,225	13,186	3,063	32,964
3 bed House	3,060	32,938	510	5,490	3,570	38,427
4 + bed House	2,438	26,237	325	3,498	2,763	29,735
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	7,335	78,953	2,060	22,174	9,395	101,127

AH % by floor area: 21.93% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	9,625,000
3 bed House	310,000	3,039	282	3,039	282	10,850,000
4 + bed House	395,000	3,038	282	3,038	282	8,393,750
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						28,868,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: Higher Density

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	26.3	@	220,000		5,775,000
3 bed House	30.0	@	310,000		9,300,000
4 + bed House	18.8	@	395,000		7,406,250
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	75.0				22,481,250
Affordable Rent GDV -					
2 bed House	5.3	@	154,000		808,500
3 bed House	1.5	@	217,000		325,500
4 + bed House	0.8	@	276,500		207,375
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	7.5				1,341,375
Social Rent GDV -					
2 bed House	7.9	@	110,000		866,250
3 bed House	2.3	@	155,000		348,750
4 + bed House	1.1	@	197,500		222,188
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	11.3				1,437,188
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	154,000		673,750
3 bed House	1.3	@	217,000		271,250
4 + bed House	0.6	@	276,500		172,813
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	6.3	25.0			1,117,813
Sub-total GDV Residential	**100**				**26,377,625**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	2,491,125
	265 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**26,377,625**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: Higher Density

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			7,335	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				9,395	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,063	sqm @		1,710	psm			(5,236,875)
3 bed House				3,570	sqm @		1,710	psm			(6,104,700)
3 bed House (EXC. garage)				2,745	sqm @		1,710	psm			(4,693,095)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	30.0	50%		18	sqm @		653	psm			(176,310)
Garages for 4B House	18.8	100%		18	sqm @		653	psm			(220,388)
Total GIA check:				9,395	£ per garage		£11,754				
External works				16,400,588	@		15.0%				(2,460,088)
Ext. Works analysis:							24,601	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		1,137	£ per unit			(113,700)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		75	units @		100%	@	1,400	£ per unit		(105,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		75	units @		5%	@	26,816	£ per unit		(100,560)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,330,260)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				20,190,936	@		3.0%				(605,728)

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Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:	Higher Density				

Professional Fees		20,190,936	@	7.0%			(1,413,365)
Disposal Costs -							
OMS Marketing and Promotion		22,481,250	OMS @	3.00%	6,744	£ per unit	(674,438)
Residential Sales Agent Costs		22,481,250	OMS @	1.00%	2,248	£ per unit	(224,813)
Residential Sales Legal Costs		22,481,250	OMS @	0.25%	562	£ per unit	(56,203)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,655	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(296,166)
Developers Profit -							
Profit on OMS		22,481,250		20.00%			(4,496,250)
Margin on AH		3,896,375		6.00%	on AH values		(233,783)
Profit analysis:		26,377,625		17.93%	blended GDV	(4,730,033)	
		24,184,988		19.56%	on costs	(4,730,033)	
TOTAL COSTS							**(28,915,021)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,537,396)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(2,537,396)**
RLV analysis:	(25,374) £ per plot	(888,089)	£ per ha (net)	(359,405)	£ per acre (net)		
		(710,471)	£ per ha (gross)	(287,524)	£ per acre (gross)		
				-9.62%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		3.57	ha (gross)	8.83	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	10,590 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)		**1,059,000**
BLV analysis:		296,520	£ per ha (gross)	120,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,258,739)**	£ per ha (net)	**(509,405)**	£ per acre (net)		**(3,596,396)**

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Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: Higher Density

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(509,405)	5%	10%	15%	20%	25%	30%	35%
	-	(317,322)	(345,103)	(372,929)	(400,756)	(428,582)	(456,409)	(484,235)
	1,000	(331,971)	(359,798)	(387,624)	(415,451)	(443,277)	(471,104)	(498,930)
Site Specific S106	2,000	(346,666)	(374,493)	(402,319)	(430,146)	(457,972)	(485,799)	(513,625)
5,500	3,000	(361,361)	(389,188)	(417,014)	(444,841)	(472,667)	(500,494)	(528,320)
	4,000	(376,056)	(403,883)	(431,709)	(459,536)	(487,362)	(515,189)	(543,067)
	5,000	(390,751)	(418,578)	(446,404)	(474,231)	(502,057)	(529,884)	(557,845)
	6,000	(405,446)	(433,273)	(461,099)	(488,926)	(516,752)	(544,578)	(572,623)
	7,000	(420,141)	(447,968)	(475,794)	(503,620)	(531,447)	(559,308)	(587,401)
	8,000	(434,836)	(462,663)	(490,489)	(518,315)	(546,142)	(574,086)	(602,179)
	9,000	(449,531)	(477,357)	(505,184)	(533,010)	(560,837)	(588,864)	(616,957)
	10,000	(464,226)	(492,052)	(519,879)	(547,705)	(575,549)	(603,642)	(631,735)
	11,000	(478,921)	(506,747)	(534,574)	(562,400)	(590,327)	(618,420)	(646,513)
	12,000	(493,616)	(521,442)	(549,269)	(577,095)	(605,105)	(633,198)	(661,291)
	13,000	(508,311)	(536,137)	(563,964)	(591,790)	(619,883)	(647,976)	(676,069)
	14,000	(523,006)	(550,832)	(578,659)	(606,568)	(634,661)	(662,754)	(690,847)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(509,405)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(196,425)	(234,866)	(273,307)	(311,748)	(350,189)	(388,630)	(427,247)
	16.0%	(236,760)	(273,078)	(309,396)	(345,714)	(382,032)	(418,350)	(454,844)
Profit	17.0%	(277,095)	(311,290)	(345,485)	(379,680)	(413,875)	(448,070)	(482,442)
20.0%	18.0%	(317,429)	(349,502)	(381,574)	(413,646)	(445,718)	(477,790)	(510,039)
	19.0%	(357,764)	(387,713)	(417,663)	(447,612)	(477,561)	(507,511)	(537,637)
	20.0%	(398,099)	(425,925)	(453,752)	(481,578)	(509,405)	(537,231)	(565,234)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(509,405)	5%	10%	15%	20%	25%	30%	35%
	100,000	(348,099)	(375,925)	(403,752)	(431,578)	(459,405)	(487,231)	(515,234)
	110,000	(358,099)	(385,925)	(413,752)	(441,578)	(469,405)	(497,231)	(525,234)
BLV (£ per acre)	120,000	(368,099)	(395,925)	(423,752)	(451,578)	(479,405)	(507,231)	(535,234)
150,000	130,000	(378,099)	(405,925)	(433,752)	(461,578)	(489,405)	(517,231)	(545,234)
	140,000	(388,099)	(415,925)	(443,752)	(471,578)	(499,405)	(527,231)	(555,234)
	150,000	(398,099)	(425,925)	(453,752)	(481,578)	(509,405)	(537,231)	(565,234)
	160,000	(408,099)	(435,925)	(463,752)	(491,578)	(519,405)	(547,231)	(575,234)
	170,000	(418,099)	(445,925)	(473,752)	(501,578)	(529,405)	(557,231)	(585,234)
	180,000	(428,099)	(455,925)	(483,752)	(511,578)	(539,405)	(567,231)	(595,234)
	190,000	(438,099)	(465,925)	(493,752)	(521,578)	(549,405)	(577,231)	(605,234)
	200,000	(448,099)	(475,925)	(503,752)	(531,578)	(559,405)	(587,231)	(615,234)
	210,000	(458,099)	(485,925)	(513,752)	(541,578)	(569,405)	(597,231)	(625,234)
	220,000	(468,099)	(495,925)	(523,752)	(551,578)	(579,405)	(607,231)	(635,234)
	230,000	(478,099)	(505,925)	(533,752)	(561,578)	(589,405)	(617,231)	(645,234)
	240,000	(488,099)	(515,925)	(543,752)	(571,578)	(599,405)	(627,231)	(655,234)
	250,000	(498,099)	(525,925)	(553,752)	(581,578)	(609,405)	(637,231)	(665,234)

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Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments: Higher Density

TABLE 4 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(509,405)	5%	10%	15%	20%	25%	30%	35%
	30	(362,656)	(386,507)	(410,358)	(434,210)	(458,061)	(481,912)	(505,915)
	35	(398,099)	(425,925)	(453,752)	(481,578)	(509,405)	(537,231)	(565,234)
Density (dph)	40	(433,541)	(465,343)	(497,145)	(528,946)	(560,748)	(592,550)	(624,553)
35.0	45	(468,984)	(504,761)	(540,538)	(576,315)	(612,092)	(647,868)	(683,872)
	50	(504,427)	(544,179)	(583,931)	(623,683)	(663,435)	(703,187)	(743,191)
	55	(539,869)	(583,597)	(627,324)	(671,051)	(714,779)	(758,506)	(802,510)
	60	(575,312)	(623,014)	(670,717)	(718,420)	(766,122)	(813,825)	(861,830)
	65	(610,755)	(662,432)	(714,110)	(765,788)	(817,466)	(869,143)	(921,149)
	70	(646,197)	(701,850)	(757,503)	(813,156)	(868,809)	(924,462)	(980,468)
	75	(681,640)	(741,268)	(800,896)	(860,524)	(920,153)	(979,781)	(1,039,787)
	80	(717,083)	(780,686)	(844,289)	(907,893)	(971,496)	(1,035,099)	(1,099,106)

TABLE 5 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(509,405)	5%	10%	15%	20%	25%	30%	35%
	90%	(96,944)	(123,148)	(150,562)	(180,652)	(210,741)	(240,831)	(270,920)
	92%	(151,845)	(181,444)	(211,044)	(240,644)	(270,244)	(299,844)	(329,638)
Build Cost	94%	(213,306)	(242,416)	(271,527)	(300,637)	(329,886)	(359,189)	(388,493)
100%	96%	(274,767)	(303,388)	(332,103)	(360,914)	(389,725)	(418,536)	(447,348)
(105% = 5% increase)	98%	(336,290)	(364,609)	(392,927)	(421,246)	(449,565)	(477,884)	(506,203)
	100%	(398,099)	(425,925)	(453,752)	(481,578)	(509,405)	(537,231)	(565,234)
	102%	(459,907)	(487,242)	(514,576)	(541,910)	(569,244)	(596,824)	(624,422)
	104%	(521,716)	(548,558)	(575,400)	(602,301)	(629,403)	(656,506)	(683,609)
	106%	(583,525)	(609,875)	(636,366)	(662,974)	(689,581)	(716,189)	(742,797)
	108%	(645,334)	(671,421)	(697,534)	(723,647)	(749,759)	(775,872)	(802,544)
	110%	(707,467)	(733,084)	(758,702)	(784,320)	(809,937)	(836,085)	(862,403)
	112%	(769,625)	(794,748)	(819,870)	(844,993)	(870,627)	(896,445)	(922,262)

TABLE 6 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(509,405)	5%	10%	15%	20%	25%	30%	35%
	80%	(1,034,881)	(1,029,771)	(1,024,661)	(1,019,551)	(1,014,441)	(1,009,332)	(1,004,222)
	82%	(970,411)	(968,694)	(966,977)	(965,260)	(963,544)	(961,827)	(960,110)
Market Values	84%	(905,940)	(907,617)	(909,293)	(910,970)	(912,646)	(914,323)	(915,999)
100%	86%	(841,631)	(846,540)	(851,609)	(856,679)	(861,749)	(866,818)	(871,888)
(105% = 5% increase)	88%	(778,066)	(786,086)	(794,105)	(802,388)	(810,851)	(819,314)	(827,777)
	90%	(714,500)	(725,866)	(737,231)	(748,597)	(759,966)	(771,809)	(783,665)
	92%	(650,935)	(665,646)	(680,357)	(695,068)	(709,779)	(724,490)	(739,554)
	94%	(587,555)	(605,427)	(623,483)	(641,540)	(659,597)	(677,653)	(695,710)
	96%	(524,403)	(545,582)	(566,761)	(588,011)	(609,414)	(630,816)	(652,218)
	98%	(461,251)	(485,754)	(510,256)	(534,759)	(559,262)	(583,978)	(608,726)
	100%	(398,099)	(425,925)	(453,752)	(481,578)	(509,405)	(537,231)	(565,234)
	102%	(334,946)	(366,097)	(397,247)	(428,397)	(459,547)	(490,698)	(521,848)
	104%	(272,134)	(306,384)	(340,742)	(375,216)	(409,690)	(444,165)	(478,639)
	106%	(209,356)	(246,910)	(284,464)	(322,036)	(359,833)	(397,631)	(435,429)
	108%	(146,869)	(187,436)	(228,295)	(269,153)	(310,011)	(351,098)	(392,220)
	110%	(91,250)	(129,852)	(172,125)	(216,287)	(260,449)	(304,611)	(349,010)
	112%	(36,947)	(78,006)	(119,105)	(163,421)	(210,888)	(258,354)	(305,820)
	114%	17,282	(26,561)	(70,477)	(114,394)	(161,326)	(212,097)	(262,867)
	116%	71,295	24,764	(21,890)	(68,665)	(115,439)	(165,839)	(219,914)
	118%	125,187	75,933	26,560	(22,936)	(72,569)	(122,351)	(176,960)
	120%	178,941	126,956	74,886	22,670	(29,698)	(82,188)	(135,367)

TABLE 7 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(509,405)	5%	10%	15%	20%	25%	30%	35%
	5,000	(324,624)	(352,446)	(380,272)	(408,099)	(435,925)	(463,752)	(491,578)
	10,000	(251,558)	(279,200)	(306,841)	(334,620)	(362,446)	(390,273)	(418,099)
Grant (£ per unit)	15,000	(178,492)	(206,134)	(233,775)	(261,417)	(289,059)	(316,794)	(344,620)
-	20,000	(109,956)	(134,507)	(160,709)	(188,351)	(215,993)	(243,635)	(271,276)
	25,000	(46,754)	(70,664)	(94,574)	(118,505)	(143,528)	(170,569)	(198,210)
	30,000	16,448	(7,462)	(31,372)	(55,282)	(79,192)	(103,103)	(127,329)
	35,000	79,325	55,536	31,747	7,920	(15,990)	(39,900)	(63,811)
	40,000	142,031	118,337	94,623	70,834	47,045	23,256	(608)
	45,000	204,611	180,917	157,223	133,529	109,835	86,132	62,343
	50,000	266,970	243,344	219,719	196,094	172,414	148,720	125,027
	55,000	329,283	305,658	282,033	258,407	234,782	211,157	187,531

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Appraisal Ref: GF LV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	52.5	70.0%	35.0	44%	87.5
3 bed House	40.0%	60.0	20.0%	10.0	35%	70.0
4 + bed House	25.0%	37.5	10.0%	5.0	21%	42.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	150.0	100.0%	50.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	3,675	39,557	2,450	26,372	6,125	65,929
3 bed House	6,120	65,875	1,020	10,979	7,140	76,854
4 + bed House	4,875	52,474	650	6,997	5,525	59,471
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	14,670	157,907	4,120	44,347	18,790	202,254
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	19,250,000
3 bed House	310,000	3,039	282	3,039	282	21,700,000
4 + bed House	395,000	3,038	282	3,038	282	16,787,500
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						57,737,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	52.5	@	220,000		11,550,000
3 bed House	60.0	@	310,000		18,600,000
4 + bed House	37.5	@	395,000		14,812,500
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	150.0				44,962,500
Affordable Rent GDV -					
2 bed House	10.5	@	154,000		1,617,000
3 bed House	3.0	@	217,000		651,000
4 + bed House	1.5	@	276,500		414,750
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	15.0				2,682,750
Social Rent GDV -					
2 bed House	15.8	@	110,000		1,732,500
3 bed House	4.5	@	155,000		697,500
4 + bed House	2.3	@	197,500		444,375
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	22.5				2,874,375
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	154,000		1,347,500
3 bed House	2.5	@	217,000		542,500
4 + bed House	1.3	@	276,500		345,625
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	12.5	50.0			2,235,625
Sub-total GDV Residential	**200**				**52,755,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	4,982,250
	265 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**52,755,250**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			14,670	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				18,790	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				6,125	sqm @		1,710	psm			(10,473,750)
3 bed House				7,140	sqm @		1,710	psm			(12,209,400)
3 bed House (EXC. garage)				5,507	sqm @		1,710	psm			(9,416,970)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	60.0	50%		18	sqm @		653	psm			(352,620)
Garages for 4B House	37.5	100%		18	sqm @		653	psm			(440,775)
Total GIA check:				18,790	£ per garage		£11,754				
External works				32,862,735	@		15.0%				(4,929,410)
Ext. Works analysis:							24,647	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		1,137	£ per unit			(227,400)
M4(2) Category 2 Housing	Aff units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		150	units @		100%	@	1,400	£ per unit		(210,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		150	units @		5%	@	26,816	£ per unit		(201,120)
Part L/FHS			200	units @				8,760	£ per unit		(1,752,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			200	units @				1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(2,660,520)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				40,452,665	@		3.0%				(1,213,580)

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Scheme Typology:	**Houses**	No Units:	**200**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees			40,452,665	@	7.0%			(2,831,687)
Disposal Costs -								
OMS Marketing and Promotion			44,962,500	OMS @	3.00%	6,744	£ per unit	(1,348,875)
Residential Sales Agent Costs			44,962,500	OMS @	1.00%	2,248	£ per unit	(449,625)
Residential Sales Legal Costs			44,962,500	OMS @	0.25%	562	£ per unit	(112,406)
Affordable Sale Legal Costs						lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)			200	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						9,605	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.00%	APR	0.565%	pcm		(388,383)
Developers Profit -								
Profit on OMS			44,962,500		20.00%			(8,992,500)
Margin on AH			7,792,750		6.00%	on AH values		(467,565)
Profit analysis:			52,755,250		17.93%	blended GDV	(9,460,065)	
			48,146,161		19.65%	on costs	(9,460,065)	
TOTAL COSTS								**(57,606,226)**

RESIDUAL LAND VALUE (RLV)								
Residual Land Value (gross)								(4,850,976)
SDLT			-	@	HMRC formula			-
Acquisition Agent fees			-	@	1.0%			-
Acquisition Legal fees			-	@	0.5%			-
Interest on Land			-	@	7.00%			-
Residual Land Value								**(4,850,976)**
RLV analysis:	(24,255)	£ per plot	(848,921)	£ per ha (net)	(343,554)	£ per acre (net)		
			(679,137)	£ per ha (gross)	(274,843)	£ per acre (gross)		
					-9.20%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)								
Residential Density			35.0	dph (net)				
Site Area (net)			5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio			80%					
Site Area (gross)			7.14	ha (gross)	17.65	acres (gross)		
Density analysis:			3,288	sqm/ha (net)	14,324	sqft/ac (net)		
			28	dph (gross)				
Benchmark Land Value (net)	10,590	£ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)		**2,118,000**
BLV analysis:			296,520	£ per ha (gross)	120,000	£ per acre (gross)		

BALANCE			
Surplus/(Deficit)	**(1,219,571)**	£ per ha (net)	**(493,554)** £ per acre (net) **(6,968,976)**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(493,554)	5%	10%	15%	20%	25%	30%	35%
	-	(295,999)	(324,278)	(352,737)	(381,435)	(410,501)	(440,116)	(470,606)
	1,000	(310,563)	(338,894)	(367,412)	(396,222)	(425,439)	(455,289)	(485,993)
Site Specific S106	2,000	(325,128)	(353,517)	(382,139)	(411,060)	(440,439)	(470,556)	(501,380)
5,500	3,000	(339,722)	(368,186)	(396,885)	(425,939)	(455,510)	(485,925)	(516,767)
	4,000	(354,337)	(382,863)	(411,672)	(440,866)	(470,662)	(501,312)	(532,154)
	5,000	(368,966)	(397,590)	(426,507)	(455,854)	(485,903)	(516,699)	(547,541)
	6,000	(383,636)	(412,336)	(441,377)	(470,913)	(501,244)	(532,086)	(562,928)
	7,000	(398,315)	(427,123)	(456,295)	(486,042)	(516,631)	(547,473)	(578,378)
	8,000	(413,042)	(441,953)	(471,281)	(501,252)	(532,018)	(562,860)	(593,852)
	9,000	(427,786)	(456,816)	(486,325)	(516,563)	(547,405)	(578,247)	(609,326)
	10,000	(442,573)	(471,733)	(501,436)	(531,950)	(562,792)	(593,651)	(624,800)
	11,000	(457,399)	(486,708)	(516,625)	(547,337)	(578,179)	(609,125)	(640,274)
	12,000	(472,254)	(501,737)	(531,899)	(562,724)	(593,566)	(624,599)	(655,748)
	13,000	(487,171)	(516,831)	(547,269)	(578,111)	(608,952)	(640,073)	(671,271)
	14,000	(502,135)	(531,997)	(562,656)	(593,497)	(624,397)	(655,546)	(686,832)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(493,554)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(174,628)	(213,895)	(253,488)	(293,552)	(334,338)	(375,791)	(417,247)
	16.0%	(214,962)	(252,106)	(289,576)	(327,518)	(366,181)	(405,512)	(444,845)
Profit	17.0%	(255,297)	(290,318)	(325,665)	(361,484)	(398,024)	(435,232)	(472,442)
20.0%	18.0%	(295,632)	(328,530)	(361,754)	(395,450)	(429,867)	(464,952)	(500,040)
	19.0%	(335,966)	(366,742)	(397,843)	(429,416)	(461,710)	(494,672)	(527,637)
	20.0%	(376,301)	(404,953)	(433,932)	(463,382)	(493,554)	(524,393)	(555,234)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(493,554)	5%	10%	15%	20%	25%	30%	35%
	100,000	(326,301)	(354,953)	(383,932)	(413,382)	(443,554)	(474,393)	(505,234)
	110,000	(336,301)	(364,953)	(393,932)	(423,382)	(453,554)	(484,393)	(515,234)
BLV (£ per acre)	120,000	(346,301)	(374,953)	(403,932)	(433,382)	(463,554)	(494,393)	(525,234)
150,000	130,000	(356,301)	(384,953)	(413,932)	(443,382)	(473,554)	(504,393)	(535,234)
	140,000	(366,301)	(394,953)	(423,932)	(453,382)	(483,554)	(514,393)	(545,234)
	150,000	(376,301)	(404,953)	(433,932)	(463,382)	(493,554)	(524,393)	(555,234)
	160,000	(386,301)	(414,953)	(443,932)	(473,382)	(503,554)	(534,393)	(565,234)
	170,000	(396,301)	(424,953)	(453,932)	(483,382)	(513,554)	(544,393)	(575,234)
	180,000	(406,301)	(434,953)	(463,932)	(493,382)	(523,554)	(554,393)	(585,234)
	190,000	(416,301)	(444,953)	(473,932)	(503,382)	(533,554)	(564,393)	(595,234)
	200,000	(426,301)	(454,953)	(483,932)	(513,382)	(543,554)	(574,393)	(605,234)
	210,000	(436,301)	(464,953)	(493,932)	(523,382)	(553,554)	(584,393)	(615,234)
	220,000	(446,301)	(474,953)	(503,932)	(533,382)	(563,554)	(594,393)	(625,234)
	230,000	(456,301)	(484,953)	(513,932)	(543,382)	(573,554)	(604,393)	(635,234)
	240,000	(466,301)	(494,953)	(523,932)	(553,382)	(583,554)	(614,393)	(645,234)
	250,000	(476,301)	(504,953)	(533,932)	(563,382)	(593,554)	(624,393)	(655,234)

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(493,554)	5%	10%	15%	20%	25%	30%	35%
	30	(343,972)	(368,531)	(393,370)	(418,613)	(444,474)	(470,908)	(497,344)
	35	(376,301)	(404,953)	(433,932)	(463,382)	(493,554)	(524,393)	(555,234)
Density (dph)	40	(408,630)	(441,375)	(474,494)	(508,151)	(542,633)	(577,877)	(613,125)
35.0	45	(440,958)	(477,797)	(515,055)	(552,920)	(591,712)	(631,362)	(671,016)
	50	(473,287)	(514,219)	(555,617)	(597,689)	(640,791)	(684,847)	(728,906)
	55	(505,616)	(550,641)	(596,179)	(642,458)	(689,870)	(738,331)	(786,797)
	60	(537,944)	(587,063)	(636,740)	(687,227)	(738,949)	(791,816)	(844,688)
	65	(570,273)	(623,485)	(677,302)	(731,995)	(788,028)	(845,300)	(902,578)
	70	(602,602)	(659,907)	(717,864)	(776,764)	(837,107)	(898,785)	(960,469)
	75	(634,930)	(696,329)	(758,426)	(821,533)	(886,186)	(952,270)	(1,018,359)
	80	(667,259)	(732,750)	(798,987)	(866,302)	(935,265)	(1,005,754)	(1,076,250)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(493,554)	5%	10%	15%	20%	25%	30%	35%
	90%	(81,486)	(107,551)	(133,690)	(162,264)	(192,602)	(223,056)	(253,665)
	92%	(133,790)	(161,871)	(191,707)	(221,631)	(251,668)	(281,870)	(312,309)
Build Cost	94%	(192,763)	(222,166)	(251,665)	(281,297)	(311,100)	(341,167)	(371,606)
100%	96%	(253,617)	(282,706)	(311,927)	(341,358)	(371,048)	(401,148)	(431,904)
(105% = 5% increase)	98%	(314,779)	(343,604)	(372,635)	(401,962)	(431,737)	(462,189)	(493,482)
	100%	(376,301)	(404,953)	(433,932)	(463,382)	(493,554)	(524,393)	(555,234)
	102%	(438,326)	(466,959)	(496,096)	(526,008)	(556,334)	(586,661)	(617,269)
	104%	(501,050)	(529,891)	(559,497)	(589,307)	(619,147)	(649,259)	(679,466)
	106%	(564,783)	(594,016)	(623,311)	(652,691)	(682,285)	(711,993)	(741,919)
	108%	(629,567)	(658,347)	(687,273)	(716,349)	(745,562)	(774,967)	(1,110,589)
	110%	(694,413)	(722,892)	(751,449)	(780,174)	(809,058)	(1,131,770)	(1,514,286)
	112%	(759,548)	(787,586)	(815,829)	(844,191)	(1,159,692)	(1,538,837)	(1,917,982)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(493,554)	5%	10%	15%	20%	25%	30%	35%
	80%	(2,363,706)	(2,486,015)	(2,608,324)	(2,730,633)	(2,852,942)	(2,975,251)	(3,097,560)
	82%	(1,837,295)	(1,987,310)	(2,137,325)	(2,287,340)	(2,437,355)	(2,587,370)	(2,737,385)
Market Values	84%	(1,310,884)	(1,488,605)	(1,666,326)	(1,844,047)	(2,021,767)	(2,199,488)	(2,377,209)
100%	86%	(840,207)	(989,900)	(1,195,327)	(1,400,753)	(1,606,180)	(1,811,606)	(2,017,033)
(105% = 5% increase)	88%	(772,408)	(782,489)	(792,570)	(957,460)	(1,190,592)	(1,423,725)	(1,656,857)
	90%	(704,976)	(718,404)	(731,908)	(745,557)	(775,005)	(1,035,843)	(1,296,682)
	92%	(637,784)	(654,608)	(671,580)	(688,552)	(705,680)	(722,897)	(936,506)
	94%	(570,884)	(591,162)	(611,441)	(631,844)	(652,361)	(672,941)	(693,726)
	96%	(504,684)	(527,848)	(551,583)	(575,383)	(599,197)	(623,257)	(647,338)
	98%	(440,008)	(465,813)	(492,084)	(519,046)	(546,367)	(573,687)	(601,243)
	100%	(376,301)	(404,953)	(433,932)	(463,382)	(493,554)	(524,393)	(555,234)
	102%	(313,197)	(344,837)	(376,701)	(408,904)	(441,607)	(475,125)	(509,461)
	104%	(250,511)	(285,200)	(320,060)	(355,184)	(390,659)	(426,704)	(463,693)
	106%	(188,131)	(225,917)	(263,845)	(301,959)	(340,357)	(379,163)	(418,643)
	108%	(128,470)	(166,875)	(207,899)	(249,088)	(290,488)	(332,206)	(374,419)
	110%	(74,847)	(112,952)	(152,181)	(196,465)	(240,928)	(285,639)	(330,729)
	112%	(21,333)	(62,184)	(103,088)	(144,551)	(191,595)	(239,367)	(287,430)
	114%	32,102	(11,512)	(55,160)	(98,881)	(143,088)	(193,297)	(244,403)
	116%	85,430	39,100	(7,316)	(53,774)	(100,321)	(147,618)	(201,581)
	118%	138,740	89,613	40,478	(8,745)	(58,026)	(107,417)	(158,914)
	120%	191,956	140,106	88,184	36,242	(15,798)	(67,917)	(120,167)

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(493,554)	5%	10%	15%	20%	25%	30%	35%
	5,000	(303,177)	(331,484)	(359,973)	(388,739)	(417,883)	(447,644)	(478,288)
	10,000	(230,512)	(258,581)	(286,769)	(315,111)	(343,684)	(372,577)	(401,967)
Grant (£ per unit)	15,000	(158,170)	(186,075)	(214,066)	(242,149)	(270,361)	(298,760)	(327,422)
-	20,000	(93,960)	(118,017)	(142,425)	(169,626)	(197,620)	(225,717)	(253,962)
	25,000	(31,772)	(55,759)	(79,746)	(103,795)	(127,867)	(153,177)	(181,174)
	30,000	30,276	6,348	(17,580)	(41,553)	(65,540)	(89,573)	(113,639)
	35,000	92,221	68,341	44,457	20,529	(3,398)	(27,347)	(51,334)
	40,000	154,098	130,248	106,368	82,489	58,610	34,711	10,783
	45,000	215,886	192,044	168,203	144,362	120,516	96,637	72,757
	50,000	277,624	253,810	229,991	206,150	182,308	158,467	134,625
	55,000	339,306	315,492	291,678	267,864	244,050	220,236	196,413

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Appraisal Ref: GF LV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	70.0	44%	175.0
3 bed House	40.0%	120.0	20.0%	20.0	35%	140.0
4 + bed House	25.0%	75.0	10.0%	10.0	21%	85.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	100.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	4,900	52,743	12,250	131,858
3 bed House	12,240	131,750	2,040	21,958	14,280	153,709
4 + bed House	9,750	104,948	1,300	13,993	11,050	118,941
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	29,340	315,813	8,240	88,695	37,580	404,508
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	38,500,000
3 bed House	310,000	3,039	282	3,039	282	43,400,000
4 + bed House	395,000	3,038	282	3,038	282	33,575,000
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						115,475,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	220,000		23,100,000
3 bed House	120.0	@	310,000		37,200,000
4 + bed House	75.0	@	395,000		29,625,000
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	300.0				89,925,000
Affordable Rent GDV -					
2 bed House	21.0	@	154,000		3,234,000
3 bed House	6.0	@	217,000		1,302,000
4 + bed House	3.0	@	276,500		829,500
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	30.0				5,365,500
Social Rent GDV -					
2 bed House	31.5	@	110,000		3,465,000
3 bed House	9.0	@	155,000		1,395,000
4 + bed House	4.5	@	197,500		888,750
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	45.0				5,748,750
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	154,000		2,695,000
3 bed House	5.0	@	217,000		1,085,000
4 + bed House	2.5	@	276,500		691,250
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	25.0	100.0			4,471,250
Sub-total GDV Residential	**400**				**105,510,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	9,964,500
	265 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	400	units @	0	per unit	-
Total GDV					**105,510,500**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			29,340	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				37,580	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			400	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				12,250	sqm @		1,710	psm			(20,947,500)
3 bed House				14,280	sqm @		1,710	psm			(24,418,800)
3 bed House (EXC. garage)				11,032	sqm @		1,710	psm			(18,864,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0		50%	18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0		100%	18	sqm @		653	psm			(881,550)
Total GIA check:				37,580	£ per garage		£11,754				
External works				65,787,030	@		15.0%				(9,868,055)
Ext. Works analysis:							24,670	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		1,137	£ per unit			(454,800)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		300	units @		5%	@	26,816	£ per unit		(402,240)
Part L/FHS			400	units @				8,760	£ per unit		(3,504,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			400	units @				1,000	£ per unit		(400,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(5,321,040)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				80,976,125	@		3.0%				(2,429,284)

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology:	**Houses**		No Units:	**400**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]				

Professional Fees		80,976,125	@	7.0%			(5,668,329)
Disposal Costs -							
OMS Marketing and Promotion		89,925,000	OMS @	3.00%	6,744	£ per unit	(2,697,750)
Residential Sales Agent Costs		89,925,000	OMS @	1.00%	2,248	£ per unit	(899,250)
Residential Sales Legal Costs		89,925,000	OMS @	0.25%	562	£ per unit	(224,813)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,580	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(1,459,908)
Developers Profit -							
Profit on OMS		89,925,000		20.00%			(17,985,000)
Margin on AH		15,585,500		6.00%	on AH values		(935,130)
Profit analysis:		105,510,500		17.93%	blended GDV	(18,920,130)	
		96,955,598		19.51%	on costs	(18,920,130)	
TOTAL COSTS							**(115,875,728)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(10,365,228)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(10,365,228)**
RLV analysis:	(25,913) £ per plot	(906,957)	£ per ha (net)	(367,041)	£ per acre (net)		
		(725,566)	£ per ha (gross)	(293,633)	£ per acre (gross)		
				-9.82%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		14.29	ha (gross)	35.30	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	10,590 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)		**4,236,000**
BLV analysis:		296,520	£ per ha (gross)	120,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,277,607)**	£ per ha (net)	**(517,041)**	£ per acre (net)		**(14,601,228)**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(517,041)	5%	10%	15%	20%	25%	30%	35%
	-	(311,483)	(339,950)	(368,738)	(397,964)	(427,860)	(458,796)	(491,525)
	1,000	(326,522)	(355,104)	(384,045)	(413,491)	(443,696)	(475,122)	(508,616)
Site Specific S106	2,000	(341,604)	(370,312)	(399,422)	(429,108)	(459,675)	(491,676)	(525,721)
5,500	3,000	(356,733)	(385,581)	(414,886)	(444,842)	(475,817)	(508,491)	(542,826)
	4,000	(371,913)	(400,919)	(430,432)	(460,698)	(492,140)	(525,566)	(560,011)
	5,000	(387,149)	(416,327)	(446,078)	(476,690)	(508,683)	(542,672)	(577,213)
	6,000	(402,444)	(431,810)	(461,825)	(492,838)	(525,469)	(559,777)	(594,445)
	7,000	(417,804)	(447,380)	(477,699)	(509,160)	(542,517)	(576,939)	(611,744)
	8,000	(433,232)	(463,048)	(493,705)	(525,691)	(559,622)	(594,141)	(629,043)
	9,000	(448,740)	(478,817)	(509,859)	(542,448)	(576,728)	(611,343)	(646,439)
	10,000	(464,336)	(494,701)	(526,181)	(559,468)	(593,867)	(628,634)	(663,836)
	11,000	(480,018)	(510,719)	(542,698)	(576,573)	(611,069)	(645,933)	(681,301)
	12,000	(495,810)	(526,880)	(559,432)	(593,678)	(628,271)	(663,274)	(698,796)
	13,000	(511,707)	(543,202)	(576,419)	(610,795)	(645,524)	(680,671)	(716,331)
	14,000	(527,734)	(559,705)	(593,524)	(627,997)	(662,824)	(698,068)	(733,925)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(517,041)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(193,110)	(232,996)	(273,493)	(314,914)	(357,825)	(402,623)	(447,827)
	16.0%	(233,445)	(271,208)	(309,582)	(348,880)	(389,668)	(432,343)	(475,425)
Profit	17.0%	(273,780)	(309,420)	(345,670)	(382,846)	(421,511)	(462,064)	(503,022)
20.0%	18.0%	(314,114)	(347,632)	(381,759)	(416,812)	(453,354)	(491,784)	(530,620)
	19.0%	(354,449)	(385,843)	(417,848)	(450,778)	(485,198)	(521,504)	(558,217)
	20.0%	(394,784)	(424,055)	(453,937)	(484,744)	(517,041)	(551,224)	(585,814)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(517,041)	5%	10%	15%	20%	25%	30%	35%
	100,000	(344,784)	(374,055)	(403,937)	(434,744)	(467,041)	(501,224)	(535,814)
	110,000	(354,784)	(384,055)	(413,937)	(444,744)	(477,041)	(511,224)	(545,814)
BLV (£ per acre)	120,000	(364,784)	(394,055)	(423,937)	(454,744)	(487,041)	(521,224)	(555,814)
150,000	130,000	(374,784)	(404,055)	(433,937)	(464,744)	(497,041)	(531,224)	(565,814)
	140,000	(384,784)	(414,055)	(443,937)	(474,744)	(507,041)	(541,224)	(575,814)
	150,000	(394,784)	(424,055)	(453,937)	(484,744)	(517,041)	(551,224)	(585,814)
	160,000	(404,784)	(434,055)	(463,937)	(494,744)	(527,041)	(561,224)	(595,814)
	170,000	(414,784)	(444,055)	(473,937)	(504,744)	(537,041)	(571,224)	(605,814)
	180,000	(424,784)	(454,055)	(483,937)	(514,744)	(547,041)	(581,224)	(615,814)
	190,000	(434,784)	(464,055)	(493,937)	(524,744)	(557,041)	(591,224)	(625,814)
	200,000	(444,784)	(474,055)	(503,937)	(534,744)	(567,041)	(601,224)	(635,814)
	210,000	(454,784)	(484,055)	(513,937)	(544,744)	(577,041)	(611,224)	(645,814)
	220,000	(464,784)	(494,055)	(523,937)	(554,744)	(587,041)	(621,224)	(655,814)
	230,000	(474,784)	(504,055)	(533,937)	(564,744)	(597,041)	(631,224)	(665,814)
	240,000	(484,784)	(514,055)	(543,937)	(574,744)	(607,041)	(641,224)	(675,814)
	250,000	(494,784)	(524,055)	(553,937)	(584,744)	(617,041)	(651,224)	(685,814)

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(517,041)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(359,815)	(384,904)	(410,518)	(436,923)	(464,606)	(493,907)	(523,555)
	35	(394,784)	(424,055)	(453,937)	(484,744)	(517,041)	(551,224)	(585,814)
Density (dph)	40	(429,753)	(463,206)	(497,357)	(532,564)	(569,475)	(608,542)	(648,073)
35.0	45	(464,722)	(502,357)	(540,776)	(580,385)	(621,909)	(665,860)	(710,333)
	50	(499,691)	(541,507)	(584,196)	(628,205)	(674,344)	(723,178)	(772,592)
	55	(534,660)	(580,658)	(627,615)	(676,026)	(726,778)	(780,495)	(834,851)
	60	(569,629)	(619,809)	(671,035)	(723,846)	(779,213)	(837,813)	(897,110)
	65	(604,598)	(658,960)	(714,455)	(771,667)	(831,647)	(895,131)	(959,369)
	70	(639,567)	(698,110)	(757,874)	(819,487)	(884,081)	(952,449)	(1,021,629)
	75	(674,536)	(737,261)	(801,294)	(867,308)	(936,516)	(1,009,766)	(1,083,888)
	80	(709,505)	(776,412)	(844,713)	(915,128)	(988,950)	(1,067,084)	(1,146,147)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(517,041)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	(90,400)	(116,310)	(142,286)	(171,603)	(201,830)	(232,208)	(262,805)
	92%	(143,779)	(172,793)	(202,523)	(232,376)	(262,417)	(292,717)	(323,382)
Build Cost	94%	(205,194)	(234,544)	(264,056)	(293,772)	(323,780)	(354,210)	(385,293)
100%	96%	(267,693)	(296,861)	(326,273)	(356,011)	(386,230)	(417,183)	(449,337)
(105% = 5% increase)	98%	(330,820)	(359,936)	(389,429)	(419,462)	(450,321)	(482,521)	(516,860)
	100%	(394,784)	(424,055)	(453,937)	(484,744)	(517,041)	(551,224)	(585,814)
	102%	(459,914)	(489,679)	(520,475)	(552,943)	(586,735)	(620,876)	(655,451)
	104%	(526,716)	(557,564)	(590,173)	(623,474)	(657,116)	(691,162)	(725,762)
	106%	(596,055)	(628,550)	(661,373)	(694,515)	(728,039)	(762,113)	(796,993)
	108%	(668,073)	(700,424)	(733,074)	(766,125)	(799,643)	(833,945)	(868,489)
	110%	(740,684)	(772,850)	(805,388)	(838,352)	(872,090)	(906,037)	(939,984)
	112%	(813,809)	(845,823)	(878,241)	(911,428)	(944,779)	(978,129)	(1,011,480)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(517,041)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(1,143,419)	(1,139,165)	(1,134,910)	(1,130,655)	(1,126,400)	(1,122,145)	(1,117,891)
	82%	(1,065,171)	(1,065,034)	(1,064,898)	(1,064,761)	(1,064,625)	(1,064,489)	(1,064,352)
Market Values	84%	(986,922)	(990,904)	(994,886)	(998,868)	(1,002,850)	(1,006,832)	(1,010,814)
100%	86%	(908,674)	(916,774)	(924,874)	(932,974)	(941,075)	(949,175)	(957,275)
(105% = 5% increase)	88%	(830,841)	(842,644)	(854,862)	(867,081)	(879,299)	(891,518)	(903,737)
	90%	(754,226)	(769,636)	(785,249)	(801,187)	(817,524)	(833,861)	(850,198)
	92%	(678,440)	(697,483)	(716,707)	(736,165)	(755,907)	(776,204)	(796,660)
	94%	(603,478)	(626,075)	(648,884)	(671,923)	(695,223)	(718,892)	(743,121)
	96%	(530,568)	(555,511)	(581,790)	(608,388)	(635,249)	(662,433)	(690,002)
	98%	(461,539)	(488,361)	(516,133)	(545,394)	(575,827)	(606,540)	(637,661)
	100%	(394,784)	(424,055)	(453,937)	(484,744)	(517,041)	(551,224)	(585,814)
	102%	(329,452)	(361,452)	(393,883)	(426,935)	(460,945)	(496,555)	(534,484)
	104%	(265,052)	(299,954)	(335,174)	(370,829)	(407,143)	(444,517)	(483,730)
	106%	(201,316)	(239,217)	(277,350)	(315,820)	(354,762)	(394,456)	(435,376)
	108%	(139,302)	(179,017)	(220,153)	(261,556)	(303,315)	(345,632)	(388,819)
	110%	(84,893)	(122,998)	(163,423)	(207,832)	(252,523)	(297,637)	(343,410)
	112%	(30,725)	(71,538)	(112,458)	(154,497)	(202,199)	(250,232)	(298,776)
	114%	23,255	(20,279)	(63,899)	(107,647)	(152,222)	(203,256)	(254,689)
	116%	77,083	30,815	(15,530)	(61,975)	(108,559)	(156,598)	(211,003)
	118%	130,792	81,782	32,705	(16,464)	(65,747)	(115,193)	(167,625)
	120%	184,401	132,640	80,823	28,924	(23,081)	(75,215)	(127,551)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(517,041)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(318,881)	(347,411)	(376,270)	(405,611)	(435,667)	(466,859)	(500,034)
	10,000	(244,053)	(272,108)	(300,361)	(328,879)	(357,761)	(387,188)	(417,471)
Grant (£ per unit)	15,000	(169,987)	(197,748)	(225,614)	(253,636)	(281,851)	(310,348)	(339,251)
-	20,000	(103,340)	(127,180)	(151,672)	(179,378)	(207,199)	(235,163)	(263,341)
	25,000	(40,136)	(63,854)	(87,606)	(111,406)	(135,256)	(161,037)	(188,801)
	30,000	22,783	(857)	(24,522)	(48,208)	(71,919)	(95,671)	(119,472)
	35,000	85,478	61,881	38,284	14,669	(8,959)	(32,611)	(56,280)
	40,000	147,976	124,428	100,864	77,294	53,724	30,136	6,539
	45,000	210,328	186,797	163,265	139,734	116,186	92,638	69,090
	50,000	272,557	249,038	225,519	202,000	178,482	154,963	131,433
	55,000	334,680	311,169	287,658	264,146	240,635	217,124	193,612

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Appraisal Ref: GF LV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	157.5	70.0%	105.0	44%	262.5
3 bed House	40.0%	180.0	20.0%	30.0	35%	210.0
4 + bed House	25.0%	112.5	10.0%	15.0	21%	127.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	450.0	100.0%	150.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	11,025	118,672	7,350	79,115	18,375	197,787
3 bed House	18,360	197,625	3,060	32,938	21,420	230,563
4 + bed House	14,625	157,422	1,950	20,990	16,575	178,412
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	44,010	473,720	12,360	133,042	56,370	606,762
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	57,750,000
3 bed House	310,000	3,039	282	3,039	282	65,100,000
4 + bed House	395,000	3,038	282	3,038	282	50,362,500
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						173,212,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	157.5	@	220,000		34,650,000
3 bed House	180.0	@	310,000		55,800,000
4 + bed House	112.5	@	395,000		44,437,500
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	450.0				134,887,500
Affordable Rent GDV -					
2 bed House	31.5	@	154,000		4,851,000
3 bed House	9.0	@	217,000		1,953,000
4 + bed House	4.5	@	276,500		1,244,250
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	45.0				8,048,250
Social Rent GDV -					
2 bed House	47.3	@	110,000		5,197,500
3 bed House	13.5	@	155,000		2,092,500
4 + bed House	6.8	@	197,500		1,333,125
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	67.5				8,623,125
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	26.3	@	154,000		4,042,500
3 bed House	7.5	@	217,000		1,627,500
4 + bed House	3.8	@	276,500		1,036,875
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	37.5	150.0			6,706,875
Sub-total GDV Residential	**600**				**158,265,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	14,946,750
	265 £ psm (total GIA sqm)			24,911 £ per unit (total units)	
Grant	600	units @	0 per unit		-
Total GDV					**158,265,750**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS												
Initial Payments -												
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£			(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£			(406,005)
CIL (Mrkt only inc. garages)	Max			44,010	sqm		0.00	£ psm				-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)				
Site Specific S106	Year 1						0					-
(strategic site cashflow yrs 1-15)	Year 2						0					-
	Year 3						0					-
	Year 4						0					-
	Year 5						0					-
	Year 6						0					-
	Year 7						0					-
	Year 8						0					-
	Year 9						0					-
	Year 10						0					-
	Year 11						0					-
	Year 12						0					-
	Year 13						0					-
	Year 14						0					-
	Year 15						0					-
Site Specific S106 (installment)				600	units @		5,500	per unit				(3,300,000)
	Sub-total										(3,300,000)	
S106 analysis:	192,500	£ per ha		2.09%	% of GDV		5,500	£ per unit (total units)				
AH Commuted Sum				56,370	sqm (total)		0	£ psm				-
Comm. Sum analysis:				0.00%	% of GDV							
Construction Costs -												
Site Clearance, Demolition & Remediation				17.14	ha @		0	£ per ha (if brownfield)				-
Strategic Site Infra. costs	Year 1			0								-
	Year 2			0								-
	Year 3			0								-
	Year 4			0								-
	Year 5			0								-
	Year 6			0								-
	Year 7			0								-
	Year 8			0								-
	Year 9			0								-
	Year 10			0								-
	Year 11			0								-
	Year 12			0								-
	Year 13			0								-
	Year 14			0								-
	Year 15			0								-
	Years 1-15			600	units @		0	per unit				-
	Sub-total										-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)				
2 bed House				18,375	sqm @		1,710	psm				(31,421,250)
3 bed House				21,420	sqm @		1,710	psm				(36,628,200)
3 bed House (EXC. garage)				16,557	sqm @		1,710	psm				(28,312,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm				30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm				-
1 bed Flat				-	sqm @		1,868	psm				-
2 bed Flat				-	sqm @		1,868	psm				-
-				-	sqm @		1,868	psm				-
Garages for 3B House	180.0	50%		18	sqm @		653	psm				(1,057,860)
Garages for 4B House	112.5	100%		18	sqm @		653	psm				(1,322,325)
Total GIA check:				56,370	£ per garage		£11,754					
External works				98,711,325	@		15.0%					(14,806,699)
Ext. Works analysis:							24,678	£ per unit (total units)				
Policy Costs on design -												
Net Biodiversity costs				600	units @		1,137	£ per unit				(682,200)
M4(2) Category 2 Housing	Aff units		150	units @		100%	@	1,400	£ per unit			(210,000)
M4(2) Category 2 Housing	OMS units		450	units @		100%	@	1,400	£ per unit			(630,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit			-
M4(3) Category 3 Housing	Houses		450	units @		5%	@	26,816	£ per unit			(603,360)
Part L/FHS			600	units @				8,760	£ per unit			(5,256,000)
Part L/FHS analysis:							5.3%	% of BCIS costs				
EV Charging Points - Houses			600	units @				1,000	£ per unit			(600,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units			-
Water Efficiency			-	units @				10	£ per unit			-
	Sub-total										(7,981,560)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)				
							8.1%	% of BCIS costs				
Contingency (on construction)				121,499,584	@		3.0%					(3,644,988)

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

Professional Fees		121,499,584	@	7.0%			(8,504,971)
Disposal Costs -							
OMS Marketing and Promotion		134,887,500	OMS @	3.00%	6,744	£ per unit	(4,046,625)
Residential Sales Agent Costs		134,887,500	OMS @	1.00%	2,248	£ per unit	(1,348,875)
Residential Sales Legal Costs		134,887,500	OMS @	0.25%	562	£ per unit	(337,219)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,571	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(1,526,618)
Developers Profit -							
Profit on OMS		134,887,500		20.00%			(26,977,500)
Margin on AH		23,378,250		6.00%	on AH values		(1,402,695)
Profit analysis:		158,265,750		17.93%	blended GDV	(28,380,195)	
		144,760,219		19.60%	on costs	(28,380,195)	
TOTAL COSTS							**(173,140,414)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(14,874,664)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(14,874,664)**
RLV analysis:	(24,791) £ per plot	(867,689)	£ per ha (net)	(351,149)	£ per acre (net)		
		(694,151)	£ per ha (gross)	(280,919)	£ per acre (gross)		
				-9.40%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		21.43	ha (gross)	52.95	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	10,590 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)		**6,354,000**
BLV analysis:		296,520	£ per ha (gross)	120,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,238,339)**	£ per ha (net)	**(501,149)**	£ per acre (net)		**(21,228,664)**

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(501,149)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	-	(300,625)	(328,889)	(357,380)	(386,186)	(415,471)	(445,504)	(476,835)
	1,000	(315,384)	(343,729)	(372,327)	(401,286)	(430,789)	(461,170)	(493,106)
Site Specific S106	2,000	(330,173)	(358,606)	(387,321)	(416,449)	(446,204)	(476,990)	(509,656)
5,500	3,000	(344,993)	(373,523)	(402,375)	(431,689)	(461,729)	(492,991)	(526,544)
	4,000	(359,849)	(388,486)	(417,484)	(447,015)	(477,387)	(509,205)	(543,850)
	5,000	(374,743)	(403,500)	(432,662)	(462,433)	(493,186)	(525,672)	(561,681)
	6,000	(389,677)	(418,564)	(447,909)	(477,957)	(509,155)	(542,443)	(580,179)
	7,000	(404,655)	(433,685)	(463,240)	(493,604)	(525,322)	(559,581)	(599,141)
	8,000	(419,680)	(448,874)	(478,662)	(509,386)	(541,716)	(577,171)	(618,124)
	9,000	(434,754)	(464,131)	(494,184)	(525,328)	(558,386)	(595,326)	(637,194)
	10,000	(449,891)	(479,466)	(509,820)	(541,450)	(575,384)	(614,140)	(656,338)
	11,000	(465,087)	(494,891)	(525,590)	(557,783)	(592,777)	(633,103)	(675,549)
	12,000	(480,353)	(510,412)	(541,504)	(574,368)	(610,658)	(652,131)	(694,836)
	13,000	(495,691)	(526,041)	(557,588)	(591,244)	(629,147)	(671,202)	(714,224)
	14,000	(511,120)	(541,794)	(573,870)	(608,475)	(648,102)	(690,380)	(733,683)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(501,149)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	15.0%	(180,531)	(219,963)	(259,831)	(300,351)	(341,933)	(385,415)	(432,848)
	16.0%	(220,866)	(258,175)	(295,920)	(334,317)	(373,776)	(415,135)	(460,445)
Profit	17.0%	(261,201)	(296,387)	(332,009)	(368,283)	(405,619)	(444,856)	(488,043)
20.0%	18.0%	(301,535)	(334,598)	(368,098)	(402,249)	(437,463)	(474,576)	(515,640)
	19.0%	(341,870)	(372,810)	(404,187)	(436,215)	(469,306)	(504,296)	(543,238)
	20.0%	(382,205)	(411,022)	(440,276)	(470,181)	(501,149)	(534,016)	(570,835)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(501,149)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	100,000	(332,205)	(361,022)	(390,276)	(420,181)	(451,149)	(484,016)	(520,835)
	110,000	(342,205)	(371,022)	(400,276)	(430,181)	(461,149)	(494,016)	(530,835)
BLV (£ per acre)	120,000	(352,205)	(381,022)	(410,276)	(440,181)	(471,149)	(504,016)	(540,835)
150,000	130,000	(362,205)	(391,022)	(420,276)	(450,181)	(481,149)	(514,016)	(550,835)
	140,000	(372,205)	(401,022)	(430,276)	(460,181)	(491,149)	(524,016)	(560,835)
	150,000	(382,205)	(411,022)	(440,276)	(470,181)	(501,149)	(534,016)	(570,835)
	160,000	(392,205)	(421,022)	(450,276)	(480,181)	(511,149)	(544,016)	(580,835)
	170,000	(402,205)	(431,022)	(460,276)	(490,181)	(521,149)	(554,016)	(590,835)
	180,000	(412,205)	(441,022)	(470,276)	(500,181)	(531,149)	(564,016)	(600,835)
	190,000	(422,205)	(451,022)	(480,276)	(510,181)	(541,149)	(574,016)	(610,835)
	200,000	(432,205)	(461,022)	(490,276)	(520,181)	(551,149)	(584,016)	(620,835)
	210,000	(442,205)	(471,022)	(500,276)	(530,181)	(561,149)	(594,016)	(630,835)
	220,000	(452,205)	(481,022)	(510,276)	(540,181)	(571,149)	(604,016)	(640,835)
	230,000	(462,205)	(491,022)	(520,276)	(550,181)	(581,149)	(614,016)	(650,835)
	240,000	(472,205)	(501,022)	(530,276)	(560,181)	(591,149)	(624,016)	(660,835)
	250,000	(482,205)	(511,022)	(540,276)	(570,181)	(601,149)	(634,016)	(670,835)

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(501,149)	5%	10%	15%	20%	25%	30%	35%
	30	(349,033)	(373,733)	(398,808)	(424,441)	(450,985)	(479,157)	(510,716)
	35	(382,205)	(411,022)	(440,276)	(470,181)	(501,149)	(534,016)	(570,835)
Density (dph)	40	(415,377)	(448,311)	(481,744)	(515,921)	(551,313)	(588,876)	(630,954)
35.0	45	(448,549)	(485,600)	(523,212)	(561,661)	(601,477)	(643,735)	(691,073)
	50	(481,721)	(522,889)	(564,680)	(607,402)	(651,641)	(698,595)	(751,193)
	55	(514,893)	(560,177)	(606,148)	(653,142)	(701,805)	(753,454)	(811,312)
	60	(548,065)	(597,466)	(647,616)	(698,882)	(751,969)	(808,314)	(871,431)
	65	(581,237)	(634,755)	(689,084)	(744,622)	(802,134)	(863,173)	(931,551)
	70	(614,409)	(672,044)	(730,552)	(790,362)	(852,298)	(918,033)	(991,670)
	75	(647,581)	(709,333)	(772,020)	(836,102)	(902,462)	(972,892)	(1,051,789)
	80	(680,753)	(746,622)	(813,488)	(881,842)	(952,626)	(1,027,751)	(1,111,908)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(501,149)	5%	10%	15%	20%	25%	30%	35%
	90%	(83,981)	(109,933)	(135,929)	(164,134)	(194,332)	(224,644)	(255,117)
	92%	(136,707)	(164,551)	(194,254)	(224,059)	(253,991)	(284,109)	(314,491)
Build Cost	94%	(196,127)	(225,436)	(254,849)	(284,413)	(314,183)	(344,256)	(374,799)
100%	96%	(257,673)	(286,709)	(315,912)	(345,351)	(375,132)	(405,435)	(436,600)
(105% = 5% increase)	98%	(319,652)	(348,504)	(377,626)	(407,131)	(437,225)	(468,270)	(501,039)
	100%	(382,205)	(411,022)	(440,276)	(470,181)	(501,149)	(534,016)	(570,835)
	102%	(445,556)	(474,580)	(504,332)	(535,267)	(568,304)	(605,673)	(647,133)
	104%	(510,064)	(539,701)	(570,659)	(603,954)	(641,922)	(682,845)	(724,711)
	106%	(576,324)	(607,368)	(641,025)	(679,442)	(719,842)	(761,143)	(803,430)
	108%	(645,448)	(679,588)	(718,233)	(758,126)	(798,883)	(840,522)	(882,285)
	110%	(719,733)	(758,372)	(797,744)	(837,930)	(878,930)	(920,036)	(961,141)
	112%	(799,792)	(838,661)	(878,285)	(918,653)	(959,101)	(999,549)	(1,039,997)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(501,149)	5%	10%	15%	20%	25%	30%	35%
	80%	(1,179,812)	(1,177,926)	(1,176,040)	(1,174,153)	(1,172,267)	(1,170,381)	(1,168,494)
	82%	(1,091,882)	(1,094,623)	(1,097,365)	(1,100,106)	(1,102,848)	(1,105,590)	(1,108,331)
Market Values	84%	(1,003,951)	(1,011,320)	(1,018,690)	(1,026,059)	(1,033,429)	(1,040,798)	(1,048,168)
100%	86%	(916,020)	(928,017)	(940,015)	(952,012)	(964,010)	(976,007)	(988,005)
(105% = 5% increase)	88%	(828,339)	(844,714)	(861,340)	(877,965)	(894,591)	(911,216)	(927,841)
	90%	(742,201)	(762,375)	(782,912)	(803,918)	(825,171)	(846,425)	(867,678)
	92%	(658,228)	(681,578)	(705,847)	(730,581)	(755,831)	(781,634)	(807,515)
	94%	(583,171)	(605,671)	(630,477)	(658,581)	(687,515)	(717,055)	(747,352)
	96%	(513,797)	(537,668)	(562,682)	(589,656)	(620,388)	(653,564)	(687,491)
	98%	(447,211)	(473,356)	(500,169)	(528,044)	(557,763)	(591,153)	(628,661)
	100%	(382,205)	(411,022)	(440,276)	(470,181)	(501,149)	(534,016)	(570,835)
	102%	(318,178)	(349,877)	(381,871)	(414,310)	(447,425)	(481,681)	(518,066)
	104%	(254,806)	(289,495)	(324,403)	(359,626)	(395,315)	(431,757)	(469,506)
	106%	(191,888)	(229,637)	(267,554)	(305,704)	(344,195)	(383,217)	(423,113)
	108%	(131,846)	(170,151)	(211,138)	(252,301)	(293,728)	(335,545)	(377,982)
	110%	(77,921)	(115,970)	(155,035)	(199,272)	(243,715)	(288,454)	(333,658)
	112%	(24,162)	(64,936)	(105,785)	(146,814)	(194,025)	(241,773)	(289,877)
	114%	29,472	(14,043)	(57,624)	(101,286)	(145,082)	(195,385)	(246,478)
	116%	83,000	36,735	(9,581)	(55,972)	(102,460)	(149,293)	(203,365)
	118%	136,442	87,421	38,355	(10,770)	(59,980)	(109,303)	(160,461)
	120%	189,817	138,035	86,215	34,341	(17,602)	(69,647)	(121,833)

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(501,149)	5%	10%	15%	20%	25%	30%	35%
	5,000	(307,892)	(336,194)	(364,731)	(393,610)	(422,997)	(453,196)	(484,819)
	10,000	(234,318)	(262,297)	(290,408)	(318,705)	(347,266)	(376,216)	(405,783)
Grant (£ per unit)	15,000	(161,275)	(189,036)	(216,884)	(244,832)	(272,924)	(301,216)	(329,801)
-	20,000	(96,657)	(120,549)	(144,485)	(171,643)	(199,449)	(227,368)	(255,440)
	25,000	(34,060)	(57,875)	(81,711)	(105,577)	(129,482)	(154,259)	(182,034)
	30,000	28,334	4,576	(19,192)	(42,977)	(66,788)	(90,625)	(114,497)
	35,000	90,568	66,855	43,128	19,394	(4,353)	(28,111)	(51,895)
	40,000	152,686	128,990	105,295	81,599	57,887	34,174	10,449
	45,000	214,692	191,021	167,341	143,660	119,978	96,297	72,603
	50,000	276,613	252,951	229,289	205,623	181,953	158,283	134,613
	55,000	338,464	314,807	291,150	267,493	243,836	220,175	196,513

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Lower Medium Value Zone_v0.1

Appraisal Ref: GF LMV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9 Units	
AH Policy requirement (% Target)		0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	100%		
AH tenure split %	Affordable Rent:		30.0%	
	Social Rent:		45.0%	75.0% % Rented
	First Homes:		0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):		25.0%	0.0% % of total (>10% First Homes PPG 023)
		100%	100.0%	
CIL Rate (£ psm)		0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
3 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	0.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	315	3,391	0	0	315	3,391
3 bed House	459	4,941	0	0	459	4,941
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	774	8,331	0	0	774	8,331

AH % by floor area: 0.00% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	1,102,500
3 bed House	330,000	3,235	301	3,235	301	1,485,000
4 + bed House	425,000	3,269	304	3,269	304	0
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						2,587,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.5	@	245,000		1,102,500
3 bed House	4.5	@	330,000		1,485,000
4 + bed House	0.0	@	425,000		-
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	9.0				2,587,500
Affordable Rent GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	297,500		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	122,500		-
3 bed House	0.0	@	165,000		-
4 + bed House	0.0	@	212,500		-
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	297,500		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**2,587,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0 per unit		-
Total GDV					**2,587,500**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Lower Medium Value Zone_v0.1

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			774	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500	£ per ha		1.91%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				774	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				315	sqm @		1,710	psm			(538,650)
3 bed House				459	sqm @		1,710	psm			(784,890)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	4.5	50%		18	sqm @		653	psm			(26,447)
Garages for 4B House	-	100%		18	sqm @		653	psm			-
Total GIA check:				774	£ per garage		£11,754				
External works				1,288,427	@		15.0%				(193,264)
Ext. Works analysis:							21,474	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		1,137	£ per unit			(10,233)
M4(2) Category 2 Housing	Aff units	-	units @			100%	@	1,400	£ per unit		-
M4(2) Category 2 Housing	OMS units	9	units @			100%	@	1,400	£ per unit		(12,600)
M4(3) Category 3 Housing	Flats	-	units @			5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses	9	units @			5%	@	26,816	£ per unit		(12,067)
Part L/FHS		9	units @					8,760	£ per unit		(78,840)
Part L/FHS analysis:							6.1%	% of BCIS costs			
EV Charging Points - Houses		9	units @					1,000	£ per unit		(9,000)
EV Charging Points - Flats		-	units @			4	flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(122,740)	
Policy Costs analysis:	(design costs only)						13,638	£ per unit (total units)			
							9.5%	% of BCIS costs			
Contingency (on construction)				1,604,431	@		3.0%				(48,133)

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Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		1,604,431	@	7.0%			(112,310)
Disposal Costs -							
OMS Marketing and Promotion		2,587,500	OMS @	3.00%	8,625	£ per unit	(77,625)
Residential Sales Agent Costs		2,587,500	OMS @	1.00%	2,875	£ per unit	(25,875)
Residential Sales Legal Costs		2,587,500	OMS @	0.25%	719	£ per unit	(6,469)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					13,330	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(25,530)
Developers Profit -							
Profit on OMS		2,587,500		20.00%			(517,500)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,587,500		20.00%	blended GDV	(517,500)	
		1,991,625		25.98%	on costs	(517,500)	
TOTAL COSTS							**(2,509,125)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							78,375
SDLT		78,375	@	HMRC formula			-
Acquisition Agent fees		78,375	@	1.0%			(784)
Acquisition Legal fees		78,375	@	0.5%			(392)
Interest on Land		78,375	@	7.00%			(5,486)
Residual Land Value							**71,713**
RLV analysis:	7,968 £ per plot	278,884	£ per ha (net)	112,863	£ per acre (net)		
		223,108	£ per ha (gross)	90,290	£ per acre (gross)		
				2.77%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.32	ha (gross)	0.79	acres (gross)		
Density analysis:		3,010	sqm/ha (net)	13,112	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**119,138**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(184,428)**	£ per ha (net)	**(74,637)**	£ per acre (net)		**(47,424)**

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Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 0%

Balance (RLV - BLV £ per acre (n))	(74,637)	5%	10%	15%	20%	25%	30%	35%
	-	(16,928)	(31,923)	(46,918)	(61,913)	(76,908)	(91,903)	(106,898)
	1,000	(30,147)	(45,142)	(60,137)	(75,132)	(90,127)	(105,122)	(120,117)
Site Specific S106	2,000	(43,366)	(58,361)	(73,356)	(88,351)	(103,346)	(118,341)	(133,336)
5,500	3,000	(56,585)	(71,580)	(86,575)	(101,570)	(116,565)	(131,560)	(146,555)
	4,000	(69,804)	(84,799)	(99,794)	(114,789)	(129,784)	(144,779)	(159,774)
	5,000	(83,023)	(98,018)	(113,012)	(128,007)	(143,002)	(157,997)	(172,992)
	6,000	(96,241)	(111,236)	(126,231)	(141,226)	(156,221)	(171,216)	(186,211)
	7,000	(109,460)	(124,455)	(139,450)	(154,445)	(169,440)	(184,435)	(200,538)
	8,000	(122,679)	(137,674)	(152,669)	(167,664)	(182,659)	(198,597)	(214,985)
	9,000	(135,898)	(150,893)	(165,888)	(180,883)	(196,656)	(213,044)	(229,432)
	10,000	(149,117)	(164,112)	(179,107)	(194,715)	(211,103)	(227,491)	(243,879)
	11,000	(162,336)	(177,331)	(192,774)	(209,162)	(225,550)	(241,938)	(258,326)
	12,000	(175,555)	(190,833)	(207,221)	(223,609)	(239,997)	(256,385)	(272,773)
	13,000	(188,892)	(205,280)	(221,668)	(238,056)	(254,444)	(270,832)	(287,220)
	14,000	(203,339)	(219,727)	(236,115)	(252,503)	(268,891)	(285,279)	(301,667)

TABLE 2 Affordable Housing - % on site 0%

Balance (RLV - BLV £ per acre (n))	(74,637)	5%	10%	15%	20%	25%	30%	35%
	15.0%	86,071	62,292	38,514	14,427	(9,883)	(34,193)	(58,504)
	16.0%	51,447	29,491	7,065	(15,382)	(37,829)	(60,276)	(82,723)
Profit	17.0%	16,562	(4,022)	(24,606)	(45,191)	(65,775)	(86,359)	(106,943)
20.0%	18.0%	(18,836)	(37,557)	(56,278)	(74,999)	(93,720)	(112,442)	(131,163)
	19.0%	(54,234)	(71,092)	(87,950)	(104,808)	(121,666)	(138,524)	(155,382)
	20.0%	(89,632)	(104,627)	(119,622)	(134,617)	(149,612)	(164,607)	(179,602)

TABLE 3 Affordable Housing - % on site 0%

Balance (RLV - BLV £ per acre (n))	(74,637)	5%	10%	15%	20%	25%	30%	35%
	100,000	(2,132)	(17,127)	(32,122)	(47,117)	(62,112)	(77,107)	(92,102)
	110,000	(12,132)	(27,127)	(42,122)	(57,117)	(72,112)	(87,107)	(102,102)
BLV (£ per acre)	120,000	(22,132)	(37,127)	(52,122)	(67,117)	(82,112)	(97,107)	(112,102)
187,500	130,000	(32,132)	(47,127)	(62,122)	(77,117)	(92,112)	(107,107)	(122,102)
	140,000	(42,132)	(57,127)	(72,122)	(87,117)	(102,112)	(117,107)	(132,102)
	150,000	(52,132)	(67,127)	(82,122)	(97,117)	(112,112)	(127,107)	(142,102)
	160,000	(62,132)	(77,127)	(92,122)	(107,117)	(122,112)	(137,107)	(152,102)
	170,000	(72,132)	(87,127)	(102,122)	(117,117)	(132,112)	(147,107)	(162,102)
	180,000	(82,132)	(97,127)	(112,122)	(127,117)	(142,112)	(157,107)	(172,102)
	190,000	(92,132)	(107,127)	(122,122)	(137,117)	(152,112)	(167,107)	(182,102)
	200,000	(102,132)	(117,127)	(132,122)	(147,117)	(162,112)	(177,107)	(192,102)
	210,000	(112,132)	(127,127)	(142,122)	(157,117)	(172,112)	(187,107)	(202,102)
	220,000	(122,132)	(137,127)	(152,122)	(167,117)	(182,112)	(197,107)	(212,102)
	230,000	(132,132)	(147,127)	(162,122)	(177,117)	(192,112)	(207,107)	(222,102)
	240,000	(142,132)	(157,127)	(172,122)	(187,117)	(202,112)	(217,107)	(232,102)
	250,000	(152,132)	(167,127)	(182,122)	(197,117)	(212,112)	(227,107)	(242,102)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(74,637)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	30	(103,613)	(116,466)	(129,319)	(142,172)	(155,024)	(167,877)	(180,730)
	35	(89,632)	(104,627)	(119,622)	(134,617)	(149,612)	(164,607)	(179,602)
Density (dph)	40	(75,651)	(92,788)	(109,925)	(127,062)	(144,199)	(161,336)	(178,474)
35.0	45	(61,670)	(80,949)	(100,228)	(119,507)	(138,787)	(158,066)	(177,345)
	50	(47,689)	(69,110)	(90,531)	(111,953)	(133,374)	(154,796)	(176,217)
	55	(33,707)	(57,271)	(80,834)	(104,398)	(127,962)	(151,525)	(175,089)
	60	(19,726)	(45,432)	(71,138)	(96,843)	(122,549)	(148,255)	(173,960)
	65	(5,745)	(33,593)	(61,441)	(89,289)	(117,136)	(144,984)	(172,832)
	70	8,236	(21,754)	(51,744)	(81,734)	(111,724)	(141,714)	(171,704)
	75	22,217	(9,915)	(42,047)	(74,179)	(106,311)	(138,443)	(170,575)
	80	36,198	1,924	(32,350)	(66,624)	(100,899)	(135,173)	(169,447)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(74,637)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	90%	131,507	104,745	77,983	51,220	24,367	(2,993)	(30,354)
	92%	87,796	63,453	39,109	14,459	(10,429)	(35,316)	(60,203)
Build Cost	94%	44,085	22,018	(396)	(22,810)	(45,224)	(67,639)	(90,053)
100%	96%	(256)	(20,197)	(40,138)	(60,079)	(80,020)	(99,961)	(119,903)
(105% = 5% increase)	98%	(44,944)	(62,412)	(79,880)	(97,348)	(114,816)	(132,284)	(149,752)
	100%	(89,632)	(104,627)	(119,622)	(134,617)	(149,612)	(164,607)	(179,602)
	102%	(134,320)	(146,842)	(159,364)	(171,886)	(184,408)	(197,806)	(211,491)
	104%	(179,008)	(189,202)	(200,184)	(211,166)	(222,149)	(233,131)	(244,113)
	106%	(227,059)	(235,339)	(243,618)	(251,898)	(260,177)	(268,456)	(276,736)
	108%	(275,899)	(281,475)	(287,052)	(292,629)	(298,205)	(303,782)	(309,380)
	110%	(324,738)	(327,612)	(330,486)	(333,363)	(336,305)	(339,246)	(342,187)
	112%	(373,655)	(373,878)	(374,101)	(374,325)	(374,548)	(374,771)	(374,994)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(74,637)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	80%	(675,692)	(660,817)	(645,942)	(631,067)	(616,192)	(601,317)	(586,442)
	82%	(616,018)	(604,284)	(592,550)	(580,816)	(569,081)	(557,347)	(545,613)
Market Values	84%	(556,345)	(547,752)	(539,158)	(530,565)	(521,971)	(513,377)	(504,784)
100%	86%	(496,672)	(491,219)	(485,766)	(480,314)	(474,861)	(469,408)	(463,955)
(105% = 5% increase)	88%	(436,999)	(434,687)	(432,375)	(430,063)	(427,750)	(425,438)	(423,126)
	90%	(377,326)	(378,154)	(378,983)	(379,811)	(380,640)	(381,468)	(382,297)
	92%	(317,813)	(321,713)	(325,613)	(329,560)	(333,530)	(337,499)	(341,468)
	94%	(258,495)	(265,517)	(272,539)	(279,561)	(286,583)	(293,605)	(300,639)
	96%	(199,177)	(209,321)	(219,465)	(229,609)	(239,753)	(249,897)	(260,040)
	98%	(143,908)	(156,046)	(168,185)	(180,323)	(192,922)	(206,188)	(219,454)
	100%	(89,632)	(104,627)	(119,622)	(134,617)	(149,612)	(164,607)	(179,602)
	102%	(35,356)	(53,207)	(71,059)	(88,911)	(106,762)	(124,614)	(142,466)
	104%	18,920	(1,788)	(22,496)	(43,204)	(63,913)	(84,621)	(105,329)
	106%	72,220	49,170	26,067	2,502	(21,063)	(44,628)	(68,193)
	108%	125,309	99,465	73,621	47,777	21,786	(4,635)	(31,057)
	110%	178,096	149,761	121,123	92,485	63,846	35,208	6,080
	112%	229,407	199,028	168,624	137,192	105,759	74,327	42,895
	114%	280,644	247,621	214,558	181,479	147,672	113,446	79,219
	116%	331,709	295,998	260,287	224,576	188,866	152,565	115,544
	118%	382,774	344,375	305,977	267,578	229,180	190,782	151,794
	120%	433,839	392,753	351,667	310,581	269,495	228,408	187,322

TABLE 7

Balance (RLV - BLV £ per acre (n))	(74,637)	Affordable Housing - % on site 0% 5%	10%	15%	20%	25%	30%	35%
	5,000	(23,536)	(38,531)	(53,526)	(68,521)	(83,516)	(98,511)	(113,506)
	10,000	42,253	27,566	12,571	(2,424)	(17,419)	(32,414)	(47,409)
Grant (£ per unit)	15,000	106,905	92,238	77,570	62,903	48,236	33,569	18,687
-	20,000	171,483	156,889	142,222	127,555	112,887	98,220	83,553
	25,000	233,854	219,644	205,435	191,225	177,015	162,578	147,875
	30,000	295,987	281,778	267,568	253,358	239,148	224,938	210,729
	35,000	358,120	343,911	329,701	315,491	301,281	287,072	272,862
	40,000	420,254	406,044	391,834	377,624	363,414	349,205	334,995
	45,000	482,387	468,177	453,967	439,757	425,548	411,338	397,128
	50,000	544,520	530,310	516,100	501,890	487,681	473,471	459,261
	55,000	606,653	592,443	578,233	564,024	549,814	535,604	521,394

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF LMV 25 (see Typologies Matrix)
Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	6.6	70.0%	4.4	44%	10.9
3 bed House	40.0%	7.5	20.0%	1.3	35%	8.8
4 + bed House	25.0%	4.7	10.0%	0.6	21%	5.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	18.8	100.0%	6.3	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	459	4,945	306	3,296	766	8,241
3 bed House	765	8,234	128	1,372	893	9,607
4 + bed House	609	6,559	81	875	691	7,434
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,834	19,738	515	5,543	2,349	25,282
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	2,679,688
3 bed House	330,000	3,235	301	3,235	301	2,887,500
4 + bed House	425,000	3,269	304	3,269	304	2,257,813
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						7,825,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	6.6	@	245,000		1,607,813
3 bed House	7.5	@	330,000		2,475,000
4 + bed House	4.7	@	425,000		1,992,188
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	18.8				6,075,000
Affordable Rent GDV -					
2 bed House	1.3	@	171,500		225,094
3 bed House	0.4	@	231,000		86,625
4 + bed House	0.2	@	297,500		55,781
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	1.9				367,500
Social Rent GDV -					
2 bed House	2.0	@	122,500		241,172
3 bed House	0.6	@	165,000		92,813
4 + bed House	0.3	@	212,500		59,766
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	2.8				393,750
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.1	@	171,500		187,578
3 bed House	0.3	@	231,000		72,188
4 + bed House	0.2	@	297,500		46,484
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	1.6	6.3			306,250
Sub-total GDV Residential	**25**				**7,142,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	682,500
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**7,142,500**

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Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,834	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				25	units @		5,500	per unit			(137,500)
	Sub-total									(137,500)	
S106 analysis:	192,500	£ per ha		1.93%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				2,349	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			25	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				766	sqm @		1,710	psm			(1,309,219)
3 bed House				893	sqm @		1,710	psm			(1,526,175)
3 bed House (EXC. garage)				673	sqm @		1,710	psm			(1,150,189)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	7.5	50%		18	sqm @		653	psm			(44,078)
Garages for 4B House	4.7	100%		18	sqm @		653	psm			(55,097)
Garages for 5B House	-	-		0	sqm @		653	psm			-
Total GIA check:				2,349	£ per garage		£11,754				
External works				4,053,977	@		15.0%				(608,097)
Ext. Works analysis:							24,324	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				25	units @		1,137	£ per unit			(28,425)
M4(2) Category 2 Housing	Aff units		6	units @		100%	@	1,400	£ per unit		(8,750)
M4(2) Category 2 Housing	OMS units		19	units @		100%	@	1,400	£ per unit		(26,250)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		19	units @		5%	@	26,816	£ per unit		(25,140)
Part L/FHS			25	units @				8,760	£ per unit		(219,000)
Part L/FHS analysis:							5.4%	% of BCIS costs			
EV Charging Points - Houses			25	units @				1,000	£ per unit		(25,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(332,565)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.2%	% of BCIS costs			
Contingency (on construction)				4,994,638	@		3.0%				(149,839)

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Scheme Typology:	**Houses**	No Units:	**25**
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		4,994,638	@	7.0%			(349,625)
Disposal Costs -							
OMS Marketing and Promotion		6,075,000	OMS @	3.00%	7,290	£ per unit	(182,250)
Residential Sales Agent Costs		6,075,000	OMS @	1.00%	2,430	£ per unit	(60,750)
Residential Sales Legal Costs		6,075,000	OMS @	0.25%	608	£ per unit	(15,188)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,728	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(75,811)
Developers Profit -							
Profit on OMS		6,075,000		20.00%			(1,215,000)
Margin on AH		1,067,500		6.00%	on AH values		(64,050)
Profit analysis:		7,142,500		17.91%	blended GDV	(1,279,050)	
		6,054,976		21.12%	on costs	(1,279,050)	
TOTAL COSTS							**(7,334,026)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(191,526)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(191,526)**
RLV analysis:	(7,661) £ per plot	(268,137)	£ per ha (net)	(108,513)	£ per acre (net)		
		(214,509)	£ per ha (gross)	(86,811)	£ per acre (gross)		
				-2.68%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.89	ha (gross)	2.21	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**330,938**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(731,449)**	£ per ha (net)	**(296,013)**	£ per acre (net)		**(522,464)**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(296,013)	5%	10%	15%	20%	25%	30%	35%
	-	(104,893)	(132,110)	(159,435)	(186,760)	(216,556)	(246,419)	(276,283)
	1,000	(118,003)	(145,329)	(172,654)	(201,139)	(231,002)	(260,866)	(290,730)
Site Specific S106	2,000	(131,222)	(158,547)	(185,873)	(215,585)	(245,449)	(275,313)	(305,177)
5,500	3,000	(144,441)	(171,766)	(200,169)	(230,032)	(259,896)	(289,760)	(319,624)
	4,000	(157,660)	(184,985)	(214,615)	(244,479)	(274,343)	(304,207)	(334,071)
	5,000	(170,879)	(199,199)	(229,062)	(258,926)	(288,790)	(318,654)	(348,518)
	6,000	(184,098)	(213,645)	(243,509)	(273,373)	(303,237)	(333,101)	(362,964)
	7,000	(198,228)	(228,092)	(257,956)	(287,820)	(317,684)	(347,548)	(377,446)
	8,000	(212,675)	(242,539)	(272,403)	(302,267)	(332,131)	(361,994)	(391,974)
	9,000	(227,122)	(256,986)	(286,850)	(316,714)	(346,577)	(376,454)	(406,503)
	10,000	(241,569)	(271,433)	(301,297)	(331,161)	(361,024)	(390,982)	(421,032)
	11,000	(256,016)	(285,880)	(315,744)	(345,607)	(375,471)	(405,511)	(435,560)
	12,000	(270,463)	(300,327)	(330,191)	(360,054)	(389,990)	(420,039)	(450,089)
	13,000	(284,910)	(314,774)	(344,637)	(374,501)	(404,518)	(434,568)	(464,617)
	14,000	(299,357)	(329,220)	(359,084)	(388,997)	(419,047)	(449,096)	(479,146)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(296,013)	5%	10%	15%	20%	25%	30%	35%
	15.0%	16,474	(19,283)	(55,039)	(91,897)	(129,322)	(167,145)	(206,591)
	16.0%	(21,238)	(55,010)	(89,813)	(125,092)	(160,815)	(197,379)	(236,421)
Profit	17.0%	(58,950)	(91,837)	(125,061)	(158,685)	(192,756)	(229,503)	(266,251)
20.0%	18.0%	(97,967)	(129,229)	(160,753)	(192,722)	(227,175)	(261,628)	(296,081)
	19.0%	(137,596)	(167,021)	(197,277)	(229,436)	(261,594)	(293,753)	(325,911)
	20.0%	(177,488)	(206,422)	(236,286)	(266,150)	(296,013)	(325,877)	(355,741)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(296,013)	5%	10%	15%	20%	25%	30%	35%
	100,000	(89,988)	(118,922)	(148,786)	(178,650)	(208,513)	(238,377)	(268,241)
	110,000	(99,988)	(128,922)	(158,786)	(188,650)	(218,513)	(248,377)	(278,241)
BLV (£ per acre)	120,000	(109,988)	(138,922)	(168,786)	(198,650)	(228,513)	(258,377)	(288,241)
187,500	130,000	(119,988)	(148,922)	(178,786)	(208,650)	(238,513)	(268,377)	(298,241)
	140,000	(129,988)	(158,922)	(188,786)	(218,650)	(248,513)	(278,377)	(308,241)
	150,000	(139,988)	(168,922)	(198,786)	(228,650)	(258,513)	(288,377)	(318,241)
	160,000	(149,988)	(178,922)	(208,786)	(238,650)	(268,513)	(298,377)	(328,241)
	170,000	(159,988)	(188,922)	(218,786)	(248,650)	(278,513)	(308,377)	(338,241)
	180,000	(169,988)	(198,922)	(228,786)	(258,650)	(288,513)	(318,377)	(348,241)
	190,000	(179,988)	(208,922)	(238,786)	(268,650)	(298,513)	(328,377)	(358,241)
	200,000	(189,988)	(218,922)	(248,786)	(278,650)	(308,513)	(338,377)	(368,241)
	210,000	(199,988)	(228,922)	(258,786)	(288,650)	(318,513)	(348,377)	(378,241)
	220,000	(209,988)	(238,922)	(268,786)	(298,650)	(328,513)	(358,377)	(388,241)
	230,000	(219,988)	(248,922)	(278,786)	(308,650)	(338,513)	(368,377)	(398,241)
	240,000	(229,988)	(258,922)	(288,786)	(318,650)	(348,513)	(378,377)	(408,241)
	250,000	(239,988)	(268,922)	(298,786)	(328,650)	(358,513)	(388,377)	(418,241)

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Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(296,013)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(178,918)	(203,719)	(229,316)	(254,914)	(280,511)	(306,109)	(331,707)
	35	(177,488)	(206,422)	(236,286)	(266,150)	(296,013)	(325,877)	(355,741)
Density (dph)	40	(176,058)	(209,125)	(243,255)	(277,385)	(311,515)	(345,645)	(379,775)
35.0	45	(174,628)	(211,828)	(250,225)	(288,621)	(327,017)	(365,414)	(403,810)
	50	(173,197)	(214,531)	(257,194)	(299,857)	(342,519)	(385,182)	(427,844)
	55	(171,767)	(217,234)	(264,163)	(311,092)	(358,021)	(404,950)	(451,879)
	60	(170,337)	(219,938)	(271,133)	(322,328)	(373,523)	(424,718)	(475,913)
	65	(168,907)	(222,641)	(278,102)	(333,563)	(389,025)	(444,486)	(499,948)
	70	(167,476)	(225,344)	(285,072)	(344,799)	(404,527)	(464,254)	(523,982)
	75	(166,046)	(228,047)	(292,041)	(356,035)	(420,029)	(484,023)	(548,016)
	80	(164,616)	(230,750)	(299,010)	(367,270)	(435,531)	(503,791)	(572,051)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(296,013)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	87,780	59,854	31,929	4,003	(23,922)	(51,848)	(80,493)
	92%	35,807	8,300	(19,207)	(46,714)	(74,748)	(103,208)	(132,159)
Build Cost	94%	(16,167)	(43,255)	(70,735)	(98,763)	(127,172)	(155,826)	(184,480)
100%	96%	(68,456)	(96,050)	(123,956)	(152,167)	(180,378)	(210,548)	(241,380)
(105% = 5% increase)	98%	(122,511)	(150,279)	(178,047)	(207,517)	(237,865)	(268,213)	(298,560)
	100%	(177,488)	(206,422)	(236,286)	(266,150)	(296,013)	(325,877)	(355,741)
	102%	(236,643)	(266,023)	(295,402)	(324,782)	(354,162)	(383,594)	(413,157)
	104%	(296,727)	(325,623)	(354,519)	(383,433)	(412,509)	(441,585)	(470,661)
	106%	(356,812)	(385,224)	(413,808)	(442,397)	(470,986)	(499,576)	(528,165)
	108%	(417,054)	(445,156)	(473,259)	(501,361)	(529,464)	(557,566)	(585,669)
	110%	(477,478)	(505,094)	(532,710)	(560,325)	(587,941)	(615,557)	(643,173)
	112%	(537,902)	(565,031)	(592,161)	(619,290)	(646,419)	(673,548)	(700,677)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(296,013)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(847,846)	(842,501)	(837,157)	(831,900)	(826,696)	(821,492)	(816,288)
	82%	(780,597)	(778,792)	(776,987)	(775,181)	(773,376)	(771,586)	(769,947)
Market Values	84%	(713,348)	(715,082)	(716,816)	(718,551)	(720,285)	(722,019)	(723,753)
100%	86%	(646,099)	(651,373)	(656,646)	(661,920)	(667,193)	(672,467)	(677,740)
(105% = 5% increase)	88%	(578,850)	(587,663)	(596,476)	(605,289)	(614,102)	(622,915)	(631,728)
	90%	(511,601)	(523,954)	(536,306)	(548,658)	(561,011)	(573,363)	(585,715)
	92%	(444,352)	(460,244)	(476,136)	(492,028)	(507,919)	(523,811)	(539,703)
	94%	(377,105)	(396,534)	(415,966)	(435,397)	(454,828)	(474,259)	(493,690)
	96%	(310,256)	(333,083)	(355,910)	(378,766)	(401,737)	(424,707)	(447,678)
	98%	(243,407)	(269,753)	(296,098)	(322,444)	(348,789)	(375,155)	(401,666)
	100%	(177,488)	(206,422)	(236,286)	(266,150)	(296,013)	(325,877)	(355,741)
	102%	(116,321)	(146,866)	(177,411)	(209,856)	(243,238)	(276,620)	(310,002)
	104%	(56,437)	(89,374)	(122,682)	(156,446)	(190,462)	(227,363)	(264,263)
	106%	1,387	(33,575)	(68,868)	(105,042)	(141,921)	(178,904)	(218,525)
	108%	59,211	21,206	(16,800)	(54,806)	(93,983)	(133,834)	(174,036)
	110%	117,036	75,987	34,938	(6,112)	(47,161)	(89,222)	(132,185)
	112%	174,860	130,768	86,675	42,583	(1,510)	(45,602)	(90,759)
	114%	232,685	185,549	138,413	91,277	44,141	(2,995)	(50,131)
	116%	290,509	240,330	190,150	139,971	89,792	39,612	(10,567)
	118%	348,224	295,111	241,888	188,665	135,443	82,220	28,997
	120%	405,772	349,662	293,551	237,360	181,094	124,827	68,561

TABLE 7

Balance (RLV - BLV £ per acre (n))	(296,013)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(111,392)	(138,717)	(166,043)	(193,913)	(223,777)	(253,641)	(283,505)
	10,000	(47,117)	(73,432)	(100,161)	(127,272)	(154,597)	(181,923)	(211,268)
Grant (£ per unit)	15,000	15,367	(10,465)	(36,297)	(62,237)	(88,965)	(115,826)	(143,152)
-	20,000	77,851	52,019	26,187	355	(25,477)	(51,310)	(77,770)
	25,000	140,336	114,504	88,671	62,839	37,007	11,175	(14,657)
	30,000	202,820	176,988	151,156	125,324	99,492	73,659	47,827
	35,000	265,224	239,401	213,579	187,756	161,934	136,111	110,289
	40,000	327,357	301,534	275,712	249,889	224,067	198,244	172,422
	45,000	389,490	363,667	337,845	312,022	286,200	260,377	234,555
	50,000	451,623	425,800	399,978	374,156	348,333	322,511	296,688
	55,000	513,756	487,934	462,111	436,289	410,466	384,644	358,821

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF LMV 50 (see Typologies Matrix)
Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	13.1	70.0%	8.8	44%	21.9
3 bed House	40.0%	15.0	20.0%	2.5	35%	17.5
4 + bed House	25.0%	9.4	10.0%	1.3	21%	10.6
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	919	9,889	613	6,593	1,531	16,482
3 bed House	1,530	16,469	255	2,745	1,785	19,214
4 + bed House	1,219	13,119	163	1,749	1,381	14,868
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	3,668	39,477	1,030	11,087	4,698	50,563
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	5,359,375
3 bed House	330,000	3,235	301	3,235	301	5,775,000
4 + bed House	425,000	3,269	304	3,269	304	4,515,625
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						15,650,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	13.1	@	245,000		3,215,625
3 bed House	15.0	@	330,000		4,950,000
4 + bed House	9.4	@	425,000		3,984,375
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	37.5				12,150,000
Affordable Rent GDV -					
2 bed House	2.6	@	171,500		450,188
3 bed House	0.8	@	231,000		173,250
4 + bed House	0.4	@	297,500		111,563
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	3.8				735,000
Social Rent GDV -					
2 bed House	3.9	@	122,500		482,344
3 bed House	1.1	@	165,000		185,625
4 + bed House	0.6	@	212,500		119,531
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	5.6				787,500
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	171,500		375,156
3 bed House	0.6	@	231,000		144,375
4 + bed House	0.3	@	297,500		92,969
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	3.1	12.5			612,500
Sub-total GDV Residential	**50**				**14,285,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,365,000
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**14,285,000**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			3,668	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500	£ per ha		1.93%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				4,698	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,531	sqm @		1,710	psm			(2,618,438)
3 bed House				1,785	sqm @		1,710	psm			(3,052,350)
3 bed House (EXC. garage)				1,363	sqm @		1,710	psm			(2,331,158)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	15.0	50%		18	sqm @		653	psm			(88,155)
Garages for 4B House	9.4	100%		18	sqm @		653	psm			(110,194)
Garages for 5B House	-	-		0	sqm @		653	psm			-
Total GIA check:				4,698	£ per garage		£11,754				
External works				8,169,514	@		15.0%				(1,225,427)
Ext. Works analysis:							24,509	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		1,137	£ per unit			(56,850)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units		38	units @		100%	@	1,400	£ per unit		(52,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		38	units @		5%	@	26,816	£ per unit		(50,280)
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.4%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit		(50,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(665,130)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				10,060,071	@		3.0%				(301,802)

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Scheme Typology:	**Houses**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		10,060,071	@	7.0%			(704,205)
Disposal Costs -							
OMS Marketing and Promotion		12,150,000	OMS @	3.00%	7,290	£ per unit	(364,500)
Residential Sales Agent Costs		12,150,000	OMS @	1.00%	2,430	£ per unit	(121,500)
Residential Sales Legal Costs		12,150,000	OMS @	0.25%	608	£ per unit	(30,375)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,528	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(141,732)
Developers Profit -							
Profit on OMS		12,150,000		20.00%			(2,430,000)
Margin on AH		2,135,000		6.00%	on AH values		(128,100)
Profit analysis:		14,285,000		17.91%	blended GDV	(2,558,100)	
		12,167,935		21.02%	on costs	(2,558,100)	
TOTAL COSTS							**(14,726,035)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(441,035)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(441,035)**
RLV analysis:	(8,821) £ per plot	(308,725)	£ per ha (net)	(124,939)	£ per acre (net)		
		(246,980)	£ per ha (gross)	(99,951)	£ per acre (gross)		
				-3.09%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		1.79	ha (gross)	4.41	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**661,875**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(772,037)**	£ per ha (net)	**(312,439)**	£ per acre (net)		**(1,102,910)**

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(312,439)	5%	10%	15%	20%	25%	30%	35%
	-	(118,329)	(145,228)	(172,892)	(201,919)	(232,303)	(262,687)	(293,071)
	1,000	(131,125)	(158,423)	(186,224)	(216,489)	(246,873)	(277,257)	(307,641)
Site Specific S106	2,000	(144,092)	(171,754)	(200,676)	(231,059)	(261,443)	(291,827)	(322,211)
5,500	3,000	(157,285)	(185,086)	(215,246)	(245,630)	(276,014)	(306,397)	(336,781)
	4,000	(170,617)	(199,432)	(229,816)	(260,200)	(290,584)	(320,968)	(351,352)
	5,000	(183,948)	(214,002)	(244,386)	(274,770)	(305,154)	(335,538)	(365,922)
	6,000	(198,189)	(228,573)	(258,956)	(289,340)	(319,724)	(350,108)	(380,492)
	7,000	(212,759)	(243,143)	(273,527)	(303,911)	(334,294)	(364,678)	(395,062)
	8,000	(227,329)	(257,713)	(288,097)	(318,481)	(348,865)	(379,249)	(409,632)
	9,000	(241,899)	(272,283)	(302,667)	(333,051)	(363,435)	(393,819)	(424,203)
	10,000	(256,470)	(286,853)	(317,237)	(347,621)	(378,005)	(408,389)	(438,773)
	11,000	(271,040)	(301,424)	(331,808)	(362,191)	(392,575)	(422,959)	(453,343)
	12,000	(285,610)	(315,994)	(346,378)	(376,762)	(407,146)	(437,529)	(467,913)
	13,000	(300,180)	(330,564)	(360,948)	(391,332)	(421,716)	(452,100)	(482,484)
	14,000	(314,750)	(345,134)	(375,518)	(405,902)	(436,286)	(466,670)	(497,054)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(312,439)	5%	10%	15%	20%	25%	30%	35%
	15.0%	1,091	(35,116)	(71,322)	(107,528)	(144,444)	(182,650)	(224,057)
	16.0%	(36,621)	(70,843)	(105,064)	(139,841)	(175,845)	(214,324)	(253,887)
Profit	17.0%	(74,333)	(106,570)	(139,346)	(173,238)	(209,181)	(246,449)	(283,717)
20.0%	18.0%	(112,046)	(142,957)	(174,831)	(208,627)	(243,601)	(278,574)	(313,547)
	19.0%	(150,722)	(180,623)	(212,663)	(245,341)	(278,020)	(310,698)	(343,377)
	20.0%	(190,904)	(221,287)	(251,671)	(282,055)	(312,439)	(342,823)	(373,207)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(312,439)	5%	10%	15%	20%	25%	30%	35%
	100,000	(103,404)	(133,787)	(164,171)	(194,555)	(224,939)	(255,323)	(285,707)
	110,000	(113,404)	(143,787)	(174,171)	(204,555)	(234,939)	(265,323)	(295,707)
BLV (£ per acre)	120,000	(123,404)	(153,787)	(184,171)	(214,555)	(244,939)	(275,323)	(305,707)
187,500	130,000	(133,404)	(163,787)	(194,171)	(224,555)	(254,939)	(285,323)	(315,707)
	140,000	(143,404)	(173,787)	(204,171)	(234,555)	(264,939)	(295,323)	(325,707)
	150,000	(153,404)	(183,787)	(214,171)	(244,555)	(274,939)	(305,323)	(335,707)
	160,000	(163,404)	(193,787)	(224,171)	(254,555)	(284,939)	(315,323)	(345,707)
	170,000	(173,404)	(203,787)	(234,171)	(264,555)	(294,939)	(325,323)	(355,707)
	180,000	(183,404)	(213,787)	(244,171)	(274,555)	(304,939)	(335,323)	(365,707)
	190,000	(193,404)	(223,787)	(254,171)	(284,555)	(314,939)	(345,323)	(375,707)
	200,000	(203,404)	(233,787)	(264,171)	(294,555)	(324,939)	(355,323)	(385,707)
	210,000	(213,404)	(243,787)	(274,171)	(304,555)	(334,939)	(365,323)	(395,707)
	220,000	(223,404)	(253,787)	(284,171)	(314,555)	(344,939)	(375,323)	(405,707)
	230,000	(233,404)	(263,787)	(294,171)	(324,555)	(354,939)	(385,323)	(415,707)
	240,000	(243,404)	(273,787)	(304,171)	(334,555)	(364,939)	(395,323)	(425,707)
	250,000	(253,404)	(283,787)	(314,171)	(344,555)	(374,939)	(405,323)	(435,707)

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Scheme Typology: Houses — No Units: 50
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(312,439)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(190,417)	(216,461)	(242,504)	(268,547)	(294,591)	(320,634)	(346,677)
	35	(190,904)	(221,287)	(251,671)	(282,055)	(312,439)	(342,823)	(373,207)
Density (dph)	40	(191,390)	(226,114)	(260,839)	(295,563)	(330,288)	(365,012)	(399,736)
35.0	45	(191,876)	(230,941)	(270,006)	(309,071)	(348,136)	(387,201)	(426,266)
	50	(192,362)	(235,768)	(279,173)	(322,579)	(365,984)	(409,390)	(452,796)
	55	(192,848)	(240,595)	(288,341)	(336,087)	(383,833)	(431,579)	(479,325)
	60	(193,335)	(245,421)	(297,508)	(349,595)	(401,681)	(453,768)	(505,855)
	65	(193,821)	(250,248)	(306,675)	(363,103)	(419,530)	(475,957)	(532,384)
	70	(194,307)	(255,075)	(315,843)	(376,610)	(437,378)	(498,146)	(558,914)
	75	(194,793)	(259,902)	(325,010)	(390,118)	(455,227)	(520,335)	(585,443)
	80	(195,280)	(264,729)	(334,177)	(403,626)	(473,075)	(542,524)	(611,973)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(312,439)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	75,321	47,059	18,798	(9,463)	(37,725)	(65,986)	(94,247)
	92%	22,805	(5,036)	(32,878)	(60,719)	(88,561)	(116,402)	(144,971)
Build Cost	94%	(29,711)	(57,132)	(84,554)	(111,975)	(139,956)	(168,770)	(198,828)
100%	96%	(82,226)	(109,228)	(136,679)	(164,975)	(194,234)	(225,594)	(256,955)
(105% = 5% increase)	98%	(135,140)	(162,997)	(191,593)	(222,465)	(253,337)	(284,209)	(315,081)
	100%	(190,904)	(221,287)	(251,671)	(282,055)	(312,439)	(342,823)	(373,207)
	102%	(251,959)	(281,854)	(311,750)	(341,646)	(371,542)	(401,437)	(431,333)
	104%	(313,014)	(342,421)	(371,829)	(401,236)	(430,644)	(460,052)	(489,459)
	106%	(374,069)	(402,988)	(431,908)	(460,827)	(489,746)	(518,666)	(547,708)
	108%	(435,124)	(463,555)	(491,986)	(520,418)	(548,849)	(577,487)	(606,163)
	110%	(496,179)	(524,122)	(552,065)	(580,062)	(608,248)	(636,433)	(664,618)
	112%	(557,234)	(584,689)	(612,296)	(639,990)	(667,684)	(695,379)	(723,073)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(312,439)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(868,250)	(863,113)	(858,067)	(853,071)	(848,075)	(843,079)	(838,083)
	82%	(800,275)	(798,717)	(797,158)	(795,599)	(794,041)	(792,636)	(791,243)
Market Values	84%	(732,301)	(734,320)	(736,339)	(738,358)	(740,377)	(742,395)	(744,414)
100%	86%	(664,327)	(669,923)	(675,520)	(681,116)	(686,713)	(692,309)	(697,906)
(105% = 5% increase)	88%	(596,352)	(605,526)	(614,700)	(623,874)	(633,049)	(642,223)	(651,397)
	90%	(528,628)	(541,237)	(553,881)	(566,633)	(579,385)	(592,136)	(604,888)
	92%	(461,083)	(477,247)	(493,411)	(509,575)	(525,739)	(542,050)	(558,379)
	94%	(393,539)	(413,257)	(432,976)	(452,695)	(472,414)	(492,133)	(511,870)
	96%	(325,994)	(349,267)	(372,541)	(395,815)	(419,089)	(442,363)	(465,637)
	98%	(258,449)	(285,277)	(312,106)	(338,935)	(365,764)	(392,593)	(419,422)
	100%	(190,904)	(221,287)	(251,671)	(282,055)	(312,439)	(342,823)	(373,207)
	102%	(129,360)	(159,865)	(191,236)	(225,175)	(259,114)	(293,053)	(326,992)
	104%	(71,053)	(103,331)	(136,037)	(169,928)	(205,789)	(243,283)	(280,777)
	106%	(12,951)	(48,287)	(83,623)	(118,959)	(155,522)	(193,513)	(234,562)
	108%	45,151	6,757	(31,637)	(70,031)	(108,425)	(147,636)	(188,347)
	110%	103,253	61,801	20,349	(21,103)	(62,555)	(104,007)	(146,229)
	112%	161,355	116,845	72,335	27,825	(16,685)	(61,195)	(105,705)
	114%	219,457	171,889	124,321	76,753	29,185	(18,383)	(65,951)
	116%	277,560	226,934	176,308	125,681	75,055	24,429	(26,197)
	118%	335,662	281,978	228,294	174,610	120,926	67,241	13,557
	120%	393,523	336,993	280,280	223,538	166,796	110,054	53,311

TABLE 7

Balance (RLV - BLV £ per acre (n))	(312,439)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(124,639)	(151,777)	(179,555)	(209,201)	(239,585)	(269,969)	(300,353)
	10,000	(61,928)	(88,090)	(114,252)	(141,009)	(168,513)	(197,115)	(227,499)
Grant (£ per unit)	15,000	736	(25,426)	(51,588)	(77,750)	(103,912)	(130,310)	(157,575)
-	20,000	63,401	37,239	11,077	(15,085)	(41,247)	(67,409)	(93,571)
	25,000	126,065	99,903	73,741	47,579	21,417	(4,745)	(30,907)
	30,000	188,730	162,568	136,406	110,244	84,082	57,920	31,758
	35,000	251,394	225,232	199,070	172,908	146,746	120,584	94,422
	40,000	314,059	287,897	261,735	235,573	209,411	183,249	157,087
	45,000	376,429	350,333	324,237	298,141	272,045	245,914	219,752
	50,000	438,780	412,684	386,588	360,492	334,396	308,300	282,204
	55,000	501,130	475,034	448,938	422,842	396,746	370,650	344,554

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF LMV 100 (see Typologies Matrix)
Scheme Typology: Houses No Units: 100
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Greenfield
Notes/Comments: Higher Density

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	26.3	70.0%	17.5	38%	43.8
3 bed House	40.0%	30.0	20.0%	5.0	30%	35.0
4 + bed House	25.0%	18.8	10.0%	2.5	18%	21.3
1 bed Flat	0.0%	0.0	30.0%	7.5	7%	7.5
2 bed Flat	0.0%	0.0	30.0%	7.5	7%	7.5
Total number of units	100.0%	75.0	160.0%	25.0	100%	115.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,838	19,779	1,225	13,186	3,063	32,964
3 bed House	3,060	32,938	510	5,490	3,570	38,427
4 + bed House	2,438	26,237	325	3,498	2,763	29,735
1 bed Flat	0	0	441	4,749	441	4,749
2 bed Flat	0	0	547	5,888	547	5,888
	7,335	78,953	3,048	32,811	10,383	111,764
AH % by floor area:			29.36%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	10,718,750
3 bed House	330,000	3,235	301	3,235	301	11,550,000
4 + bed House	425,000	3,269	304	3,269	304	9,031,250
1 bed Flat	130,000	2,600	242	2,210	205	975,000
2 bed Flat	145,000	2,339	217	1,988	185	1,087,500
						33,362,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: Higher Density

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	26.3	@	245,000		6,431,250
3 bed House	30.0	@	330,000		9,900,000
4 + bed House	18.8	@	425,000		7,968,750
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	75.0				24,300,000
Affordable Rent GDV -					
2 bed House	5.3	@	171,500		900,375
3 bed House	1.5	@	231,000		346,500
4 + bed House	0.8	@	297,500		223,125
1 bed Flat	2.3	@	91,000		204,750
2 bed Flat	2.3	@	101,500		228,375
	12.0				1,903,125
Social Rent GDV -					
2 bed House	7.9	@	122,500		964,688
3 bed House	2.3	@	165,000		371,250
4 + bed House	1.1	@	212,500		239,063
1 bed Flat	3.4	@	65,000		219,375
2 bed Flat	3.4	@	72,500		244,688
	18.0				2,039,063
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	171,500		750,313
3 bed House	1.3	@	231,000		288,750
4 + bed House	0.6	@	297,500		185,938
1 bed Flat	1.9	@	91,000		170,625
2 bed Flat	1.9	@	101,500		190,313
	10.0	40.0			1,585,938
Sub-total GDV Residential	**115**				**29,828,125**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	3,534,375
	340 £ psm (total GIA sqm)			35,344 £ per unit (total units)	
Grant	100	units @	0 per unit		-
Total GDV					**29,828,125**

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Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:	Higher Density				

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			7,335	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		1.84%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				10,383	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,063	sqm @		1,710	psm			(5,236,875)
3 bed House				3,570	sqm @		1,710	psm			(6,104,700)
3 bed House (EXC. garage)				2,745	sqm @		1,710	psm			(4,693,095)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				441	sqm @		1,868	psm			(824,118)
2 bed Flat				547	sqm @		1,868	psm			(1,021,906)
-				-	sqm @		1,868	psm			-
Garages for 3B House	30.0	50%		18	sqm @		653	psm			(176,310)
Garages for 4B House	18.8	100%		18	sqm @		653	psm			(220,388)
Garages for 5B House	-	-		0	sqm @		653	psm			-
Total GIA check:				10,383	£ per garage		£11,754				
External works				18,246,611	@		15.0%				(2,736,992)
Ext. Works analysis:							27,370	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		1,137	£ per unit			(113,700)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		75	units @		100%	@	1,400	£ per unit		(105,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		75	units @		5%	@	26,816	£ per unit		(100,560)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							4.8%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			15	units @			4 flats per charger	10,000	£ per 4 units		(37,500)
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,367,760)	
Policy Costs analysis:	(design costs only)						13,678	£ per unit (total units)			
							7.5%	% of BCIS costs			
Contingency (on construction)				22,351,363	@		3.0%				(670,541)

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Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:	Higher Density				

Professional Fees		22,351,363	@	7.0%			(1,564,595)
Disposal Costs -							
OMS Marketing and Promotion		24,300,000	OMS @	3.00%	7,290	£ per unit	(729,000)
Residential Sales Agent Costs		24,300,000	OMS @	1.00%	2,430	£ per unit	(243,000)
Residential Sales Legal Costs		24,300,000	OMS @	0.25%	608	£ per unit	(60,750)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,428	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(294,671)
Developers Profit -							
Profit on OMS		24,300,000		20.00%			(4,860,000)
Margin on AH		5,528,125		6.00%	on AH values		(331,688)
Profit analysis:		29,828,125		17.41%	blended GDV	(5,191,688)	
		26,637,260		19.49%	on costs	(5,191,688)	
TOTAL COSTS							**(31,828,948)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,000,823)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(2,000,823)**
RLV analysis:	(20,008) £ per plot	(700,288)	£ per ha (net)	(283,403)	£ per acre (net)		
		(560,230)	£ per ha (gross)	(226,722)	£ per acre (gross)		
				-6.71%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		3.57	ha (gross)	8.83	acres (gross)		
Density analysis:		3,634	sqm/ha (net)	15,831	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**1,323,750**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,163,600)**	£ per ha (net)	**(470,903)**	£ per acre (net)		**(3,324,573)**

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Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: Higher Density

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(470,903)	5%	10%	15%	20%	25%	30%	35%
	-	(132,716)	(191,895)	(257,904)	(323,913)	(390,080)	(456,486)	(522,892)
	1,000	(145,356)	(206,507)	(272,516)	(338,526)	(404,775)	(471,181)	(537,587)
Site Specific S106	2,000	(158,086)	(221,119)	(287,129)	(353,138)	(419,470)	(485,876)	(552,282)
5,500	3,000	(171,234)	(235,732)	(301,741)	(367,760)	(434,165)	(500,571)	(566,977)
	4,000	(184,604)	(250,344)	(316,353)	(382,454)	(448,860)	(515,266)	(581,672)
	5,000	(198,947)	(264,957)	(330,966)	(397,149)	(463,555)	(529,961)	(596,367)
	6,000	(213,560)	(279,569)	(345,578)	(411,844)	(478,250)	(544,656)	(611,062)
	7,000	(228,172)	(294,181)	(360,190)	(426,539)	(492,945)	(559,351)	(625,800)
	8,000	(242,784)	(308,794)	(374,829)	(441,234)	(507,640)	(574,046)	(640,578)
	9,000	(257,397)	(323,406)	(389,524)	(455,929)	(522,335)	(588,741)	(655,356)
	10,000	(272,009)	(338,018)	(404,219)	(470,624)	(537,030)	(603,436)	(670,134)
	11,000	(286,621)	(352,631)	(418,914)	(485,319)	(551,725)	(618,131)	(684,912)
	12,000	(301,234)	(367,243)	(433,608)	(500,014)	(566,420)	(632,826)	(699,690)
	13,000	(315,846)	(381,898)	(448,303)	(514,709)	(581,115)	(647,582)	(714,468)
	14,000	(330,458)	(396,593)	(462,998)	(529,404)	(595,810)	(662,360)	(729,246)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(470,903)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(13,674)	(80,696)	(147,719)	(220,928)	(298,806)	(376,685)	(454,564)
	16.0%	(51,386)	(116,424)	(182,685)	(257,641)	(333,226)	(408,810)	(484,394)
Profit	17.0%	(89,098)	(152,151)	(221,246)	(294,355)	(367,645)	(440,934)	(514,224)
20.0%	18.0%	(126,810)	(189,656)	(260,255)	(331,069)	(402,064)	(473,059)	(544,054)
	19.0%	(164,839)	(230,960)	(299,263)	(367,783)	(436,483)	(505,184)	(573,884)
	20.0%	(206,253)	(272,263)	(338,272)	(404,497)	(470,903)	(537,308)	(603,714)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(470,903)	5%	10%	15%	20%	25%	30%	35%
	100,000	(118,753)	(184,763)	(250,772)	(316,997)	(383,403)	(449,808)	(516,214)
	110,000	(128,753)	(194,763)	(260,772)	(326,997)	(393,403)	(459,808)	(526,214)
BLV (£ per acre)	120,000	(138,753)	(204,763)	(270,772)	(336,997)	(403,403)	(469,808)	(536,214)
187,500	130,000	(148,753)	(214,763)	(280,772)	(346,997)	(413,403)	(479,808)	(546,214)
	140,000	(158,753)	(224,763)	(290,772)	(356,997)	(423,403)	(489,808)	(556,214)
	150,000	(168,753)	(234,763)	(300,772)	(366,997)	(433,403)	(499,808)	(566,214)
	160,000	(178,753)	(244,763)	(310,772)	(376,997)	(443,403)	(509,808)	(576,214)
	170,000	(188,753)	(254,763)	(320,772)	(386,997)	(453,403)	(519,808)	(586,214)
	180,000	(198,753)	(264,763)	(330,772)	(396,997)	(463,403)	(529,808)	(596,214)
	190,000	(208,753)	(274,763)	(340,772)	(406,997)	(473,403)	(539,808)	(606,214)
	200,000	(218,753)	(284,763)	(350,772)	(416,997)	(483,403)	(549,808)	(616,214)
	210,000	(228,753)	(294,763)	(360,772)	(426,997)	(493,403)	(559,808)	(626,214)
	220,000	(238,753)	(304,763)	(370,772)	(436,997)	(503,403)	(569,808)	(636,214)
	230,000	(248,753)	(314,763)	(380,772)	(446,997)	(513,403)	(579,808)	(646,214)
	240,000	(258,753)	(324,763)	(390,772)	(456,997)	(523,403)	(589,808)	(656,214)
	250,000	(268,753)	(334,763)	(400,772)	(466,997)	(533,403)	(599,808)	(666,214)

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Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: Higher Density

TABLE 4 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(470,903)	5%	10%	15%	20%	25%	30%	35%
	30	(203,574)	(260,154)	(316,733)	(373,497)	(430,417)	(487,336)	(544,255)
	35	(206,253)	(272,263)	(338,272)	(404,497)	(470,903)	(537,308)	(603,714)
Density (dph)	40	(208,932)	(284,372)	(359,811)	(435,496)	(511,389)	(587,281)	(663,173)
35.0	45	(211,611)	(296,481)	(381,350)	(466,496)	(551,875)	(637,254)	(722,632)
	50	(214,291)	(308,590)	(402,889)	(497,496)	(592,361)	(687,226)	(782,092)
	55	(216,970)	(320,699)	(424,427)	(528,495)	(632,847)	(737,199)	(841,551)
	60	(219,649)	(332,807)	(445,966)	(559,495)	(673,333)	(787,171)	(901,010)
	65	(222,328)	(344,916)	(467,505)	(590,494)	(713,819)	(837,144)	(960,469)
	70	(225,007)	(357,025)	(489,044)	(621,494)	(754,305)	(887,117)	(1,019,928)
	75	(227,686)	(369,134)	(510,583)	(652,493)	(794,791)	(937,089)	(1,079,387)
	80	(230,365)	(381,243)	(532,122)	(683,493)	(835,277)	(987,062)	(1,138,846)

TABLE 5 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(470,903)	5%	10%	15%	20%	25%	30%	35%
	90%	68,797	15,928	(37,056)	(90,312)	(143,591)	(200,050)	(261,644)
	92%	14,867	(38,877)	(92,913)	(146,955)	(204,824)	(267,300)	(329,777)
Build Cost	94%	(39,180)	(93,986)	(148,792)	(207,831)	(271,190)	(334,550)	(398,159)
100%	96%	(93,531)	(149,102)	(209,071)	(273,314)	(337,557)	(402,048)	(466,677)
(105% = 5% increase)	98%	(147,883)	(208,545)	(273,672)	(338,798)	(404,161)	(469,678)	(535,196)
	100%	(206,253)	(272,263)	(338,272)	(404,497)	(470,903)	(537,308)	(603,714)
	102%	(269,087)	(335,980)	(403,057)	(470,351)	(537,645)	(604,938)	(672,539)
	104%	(331,922)	(399,841)	(468,023)	(536,205)	(604,387)	(672,771)	(741,444)
	106%	(394,848)	(463,918)	(532,988)	(602,058)	(671,217)	(740,784)	(810,350)
	108%	(458,037)	(527,996)	(597,954)	(667,912)	(738,337)	(808,796)	(879,536)
	110%	(521,227)	(592,073)	(662,920)	(734,104)	(805,456)	(876,809)	(949,223)
	112%	(584,416)	(656,151)	(728,084)	(800,330)	(872,576)	(945,427)	(1,018,910)

TABLE 6 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(470,903)	5%	10%	15%	20%	25%	30%	35%
	80%	(889,388)	(920,655)	(952,041)	(983,428)	(1,014,814)	(1,046,200)	(1,077,587)
	82%	(820,681)	(855,022)	(889,691)	(924,745)	(959,799)	(994,853)	(1,029,907)
Market Values	84%	(751,973)	(789,930)	(827,887)	(866,062)	(904,783)	(943,505)	(982,227)
100%	86%	(683,265)	(724,839)	(766,412)	(807,986)	(849,768)	(892,158)	(934,547)
(105% = 5% increase)	88%	(614,848)	(659,748)	(704,937)	(750,127)	(795,316)	(840,810)	(886,867)
	90%	(546,586)	(595,029)	(643,471)	(692,268)	(741,073)	(789,879)	(839,187)
	92%	(478,325)	(530,360)	(582,395)	(634,430)	(686,831)	(739,253)	(791,675)
	94%	(410,064)	(465,691)	(521,319)	(576,947)	(632,588)	(688,626)	(744,664)
	96%	(341,967)	(401,023)	(460,243)	(519,463)	(578,684)	(637,999)	(697,654)
	98%	(274,110)	(336,548)	(399,167)	(461,980)	(524,793)	(587,606)	(650,643)
	100%	(206,253)	(272,263)	(338,272)	(404,497)	(470,903)	(537,308)	(603,714)
	102%	(143,538)	(207,977)	(277,558)	(347,139)	(417,012)	(487,011)	(557,009)
	104%	(84,842)	(148,119)	(216,844)	(289,996)	(363,148)	(436,713)	(510,304)
	106%	(26,171)	(92,512)	(158,999)	(232,854)	(309,577)	(386,415)	(463,599)
	108%	32,211	(36,905)	(106,361)	(176,713)	(256,006)	(336,301)	(416,894)
	110%	90,480	18,446	(53,843)	(126,387)	(202,435)	(286,302)	(370,189)
	112%	148,583	73,725	(1,464)	(76,959)	(152,593)	(236,302)	(323,740)
	114%	206,625	128,770	50,773	(27,531)	(106,254)	(186,404)	(277,311)
	116%	264,485	183,815	102,841	21,645	(59,915)	(141,727)	(230,883)
	118%	322,345	238,658	154,828	70,795	(13,629)	(98,477)	(184,714)
	120%	380,124	293,472	206,740	119,724	32,462	(55,228)	(143,218)

TABLE 7 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(470,903)	5%	10%	15%	20%	25%	30%	35%
	5,000	(139,032)	(199,197)	(265,206)	(331,215)	(397,424)	(463,829)	(530,235)
	10,000	(75,830)	(132,928)	(192,140)	(258,149)	(324,159)	(390,350)	(456,756)
Grant (£ per unit)	15,000	(12,690)	(69,726)	(126,824)	(185,289)	(251,093)	(317,102)	(383,277)
-	20,000	50,185	(6,598)	(63,622)	(120,720)	(178,832)	(244,036)	(310,045)
	25,000	112,860	56,278	(505)	(57,518)	(114,616)	(172,375)	(236,979)
	30,000	175,440	118,930	62,371	5,588	(51,414)	(108,512)	(165,965)
	35,000	237,799	181,509	124,999	68,463	11,681	(45,310)	(102,408)
	40,000	300,113	243,833	187,553	131,068	74,556	17,774	(39,206)
	45,000	362,306	306,147	249,867	193,587	137,138	80,628	23,866
	50,000	424,384	368,292	312,180	255,901	199,621	143,207	86,697
	55,000	486,462	430,370	374,278	318,186	261,934	205,655	149,276

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Lower Medium Value Zone_v0.1

Appraisal Ref: GF LMV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	52.5	70.0%	35.0	44%	87.5
3 bed House	40.0%	60.0	20.0%	10.0	35%	70.0
4 + bed House	25.0%	37.5	10.0%	5.0	21%	42.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	150.0	100.0%	50.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	3,675	39,557	2,450	26,372	6,125	65,929
3 bed House	6,120	65,875	1,020	10,979	7,140	76,854
4 + bed House	4,875	52,474	650	6,997	5,525	59,471
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	14,670	157,907	4,120	44,347	18,790	202,254
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	21,437,500
3 bed House	330,000	3,235	301	3,235	301	23,100,000
4 + bed House	425,000	3,269	304	3,269	304	18,062,500
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						62,600,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	52.5	@	245,000		12,862,500
3 bed House	60.0	@	330,000		19,800,000
4 + bed House	37.5	@	425,000		15,937,500
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	150.0				48,600,000
Affordable Rent GDV -					
2 bed House	10.5	@	171,500		1,800,750
3 bed House	3.0	@	231,000		693,000
4 + bed House	1.5	@	297,500		446,250
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	15.0				2,940,000
Social Rent GDV -					
2 bed House	15.8	@	122,500		1,929,375
3 bed House	4.5	@	165,000		742,500
4 + bed House	2.3	@	212,500		478,125
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	22.5				3,150,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	171,500		1,500,625
3 bed House	2.5	@	231,000		577,500
4 + bed House	1.3	@	297,500		371,875
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	12.5	50.0			2,450,000
Sub-total GDV Residential	**200**				**57,140,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	5,460,000
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**57,140,000**

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Scheme Typology: Houses — No Units: 200
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			14,670	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				200	units @	5,500	per unit			(1,100,000)
	Sub-total								(1,100,000)	
S106 analysis:	192,500	£ per ha		1.93%	% of GDV	5,500	£ per unit (total units)			
AH Commuted Sum				18,790	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				5.71	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			200	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				6,125	sqm @	1,710	psm			(10,473,750)
3 bed House				7,140	sqm @	1,710	psm			(12,209,400)
3 bed House (EXC. garage)				5,507	sqm @	1,710	psm			(9,416,970)
4 bed House (EXC. garage)			-	18	sqm @	1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @	1,710	psm			-
1 bed Flat				-	sqm @	1,868	psm			-
2 bed Flat				-	sqm @	1,868	psm			-
-				-	sqm @	1,868	psm			-
Garages for 3B House	60.0	50%		18	sqm @	653	psm			(352,620)
Garages for 4B House	37.5	100%		18	sqm @	653	psm			(440,775)
Garages for 5B House	-	-		0	sqm @	653	psm			-
Total GIA check:				18,790	£ per garage	£11,754				
External works				32,862,735	@	15.0%				(4,929,410)
Ext. Works analysis:						24,647	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				200	units @	1,137	£ per unit			(227,400)
M4(2) Category 2 Housing	Aff units		50	units @		100% @	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		150	units @		100% @	1,400	£ per unit		(210,000)
M4(3) Category 3 Housing	Flats		-	units @		5% @	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		150	units @		5% @	26,816	£ per unit		(201,120)
Part L/FHS			200	units @			8,760	£ per unit		(1,752,000)
Part L/FHS analysis:						5.3%	% of BCIS costs			
EV Charging Points - Houses			200	units @			1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @		4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @			10	£ per unit		-
	Sub-total								(2,660,520)	
Policy Costs analysis:	(design costs only)					13,303	£ per unit (total units)			
						8.1%	% of BCIS costs			
Contingency (on construction)				40,452,665	@	3.0%				(1,213,580)

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Scheme Typology:	**Houses**	No Units:	**200**
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		40,452,665	@	7.0%			(2,831,687)
Disposal Costs -							
OMS Marketing and Promotion		48,600,000	OMS @	3.00%	7,290	£ per unit	(1,458,000)
Residential Sales Agent Costs		48,600,000	OMS @	1.00%	2,430	£ per unit	(486,000)
Residential Sales Legal Costs		48,600,000	OMS @	0.25%	608	£ per unit	(121,500)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		200 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,378	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(224,927)
Developers Profit -							
Profit on OMS		48,600,000		20.00%			(9,720,000)
Margin on AH		8,540,000		6.00%	on AH values		(512,400)
Profit analysis:		57,140,000		17.91%	blended GDV	(10,232,400)	
		48,137,298		21.26%	on costs	(10,232,400)	
TOTAL COSTS							**(58,369,698)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,229,698)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(1,229,698)**
RLV analysis:	(6,148) £ per plot	(215,197)	£ per ha (net)	(87,089)	£ per acre (net)		
		(172,158)	£ per ha (gross)	(69,671)	£ per acre (gross)		
				-2.15%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		7.14	ha (gross)	17.65	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**2,647,500**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE				
Surplus/(Deficit)	**(678,510)**	£ per ha (net)	**(274,589)**	£ per acre (net)	**(3,877,198)**

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(274,589)	10%	15%	20%	25%	30%	35%	40%
	-	(113,114)	(139,782)	(166,514)	(195,057)	(226,096)	(257,255)	(288,573)
	1,000	(125,533)	(152,232)	(179,256)	(209,488)	(240,568)	(271,771)	(303,152)
Site Specific S106	2,000	(137,951)	(164,681)	(192,912)	(223,918)	(255,040)	(286,304)	(317,767)
5,500	3,000	(150,399)	(177,327)	(207,343)	(238,389)	(269,551)	(300,869)	(332,406)
	4,000	(162,848)	(190,767)	(221,773)	(252,861)	(284,068)	(315,442)	(347,075)
	5,000	(175,431)	(205,198)	(236,210)	(267,334)	(298,599)	(330,057)	(361,789)
	6,000	(188,644)	(219,628)	(250,683)	(281,848)	(313,164)	(344,685)	(376,533)
	7,000	(203,053)	(234,059)	(265,155)	(296,364)	(327,731)	(359,355)	(391,320)
	8,000	(217,483)	(248,504)	(279,627)	(310,895)	(342,347)	(374,054)	(406,167)
	9,000	(231,914)	(262,976)	(294,144)	(325,459)	(356,965)	(388,781)	(421,066)
	10,000	(246,344)	(277,448)	(308,661)	(340,024)	(371,634)	(403,566)	(436,025)
	11,000	(260,797)	(291,924)	(323,190)	(354,636)	(386,319)	(418,389)	(451,055)
	12,000	(275,269)	(306,440)	(337,754)	(369,252)	(401,045)	(433,259)	(466,165)
	13,000	(289,741)	(320,957)	(352,319)	(383,914)	(415,811)	(448,185)	(481,363)
	14,000	(304,220)	(335,485)	(366,926)	(398,583)	(430,610)	(463,177)	(496,679)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(274,589)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(2,886)	(39,594)	(76,363)	(113,225)	(150,217)	(188,215)	(231,476)
	16.0%	(38,613)	(73,337)	(108,120)	(142,998)	(178,243)	(218,045)	(259,011)
Profit	17.0%	(74,340)	(107,079)	(139,878)	(172,817)	(209,508)	(247,875)	(286,546)
20.0%	18.0%	(110,067)	(140,821)	(171,642)	(205,751)	(241,632)	(277,705)	(314,082)
	19.0%	(145,795)	(174,672)	(206,733)	(240,170)	(273,757)	(307,535)	(341,617)
	20.0%	(181,963)	(212,413)	(243,446)	(274,589)	(305,882)	(337,365)	(369,153)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(274,589)	10%	15%	20%	25%	30%	35%	40%
	100,000	(94,463)	(124,913)	(155,946)	(187,089)	(218,382)	(249,865)	(281,653)
	110,000	(104,463)	(134,913)	(165,946)	(197,089)	(228,382)	(259,865)	(291,653)
BLV (£ per acre)	120,000	(114,463)	(144,913)	(175,946)	(207,089)	(238,382)	(269,865)	(301,653)
187,500	130,000	(124,463)	(154,913)	(185,946)	(217,089)	(248,382)	(279,865)	(311,653)
	140,000	(134,463)	(164,913)	(195,946)	(227,089)	(258,382)	(289,865)	(321,653)
	150,000	(144,463)	(174,913)	(205,946)	(237,089)	(268,382)	(299,865)	(331,653)
	160,000	(154,463)	(184,913)	(215,946)	(247,089)	(278,382)	(309,865)	(341,653)
	170,000	(164,463)	(194,913)	(225,946)	(257,089)	(288,382)	(319,865)	(351,653)
	180,000	(174,463)	(204,913)	(235,946)	(267,089)	(298,382)	(329,865)	(361,653)
	190,000	(184,463)	(214,913)	(245,946)	(277,089)	(308,382)	(339,865)	(371,653)
	200,000	(194,463)	(224,913)	(255,946)	(287,089)	(318,382)	(349,865)	(381,653)
	210,000	(204,463)	(234,913)	(265,946)	(297,089)	(328,382)	(359,865)	(391,653)
	220,000	(214,463)	(244,913)	(275,946)	(307,089)	(338,382)	(369,865)	(401,653)
	230,000	(224,463)	(254,913)	(285,946)	(317,089)	(348,382)	(379,865)	(411,653)
	240,000	(234,463)	(264,913)	(295,946)	(327,089)	(358,382)	(389,865)	(421,653)
	250,000	(244,463)	(274,913)	(305,946)	(337,089)	(368,382)	(399,865)	(431,653)

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Scheme Typology: Houses — No Units: 200
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(274,589)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	30	(182,754)	(208,854)	(235,454)	(262,148)	(288,970)	(315,955)	(343,202)
	35	(181,963)	(212,413)	(243,446)	(274,589)	(305,882)	(337,365)	(369,153)
Density (dph)	40	(181,172)	(215,972)	(251,439)	(287,030)	(322,793)	(358,774)	(395,103)
35.0	45	(180,381)	(219,531)	(259,431)	(299,472)	(339,705)	(380,183)	(421,053)
	50	(179,590)	(223,090)	(267,423)	(311,913)	(356,617)	(401,592)	(447,004)
	55	(178,799)	(226,649)	(275,416)	(324,354)	(373,528)	(423,002)	(472,954)
	60	(178,008)	(230,208)	(283,408)	(336,796)	(390,440)	(444,411)	(498,905)
	65	(177,217)	(233,767)	(291,401)	(349,237)	(407,352)	(465,820)	(524,855)
	70	(176,426)	(237,326)	(299,393)	(361,678)	(424,263)	(487,229)	(550,805)
	75	(175,635)	(240,885)	(307,385)	(374,120)	(441,175)	(508,639)	(576,756)
	80	(174,843)	(244,444)	(315,378)	(386,561)	(458,086)	(530,048)	(602,706)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(274,589)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	90%	77,072	48,489	19,889	(8,711)	(37,340)	(65,999)	(94,686)
	92%	25,514	(2,672)	(30,887)	(59,132)	(87,387)	(115,702)	(144,057)
Build Cost	94%	(26,090)	(53,921)	(81,751)	(109,648)	(137,559)	(165,539)	(195,402)
100%	96%	(77,783)	(105,256)	(132,740)	(160,291)	(188,806)	(220,800)	(252,927)
(105% = 5% increase)	98%	(129,594)	(156,708)	(184,431)	(215,630)	(247,200)	(278,899)	(310,799)
	100%	(181,963)	(212,413)	(243,446)	(274,589)	(305,882)	(337,365)	(369,153)
	102%	(241,651)	(272,269)	(302,991)	(333,857)	(364,950)	(396,346)	(428,221)
	104%	(302,082)	(332,385)	(362,855)	(393,531)	(424,544)	(456,062)	(488,392)
	106%	(362,798)	(392,846)	(423,151)	(453,784)	(484,930)	(516,910)	(549,601)
	108%	(423,877)	(453,775)	(484,038)	(514,831)	(546,486)	(578,662)	(610,838)
	110%	(485,439)	(515,333)	(545,790)	(577,094)	(608,755)	(640,424)	(672,406)
	112%	(547,676)	(577,795)	(608,733)	(639,878)	(671,061)	(702,525)	(734,121)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(274,589)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	80%	(847,107)	(898,396)	(1,035,941)	(1,173,487)	(1,311,032)	(1,448,578)	(1,586,123)
	82%	(777,680)	(777,915)	(778,150)	(778,386)	(891,771)	(1,059,264)	(1,226,756)
Market Values	84%	(708,702)	(712,629)	(716,556)	(720,530)	(724,623)	(728,715)	(867,389)
100%	86%	(640,006)	(647,603)	(655,260)	(663,018)	(670,776)	(678,573)	(686,523)
(105% = 5% increase)	88%	(571,512)	(582,903)	(594,305)	(605,708)	(617,143)	(628,732)	(640,321)
	90%	(504,306)	(518,710)	(533,465)	(548,619)	(563,828)	(579,036)	(594,349)
	92%	(438,517)	(456,071)	(473,851)	(491,960)	(510,545)	(529,559)	(548,574)
	94%	(373,581)	(394,409)	(415,396)	(436,619)	(458,162)	(480,201)	(502,903)
	96%	(309,196)	(333,363)	(357,657)	(382,113)	(406,817)	(431,859)	(457,447)
	98%	(245,173)	(272,737)	(300,388)	(328,164)	(356,124)	(384,339)	(412,961)
	100%	(181,963)	(212,413)	(243,446)	(274,589)	(305,882)	(337,365)	(369,153)
	102%	(126,565)	(156,311)	(186,803)	(221,287)	(255,941)	(290,756)	(325,810)
	104%	(71,732)	(104,461)	(137,210)	(170,052)	(206,240)	(244,419)	(282,789)
	106%	(17,013)	(52,720)	(88,453)	(124,248)	(160,118)	(198,278)	(240,005)
	108%	37,617	(1,050)	(39,789)	(78,539)	(117,381)	(156,295)	(197,401)
	110%	92,215	50,516	8,816	(32,937)	(74,725)	(116,609)	(158,583)
	112%	146,709	102,054	57,349	12,616	(32,166)	(76,994)	(121,932)
	114%	201,203	153,520	105,838	58,116	10,349	(37,474)	(85,364)
	116%	255,625	204,987	154,277	103,566	52,816	2,016	(48,862)
	118%	310,027	256,367	202,706	148,978	95,241	41,449	(12,384)
	120%	364,429	307,746	251,064	194,381	137,625	80,860	24,015

TABLE 7

Balance (RLV - BLV £ per acre (n))	(274,589)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	5,000	(119,236)	(145,917)	(172,690)	(202,167)	(233,226)	(264,408)	(295,751)
	10,000	(57,095)	(83,709)	(110,363)	(137,044)	(163,775)	(191,922)	(223,006)
Grant (£ per unit)	15,000	4,938	(21,645)	(48,233)	(74,836)	(101,490)	(128,171)	(154,902)
-	20,000	66,844	40,311	13,777	(12,783)	(39,371)	(65,963)	(92,616)
	25,000	128,685	102,194	75,684	49,151	22,617	(3,921)	(30,509)
	30,000	190,473	163,982	137,492	111,001	84,510	57,990	31,457
	35,000	252,182	225,723	199,264	172,789	146,299	119,808	93,317
	40,000	313,864	287,405	260,945	234,486	208,026	181,567	155,105
	45,000	375,501	349,062	322,622	296,168	269,708	243,249	216,789
	50,000	437,089	410,649	384,210	357,770	331,330	304,891	278,451
	55,000	498,676	472,237	445,797	419,357	392,918	366,478	340,039

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Lower Medium Value Zone_v0.1

Appraisal Ref: GF LMV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	70.0	44%	175.0
3 bed House	40.0%	120.0	20.0%	20.0	35%	140.0
4 + bed House	25.0%	75.0	10.0%	10.0	21%	85.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	100.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	4,900	52,743	12,250	131,858
3 bed House	12,240	131,750	2,040	21,958	14,280	153,709
4 + bed House	9,750	104,948	1,300	13,993	11,050	118,941
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	29,340	315,813	8,240	88,695	37,580	404,508
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	42,875,000
3 bed House	330,000	3,235	301	3,235	301	46,200,000
4 + bed House	425,000	3,269	304	3,269	304	36,125,000
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						125,200,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	245,000		25,725,000
3 bed House	120.0	@	330,000		39,600,000
4 + bed House	75.0	@	425,000		31,875,000
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	300.0				97,200,000
Affordable Rent GDV -					
2 bed House	21.0	@	171,500		3,601,500
3 bed House	6.0	@	231,000		1,386,000
4 + bed House	3.0	@	297,500		892,500
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	30.0				5,880,000
Social Rent GDV -					
2 bed House	31.5	@	122,500		3,858,750
3 bed House	9.0	@	165,000		1,485,000
4 + bed House	4.5	@	212,500		956,250
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	45.0				6,300,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	171,500		3,001,250
3 bed House	5.0	@	231,000		1,155,000
4 + bed House	2.5	@	297,500		743,750
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	25.0	100.0			4,900,000
Sub-total GDV Residential	**400**				**114,280,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	10,920,000
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	400	units @	0	per unit	-
Total GDV					**114,280,000**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Lower Medium Value Zone_v0.1

Scheme Typology: Houses — No Units: 400
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			29,340	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		1.93%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				37,580	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			400	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				12,250	sqm @		1,710	psm			(20,947,500)
3 bed House				14,280	sqm @		1,710	psm			(24,418,800)
3 bed House (EXC. garage)				11,032	sqm @		1,710	psm			(18,864,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0		50%	18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0		100%	18	sqm @		653	psm			(881,550)
Garages for 5B House	-		-	0	sqm @		653	psm			-
Total GIA check:				37,580		£ per garage	£11,754				
External works				65,787,030	@		15.0%				(9,868,055)
Ext. Works analysis:							24,670	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		1,137	£ per unit			(454,800)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		300	units @		5%	@	26,816	£ per unit		(402,240)
Part L/FHS			400	units @				8,760	£ per unit		(3,504,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			400	units @				1,000	£ per unit		(400,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(5,321,040)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				80,976,125	@		3.0%				(2,429,284)

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Scheme Typology:	**Houses**	No Units:	**400**
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		80,976,125	@	7.0%			(5,668,329)
Disposal Costs -							
OMS Marketing and Promotion		97,200,000	OMS @	3.00%	7,290	£ per unit	(2,916,000)
Residential Sales Agent Costs		97,200,000	OMS @	1.00%	2,430	£ per unit	(972,000)
Residential Sales Legal Costs		97,200,000	OMS @	0.25%	608	£ per unit	(243,000)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,353	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(787,046)
Developers Profit -							
Profit on OMS		97,200,000		20.00%			(19,440,000)
Margin on AH		17,080,000		6.00%	on AH values		(1,024,800)
Profit analysis:		114,280,000		17.91%	blended GDV	(20,464,800)	
		96,591,923		21.19%	on costs	(20,464,800)	
TOTAL COSTS							**(117,056,723)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,776,723)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(2,776,723)**
RLV analysis:	(6,942) £ per plot	(242,963)	£ per ha (net)	(98,326)	£ per acre (net)		
		(194,371)	£ per ha (gross)	(78,661)	£ per acre (gross)		
				-2.43%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		14.29	ha (gross)	35.30	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**5,295,000**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(706,276)**	£ per ha (net)	**(285,826)**	£ per acre (net)		**(8,071,723)**

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Scheme Typology: Houses — No Units: 400
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(285,826)	10%	15%	20%	25%	30%	35%	40%
	-	(122,295)	(148,746)	(175,251)	(204,493)	(235,335)	(266,324)	(297,537)
	1,000	(134,929)	(161,403)	(188,443)	(219,222)	(250,116)	(281,190)	(312,516)
Site Specific S106	2,000	(147,579)	(174,085)	(203,142)	(233,967)	(264,938)	(296,099)	(327,548)
5,500	3,000	(160,237)	(187,127)	(217,864)	(248,747)	(279,792)	(311,052)	(342,638)
	4,000	(172,919)	(201,791)	(232,602)	(263,556)	(294,681)	(326,051)	(357,794)
	5,000	(185,891)	(216,506)	(247,379)	(278,393)	(309,609)	(341,102)	(373,027)
	6,000	(200,440)	(231,245)	(262,175)	(293,262)	(324,580)	(356,214)	(388,335)
	7,000	(215,149)	(246,011)	(276,997)	(308,172)	(339,600)	(371,390)	(403,741)
	8,000	(229,887)	(260,794)	(291,860)	(323,123)	(354,671)	(386,634)	(419,244)
	9,000	(244,644)	(275,615)	(306,753)	(338,115)	(369,798)	(401,953)	(434,862)
	10,000	(259,423)	(290,462)	(321,680)	(353,153)	(384,987)	(417,364)	(450,612)
	11,000	(274,234)	(305,334)	(336,644)	(368,240)	(400,240)	(432,868)	(466,514)
	12,000	(289,064)	(320,245)	(351,651)	(383,382)	(415,573)	(448,478)	(482,585)
	13,000	(303,929)	(335,194)	(366,706)	(398,583)	(430,988)	(464,216)	(498,856)
	14,000	(318,826)	(350,179)	(381,810)	(413,850)	(446,493)	(480,090)	(515,358)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(285,826)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(13,328)	(49,881)	(86,528)	(123,317)	(160,282)	(199,504)	(242,994)
	16.0%	(49,055)	(83,624)	(118,285)	(153,089)	(188,589)	(229,334)	(270,529)
Profit	17.0%	(84,782)	(117,366)	(150,043)	(182,987)	(220,713)	(259,164)	(298,064)
20.0%	18.0%	(120,510)	(151,108)	(181,881)	(216,987)	(252,838)	(288,994)	(325,600)
	19.0%	(156,237)	(185,091)	(218,055)	(251,407)	(284,963)	(318,824)	(353,135)
	20.0%	(193,091)	(223,876)	(254,769)	(285,826)	(317,087)	(348,654)	(380,671)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(285,826)	10%	15%	20%	25%	30%	35%	40%
	100,000	(105,591)	(136,376)	(167,269)	(198,326)	(229,587)	(261,154)	(293,171)
	110,000	(115,591)	(146,376)	(177,269)	(208,326)	(239,587)	(271,154)	(303,171)
BLV (£ per acre)	120,000	(125,591)	(156,376)	(187,269)	(218,326)	(249,587)	(281,154)	(313,171)
187,500	130,000	(135,591)	(166,376)	(197,269)	(228,326)	(259,587)	(291,154)	(323,171)
	140,000	(145,591)	(176,376)	(207,269)	(238,326)	(269,587)	(301,154)	(333,171)
	150,000	(155,591)	(186,376)	(217,269)	(248,326)	(279,587)	(311,154)	(343,171)
	160,000	(165,591)	(196,376)	(227,269)	(258,326)	(289,587)	(321,154)	(353,171)
	170,000	(175,591)	(206,376)	(237,269)	(268,326)	(299,587)	(331,154)	(363,171)
	180,000	(185,591)	(216,376)	(247,269)	(278,326)	(309,587)	(341,154)	(373,171)
	190,000	(195,591)	(226,376)	(257,269)	(288,326)	(319,587)	(351,154)	(383,171)
	200,000	(205,591)	(236,376)	(267,269)	(298,326)	(329,587)	(361,154)	(393,171)
	210,000	(215,591)	(246,376)	(277,269)	(308,326)	(339,587)	(371,154)	(403,171)
	220,000	(225,591)	(256,376)	(287,269)	(318,326)	(349,587)	(381,154)	(413,171)
	230,000	(235,591)	(266,376)	(297,269)	(328,326)	(359,587)	(391,154)	(423,171)
	240,000	(245,591)	(276,376)	(307,269)	(338,326)	(369,587)	(401,154)	(433,171)
	250,000	(255,591)	(286,376)	(317,269)	(348,326)	(379,587)	(411,154)	(443,171)

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Scheme Typology: Houses — No Units: 400
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(285,826)	10%	15%	20%	25%	30%	35%	40%
	30	(192,292)	(218,679)	(245,159)	(271,779)	(298,575)	(325,632)	(353,075)
	35	(193,091)	(223,876)	(254,769)	(285,826)	(317,087)	(348,654)	(380,671)
Density (dph)	40	(193,889)	(229,072)	(264,378)	(299,872)	(335,600)	(371,676)	(408,267)
35.0	45	(194,688)	(234,269)	(273,988)	(313,919)	(354,112)	(394,699)	(435,862)
	50	(195,487)	(239,465)	(283,598)	(327,966)	(372,625)	(417,721)	(463,458)
	55	(196,285)	(244,662)	(293,208)	(342,012)	(391,137)	(440,743)	(491,054)
	60	(197,084)	(249,858)	(302,818)	(356,059)	(409,650)	(463,765)	(518,650)
	65	(197,883)	(255,055)	(312,427)	(370,105)	(428,162)	(486,787)	(546,246)
	70	(198,681)	(260,251)	(322,037)	(384,152)	(446,675)	(509,809)	(573,841)
	75	(199,480)	(265,448)	(331,647)	(398,198)	(465,187)	(532,831)	(601,437)
	80	(200,279)	(270,644)	(341,257)	(412,245)	(483,700)	(555,853)	(629,033)

TABLE 5 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(285,826)	10%	15%	20%	25%	30%	35%	40%
	90%	70,620	42,328	14,036	(14,289)	(42,619)	(70,985)	(99,381)
	92%	18,457	(9,451)	(37,392)	(65,346)	(93,338)	(121,370)	(149,453)
Build Cost	94%	(33,842)	(61,403)	(88,985)	(116,606)	(144,279)	(172,015)	(202,198)
100%	96%	(86,326)	(113,539)	(140,798)	(168,118)	(197,196)	(228,977)	(260,927)
(105% = 5% increase)	98%	(139,014)	(165,917)	(194,160)	(225,440)	(256,854)	(288,455)	(320,321)
	100%	(193,091)	(223,876)	(254,769)	(285,826)	(317,087)	(348,654)	(380,671)
	102%	(254,676)	(285,202)	(315,898)	(346,839)	(378,111)	(409,883)	(442,454)
	104%	(316,739)	(347,096)	(377,714)	(408,711)	(440,260)	(472,672)	(506,556)
	106%	(379,408)	(409,733)	(440,468)	(471,809)	(504,089)	(537,951)	(574,052)
	108%	(442,895)	(473,391)	(504,549)	(536,728)	(570,607)	(606,365)	(642,512)
	110%	(507,498)	(538,500)	(570,611)	(604,554)	(639,831)	(675,499)	(711,633)
	112%	(573,686)	(605,766)	(639,733)	(674,504)	(709,645)	(745,226)	(781,446)

TABLE 6 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(285,826)	10%	15%	20%	25%	30%	35%	40%
	80%	(911,488)	(907,916)	(904,343)	(900,771)	(897,199)	(893,627)	(890,055)
	82%	(831,910)	(832,438)	(833,119)	(833,998)	(834,878)	(835,757)	(836,636)
Market Values	84%	(753,638)	(758,197)	(762,858)	(767,625)	(772,556)	(777,887)	(783,218)
100%	86%	(676,293)	(684,836)	(693,535)	(702,324)	(711,255)	(720,377)	(729,800)
(105% = 5% increase)	88%	(599,760)	(612,328)	(624,968)	(637,774)	(650,691)	(663,782)	(677,099)
	90%	(526,827)	(541,754)	(557,339)	(573,870)	(590,760)	(607,818)	(625,065)
	92%	(457,322)	(475,068)	(493,211)	(511,942)	(531,551)	(552,410)	(573,596)
	94%	(389,785)	(410,628)	(431,737)	(453,236)	(475,288)	(498,201)	(522,558)
	96%	(323,476)	(347,561)	(371,841)	(396,395)	(421,324)	(446,824)	(473,235)
	98%	(257,989)	(285,406)	(312,959)	(340,717)	(368,753)	(397,190)	(426,254)
	100%	(193,091)	(223,876)	(254,769)	(285,826)	(317,087)	(348,654)	(380,671)
	102%	(136,183)	(165,756)	(197,076)	(231,475)	(266,047)	(300,844)	(335,991)
	104%	(80,681)	(113,215)	(145,816)	(178,504)	(215,449)	(253,557)	(291,941)
	106%	(25,383)	(60,896)	(96,461)	(132,096)	(167,823)	(206,649)	(248,327)
	108%	29,740	(8,748)	(47,282)	(85,882)	(124,567)	(163,359)	(205,048)
	110%	84,736	43,266	1,737	(39,838)	(81,479)	(123,209)	(165,083)
	112%	139,623	95,159	50,642	6,087	(38,526)	(83,221)	(128,022)
	114%	194,420	146,963	99,452	51,912	4,320	(43,344)	(91,106)
	116%	249,145	198,682	148,184	97,650	47,076	(3,564)	(54,292)
	118%	303,818	250,337	196,854	143,319	89,754	36,134	(17,565)
	120%	358,413	301,946	245,454	188,933	132,370	75,763	19,087

TABLE 7 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(285,826)	10%	15%	20%	25%	30%	35%	40%
	5,000	(128,514)	(154,979)	(181,569)	(211,742)	(242,613)	(273,644)	(304,902)
	10,000	(65,406)	(91,760)	(118,142)	(144,568)	(171,055)	(199,627)	(230,457)
Grant (£ per unit)	15,000	(2,564)	(28,835)	(55,124)	(81,436)	(107,789)	(134,180)	(160,625)
-	20,000	60,069	33,859	7,624	(18,611)	(44,877)	(71,155)	(97,467)
	25,000	122,531	96,351	70,171	43,973	17,768	(8,440)	(34,675)
	30,000	184,857	158,697	132,537	106,376	80,214	54,034	27,855
	35,000	247,063	220,918	194,772	168,626	142,481	116,335	90,188
	40,000	309,167	283,031	256,894	230,758	204,622	178,486	152,350
	45,000	371,184	345,052	318,921	292,789	266,657	240,525	214,393
	50,000	433,133	407,000	380,867	354,734	328,601	302,469	276,336
	55,000	495,029	468,890	442,751	416,612	390,473	364,334	338,195

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF LMV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	157.5	70.0%	105.0	44%	262.5
3 bed House	40.0%	180.0	20.0%	30.0	35%	210.0
4 + bed House	25.0%	112.5	10.0%	15.0	21%	127.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	450.0	100.0%	150.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	11,025	118,672	7,350	79,115	18,375	197,787
3 bed House	18,360	197,625	3,060	32,938	21,420	230,563
4 + bed House	14,625	157,422	1,950	20,990	16,575	178,412
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	44,010	473,720	12,360	133,042	56,370	606,762
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	64,312,500
3 bed House	330,000	3,235	301	3,235	301	69,300,000
4 + bed House	425,000	3,269	304	3,269	304	54,187,500
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						187,800,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	157.5	@	245,000		38,587,500
3 bed House	180.0	@	330,000		59,400,000
4 + bed House	112.5	@	425,000		47,812,500
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	450.0				145,800,000
Affordable Rent GDV -					
2 bed House	31.5	@	171,500		5,402,250
3 bed House	9.0	@	231,000		2,079,000
4 + bed House	4.5	@	297,500		1,338,750
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	45.0				8,820,000
Social Rent GDV -					
2 bed House	47.3	@	122,500		5,788,125
3 bed House	13.5	@	165,000		2,227,500
4 + bed House	6.8	@	212,500		1,434,375
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	67.5				9,450,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	26.3	@	171,500		4,501,875
3 bed House	7.5	@	231,000		1,732,500
4 + bed House	3.8	@	297,500		1,115,625
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	37.5	150.0			7,350,000
Sub-total GDV Residential	**600**				**171,420,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	16,380,000
	291 £ psm (total GIA sqm)			27,300 £ per unit (total units)	
Grant	600	units @	0	per unit	-
Total GDV					**171,420,000**

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£		(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£		(406,005)
CIL (Mrkt only inc. garages)	Max			44,010	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				600	units @		5,500	per unit			(3,300,000)
	Sub-total									(3,300,000)	
S106 analysis:	192,500	£ per ha		1.93%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				56,370	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				17.14	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			600	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				18,375	sqm @		1,710	psm			(31,421,250)
3 bed House				21,420	sqm @		1,710	psm			(36,628,200)
3 bed House (EXC. garage)				16,557	sqm @		1,710	psm			(28,312,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	180.0	50%		18	sqm @		653	psm			(1,057,860)
Garages for 4B House	112.5	100%		18	sqm @		653	psm			(1,322,325)
Garages for 5B House	-	-		0	sqm @		653	psm			-
Total GIA check:				56,370		£ per garage	£11,754				
External works				98,711,325	@		15.0%				(14,806,699)
Ext. Works analysis:							24,678	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				600	units @		1,137	£ per unit			(682,200)
M4(2) Category 2 Housing	Aff units		150	units @		100%	@	1,400	£ per unit		(210,000)
M4(2) Category 2 Housing	OMS units		450	units @		100%	@	1,400	£ per unit		(630,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		450	units @		5%	@	26,816	£ per unit		(603,360)
Part L/FHS			600	units @				8,760	£ per unit		(5,256,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			600	units @				1,000	£ per unit		(600,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(7,981,560)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				121,499,584	@		3.0%				(3,644,988)

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Scheme Typology:	**Houses**	No Units:	**600**
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		121,499,584	@	7.0%			(8,504,971)
Disposal Costs -							
OMS Marketing and Promotion		145,800,000	OMS @	3.00%	7,290	£ per unit	(4,374,000)
Residential Sales Agent Costs		145,800,000	OMS @	1.00%	2,430	£ per unit	(1,458,000)
Residential Sales Legal Costs		145,800,000	OMS @	0.25%	608	£ per unit	(364,500)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,344	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(824,602)
Developers Profit -							
Profit on OMS		145,800,000		20.00%			(29,160,000)
Margin on AH		25,620,000		6.00%	on AH values		(1,537,200)
Profit analysis:		171,420,000		17.91%	blended GDV	(30,697,200)	
		144,521,985		21.24%	on costs	(30,697,200)	
TOTAL COSTS							**(175,219,185)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(3,799,185)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(3,799,185)**
RLV analysis:	(6,332) £ per plot	(221,619)	£ per ha (net)	(89,688)	£ per acre (net)		
		(177,295)	£ per ha (gross)	(71,750)	£ per acre (gross)		
				-2.22%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		21.43	ha (gross)	52.95	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**7,942,500**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(684,932)**	£ per ha (net)	**(277,188)**	£ per acre (net)		**(11,741,685)**

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(277,188)	10%	15%	20%	25%	30%	35%	40%
	-	(115,733)	(142,249)	(168,807)	(196,942)	(227,785)	(258,743)	(289,863)
	1,000	(128,245)	(154,781)	(181,362)	(211,487)	(242,378)	(273,393)	(304,590)
Site Specific S106	2,000	(140,765)	(167,321)	(195,220)	(226,053)	(256,992)	(288,070)	(319,354)
5,500	3,000	(153,298)	(179,876)	(209,759)	(240,639)	(271,628)	(302,776)	(334,158)
	4,000	(165,836)	(193,497)	(224,323)	(255,241)	(286,288)	(317,514)	(349,007)
	5,000	(178,390)	(208,037)	(238,899)	(269,863)	(300,975)	(332,288)	(363,909)
	6,000	(191,775)	(222,594)	(253,493)	(284,514)	(315,692)	(347,102)	(378,862)
	7,000	(206,314)	(237,160)	(268,112)	(299,188)	(330,442)	(361,962)	(393,881)
	8,000	(220,864)	(251,754)	(282,748)	(313,888)	(345,227)	(376,867)	(408,969)
	9,000	(235,430)	(266,361)	(297,406)	(328,616)	(360,051)	(391,824)	(424,136)
	10,000	(250,014)	(280,983)	(312,088)	(343,375)	(374,916)	(406,843)	(439,392)
	11,000	(264,609)	(295,635)	(326,800)	(358,169)	(389,826)	(421,926)	(454,750)
	12,000	(279,231)	(310,306)	(341,540)	(373,000)	(404,786)	(437,081)	(470,224)
	13,000	(293,869)	(324,999)	(356,309)	(387,871)	(419,805)	(452,321)	(485,835)
	14,000	(308,524)	(339,717)	(371,111)	(402,784)	(434,883)	(467,655)	(501,604)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(277,188)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(6,031)	(42,597)	(79,237)	(115,969)	(152,832)	(190,542)	(233,702)
	16.0%	(41,758)	(76,339)	(110,994)	(145,742)	(180,620)	(220,372)	(261,237)
Profit	17.0%	(77,485)	(110,081)	(142,752)	(175,514)	(211,958)	(250,202)	(288,772)
20.0%	18.0%	(113,213)	(143,824)	(174,509)	(208,349)	(244,082)	(280,032)	(316,308)
	19.0%	(148,940)	(177,566)	(209,482)	(242,769)	(276,207)	(309,862)	(343,843)
	20.0%	(184,765)	(215,311)	(246,196)	(277,188)	(308,332)	(339,692)	(371,379)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(277,188)	10%	15%	20%	25%	30%	35%	40%
	100,000	(97,265)	(127,811)	(158,696)	(189,688)	(220,832)	(252,192)	(283,879)
	110,000	(107,265)	(137,811)	(168,696)	(199,688)	(230,832)	(262,192)	(293,879)
BLV (£ per acre)	120,000	(117,265)	(147,811)	(178,696)	(209,688)	(240,832)	(272,192)	(303,879)
187,500	130,000	(127,265)	(157,811)	(188,696)	(219,688)	(250,832)	(282,192)	(313,879)
	140,000	(137,265)	(167,811)	(198,696)	(229,688)	(260,832)	(292,192)	(323,879)
	150,000	(147,265)	(177,811)	(208,696)	(239,688)	(270,832)	(302,192)	(333,879)
	160,000	(157,265)	(187,811)	(218,696)	(249,688)	(280,832)	(312,192)	(343,879)
	170,000	(167,265)	(197,811)	(228,696)	(259,688)	(290,832)	(322,192)	(353,879)
	180,000	(177,265)	(207,811)	(238,696)	(269,688)	(300,832)	(332,192)	(363,879)
	190,000	(187,265)	(217,811)	(248,696)	(279,688)	(310,832)	(342,192)	(373,879)
	200,000	(197,265)	(227,811)	(258,696)	(289,688)	(320,832)	(352,192)	(383,879)
	210,000	(207,265)	(237,811)	(268,696)	(299,688)	(330,832)	(362,192)	(393,879)
	220,000	(217,265)	(247,811)	(278,696)	(309,688)	(340,832)	(372,192)	(403,879)
	230,000	(227,265)	(257,811)	(288,696)	(319,688)	(350,832)	(382,192)	(413,879)
	240,000	(237,265)	(267,811)	(298,696)	(329,688)	(360,832)	(392,192)	(423,879)
	250,000	(247,265)	(277,811)	(308,696)	(339,688)	(370,832)	(402,192)	(433,879)

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Scheme Typology: Houses — No Units: 600
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(277,188)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	30	(185,156)	(211,338)	(237,811)	(264,375)	(291,070)	(317,951)	(345,110)
	35	(184,765)	(215,311)	(246,196)	(277,188)	(308,332)	(339,692)	(371,379)
Density (dph)	40	(184,375)	(219,284)	(254,581)	(290,001)	(325,593)	(361,434)	(397,647)
35.0	45	(183,984)	(223,257)	(262,967)	(302,813)	(342,855)	(383,176)	(423,915)
	50	(183,594)	(227,230)	(271,352)	(315,626)	(360,117)	(404,918)	(450,184)
	55	(183,203)	(231,203)	(279,737)	(328,438)	(377,378)	(426,659)	(476,452)
	60	(182,812)	(235,176)	(288,122)	(341,251)	(394,640)	(448,401)	(502,721)
	65	(182,422)	(239,148)	(296,507)	(354,063)	(411,902)	(470,143)	(528,989)
	70	(182,031)	(243,121)	(304,892)	(366,876)	(429,163)	(491,885)	(555,257)
	75	(181,640)	(247,094)	(313,278)	(379,689)	(446,425)	(513,626)	(581,526)
	80	(181,250)	(251,067)	(321,663)	(392,501)	(463,687)	(535,368)	(607,794)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(277,188)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	90%	75,556	47,150	18,723	(9,706)	(38,158)	(66,624)	(95,115)
	92%	23,759	(4,273)	(32,313)	(60,378)	(88,463)	(116,578)	(144,733)
Build Cost	94%	(28,143)	(55,796)	(83,478)	(111,184)	(138,926)	(166,713)	(195,954)
100%	96%	(80,160)	(107,460)	(134,790)	(162,161)	(190,194)	(221,990)	(253,900)
(105% = 5% increase)	98%	(132,326)	(159,283)	(186,478)	(217,677)	(249,062)	(280,588)	(312,305)
	100%	(184,765)	(215,311)	(246,196)	(277,188)	(308,332)	(339,692)	(371,379)
	102%	(245,282)	(275,757)	(306,360)	(337,130)	(368,142)	(399,512)	(431,455)
	104%	(306,373)	(336,591)	(366,999)	(397,671)	(428,737)	(460,421)	(493,156)
	106%	(367,889)	(397,938)	(428,284)	(459,058)	(490,502)	(523,070)	(557,755)
	108%	(429,962)	(459,989)	(490,489)	(521,712)	(554,139)	(588,797)	(628,354)
	110%	(492,801)	(523,042)	(554,067)	(586,383)	(621,062)	(660,761)	(704,258)
	112%	(556,735)	(587,586)	(619,830)	(654,586)	(694,440)	(737,347)	(781,337)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(277,188)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	80%	(917,842)	(916,925)	(916,008)	(915,091)	(914,174)	(913,257)	(912,340)
	82%	(828,205)	(831,985)	(835,970)	(840,055)	(844,141)	(848,226)	(852,311)
Market Values	84%	(740,320)	(748,435)	(756,746)	(765,288)	(774,108)	(783,196)	(792,283)
100%	86%	(656,117)	(666,742)	(679,108)	(691,918)	(704,975)	(718,407)	(732,255)
(105% = 5% increase)	88%	(581,570)	(593,526)	(606,352)	(620,590)	(637,190)	(654,810)	(672,819)
	90%	(511,812)	(526,321)	(541,298)	(556,979)	(573,797)	(592,630)	(614,509)
	92%	(444,439)	(461,954)	(479,754)	(497,974)	(516,824)	(536,710)	(558,464)
	94%	(378,430)	(399,153)	(420,065)	(441,256)	(462,841)	(485,047)	(508,296)
	96%	(313,277)	(337,310)	(361,479)	(385,842)	(410,476)	(435,523)	(461,225)
	98%	(248,697)	(276,090)	(303,597)	(331,240)	(359,087)	(387,222)	(415,805)
	100%	(184,765)	(215,311)	(246,196)	(277,188)	(308,332)	(339,692)	(371,379)
	102%	(129,403)	(159,006)	(189,131)	(223,514)	(258,011)	(292,675)	(327,587)
	104%	(74,324)	(106,903)	(139,527)	(172,214)	(208,001)	(246,020)	(284,236)
	106%	(19,394)	(54,951)	(90,551)	(126,206)	(161,929)	(199,631)	(241,194)
	108%	35,426	(3,128)	(41,711)	(80,338)	(119,022)	(157,788)	(198,382)
	110%	90,148	48,604	7,035	(34,573)	(76,235)	(117,964)	(159,785)
	112%	144,798	100,259	55,701	11,100	(33,541)	(78,239)	(123,023)
	114%	199,388	151,849	104,296	56,701	9,073	(38,604)	(86,352)
	116%	253,932	203,386	152,833	102,246	51,627	964	(49,757)
	118%	308,420	254,880	201,322	147,745	94,129	40,478	(13,227)
	120%	362,876	306,341	249,774	193,199	136,591	79,945	23,254

TABLE 7

Balance (RLV - BLV £ per acre (n))	(277,188)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	5,000	(121,914)	(148,438)	(175,006)	(204,119)	(234,984)	(265,966)	(297,115)
	10,000	(59,389)	(85,828)	(112,299)	(138,802)	(165,345)	(192,932)	(223,772)
Grant (£ per unit)	15,000	2,957	(23,429)	(49,834)	(76,258)	(102,704)	(129,182)	(155,703)
-	20,000	65,162	38,807	12,452	(13,921)	(40,300)	(66,704)	(93,127)
	25,000	127,242	100,923	74,589	48,254	21,915	(4,440)	(30,799)
	30,000	189,227	162,922	136,617	110,302	83,983	57,665	31,341
	35,000	251,133	224,838	198,542	172,246	145,948	119,642	93,337
	40,000	312,971	286,682	260,393	234,103	207,814	181,524	155,232
	45,000	374,753	348,466	322,180	295,893	269,606	243,320	217,033
	50,000	436,488	410,201	383,914	357,627	331,339	305,052	278,765
	55,000	498,176	471,889	445,601	419,314	393,024	366,733	340,442

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Appraisal Ref: GF HMV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9 Units		
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00 £ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	3.4	0.0%	0.0	50%	3.4
3 bed House	50.0%	3.4	0.0%	0.0	50%	3.4
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	6.8	0.0%	2.3	100%	6.8

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	236	2,543	0	0	236	2,543
3 bed House	344	3,705	0	0	344	3,705
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	581	6,248	0	0	581	6,248
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	877,500
3 bed House	350,000	3,431	319	3,431	319	1,181,250
4 + bed House	445,000	3,423	318	3,423	318	0
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						2,058,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.4	@	260,000		877,500
3 bed House	3.4	@	350,000		1,181,250
4 + bed House	0.0	@	445,000		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	6.8				2,058,750
Affordable Rent GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	311,500		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	175,000		-
4 + bed House	0.0	@	222,500		-
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	311,500		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0	0.0			-
Sub-total GDV Residential	**7**				**2,058,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0 per unit		-
Total GDV					**2,058,750**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			581	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500	£ per ha		2.40%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				581	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				236	sqm @		1,710	psm			(403,988)
3 bed House				344	sqm @		1,710	psm			(588,668)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	3.4		50%	18	sqm @		653	psm			(19,835)
Garages for 4B House	-		100%	18	sqm @		653	psm			-
Total GIA check:				581	£ per garage		£11,754				
External works				950,930	@		15.0%				(142,639)
Ext. Works analysis:							15,849	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		1,137	£ per unit			(10,233)
M4(2) Category 2 Housing	Aff units		2	units @		100%	@	1,400	£ per unit		(3,150)
M4(2) Category 2 Housing	OMS units		7	units @		100%	@	1,400	£ per unit		(9,450)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		7	units @		5%	@	26,816	£ per unit		(9,050)
Part L/FHS			9	units @				8,760	£ per unit		(78,840)
Part L/FHS analysis:							8.3%	% of BCIS costs			
EV Charging Points - Houses			7	units @				1,000	£ per unit		(6,750)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(117,473)	
Policy Costs analysis:	(design costs only)						13,053	£ per unit (total units)			
							12.4%	% of BCIS costs			
Contingency (on construction)				1,211,043	@		3.0%				(36,331)

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Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

Professional Fees		1,211,043	@	7.0%			(84,773)
Disposal Costs -							
OMS Marketing and Promotion		2,058,750	OMS @	3.00%	6,863	£ per unit	(61,763)
Residential Sales Agent Costs		2,058,750	OMS @	1.00%	2,288	£ per unit	(20,588)
Residential Sales Legal Costs		2,058,750	OMS @	0.25%	572	£ per unit	(5,147)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,833	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(19,232)
Developers Profit -							
Profit on OMS		2,058,750		20.00%			(411,750)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,058,750		20.00%	blended GDV	(411,750)	
		1,530,128		26.91%	on costs	(411,750)	
TOTAL COSTS							**(1,941,878)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							116,872
SDLT		116,872	@	HMRC formula			-
Acquisition Agent fees		116,872	@	1.0%			(1,169)
Acquisition Legal fees		116,872	@	0.5%			(584)
Interest on Land		116,872	@	7.00%			(8,181)
Residual Land Value							**106,938**
RLV analysis:	11,882 £ per plot	415,869	£ per ha (net)	168,300	£ per acre (net)		
		332,695	£ per ha (gross)	134,640	£ per acre (gross)		
				5.19%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.32	ha (gross)	0.79	acres (gross)		
Density analysis:		2,258	sqm/ha (net)	9,834	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**119,138**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(47,443)**	£ per ha (net)	**(19,200)**	£ per acre (net)		**(12,200)**

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(19,200)	5%	10%	15%	20%	25%	30%	35%
	-	145,643	122,471	99,300	76,129	52,957	29,786	6,126
	1,000	132,713	109,541	86,370	63,199	40,027	16,596	(7,093)
Site Specific S106	2,000	119,783	96,611	73,440	50,269	27,066	3,377	(20,312)
5,500	3,000	106,853	83,681	60,510	37,339	13,847	(9,842)	(33,531)
	4,000	93,923	70,752	47,580	24,317	628	(23,061)	(46,750)
	5,000	80,993	57,822	34,650	11,098	(12,591)	(36,280)	(59,969)
	6,000	68,063	44,892	21,569	(2,120)	(25,810)	(49,499)	(73,188)
	7,000	55,133	31,962	8,350	(15,339)	(39,028)	(62,718)	(86,407)
	8,000	42,203	18,820	(4,869)	(28,558)	(52,247)	(75,936)	(99,626)
	9,000	29,273	5,601	(18,088)	(41,777)	(65,466)	(89,155)	(112,844)
	10,000	16,071	(7,618)	(31,307)	(54,996)	(78,685)	(102,374)	(126,063)
	11,000	2,852	(20,837)	(44,526)	(68,215)	(91,904)	(115,593)	(139,282)
	12,000	(10,367)	(34,056)	(57,745)	(81,434)	(105,123)	(128,812)	(152,501)
	13,000	(23,585)	(47,275)	(70,964)	(94,653)	(118,342)	(142,031)	(165,720)
	14,000	(36,804)	(60,493)	(84,183)	(107,872)	(131,561)	(155,250)	(178,939)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(19,200)	5%	10%	15%	20%	25%	30%	35%
	15.0%	255,209	223,472	191,736	159,674	126,836	93,999	61,161
	16.0%	219,709	189,840	159,646	128,742	97,838	66,933	36,029
Profit	17.0%	184,208	155,752	126,781	97,810	68,839	39,868	10,503
20.0%	18.0%	147,991	120,954	93,916	66,878	39,840	12,451	(15,191)
	19.0%	111,260	86,155	61,051	35,946	10,447	(15,219)	(40,884)
	20.0%	74,528	51,357	28,178	4,489	(19,200)	(42,889)	(66,578)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(19,200)	5%	10%	15%	20%	25%	30%	35%
	100,000	162,028	138,857	115,678	91,989	68,300	44,611	20,922
	110,000	152,028	128,857	105,678	81,989	58,300	34,611	10,922
BLV (£ per acre)	120,000	142,028	118,857	95,678	71,989	48,300	24,611	922
187,500	130,000	132,028	108,857	85,678	61,989	38,300	14,611	(9,078)
	140,000	122,028	98,857	75,678	51,989	28,300	4,611	(19,078)
	150,000	112,028	88,857	65,678	41,989	18,300	(5,389)	(29,078)
	160,000	102,028	78,857	55,678	31,989	8,300	(15,389)	(39,078)
	170,000	92,028	68,857	45,678	21,989	(1,700)	(25,389)	(49,078)
	180,000	82,028	58,857	35,678	11,989	(11,700)	(35,389)	(59,078)
	190,000	72,028	48,857	25,678	1,989	(21,700)	(45,389)	(69,078)
	200,000	62,028	38,857	15,678	(8,011)	(31,700)	(55,389)	(79,078)
	210,000	52,028	28,857	5,678	(18,011)	(41,700)	(65,389)	(89,078)
	220,000	42,028	18,857	(4,322)	(28,011)	(51,700)	(75,389)	(99,078)
	230,000	32,028	8,857	(14,322)	(38,011)	(61,700)	(85,389)	(109,078)
	240,000	22,028	(1,143)	(24,322)	(48,011)	(71,700)	(95,389)	(119,078)
	250,000	12,028	(11,143)	(34,322)	(58,011)	(81,700)	(105,389)	(129,078)

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Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(19,200)	Affordable Housing - % on site 5%	10%	15%	20%	25%	30%	35%
	30	37,095	17,234	(2,633)	(22,938)	(43,243)	(63,548)	(83,853)
	35	74,528	51,357	28,178	4,489	(19,200)	(42,889)	(66,578)
Density (dph)	40	111,960	85,479	58,989	31,916	4,843	(22,231)	(49,304)
35.0	45	149,393	119,601	89,800	59,343	28,886	(1,572)	(32,029)
	50	186,826	153,724	120,612	86,770	52,928	19,087	(14,755)
	55	224,258	187,846	151,423	114,197	76,971	39,746	2,520
	60	261,691	221,968	182,234	141,624	101,014	60,404	19,794
	65	299,123	256,091	213,045	169,051	125,057	81,063	37,069
	70	336,556	290,213	243,856	196,478	149,100	101,722	54,343
	75	373,988	324,336	274,667	223,905	173,143	122,380	71,618
	80	411,421	358,458	305,479	251,332	197,186	143,039	88,892

TABLE 5

Balance (RLV - BLV £ per acre (n))	(19,200)	Affordable Housing - % on site 5%	10%	15%	20%	25%	30%	35%
	90%	288,647	254,634	220,620	186,607	152,012	116,753	81,486
	92%	246,639	214,945	183,199	150,831	117,984	85,136	52,289
Build Cost	94%	204,445	175,037	144,805	114,377	83,949	53,520	22,971
100%	96%	161,951	133,941	105,932	77,923	49,913	21,756	(6,879)
(105% = 5% increase)	98%	118,239	92,649	67,059	41,468	15,596	(10,566)	(36,729)
	100%	74,528	51,357	28,178	4,489	(19,200)	(42,889)	(66,578)
	102%	30,816	9,652	(11,564)	(32,780)	(53,996)	(75,212)	(96,428)
	104%	(13,820)	(32,563)	(51,306)	(70,049)	(88,792)	(107,535)	(126,278)
	106%	(58,508)	(74,778)	(91,048)	(107,318)	(123,588)	(139,857)	(156,127)
	108%	(103,197)	(116,993)	(130,790)	(144,587)	(158,383)	(172,180)	(185,977)
	110%	(147,885)	(159,208)	(170,532)	(181,856)	(193,707)	(206,082)	(218,458)
	112%	(193,044)	(202,717)	(212,390)	(222,062)	(231,735)	(241,408)	(251,081)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(19,200)	Affordable Housing - % on site 5%	10%	15%	20%	25%	30%	35%
	80%	(530,400)	(523,172)	(515,944)	(508,716)	(501,488)	(494,260)	(487,032)
	82%	(467,095)	(463,199)	(459,303)	(455,407)	(451,510)	(447,614)	(443,718)
Market Values	84%	(403,790)	(403,225)	(402,661)	(402,097)	(401,532)	(400,968)	(400,404)
100%	86%	(340,509)	(343,252)	(346,019)	(348,787)	(351,554)	(354,322)	(357,090)
(105% = 5% increase)	88%	(277,580)	(283,597)	(289,615)	(295,632)	(301,650)	(307,676)	(313,775)
	90%	(214,651)	(223,981)	(233,310)	(242,640)	(251,969)	(261,299)	(270,628)
	92%	(154,763)	(166,330)	(177,897)	(189,647)	(202,288)	(214,930)	(227,572)
	94%	(97,183)	(111,781)	(126,379)	(140,976)	(155,574)	(170,171)	(184,769)
	96%	(39,604)	(57,232)	(74,860)	(92,488)	(110,116)	(127,744)	(145,372)
	98%	17,976	(2,682)	(23,341)	(43,999)	(64,658)	(85,317)	(105,975)
	100%	74,528	51,357	28,178	4,489	(19,200)	(42,889)	(66,578)
	102%	130,849	104,714	78,578	52,442	26,258	(462)	(27,182)
	104%	186,574	158,071	128,971	99,871	70,771	41,671	12,215
	106%	241,007	210,018	179,028	147,299	115,235	83,171	51,107
	108%	295,297	261,503	227,708	193,878	159,700	124,671	89,643
	110%	349,471	312,825	276,179	239,534	202,888	166,134	128,178
	112%	403,644	364,147	324,650	285,153	245,656	206,160	166,569
	114%	457,817	415,469	373,121	330,773	288,425	246,077	203,729
	116%	511,991	466,791	421,592	376,393	331,193	285,994	240,795
	118%	566,164	518,113	470,063	422,012	373,962	325,911	277,861
	120%	620,337	569,436	518,534	467,632	416,730	365,828	314,927

TABLE 7

Balance (RLV - BLV £ per acre (n))	(19,200)	Affordable Housing - % on site 5%	10%	15%	20%	25%	30%	35%
	5,000	139,179	116,008	92,837	69,665	46,494	23,207	(482)
	10,000	202,676	180,281	157,488	134,317	111,146	87,974	64,803
Grant (£ per unit)	15,000	265,003	242,614	220,224	197,835	175,445	152,490	129,324
-	20,000	327,136	304,747	282,357	259,968	237,578	215,189	192,799
	25,000	389,269	366,880	344,490	322,101	299,711	277,322	254,932
	30,000	451,403	429,013	406,624	384,234	361,845	339,455	317,066
	35,000	513,536	491,146	468,757	446,367	423,978	401,588	379,199
	40,000	575,669	553,279	530,890	508,500	486,111	463,721	441,332
	45,000	637,802	615,412	593,023	570,633	548,244	525,854	503,465
	50,000	699,935	677,546	655,156	632,767	610,377	587,988	565,598
	55,000	762,068	739,679	717,289	694,900	672,510	650,121	627,622

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF HMV 25 (see Typologies Matrix)
Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	6.6	70.0%	4.4	44%	10.9
3 bed House	40.0%	7.5	20.0%	1.3	35%	8.8
4 + bed House	25.0%	4.7	10.0%	0.6	21%	5.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	18.8	100.0%	6.3	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	459	4,945	306	3,296	766	8,241
3 bed House	765	8,234	128	1,372	893	9,607
4 + bed House	609	6,559	81	875	691	7,434
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,834	19,738	515	5,543	2,349	25,282
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	2,843,750
3 bed House	350,000	3,431	319	3,431	319	3,062,500
4 + bed House	445,000	3,423	318	3,423	318	2,364,063
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						8,270,313

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	6.6	@	260,000		1,706,250
3 bed House	7.5	@	350,000		2,625,000
4 + bed House	4.7	@	445,000		2,085,938
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	18.8				6,417,188
Affordable Rent GDV -					
2 bed House	1.3	@	182,000		238,875
3 bed House	0.4	@	245,000		91,875
4 + bed House	0.2	@	311,500		58,406
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	1.9				389,156
Social Rent GDV -					
2 bed House	2.0	@	130,000		255,938
3 bed House	0.6	@	175,000		98,438
4 + bed House	0.3	@	222,500		62,578
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	2.8				416,953
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.1	@	182,000		199,063
3 bed House	0.3	@	245,000		76,563
4 + bed House	0.2	@	311,500		48,672
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	1.6	6.3			324,297
Sub-total GDV Residential	**25**				**7,547,594**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	722,719
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**7,547,594**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,834	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				25	units @		5,500	per unit			(137,500)
	Sub-total									(137,500)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				2,349	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			25	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				766	sqm @		1,710	psm			(1,309,219)
3 bed House				893	sqm @		1,710	psm			(1,526,175)
3 bed House (EXC. garage)				673	sqm @		1,710	psm			(1,150,189)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	7.5	50%		18	sqm @		653	psm			(44,078)
Garages for 4B House	4.7	100%		18	sqm @		653	psm			(55,097)
Garages for 5B House	-	-		0	sqm @		653	psm			-
Total GIA check:				2,349	£ per garage		£11,754				
External works				4,053,977	@		15.0%				(608,097)
Ext. Works analysis:							24,324	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				25	units @		1,137	£ per unit			(28,425)
M4(2) Category 2 Housing	Aff units		6	units @		100%	@	1,400	£ per unit		(8,750)
M4(2) Category 2 Housing	OMS units		19	units @		100%	@	1,400	£ per unit		(26,250)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		19	units @		5%	@	26,816	£ per unit		(25,140)
Part L/FHS			25	units @				8,760	£ per unit		(219,000)
Part L/FHS analysis:							5.4%	% of BCIS costs			
EV Charging Points - Houses			25	units @				1,000	£ per unit		(25,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(332,565)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.2%	% of BCIS costs			
Contingency (on construction)				4,994,638	@		3.0%				(149,839)

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Scheme Typology:	**Houses**	No Units:	**25**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		4,994,638	@	7.0%			(349,625)
Disposal Costs -							
OMS Marketing and Promotion		6,417,188	OMS @	3.00%	7,701	£ per unit	(192,516)
Residential Sales Agent Costs		6,417,188	OMS @	1.00%	2,567	£ per unit	(64,172)
Residential Sales Legal Costs		6,417,188	OMS @	0.25%	642	£ per unit	(16,043)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,309	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(71,525)
Developers Profit -							
Profit on OMS		6,417,188		20.00%			(1,283,438)
Margin on AH		1,130,406		6.00%	on AH values		(67,824)
Profit analysis:		7,547,594		17.90%	blended GDV	(1,351,262)	
		6,065,232		22.28%	on costs	(1,351,262)	
TOTAL COSTS							**(7,416,494)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							131,099
SDLT		131,099	@	HMRC formula			-
Acquisition Agent fees		131,099	@	1.0%			(1,311)
Acquisition Legal fees		131,099	@	0.5%			(655)
Interest on Land		131,099	@	7.00%			(9,177)
Residual Land Value							**119,956**
RLV analysis:	4,798 £ per plot	167,938	£ per ha (net)	67,964	£ per acre (net)		
		134,351	£ per ha (gross)	54,371	£ per acre (gross)		
				1.59%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.89	ha (gross)	2.21	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**330,938**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(295,374)**	£ per ha (net)	**(119,536)**	£ per acre (net)		**(210,981)**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(119,536)	5%	10%	15%	20%	25%	30%	35%
	-	65,408	36,913	8,419	(20,076)	(48,570)	(77,690)	(107,173)
	1,000	52,911	24,417	(4,078)	(32,572)	(61,137)	(90,620)	(120,334)
Site Specific S106	2,000	40,415	11,920	(16,574)	(45,069)	(74,067)	(103,550)	(133,553)
5,500	3,000	27,918	(576)	(29,071)	(57,565)	(86,997)	(116,631)	(146,772)
	4,000	15,422	(13,073)	(41,567)	(70,444)	(99,927)	(129,849)	(159,991)
	5,000	2,925	(25,569)	(54,064)	(83,374)	(112,927)	(143,068)	(173,210)
	6,000	(9,571)	(38,066)	(66,822)	(96,304)	(126,146)	(156,287)	(186,429)
	7,000	(22,068)	(50,562)	(79,751)	(109,234)	(139,365)	(169,506)	(200,776)
	8,000	(34,564)	(63,199)	(92,681)	(122,442)	(152,583)	(182,725)	(215,223)
	9,000	(47,061)	(76,129)	(105,611)	(135,661)	(165,802)	(196,728)	(229,670)
	10,000	(59,576)	(89,059)	(118,738)	(148,880)	(179,021)	(211,175)	(244,117)
	11,000	(72,506)	(101,989)	(131,957)	(162,099)	(192,681)	(225,622)	(258,564)
	12,000	(85,436)	(115,034)	(145,176)	(175,317)	(207,127)	(240,069)	(273,011)
	13,000	(98,366)	(128,253)	(158,395)	(188,633)	(221,574)	(254,516)	(287,458)
	14,000	(111,331)	(141,472)	(171,614)	(203,080)	(236,021)	(268,963)	(301,904)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(119,536)	5%	10%	15%	20%	25%	30%	35%
	15.0%	195,858	156,880	117,903	78,925	39,947	970	(38,008)
	16.0%	156,022	119,141	82,260	45,379	8,498	(28,384)	(65,481)
Profit	17.0%	116,186	81,401	46,617	11,832	(22,952)	(57,737)	(93,683)
20.0%	18.0%	76,349	43,662	10,974	(21,714)	(54,402)	(88,063)	(122,156)
	19.0%	36,513	5,922	(24,669)	(55,260)	(86,782)	(118,628)	(150,988)
	20.0%	(3,323)	(31,818)	(60,357)	(89,839)	(119,536)	(149,678)	(179,819)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(119,536)	5%	10%	15%	20%	25%	30%	35%
	100,000	84,177	55,682	27,143	(2,339)	(32,036)	(62,178)	(92,319)
	110,000	74,177	45,682	17,143	(12,339)	(42,036)	(72,178)	(102,319)
BLV (£ per acre)	120,000	64,177	35,682	7,143	(22,339)	(52,036)	(82,178)	(112,319)
187,500	130,000	54,177	25,682	(2,857)	(32,339)	(62,036)	(92,178)	(122,319)
	140,000	44,177	15,682	(12,857)	(42,339)	(72,036)	(102,178)	(132,319)
	150,000	34,177	5,682	(22,857)	(52,339)	(82,036)	(112,178)	(142,319)
	160,000	24,177	(4,318)	(32,857)	(62,339)	(92,036)	(122,178)	(152,319)
	170,000	14,177	(14,318)	(42,857)	(72,339)	(102,036)	(132,178)	(162,319)
	180,000	4,177	(24,318)	(52,857)	(82,339)	(112,036)	(142,178)	(172,319)
	190,000	(5,823)	(34,318)	(62,857)	(92,339)	(122,036)	(152,178)	(182,319)
	200,000	(15,823)	(44,318)	(72,857)	(102,339)	(132,036)	(162,178)	(192,319)
	210,000	(25,823)	(54,318)	(82,857)	(112,339)	(142,036)	(172,178)	(202,319)
	220,000	(35,823)	(64,318)	(92,857)	(122,339)	(152,036)	(182,178)	(212,319)
	230,000	(45,823)	(74,318)	(102,857)	(132,339)	(162,036)	(192,178)	(222,319)
	240,000	(55,823)	(84,318)	(112,857)	(142,339)	(172,036)	(202,178)	(232,319)
	250,000	(65,823)	(94,318)	(122,857)	(152,339)	(182,036)	(212,178)	(242,319)

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(119,536)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(29,634)	(54,058)	(78,520)	(103,791)	(129,245)	(155,081)	(180,917)
	35	(3,323)	(31,818)	(60,357)	(89,839)	(119,536)	(149,678)	(179,819)
Density (dph)	40	22,988	(9,577)	(42,193)	(75,888)	(109,827)	(144,275)	(178,722)
35.0	45	49,299	12,663	(24,030)	(61,936)	(100,118)	(138,872)	(177,625)
	50	75,610	34,903	(5,867)	(47,985)	(90,409)	(133,468)	(176,528)
	55	101,921	57,144	12,297	(34,033)	(80,700)	(128,065)	(175,431)
	60	128,232	79,384	30,460	(20,082)	(70,991)	(122,662)	(174,333)
	65	154,543	101,625	48,624	(6,130)	(61,282)	(117,259)	(173,236)
	70	180,854	123,865	66,787	7,821	(51,572)	(111,856)	(172,139)
	75	207,165	146,105	84,950	21,773	(41,863)	(106,453)	(171,042)
	80	233,476	168,346	103,114	35,724	(32,154)	(101,049)	(169,944)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(119,536)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	256,543	225,955	195,367	164,780	134,192	103,604	73,016
	92%	204,570	174,401	144,232	114,062	83,893	53,724	23,555
Build Cost	94%	152,597	122,846	93,096	63,345	33,595	3,844	(25,906)
100%	96%	100,623	71,292	41,960	12,628	(16,704)	(46,036)	(75,934)
(105% = 5% increase)	98%	48,650	19,737	(9,176)	(38,089)	(67,279)	(97,195)	(127,499)
	100%	(3,323)	(31,818)	(60,357)	(89,839)	(119,536)	(149,678)	(179,819)
	102%	(55,296)	(84,216)	(113,345)	(143,044)	(172,742)	(203,829)	(236,287)
	104%	(108,943)	(138,181)	(167,437)	(197,546)	(229,520)	(261,494)	(293,467)
	106%	(163,902)	(193,200)	(224,689)	(256,179)	(287,669)	(319,158)	(350,648)
	108%	(221,795)	(252,800)	(283,806)	(314,812)	(345,817)	(376,823)	(407,976)
	110%	(281,879)	(312,401)	(342,923)	(373,444)	(404,056)	(434,768)	(465,480)
	112%	(341,964)	(372,002)	(402,083)	(432,308)	(462,534)	(492,759)	(522,984)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(119,536)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(689,456)	(685,214)	(680,972)	(676,729)	(672,487)	(668,245)	(664,002)
	82%	(618,419)	(617,916)	(617,412)	(616,909)	(616,405)	(615,902)	(615,398)
Market Values	84%	(547,382)	(550,618)	(553,853)	(557,088)	(560,323)	(563,559)	(566,794)
100%	86%	(476,345)	(483,319)	(490,293)	(497,267)	(504,241)	(511,216)	(518,190)
(105% = 5% increase)	88%	(405,308)	(416,021)	(426,734)	(437,447)	(448,160)	(458,873)	(469,585)
	90%	(334,528)	(348,887)	(363,246)	(377,626)	(392,078)	(406,529)	(420,981)
	92%	(263,914)	(281,989)	(300,065)	(318,140)	(336,216)	(354,291)	(372,377)
	94%	(193,300)	(215,091)	(236,883)	(258,675)	(280,467)	(302,259)	(324,051)
	96%	(128,194)	(151,535)	(174,875)	(199,211)	(224,719)	(250,228)	(275,736)
	98%	(64,591)	(90,747)	(117,064)	(143,805)	(170,546)	(198,196)	(227,421)
	100%	(3,323)	(31,818)	(60,357)	(89,839)	(119,536)	(149,678)	(179,819)
	102%	57,758	26,049	(5,660)	(37,370)	(69,427)	(102,236)	(135,611)
	104%	118,840	83,916	48,992	14,068	(20,857)	(55,781)	(91,803)
	106%	179,921	141,783	103,644	65,505	27,366	(10,773)	(48,912)
	108%	241,003	199,649	158,295	116,942	75,588	34,234	(7,120)
	110%	302,084	257,516	212,947	168,379	123,810	79,242	34,673
	112%	362,981	315,306	267,599	219,816	172,032	124,249	76,466
	114%	423,770	372,897	322,023	271,149	220,255	169,256	118,258
	116%	484,560	430,487	376,414	322,341	268,267	214,194	160,051
	118%	545,349	488,077	430,804	373,532	316,259	258,987	201,714
	120%	606,139	545,667	485,195	424,723	364,251	303,779	243,307

TABLE 7

Balance (RLV - BLV £ per acre (n))	(119,536)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	59,161	30,667	2,172	(26,322)	(54,817)	(84,153)	(113,723)
	10,000	121,646	93,151	64,657	36,162	7,668	(20,827)	(49,321)
Grant (£ per unit)	15,000	184,130	155,636	127,141	98,647	70,152	41,658	13,163
-	20,000	246,615	218,120	189,626	161,131	132,637	104,142	75,648
	25,000	308,909	280,431	251,954	223,476	194,999	166,521	138,044
	30,000	371,042	342,564	314,087	285,609	257,132	228,654	200,177
	35,000	433,175	404,697	376,220	347,742	319,265	290,788	262,310
	40,000	495,308	466,830	438,353	409,876	381,398	352,921	324,443
	45,000	557,441	528,964	500,486	472,009	443,531	415,054	386,576
	50,000	619,574	591,097	562,619	534,142	505,664	477,187	448,709
	55,000	681,707	653,230	624,752	596,275	567,797	539,320	510,843

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Appraisal Ref: GF HMV 50 (see Typologies Matrix)
Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	13.1	70.0%	8.8	44%	21.9
3 bed House	40.0%	15.0	20.0%	2.5	35%	17.5
4 + bed House	25.0%	9.4	10.0%	1.3	21%	10.6
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	919	9,889	613	6,593	1,531	16,482
3 bed House	1,530	16,469	255	2,745	1,785	19,214
4 + bed House	1,219	13,119	163	1,749	1,381	14,868
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	3,668	39,477	1,030	11,087	4,698	50,563
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	5,687,500
3 bed House	350,000	3,431	319	3,431	319	6,125,000
4 + bed House	445,000	3,423	318	3,423	318	4,728,125
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						16,540,625

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	13.1	@	260,000		3,412,500
3 bed House	15.0	@	350,000		5,250,000
4 + bed House	9.4	@	445,000		4,171,875
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	37.5				12,834,375
Affordable Rent GDV -					
2 bed House	2.6	@	182,000		477,750
3 bed House	0.8	@	245,000		183,750
4 + bed House	0.4	@	311,500		116,813
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	3.8				778,313
Social Rent GDV -					
2 bed House	3.9	@	130,000		511,875
3 bed House	1.1	@	175,000		196,875
4 + bed House	0.6	@	222,500		125,156
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	5.6				833,906
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	182,000		398,125
3 bed House	0.6	@	245,000		153,125
4 + bed House	0.3	@	311,500		97,344
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	3.1	12.5			648,594
Sub-total GDV Residential	**50**				**15,095,188**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,445,438
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**15,095,188**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			3,668	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				4,698	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,531	sqm @		1,710	psm			(2,618,438)
3 bed House				1,785	sqm @		1,710	psm			(3,052,350)
3 bed House (EXC. garage)				1,363	sqm @		1,710	psm			(2,331,158)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	15.0	50%		18	sqm @		653	psm			(88,155)
Garages for 4B House	9.4	100%		18	sqm @		653	psm			(110,194)
Garages for 5B House	-	-		0	sqm @		653	psm			-
Total GIA check:				4,698	£ per garage		£11,754				
External works				8,169,514	@		15.0%				(1,225,427)
Ext. Works analysis:							24,509	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		1,137	£ per unit			(56,850)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units		38	units @		100%	@	1,400	£ per unit		(52,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		38	units @		5%	@	26,816	£ per unit		(50,280)
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.4%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit		(50,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(665,130)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				10,060,071	@		3.0%				(301,802)

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		10,060,071	@	7.0%			(704,205)
Disposal Costs -							
OMS Marketing and Promotion		12,834,375	OMS @	3.00%	7,701	£ per unit	(385,031)
Residential Sales Agent Costs		12,834,375	OMS @	1.00%	2,567	£ per unit	(128,344)
Residential Sales Legal Costs		12,834,375	OMS @	0.25%	642	£ per unit	(32,086)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,109	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(127,422)
Developers Profit -							
Profit on OMS		12,834,375		20.00%			(2,566,875)
Margin on AH		2,260,813		6.00%	on AH values		(135,649)
Profit analysis:		15,095,188		17.90%	blended GDV	(2,702,524)	
		12,182,711		22.18%	on costs	(2,702,524)	
TOTAL COSTS							**(14,885,234)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							209,953
SDLT		209,953	@	HMRC formula			(1,199)
Acquisition Agent fees		209,953	@	1.0%			(2,100)
Acquisition Legal fees		209,953	@	0.5%			(1,050)
Interest on Land		209,953	@	7.00%			(14,697)
Residual Land Value							**190,908**
RLV analysis:	3,818 £ per plot	133,636	£ per ha (net)	54,082	£ per acre (net)		
		106,909	£ per ha (gross)	43,265	£ per acre (gross)		
				1.26%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		1.79	ha (gross)	4.41	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**661,875**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(329,677)**	£ per ha (net)	**(133,418)**	£ per acre (net)		**(470,967)**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: Houses — No Units: 50
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(133,418)	5%	10%	15%	20%	25%	30%	35%
	-	51,235	22,389	(6,457)	(35,304)	(64,150)	(92,996)	(121,842)
	1,000	38,703	9,857	(18,990)	(47,836)	(76,682)	(105,529)	(134,760)
Site Specific S106	2,000	26,170	(2,676)	(31,522)	(60,368)	(89,215)	(118,061)	(147,727)
5,500	3,000	13,638	(15,208)	(44,055)	(72,901)	(101,747)	(130,848)	(160,964)
	4,000	1,106	(27,741)	(56,587)	(85,433)	(114,279)	(143,815)	(174,221)
	5,000	(11,427)	(40,273)	(69,119)	(97,966)	(126,935)	(156,964)	(187,511)
	6,000	(23,959)	(52,805)	(81,652)	(110,498)	(139,902)	(170,221)	(202,081)
	7,000	(36,492)	(65,338)	(94,184)	(123,030)	(152,964)	(183,519)	(216,651)
	8,000	(49,024)	(77,870)	(106,716)	(135,989)	(166,221)	(197,719)	(231,222)
	9,000	(61,556)	(90,403)	(119,249)	(148,964)	(179,527)	(212,289)	(245,792)
	10,000	(74,089)	(102,935)	(132,077)	(162,221)	(193,357)	(226,859)	(260,362)
	11,000	(86,621)	(115,467)	(145,044)	(175,536)	(207,927)	(241,430)	(274,932)
	12,000	(99,153)	(128,164)	(158,221)	(188,994)	(222,497)	(256,000)	(289,503)
	13,000	(111,686)	(141,131)	(171,544)	(203,564)	(237,067)	(270,570)	(304,073)
	14,000	(124,251)	(154,221)	(184,876)	(218,135)	(251,637)	(285,140)	(318,643)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(133,418)	5%	10%	15%	20%	25%	30%	35%
	15.0%	181,488	142,159	102,829	63,500	24,170	(15,159)	(54,555)
	16.0%	141,652	104,419	67,186	29,954	(7,279)	(44,512)	(81,811)
Profit	17.0%	101,816	66,680	31,543	(3,593)	(38,729)	(73,865)	(109,068)
20.0%	18.0%	61,980	28,940	(4,100)	(37,139)	(70,179)	(103,218)	(136,777)
	19.0%	22,143	(8,800)	(39,743)	(70,685)	(101,628)	(132,894)	(165,344)
	20.0%	(17,693)	(46,539)	(75,385)	(104,232)	(133,418)	(163,592)	(194,796)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(133,418)	5%	10%	15%	20%	25%	30%	35%
	100,000	69,807	40,961	12,115	(16,732)	(45,918)	(76,092)	(107,296)
	110,000	59,807	30,961	2,115	(26,732)	(55,918)	(86,092)	(117,296)
BLV (£ per acre)	120,000	49,807	20,961	(7,885)	(36,732)	(65,918)	(96,092)	(127,296)
187,500	130,000	39,807	10,961	(17,885)	(46,732)	(75,918)	(106,092)	(137,296)
	140,000	29,807	961	(27,885)	(56,732)	(85,918)	(116,092)	(147,296)
	150,000	19,807	(9,039)	(37,885)	(66,732)	(95,918)	(126,092)	(157,296)
	160,000	9,807	(19,039)	(47,885)	(76,732)	(105,918)	(136,092)	(167,296)
	170,000	(193)	(29,039)	(57,885)	(86,732)	(115,918)	(146,092)	(177,296)
	180,000	(10,193)	(39,039)	(67,885)	(96,732)	(125,918)	(156,092)	(187,296)
	190,000	(20,193)	(49,039)	(77,885)	(106,732)	(135,918)	(166,092)	(197,296)
	200,000	(30,193)	(59,039)	(87,885)	(116,732)	(145,918)	(176,092)	(207,296)
	210,000	(40,193)	(69,039)	(97,885)	(126,732)	(155,918)	(186,092)	(217,296)
	220,000	(50,193)	(79,039)	(107,885)	(136,732)	(165,918)	(196,092)	(227,296)
	230,000	(60,193)	(89,039)	(117,885)	(146,732)	(175,918)	(206,092)	(237,296)
	240,000	(70,193)	(99,039)	(127,885)	(156,732)	(185,918)	(216,092)	(247,296)
	250,000	(80,193)	(109,039)	(137,885)	(166,732)	(195,918)	(226,092)	(257,296)

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(133,418)	5%	10%	15%	20%	25%	30%	35%
	30	(41,951)	(66,676)	(91,402)	(116,127)	(141,144)	(167,008)	(193,754)
	35	(17,693)	(46,539)	(75,385)	(104,232)	(133,418)	(163,592)	(194,796)
Density (dph)	40	6,565	(26,402)	(59,369)	(92,336)	(125,692)	(160,177)	(195,838)
35.0	45	30,823	(6,265)	(43,353)	(80,441)	(117,966)	(156,762)	(196,881)
	50	55,082	13,873	(27,336)	(68,545)	(110,241)	(153,346)	(197,923)
	55	79,340	34,010	(11,320)	(56,650)	(102,515)	(149,931)	(198,965)
	60	103,598	54,147	4,696	(44,754)	(94,789)	(146,516)	(200,008)
	65	127,856	74,284	20,713	(32,859)	(87,063)	(143,100)	(201,050)
	70	152,114	94,422	36,729	(20,964)	(79,337)	(139,685)	(202,092)
	75	176,372	114,559	52,745	(9,068)	(71,611)	(136,269)	(203,135)
	80	200,630	134,696	68,762	2,827	(63,885)	(132,854)	(204,177)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(133,418)	5%	10%	15%	20%	25%	30%	35%
	90%	244,885	213,940	182,994	152,048	121,103	90,157	59,212
	92%	192,370	161,844	131,318	100,792	70,267	39,741	9,215
Build Cost	94%	139,854	109,748	79,642	49,536	19,431	(10,675)	(40,781)
100%	96%	87,338	57,652	27,966	(1,720)	(31,406)	(61,092)	(90,778)
(105% = 5% increase)	98%	34,823	5,557	(23,710)	(52,976)	(82,242)	(111,508)	(141,381)
	100%	(17,693)	(46,539)	(75,385)	(104,232)	(133,418)	(163,592)	(194,796)
	102%	(70,209)	(98,635)	(127,193)	(156,784)	(186,945)	(219,908)	(252,922)
	104%	(122,724)	(151,752)	(181,500)	(213,469)	(245,996)	(278,522)	(311,049)
	106%	(177,842)	(208,983)	(241,021)	(273,060)	(305,098)	(337,136)	(369,175)
	108%	(237,999)	(269,550)	(301,100)	(332,650)	(364,200)	(395,751)	(427,301)
	110%	(299,054)	(330,117)	(361,179)	(392,241)	(423,303)	(454,365)	(485,427)
	112%	(360,109)	(390,683)	(421,257)	(451,831)	(482,405)	(512,979)	(543,553)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(133,418)	5%	10%	15%	20%	25%	30%	35%
	80%	(708,163)	(704,153)	(700,142)	(696,132)	(692,122)	(688,111)	(684,101)
	82%	(636,360)	(636,129)	(635,897)	(635,666)	(635,435)	(635,204)	(634,973)
Market Values	84%	(564,576)	(568,104)	(571,652)	(575,200)	(578,748)	(582,296)	(585,844)
100%	86%	(493,227)	(500,443)	(507,659)	(514,875)	(522,091)	(529,388)	(536,716)
(105% = 5% increase)	88%	(421,877)	(432,848)	(443,820)	(454,791)	(465,762)	(476,734)	(487,705)
	90%	(350,527)	(365,254)	(379,981)	(394,707)	(409,434)	(424,160)	(438,887)
	92%	(279,178)	(297,660)	(316,141)	(334,623)	(353,105)	(371,587)	(390,069)
	94%	(207,828)	(230,065)	(252,302)	(274,539)	(296,776)	(319,014)	(341,251)
	96%	(141,038)	(164,598)	(188,463)	(214,456)	(240,448)	(266,440)	(292,432)
	98%	(79,068)	(104,684)	(130,544)	(157,237)	(184,407)	(213,867)	(243,614)
	100%	(17,693)	(46,539)	(75,385)	(104,232)	(133,418)	(163,592)	(194,796)
	102%	43,682	11,605	(20,471)	(52,548)	(84,624)	(116,701)	(149,685)
	104%	105,057	69,750	34,443	(864)	(36,170)	(71,477)	(106,784)
	106%	166,432	127,895	89,358	50,821	12,284	(26,254)	(64,791)
	108%	227,807	186,039	144,272	102,505	60,737	18,970	(22,797)
	110%	289,181	244,184	199,186	154,189	109,191	64,194	19,196
	112%	350,519	302,329	254,101	205,873	157,645	109,417	61,189
	114%	411,601	360,328	309,015	257,557	206,099	154,641	103,183
	116%	472,683	418,195	363,706	309,218	254,553	199,864	145,176
	118%	533,765	476,062	418,359	360,656	302,952	245,088	187,169
	120%	594,762	533,929	473,011	412,093	351,175	290,257	229,163

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(133,418)	5%	10%	15%	20%	25%	30%	35%
	5,000	44,972	16,125	(12,721)	(41,567)	(70,413)	(99,260)	(128,274)
	10,000	107,636	78,790	49,944	21,097	(7,749)	(36,595)	(65,441)
Grant (£ per unit)	15,000	170,301	141,454	112,608	83,762	54,916	26,069	(2,777)
-	20,000	232,965	204,119	175,273	146,426	117,580	88,734	59,888
	25,000	295,630	266,784	237,937	209,091	180,245	151,399	122,552
	30,000	358,131	329,361	300,591	271,756	242,909	214,063	185,217
	35,000	420,481	391,712	362,942	334,172	305,403	276,633	247,864
	40,000	482,832	454,062	425,292	396,523	367,753	338,984	310,214
	45,000	545,067	516,334	487,600	458,866	430,104	401,334	372,565
	50,000	607,144	578,410	549,676	520,943	492,209	463,475	434,742
	55,000	669,220	640,487	611,753	583,019	554,286	525,552	496,818

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Appraisal Ref:	**GF HMV 100**				(see Typologies Matrix)
Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:	Higher Density				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	26.3	70.0%	17.5	44%	43.8
3 bed House	40.0%	30.0	20.0%	5.0	35%	35.0
4 + bed House	25.0%	18.8	10.0%	2.5	21%	21.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	75.0	100.0%	25.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,838	19,779	1,225	13,186	3,063	32,964
3 bed House	3,060	32,938	510	5,490	3,570	38,427
4 + bed House	2,438	26,237	325	3,498	2,763	29,735
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	7,335	78,953	2,060	22,174	9,395	101,127

AH % by floor area: 21.93% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	11,375,000
3 bed House	350,000	3,431	319	3,431	319	12,250,000
4 + bed House	445,000	3,423	318	3,423	318	9,456,250
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						33,081,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:	Higher Density				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	26.3	@	260,000		6,825,000
3 bed House	30.0	@	350,000		10,500,000
4 + bed House	18.8	@	445,000		8,343,750
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	75.0				25,668,750
Affordable Rent GDV -					
2 bed House	5.3	@	182,000		955,500
3 bed House	1.5	@	245,000		367,500
4 + bed House	0.8	@	311,500		233,625
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	7.5				1,556,625
Social Rent GDV -					
2 bed House	7.9	@	130,000		1,023,750
3 bed House	2.3	@	175,000		393,750
4 + bed House	1.1	@	222,500		250,313
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	11.3				1,667,813
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	182,000		796,250
3 bed House	1.3	@	245,000		306,250
4 + bed House	0.6	@	311,500		194,688
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	6.3	25.0			1,297,188
Sub-total GDV Residential	**100**				**30,190,375**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	2,890,875
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**30,190,375**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:	Higher Density				

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			7,335	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				9,395	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,063	sqm @		1,710	psm			(5,236,875)
3 bed House				3,570	sqm @		1,710	psm			(6,104,700)
3 bed House (EXC. garage)				2,745	sqm @		1,710	psm			(4,693,095)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	30.0		50%	18	sqm @		653	psm			(176,310)
Garages for 4B House	18.8		100%	18	sqm @		653	psm			(220,388)
Garages for 5B House	-		-	0	sqm @		653	psm			-
Total GIA check:				9,395	£ per garage		£11,754				
External works				16,400,588	@		15.0%				(2,460,088)
Ext. Works analysis:							24,601	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		1,137	£ per unit			(113,700)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		75	units @		100%	@	1,400	£ per unit		(105,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		75	units @		5%	@	26,816	£ per unit		(100,560)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,330,260)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				20,190,936	@		3.0%				(605,728)

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Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:	Higher Density				

Professional Fees		20,190,936	@	7.0%			(1,413,365)
Disposal Costs -							
OMS Marketing and Promotion		25,668,750	OMS @	3.00%	7,701	£ per unit	(770,063)
Residential Sales Agent Costs		25,668,750	OMS @	1.00%	2,567	£ per unit	(256,688)
Residential Sales Legal Costs		25,668,750	OMS @	0.25%	642	£ per unit	(64,172)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,009	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(203,180)
Developers Profit -							
Profit on OMS		25,668,750		20.00%			(5,133,750)
Margin on AH		4,521,625		6.00%	on AH values		(271,298)
Profit analysis:		30,190,375		17.90%	blended GDV	(5,405,048)	
		24,227,471		22.31%	on costs	(5,405,048)	
TOTAL COSTS							**(29,632,519)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							557,856
SDLT		557,856	@	HMRC formula			(17,393)
Acquisition Agent fees		557,856	@	1.0%			(5,579)
Acquisition Legal fees		557,856	@	0.5%			(2,789)
Interest on Land		557,856	@	7.00%			(39,050)
Residual Land Value							**493,046**
RLV analysis:	4,930 £ per plot	172,566	£ per ha (net)	69,837	£ per acre (net)		
		138,053	£ per ha (gross)	55,869	£ per acre (gross)		
				1.63%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		3.57	ha (gross)	8.83	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**1,323,750**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(290,746)**	£ per ha (net)	**(117,663)**	£ per acre (net)		**(830,704)**

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Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: Higher Density

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(117,663)	5%	10%	15%	20%	25%	30%	35%
	-	40,348	(16,975)	(74,533)	(132,174)	(191,896)	(258,534)	(325,171)
	1,000	27,780	(29,543)	(87,172)	(144,814)	(206,509)	(273,146)	(339,784)
Site Specific S106	2,000	15,211	(42,171)	(99,812)	(157,525)	(221,121)	(287,758)	(354,396)
5,500	3,000	2,643	(54,810)	(112,452)	(170,660)	(235,733)	(302,371)	(369,040)
	4,000	(9,926)	(67,450)	(125,092)	(184,031)	(250,346)	(316,983)	(383,735)
	5,000	(22,495)	(80,090)	(137,731)	(198,321)	(264,958)	(331,595)	(398,430)
	6,000	(35,088)	(92,729)	(150,371)	(212,933)	(279,570)	(346,208)	(413,125)
	7,000	(47,728)	(105,369)	(163,275)	(227,545)	(294,183)	(360,820)	(427,820)
	8,000	(60,367)	(118,009)	(176,538)	(242,158)	(308,795)	(375,476)	(442,515)
	9,000	(73,007)	(130,649)	(190,133)	(256,770)	(323,407)	(390,171)	(457,209)
	10,000	(85,647)	(143,288)	(204,745)	(271,382)	(338,020)	(404,866)	(471,904)
	11,000	(98,286)	(155,947)	(219,357)	(285,995)	(352,632)	(419,561)	(486,599)
	12,000	(110,926)	(169,046)	(233,970)	(300,607)	(367,244)	(434,256)	(501,294)
	13,000	(123,566)	(182,417)	(248,582)	(315,219)	(381,912)	(448,951)	(515,989)
	14,000	(136,205)	(196,557)	(263,194)	(329,832)	(396,607)	(463,646)	(530,684)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(117,663)	5%	10%	15%	20%	25%	30%	35%
	15.0%	170,402	102,288	34,164	(33,961)	(102,085)	(170,784)	(248,226)
	16.0%	130,566	64,549	(1,479)	(67,507)	(133,535)	(203,165)	(279,736)
Profit	17.0%	90,730	26,809	(37,122)	(101,053)	(165,318)	(237,099)	(311,246)
20.0%	18.0%	50,894	(10,930)	(72,765)	(134,600)	(199,548)	(271,033)	(342,757)
	19.0%	11,057	(48,670)	(108,408)	(168,601)	(235,906)	(304,968)	(374,267)
	20.0%	(28,779)	(86,410)	(144,051)	(205,627)	(272,264)	(338,902)	(405,777)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(117,663)	5%	10%	15%	20%	25%	30%	35%
	100,000	58,721	1,090	(56,551)	(118,127)	(184,764)	(251,402)	(318,277)
	110,000	48,721	(8,910)	(66,551)	(128,127)	(194,764)	(261,402)	(328,277)
BLV (£ per acre)	120,000	38,721	(18,910)	(76,551)	(138,127)	(204,764)	(271,402)	(338,277)
187,500	130,000	28,721	(28,910)	(86,551)	(148,127)	(214,764)	(281,402)	(348,277)
	140,000	18,721	(38,910)	(96,551)	(158,127)	(224,764)	(291,402)	(358,277)
	150,000	8,721	(48,910)	(106,551)	(168,127)	(234,764)	(301,402)	(368,277)
	160,000	(1,279)	(58,910)	(116,551)	(178,127)	(244,764)	(311,402)	(378,277)
	170,000	(11,279)	(68,910)	(126,551)	(188,127)	(254,764)	(321,402)	(388,277)
	180,000	(21,279)	(78,910)	(136,551)	(198,127)	(264,764)	(331,402)	(398,277)
	190,000	(31,279)	(88,910)	(146,551)	(208,127)	(274,764)	(341,402)	(408,277)
	200,000	(41,279)	(98,910)	(156,551)	(218,127)	(284,764)	(351,402)	(418,277)
	210,000	(51,279)	(108,910)	(166,551)	(228,127)	(294,764)	(361,402)	(428,277)
	220,000	(61,279)	(118,910)	(176,551)	(238,127)	(304,764)	(371,402)	(438,277)
	230,000	(71,279)	(128,910)	(186,551)	(248,127)	(314,764)	(381,402)	(448,277)
	240,000	(81,279)	(138,910)	(196,551)	(258,127)	(324,764)	(391,402)	(458,277)
	250,000	(91,279)	(148,910)	(206,551)	(268,127)	(334,764)	(401,402)	(468,277)

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Greenfield
Notes/Comments: Higher Density

TABLE 4 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(117,663)	5%	10%	15%	20%	25%	30%	35%
	30	(51,453)	(100,851)	(150,258)	(203,037)	(260,155)	(317,273)	(374,595)
	35	(28,779)	(86,410)	(144,051)	(205,627)	(272,264)	(338,902)	(405,777)
Density (dph)	40	(6,104)	(71,968)	(137,844)	(208,216)	(284,373)	(360,530)	(436,960)
35.0	45	16,570	(57,527)	(131,637)	(210,806)	(296,483)	(382,159)	(468,142)
	50	39,244	(43,085)	(125,430)	(213,395)	(308,592)	(403,788)	(499,324)
	55	61,919	(28,644)	(119,223)	(215,985)	(320,701)	(425,417)	(530,507)
	60	84,593	(14,202)	(113,016)	(218,574)	(332,810)	(447,046)	(561,689)
	65	107,268	239	(106,809)	(221,164)	(344,919)	(468,674)	(592,872)
	70	129,942	14,681	(100,602)	(223,754)	(357,028)	(490,303)	(624,054)
	75	152,617	29,122	(94,395)	(226,343)	(369,138)	(511,932)	(655,237)
	80	175,291	43,564	(88,188)	(228,933)	(381,247)	(533,561)	(686,419)

TABLE 5 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(117,663)	5%	10%	15%	20%	25%	30%	35%
	90%	240,165	187,108	133,970	80,700	27,351	(26,174)	(79,941)
	92%	186,651	132,718	78,692	24,551	(29,733)	(84,291)	(138,876)
Build Cost	94%	132,977	78,196	23,271	(31,774)	(87,112)	(142,462)	(201,140)
100%	96%	79,210	23,509	(32,295)	(88,406)	(144,519)	(204,402)	(269,273)
(105% = 5% increase)	98%	25,267	(31,296)	(88,172)	(145,049)	(205,897)	(271,652)	(337,406)
	100%	(28,779)	(86,410)	(144,051)	(205,627)	(272,264)	(338,902)	(405,777)
	102%	(83,120)	(141,525)	(203,590)	(271,110)	(338,631)	(406,369)	(474,295)
	104%	(137,471)	(199,786)	(268,190)	(336,594)	(405,184)	(473,999)	(542,814)
	106%	(194,217)	(263,504)	(332,791)	(402,223)	(471,926)	(541,629)	(611,332)
	108%	(257,051)	(327,221)	(397,486)	(468,077)	(538,668)	(609,259)	(680,060)
	110%	(319,885)	(390,972)	(462,451)	(533,931)	(605,410)	(676,971)	(748,966)
	112%	(382,719)	(455,050)	(527,417)	(599,784)	(672,152)	(744,984)	(817,872)

TABLE 6 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(117,663)	5%	10%	15%	20%	25%	30%	35%
	80%	(725,042)	(754,372)	(783,702)	(813,032)	(842,573)	(872,566)	(902,559)
	82%	(652,502)	(685,614)	(718,764)	(751,914)	(785,063)	(818,326)	(852,193)
Market Values	84%	(580,396)	(617,074)	(653,826)	(690,796)	(727,765)	(764,735)	(801,828)
100%	86%	(508,290)	(548,763)	(589,236)	(629,709)	(670,467)	(711,257)	(752,046)
(105% = 5% increase)	88%	(436,184)	(480,452)	(524,720)	(568,988)	(613,256)	(657,778)	(702,388)
	90%	(364,109)	(412,141)	(460,204)	(508,267)	(556,330)	(604,393)	(652,729)
	92%	(292,430)	(343,977)	(395,688)	(447,546)	(499,404)	(551,262)	(603,121)
	94%	(220,751)	(276,071)	(331,390)	(386,825)	(442,478)	(498,131)	(553,785)
	96%	(152,773)	(208,164)	(267,257)	(326,349)	(385,552)	(445,000)	(504,449)
	98%	(90,770)	(145,149)	(203,123)	(265,988)	(328,853)	(391,870)	(455,113)
	100%	(28,779)	(86,410)	(144,051)	(205,627)	(272,264)	(338,902)	(405,777)
	102%	32,891	(27,677)	(88,575)	(149,480)	(215,676)	(286,086)	(356,496)
	104%	94,429	30,747	(33,100)	(97,268)	(161,646)	(233,270)	(307,452)
	106%	155,805	89,066	22,111	(45,055)	(112,486)	(181,053)	(258,409)
	108%	217,074	147,212	77,242	6,984	(63,537)	(134,232)	(209,365)
	110%	278,193	205,292	132,157	58,916	(14,636)	(88,546)	(162,751)
	112%	339,313	263,194	187,073	110,642	34,051	(42,860)	(120,081)
	114%	400,276	321,097	241,761	162,327	82,666	2,695	(77,659)
	116%	461,175	378,903	296,447	213,895	131,121	48,136	(35,236)
	118%	522,075	436,598	351,120	265,364	179,576	93,455	7,042
	120%	582,974	494,292	405,609	316,832	227,847	138,679	49,238

TABLE 7 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(117,663)	5%	10%	15%	20%	25%	30%	35%
	5,000	34,097	(23,227)	(80,849)	(138,490)	(199,198)	(265,836)	(332,473)
	10,000	96,836	39,649	(17,674)	(75,288)	(132,930)	(192,770)	(259,407)
Grant (£ per unit)	15,000	159,415	102,367	45,201	(12,122)	(69,728)	(127,369)	(186,440)
-	20,000	221,852	164,946	107,897	50,754	(6,569)	(64,167)	(121,808)
	25,000	284,166	227,348	170,477	113,428	56,306	(1,017)	(58,606)
	30,000	346,448	289,662	232,844	176,008	118,959	61,858	4,535
	35,000	408,526	351,896	295,158	238,340	181,522	124,490	67,411
	40,000	470,604	413,974	357,344	300,654	243,836	187,018	130,021
	45,000	532,673	476,052	419,422	362,792	306,150	249,332	192,514
	50,000	594,546	538,061	481,500	424,870	368,240	311,610	254,828
	55,000	656,419	599,933	543,448	486,948	430,318	373,688	317,058

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF HMV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	52.5	70.0%	35.0	44%	87.5
3 bed House	40.0%	60.0	20.0%	10.0	35%	70.0
4 + bed House	25.0%	37.5	10.0%	5.0	21%	42.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	150.0	100.0%	50.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	3,675	39,557	2,450	26,372	6,125	65,929
3 bed House	6,120	65,875	1,020	10,979	7,140	76,854
4 + bed House	4,875	52,474	650	6,997	5,525	59,471
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	14,670	157,907	4,120	44,347	18,790	202,254
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	22,750,000
3 bed House	350,000	3,431	319	3,431	319	24,500,000
4 + bed House	445,000	3,423	318	3,423	318	18,912,500
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						66,162,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	52.5	@	260,000		13,650,000
3 bed House	60.0	@	350,000		21,000,000
4 + bed House	37.5	@	445,000		16,687,500
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	150.0				51,337,500
Affordable Rent GDV -					
2 bed House	10.5	@	182,000		1,911,000
3 bed House	3.0	@	245,000		735,000
4 + bed House	1.5	@	311,500		467,250
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	15.0				3,113,250
Social Rent GDV -					
2 bed House	15.8	@	130,000		2,047,500
3 bed House	4.5	@	175,000		787,500
4 + bed House	2.3	@	222,500		500,625
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	22.5				3,335,625
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	182,000		1,592,500
3 bed House	2.5	@	245,000		612,500
4 + bed House	1.3	@	311,500		389,375
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	12.5	50.0			2,594,375
Sub-total GDV Residential	**200**				**60,380,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	5,781,750
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**60,380,750**

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Scheme Typology: Houses — No Units: 200
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			14,670	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				18,790	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				6,125	sqm @		1,710	psm			(10,473,750)
3 bed House				7,140	sqm @		1,710	psm			(12,209,400)
3 bed House (EXC. garage)				5,507	sqm @		1,710	psm			(9,416,970)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	60.0	50%		18	sqm @		653	psm			(352,620)
Garages for 4B House	37.5	100%		18	sqm @		653	psm			(440,775)
Garages for 5B House	-	-		0	sqm @		653	psm			-
Total GIA check:				18,790	£ per garage		£11,754				
External works				32,862,735	@		15.0%				(4,929,410)
Ext. Works analysis:							24,647	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		1,137	£ per unit			(227,400)
M4(2) Category 2 Housing	Aff units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		150	units @		100%	@	1,400	£ per unit		(210,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		150	units @		5%	@	26,816	£ per unit		(201,120)
Part L/FHS			200	units @				8,760	£ per unit		(1,752,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			200	units @				1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(2,660,520)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				40,452,665	@		3.0%				(1,213,580)

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Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

Professional Fees		40,452,665	@	7.0%			(2,831,687)
Disposal Costs -							
OMS Marketing and Promotion		51,337,500	OMS @	3.00%	7,701	£ per unit	(1,540,125)
Residential Sales Agent Costs		51,337,500	OMS @	1.00%	2,567	£ per unit	(513,375)
Residential Sales Legal Costs		51,337,500	OMS @	0.25%	642	£ per unit	(128,344)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		200 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,959	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(178,325)
Developers Profit -							
Profit on OMS		51,337,500		20.00%			(10,267,500)
Margin on AH		9,043,250		6.00%	on AH values		(542,595)
Profit analysis:		60,380,750		17.90%	blended GDV	(10,810,095)	
		48,207,041		22.42%	on costs	(10,810,095)	
TOTAL COSTS							**(59,017,136)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							1,363,614
SDLT		1,363,614	@	HMRC formula			(57,681)
Acquisition Agent fees		1,363,614	@	1.0%			(13,636)
Acquisition Legal fees		1,363,614	@	0.5%			(6,818)
Interest on Land		1,363,614	@	7.00%			(95,453)
Residual Land Value							**1,190,026**
RLV analysis:	5,950 £ per plot	208,255	£ per ha (net)	84,279	£ per acre (net)		
		166,604	£ per ha (gross)	67,424	£ per acre (gross)		
				1.97%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		7.14	ha (gross)	17.65	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**2,647,500**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(255,058)**	£ per ha (net)	**(103,221)**	£ per acre (net)		**(1,457,474)**

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Scheme Typology: Houses — No Units: 200
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(103,221)	10%	15%	20%	25%	30%	35%	40%
	-	52,714	23,495	(5,731)	(35,010)	(64,288)	(93,621)	(122,979)
	1,000	40,348	11,130	(18,121)	(47,400)	(76,689)	(106,040)	(135,428)
Site Specific S106	2,000	27,983	(1,235)	(30,512)	(59,791)	(89,107)	(118,459)	(147,877)
5,500	3,000	15,618	(13,623)	(42,902)	(72,181)	(101,526)	(130,890)	(160,326)
	4,000	3,253	(26,014)	(55,293)	(84,593)	(113,944)	(143,339)	(172,840)
	5,000	(9,126)	(38,405)	(67,683)	(97,011)	(126,363)	(155,788)	(185,933)
	6,000	(21,516)	(50,795)	(80,078)	(109,430)	(138,801)	(168,237)	(200,218)
	7,000	(33,907)	(63,186)	(92,497)	(121,848)	(151,250)	(181,100)	(214,664)
	8,000	(46,297)	(75,576)	(104,915)	(134,267)	(163,699)	(194,936)	(229,137)
	9,000	(58,688)	(87,982)	(117,334)	(146,711)	(176,311)	(209,366)	(243,609)
	10,000	(71,078)	(100,401)	(129,752)	(159,161)	(189,653)	(223,809)	(258,110)
	11,000	(83,469)	(112,820)	(142,173)	(171,616)	(204,083)	(238,281)	(272,626)
	12,000	(95,887)	(125,238)	(154,622)	(184,647)	(218,514)	(252,753)	(287,156)
	13,000	(108,305)	(137,657)	(167,071)	(198,801)	(232,954)	(267,246)	(301,720)
	14,000	(120,724)	(150,084)	(179,846)	(213,231)	(247,426)	(281,762)	(316,293)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(103,221)	10%	15%	20%	25%	30%	35%	40%
	15.0%	173,377	133,615	93,853	54,028	14,189	(25,731)	(65,718)
	16.0%	135,637	97,972	60,307	22,578	(15,164)	(52,987)	(90,878)
Profit	17.0%	97,898	62,329	26,760	(8,872)	(44,517)	(80,243)	(116,037)
20.0%	18.0%	60,158	26,686	(6,786)	(40,321)	(73,870)	(107,500)	(141,197)
	19.0%	22,419	(8,957)	(40,332)	(71,771)	(103,223)	(134,756)	(166,357)
	20.0%	(15,321)	(44,600)	(73,879)	(103,221)	(132,576)	(162,013)	(193,003)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(103,221)	10%	15%	20%	25%	30%	35%	40%
	100,000	72,179	42,900	13,621	(15,721)	(45,076)	(74,513)	(105,503)
	110,000	62,179	32,900	3,621	(25,721)	(55,076)	(84,513)	(115,503)
BLV (£ per acre)	120,000	52,179	22,900	(6,379)	(35,721)	(65,076)	(94,513)	(125,503)
187,500	130,000	42,179	12,900	(16,379)	(45,721)	(75,076)	(104,513)	(135,503)
	140,000	32,179	2,900	(26,379)	(55,721)	(85,076)	(114,513)	(145,503)
	150,000	22,179	(7,100)	(36,379)	(65,721)	(95,076)	(124,513)	(155,503)
	160,000	12,179	(17,100)	(46,379)	(75,721)	(105,076)	(134,513)	(165,503)
	170,000	2,179	(27,100)	(56,379)	(85,721)	(115,076)	(144,513)	(175,503)
	180,000	(7,821)	(37,100)	(66,379)	(95,721)	(125,076)	(154,513)	(185,503)
	190,000	(17,821)	(47,100)	(76,379)	(105,721)	(135,076)	(164,513)	(195,503)
	200,000	(27,821)	(57,100)	(86,379)	(115,721)	(145,076)	(174,513)	(205,503)
	210,000	(37,821)	(67,100)	(96,379)	(125,721)	(155,076)	(184,513)	(215,503)
	220,000	(47,821)	(77,100)	(106,379)	(135,721)	(165,076)	(194,513)	(225,503)
	230,000	(57,821)	(87,100)	(116,379)	(145,721)	(175,076)	(204,513)	(235,503)
	240,000	(67,821)	(97,100)	(126,379)	(155,721)	(185,076)	(214,513)	(245,503)
	250,000	(77,821)	(107,100)	(136,379)	(165,721)	(195,076)	(224,513)	(255,503)

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Scheme Typology: Houses — No Units: 200
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(103,221)	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	30	(39,918)	(65,014)	(90,110)	(115,260)	(140,422)	(165,654)	(192,217)
	35	(15,321)	(44,600)	(73,879)	(103,221)	(132,576)	(162,013)	(193,003)
Density (dph)	40	9,276	(24,185)	(57,647)	(91,181)	(124,730)	(158,372)	(193,789)
35.0	45	33,873	(3,771)	(41,415)	(79,141)	(116,883)	(154,730)	(194,575)
	50	58,470	16,643	(25,184)	(67,101)	(109,037)	(151,089)	(195,361)
	55	83,067	37,057	(8,952)	(55,061)	(101,191)	(147,448)	(196,148)
	60	107,664	57,472	7,279	(43,021)	(93,345)	(143,807)	(196,934)
	65	132,261	77,886	23,511	(30,981)	(85,498)	(140,166)	(197,720)
	70	156,858	98,300	39,743	(18,941)	(77,652)	(136,525)	(198,506)
	75	181,455	118,715	55,974	(6,901)	(69,806)	(132,884)	(199,292)
	80	206,052	139,129	72,206	5,139	(61,959)	(129,243)	(200,078)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(103,221)	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	90%	242,131	210,937	179,743	148,539	117,305	86,072	54,839
	92%	190,764	159,952	129,131	98,311	67,490	36,641	5,769
Build Cost	94%	139,308	108,899	78,491	48,051	17,593	(12,866)	(43,372)
100%	96%	87,842	57,808	27,763	(2,283)	(32,365)	(62,472)	(92,614)
(105% = 5% increase)	98%	36,279	6,647	(23,014)	(52,707)	(82,411)	(112,178)	(141,986)
	100%	(15,321)	(44,600)	(73,879)	(103,221)	(132,576)	(162,013)	(193,003)
	102%	(67,014)	(95,924)	(124,861)	(153,852)	(183,408)	(216,693)	(250,496)
	104%	(118,810)	(147,356)	(176,117)	(208,163)	(241,398)	(274,765)	(308,309)
	106%	(170,714)	(201,568)	(234,264)	(267,071)	(300,006)	(333,153)	(366,571)
	108%	(229,117)	(261,379)	(293,748)	(326,267)	(358,978)	(391,990)	(425,440)
	110%	(289,474)	(321,419)	(353,507)	(385,811)	(418,405)	(451,462)	(485,227)
	112%	(350,076)	(381,756)	(413,646)	(445,843)	(478,483)	(511,864)	(546,248)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(103,221)	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	80%	(676,565)	(674,102)	(671,650)	(669,199)	(666,747)	(664,296)	(661,956)
	82%	(604,200)	(605,669)	(607,139)	(608,608)	(610,092)	(611,688)	(613,283)
Market Values	84%	(532,346)	(537,478)	(542,814)	(548,304)	(553,794)	(559,283)	(564,773)
100%	86%	(462,329)	(470,872)	(479,564)	(488,430)	(497,565)	(507,020)	(516,530)
(105% = 5% increase)	88%	(393,457)	(405,526)	(417,695)	(430,006)	(442,483)	(455,215)	(468,318)
	90%	(325,295)	(340,954)	(356,680)	(372,504)	(388,457)	(404,599)	(420,996)
	92%	(257,606)	(276,862)	(296,191)	(315,589)	(335,090)	(354,726)	(374,562)
	94%	(190,228)	(213,131)	(236,056)	(259,066)	(282,154)	(305,346)	(328,689)
	96%	(131,048)	(154,002)	(177,176)	(202,834)	(229,522)	(256,302)	(283,214)
	98%	(73,122)	(99,240)	(125,372)	(151,552)	(177,988)	(207,506)	(238,003)
	100%	(15,321)	(44,600)	(73,879)	(103,221)	(132,576)	(162,013)	(193,003)
	102%	42,380	9,957	(22,500)	(54,990)	(87,507)	(120,077)	(152,719)
	104%	100,038	64,428	28,801	(6,826)	(42,524)	(78,231)	(114,020)
	106%	157,602	118,837	80,068	41,237	2,405	(36,480)	(75,393)
	108%	215,161	173,203	131,240	89,277	47,264	5,228	(36,858)
	110%	272,627	227,529	182,407	137,246	92,085	46,883	1,643
	112%	330,094	281,802	233,511	185,216	136,857	88,498	40,093
	114%	387,540	336,076	284,592	233,109	181,625	130,072	78,515
	116%	444,923	390,307	335,673	280,997	226,321	171,644	116,891
	118%	502,306	444,502	386,697	328,886	271,017	213,148	155,266
	120%	559,689	498,697	437,705	376,712	315,713	254,651	193,590

TABLE 7

Balance (RLV - BLV £ per acre (n))	(103,221)	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	5,000	46,612	17,393	(11,841)	(41,120)	(70,399)	(99,743)	(129,114)
	10,000	108,487	79,300	50,081	20,862	(8,362)	(37,641)	(66,920)
Grant (£ per unit)	15,000	170,276	141,104	111,933	82,762	53,550	24,331	(4,888)
-	20,000	232,023	202,888	173,722	144,550	115,379	86,208	57,019
	25,000	293,705	264,569	235,434	206,298	177,162	147,996	118,825
	30,000	355,385	326,251	297,116	267,980	238,844	209,708	180,572
	35,000	416,972	387,859	358,747	329,634	300,521	271,390	242,254
	40,000	478,560	449,447	420,334	391,221	362,109	332,996	303,883
	45,000	540,147	511,035	481,922	452,809	423,696	394,584	365,471
	50,000	601,653	572,551	543,449	514,347	485,245	456,143	427,041
	55,000	663,158	634,056	604,954	575,852	546,750	517,648	488,546

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF HMV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	70.0	44%	175.0
3 bed House	40.0%	120.0	20.0%	20.0	35%	140.0
4 + bed House	25.0%	75.0	10.0%	10.0	21%	85.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	100.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	4,900	52,743	12,250	131,858
3 bed House	12,240	131,750	2,040	21,958	14,280	153,709
4 + bed House	9,750	104,948	1,300	13,993	11,050	118,941
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	29,340	315,813	8,240	88,695	37,580	404,508
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	45,500,000
3 bed House	350,000	3,431	319	3,431	319	49,000,000
4 + bed House	445,000	3,423	318	3,423	318	37,825,000
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						132,325,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	260,000		27,300,000
3 bed House	120.0	@	350,000		42,000,000
4 + bed House	75.0	@	445,000		33,375,000
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	300.0				102,675,000
Affordable Rent GDV -					
2 bed House	21.0	@	182,000		3,822,000
3 bed House	6.0	@	245,000		1,470,000
4 + bed House	3.0	@	311,500		934,500
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	30.0				6,226,500
Social Rent GDV -					
2 bed House	31.5	@	130,000		4,095,000
3 bed House	9.0	@	175,000		1,575,000
4 + bed House	4.5	@	222,500		1,001,250
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	45.0				6,671,250
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	182,000		3,185,000
3 bed House	5.0	@	245,000		1,225,000
4 + bed House	2.5	@	311,500		778,750
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	25.0	100.0			5,188,750
Sub-total GDV Residential	**400**				**120,761,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	11,563,500
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	400	units @	0	per unit	-
Total GDV					**120,761,500**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			29,340	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				37,580	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			400	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				12,250	sqm @		1,710	psm			(20,947,500)
3 bed House				14,280	sqm @		1,710	psm			(24,418,800)
3 bed House (EXC. garage)				11,032	sqm @		1,710	psm			(18,864,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0		50%	18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0		100%	18	sqm @		653	psm			(881,550)
Garages for 5B House	-		-	0	sqm @		653	psm			-
Total GIA check:				37,580		£ per garage	£11,754				
External works				65,787,030	@		15.0%				(9,868,055)
Ext. Works analysis:							24,670	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		1,137	£ per unit			(454,800)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		300	units @		5%	@	26,816	£ per unit		(402,240)
Part L/FHS			400	units @				8,760	£ per unit		(3,504,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			400	units @				1,000	£ per unit		(400,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(5,321,040)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				80,976,125	@		3.0%				(2,429,284)

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Scheme Typology:	**Houses**	No Units:	**400**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		80,976,125	@	7.0%			(5,668,329)
Disposal Costs -							
OMS Marketing and Promotion		102,675,000	OMS @	3.00%	7,701	£ per unit	(3,080,250)
Residential Sales Agent Costs		102,675,000	OMS @	1.00%	2,567	£ per unit	(1,026,750)
Residential Sales Legal Costs		102,675,000	OMS @	0.25%	642	£ per unit	(256,688)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,934	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(607,742)
Developers Profit -							
Profit on OMS		102,675,000		20.00%			(20,535,000)
Margin on AH		18,086,500		6.00%	on AH values		(1,085,190)
Profit analysis:		120,761,500		17.90%	blended GDV	(21,620,190)	
		96,645,306		22.37%	on costs	(21,620,190)	
TOTAL COSTS							**(118,265,496)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							2,496,004
SDLT		2,496,004	@	HMRC formula			(114,300)
Acquisition Agent fees		2,496,004	@	1.0%			(24,960)
Acquisition Legal fees		2,496,004	@	0.5%			(12,480)
Interest on Land		2,496,004	@	7.00%			(174,720)
Residual Land Value							**2,169,543**
RLV analysis:	5,424 £ per plot	189,835	£ per ha (net)	76,825	£ per acre (net)		
		151,868	£ per ha (gross)	61,460	£ per acre (gross)		
				1.80%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		14.29	ha (gross)	35.30	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**5,295,000**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(273,477)**	£ per ha (net)	**(110,675)**	£ per acre (net)		**(3,125,457)**

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(110,675)	10%	15%	20%	25%	30%	35%	40%
	-	45,254	16,336	(12,587)	(41,545)	(70,524)	(99,534)	(128,593)
	1,000	32,742	3,824	(25,124)	(54,083)	(83,087)	(112,125)	(141,213)
Site Specific S106	2,000	20,230	(8,703)	(37,661)	(66,647)	(95,661)	(124,720)	(153,842)
5,500	3,000	7,718	(21,240)	(50,206)	(79,211)	(108,252)	(137,341)	(166,493)
	4,000	(4,820)	(33,778)	(62,770)	(91,788)	(120,847)	(149,966)	(179,162)
	5,000	(17,357)	(46,330)	(75,334)	(104,379)	(133,468)	(162,617)	(192,953)
	6,000	(29,894)	(58,893)	(87,915)	(116,975)	(146,091)	(175,280)	(207,652)
	7,000	(42,453)	(71,457)	(100,506)	(129,595)	(158,741)	(188,464)	(222,373)
	8,000	(55,016)	(84,041)	(113,102)	(142,215)	(171,398)	(203,152)	(237,119)
	9,000	(67,580)	(96,633)	(125,722)	(154,865)	(184,275)	(217,858)	(251,899)
	10,000	(80,168)	(109,229)	(138,343)	(167,516)	(198,653)	(232,597)	(266,717)
	11,000	(92,760)	(121,849)	(150,990)	(180,223)	(213,352)	(247,365)	(281,570)
	12,000	(105,356)	(134,470)	(163,640)	(194,153)	(228,082)	(262,159)	(296,462)
	13,000	(117,977)	(147,114)	(176,315)	(208,853)	(242,830)	(276,985)	(311,398)
	14,000	(130,597)	(159,764)	(189,661)	(223,567)	(257,610)	(291,850)	(326,381)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(110,675)	10%	15%	20%	25%	30%	35%	40%
	15.0%	165,073	125,603	86,113	46,574	6,987	(32,660)	(72,403)
	16.0%	127,333	89,960	52,566	15,124	(22,366)	(59,917)	(97,563)
Profit	17.0%	89,594	54,317	19,020	(16,326)	(51,719)	(87,173)	(122,723)
20.0%	18.0%	51,854	18,674	(14,526)	(47,775)	(81,072)	(114,430)	(147,883)
	19.0%	14,114	(16,969)	(48,073)	(79,225)	(110,425)	(141,686)	(173,042)
	20.0%	(23,625)	(52,611)	(81,619)	(110,675)	(139,778)	(168,942)	(200,302)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(110,675)	10%	15%	20%	25%	30%	35%	40%
	100,000	63,875	34,889	5,881	(23,175)	(52,278)	(81,442)	(112,802)
	110,000	53,875	24,889	(4,119)	(33,175)	(62,278)	(91,442)	(122,802)
BLV (£ per acre)	120,000	43,875	14,889	(14,119)	(43,175)	(72,278)	(101,442)	(132,802)
187,500	130,000	33,875	4,889	(24,119)	(53,175)	(82,278)	(111,442)	(142,802)
	140,000	23,875	(5,111)	(34,119)	(63,175)	(92,278)	(121,442)	(152,802)
	150,000	13,875	(15,111)	(44,119)	(73,175)	(102,278)	(131,442)	(162,802)
	160,000	3,875	(25,111)	(54,119)	(83,175)	(112,278)	(141,442)	(172,802)
	170,000	(6,125)	(35,111)	(64,119)	(93,175)	(122,278)	(151,442)	(182,802)
	180,000	(16,125)	(45,111)	(74,119)	(103,175)	(132,278)	(161,442)	(192,802)
	190,000	(26,125)	(55,111)	(84,119)	(113,175)	(142,278)	(171,442)	(202,802)
	200,000	(36,125)	(65,111)	(94,119)	(123,175)	(152,278)	(181,442)	(212,802)
	210,000	(46,125)	(75,111)	(104,119)	(133,175)	(162,278)	(191,442)	(222,802)
	220,000	(56,125)	(85,111)	(114,119)	(143,175)	(172,278)	(201,442)	(232,802)
	230,000	(66,125)	(95,111)	(124,119)	(153,175)	(182,278)	(211,442)	(242,802)
	240,000	(76,125)	(105,111)	(134,119)	(163,175)	(192,278)	(221,442)	(252,802)
	250,000	(86,125)	(115,111)	(144,119)	(173,175)	(202,278)	(231,442)	(262,802)

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(110,675)	10%	15%	20%	25%	30%	35%	40%
	30	(47,036)	(71,881)	(96,745)	(121,650)	(146,595)	(171,593)	(198,473)
	35	(23,625)	(52,611)	(81,619)	(110,675)	(139,778)	(168,942)	(200,302)
Density (dph)	40	(215)	(33,342)	(66,493)	(99,700)	(132,961)	(166,291)	(202,131)
35.0	45	23,196	(14,072)	(51,367)	(88,725)	(126,143)	(163,640)	(203,960)
	50	46,607	5,198	(36,241)	(77,750)	(119,326)	(160,989)	(205,789)
	55	70,018	24,468	(21,115)	(66,775)	(112,508)	(158,338)	(207,618)
	60	93,428	43,737	(5,990)	(55,800)	(105,691)	(155,687)	(209,447)
	65	116,839	63,007	9,136	(44,825)	(98,873)	(153,036)	(211,276)
	70	140,250	82,277	24,262	(33,850)	(92,056)	(150,385)	(213,104)
	75	163,660	101,547	39,388	(22,875)	(85,239)	(147,734)	(214,933)
	80	187,071	120,817	54,514	(11,900)	(78,421)	(145,083)	(216,762)

TABLE 5 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(110,675)	10%	15%	20%	25%	30%	35%	40%
	90%	236,680	205,791	174,902	144,013	113,113	82,203	51,293
	92%	184,827	154,332	123,838	93,343	62,825	32,304	1,772
Build Cost	94%	132,884	102,779	72,675	42,557	12,421	(17,724)	(47,897)
100%	96%	80,837	51,119	21,396	(8,358)	(38,121)	(67,917)	(97,749)
(105% = 5% increase)	98%	28,672	(664)	(30,035)	(59,418)	(88,842)	(118,308)	(147,826)
	100%	(23,625)	(52,611)	(81,619)	(110,675)	(139,778)	(168,942)	(200,302)
	102%	(76,091)	(104,726)	(133,418)	(162,162)	(191,953)	(225,392)	(258,987)
	104%	(128,746)	(157,074)	(185,739)	(218,499)	(251,550)	(284,784)	(318,275)
	106%	(181,723)	(213,578)	(246,115)	(278,783)	(311,660)	(344,828)	(378,410)
	108%	(242,657)	(274,805)	(307,108)	(339,638)	(372,474)	(405,778)	(439,790)
	110%	(304,577)	(336,521)	(368,708)	(401,235)	(434,255)	(468,042)	(503,089)
	112%	(367,028)	(398,879)	(431,107)	(463,865)	(497,431)	(532,319)	(569,552)

TABLE 6 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(110,675)	10%	15%	20%	25%	30%	35%	40%
	80%	(717,453)	(714,680)	(711,947)	(709,287)	(706,671)	(704,141)	(701,724)
	82%	(636,168)	(637,704)	(639,335)	(640,983)	(642,705)	(644,479)	(646,384)
Market Values	84%	(556,896)	(562,014)	(567,504)	(573,448)	(579,473)	(585,553)	(591,719)
100%	86%	(482,257)	(490,587)	(499,135)	(507,991)	(517,268)	(527,168)	(537,660)
(105% = 5% increase)	88%	(410,303)	(422,078)	(433,996)	(446,108)	(458,491)	(471,253)	(484,579)
	90%	(339,944)	(355,263)	(370,679)	(386,241)	(401,982)	(417,986)	(434,360)
	92%	(270,606)	(289,520)	(308,511)	(327,609)	(346,838)	(366,260)	(385,940)
	94%	(201,956)	(224,499)	(247,104)	(269,786)	(292,577)	(315,505)	(338,636)
	96%	(140,676)	(163,324)	(186,327)	(212,521)	(238,913)	(265,410)	(292,062)
	98%	(82,034)	(107,843)	(133,697)	(159,596)	(185,832)	(215,774)	(245,997)
	100%	(23,625)	(52,611)	(81,619)	(110,675)	(139,778)	(168,942)	(200,302)
	102%	34,594	2,445	(29,744)	(61,956)	(94,210)	(126,523)	(158,913)
	104%	92,673	57,341	21,989	(13,390)	(48,812)	(84,278)	(119,807)
	106%	150,634	112,123	73,603	35,046	(3,538)	(42,160)	(80,840)
	108%	208,495	166,809	125,114	83,384	41,634	(148)	(41,989)
	110%	266,276	221,419	176,541	131,642	86,719	41,770	(3,234)
	112%	323,996	275,965	227,900	179,834	131,732	83,616	35,448
	114%	381,667	330,437	279,208	227,963	176,689	125,396	74,070
	116%	439,269	384,876	330,471	276,038	221,604	167,127	112,632
	118%	496,856	439,270	381,678	324,086	266,459	208,822	151,147
	120%	554,379	493,627	432,872	372,080	311,289	250,473	189,632

TABLE 7 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(110,675)	10%	15%	20%	25%	30%	35%	40%
	5,000	39,081	10,164	(18,770)	(47,729)	(76,718)	(105,741)	(134,813)
	10,000	101,618	72,741	43,858	14,970	(13,948)	(42,874)	(71,832)
Grant (£ per unit)	15,000	163,996	135,165	106,312	77,457	48,603	19,728	(9,156)
-	20,000	226,256	197,442	168,626	139,794	110,963	82,132	53,297
	25,000	288,415	259,613	230,811	202,002	173,188	144,374	115,561
	30,000	350,489	321,694	292,898	264,098	235,296	206,494	177,692
	35,000	412,484	383,689	354,893	326,098	297,302	268,507	239,711
	40,000	474,403	445,609	416,814	388,019	359,225	330,430	301,636
	45,000	536,277	507,478	478,678	449,879	421,080	392,281	363,481
	50,000	598,102	569,303	540,503	511,693	482,884	454,074	425,265
	55,000	659,871	631,061	602,252	573,442	544,633	515,824	487,003

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF HMV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	157.5	70.0%	105.0	44%	262.5
3 bed House	40.0%	180.0	20.0%	30.0	35%	210.0
4 + bed House	25.0%	112.5	10.0%	15.0	21%	127.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	450.0	100.0%	150.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	11,025	118,672	7,350	79,115	18,375	197,787
3 bed House	18,360	197,625	3,060	32,938	21,420	230,563
4 + bed House	14,625	157,422	1,950	20,990	16,575	178,412
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	44,010	473,720	12,360	133,042	56,370	606,762
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	68,250,000
3 bed House	350,000	3,431	319	3,431	319	73,500,000
4 + bed House	445,000	3,423	318	3,423	318	56,737,500
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						198,487,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	157.5	@	260,000		40,950,000
3 bed House	180.0	@	350,000		63,000,000
4 + bed House	112.5	@	445,000		50,062,500
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	450.0				154,012,500
Affordable Rent GDV -					
2 bed House	31.5	@	182,000		5,733,000
3 bed House	9.0	@	245,000		2,205,000
4 + bed House	4.5	@	311,500		1,401,750
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	45.0				9,339,750
Social Rent GDV -					
2 bed House	47.3	@	130,000		6,142,500
3 bed House	13.5	@	175,000		2,362,500
4 + bed House	6.8	@	222,500		1,501,875
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	67.5				10,006,875
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	26.3	@	182,000		4,777,500
3 bed House	7.5	@	245,000		1,837,500
4 + bed House	3.8	@	311,500		1,168,125
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	37.5	150.0			7,783,125
Sub-total GDV Residential	**600**				**181,142,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	17,345,250
	308 £ psm (total GIA sqm)			28,909 £ per unit (total units)	
Grant	600	units @	0	per unit	-
Total GDV					**181,142,250**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£		(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£		(406,005)
CIL (Mrkt only inc. garages)	Max			44,010	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				600	units @		5,500	per unit			(3,300,000)
	Sub-total									(3,300,000)	
S106 analysis:	192,500	£ per ha		1.82%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				56,370	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				17.14	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			600	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				18,375	sqm @		1,710	psm			(31,421,250)
3 bed House				21,420	sqm @		1,710	psm			(36,628,200)
3 bed House (EXC. garage)				16,557	sqm @		1,710	psm			(28,312,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	180.0	50%		18	sqm @		653	psm			(1,057,860)
Garages for 4B House	112.5	100%		18	sqm @		653	psm			(1,322,325)
Garages for 5B House	-	-		0	sqm @		653	psm			-
Total GIA check:				56,370		£ per garage	£11,754				
External works				98,711,325	@		15.0%				(14,806,699)
Ext. Works analysis:							24,678	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				600	units @		1,137	£ per unit			(682,200)
M4(2) Category 2 Housing	Aff units		150	units @		100%	@	1,400	£ per unit		(210,000)
M4(2) Category 2 Housing	OMS units		450	units @		100%	@	1,400	£ per unit		(630,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		450	units @		5%	@	26,816	£ per unit		(603,360)
Part L/FHS			600	units @				8,760	£ per unit		(5,256,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			600	units @				1,000	£ per unit		(600,000)
EV Charging Points - Flats			-	units @			4 flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(7,981,560)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				121,499,584	@		3.0%				(3,644,988)

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Scheme Typology:	**Houses**	No Units:	**600**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		121,499,584	@	7.0%			(8,504,971)
Disposal Costs -							
OMS Marketing and Promotion		154,012,500	OMS @	3.00%	7,701	£ per unit	(4,620,375)
Residential Sales Agent Costs		154,012,500	OMS @	1.00%	2,567	£ per unit	(1,540,125)
Residential Sales Legal Costs		154,012,500	OMS @	0.25%	642	£ per unit	(385,031)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					10,926	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(638,356)
Developers Profit -							
Profit on OMS		154,012,500		20.00%			(30,802,500)
Margin on AH		27,129,750		6.00%	on AH values		(1,627,785)
Profit analysis:		181,142,250		17.90%	blended GDV	(32,430,285)	
		144,684,769		22.41%	on costs	(32,430,285)	
TOTAL COSTS							**(177,115,054)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							4,027,196
SDLT		4,027,196	@	HMRC formula			(190,860)
Acquisition Agent fees		4,027,196	@	1.0%			(40,272)
Acquisition Legal fees		4,027,196	@	0.5%			(20,136)
Interest on Land		4,027,196	@	7.00%			(281,904)
Residual Land Value							**3,494,024**
RLV analysis:	5,823 £ per plot	203,818	£ per ha (net)	82,484	£ per acre (net)		
		163,054	£ per ha (gross)	65,987	£ per acre (gross)		
				1.93%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		21.43	ha (gross)	52.95	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	13,238 £ per plot	463,313	£ per ha (net)	187,500	£ per acre (net)		**7,942,500**
BLV analysis:		370,650	£ per ha (gross)	150,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(259,494)**	£ per ha (net)	**(105,016)**	£ per acre (net)		**(4,448,476)**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(105,016)	10%	15%	20%	25%	30%	35%	40%
	-	50,725	21,691	(7,370)	(36,436)	(65,528)	(94,646)	(123,796)
	1,000	38,303	9,253	(19,808)	(48,892)	(77,994)	(107,126)	(136,298)
Site Specific S106	2,000	25,875	(3,185)	(32,256)	(61,348)	(90,468)	(119,618)	(148,810)
5,500	3,000	13,437	(15,624)	(44,712)	(73,816)	(102,948)	(132,118)	(161,337)
	4,000	999	(28,077)	(57,168)	(86,290)	(115,440)	(144,630)	(173,872)
	5,000	(11,441)	(40,532)	(69,638)	(98,770)	(127,937)	(157,152)	(186,626)
	6,000	(23,897)	(52,988)	(82,112)	(111,262)	(140,449)	(169,685)	(201,074)
	7,000	(36,352)	(65,461)	(94,592)	(123,757)	(152,967)	(182,237)	(215,617)
	8,000	(48,809)	(77,934)	(107,084)	(136,269)	(165,500)	(196,217)	(230,183)
	9,000	(61,283)	(90,413)	(119,577)	(148,782)	(178,042)	(210,756)	(244,772)
	10,000	(73,756)	(102,906)	(132,088)	(161,315)	(191,366)	(225,313)	(259,383)
	11,000	(86,235)	(115,399)	(144,601)	(173,850)	(205,899)	(239,886)	(274,018)
	12,000	(98,728)	(127,908)	(157,130)	(186,603)	(220,443)	(254,480)	(288,681)
	13,000	(111,221)	(140,420)	(169,662)	(201,042)	(235,008)	(269,100)	(303,373)
	14,000	(123,727)	(152,944)	(182,214)	(215,581)	(249,593)	(283,744)	(318,098)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(105,016)	10%	15%	20%	25%	30%	35%	40%
	15.0%	171,029	131,455	91,856	52,232	12,572	(27,137)	(66,906)
	16.0%	133,290	95,812	58,310	20,783	(16,781)	(54,393)	(92,066)
Profit	17.0%	95,550	60,169	24,764	(10,667)	(46,134)	(81,649)	(117,226)
20.0%	18.0%	57,810	24,526	(8,783)	(42,117)	(75,487)	(108,906)	(142,386)
	19.0%	20,071	(11,117)	(42,329)	(73,566)	(104,840)	(136,162)	(167,545)
	20.0%	(17,669)	(46,760)	(75,875)	(105,016)	(134,193)	(163,419)	(193,804)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(105,016)	10%	15%	20%	25%	30%	35%	40%
	100,000	69,831	40,740	11,625	(17,516)	(46,693)	(75,919)	(106,304)
	110,000	59,831	30,740	1,625	(27,516)	(56,693)	(85,919)	(116,304)
BLV (£ per acre)	120,000	49,831	20,740	(8,375)	(37,516)	(66,693)	(95,919)	(126,304)
187,500	130,000	39,831	10,740	(18,375)	(47,516)	(76,693)	(105,919)	(136,304)
	140,000	29,831	740	(28,375)	(57,516)	(86,693)	(115,919)	(146,304)
	150,000	19,831	(9,260)	(38,375)	(67,516)	(96,693)	(125,919)	(156,304)
	160,000	9,831	(19,260)	(48,375)	(77,516)	(106,693)	(135,919)	(166,304)
	170,000	(169)	(29,260)	(58,375)	(87,516)	(116,693)	(145,919)	(176,304)
	180,000	(10,169)	(39,260)	(68,375)	(97,516)	(126,693)	(155,919)	(186,304)
	190,000	(20,169)	(49,260)	(78,375)	(107,516)	(136,693)	(165,919)	(196,304)
	200,000	(30,169)	(59,260)	(88,375)	(117,516)	(146,693)	(175,919)	(206,304)
	210,000	(40,169)	(69,260)	(98,375)	(127,516)	(156,693)	(185,919)	(216,304)
	220,000	(50,169)	(79,260)	(108,375)	(137,516)	(166,693)	(195,919)	(226,304)
	230,000	(60,169)	(89,260)	(118,375)	(147,516)	(176,693)	(205,919)	(236,304)
	240,000	(70,169)	(99,260)	(128,375)	(157,516)	(186,693)	(215,919)	(246,304)
	250,000	(80,169)	(109,260)	(138,375)	(167,516)	(196,693)	(225,919)	(256,304)

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Scheme Typology: Houses — No Units: 600
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(105,016)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	30	(41,930)	(66,866)	(91,822)	(116,799)	(141,809)	(166,859)	(192,903)
	35	(17,669)	(46,760)	(75,875)	(105,016)	(134,193)	(163,419)	(193,804)
Density (dph)	40	6,593	(26,654)	(59,929)	(93,233)	(126,578)	(159,978)	(194,704)
35.0	45	30,854	(6,548)	(43,982)	(81,449)	(118,963)	(156,538)	(195,605)
	50	55,116	13,557	(28,036)	(69,666)	(111,348)	(153,098)	(196,506)
	55	79,378	33,663	(12,090)	(57,882)	(103,732)	(149,658)	(197,406)
	60	103,639	53,769	3,857	(46,099)	(96,117)	(146,218)	(198,307)
	65	127,901	73,874	19,803	(34,315)	(88,502)	(142,777)	(199,207)
	70	152,162	93,980	35,749	(22,532)	(80,887)	(139,337)	(200,108)
	75	176,424	114,086	51,696	(10,748)	(73,271)	(135,897)	(201,008)
	80	200,686	134,192	67,642	1,035	(65,656)	(132,457)	(201,909)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(105,016)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	90%	240,991	209,962	178,932	147,889	116,847	85,804	54,750
	92%	189,398	158,769	128,136	97,489	66,842	36,187	5,519
Build Cost	94%	137,746	107,513	77,269	47,015	16,757	(13,521)	(43,812)
100%	96%	86,026	56,186	26,322	(3,542)	(33,433)	(63,338)	(93,269)
(105% = 5% increase)	98%	34,227	4,761	(24,715)	(54,217)	(83,739)	(113,292)	(142,887)
	100%	(17,669)	(46,760)	(75,875)	(105,016)	(134,193)	(163,419)	(193,804)
	102%	(69,678)	(98,409)	(127,171)	(155,976)	(184,941)	(218,150)	(251,714)
	104%	(121,822)	(150,207)	(178,641)	(210,484)	(243,523)	(276,690)	(310,042)
	106%	(174,127)	(204,772)	(237,292)	(269,926)	(302,699)	(335,679)	(368,960)
	108%	(233,026)	(265,135)	(297,364)	(329,748)	(362,360)	(395,298)	(428,746)
	110%	(294,014)	(325,843)	(357,849)	(390,093)	(422,690)	(455,829)	(489,869)
	112%	(355,372)	(386,999)	(418,886)	(451,150)	(483,989)	(517,768)	(553,241)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(105,016)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	80%	(700,143)	(700,151)	(700,218)	(700,370)	(700,646)	(701,078)	(701,700)
	82%	(616,309)	(618,380)	(620,995)	(624,419)	(629,053)	(634,150)	(639,420)
Market Values	84%	(540,725)	(545,709)	(550,966)	(556,602)	(562,793)	(569,845)	(578,340)
100%	86%	(468,709)	(477,032)	(485,514)	(494,217)	(503,226)	(512,686)	(522,852)
(105% = 5% increase)	88%	(398,561)	(410,386)	(422,318)	(434,390)	(446,658)	(459,204)	(472,162)
	90%	(329,515)	(344,918)	(360,398)	(375,978)	(391,688)	(407,590)	(423,764)
	92%	(261,177)	(280,197)	(299,275)	(318,424)	(337,674)	(357,063)	(376,641)
	94%	(193,318)	(215,974)	(238,679)	(261,441)	(284,274)	(307,215)	(330,302)
	96%	(133,880)	(156,639)	(179,428)	(204,846)	(231,295)	(257,833)	(284,479)
	98%	(75,692)	(101,617)	(127,564)	(153,545)	(179,570)	(208,769)	(239,014)
	100%	(17,669)	(46,760)	(75,875)	(105,016)	(134,193)	(163,419)	(193,804)
	102%	40,227	7,963	(24,314)	(56,625)	(88,962)	(121,339)	(153,768)
	104%	98,021	62,590	27,132	(8,342)	(43,840)	(79,376)	(114,961)
	106%	155,737	117,131	78,498	39,858	1,187	(37,514)	(76,253)
	108%	213,386	171,605	129,797	87,986	46,142	4,276	(37,625)
	110%	270,982	226,021	181,039	136,054	91,039	46,005	940
	112%	328,539	280,389	232,237	184,072	135,889	87,683	39,451
	114%	386,041	334,722	283,399	232,051	180,702	129,319	77,917
	116%	443,519	389,029	334,515	280,001	225,468	170,922	116,346
	118%	500,971	443,292	385,613	327,919	270,211	212,491	154,747
	120%	558,392	497,548	436,681	375,810	314,935	254,031	193,119

TABLE 7

Balance (RLV - BLV £ per acre (n))	(105,016)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	5,000	44,578	15,538	(13,523)	(42,596)	(71,687)	(100,812)	(129,970)
	10,000	106,707	77,696	48,683	19,648	(9,386)	(38,447)	(67,523)
Grant (£ per unit)	15,000	168,739	139,747	110,754	81,762	52,753	23,742	(5,281)
-	20,000	230,685	201,708	172,731	143,754	114,777	85,792	56,800
	25,000	292,558	263,592	234,627	205,661	176,696	147,730	118,765
	30,000	354,367	325,409	296,452	267,494	238,537	209,579	180,622
	35,000	416,124	387,171	358,218	329,264	300,311	271,357	242,404
	40,000	477,841	448,888	419,935	390,982	362,029	333,077	304,124
	45,000	539,527	510,571	481,615	452,659	423,703	394,747	365,791
	50,000	601,160	572,204	543,248	514,292	485,336	456,381	427,418
	55,000	662,776	633,814	604,851	575,889	546,926	517,964	489,001

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF HV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9 Units		
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00 £ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	3.4	0.0%	0.0	50%	3.4
3 bed House	50.0%	3.4	0.0%	0.0	50%	3.4
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	6.8	0.0%	2.3	100%	6.8

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	236	2,543	0	0	236	2,543
3 bed House	344	3,705	0	0	344	3,705
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	581	6,248	0	0	581	6,248
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	961,875
3 bed House	365,000	3,578	332	3,578	332	1,231,875
4 + bed House	480,000	3,692	343	3,692	343	0
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						2,193,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.4	@	285,000		961,875
3 bed House	3.4	@	365,000		1,231,875
4 + bed House	0.0	@	480,000		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	6.8				2,193,750
Affordable Rent GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	255,500		-
4 + bed House	0.0	@	336,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	142,500		-
3 bed House	0.0	@	182,500		-
4 + bed House	0.0	@	240,000		-
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	255,500		-
4 + bed House	0.0	@	336,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0	0.0			-
Sub-total GDV Residential	**7**				**2,193,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0 per unit		-
Total GDV					**2,193,750**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			581	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500	£ per ha		2.26%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				581	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				236	sqm @		1,710	psm			(403,988)
3 bed House				344	sqm @		1,710	psm			(588,668)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	3.4		50%	18	sqm @		653	psm			(19,835)
Garages for 4B House	-		100%	18	sqm @		653	psm			-
Total GIA check:				581	£ per garage		£11,754				
External works				950,930	@		15.0%				(142,639)
Ext. Works analysis:							15,849	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		1,137	£ per unit			(10,233)
M4(2) Category 2 Housing	Aff units		2	units @		100%	@	1,400	£ per unit		(3,150)
M4(2) Category 2 Housing	OMS units		7	units @		100%	@	1,400	£ per unit		(9,450)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		7	units @		5%	@	26,816	£ per unit		(9,050)
Part L/FHS			9	units @				8,760	£ per unit		(78,840)
Part L/FHS analysis:							8.3%	% of BCIS costs			
EV Charging Points - Houses			7	units @				1,000	£ per unit		(6,750)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(117,473)	
Policy Costs analysis:	(design costs only)						13,053	£ per unit (total units)			
							12.4%	% of BCIS costs			
Contingency (on construction)				1,211,043	@		3.0%				(36,331)

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Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees			1,211,043	@	7.0%			(84,773)
Disposal Costs -								
OMS Marketing and Promotion			2,193,750	OMS @	3.00%	7,313	£ per unit	(65,813)
Residential Sales Agent Costs			2,193,750	OMS @	1.00%	2,438	£ per unit	(21,938)
Residential Sales Legal Costs			2,193,750	OMS @	0.25%	609	£ per unit	(5,484)
Affordable Sale Legal Costs						lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)			9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						11,470	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.00%	APR	0.565%	pcm		(17,996)
Developers Profit -								
Profit on OMS			2,193,750		20.00%			(438,750)
Margin on AH			0		6.00%	on AH values		-
Profit analysis:			2,193,750		20.00%	blended GDV	(438,750)	
			1,534,629		28.59%	on costs	(438,750)	
TOTAL COSTS								**(1,973,379)**

RESIDUAL LAND VALUE (RLV)								
Residual Land Value (gross)								220,371
SDLT			220,371	@	HMRC formula			(1,407)
Acquisition Agent fees			220,371	@	1.0%			(2,204)
Acquisition Legal fees			220,371	@	0.5%			(1,102)
Interest on Land			220,371	@	7.00%			(15,426)
Residual Land Value								**200,232**
RLV analysis:	22,248	£ per plot	778,679	£ per ha (net)	315,127	£ per acre (net)		
			622,943	£ per ha (gross)	252,102	£ per acre (gross)		
					9.13%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)								
Residential Density			35.0	dph (net)				
Site Area (net)			0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio			80%					
Site Area (gross)			0.32	ha (gross)	0.79	acres (gross)		
Density analysis:			2,258	sqm/ha (net)	9,834	sqft/ac (net)		
			28	dph (gross)				
Benchmark Land Value (net)	15,885	£ per plot	555,975	£ per ha (net)	225,000	£ per acre (net)		**142,965**
BLV analysis:			444,780	£ per ha (gross)	180,000	£ per acre (gross)		

BALANCE					
Surplus/(Deficit)	**222,704**	£ per ha (net)	**90,127**	£ per acre (net)	**57,267**

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	90,127	5%	10%	15%	20%	25%	30%	35%
	-	287,066	255,328	223,590	191,853	160,115	128,256	95,418
	1,000	274,640	242,902	211,164	179,426	147,689	115,399	82,531
Site Specific S106	2,000	262,213	230,476	198,738	167,000	135,262	102,492	69,601
5,500	3,000	249,787	218,049	186,312	154,555	122,452	89,562	56,671
	4,000	237,361	205,623	173,846	142,059	109,522	76,632	43,741
	5,000	224,925	193,138	161,350	129,482	96,592	63,702	30,811
	6,000	212,429	180,641	148,853	116,552	83,662	50,772	17,881
	7,000	199,932	168,144	136,357	103,622	70,732	37,842	4,952
	8,000	187,436	155,648	123,583	90,692	57,802	24,912	(7,978)
	9,000	174,939	143,151	110,653	77,762	44,872	11,982	(21,175)
	10,000	162,443	130,613	97,723	64,832	31,942	(948)	(34,394)
	11,000	149,946	117,683	84,793	51,902	19,012	(13,987)	(47,612)
	12,000	137,450	104,753	71,863	38,973	6,082	(27,206)	(60,831)
	13,000	124,713	91,823	58,933	26,043	(6,848)	(40,425)	(74,050)
	14,000	111,783	78,893	46,003	13,113	(20,019)	(53,644)	(87,269)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	90,127	5%	10%	15%	20%	25%	30%	35%
	15.0%	407,819	366,077	324,334	282,591	240,849	199,106	157,363
	16.0%	369,991	330,239	290,488	250,736	210,984	171,232	131,468
Profit	17.0%	332,162	294,402	256,641	218,880	181,120	143,359	104,687
20.0%	18.0%	294,334	258,564	222,795	187,025	151,255	114,917	77,907
	19.0%	256,506	222,727	188,948	155,169	121,027	86,077	51,127
	20.0%	218,677	186,889	155,102	123,017	90,127	57,237	24,346

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	90,127	5%	10%	15%	20%	25%	30%	35%
	100,000	343,677	311,889	280,102	248,017	215,127	182,237	149,346
	110,000	333,677	301,889	270,102	238,017	205,127	172,237	139,346
BLV (£ per acre)	120,000	323,677	291,889	260,102	228,017	195,127	162,237	129,346
225,000	130,000	313,677	281,889	250,102	218,017	185,127	152,237	119,346
	140,000	303,677	271,889	240,102	208,017	175,127	142,237	109,346
	150,000	293,677	261,889	230,102	198,017	165,127	132,237	99,346
	160,000	283,677	251,889	220,102	188,017	155,127	122,237	89,346
	170,000	273,677	241,889	210,102	178,017	145,127	112,237	79,346
	180,000	263,677	231,889	200,102	168,017	135,127	102,237	69,346
	190,000	253,677	221,889	190,102	158,017	125,127	92,237	59,346
	200,000	243,677	211,889	180,102	148,017	115,127	82,237	49,346
	210,000	233,677	201,889	170,102	138,017	105,127	72,237	39,346
	220,000	223,677	191,889	160,102	128,017	95,127	62,237	29,346
	230,000	213,677	181,889	150,102	118,017	85,127	52,237	19,346
	240,000	203,677	171,889	140,102	108,017	75,127	42,237	9,346
	250,000	193,677	161,889	130,102	98,017	65,127	32,237	(654)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Higher — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 25%							
	90,127	5%	10%	15%	20%	25%	30%	35%
	30	155,295	128,048	100,801	73,301	45,109	16,917	(11,274)
	35	218,677	186,889	155,102	123,017	90,127	57,237	24,346
Density (dph)	40	282,060	245,731	209,402	172,734	135,145	97,556	59,967
35.0	45	345,442	304,572	263,702	222,451	180,163	137,876	95,588
	50	408,824	363,413	318,002	272,168	225,181	178,195	131,209
	55	472,207	422,255	372,302	321,884	270,200	218,515	166,830
	60	535,589	481,096	426,603	371,601	315,218	258,834	202,451
	65	598,972	539,937	480,903	421,318	360,236	299,154	238,072
	70	662,354	598,779	535,203	471,035	405,254	339,473	273,693
	75	725,737	657,620	589,503	520,751	450,272	379,793	309,314
	80	789,119	716,461	643,803	570,468	495,290	420,113	344,935

TABLE 5

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 25%							
	90,127	5%	10%	15%	20%	25%	30%	35%
	90%	428,765	385,403	342,041	298,679	255,318	211,956	168,594
	92%	386,756	345,719	304,682	263,645	222,608	181,571	140,534
Build Cost	94%	344,748	306,035	267,323	228,611	189,899	151,186	111,802
100%	96%	302,739	266,351	229,964	193,577	157,189	120,418	82,741
(105% = 5% increase)	98%	260,730	226,668	192,605	158,542	124,162	88,853	53,544
	100%	218,677	186,889	155,102	123,017	90,127	57,237	24,346
	102%	176,431	146,981	117,034	86,563	56,092	25,620	(4,851)
	104%	134,185	106,213	78,161	50,109	22,056	(5,996)	(34,608)
	106%	90,554	64,921	39,287	13,654	(12,046)	(38,252)	(64,457)
	108%	46,842	23,628	414	(23,109)	(46,841)	(70,574)	(94,307)
	110%	3,131	(17,858)	(39,118)	(60,377)	(81,637)	(102,897)	(124,157)
	112%	(41,286)	(60,073)	(78,860)	(97,646)	(116,433)	(135,220)	(154,006)

TABLE 6

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 25%							
	90,127	5%	10%	15%	20%	25%	30%	35%
	80%	(401,854)	(403,365)	(404,876)	(406,387)	(407,899)	(409,410)	(410,921)
	82%	(334,681)	(339,667)	(344,652)	(349,638)	(354,643)	(359,705)	(364,767)
Market Values	84%	(267,625)	(276,141)	(284,656)	(293,171)	(301,686)	(310,201)	(318,716)
100%	86%	(202,647)	(213,667)	(224,688)	(236,703)	(248,747)	(260,792)	(272,836)
(105% = 5% increase)	88%	(141,291)	(155,541)	(169,791)	(184,040)	(198,290)	(212,540)	(226,956)
	90%	(79,935)	(97,414)	(114,893)	(132,372)	(149,851)	(167,330)	(184,809)
	92%	(18,580)	(39,288)	(59,996)	(80,704)	(101,413)	(122,121)	(142,829)
	94%	41,644	18,230	(5,184)	(29,037)	(52,974)	(76,912)	(100,849)
	96%	101,659	75,086	48,513	21,940	(4,633)	(31,702)	(58,869)
	98%	160,674	131,939	102,210	72,479	42,747	13,015	(16,889)
	100%	218,677	186,889	155,102	123,017	90,127	57,237	24,346
	102%	276,447	241,671	206,895	172,119	137,318	101,458	65,409
	104%	334,173	296,359	258,544	220,730	182,916	145,102	106,435
	106%	391,898	351,046	310,194	269,341	228,489	187,637	146,784
	108%	449,624	405,734	361,843	317,952	274,062	230,171	186,281
	110%	507,350	460,421	413,492	366,564	319,635	272,706	225,777
	112%	565,076	515,109	465,142	415,175	365,208	315,241	265,274
	114%	622,801	569,796	516,791	463,786	410,781	357,775	304,770
	116%	680,527	624,484	568,440	512,397	456,354	400,310	344,267
	118%	738,253	679,171	620,090	561,008	501,926	442,845	383,763
	120%	795,978	733,859	671,739	609,619	547,499	485,380	423,260

TABLE 7

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 25%							
	90,127	5%	10%	15%	20%	25%	30%	35%
	5,000	280,855	249,117	217,379	185,641	153,903	121,829	88,991
	10,000	342,988	311,250	279,512	247,774	216,036	184,299	152,561
Grant (£ per unit)	15,000	405,121	373,383	341,645	309,907	278,170	246,432	214,694
-	20,000	467,254	435,516	403,778	372,040	340,303	308,565	276,827
	25,000	529,387	497,649	465,911	434,174	402,436	370,698	338,960
	30,000	591,520	559,782	528,045	496,307	464,569	432,831	401,093
	35,000	653,653	621,915	590,178	558,440	526,702	494,964	463,226
	40,000	715,786	684,049	652,311	620,573	588,835	557,097	525,360
	45,000	777,919	746,182	714,444	682,706	650,968	619,230	587,493
	50,000	840,053	808,315	776,577	744,839	713,101	681,238	649,371
	55,000	902,186	870,448	838,679	806,812	774,946	743,079	711,212

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Appraisal Ref: GF HV 25 (see Typologies Matrix)
Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	6.6	70.0%	4.4	44%	10.9
3 bed House	40.0%	7.5	20.0%	1.3	35%	8.8
4 + bed House	25.0%	4.7	10.0%	0.6	21%	5.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	18.8	100.0%	6.3	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	459	4,945	306	3,296	766	8,241
3 bed House	765	8,234	128	1,372	893	9,607
4 + bed House	609	6,559	81	875	691	7,434
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,834	19,738	515	5,543	2,349	25,282
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	3,117,188
3 bed House	365,000	3,578	332	3,578	332	3,193,750
4 + bed House	480,000	3,692	343	3,692	343	2,550,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						8,860,938

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	6.6	@	285,000		1,870,313
3 bed House	7.5	@	365,000		2,737,500
4 + bed House	4.7	@	480,000		2,250,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	18.8				6,857,813
Affordable Rent GDV -					
2 bed House	1.3	@	199,500		261,844
3 bed House	0.4	@	255,500		95,813
4 + bed House	0.2	@	336,000		63,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	1.9				420,656
Social Rent GDV -					
2 bed House	2.0	@	142,500		280,547
3 bed House	0.6	@	182,500		102,656
4 + bed House	0.3	@	240,000		67,500
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	2.8				450,703
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.1	@	199,500		218,203
3 bed House	0.3	@	255,500		79,844
4 + bed House	0.2	@	336,000		52,500
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	1.6	6.3			350,547
Sub-total GDV Residential	**25**				**8,079,719**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	781,219
	333 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**8,079,719**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,834	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				25	units @		5,500	per unit			(137,500)
	Sub-total									(137,500)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				2,349	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			25	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				766	sqm @		1,710	psm			(1,309,219)
3 bed House				893	sqm @		1,710	psm			(1,526,175)
3 bed House (EXC. garage)				673	sqm @		1,710	psm			(1,150,189)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	7.5	50%		18	sqm @		653	psm			(44,078)
Garages for 4B House	4.7	100%		18	sqm @		653	psm			(55,097)
Total GIA check:				2,349	£ per garage		£11,754				
External works				4,053,977	@		15.0%				(608,097)
Ext. Works analysis:							24,324	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				25	units @		1,137	£ per unit			(28,425)
M4(2) Category 2 Housing	Aff units		6	units @		100%	@	1,400	£ per unit		(8,750)
M4(2) Category 2 Housing	OMS units		19	units @		100%	@	1,400	£ per unit		(26,250)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		19	units @		5%	@	26,816	£ per unit		(25,140)
Part L/FHS			25	units @				8,760	£ per unit		(219,000)
Part L/FHS analysis:							5.4%	% of BCIS costs			
EV Charging Points - Houses			25	units @				1,000	£ per unit		(25,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(332,565)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.2%	% of BCIS costs			
Contingency (on construction)				4,994,638	@		3.0%				(149,839)

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Scheme Typology:	**Houses**	No Units:	**25**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		4,994,638	@	7.0%			(349,625)
Disposal Costs -							
OMS Marketing and Promotion		6,857,813	OMS @	3.00%	8,229	£ per unit	(205,734)
Residential Sales Agent Costs		6,857,813	OMS @	1.00%	2,743	£ per unit	(68,578)
Residential Sales Legal Costs		6,857,813	OMS @	0.25%	686	£ per unit	(17,145)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					12,058	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(65,812)
Developers Profit -							
Profit on OMS		6,857,813		20.00%			(1,371,563)
Margin on AH		1,221,906		6.00%	on AH values		(73,314)
Profit analysis:		8,079,719		17.88%	blended GDV	(1,444,877)	
		6,078,247		23.77%	on costs	(1,444,877)	
TOTAL COSTS							**(7,523,124)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							556,595
SDLT		556,595	@	HMRC formula			(17,330)
Acquisition Agent fees		556,595	@	1.0%			(5,566)
Acquisition Legal fees		556,595	@	0.5%			(2,783)
Interest on Land		556,595	@	7.00%			(38,962)
Residual Land Value							**491,955**
RLV analysis:	19,678 £ per plot	688,737	£ per ha (net)	278,728	£ per acre (net)		
		550,989	£ per ha (gross)	222,982	£ per acre (gross)		
				6.09%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.89	ha (gross)	2.21	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	15,885 £ per plot	555,975	£ per ha (net)	225,000	£ per acre (net)		**397,125**
BLV analysis:		444,780	£ per ha (gross)	180,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**132,762**	£ per ha (net)	**53,728**	£ per acre (net)		**94,830**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	53,728	5%	10%	15%	20%	25%	30%	35%
	-	246,206	215,269	184,332	153,396	122,459	91,522	60,586
	1,000	233,709	202,772	171,836	140,899	109,962	79,026	48,089
Site Specific S106	2,000	221,213	190,276	159,339	128,403	97,466	66,529	35,593
5,500	3,000	208,716	177,779	146,843	115,906	84,969	54,033	23,096
	4,000	196,219	165,283	134,346	103,409	72,473	41,536	10,600
	5,000	183,723	152,786	121,850	90,913	59,976	29,040	(1,897)
	6,000	171,226	140,290	109,353	78,416	47,480	16,543	(14,394)
	7,000	158,730	127,793	96,856	65,920	34,983	4,046	(26,890)
	8,000	146,233	115,297	84,360	53,423	22,487	(8,450)	(39,387)
	9,000	133,737	102,800	71,863	40,927	9,990	(20,947)	(51,883)
	10,000	121,240	90,303	59,367	28,430	(2,507)	(33,443)	(64,380)
	11,000	108,744	77,807	46,870	15,934	(15,003)	(45,940)	(76,876)
	12,000	96,247	65,310	34,374	3,437	(27,500)	(58,436)	(89,373)
	13,000	83,750	52,814	21,877	(9,060)	(39,996)	(70,933)	(102,055)
	14,000	71,254	40,317	9,381	(21,556)	(52,493)	(83,429)	(114,985)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	53,728	5%	10%	15%	20%	25%	30%	35%
	15.0%	390,332	348,193	306,053	263,913	221,774	179,634	137,494
	16.0%	347,761	307,862	267,963	228,063	188,164	148,265	108,366
Profit	17.0%	305,189	267,531	229,872	192,214	154,555	116,897	79,238
20.0%	18.0%	262,618	227,200	191,782	156,364	120,946	85,528	50,110
	19.0%	220,046	186,869	153,692	120,514	87,337	54,160	20,983
	20.0%	177,475	146,538	115,601	84,665	53,728	22,791	(8,145)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	53,728	5%	10%	15%	20%	25%	30%	35%
	100,000	302,475	271,538	240,601	209,665	178,728	147,791	116,855
	110,000	292,475	261,538	230,601	199,665	168,728	137,791	106,855
BLV (£ per acre)	120,000	282,475	251,538	220,601	189,665	158,728	127,791	96,855
225,000	130,000	272,475	241,538	210,601	179,665	148,728	117,791	86,855
	140,000	262,475	231,538	200,601	169,665	138,728	107,791	76,855
	150,000	252,475	221,538	190,601	159,665	128,728	97,791	66,855
	160,000	242,475	211,538	180,601	149,665	118,728	87,791	56,855
	170,000	232,475	201,538	170,601	139,665	108,728	77,791	46,855
	180,000	222,475	191,538	160,601	129,665	98,728	67,791	36,855
	190,000	212,475	181,538	150,601	119,665	88,728	57,791	26,855
	200,000	202,475	171,538	140,601	109,665	78,728	47,791	16,855
	210,000	192,475	161,538	130,601	99,665	68,728	37,791	6,855
	220,000	182,475	151,538	120,601	89,665	58,728	27,791	(3,145)
	230,000	172,475	141,538	110,601	79,665	48,728	17,791	(13,145)
	240,000	162,475	131,538	100,601	69,665	38,728	7,791	(23,145)
	250,000	152,475	121,538	90,601	59,665	28,728	(2,209)	(33,145)

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	53,728	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	119,978	93,461	66,944	40,427	13,910	(12,607)	(39,125)
	35	177,475	146,538	115,601	84,665	53,728	22,791	(8,145)
Density (dph)	40	234,971	199,615	164,259	128,902	93,546	58,190	22,834
35.0	45	292,467	252,692	212,916	173,140	133,365	93,589	53,813
	50	349,964	305,768	261,573	217,378	173,183	128,988	84,792
	55	407,460	358,845	310,231	261,616	213,001	164,386	115,772
	60	464,956	411,922	358,888	305,854	252,819	199,785	146,751
	65	522,453	464,999	407,545	350,091	292,638	235,184	177,730
	70	579,949	518,076	456,203	394,329	332,456	270,583	208,709
	75	637,445	571,153	504,860	438,567	372,274	305,981	239,689
	80	694,942	624,230	553,517	482,805	412,092	341,380	270,668

TABLE 5

Balance (RLV - BLV £ per acre (n))	53,728	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	436,394	403,397	370,400	337,403	304,405	271,408	238,411
	92%	384,713	352,132	319,551	286,970	254,389	221,809	189,228
Build Cost	94%	333,032	300,868	268,703	236,538	204,374	172,209	140,044
100%	96%	281,351	249,603	217,855	186,099	154,325	122,551	90,777
(105% = 5% increase)	98%	229,448	198,092	166,737	135,382	104,027	72,671	41,316
	100%	177,475	146,538	115,601	84,665	53,728	22,791	(8,145)
	102%	125,501	94,983	64,465	33,947	3,429	(27,089)	(57,607)
	104%	73,528	43,429	13,329	(16,770)	(46,869)	(76,969)	(107,433)
	106%	21,555	(8,126)	(37,806)	(67,487)	(97,190)	(127,900)	(158,864)
	108%	(30,418)	(59,680)	(88,942)	(118,956)	(149,278)	(180,231)	(211,184)
	110%	(82,391)	(111,745)	(141,589)	(171,973)	(202,484)	(233,737)	(267,082)
	112%	(135,677)	(165,486)	(195,554)	(225,680)	(258,541)	(291,401)	(324,262)

TABLE 6

Balance (RLV - BLV £ per acre (n))	53,728	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(521,855)	(517,886)	(513,916)	(509,946)	(505,977)	(502,007)	(498,038)
	82%	(445,941)	(445,966)	(445,992)	(446,018)	(446,044)	(446,070)	(446,096)
Market Values	84%	(370,294)	(374,285)	(378,276)	(382,267)	(386,258)	(390,248)	(394,239)
100%	86%	(294,830)	(302,793)	(310,756)	(318,719)	(326,681)	(334,644)	(342,607)
(105% = 5% increase)	88%	(219,846)	(231,302)	(243,236)	(255,171)	(267,105)	(279,040)	(290,974)
	90%	(150,797)	(165,352)	(179,906)	(194,460)	(209,014)	(223,568)	(239,342)
	92%	(83,628)	(100,971)	(118,762)	(136,553)	(154,502)	(172,690)	(190,879)
	94%	(18,352)	(38,982)	(59,612)	(80,242)	(101,023)	(122,368)	(143,714)
	96%	46,923	22,858	(1,208)	(25,273)	(49,339)	(73,404)	(97,502)
	98%	112,199	84,698	57,197	29,696	2,195	(25,306)	(52,808)
	100%	177,475	146,538	115,601	84,665	53,728	22,791	(8,145)
	102%	242,750	208,378	174,006	139,634	105,261	70,889	36,517
	104%	307,917	270,163	232,409	194,602	156,795	118,987	81,179
	106%	372,880	331,707	290,534	249,361	208,188	167,014	125,841
	108%	437,844	393,252	348,659	304,067	259,475	214,882	170,290
	110%	502,808	454,796	406,785	358,773	310,762	262,750	214,739
	112%	567,771	516,341	464,910	413,479	362,049	310,618	259,187
	114%	632,735	577,885	523,035	468,186	413,336	358,486	303,636
	116%	697,698	639,429	581,161	522,892	464,623	406,354	348,085
	118%	762,662	700,974	639,286	577,598	515,910	454,222	392,534
	120%	827,626	762,518	697,411	632,304	567,197	502,090	436,983

TABLE 7

Balance (RLV - BLV £ per acre (n))	53,728	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	239,959	209,022	178,086	147,149	116,212	85,276	54,339
	10,000	302,256	271,340	240,424	209,508	178,593	147,677	116,761
Grant (£ per unit)	15,000	364,389	333,473	302,557	271,641	240,726	209,810	178,894
-	20,000	426,522	395,606	364,690	333,775	302,859	271,943	241,027
	25,000	488,655	457,739	426,824	395,908	364,992	334,076	303,160
	30,000	550,788	519,872	488,957	458,041	427,125	396,209	365,293
	35,000	612,921	582,006	551,090	520,174	489,258	458,342	427,427
	40,000	675,054	644,139	613,223	582,307	551,391	520,476	489,560
	45,000	737,188	706,272	675,356	644,440	613,524	582,609	551,693
	50,000	799,321	768,405	737,489	706,573	675,658	644,742	613,826
	55,000	861,454	830,538	799,622	768,706	737,791	706,875	675,959

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF HV 50 (see Typologies Matrix)
Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	13.1	70.0%	8.8	44%	21.9
3 bed House	40.0%	15.0	20.0%	2.5	35%	17.5
4 + bed House	25.0%	9.4	10.0%	1.3	21%	10.6
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	919	9,889	613	6,593	1,531	16,482
3 bed House	1,530	16,469	255	2,745	1,785	19,214
4 + bed House	1,219	13,119	163	1,749	1,381	14,868
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	3,668	39,477	1,030	11,087	4,698	50,563
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	6,234,375
3 bed House	365,000	3,578	332	3,578	332	6,387,500
4 + bed House	480,000	3,692	343	3,692	343	5,100,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						17,721,875

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	13.1	@	285,000		3,740,625
3 bed House	15.0	@	365,000		5,475,000
4 + bed House	9.4	@	480,000		4,500,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	37.5				13,715,625
Affordable Rent GDV -					
2 bed House	2.6	@	199,500		523,688
3 bed House	0.8	@	255,500		191,625
4 + bed House	0.4	@	336,000		126,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	3.8				841,313
Social Rent GDV -					
2 bed House	3.9	@	142,500		561,094
3 bed House	1.1	@	182,500		205,313
4 + bed House	0.6	@	240,000		135,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	5.6				901,406
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	199,500		436,406
3 bed House	0.6	@	255,500		159,688
4 + bed House	0.3	@	336,000		105,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	3.1	12.5			701,094
Sub-total GDV Residential	**50**				**16,159,438**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,562,438
	333 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**16,159,438**

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			3,668	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				4,698	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,531	sqm @		1,710	psm			(2,618,438)
3 bed House				1,785	sqm @		1,710	psm			(3,052,350)
3 bed House (EXC. garage)				1,363	sqm @		1,710	psm			(2,331,158)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	15.0	50%		18	sqm @		653	psm			(88,155)
Garages for 4B House	9.4	100%		18	sqm @		653	psm			(110,194)
Total GIA check:				4,698	£ per garage		£11,754				
External works				8,169,514	@		15.0%				(1,225,427)
Ext. Works analysis:							24,509	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		1,137	£ per unit			(56,850)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units		38	units @		100%	@	1,400	£ per unit		(52,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		38	units @		5%	@	26,816	£ per unit		(50,280)
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.4%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit		(50,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(665,130)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				10,060,071	@		3.0%				(301,802)

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Scheme Typology:	**Houses**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		10,060,071	@	7.0%			(704,205)
Disposal Costs -							
OMS Marketing and Promotion		13,715,625	OMS @	3.00%	8,229	£ per unit	(411,469)
Residential Sales Agent Costs		13,715,625	OMS @	1.00%	2,743	£ per unit	(137,156)
Residential Sales Legal Costs		13,715,625	OMS @	0.25%	686	£ per unit	(34,289)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,858	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(112,182)
Developers Profit -							
Profit on OMS		13,715,625		20.00%			(2,743,125)
Margin on AH		2,443,813		6.00%	on AH values		(146,629)
Profit analysis:		16,159,438		17.88%	blended GDV	(2,889,754)	
		12,204,924		23.68%	on costs	(2,889,754)	
TOTAL COSTS							**(15,094,678)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							1,064,760
SDLT		1,064,760	@	HMRC formula			(42,738)
Acquisition Agent fees		1,064,760	@	1.0%			(10,648)
Acquisition Legal fees		1,064,760	@	0.5%			(5,324)
Interest on Land		1,064,760	@	7.00%			(74,533)
Residual Land Value							**931,517**
RLV analysis:	18,630 £ per plot	652,062	£ per ha (net)	263,886	£ per acre (net)		
		521,650	£ per ha (gross)	211,109	£ per acre (gross)		
				5.76%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		1.79	ha (gross)	4.41	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	15,885 £ per plot	555,975	£ per ha (net)	225,000	£ per acre (net)		**794,250**
BLV analysis:		444,780	£ per ha (gross)	180,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**96,087**	£ per ha (net)	**38,886**	£ per acre (net)		**137,267**

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	38,886	5%	10%	15%	20%	25%	30%	35%
	-	233,068	201,754	170,441	139,127	107,814	76,500	45,187
	1,000	220,536	189,222	157,909	126,595	95,282	63,968	32,655
Site Specific S106	2,000	208,003	176,690	145,376	114,063	82,749	51,436	20,122
5,500	3,000	195,471	164,157	132,844	101,530	70,217	38,903	7,590
	4,000	182,938	151,625	120,311	88,998	57,684	26,371	(4,943)
	5,000	170,406	139,093	107,779	76,466	45,152	13,839	(17,475)
	6,000	157,874	126,560	95,247	63,933	32,620	1,306	(30,007)
	7,000	145,341	114,028	82,714	51,401	20,087	(11,226)	(42,540)
	8,000	132,809	101,495	70,182	38,868	7,555	(23,759)	(55,072)
	9,000	120,276	88,963	57,650	26,336	(4,977)	(36,291)	(67,604)
	10,000	107,744	76,431	45,117	13,804	(17,510)	(48,823)	(80,137)
	11,000	95,212	63,898	32,585	1,271	(30,042)	(61,356)	(92,669)
	12,000	82,679	51,366	20,052	(11,261)	(42,575)	(73,888)	(105,202)
	13,000	70,147	38,833	7,520	(23,794)	(55,107)	(86,420)	(117,734)
	14,000	57,615	26,301	(5,012)	(36,326)	(67,639)	(98,953)	(130,266)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	38,886	5%	10%	15%	20%	25%	30%	35%
	15.0%	376,997	334,481	291,964	249,448	206,931	164,415	121,898
	16.0%	334,426	294,150	253,874	213,598	173,322	133,046	92,770
Profit	17.0%	291,854	253,819	215,784	177,749	139,713	101,678	63,643
20.0%	18.0%	249,283	213,488	177,693	141,899	106,104	70,309	34,515
	19.0%	206,711	173,157	139,603	106,049	72,495	38,941	5,387
	20.0%	164,140	132,826	101,513	70,199	38,886	7,572	(23,741)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	38,886	5%	10%	15%	20%	25%	30%	35%
	100,000	289,140	257,826	226,513	195,199	163,886	132,572	101,259
	110,000	279,140	247,826	216,513	185,199	153,886	122,572	91,259
BLV (£ per acre)	120,000	269,140	237,826	206,513	175,199	143,886	112,572	81,259
225,000	130,000	259,140	227,826	196,513	165,199	133,886	102,572	71,259
	140,000	249,140	217,826	186,513	155,199	123,886	92,572	61,259
	150,000	239,140	207,826	176,513	145,199	113,886	82,572	51,259
	160,000	229,140	197,826	166,513	135,199	103,886	72,572	41,259
	170,000	219,140	187,826	156,513	125,199	93,886	62,572	31,259
	180,000	209,140	177,826	146,513	115,199	83,886	52,572	21,259
	190,000	199,140	167,826	136,513	105,199	73,886	42,572	11,259
	200,000	189,140	157,826	126,513	95,199	63,886	32,572	1,259
	210,000	179,140	147,826	116,513	85,199	53,886	22,572	(8,741)
	220,000	169,140	137,826	106,513	75,199	43,886	12,572	(18,741)
	230,000	159,140	127,826	96,513	65,199	33,886	2,572	(28,741)
	240,000	149,140	117,826	86,513	55,199	23,886	(7,428)	(38,741)
	250,000	139,140	107,826	76,513	45,199	13,886	(17,428)	(48,741)

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	38,886	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	108,548	81,708	54,868	28,028	1,188	(25,652)	(52,492)
	35	164,140	132,826	101,513	70,199	38,886	7,572	(23,741)
Density (dph)	40	219,731	183,944	148,158	112,371	76,584	40,797	5,010
35.0	45	275,323	235,062	194,802	154,542	114,282	74,022	33,761
	50	330,914	286,180	241,447	196,713	151,980	107,246	62,513
	55	386,505	337,299	288,092	238,885	189,678	140,471	91,264
	60	442,097	388,417	334,736	281,056	227,376	173,696	120,015
	65	497,688	439,535	381,381	323,227	265,074	206,920	148,767
	70	553,280	490,653	428,026	365,399	302,772	240,145	177,518
	75	608,871	541,771	474,670	407,570	340,470	273,369	206,269
	80	664,462	592,889	521,315	449,741	378,168	306,594	235,020

TABLE 5

Balance (RLV - BLV £ per acre (n))	38,886	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	425,912	392,597	359,281	325,965	292,649	259,334	226,018
	92%	373,692	340,794	307,895	274,997	242,099	209,201	176,245
Build Cost	94%	321,471	288,991	256,510	223,968	191,394	158,821	126,248
100%	96%	269,171	237,018	204,865	172,711	140,558	108,405	76,252
(105% = 5% increase)	98%	216,655	184,922	153,189	121,455	89,722	57,989	26,255
	100%	164,140	132,826	101,513	70,199	38,886	7,572	(23,741)
	102%	111,624	80,731	49,837	18,943	(11,950)	(42,844)	(73,738)
	104%	59,109	28,635	(1,839)	(32,313)	(62,787)	(93,260)	(123,734)
	106%	6,593	(23,461)	(53,515)	(83,569)	(113,623)	(143,677)	(174,180)
	108%	(45,923)	(75,557)	(105,191)	(134,825)	(164,587)	(195,453)	(227,014)
	110%	(98,438)	(127,653)	(156,867)	(186,978)	(217,941)	(251,213)	(285,141)
	112%	(150,954)	(180,407)	(210,825)	(242,947)	(276,387)	(309,827)	(343,267)

TABLE 6

Balance (RLV - BLV £ per acre (n))	38,886	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(538,785)	(535,023)	(531,260)	(527,498)	(523,736)	(519,974)	(516,211)
	82%	(462,536)	(462,787)	(463,038)	(463,289)	(463,539)	(463,790)	(464,041)
Market Values	84%	(386,288)	(390,552)	(394,815)	(399,079)	(403,343)	(407,607)	(411,871)
100%	86%	(310,039)	(318,316)	(326,593)	(334,870)	(343,147)	(351,424)	(359,701)
(105% = 5% increase)	88%	(233,790)	(246,080)	(258,370)	(270,660)	(282,950)	(295,241)	(307,531)
	90%	(163,911)	(178,452)	(193,146)	(208,028)	(222,945)	(239,057)	(255,360)
	92%	(98,217)	(115,722)	(133,227)	(150,732)	(168,497)	(186,620)	(205,137)
	94%	(32,627)	(53,585)	(74,542)	(95,499)	(116,457)	(137,414)	(158,371)
	96%	32,962	8,552	(15,857)	(40,266)	(64,676)	(89,085)	(113,495)
	98%	98,551	70,689	42,828	14,966	(12,895)	(40,756)	(68,618)
	100%	164,140	132,826	101,513	70,199	38,886	7,572	(23,741)
	102%	229,729	194,963	160,198	125,432	90,667	55,901	21,136
	104%	295,318	257,100	218,883	180,665	142,448	104,230	66,012
	106%	360,638	319,103	277,568	235,898	194,228	152,559	110,889
	108%	425,914	380,944	335,973	291,003	246,009	200,888	155,766
	110%	491,190	442,784	394,378	345,972	297,566	249,160	200,643
	112%	556,381	504,625	452,783	400,942	349,100	297,258	245,417
	114%	621,396	566,257	511,117	455,911	400,634	345,356	290,079
	116%	686,412	627,850	569,289	510,727	452,165	393,454	334,742
	118%	751,428	689,444	627,461	565,477	503,494	441,510	379,404
	120%	816,443	751,038	685,633	620,227	554,822	489,416	424,011

TABLE 7

Balance (RLV - BLV £ per acre (n))	38,886	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	226,804	195,491	164,177	132,864	101,550	70,237	38,923
	10,000	289,469	258,155	226,842	195,528	164,215	132,902	101,588
Grant (£ per unit)	15,000	351,862	320,634	289,406	258,177	226,880	195,566	164,253
-	20,000	414,212	382,984	351,756	320,528	289,300	258,072	226,843
	25,000	476,563	445,335	414,107	382,878	351,650	320,422	289,194
	30,000	538,746	507,559	476,372	445,186	413,999	382,773	351,544
	35,000	600,822	569,636	538,449	507,262	476,076	444,889	413,702
	40,000	662,899	631,712	600,525	569,339	538,152	506,965	475,779
	45,000	724,975	693,789	662,602	631,415	600,229	569,042	537,855
	50,000	786,987	755,799	724,610	693,421	662,232	631,044	599,855
	55,000	848,830	817,641	786,452	755,263	724,075	692,886	661,697

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Appraisal Ref: GF HV 100 (see Typologies Matrix)
Scheme Typology: Houses No Units: 100
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Greenfield
Notes/Comments: Higher Density

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	26.3	70.0%	17.5	44%	43.8
3 bed House	40.0%	30.0	20.0%	5.0	35%	35.0
4 + bed House	25.0%	18.8	10.0%	2.5	21%	21.3
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	75.0	100.0%	25.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,838	19,779	1,225	13,186	3,063	32,964
3 bed House	3,060	32,938	510	5,490	3,570	38,427
4 + bed House	2,438	26,237	325	3,498	2,763	29,735
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	7,335	78,953	2,060	22,174	9,395	101,127

AH % by floor area: 21.93% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	12,468,750
3 bed House	365,000	3,578	332	3,578	332	12,775,000
4 + bed House	480,000	3,692	343	3,692	343	10,200,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						35,443,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: Higher Density

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	26.3	@	285,000		7,481,250
3 bed House	30.0	@	365,000		10,950,000
4 + bed House	18.8	@	480,000		9,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	75.0				27,431,250
Affordable Rent GDV -					
2 bed House	5.3	@	199,500		1,047,375
3 bed House	1.5	@	255,500		383,250
4 + bed House	0.8	@	336,000		252,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	7.5				1,682,625
Social Rent GDV -					
2 bed House	7.9	@	142,500		1,122,188
3 bed House	2.3	@	182,500		410,625
4 + bed House	1.1	@	240,000		270,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	11.3				1,802,813
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	199,500		872,813
3 bed House	1.3	@	255,500		319,375
4 + bed House	0.6	@	336,000		210,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	6.3	25.0			1,402,188
Sub-total GDV Residential	**100**				**32,318,875**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	3,124,875
	333 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**32,318,875**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: Higher Density

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			7,335	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				9,395	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,063	sqm @		1,710	psm			(5,236,875)
3 bed House				3,570	sqm @		1,710	psm			(6,104,700)
3 bed House (EXC. garage)				2,745	sqm @		1,710	psm			(4,693,095)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	30.0	50%		18	sqm @		653	psm			(176,310)
Garages for 4B House	18.8	100%		18	sqm @		653	psm			(220,388)
Total GIA check:				9,395	£ per garage		£11,754				
External works				16,400,588	@		15.0%				(2,460,088)
Ext. Works analysis:							24,601	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		1,137	£ per unit			(113,700)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		75	units @		100%	@	1,400	£ per unit		(105,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		75	units @		5%	@	26,816	£ per unit		(100,560)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,330,260)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				20,190,936	@		3.0%				(605,728)

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Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:	Higher Density				

Professional Fees		20,190,936	@	7.0%			(1,413,365)
Disposal Costs -							
OMS Marketing and Promotion		27,431,250	OMS @	3.00%	8,229	£ per unit	(822,938)
Residential Sales Agent Costs		27,431,250	OMS @	1.00%	2,743	£ per unit	(274,313)
Residential Sales Legal Costs		27,431,250	OMS @	0.25%	686	£ per unit	(68,578)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,758	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(163,310)
Developers Profit -							
Profit on OMS		27,431,250		20.00%			(5,486,250)
Margin on AH		4,887,625		6.00%	on AH values		(293,258)
Profit analysis:		32,318,875		17.88%	blended GDV	(5,779,508)	
		24,262,507		23.82%	on costs	(5,779,508)	
TOTAL COSTS							**(30,042,015)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							2,276,860
SDLT		2,276,860	@	HMRC formula			(103,343)
Acquisition Agent fees		2,276,860	@	1.0%			(22,769)
Acquisition Legal fees		2,276,860	@	0.5%			(11,384)
Interest on Land		2,276,860	@	7.00%			(159,380)
Residual Land Value							**1,979,984**
RLV analysis:	19,800 £ per plot	692,994	£ per ha (net)	280,451	£ per acre (net)		
		554,396	£ per ha (gross)	224,361	£ per acre (gross)		
				6.13%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		3.57	ha (gross)	8.83	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	15,885 £ per plot	555,975	£ per ha (net)	225,000	£ per acre (net)		**1,588,500**
BLV analysis:		444,780	£ per ha (gross)	180,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**137,019**	£ per ha (net)	**55,451**	£ per acre (net)		**391,484**

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Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: Higher Density

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	55,451	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	-	249,838	218,419	187,000	155,582	124,163	92,712	61,196
	1,000	237,390	205,971	174,552	143,133	111,715	80,207	48,691
Site Specific S106	2,000	224,941	193,523	162,104	130,685	99,218	67,702	36,186
5,500	3,000	212,493	181,074	149,656	118,229	86,713	55,197	23,682
	4,000	200,045	168,626	137,207	105,724	74,208	42,692	11,177
	5,000	187,596	156,178	124,735	93,219	61,703	30,188	(1,328)
	6,000	175,148	143,729	112,230	80,714	49,199	17,683	(13,895)
	7,000	162,700	131,241	99,725	68,210	36,694	5,178	(26,463)
	8,000	150,252	118,736	87,220	55,705	24,189	(7,386)	(39,032)
	9,000	137,747	106,231	74,716	43,200	11,684	(19,955)	(51,601)
	10,000	125,242	93,727	62,211	30,695	(877)	(32,523)	(64,169)
	11,000	112,738	81,222	49,706	18,190	(13,446)	(45,092)	(76,746)
	12,000	100,233	68,717	37,201	5,632	(26,014)	(57,660)	(89,386)
	13,000	87,728	56,212	24,696	(6,937)	(38,583)	(70,229)	(102,025)
	14,000	75,223	43,707	12,140	(19,506)	(51,152)	(82,855)	(114,665)

TABLE 2

Balance (RLV - BLV £ per acre (n))	55,451	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	15.0%	394,230	351,608	308,934	266,215	223,497	180,778	138,029
	16.0%	351,658	311,277	270,844	230,366	189,887	149,409	108,901
Profit	17.0%	309,087	270,946	232,754	194,516	156,278	118,041	79,773
20.0%	18.0%	266,515	230,615	194,663	158,666	122,669	86,672	50,645
	19.0%	223,944	190,284	156,573	122,817	89,060	55,304	21,517
	20.0%	181,372	149,954	118,483	86,967	55,451	23,935	(7,611)

TABLE 3

Balance (RLV - BLV £ per acre (n))	55,451	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	100,000	306,372	274,954	243,483	211,967	180,451	148,935	117,389
	110,000	296,372	264,954	233,483	201,967	170,451	138,935	107,389
BLV (£ per acre)	120,000	286,372	254,954	223,483	191,967	160,451	128,935	97,389
225,000	130,000	276,372	244,954	213,483	181,967	150,451	118,935	87,389
	140,000	266,372	234,954	203,483	171,967	140,451	108,935	77,389
	150,000	256,372	224,954	193,483	161,967	130,451	98,935	67,389
	160,000	246,372	214,954	183,483	151,967	120,451	88,935	57,389
	170,000	236,372	204,954	173,483	141,967	110,451	78,935	47,389
	180,000	226,372	194,954	163,483	131,967	100,451	68,935	37,389
	190,000	216,372	184,954	153,483	121,967	90,451	58,935	27,389
	200,000	206,372	174,954	143,483	111,967	80,451	48,935	17,389
	210,000	196,372	164,954	133,483	101,967	70,451	38,935	7,389
	220,000	186,372	154,954	123,483	91,967	60,451	28,935	(2,611)
	230,000	176,372	144,954	113,483	81,967	50,451	18,935	(12,611)
	240,000	166,372	134,954	103,483	71,967	40,451	8,935	(22,611)
	250,000	156,372	124,954	93,483	61,967	30,451	(1,065)	(32,611)

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Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Higher — Greenfield/Brownfield: Greenfield
Notes/Comments: Higher Density

TABLE 4 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	55,451	5%	10%	15%	20%	25%	30%	35%
	30	123,319	96,389	69,414	42,400	15,387	(11,627)	(38,666)
	35	181,372	149,954	118,483	86,967	55,451	23,935	(7,611)
Density (dph)	40	239,425	203,518	167,552	131,533	95,515	59,497	23,445
35.0	45	297,479	257,083	216,620	176,100	135,580	95,060	54,501
	50	355,532	310,648	265,689	220,667	175,644	130,622	85,556
	55	413,585	364,213	314,758	265,234	215,709	166,184	116,612
	60	471,638	417,777	363,827	309,800	255,773	201,746	147,668
	65	529,691	471,342	412,896	354,367	295,838	237,308	178,723
	70	587,745	524,907	461,965	398,934	335,902	272,870	209,779
	75	645,798	578,472	511,034	443,500	375,966	308,433	240,834
	80	703,851	632,037	560,103	488,067	416,031	343,995	271,890

TABLE 5 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	55,451	5%	10%	15%	20%	25%	30%	35%
	90%	442,447	409,016	375,586	342,155	308,724	275,294	241,863
	92%	390,325	357,309	324,294	291,278	258,263	225,248	192,230
Build Cost	94%	338,203	305,602	273,002	240,396	207,727	175,057	142,388
100%	96%	286,061	253,808	221,556	189,303	157,050	124,798	92,545
(105% = 5% increase)	98%	233,717	201,881	170,045	138,209	106,367	74,433	42,498
	100%	181,372	149,954	118,483	86,967	55,451	23,935	(7,611)
	102%	128,922	97,825	66,728	35,632	4,501	(26,724)	(57,949)
	104%	76,330	45,652	14,928	(15,876)	(46,680)	(77,512)	(108,474)
	106%	23,670	(6,713)	(37,095)	(67,480)	(98,019)	(128,558)	(159,098)
	108%	(29,195)	(59,157)	(89,258)	(119,373)	(149,489)	(179,605)	(210,411)
	110%	(82,190)	(111,882)	(141,575)	(171,267)	(201,240)	(233,253)	(267,580)
	112%	(135,354)	(164,623)	(193,927)	(224,628)	(258,430)	(292,267)	(326,104)

TABLE 6 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	55,451	5%	10%	15%	20%	25%	30%	35%
	80%	(521,015)	(517,475)	(513,935)	(510,394)	(506,854)	(503,314)	(499,773)
	82%	(443,958)	(444,473)	(444,989)	(445,504)	(446,019)	(446,535)	(447,050)
Market Values	84%	(367,119)	(371,640)	(376,161)	(380,683)	(385,204)	(389,755)	(394,326)
100%	86%	(290,518)	(299,071)	(307,624)	(316,177)	(324,730)	(333,283)	(341,836)
(105% = 5% increase)	88%	(214,860)	(226,502)	(239,087)	(251,671)	(264,256)	(276,841)	(289,425)
	90%	(147,667)	(162,040)	(176,413)	(190,786)	(205,585)	(220,789)	(237,014)
	92%	(81,407)	(99,268)	(117,128)	(134,989)	(152,849)	(170,709)	(188,570)
	94%	(15,449)	(36,689)	(57,929)	(79,191)	(100,539)	(121,887)	(143,234)
	96%	50,334	25,722	1,039	(23,670)	(48,379)	(73,087)	(97,899)
	98%	115,924	87,860	59,797	31,733	3,651	(24,526)	(52,703)
	100%	181,372	149,954	118,483	86,967	55,451	23,935	(7,611)
	102%	246,688	211,832	176,975	142,119	107,233	72,265	37,297
	104%	311,999	273,710	235,416	197,122	158,827	120,533	82,175
	106%	377,080	335,449	293,818	252,124	210,393	168,661	126,929
	108%	442,161	397,105	352,049	306,993	261,937	216,788	171,619
	110%	507,242	458,760	410,279	361,798	313,316	264,835	216,308
	112%	572,218	520,404	468,509	416,603	364,696	312,789	260,883
	114%	637,104	581,875	526,646	471,408	416,076	360,744	305,412
	116%	701,990	643,346	584,702	526,058	467,414	408,698	349,941
	118%	766,875	704,816	642,758	580,699	518,640	456,581	394,470
	120%	831,761	766,287	700,813	635,339	569,865	504,391	438,917

TABLE 7 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	55,451	5%	10%	15%	20%	25%	30%	35%
	5,000	243,686	212,267	180,848	149,430	118,011	86,515	54,999
	10,000	305,993	274,581	243,162	211,743	180,324	148,906	117,487
Grant (£ per unit)	15,000	368,071	336,716	305,361	274,007	242,638	211,219	179,800
-	20,000	430,149	398,794	367,439	336,085	304,730	273,375	242,020
	25,000	492,227	460,872	429,517	398,163	366,808	335,453	304,098
	30,000	554,139	522,816	491,492	460,168	428,845	397,521	366,176
	35,000	616,012	584,688	553,364	522,041	490,717	459,393	428,070
	40,000	677,884	646,561	615,237	583,913	552,590	521,266	489,942
	45,000	739,757	708,433	677,109	645,786	614,462	583,139	551,815
	50,000	801,539	770,214	738,889	707,564	676,239	644,914	613,588
	55,000	863,236	831,911	800,586	769,261	737,936	706,610	675,285

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF HV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	52.5	70.0%	35.0	44%	87.5
3 bed House	40.0%	60.0	20.0%	10.0	35%	70.0
4 + bed House	25.0%	37.5	10.0%	5.0	21%	42.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	150.0	100.0%	50.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	3,675	39,557	2,450	26,372	6,125	65,929
3 bed House	6,120	65,875	1,020	10,979	7,140	76,854
4 + bed House	4,875	52,474	650	6,997	5,525	59,471
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	14,670	157,907	4,120	44,347	18,790	202,254
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	24,937,500
3 bed House	365,000	3,578	332	3,578	332	25,550,000
4 + bed House	480,000	3,692	343	3,692	343	20,400,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						70,887,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	52.5	@	285,000		14,962,500
3 bed House	60.0	@	365,000		21,900,000
4 + bed House	37.5	@	480,000		18,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	150.0				54,862,500
Affordable Rent GDV -					
2 bed House	10.5	@	199,500		2,094,750
3 bed House	3.0	@	255,500		766,500
4 + bed House	1.5	@	336,000		504,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	15.0				3,365,250
Social Rent GDV -					
2 bed House	15.8	@	142,500		2,244,375
3 bed House	4.5	@	182,500		821,250
4 + bed House	2.3	@	240,000		540,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	22.5				3,605,625
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	199,500		1,745,625
3 bed House	2.5	@	255,500		638,750
4 + bed House	1.3	@	336,000		420,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	12.5	50.0			2,804,375
Sub-total GDV Residential	**200**				**64,637,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	6,249,750
	333 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**64,637,750**

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			14,670	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				18,790	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				6,125	sqm @		1,710	psm			(10,473,750)
3 bed House				7,140	sqm @		1,710	psm			(12,209,400)
3 bed House (EXC. garage)				5,507	sqm @		1,710	psm			(9,416,970)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	60.0	50%		18	sqm @		653	psm			(352,620)
Garages for 4B House	37.5	100%		18	sqm @		653	psm			(440,775)
Total GIA check:				18,790	£ per garage		£11,754				
External works				32,862,735	@		15.0%				(4,929,410)
Ext. Works analysis:							24,647	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		1,137	£ per unit			(227,400)
M4(2) Category 2 Housing	Aff units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		150	units @		100%	@	1,400	£ per unit		(210,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		150	units @		5%	@	26,816	£ per unit		(201,120)
Part L/FHS			200	units @				8,760	£ per unit		(1,752,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			200	units @				1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(2,660,520)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				40,452,665	@		3.0%				(1,213,580)

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**200**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		40,452,665	@	7.0%			(2,831,687)
Disposal Costs -							
OMS Marketing and Promotion		54,862,500	OMS @	3.00%	8,229	£ per unit	(1,645,875)
Residential Sales Agent Costs		54,862,500	OMS @	1.00%	2,743	£ per unit	(548,625)
Residential Sales Legal Costs		54,862,500	OMS @	0.25%	686	£ per unit	(137,156)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		200	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,708	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(144,166)
Developers Profit -							
Profit on OMS		54,862,500		20.00%			(10,972,500)
Margin on AH		9,775,250		6.00%	on AH values		(586,515)
Profit analysis:		64,637,750		17.88%	blended GDV	(11,559,015)	
		48,322,694		23.92%	on costs	(11,559,015)	
TOTAL COSTS							**(59,881,709)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							4,756,041
SDLT		4,756,041	@	HMRC formula			(227,302)
Acquisition Agent fees		4,756,041	@	1.0%			(47,560)
Acquisition Legal fees		4,756,041	@	0.5%			(23,780)
Interest on Land		4,756,041	@	7.00%			(332,923)
Residual Land Value							**4,124,476**
RLV analysis:	20,622 £ per plot	721,783	£ per ha (net)	292,102	£ per acre (net)		
		577,427	£ per ha (gross)	233,681	£ per acre (gross)		
				6.38%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		7.14	ha (gross)	17.65	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	15,885 £ per plot	555,975	£ per ha (net)	225,000	£ per acre (net)		**3,177,000**
BLV analysis:		444,780	£ per ha (gross)	180,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**165,808**	£ per ha (net)	**67,102**	£ per acre (net)		**947,476**

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	67,102	10%	15%	20%	25%	30%	35%	40%
	-	229,836	198,227	166,619	134,985	103,338	71,691	40,044
	1,000	217,513	185,905	154,289	122,642	90,995	59,348	27,701
Site Specific S106	2,000	205,191	173,583	141,947	110,300	78,653	47,006	15,336
5,500	3,000	192,869	161,252	129,605	97,958	66,311	34,663	2,971
	4,000	180,547	148,909	117,262	85,615	53,968	22,305	(9,394)
	5,000	168,214	136,567	104,920	73,273	41,626	9,940	(21,759)
	6,000	155,872	124,225	92,578	60,930	29,274	(2,425)	(34,124)
	7,000	143,529	111,882	80,235	48,588	16,909	(14,790)	(46,489)
	8,000	131,187	99,540	67,893	36,243	4,544	(27,155)	(58,868)
	9,000	118,845	87,197	55,550	23,878	(7,821)	(39,521)	(71,259)
	10,000	106,502	74,855	43,208	11,513	(20,187)	(51,886)	(83,649)
	11,000	94,160	62,513	30,847	(853)	(32,552)	(64,275)	(96,040)
	12,000	81,817	50,170	18,481	(13,218)	(44,917)	(76,666)	(108,430)
	13,000	69,475	37,815	6,116	(25,583)	(57,291)	(89,056)	(120,828)
	14,000	57,133	25,450	(6,249)	(37,948)	(69,682)	(101,447)	(133,246)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	67,102	10%	15%	20%	25%	30%	35%	40%
	15.0%	363,698	320,847	277,997	235,147	192,297	149,397	106,495
	16.0%	323,367	282,757	242,148	201,538	160,929	120,269	79,607
Profit	17.0%	283,036	244,667	206,298	167,929	129,560	91,141	52,720
20.0%	18.0%	242,705	206,576	170,448	134,320	98,192	62,013	25,833
	19.0%	202,374	168,486	134,598	100,711	66,823	32,885	(1,054)
	20.0%	162,043	130,396	98,749	67,102	35,455	3,757	(27,942)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	67,102	10%	15%	20%	25%	30%	35%	40%
	100,000	287,043	255,396	223,749	192,102	160,455	128,757	97,058
	110,000	277,043	245,396	213,749	182,102	150,455	118,757	87,058
BLV (£ per acre)	120,000	267,043	235,396	203,749	172,102	140,455	108,757	77,058
225,000	130,000	257,043	225,396	193,749	162,102	130,455	98,757	67,058
	140,000	247,043	215,396	183,749	152,102	120,455	88,757	57,058
	150,000	237,043	205,396	173,749	142,102	110,455	78,757	47,058
	160,000	227,043	195,396	163,749	132,102	100,455	68,757	37,058
	170,000	217,043	185,396	153,749	122,102	90,455	58,757	27,058
	180,000	207,043	175,396	143,749	112,102	80,455	48,757	17,058
	190,000	197,043	165,396	133,749	102,102	70,455	38,757	7,058
	200,000	187,043	155,396	123,749	92,102	60,455	28,757	(2,942)
	210,000	177,043	145,396	113,749	82,102	50,455	18,757	(12,942)
	220,000	167,043	135,396	103,749	72,102	40,455	8,757	(22,942)
	230,000	157,043	125,396	93,749	62,102	30,455	(1,243)	(32,942)
	240,000	147,043	115,396	83,749	52,102	20,455	(11,243)	(42,942)
	250,000	137,043	105,396	73,749	42,102	10,455	(21,243)	(52,942)

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	67,102	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	30	106,751	79,625	52,499	25,373	(1,753)	(28,922)	(56,093)
	35	162,043	130,396	98,749	67,102	35,455	3,757	(27,942)
Density (dph)	40	217,335	181,167	144,999	108,830	72,662	36,437	209
35.0	45	272,627	231,937	191,248	150,559	109,870	69,117	28,361
	50	327,918	282,708	237,498	192,288	147,078	101,796	56,512
	55	383,210	333,479	283,748	234,017	184,286	134,476	84,663
	60	438,502	384,250	329,998	275,746	221,494	167,156	112,814
	65	493,794	435,021	376,248	317,475	258,701	199,835	140,965
	70	549,086	485,792	422,497	359,203	295,909	232,515	169,117
	75	604,378	536,562	468,747	400,932	333,117	265,195	197,268
	80	659,669	587,333	514,997	442,661	370,325	297,874	225,419

TABLE 5

Balance (RLV - BLV £ per acre (n))	67,102	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	90%	418,707	385,070	351,432	317,795	284,158	250,520	216,883
	92%	367,429	334,202	300,976	267,749	234,512	201,257	168,002
Build Cost	94%	316,150	283,321	250,478	217,635	184,792	151,948	119,105
100%	96%	264,798	232,366	199,934	167,503	135,071	102,614	70,142
(105% = 5% increase)	98%	213,431	181,411	149,389	117,330	85,270	53,211	21,151
	100%	162,043	130,396	98,749	67,102	35,455	3,757	(27,942)
	102%	110,577	79,343	48,108	16,822	(14,464)	(45,750)	(77,099)
	104%	59,105	28,233	(2,640)	(33,512)	(64,434)	(95,370)	(126,349)
	106%	7,531	(22,928)	(53,426)	(83,948)	(114,484)	(145,082)	(175,720)
	108%	(44,076)	(74,183)	(104,291)	(134,462)	(164,645)	(194,913)	(226,139)
	110%	(95,769)	(125,505)	(155,272)	(185,085)	(215,148)	(248,858)	(283,597)
	112%	(147,560)	(176,922)	(206,359)	(238,396)	(272,570)	(306,875)	(341,358)

TABLE 6

Balance (RLV - BLV £ per acre (n))	67,102	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	80%	(496,964)	(494,269)	(491,594)	(488,971)	(486,401)	(483,893)	(481,467)
	82%	(423,413)	(424,640)	(425,885)	(427,174)	(428,495)	(429,867)	(431,311)
Market Values	84%	(350,649)	(355,784)	(360,971)	(366,158)	(371,405)	(376,682)	(382,010)
100%	86%	(278,372)	(287,458)	(296,557)	(305,670)	(314,829)	(324,013)	(333,240)
(105% = 5% increase)	88%	(208,223)	(219,930)	(232,487)	(245,535)	(258,594)	(271,705)	(284,843)
	90%	(146,224)	(160,868)	(175,519)	(190,209)	(204,899)	(220,100)	(236,692)
	92%	(84,383)	(102,421)	(120,472)	(138,556)	(156,640)	(174,751)	(192,890)
	94%	(22,652)	(44,083)	(65,552)	(87,022)	(108,492)	(130,004)	(151,527)
	96%	38,983	14,132	(10,719)	(35,570)	(60,449)	(85,350)	(110,251)
	98%	100,527	72,297	44,068	15,793	(12,482)	(40,757)	(69,071)
	100%	162,043	130,396	98,749	67,102	35,455	3,757	(27,942)
	102%	223,476	188,456	153,430	118,365	83,300	48,236	13,148
	104%	284,888	246,456	208,024	169,592	131,146	92,664	54,182
	106%	346,283	304,456	262,612	220,769	178,925	137,082	95,193
	108%	407,606	362,396	317,186	271,946	226,690	181,435	136,180
	110%	468,929	420,313	371,696	323,079	274,455	225,788	177,121
	112%	530,252	478,229	426,205	374,181	322,158	270,134	218,062
	114%	591,537	536,145	480,715	425,284	369,853	314,423	258,992
	116%	652,786	593,994	535,202	476,387	417,549	358,712	299,875
	118%	714,035	651,840	589,645	527,451	465,245	403,001	340,757
	120%	775,284	709,686	644,089	578,491	512,894	447,290	381,639

TABLE 7

Balance (RLV - BLV £ per acre (n))	67,102	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	5,000	223,745	192,137	160,529	128,890	97,243	65,596	33,949
	10,000	285,427	253,819	222,211	190,602	158,994	127,384	95,737
Grant (£ per unit)	15,000	347,077	315,494	283,892	252,284	220,676	189,068	157,459
-	20,000	408,664	377,082	345,499	313,916	282,334	250,749	219,141
	25,000	470,252	438,669	407,087	375,504	343,921	312,339	280,756
	30,000	531,825	500,255	468,674	437,092	405,509	373,926	342,344
	35,000	593,331	561,760	530,190	498,620	467,050	435,480	403,909
	40,000	654,836	623,266	591,696	560,125	528,555	496,985	465,415
	45,000	716,341	684,771	653,201	621,631	590,061	558,490	526,920
	50,000	777,847	746,277	714,706	683,136	651,566	619,996	588,425
	55,000	839,285	807,715	776,144	744,573	713,002	681,431	649,861

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Appraisal Ref: GF HV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	70.0	44%	175.0
3 bed House	40.0%	120.0	20.0%	20.0	35%	140.0
4 + bed House	25.0%	75.0	10.0%	10.0	21%	85.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	100.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	4,900	52,743	12,250	131,858
3 bed House	12,240	131,750	2,040	21,958	14,280	153,709
4 + bed House	9,750	104,948	1,300	13,993	11,050	118,941
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	29,340	315,813	8,240	88,695	37,580	404,508
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	49,875,000
3 bed House	365,000	3,578	332	3,578	332	51,100,000
4 + bed House	480,000	3,692	343	3,692	343	40,800,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						141,775,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	285,000		29,925,000
3 bed House	120.0	@	365,000		43,800,000
4 + bed House	75.0	@	480,000		36,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	300.0				109,725,000
Affordable Rent GDV -					
2 bed House	21.0	@	199,500		4,189,500
3 bed House	6.0	@	255,500		1,533,000
4 + bed House	3.0	@	336,000		1,008,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	30.0				6,730,500
Social Rent GDV -					
2 bed House	31.5	@	142,500		4,488,750
3 bed House	9.0	@	182,500		1,642,500
4 + bed House	4.5	@	240,000		1,080,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	45.0				7,211,250
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	199,500		3,491,250
3 bed House	5.0	@	255,500		1,277,500
4 + bed House	2.5	@	336,000		840,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	25.0	100.0			5,608,750
Sub-total GDV Residential	**400**				**129,275,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	12,499,500
	333 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	400	units @	0	per unit	-
Total GDV					**129,275,500**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			29,340	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				37,580	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			400	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				12,250	sqm @		1,710	psm			(20,947,500)
3 bed House				14,280	sqm @		1,710	psm			(24,418,800)
3 bed House (EXC. garage)				11,032	sqm @		1,710	psm			(18,864,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0		50%	18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0		100%	18	sqm @		653	psm			(881,550)
Total GIA check:				37,580	£ per garage		£11,754				
External works				65,787,030	@		15.0%				(9,868,055)
Ext. Works analysis:							24,670	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		1,137	£ per unit			(454,800)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		300	units @		5%	@	26,816	£ per unit		(402,240)
Part L/FHS			400	units @				8,760	£ per unit		(3,504,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			400	units @				1,000	£ per unit		(400,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(5,321,040)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				80,976,125	@		3.0%				(2,429,284)

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Scheme Typology:	**Houses**	No Units:	**400**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		80,976,125	@	7.0%			(5,668,329)
Disposal Costs -							
OMS Marketing and Promotion		109,725,000	OMS @	3.00%	8,229	£ per unit	(3,291,750)
Residential Sales Agent Costs		109,725,000	OMS @	1.00%	2,743	£ per unit	(1,097,250)
Residential Sales Legal Costs		109,725,000	OMS @	0.25%	686	£ per unit	(274,313)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,683	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(479,588)
Developers Profit -							
Profit on OMS		109,725,000		20.00%			(21,945,000)
Margin on AH		19,550,500		6.00%	on AH values		(1,173,030)
Profit analysis:		129,275,500		17.88%	blended GDV	(23,118,030)	
		96,816,777		23.88%	on costs	(23,118,030)	
TOTAL COSTS							**(119,934,807)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							9,340,693
SDLT		9,340,693	@	HMRC formula			(456,535)
Acquisition Agent fees		9,340,693	@	1.0%			(93,407)
Acquisition Legal fees		9,340,693	@	0.5%			(46,703)
Interest on Land		9,340,693	@	7.00%			(653,848)
Residual Land Value							**8,090,199**
RLV analysis:	20,225 £ per plot	707,892	£ per ha (net)	286,480	£ per acre (net)		
		566,314	£ per ha (gross)	229,184	£ per acre (gross)		
				6.26%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		14.29	ha (gross)	35.30	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	15,885 £ per plot	555,975	£ per ha (net)	225,000	£ per acre (net)		**6,354,000**
BLV analysis:		444,780	£ per ha (gross)	180,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**151,917**	£ per ha (net)	**61,480**	£ per acre (net)		**1,736,199**

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	61,480	10%	15%	20%	25%	30%	35%	40%
	-	223,734	192,467	161,200	129,932	98,651	67,364	36,077
	1,000	211,311	180,044	148,777	117,495	86,208	54,921	23,634
Site Specific S106	2,000	198,889	167,621	136,339	105,052	73,765	42,478	11,170
5,500	3,000	186,466	155,182	123,895	92,608	61,321	30,017	(1,295)
	4,000	174,026	142,739	111,452	80,165	48,865	17,552	(13,760)
	5,000	161,583	130,296	99,009	67,713	36,400	5,087	(26,242)
	6,000	149,139	117,852	86,560	55,248	23,935	(7,385)	(38,730)
	7,000	136,696	105,408	74,095	42,783	11,470	(19,873)	(51,217)
	8,000	124,253	92,943	61,630	30,318	(1,016)	(32,361)	(63,724)
	9,000	111,791	80,478	49,165	17,840	(13,504)	(44,854)	(76,236)
	10,000	99,326	68,013	36,697	5,352	(25,992)	(57,365)	(88,750)
	11,000	86,861	55,548	24,209	(7,135)	(38,495)	(69,877)	(101,287)
	12,000	74,396	43,065	11,721	(19,625)	(51,007)	(82,398)	(113,825)
	13,000	61,922	30,578	(767)	(32,137)	(63,519)	(94,936)	(126,379)
	14,000	49,434	18,090	(13,266)	(44,648)	(76,046)	(107,473)	(138,943)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	61,480	10%	15%	20%	25%	30%	35%	40%
	15.0%	357,016	314,526	272,036	229,526	187,010	144,494	101,951
	16.0%	316,685	276,435	236,186	195,917	155,642	115,367	75,064
Profit	17.0%	276,354	238,345	200,336	162,307	124,273	86,239	48,176
20.0%	18.0%	236,023	200,255	164,486	128,698	92,905	57,111	21,289
	19.0%	195,692	162,164	128,637	95,089	61,536	27,983	(5,598)
	20.0%	155,361	124,074	92,787	61,480	30,168	(1,145)	(32,486)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	61,480	10%	15%	20%	25%	30%	35%	40%
	100,000	280,361	249,074	217,787	186,480	155,168	123,855	92,514
	110,000	270,361	239,074	207,787	176,480	145,168	113,855	82,514
BLV (£ per acre)	120,000	260,361	229,074	197,787	166,480	135,168	103,855	72,514
225,000	130,000	250,361	219,074	187,787	156,480	125,168	93,855	62,514
	140,000	240,361	209,074	177,787	146,480	115,168	83,855	52,514
	150,000	230,361	199,074	167,787	136,480	105,168	73,855	42,514
	160,000	220,361	189,074	157,787	126,480	95,168	63,855	32,514
	170,000	210,361	179,074	147,787	116,480	85,168	53,855	22,514
	180,000	200,361	169,074	137,787	106,480	75,168	43,855	12,514
	190,000	190,361	159,074	127,787	96,480	65,168	33,855	2,514
	200,000	180,361	149,074	117,787	86,480	55,168	23,855	(7,486)
	210,000	170,361	139,074	107,787	76,480	45,168	13,855	(17,486)
	220,000	160,361	129,074	97,787	66,480	35,168	3,855	(27,486)
	230,000	150,361	119,074	87,787	56,480	25,168	(6,145)	(37,486)
	240,000	140,361	109,074	77,787	46,480	15,168	(16,145)	(47,486)
	250,000	130,361	99,074	67,787	36,480	5,168	(26,145)	(57,486)

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	61,480	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	30	101,024	74,206	47,389	20,554	(6,285)	(33,124)	(59,988)
	35	155,361	124,074	92,787	61,480	30,168	(1,145)	(32,486)
Density (dph)	40	209,698	173,942	138,185	102,406	66,620	30,834	(4,984)
35.0	45	264,035	223,809	183,583	143,332	103,073	62,814	22,519
	50	318,373	273,677	228,981	184,257	139,525	94,793	50,021
	55	372,710	323,545	274,380	225,183	175,978	126,772	77,523
	60	427,047	373,412	319,778	266,109	212,430	158,751	105,025
	65	481,384	423,280	365,176	307,035	248,883	190,731	132,527
	70	535,722	473,148	410,574	347,960	285,335	222,710	160,029
	75	590,059	523,016	455,972	388,886	321,788	254,689	187,531
	80	644,396	572,883	501,370	429,812	358,240	286,669	215,033

TABLE 5

Balance (RLV - BLV £ per acre (n))	61,480	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	90%	414,112	380,802	347,492	314,183	280,873	247,563	214,254
	92%	362,476	329,576	296,675	263,774	230,873	197,973	165,072
Build Cost	94%	310,803	278,306	245,810	213,313	180,816	148,320	115,823
100%	96%	259,056	226,973	194,884	162,786	130,689	98,591	66,494
(105% = 5% increase)	98%	207,243	175,561	143,879	112,180	80,477	48,774	17,067
	100%	155,361	124,074	92,787	61,480	30,168	(1,145)	(32,486)
	102%	103,394	72,498	41,600	10,673	(20,254)	(51,204)	(82,168)
	104%	51,328	20,819	(9,709)	(40,254)	(70,818)	(101,406)	(132,035)
	106%	(850)	(30,980)	(61,149)	(91,328)	(121,544)	(151,804)	(182,114)
	108%	(53,156)	(82,937)	(112,736)	(142,585)	(172,477)	(202,429)	(234,057)
	110%	(105,622)	(135,050)	(164,529)	(194,058)	(223,971)	(258,202)	(292,677)
	112%	(158,269)	(187,380)	(216,549)	(249,470)	(283,406)	(317,502)	(351,840)

TABLE 6

Balance (RLV - BLV £ per acre (n))	61,480	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	80%	(516,631)	(513,027)	(509,457)	(505,922)	(502,434)	(499,008)	(495,653)
	82%	(439,870)	(440,301)	(440,766)	(441,255)	(441,778)	(442,344)	(442,963)
Market Values	84%	(364,853)	(369,297)	(373,773)	(378,263)	(382,779)	(387,332)	(391,931)
100%	86%	(290,926)	(299,372)	(307,834)	(316,314)	(324,811)	(333,346)	(341,913)
(105% = 5% increase)	88%	(218,385)	(230,158)	(242,599)	(255,055)	(267,530)	(280,032)	(292,561)
	90%	(155,468)	(169,649)	(183,848)	(198,055)	(212,276)	(227,180)	(243,672)
	92%	(92,916)	(110,524)	(128,153)	(145,787)	(163,431)	(181,095)	(198,777)
	94%	(30,595)	(51,642)	(72,690)	(93,737)	(114,812)	(135,888)	(156,991)
	96%	31,520	7,068	(17,401)	(41,877)	(66,354)	(90,857)	(115,364)
	98%	93,499	65,626	37,753	9,856	(18,042)	(45,947)	(73,876)
	100%	155,361	124,074	92,787	61,480	30,168	(1,145)	(32,486)
	102%	217,128	182,432	147,734	113,013	78,292	43,571	8,822
	104%	278,821	240,720	202,598	164,473	126,348	88,216	50,060
	106%	340,452	298,926	257,401	215,875	174,350	132,798	91,244
	108%	402,010	357,086	312,163	267,234	222,285	177,335	132,386
	110%	463,541	415,215	366,872	318,529	270,186	221,844	173,473
	112%	525,015	473,279	421,544	369,808	318,057	266,295	214,533
	114%	586,473	531,337	476,186	421,036	365,885	310,734	255,565
	116%	647,878	589,338	530,798	472,258	413,697	355,132	296,566
	118%	709,283	647,332	585,380	523,429	461,478	399,527	337,548
	120%	770,641	705,302	639,963	574,600	509,237	443,875	378,512

TABLE 7

Balance (RLV - BLV £ per acre (n))	61,480	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	5,000	217,596	186,329	155,062	123,793	92,506	61,219	29,932
	10,000	279,737	248,484	217,230	185,976	154,714	123,447	92,180
Grant (£ per unit)	15,000	341,801	310,555	279,309	248,063	216,811	185,557	154,303
-	20,000	403,796	372,550	341,304	310,058	278,812	247,566	216,320
	25,000	465,712	434,468	403,223	371,979	340,734	309,490	278,245
	30,000	527,589	496,341	465,092	433,843	402,594	371,346	340,097
	35,000	589,415	558,166	526,917	495,668	464,409	433,150	401,891
	40,000	651,194	619,935	588,676	557,417	526,158	494,899	463,640
	45,000	712,943	681,684	650,422	619,147	587,873	556,598	525,323
	50,000	774,651	743,376	712,101	680,826	649,551	618,276	586,986
	55,000	836,329	805,054	773,780	742,490	711,193	679,897	648,600

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GF HV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	157.5	70.0%	105.0	44%	262.5
3 bed House	40.0%	180.0	20.0%	30.0	35%	210.0
4 + bed House	25.0%	112.5	10.0%	15.0	21%	127.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	450.0	100.0%	150.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	11,025	118,672	7,350	79,115	18,375	197,787
3 bed House	18,360	197,625	3,060	32,938	21,420	230,563
4 + bed House	14,625	157,422	1,950	20,990	16,575	178,412
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	44,010	473,720	12,360	133,042	56,370	606,762
AH % by floor area:			21.93%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	4,071	378	4,071	378	74,812,500
3 bed House	365,000	3,578	332	3,578	332	76,650,000
4 + bed House	480,000	3,692	343	3,692	343	61,200,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						212,662,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	157.5	@	285,000		44,887,500
3 bed House	180.0	@	365,000		65,700,000
4 + bed House	112.5	@	480,000		54,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	450.0				164,587,500
Affordable Rent GDV -					
2 bed House	31.5	@	199,500		6,284,250
3 bed House	9.0	@	255,500		2,299,500
4 + bed House	4.5	@	336,000		1,512,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	45.0				10,095,750
Social Rent GDV -					
2 bed House	47.3	@	142,500		6,733,125
3 bed House	13.5	@	182,500		2,463,750
4 + bed House	6.8	@	240,000		1,620,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	67.5				10,816,875
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	26.3	@	199,500		5,236,875
3 bed House	7.5	@	255,500		1,916,250
4 + bed House	3.8	@	336,000		1,260,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	37.5	150.0			8,413,125
Sub-total GDV Residential	**600**				**193,913,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	18,749,250
	333 £ psm (total GIA sqm)			31,249 £ per unit (total units)	
Grant	600	units @	0	per unit	-
Total GDV					**193,913,250**

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251103 Wigan Borough Council_Residential Appraisals_Greenfield Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£		(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£		(406,005)
CIL (Mrkt only inc. garages)	Max			44,010	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				600	units @		5,500	per unit			(3,300,000)
	Sub-total									(3,300,000)	
S106 analysis:	192,500	£ per ha		1.70%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				56,370	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				17.14	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			600	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				18,375	sqm @		1,710	psm			(31,421,250)
3 bed House				21,420	sqm @		1,710	psm			(36,628,200)
3 bed House (EXC. garage)				16,557	sqm @		1,710	psm			(28,312,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	180.0		50%	18	sqm @		653	psm			(1,057,860)
Garages for 4B House	112.5		100%	18	sqm @		653	psm			(1,322,325)
Total GIA check:				56,370	£ per garage		£11,754				
External works				98,711,325	@		15.0%				(14,806,699)
Ext. Works analysis:							24,678	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				600	units @		1,137	£ per unit			(682,200)
M4(2) Category 2 Housing	Aff units		150	units @		100%	@	1,400	£ per unit		(210,000)
M4(2) Category 2 Housing	OMS units		450	units @		100%	@	1,400	£ per unit		(630,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		450	units @		5%	@	26,816	£ per unit		(603,360)
Part L/FHS			600	units @				8,760	£ per unit		(5,256,000)
Part L/FHS analysis:							5.3%	% of BCIS costs			
EV Charging Points - Houses			600	units @				1,000	£ per unit		(600,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(7,981,560)	
Policy Costs analysis:	(design costs only)						13,303	£ per unit (total units)			
							8.1%	% of BCIS costs			
Contingency (on construction)				121,499,584	@		3.0%				(3,644,988)

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Scheme Typology:	**Houses**	No Units:	**600**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		121,499,584	@	7.0%			(8,504,971)
Disposal Costs -							
OMS Marketing and Promotion		164,587,500	OMS @	3.00%	8,229	£ per unit	(4,937,625)
Residential Sales Agent Costs		164,587,500	OMS @	1.00%	2,743	£ per unit	(1,645,875)
Residential Sales Legal Costs		164,587,500	OMS @	0.25%	686	£ per unit	(411,469)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					11,675	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(505,374)
Developers Profit -							
Profit on OMS		164,587,500		20.00%			(32,917,500)
Margin on AH		29,325,750		6.00%	on AH values		(1,759,545)
Profit analysis:		193,913,250		17.88%	blended GDV	(34,677,045)	
		145,001,224		23.92%	on costs	(34,677,045)	
TOTAL COSTS							**(179,678,269)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							14,234,981
SDLT		14,234,981	@	HMRC formula			(701,249)
Acquisition Agent fees		14,234,981	@	1.0%			(142,350)
Acquisition Legal fees		14,234,981	@	0.5%			(71,175)
Interest on Land		14,234,981	@	7.00%			(996,449)
Residual Land Value							**12,323,758**
RLV analysis:	20,540 £ per plot	718,886	£ per ha (net)	290,929	£ per acre (net)		
		575,109	£ per ha (gross)	232,743	£ per acre (gross)		
				6.36%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		21.43	ha (gross)	52.95	acres (gross)		
Density analysis:		3,288	sqm/ha (net)	14,324	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	15,885 £ per plot	555,975	£ per ha (net)	225,000	£ per acre (net)		**9,531,000**
BLV analysis:		444,780	£ per ha (gross)	180,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**162,911**	£ per ha (net)	**65,929**	£ per acre (net)		**2,792,758**

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	65,929	10%	15%	20%	25%	30%	35%	40%
	-	228,334	196,908	165,476	134,037	102,598	71,159	39,712
	1,000	215,970	184,538	153,099	121,660	90,221	58,777	27,321
Site Specific S106	2,000	203,601	172,161	140,722	109,283	77,842	46,386	14,930
5,500	3,000	191,224	159,784	128,345	96,906	65,451	33,995	2,536
	4,000	178,847	147,407	115,968	84,516	53,060	21,604	(9,870)
	5,000	166,470	135,031	103,581	72,125	40,669	9,201	(22,276)
	6,000	154,093	122,646	91,190	59,734	28,272	(3,205)	(34,684)
	7,000	141,711	110,255	78,799	47,342	15,866	(15,611)	(47,106)
	8,000	129,320	97,864	66,407	34,937	3,460	(28,026)	(59,528)
	9,000	116,928	85,472	54,008	22,531	(8,946)	(40,448)	(71,956)
	10,000	104,537	73,079	41,602	10,125	(21,367)	(52,869)	(84,394)
	11,000	92,146	60,673	29,196	(2,287)	(33,789)	(65,302)	(96,833)
	12,000	79,744	48,267	16,790	(14,709)	(46,211)	(77,740)	(109,286)
	13,000	67,338	35,861	4,371	(27,131)	(58,647)	(90,178)	(121,741)
	14,000	54,932	23,452	(8,050)	(39,554)	(71,085)	(102,633)	(134,207)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	65,929	10%	15%	20%	25%	30%	35%	40%
	15.0%	361,936	319,293	276,634	233,975	191,316	148,637	105,957
	16.0%	321,605	281,203	240,784	200,366	159,947	119,509	79,070
Profit	17.0%	281,274	243,112	204,934	166,756	128,579	90,382	52,183
20.0%	18.0%	240,943	205,022	169,085	133,147	97,210	61,254	25,295
	19.0%	200,612	166,932	133,235	99,538	65,842	32,126	(1,592)
	20.0%	160,281	128,841	97,385	65,929	34,473	2,998	(28,479)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	65,929	10%	15%	20%	25%	30%	35%	40%
	100,000	285,281	253,841	222,385	190,929	159,473	127,998	96,521
	110,000	275,281	243,841	212,385	180,929	149,473	117,998	86,521
BLV (£ per acre)	120,000	265,281	233,841	202,385	170,929	139,473	107,998	76,521
225,000	130,000	255,281	223,841	192,385	160,929	129,473	97,998	66,521
	140,000	245,281	213,841	182,385	150,929	119,473	87,998	56,521
	150,000	235,281	203,841	172,385	140,929	109,473	77,998	46,521
	160,000	225,281	193,841	162,385	130,929	99,473	67,998	36,521
	170,000	215,281	183,841	152,385	120,929	89,473	57,998	26,521
	180,000	205,281	173,841	142,385	110,929	79,473	47,998	16,521
	190,000	195,281	163,841	132,385	100,929	69,473	37,998	6,521
	200,000	185,281	153,841	122,385	90,929	59,473	27,998	(3,479)
	210,000	175,281	143,841	112,385	80,929	49,473	17,998	(13,479)
	220,000	165,281	133,841	102,385	70,929	39,473	7,998	(23,479)
	230,000	155,281	123,841	92,385	60,929	29,473	(2,002)	(33,479)
	240,000	145,281	113,841	82,385	50,929	19,473	(12,002)	(43,479)
	250,000	135,281	103,841	72,385	40,929	9,473	(22,002)	(53,479)

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	65,929	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	30	105,241	78,293	51,330	24,368	(2,595)	(29,573)	(56,554)
	35	160,281	128,841	97,385	65,929	34,473	2,998	(28,479)
Density (dph)	40	215,321	179,390	143,440	107,490	71,541	35,569	(405)
35.0	45	270,361	229,939	189,495	149,052	108,608	68,140	27,670
	50	325,402	280,488	235,550	190,613	145,676	100,711	55,744
	55	380,442	331,036	281,605	232,174	182,743	133,282	83,818
	60	435,482	381,585	327,660	273,736	219,811	165,853	111,893
	65	490,522	432,134	373,715	315,297	256,879	198,425	139,967
	70	545,562	482,683	419,770	356,858	293,946	230,996	168,042
	75	600,602	533,231	465,825	398,420	331,014	263,567	196,116
	80	655,643	583,780	511,880	439,981	368,081	296,138	224,191

TABLE 5

Balance (RLV - BLV £ per acre (n))	65,929	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	90%	417,880	384,409	350,938	317,466	283,995	250,524	217,053
	92%	366,433	333,374	300,314	267,255	234,196	201,130	168,064
Build Cost	94%	314,960	282,306	249,652	216,998	184,344	151,690	119,026
100%	96%	263,452	231,200	198,949	166,697	134,446	102,193	69,928
(105% = 5% increase)	98%	211,893	180,049	148,196	116,344	84,492	52,633	20,763
	100%	160,281	128,841	97,385	65,929	34,473	2,998	(28,479)
	102%	108,613	77,569	46,506	15,443	(15,632)	(46,720)	(77,826)
	104%	56,880	26,222	(4,450)	(35,128)	(65,829)	(96,546)	(127,288)
	106%	5,073	(25,208)	(55,493)	(85,807)	(116,138)	(146,499)	(176,902)
	108%	(46,831)	(76,731)	(106,656)	(136,603)	(166,586)	(196,615)	(227,257)
	110%	(98,839)	(128,376)	(157,941)	(187,548)	(217,207)	(250,640)	(285,115)
	112%	(150,969)	(180,155)	(209,388)	(241,101)	(275,044)	(309,112)	(343,346)

TABLE 6

Balance (RLV - BLV £ per acre (n))	65,929	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	80%	(503,209)	(499,985)	(496,787)	(493,618)	(490,486)	(487,397)	(484,370)
	82%	(428,332)	(429,104)	(429,896)	(430,709)	(431,548)	(432,419)	(433,337)
Market Values	84%	(354,667)	(359,420)	(364,188)	(368,969)	(373,773)	(378,605)	(383,473)
100%	86%	(281,761)	(290,479)	(299,214)	(307,958)	(316,725)	(325,512)	(334,327)
(105% = 5% increase)	88%	(211,221)	(222,288)	(234,729)	(247,431)	(260,152)	(272,888)	(285,647)
	90%	(148,891)	(163,287)	(177,682)	(192,090)	(206,506)	(220,985)	(237,297)
	92%	(86,790)	(104,601)	(122,413)	(140,234)	(158,065)	(175,908)	(193,763)
	94%	(24,860)	(46,078)	(67,300)	(88,537)	(109,775)	(131,031)	(152,293)
	96%	36,954	12,318	(12,318)	(36,954)	(61,610)	(86,266)	(110,941)
	98%	98,656	70,620	42,572	14,523	(13,530)	(41,599)	(69,672)
	100%	160,281	128,841	97,385	65,929	34,473	2,998	(28,479)
	102%	221,843	186,994	152,134	117,275	82,415	47,536	12,655
	104%	283,353	245,092	206,832	168,571	130,305	92,024	53,744
	106%	344,807	303,148	261,489	219,829	178,151	136,473	94,792
	108%	406,231	361,175	316,112	271,039	225,966	180,893	135,802
	110%	467,627	419,160	370,694	322,227	273,760	225,274	176,787
	112%	528,984	477,124	425,264	373,391	321,513	269,635	217,754
	114%	590,331	535,063	479,795	424,526	369,258	313,977	258,689
	116%	651,644	592,985	534,325	475,649	416,972	358,296	299,619
	118%	712,946	650,881	588,816	526,751	464,686	402,602	340,517
	120%	774,237	708,777	643,306	577,836	512,365	446,895	381,415

TABLE 7

Balance (RLV - BLV £ per acre (n))	65,929	Affordable Housing - % on site 10%	15%	20%	25%	30%	35%	40%
	5,000	222,206	190,780	159,345	127,905	96,466	65,027	33,576
	10,000	284,070	252,652	221,226	189,800	158,374	126,948	95,522
Grant (£ per unit)	15,000	345,876	314,459	283,042	251,625	220,208	188,790	157,373
-	20,000	407,627	376,215	344,802	313,390	281,978	250,566	219,154
	25,000	469,341	437,930	406,519	375,107	343,696	312,285	280,874
	30,000	531,028	499,615	468,201	436,787	405,374	373,960	342,546
	35,000	592,663	561,249	529,835	498,421	467,007	435,593	404,179
	40,000	654,286	622,865	591,445	560,024	528,604	497,183	465,762
	45,000	715,869	684,448	653,028	621,607	590,184	558,753	527,322
	50,000	777,446	746,014	714,583	683,152	651,721	620,290	588,858
	55,000	838,982	807,551	776,120	744,689	713,254	681,808	650,363

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Appraisal Ref: GB LV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		9	Units	
AH Policy requirement (% Target)		0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	100%		
AH tenure split %	Affordable Rent:		30.0%	
	Social Rent:		45.0%	75.0% % Rented
	First Homes:		0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):		25.0%	0.0% % of total (>10% First Homes PPG 023)
		100%	100.0%	
CIL Rate (£ psm)		0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
3 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	0.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	315	3,391	0	0	315	3,391
3 bed House	459	4,941	0	0	459	4,941
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	774	8,331	0	0	774	8,331
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	990,000
3 bed House	310,000	3,039	282	3,039	282	1,395,000
4 + bed House	395,000	3,038	282	3,038	282	0
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						2,385,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.5	@	220,000		990,000
3 bed House	4.5	@	310,000		1,395,000
4 + bed House	0.0	@	395,000		-
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	9.0				2,385,000
Affordable Rent GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	276,500		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	110,000		-
3 bed House	0.0	@	155,000		-
4 + bed House	0.0	@	197,500		-
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	276,500		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**2,385,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0 per unit		-
Total GDV					**2,385,000**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			774	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500	£ per ha		2.08%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				774	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				315	sqm @		1,710	psm			(538,650)
3 bed House				459	sqm @		1,710	psm			(784,890)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	4.5		50%	18	sqm @		653	psm			(26,447)
Garages for 4B House	-		100%	18	sqm @		653	psm			-
Total GIA check:				774	£ per garage		£11,754				
External works				1,288,427	@		15.0%				(193,264)
Ext. Works analysis:							21,474	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		1,137	£ per unit			(10,233)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	1,400	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @		100%	@	1,400	£ per unit		(12,600)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		9	units @		5%	@	26,816	£ per unit		(12,067)
Part L/FHS			9	units @				8,760	£ per unit		(78,840)
Part L/FHS analysis:							6.1%	% of BCIS costs			
EV Charging Points - Houses			9	units @				1,000	£ per unit		(9,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(122,740)	
Policy Costs analysis:	(design costs only)						13,638	£ per unit (total units)			
							9.5%	% of BCIS costs			
Contingency (on construction)				1,604,431	@		3.0%				(48,133)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		1,604,431	@	7.0%			(112,310)
Disposal Costs -							
OMS Marketing and Promotion		2,385,000	OMS @	3.00%	7,950	£ per unit	(71,550)
Residential Sales Agent Costs		2,385,000	OMS @	1.00%	2,650	£ per unit	(23,850)
Residential Sales Legal Costs		2,385,000	OMS @	0.25%	663	£ per unit	(5,963)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					12,374	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(27,385)
Developers Profit -							
Profit on OMS		2,385,000		20.00%			(477,000)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,385,000		20.00%	blended GDV	(477,000)	
		1,984,873		24.03%	on costs	(477,000)	
TOTAL COSTS							**(2,461,873)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(76,873)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(76,873)**
RLV analysis:	(8,541) £ per plot	(298,951)	£ per ha (net)	(120,984)	£ per acre (net)		
		(239,161)	£ per ha (gross)	(96,787)	£ per acre (gross)		
				-3.22%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.32	ha (gross)	0.79	acres (gross)		
Density analysis:		3,010	sqm/ha (net)	13,112	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**47,655**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(484,276)**	£ per ha (net)	**(195,984)**	£ per acre (net)		**(124,528)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 0%

Balance (RLV - BLV £ per acre (n))	(195,984)	0%	5%	10%	15%	20%	25%	30%
	-	(116,526)	(120,697)	(124,869)	(129,040)	(133,211)	(137,383)	(141,554)
	1,000	(130,973)	(135,144)	(139,316)	(143,487)	(147,658)	(151,830)	(156,001)
Site Specific S106	2,000	(145,420)	(149,591)	(153,762)	(157,934)	(162,105)	(166,277)	(170,448)
5,500	3,000	(159,867)	(164,038)	(168,209)	(172,381)	(176,552)	(180,724)	(184,895)
	4,000	(174,313)	(178,485)	(182,656)	(186,828)	(190,999)	(195,170)	(199,382)
	5,000	(188,760)	(192,932)	(197,103)	(201,274)	(205,446)	(209,669)	(213,911)
	6,000	(203,207)	(207,379)	(211,550)	(215,721)	(219,955)	(224,197)	(228,440)
	7,000	(217,654)	(221,825)	(225,999)	(230,241)	(234,484)	(238,726)	(242,968)
	8,000	(232,101)	(236,285)	(240,528)	(244,770)	(249,012)	(253,254)	(257,497)
	9,000	(246,572)	(250,814)	(255,056)	(259,298)	(263,541)	(267,783)	(272,025)
	10,000	(261,100)	(265,342)	(269,585)	(273,827)	(278,069)	(282,312)	(286,554)
	11,000	(275,629)	(279,871)	(284,113)	(288,356)	(292,598)	(296,840)	(301,082)
	12,000	(290,157)	(294,400)	(298,642)	(302,884)	(307,126)	(311,369)	(315,611)
	13,000	(304,686)	(308,928)	(313,170)	(317,413)	(321,655)	(325,897)	(330,140)
	14,000	(319,214)	(323,457)	(327,699)	(331,941)	(336,184)	(340,426)	(344,668)

TABLE 2 Affordable Housing - % on site 0%

Balance (RLV - BLV £ per acre (n))	(195,984)	0%	5%	10%	15%	20%	25%	30%
	15.0%	(13,976)	(26,379)	(38,782)	(51,185)	(63,607)	(76,175)	(89,801)
	16.0%	(48,321)	(59,006)	(69,692)	(80,878)	(92,577)	(104,327)	(116,076)
Profit	17.0%	(83,378)	(93,179)	(102,981)	(112,783)	(122,606)	(132,478)	(142,351)
20.0%	18.0%	(120,913)	(128,838)	(136,763)	(144,688)	(152,634)	(160,630)	(168,626)
	19.0%	(158,448)	(164,497)	(170,545)	(176,593)	(182,662)	(188,782)	(194,901)
	20.0%	(195,984)	(200,155)	(204,327)	(208,498)	(212,691)	(216,933)	(221,175)

TABLE 3 Affordable Housing - % on site 0%

Balance (RLV - BLV £ per acre (n))	(195,984)	0%	5%	10%	15%	20%	25%	30%
	50,000	(170,984)	(175,155)	(179,327)	(183,498)	(187,691)	(191,933)	(196,175)
	60,000	(180,984)	(185,155)	(189,327)	(193,498)	(197,691)	(201,933)	(206,175)
BLV (£ per acre)	70,000	(190,984)	(195,155)	(199,327)	(203,498)	(207,691)	(211,933)	(216,175)
75,000	80,000	(200,984)	(205,155)	(209,327)	(213,498)	(217,691)	(221,933)	(226,175)
	90,000	(210,984)	(215,155)	(219,327)	(223,498)	(227,691)	(231,933)	(236,175)
	100,000	(220,984)	(225,155)	(229,327)	(233,498)	(237,691)	(241,933)	(246,175)
	110,000	(230,984)	(235,155)	(239,327)	(243,498)	(247,691)	(251,933)	(256,175)
	120,000	(240,984)	(245,155)	(249,327)	(253,498)	(257,691)	(261,933)	(266,175)
	130,000	(250,984)	(255,155)	(259,327)	(263,498)	(267,691)	(271,933)	(276,175)
	140,000	(260,984)	(265,155)	(269,327)	(273,498)	(277,691)	(281,933)	(286,175)
	150,000	(270,984)	(275,155)	(279,327)	(283,498)	(287,691)	(291,933)	(296,175)
	160,000	(280,984)	(285,155)	(289,327)	(293,498)	(297,691)	(301,933)	(306,175)
	170,000	(290,984)	(295,155)	(299,327)	(303,498)	(307,691)	(311,933)	(316,175)
	180,000	(300,984)	(305,155)	(309,327)	(313,498)	(317,691)	(321,933)	(326,175)
	190,000	(310,984)	(315,155)	(319,327)	(323,498)	(327,691)	(331,933)	(336,175)
	200,000	(320,984)	(325,155)	(329,327)	(333,498)	(337,691)	(341,933)	(346,175)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(195,984)	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	30	(178,700)	(182,276)	(185,851)	(189,427)	(193,021)	(196,657)	(200,293)
	35	(195,984)	(200,155)	(204,327)	(208,498)	(212,691)	(216,933)	(221,175)
Density (dph)	40	(213,267)	(218,034)	(222,802)	(227,569)	(232,361)	(237,209)	(242,058)
35.0	45	(230,551)	(235,914)	(241,277)	(246,640)	(252,031)	(257,485)	(262,940)
	50	(247,834)	(253,793)	(259,752)	(265,711)	(271,701)	(277,762)	(283,822)
	55	(265,117)	(271,672)	(278,227)	(284,782)	(291,371)	(298,038)	(304,704)
	60	(282,401)	(289,552)	(296,703)	(303,854)	(311,041)	(318,314)	(325,586)
	65	(299,684)	(307,431)	(315,178)	(322,925)	(330,711)	(338,590)	(346,469)
	70	(316,968)	(325,310)	(333,653)	(341,996)	(350,382)	(358,866)	(367,351)
	75	(334,251)	(343,190)	(352,128)	(361,067)	(370,052)	(379,142)	(388,233)
	80	(351,534)	(361,069)	(370,604)	(380,138)	(389,722)	(399,418)	(409,115)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(195,984)	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	90%	50,106	33,924	17,742	1,560	(14,623)	(30,805)	(46,987)
	92%	2,945	(10,764)	(24,473)	(38,182)	(51,892)	(65,601)	(79,710)
Build Cost	94%	(44,216)	(55,452)	(66,688)	(78,196)	(90,476)	(102,756)	(115,036)
100%	96%	(92,899)	(102,476)	(112,053)	(121,630)	(131,207)	(140,784)	(150,361)
(105% = 5% increase)	98%	(144,441)	(151,316)	(158,190)	(165,064)	(171,938)	(178,812)	(185,687)
	100%	(195,984)	(200,155)	(204,327)	(208,498)	(212,691)	(216,933)	(221,175)
	102%	(247,555)	(249,080)	(250,604)	(252,128)	(253,652)	(255,176)	(256,701)
	104%	(299,389)	(298,195)	(297,001)	(295,807)	(294,614)	(293,420)	(292,226)
	106%	(351,223)	(347,311)	(343,399)	(339,487)	(335,575)	(331,663)	(327,751)
	108%	(403,057)	(396,427)	(389,797)	(383,166)	(376,536)	(369,906)	(363,276)
	110%	(454,891)	(445,543)	(436,194)	(426,846)	(417,498)	(408,149)	(398,801)
	112%	(506,725)	(494,658)	(482,592)	(470,525)	(458,459)	(446,393)	(434,326)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(195,984)	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(1,433,663)	(1,444,414)	(1,455,165)	(1,465,916)	(1,476,666)	(1,487,417)	(1,498,168)
	82%	(890,494)	(928,403)	(966,312)	(1,004,221)	(1,042,131)	(1,080,040)	(1,117,949)
Market Values	84%	(658,905)	(639,988)	(621,071)	(602,154)	(607,642)	(672,663)	(737,731)
100%	86%	(601,007)	(584,985)	(568,963)	(552,941)	(536,919)	(520,897)	(504,875)
(105% = 5% increase)	88%	(543,109)	(529,982)	(516,855)	(503,728)	(490,601)	(477,474)	(464,347)
	90%	(485,211)	(474,979)	(464,747)	(454,515)	(444,283)	(434,050)	(423,818)
	92%	(427,313)	(419,976)	(412,639)	(405,301)	(397,964)	(390,627)	(383,290)
	94%	(369,415)	(364,973)	(360,531)	(356,088)	(351,646)	(347,203)	(342,761)
	96%	(311,517)	(309,970)	(308,422)	(306,875)	(305,327)	(303,780)	(302,232)
	98%	(253,620)	(254,967)	(256,314)	(257,662)	(259,009)	(260,357)	(261,704)
	100%	(195,984)	(200,155)	(204,327)	(208,498)	(212,691)	(216,933)	(221,175)
	102%	(138,430)	(145,479)	(152,528)	(159,577)	(166,626)	(173,676)	(180,725)
	104%	(80,877)	(90,803)	(100,730)	(110,657)	(120,584)	(130,510)	(140,437)
	106%	(27,716)	(39,432)	(51,148)	(62,864)	(74,580)	(87,345)	(100,150)
	108%	24,946	10,597	(3,752)	(18,101)	(32,451)	(46,800)	(61,149)
	110%	77,608	60,625	43,643	26,661	9,679	(7,303)	(24,286)
	112%	130,269	110,654	91,039	71,423	51,808	32,193	12,577
	114%	182,014	160,252	138,434	116,186	93,937	71,689	49,440
	116%	233,525	209,187	184,850	160,512	136,066	111,185	86,304
	118%	284,929	258,122	231,209	204,296	177,383	150,470	123,167
	120%	334,713	306,212	277,568	248,080	218,591	189,102	159,614

TABLE 7

Balance (RLV - BLV £ per acre (n))	(195,984)	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	(123,747)	(127,919)	(132,090)	(136,262)	(140,433)	(144,604)	(148,776)
	10,000	(53,508)	(57,324)	(61,141)	(64,958)	(68,775)	(72,592)	(76,539)
Grant (£ per unit)	15,000	12,589	8,772	4,955	1,138	(2,679)	(6,496)	(10,312)
-	20,000	78,685	74,868	71,051	67,234	63,418	59,601	55,784
	25,000	144,699	140,964	137,147	133,331	129,514	125,697	121,880
	30,000	209,350	205,617	201,883	198,150	194,417	190,683	186,950
	35,000	274,002	270,268	266,535	262,775	258,954	255,133	251,312
	40,000	336,627	332,934	329,241	325,548	321,855	318,162	314,469
	45,000	398,760	395,067	391,374	387,681	383,988	380,295	376,602
	50,000	460,893	457,200	453,507	449,814	446,121	442,428	438,735
	55,000	523,026	519,333	515,640	511,947	508,254	504,561	500,868

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Appraisal Ref: GB LV 25 (see Typologies Matrix)
Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	4.4	70.0%	8.8	53%	13.1
3 bed House	40.0%	5.0	20.0%	2.5	30%	7.5
4 + bed House	25.0%	3.1	10.0%	1.3	18%	4.4
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	12.5	100.0%	12.5	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	306	3,296	613	6,593	919	9,889
3 bed House	510	5,490	255	2,745	765	8,234
4 + bed House	406	4,373	163	1,749	569	6,122
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,223	13,159	1,030	11,087	2,253	24,246
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	2,887,500
3 bed House	310,000	3,039	282	3,039	282	2,325,000
4 + bed House	395,000	3,038	282	3,038	282	1,728,125
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						6,940,625

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.4	@	220,000		962,500
3 bed House	5.0	@	310,000		1,550,000
4 + bed House	3.1	@	395,000		1,234,375
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	12.5				3,746,875
Affordable Rent GDV -					
2 bed House	2.6	@	154,000		404,250
3 bed House	0.8	@	217,000		162,750
4 + bed House	0.4	@	276,500		103,688
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	3.8				670,688
Social Rent GDV -					
2 bed House	3.9	@	110,000		433,125
3 bed House	1.1	@	155,000		174,375
4 + bed House	0.6	@	197,500		111,094
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	5.6				718,594
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	154,000		336,875
3 bed House	0.6	@	217,000		135,625
4 + bed House	0.3	@	276,500		86,406
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	3.1	12.5			558,906
Sub-total GDV Residential	**25**				**5,695,063**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,245,563
	553 £ psm (total GIA sqm)			49,823 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**5,695,063**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,223	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				25	units @		5,500	per unit			(137,500)
	Sub-total									(137,500)	
S106 analysis:	192,500	£ per ha		2.41%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				2,253	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			25	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				919	sqm @		1,710	psm			(1,571,063)
3 bed House				765	sqm @		1,710	psm			(1,308,150)
3 bed House (EXC. garage)				551	sqm @		1,710	psm			(941,783)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	5.0	50%		18	sqm @		653	psm			(29,385)
Garages for 4B House	3.1	100%		18	sqm @		653	psm			(36,731)
Total GIA check:				2,253	£ per garage		£11,754				
External works				3,856,331	@		15.0%				(578,450)
Ext. Works analysis:							23,138	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				25	units @		1,137	£ per unit			(28,425)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		13	units @		5%	@	26,816	£ per unit		(16,760)
Part L/FHS			25	units @				8,760	£ per unit		(219,000)
Part L/FHS analysis:							5.7%	% of BCIS costs			
EV Charging Points - Houses			25	units @				1,000	£ per unit		(25,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(324,185)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.4%	% of BCIS costs			
Contingency (on construction)				4,758,966	@		3.0%				(142,769)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**25**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		4,758,966	@	7.0%			(333,128)
Disposal Costs -							
OMS Marketing and Promotion		3,746,875	OMS @	3.00%	4,496	£ per unit	(112,406)
Residential Sales Agent Costs		3,746,875	OMS @	1.00%	1,499	£ per unit	(37,469)
Residential Sales Legal Costs		3,746,875	OMS @	0.25%	375	£ per unit	(9,367)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,770	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(100,141)
Developers Profit -							
Profit on OMS		3,746,875		20.00%			(749,375)
Margin on AH		1,948,188		6.00%	on AH values		(116,891)
Profit analysis:		5,695,063		15.21%	blended GDV	(866,266)	
		5,721,121		15.14%	on costs	(866,266)	
TOTAL COSTS							**(6,587,387)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(892,325)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(892,325)**
RLV analysis:	(35,693) £ per plot	(1,249,254)	£ per ha (net)	(505,566)	£ per acre (net)		
		(999,403)	£ per ha (gross)	(404,453)	£ per acre (gross)		
				-15.67%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.89	ha (gross)	2.21	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**132,375**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE				
Surplus/(Deficit)	**(1,434,579)**	£ per ha (net)	**(580,566)**	£ per acre (net)	**(1,024,700)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(580,566)	20%	25%	30%	35%	40%	45%	50%
	-	(325,843)	(352,851)	(379,859)	(406,867)	(433,875)	(460,883)	(487,891)
	1,000	(340,371)	(367,379)	(394,387)	(421,396)	(448,404)	(475,412)	(502,420)
Site Specific S106	2,000	(354,900)	(381,908)	(408,916)	(435,924)	(462,932)	(489,940)	(516,949)
5,500	3,000	(369,428)	(396,436)	(423,445)	(450,453)	(477,461)	(504,469)	(531,477)
	4,000	(383,957)	(410,965)	(437,973)	(464,981)	(491,989)	(518,998)	(546,006)
	5,000	(398,485)	(425,494)	(452,502)	(479,510)	(506,518)	(533,526)	(560,534)
	6,000	(413,014)	(440,022)	(467,030)	(494,038)	(521,047)	(548,055)	(636,124)
	7,000	(427,543)	(454,551)	(481,559)	(508,567)	(535,575)	(562,583)	(747,344)
	8,000	(442,071)	(469,079)	(496,087)	(523,096)	(550,104)	(577,112)	(858,565)
	9,000	(456,600)	(483,608)	(510,616)	(537,624)	(564,632)	(591,640)	(969,785)
	10,000	(471,128)	(498,136)	(525,145)	(552,153)	(579,161)	(635,734)	(1,081,006)
	11,000	(485,657)	(512,665)	(539,673)	(566,681)	(593,689)	(746,923)	(1,192,226)
	12,000	(500,185)	(527,194)	(554,202)	(581,210)	(608,218)	(858,143)	(1,303,447)
	13,000	(514,714)	(541,722)	(568,730)	(595,738)	(622,747)	(969,364)	(1,414,667)
	14,000	(529,243)	(556,251)	(583,259)	(610,267)	(637,275)	(1,080,584)	(1,525,888)

TABLE 2 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(580,566)	20%	25%	30%	35%	40%	45%	50%
	15.0%	(235,920)	(273,542)	(311,165)	(348,787)	(386,410)	(424,032)	(474,423)
	16.0%	(269,886)	(305,385)	(340,885)	(376,385)	(411,884)	(447,384)	(495,651)
Profit	17.0%	(303,852)	(337,228)	(370,605)	(403,982)	(437,359)	(470,736)	(516,880)
20.0%	18.0%	(337,818)	(369,072)	(400,325)	(431,579)	(462,833)	(494,087)	(538,109)
	19.0%	(371,784)	(400,915)	(430,046)	(459,177)	(488,308)	(517,439)	(559,338)
	20.0%	(405,750)	(432,758)	(459,766)	(486,774)	(513,782)	(540,790)	(580,566)

TABLE 3 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(580,566)	20%	25%	30%	35%	40%	45%	50%
	50,000	(380,750)	(407,758)	(434,766)	(461,774)	(488,782)	(515,790)	(555,566)
	60,000	(390,750)	(417,758)	(444,766)	(471,774)	(498,782)	(525,790)	(565,566)
BLV (£ per acre)	70,000	(400,750)	(427,758)	(454,766)	(481,774)	(508,782)	(535,790)	(575,566)
75,000	80,000	(410,750)	(437,758)	(464,766)	(491,774)	(518,782)	(545,790)	(585,566)
	90,000	(420,750)	(447,758)	(474,766)	(501,774)	(528,782)	(555,790)	(595,566)
	100,000	(430,750)	(457,758)	(484,766)	(511,774)	(538,782)	(565,790)	(605,566)
	110,000	(440,750)	(467,758)	(494,766)	(521,774)	(548,782)	(575,790)	(615,566)
	120,000	(450,750)	(477,758)	(504,766)	(531,774)	(558,782)	(585,790)	(625,566)
	130,000	(460,750)	(487,758)	(514,766)	(541,774)	(568,782)	(595,790)	(635,566)
	140,000	(470,750)	(497,758)	(524,766)	(551,774)	(578,782)	(605,790)	(645,566)
	150,000	(480,750)	(507,758)	(534,766)	(561,774)	(588,782)	(615,790)	(655,566)
	160,000	(490,750)	(517,758)	(544,766)	(571,774)	(598,782)	(625,790)	(665,566)
	170,000	(500,750)	(527,758)	(554,766)	(581,774)	(608,782)	(635,790)	(675,566)
	180,000	(510,750)	(537,758)	(564,766)	(591,774)	(618,782)	(645,790)	(685,566)
	190,000	(520,750)	(547,758)	(574,766)	(601,774)	(628,782)	(655,790)	(695,566)
	200,000	(530,750)	(557,758)	(584,766)	(611,774)	(638,782)	(665,790)	(705,566)

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(580,566)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(358,500)	(381,650)	(404,799)	(427,949)	(451,099)	(474,249)	(508,343)
	35	(405,750)	(432,758)	(459,766)	(486,774)	(513,782)	(540,790)	(580,566)
Density (dph)	40	(453,000)	(483,866)	(514,733)	(545,599)	(576,465)	(607,332)	(652,790)
35.0	45	(500,250)	(534,974)	(569,699)	(604,424)	(639,149)	(673,873)	(725,014)
	50	(547,500)	(586,083)	(624,666)	(663,249)	(701,832)	(740,415)	(797,238)
	55	(594,750)	(637,191)	(679,632)	(722,074)	(764,515)	(806,956)	(869,461)
	60	(641,999)	(688,299)	(734,599)	(780,899)	(827,198)	(873,498)	(941,685)
	65	(689,249)	(739,407)	(789,565)	(839,723)	(889,881)	(940,039)	(1,013,909)
	70	(736,499)	(790,516)	(844,532)	(898,548)	(952,565)	(1,006,581)	(1,086,133)
	75	(783,749)	(841,624)	(899,499)	(957,373)	(1,015,248)	(1,073,122)	(1,158,356)
	80	(830,999)	(892,732)	(954,465)	(1,016,198)	(1,077,931)	(1,139,664)	(1,230,580)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(580,566)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	(111,727)	(140,987)	(170,248)	(199,508)	(228,768)	(258,138)	(287,580)
	92%	(170,360)	(199,136)	(227,912)	(256,758)	(285,713)	(314,668)	(343,623)
Build Cost	94%	(228,992)	(257,326)	(285,794)	(314,262)	(342,731)	(371,199)	(399,667)
100%	96%	(287,821)	(315,803)	(343,785)	(371,766)	(399,748)	(427,729)	(455,711)
(105% = 5% increase)	98%	(346,786)	(374,280)	(401,775)	(429,270)	(456,765)	(484,260)	(511,755)
	100%	(405,750)	(432,758)	(459,766)	(486,774)	(513,782)	(540,790)	(580,566)
	102%	(464,714)	(491,235)	(517,757)	(544,278)	(570,800)	(597,321)	(1,009,545)
	104%	(523,678)	(549,713)	(575,747)	(601,782)	(627,817)	(1,000,726)	(1,438,577)
	106%	(582,642)	(608,190)	(633,738)	(659,286)	(999,358)	(1,433,483)	(1,867,609)
	108%	(641,606)	(666,668)	(691,729)	(1,005,443)	(1,435,842)	(1,866,241)	(2,296,640)
	110%	(700,571)	(725,145)	(1,018,980)	(1,445,653)	(1,872,326)	(2,298,999)	(2,725,672)
	112%	(759,535)	(1,039,969)	(1,462,916)	(1,885,863)	(2,308,810)	(2,731,757)	(3,154,704)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(580,566)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(2,823,866)	(2,961,972)	(3,100,077)	(3,238,182)	(3,376,287)	(3,514,392)	(3,652,497)
	82%	(2,332,349)	(2,501,174)	(2,669,999)	(2,838,824)	(3,007,649)	(3,176,474)	(3,345,299)
Market Values	84%	(1,840,832)	(2,040,377)	(2,239,921)	(2,439,466)	(2,639,011)	(2,838,555)	(3,038,100)
100%	86%	(1,349,315)	(1,579,579)	(1,809,844)	(2,040,108)	(2,270,373)	(2,500,637)	(2,730,902)
(105% = 5% increase)	88%	(857,797)	(1,118,782)	(1,379,766)	(1,640,750)	(1,901,735)	(2,162,719)	(2,423,704)
	90%	(667,711)	(678,346)	(949,688)	(1,241,393)	(1,533,097)	(1,824,801)	(2,116,505)
	92%	(615,318)	(629,228)	(643,139)	(842,035)	(1,164,459)	(1,486,883)	(1,809,307)
	94%	(562,926)	(580,111)	(597,295)	(614,480)	(795,821)	(1,148,965)	(1,502,109)
	96%	(510,534)	(530,993)	(551,452)	(571,911)	(592,371)	(811,047)	(1,194,910)
	98%	(458,142)	(481,875)	(505,609)	(529,343)	(553,076)	(576,810)	(887,712)
	100%	(405,750)	(432,758)	(459,766)	(486,774)	(513,782)	(540,790)	(580,566)
	102%	(353,358)	(383,640)	(413,923)	(444,205)	(474,488)	(504,771)	(535,053)
	104%	(300,965)	(334,523)	(368,080)	(401,637)	(435,194)	(468,751)	(502,308)
	106%	(248,649)	(285,405)	(322,237)	(359,068)	(395,900)	(432,732)	(469,563)
	108%	(196,568)	(236,429)	(276,393)	(316,500)	(356,606)	(396,712)	(436,818)
	110%	(144,488)	(187,603)	(230,719)	(273,931)	(317,312)	(360,692)	(404,073)
	112%	(92,407)	(138,778)	(185,148)	(231,519)	(278,018)	(324,673)	(371,328)
	114%	(43,274)	(89,952)	(139,578)	(189,203)	(238,829)	(288,653)	(338,583)
	116%	4,345	(44,006)	(94,007)	(146,888)	(199,768)	(252,649)	(305,838)
	118%	50,957	670	(50,694)	(104,572)	(160,708)	(216,844)	(273,093)
	120%	96,091	44,414	(8,997)	(63,340)	(121,647)	(181,038)	(240,429)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(580,566)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(333,105)	(360,113)	(387,121)	(414,129)	(441,138)	(468,146)	(495,154)
	10,000	(260,460)	(287,468)	(314,476)	(341,485)	(368,493)	(395,501)	(422,509)
Grant (£ per unit)	15,000	(188,181)	(215,022)	(241,862)	(268,840)	(295,848)	(322,856)	(349,864)
-	20,000	(115,945)	(142,785)	(169,626)	(196,466)	(223,306)	(250,211)	(277,219)
	25,000	(46,369)	(70,927)	(97,389)	(124,230)	(151,070)	(177,910)	(204,751)
	30,000	19,357	(4,831)	(29,390)	(53,949)	(78,834)	(105,674)	(132,514)
	35,000	82,985	59,768	35,964	11,942	(12,412)	(36,970)	(61,529)
	40,000	145,469	122,252	99,035	75,819	52,572	28,549	4,527
	45,000	207,954	184,737	161,520	138,303	115,086	91,869	68,652
	50,000	270,403	247,191	223,980	200,768	177,556	154,345	131,133
	55,000	332,536	309,324	286,113	262,901	239,690	216,478	193,266

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Appraisal Ref: GB LV 50 (see Typologies Matrix)
Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			50%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	8.8	70.0%	17.5	53%	26.3
3 bed House	40.0%	10.0	20.0%	5.0	30%	15.0
4 + bed House	25.0%	6.3	10.0%	2.5	18%	8.8
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	25.0	100.0%	25.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	613	6,593	1,225	13,186	1,838	19,779
3 bed House	1,020	10,979	510	5,490	1,530	16,469
4 + bed House	813	8,746	325	3,498	1,138	12,244
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	2,445	26,318	2,060	22,174	4,505	48,491
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	5,775,000
3 bed House	310,000	3,039	282	3,039	282	4,650,000
4 + bed House	395,000	3,038	282	3,038	282	3,456,250
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						13,881,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	8.8	@	220,000		1,925,000
3 bed House	10.0	@	310,000		3,100,000
4 + bed House	6.3	@	395,000		2,468,750
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	25.0				7,493,750
Affordable Rent GDV -					
2 bed House	5.3	@	154,000		808,500
3 bed House	1.5	@	217,000		325,500
4 + bed House	0.8	@	276,500		207,375
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	7.5				1,341,375
Social Rent GDV -					
2 bed House	7.9	@	110,000		866,250
3 bed House	2.3	@	155,000		348,750
4 + bed House	1.1	@	197,500		222,188
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	11.3				1,437,188
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	154,000		673,750
3 bed House	1.3	@	217,000		271,250
4 + bed House	0.6	@	276,500		172,813
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	6.3	25.0			1,117,813
Sub-total GDV Residential	**50**				**11,390,125**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	2,491,125
	553 £ psm (total GIA sqm)			49,823 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**11,390,125**

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			2,445	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500	£ per ha		2.41%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				4,505	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,838	sqm @		1,710	psm			(3,142,125)
3 bed House				1,530	sqm @		1,710	psm			(2,616,300)
3 bed House (EXC. garage)				1,120	sqm @		1,710	psm			(1,914,345)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	10.0		50%	18	sqm @		653	psm			(58,770)
Garages for 4B House	6.3		100%	18	sqm @		653	psm			(73,463)
Total GIA check:				4,505	£ per garage		£11,754				
External works				7,774,223	@		15.0%				(1,166,133)
Ext. Works analysis:							23,323	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		1,137	£ per unit			(56,850)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		25	units @		5%	@	26,816	£ per unit		(33,520)
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit		(50,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(648,370)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				9,588,726	@		3.0%				(287,662)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		9,588,726	@	7.0%			(671,211)
Disposal Costs -							
OMS Marketing and Promotion		7,493,750	OMS @	3.00%	4,496	£ per unit	(224,813)
Residential Sales Agent Costs		7,493,750	OMS @	1.00%	1,499	£ per unit	(74,938)
Residential Sales Legal Costs		7,493,750	OMS @	0.25%	375	£ per unit	(18,734)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,570	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(674,985)
Developers Profit -							
Profit on OMS		7,493,750		20.00%			(1,498,750)
Margin on AH		3,896,375		6.00%	on AH values		(233,783)
Profit analysis:		11,390,125		15.21%	blended GDV	(1,732,533)	
		11,984,818		14.46%	on costs	(1,732,533)	
TOTAL COSTS							**(13,717,351)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,327,226)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(2,327,226)**
RLV analysis:	(46,545) £ per plot	(1,629,058)	£ per ha (net)	(659,271)	£ per acre (net)		
		(1,303,246)	£ per ha (gross)	(527,417)	£ per acre (gross)		
				-20.43%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		1.79	ha (gross)	4.41	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**264,750**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,814,383)**	£ per ha (net)	**(734,271)**	£ per acre (net)		**(2,591,976)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(734,271)	20%	25%	30%	35%	40%	45%	50%
	-	(343,222)	(370,537)	(397,853)	(425,382)	(452,930)	(480,478)	(508,027)
	1,000	(357,792)	(385,108)	(412,486)	(440,035)	(467,583)	(495,131)	(522,679)
Site Specific S106	2,000	(372,362)	(399,678)	(427,139)	(454,687)	(482,235)	(509,784)	(537,332)
5,500	3,000	(386,932)	(414,248)	(441,792)	(469,340)	(496,888)	(524,436)	(551,985)
	4,000	(401,503)	(428,896)	(456,444)	(483,992)	(511,541)	(539,089)	(571,653)
	5,000	(416,073)	(443,549)	(471,097)	(498,645)	(526,193)	(553,742)	(680,051)
	6,000	(430,653)	(458,201)	(485,749)	(513,298)	(540,846)	(568,394)	(788,490)
	7,000	(445,306)	(472,854)	(500,402)	(527,950)	(555,499)	(583,047)	(896,929)
	8,000	(459,958)	(487,506)	(515,055)	(542,603)	(570,151)	(597,699)	(1,005,368)
	9,000	(474,611)	(502,159)	(529,707)	(557,256)	(584,804)	(680,529)	(1,113,807)
	10,000	(489,263)	(516,812)	(544,360)	(571,908)	(599,456)	(788,968)	(1,222,246)
	11,000	(503,916)	(531,464)	(559,013)	(586,561)	(614,109)	(897,407)	(1,330,684)
	12,000	(518,569)	(546,117)	(573,665)	(601,213)	(628,762)	(1,005,846)	(1,439,123)
	13,000	(533,221)	(560,770)	(588,318)	(615,866)	(681,014)	(1,114,285)	(1,547,562)
	14,000	(547,874)	(575,422)	(602,970)	(630,519)	(789,446)	(1,222,723)	(1,656,001)

TABLE 2 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(734,271)	20%	25%	30%	35%	40%	45%	50%
	15.0%	(253,528)	(291,659)	(329,822)	(367,985)	(406,147)	(444,310)	(628,127)
	16.0%	(287,494)	(323,502)	(359,542)	(395,582)	(431,622)	(467,661)	(649,356)
Profit	17.0%	(321,460)	(355,346)	(389,262)	(423,179)	(457,096)	(491,013)	(670,584)
20.0%	18.0%	(355,426)	(387,189)	(418,983)	(450,777)	(482,571)	(514,365)	(691,813)
	19.0%	(389,392)	(419,032)	(448,703)	(478,374)	(508,045)	(537,716)	(713,042)
	20.0%	(423,358)	(450,875)	(478,423)	(505,971)	(533,520)	(561,068)	(734,271)

TABLE 3 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(734,271)	20%	25%	30%	35%	40%	45%	50%
	50,000	(398,358)	(425,875)	(453,423)	(480,971)	(508,520)	(536,068)	(709,271)
	60,000	(408,358)	(435,875)	(463,423)	(490,971)	(518,520)	(546,068)	(719,271)
BLV (£ per acre)	70,000	(418,358)	(445,875)	(473,423)	(500,971)	(528,520)	(556,068)	(729,271)
75,000	80,000	(428,358)	(455,875)	(483,423)	(510,971)	(538,520)	(566,068)	(739,271)
	90,000	(438,358)	(465,875)	(493,423)	(520,971)	(548,520)	(576,068)	(749,271)
	100,000	(448,358)	(475,875)	(503,423)	(530,971)	(558,520)	(586,068)	(759,271)
	110,000	(458,358)	(485,875)	(513,423)	(540,971)	(568,520)	(596,068)	(769,271)
	120,000	(468,358)	(495,875)	(523,423)	(550,971)	(578,520)	(606,068)	(779,271)
	130,000	(478,358)	(505,875)	(533,423)	(560,971)	(588,520)	(616,068)	(789,271)
	140,000	(488,358)	(515,875)	(543,423)	(570,971)	(598,520)	(626,068)	(799,271)
	150,000	(498,358)	(525,875)	(553,423)	(580,971)	(608,520)	(636,068)	(809,271)
	160,000	(508,358)	(535,875)	(563,423)	(590,971)	(618,520)	(646,068)	(819,271)
	170,000	(518,358)	(545,875)	(573,423)	(600,971)	(628,520)	(656,068)	(829,271)
	180,000	(528,358)	(555,875)	(583,423)	(610,971)	(638,520)	(666,068)	(839,271)
	190,000	(538,358)	(565,875)	(593,423)	(620,971)	(648,520)	(676,068)	(849,271)
	200,000	(548,358)	(575,875)	(603,423)	(630,971)	(658,520)	(686,068)	(859,271)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(734,271)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(373,593)	(397,179)	(420,791)	(444,404)	(468,017)	(491,630)	(640,089)
	35	(423,358)	(450,875)	(478,423)	(505,971)	(533,520)	(561,068)	(734,271)
Density (dph)	40	(473,123)	(504,571)	(536,055)	(567,539)	(599,022)	(630,506)	(828,452)
35.0	45	(522,889)	(558,268)	(593,687)	(629,106)	(664,525)	(699,944)	(922,634)
	50	(572,654)	(611,964)	(651,319)	(690,673)	(730,028)	(769,383)	(1,016,815)
	55	(622,420)	(665,661)	(708,951)	(752,241)	(795,531)	(838,821)	(1,110,997)
	60	(672,185)	(719,357)	(766,583)	(813,808)	(861,034)	(908,259)	(1,205,178)
	65	(721,951)	(773,054)	(824,215)	(875,375)	(926,536)	(977,697)	(1,299,360)
	70	(771,716)	(826,750)	(881,846)	(936,943)	(992,039)	(1,047,136)	(1,393,541)
	75	(821,481)	(880,446)	(939,478)	(998,510)	(1,057,542)	(1,116,574)	(1,487,723)
	80	(871,247)	(934,143)	(997,110)	(1,060,077)	(1,123,045)	(1,186,012)	(1,581,904)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(734,271)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	(125,405)	(155,161)	(184,917)	(214,674)	(244,430)	(274,186)	(303,942)
	92%	(184,996)	(214,264)	(243,532)	(272,800)	(302,068)	(331,336)	(360,687)
Build Cost	94%	(244,586)	(273,366)	(302,146)	(330,926)	(359,706)	(388,649)	(417,670)
100%	96%	(304,177)	(332,469)	(360,760)	(389,062)	(417,592)	(446,122)	(474,652)
(105% = 5% increase)	98%	(363,767)	(391,571)	(419,477)	(447,517)	(475,556)	(503,595)	(531,634)
	100%	(423,358)	(450,875)	(478,423)	(505,971)	(533,520)	(561,068)	(734,271)
	102%	(483,254)	(510,312)	(537,369)	(564,426)	(591,484)	(726,331)	(1,155,976)
	104%	(543,182)	(569,748)	(596,315)	(622,881)	(725,658)	(1,151,669)	(1,577,681)
	106%	(603,109)	(629,185)	(655,260)	(732,250)	(1,154,629)	(1,577,008)	(1,999,386)
	108%	(663,037)	(688,622)	(746,127)	(1,164,854)	(1,583,600)	(2,002,346)	(2,421,091)
	110%	(722,964)	(767,273)	(1,182,346)	(1,597,458)	(2,012,571)	(2,427,684)	(2,842,797)
	112%	(795,680)	(1,207,103)	(1,618,583)	(2,030,062)	(2,441,542)	(2,853,022)	(3,264,502)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(734,271)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(2,923,530)	(3,057,500)	(3,191,469)	(3,325,439)	(3,459,409)	(3,593,378)	(3,727,348)
	82%	(2,444,637)	(2,608,538)	(2,772,438)	(2,936,339)	(3,100,239)	(3,264,140)	(3,428,040)
Market Values	84%	(1,965,745)	(2,159,576)	(2,353,408)	(2,547,239)	(2,741,070)	(2,934,901)	(3,128,733)
100%	86%	(1,486,853)	(1,710,615)	(1,934,377)	(2,158,139)	(2,381,901)	(2,605,663)	(2,829,425)
(105% = 5% increase)	88%	(1,007,960)	(1,261,653)	(1,515,346)	(1,769,039)	(2,022,732)	(2,276,424)	(2,530,117)
	90%	(688,113)	(812,691)	(1,096,315)	(1,379,939)	(1,663,562)	(1,947,186)	(2,230,809)
	92%	(635,156)	(649,465)	(677,324)	(990,839)	(1,304,393)	(1,617,947)	(1,931,502)
	94%	(582,199)	(599,817)	(617,436)	(635,055)	(945,224)	(1,288,709)	(1,632,194)
	96%	(529,241)	(550,170)	(571,098)	(592,027)	(612,956)	(959,470)	(1,332,886)
	98%	(476,284)	(500,522)	(524,761)	(548,999)	(573,238)	(630,238)	(1,033,578)
	100%	(423,358)	(450,875)	(478,423)	(505,971)	(533,520)	(561,068)	(734,271)
	102%	(370,735)	(401,340)	(432,086)	(462,944)	(493,802)	(524,660)	(555,518)
	104%	(318,113)	(352,006)	(385,899)	(419,916)	(454,084)	(488,252)	(522,419)
	106%	(265,490)	(302,672)	(339,854)	(377,037)	(414,366)	(451,843)	(489,321)
	108%	(212,867)	(253,338)	(293,809)	(334,281)	(374,752)	(415,435)	(456,223)
	110%	(160,244)	(204,004)	(247,764)	(291,525)	(335,285)	(379,045)	(423,124)
	112%	(107,621)	(154,671)	(201,720)	(248,769)	(295,818)	(342,867)	(390,026)
	114%	(56,699)	(105,337)	(155,675)	(206,013)	(256,351)	(306,689)	(357,027)
	116%	(9,428)	(57,618)	(109,630)	(163,257)	(216,884)	(270,510)	(324,137)
	118%	35,838	(13,227)	(64,555)	(120,501)	(177,416)	(234,332)	(291,248)
	120%	81,104	29,293	(22,927)	(77,745)	(137,949)	(198,154)	(258,359)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(734,271)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(350,504)	(377,819)	(405,157)	(432,705)	(460,253)	(487,802)	(515,350)
	10,000	(277,650)	(304,965)	(332,281)	(359,596)	(386,987)	(414,536)	(442,084)
Grant (£ per unit)	15,000	(204,795)	(232,111)	(259,426)	(286,742)	(314,057)	(341,373)	(368,818)
-	20,000	(131,941)	(159,257)	(186,572)	(213,888)	(241,203)	(268,519)	(295,834)
	25,000	(60,440)	(86,403)	(113,718)	(141,034)	(168,349)	(195,665)	(222,980)
	30,000	4,431	(19,378)	(43,884)	(68,764)	(95,495)	(122,810)	(150,126)
	35,000	67,096	43,575	20,055	(3,466)	(27,549)	(52,237)	(77,314)
	40,000	129,760	106,240	82,719	59,199	35,678	12,158	(11,383)
	45,000	192,425	168,904	145,384	121,863	98,343	74,822	51,302
	50,000	255,089	231,569	208,048	184,528	161,007	137,487	113,966
	55,000	317,754	294,233	270,713	247,193	223,672	200,152	176,631

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Appraisal Ref:	**GB LV 100**				(see Typologies Matrix)
Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Green Belt**	
Notes/Comments:	Higher Density				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			50%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	17.5	70.0%	35.0	53%	52.5
3 bed House	40.0%	20.0	20.0%	10.0	30%	30.0
4 + bed House	25.0%	12.5	10.0%	5.0	18%	17.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.0	100.0%	50.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,225	13,186	2,450	26,372	3,675	39,557
3 bed House	2,040	21,958	1,020	10,979	3,060	32,938
4 + bed House	1,625	17,491	650	6,997	2,275	24,488
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	4,890	52,636	4,120	44,347	9,010	96,983
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	11,550,000
3 bed House	310,000	3,039	282	3,039	282	9,300,000
4 + bed House	395,000	3,038	282	3,038	282	6,912,500
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						27,762,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: Higher Density

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	17.5	@	220,000		3,850,000
3 bed House	20.0	@	310,000		6,200,000
4 + bed House	12.5	@	395,000		4,937,500
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	50.0				14,987,500
Affordable Rent GDV -					
2 bed House	10.5	@	154,000		1,617,000
3 bed House	3.0	@	217,000		651,000
4 + bed House	1.5	@	276,500		414,750
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	15.0				2,682,750
Social Rent GDV -					
2 bed House	15.8	@	110,000		1,732,500
3 bed House	4.5	@	155,000		697,500
4 + bed House	2.3	@	197,500		444,375
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	22.5				2,874,375
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	154,000		1,347,500
3 bed House	2.5	@	217,000		542,500
4 + bed House	1.3	@	276,500		345,625
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	12.5	50.0			2,235,625
Sub-total GDV Residential	**100**				**22,780,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	4,982,250
	553 £ psm (total GIA sqm)			49,823 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**22,780,250**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Green Belt**	
Notes/Comments:	Higher Density				

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			4,890	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		2.41%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				9,010	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,675	sqm @		1,710	psm			(6,284,250)
3 bed House				3,060	sqm @		1,710	psm			(5,232,600)
3 bed House (EXC. garage)				2,257	sqm @		1,710	psm			(3,859,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	20.0	50%		18	sqm @		653	psm			(117,540)
Garages for 4B House	12.5	100%		18	sqm @		653	psm			(146,925)
Total GIA check:				9,010	£ per garage		£11,754				
External works				15,610,005	@		15.0%				(2,341,501)
Ext. Works analysis:							23,415	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		1,137	£ per unit			(113,700)
M4(2) Category 2 Housing	Aff units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		50	units @		5%	@	26,816	£ per unit		(67,040)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,296,740)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				19,248,246	@		3.0%				(577,447)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Green Belt**	
Notes/Comments:	Higher Density				

Professional Fees		19,248,246	@	7.0%			(1,347,377)
Disposal Costs -							
OMS Marketing and Promotion		14,987,500	OMS @	3.00%	4,496	£ per unit	(449,625)
Residential Sales Agent Costs		14,987,500	OMS @	1.00%	1,499	£ per unit	(149,875)
Residential Sales Legal Costs		14,987,500	OMS @	0.25%	375	£ per unit	(37,469)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,470	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(692,460)
Developers Profit -							
Profit on OMS		14,987,500		20.00%			(2,997,500)
Margin on AH		7,792,750		6.00%	on AH values		(467,565)
Profit analysis:		22,780,250		15.21%	blended GDV	(3,465,065)	
		23,225,839		14.92%	on costs	(3,465,065)	
TOTAL COSTS							**(26,690,904)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(3,910,654)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(3,910,654)**
RLV analysis:	(39,107) £ per plot	(1,368,729)	£ per ha (net)	(553,917)	£ per acre (net)		
		(1,094,983)	£ per ha (gross)	(443,134)	£ per acre (gross)		
				-17.17%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		3.57	ha (gross)	8.83	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**529,500**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(1,554,054)**	£ per ha (net)	**(628,917)**	£ per acre (net)		**(4,440,154)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Green Belt**	
Notes/Comments:	Higher Density				

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(628,917)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	-	(325,756)	(353,582)	(381,409)	(409,235)	(437,062)	(465,141)	(493,234)
	1,000	(340,451)	(368,277)	(396,104)	(423,930)	(451,826)	(479,919)	(508,012)
Site Specific S106	2,000	(355,146)	(382,972)	(410,799)	(438,625)	(466,604)	(494,697)	(522,790)
5,500	3,000	(369,841)	(397,667)	(425,494)	(453,320)	(481,382)	(509,475)	(537,568)
	4,000	(384,536)	(412,362)	(440,189)	(468,067)	(496,160)	(524,253)	(552,346)
	5,000	(399,231)	(427,057)	(454,884)	(482,845)	(510,938)	(539,031)	(575,173)
	6,000	(413,926)	(441,752)	(469,578)	(497,623)	(525,716)	(553,809)	(682,683)
	7,000	(428,620)	(456,447)	(484,308)	(512,401)	(540,494)	(568,587)	(790,216)
	8,000	(443,315)	(471,142)	(499,086)	(527,179)	(555,272)	(583,365)	(897,749)
	9,000	(458,010)	(485,837)	(513,864)	(541,957)	(570,050)	(598,143)	(1,005,282)
	10,000	(472,705)	(500,549)	(528,642)	(556,735)	(584,828)	(683,449)	(1,112,815)
	11,000	(487,400)	(515,327)	(543,420)	(571,513)	(599,606)	(790,982)	(1,220,348)
	12,000	(502,095)	(530,105)	(558,198)	(586,291)	(614,384)	(898,515)	(1,327,881)
	13,000	(516,790)	(544,883)	(572,976)	(601,069)	(629,162)	(1,006,048)	(1,435,414)
	14,000	(531,568)	(559,661)	(587,754)	(615,847)	(684,215)	(1,113,581)	(1,542,946)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(628,917)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	15.0%	(236,748)	(275,189)	(313,630)	(352,247)	(390,955)	(429,662)	(522,773)
	16.0%	(270,714)	(307,032)	(343,350)	(379,844)	(416,429)	(453,014)	(544,002)
Profit	17.0%	(304,680)	(338,875)	(373,070)	(407,442)	(441,904)	(476,365)	(565,231)
20.0%	18.0%	(338,646)	(370,718)	(402,790)	(435,039)	(467,378)	(499,717)	(586,459)
	19.0%	(372,612)	(402,561)	(432,511)	(462,637)	(492,853)	(523,069)	(607,688)
	20.0%	(406,578)	(434,405)	(462,231)	(490,234)	(518,327)	(546,420)	(628,917)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(628,917)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	50,000	(381,578)	(409,405)	(437,231)	(465,234)	(493,327)	(521,420)	(603,917)
	60,000	(391,578)	(419,405)	(447,231)	(475,234)	(503,327)	(531,420)	(613,917)
BLV (£ per acre)	70,000	(401,578)	(429,405)	(457,231)	(485,234)	(513,327)	(541,420)	(623,917)
75,000	80,000	(411,578)	(439,405)	(467,231)	(495,234)	(523,327)	(551,420)	(633,917)
	90,000	(421,578)	(449,405)	(477,231)	(505,234)	(533,327)	(561,420)	(643,917)
	100,000	(431,578)	(459,405)	(487,231)	(515,234)	(543,327)	(571,420)	(653,917)
	110,000	(441,578)	(469,405)	(497,231)	(525,234)	(553,327)	(581,420)	(663,917)
	120,000	(451,578)	(479,405)	(507,231)	(535,234)	(563,327)	(591,420)	(673,917)
	130,000	(461,578)	(489,405)	(517,231)	(545,234)	(573,327)	(601,420)	(683,917)
	140,000	(471,578)	(499,405)	(527,231)	(555,234)	(583,327)	(611,420)	(693,917)
	150,000	(481,578)	(509,405)	(537,231)	(565,234)	(593,327)	(621,420)	(703,917)
	160,000	(491,578)	(519,405)	(547,231)	(575,234)	(603,327)	(631,420)	(713,917)
	170,000	(501,578)	(529,405)	(557,231)	(585,234)	(613,327)	(641,420)	(723,917)
	180,000	(511,578)	(539,405)	(567,231)	(595,234)	(623,327)	(651,420)	(733,917)
	190,000	(521,578)	(549,405)	(577,231)	(605,234)	(633,327)	(661,420)	(743,917)
	200,000	(531,578)	(559,405)	(587,231)	(615,234)	(643,327)	(671,420)	(753,917)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Green Belt
Notes/Comments: Higher Density

TABLE 4

Balance (RLV - BLV £ per acre (n))	(628,917)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(359,210)	(383,061)	(406,912)	(430,915)	(454,995)	(479,074)	(549,786)
	35	(406,578)	(434,405)	(462,231)	(490,234)	(518,327)	(546,420)	(628,917)
Density (dph)	40	(453,946)	(485,748)	(517,550)	(549,553)	(581,659)	(613,766)	(708,048)
35.0	45	(501,315)	(537,092)	(572,868)	(608,872)	(644,992)	(681,112)	(787,179)
	50	(548,683)	(588,435)	(628,187)	(668,191)	(708,324)	(748,457)	(866,310)
	55	(596,051)	(639,779)	(683,506)	(727,510)	(771,657)	(815,803)	(945,441)
	60	(643,420)	(691,122)	(738,825)	(786,830)	(834,989)	(883,149)	(1,024,572)
	65	(690,788)	(742,466)	(794,143)	(846,149)	(898,322)	(950,495)	(1,103,703)
	70	(738,156)	(793,809)	(849,462)	(905,468)	(961,654)	(1,017,840)	(1,182,834)
	75	(785,524)	(845,153)	(904,781)	(964,787)	(1,024,987)	(1,085,186)	(1,261,965)
	80	(832,893)	(896,496)	(960,099)	(1,024,106)	(1,088,319)	(1,152,532)	(1,341,096)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(628,917)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	(105,652)	(135,741)	(165,831)	(195,920)	(226,071)	(256,359)	(286,647)
	92%	(165,644)	(195,244)	(224,844)	(254,638)	(284,434)	(314,229)	(344,025)
Build Cost	94%	(225,637)	(254,886)	(284,189)	(313,493)	(342,796)	(372,100)	(401,406)
100%	96%	(285,914)	(314,725)	(343,536)	(372,348)	(401,159)	(430,025)	(459,109)
(105% = 5% increase)	98%	(346,246)	(374,565)	(402,884)	(431,203)	(459,634)	(488,223)	(516,811)
	100%	(406,578)	(434,405)	(462,231)	(490,234)	(518,327)	(546,420)	(628,917)
	102%	(466,910)	(494,244)	(521,824)	(549,422)	(577,020)	(623,038)	(1,048,790)
	104%	(527,301)	(554,403)	(581,506)	(608,609)	(635,712)	(1,046,503)	(1,468,663)
	106%	(587,974)	(614,581)	(641,189)	(667,797)	(1,051,421)	(1,469,978)	(1,888,536)
	108%	(648,647)	(674,759)	(700,872)	(1,063,544)	(1,478,499)	(1,893,454)	(2,308,409)
	110%	(709,320)	(734,937)	(1,082,873)	(1,494,225)	(1,905,577)	(2,316,929)	(2,728,282)
	112%	(769,993)	(1,109,406)	(1,517,156)	(1,924,906)	(2,332,655)	(2,740,405)	(3,148,155)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(628,917)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(2,800,580)	(2,933,204)	(3,065,829)	(3,198,454)	(3,331,078)	(3,463,703)	(3,596,327)
	82%	(2,325,794)	(2,488,093)	(2,650,392)	(2,812,690)	(2,974,989)	(3,137,288)	(3,299,586)
Market Values	84%	(1,851,009)	(2,042,981)	(2,234,954)	(2,426,927)	(2,618,900)	(2,810,872)	(3,002,845)
100%	86%	(1,376,223)	(1,597,870)	(1,819,517)	(2,041,164)	(2,262,810)	(2,484,457)	(2,706,104)
(105% = 5% increase)	88%	(901,437)	(1,152,758)	(1,404,079)	(1,655,400)	(1,906,721)	(2,158,042)	(2,409,363)
	90%	(673,597)	(707,660)	(988,642)	(1,269,637)	(1,550,632)	(1,831,627)	(2,112,622)
	92%	(620,068)	(634,779)	(649,490)	(883,874)	(1,194,543)	(1,505,212)	(1,815,881)
	94%	(566,540)	(584,597)	(602,653)	(620,710)	(838,453)	(1,178,797)	(1,519,140)
	96%	(513,011)	(534,414)	(555,816)	(577,218)	(598,620)	(852,382)	(1,222,399)
	98%	(459,759)	(484,262)	(508,978)	(533,726)	(558,473)	(583,221)	(925,658)
	100%	(406,578)	(434,405)	(462,231)	(490,234)	(518,327)	(546,420)	(628,917)
	102%	(353,397)	(384,547)	(415,698)	(446,848)	(478,181)	(509,619)	(541,058)
	104%	(300,216)	(334,690)	(369,165)	(403,639)	(438,113)	(472,819)	(507,603)
	106%	(247,036)	(284,833)	(322,631)	(360,429)	(398,227)	(436,025)	(474,147)
	108%	(194,153)	(235,011)	(276,098)	(317,220)	(358,341)	(399,463)	(440,692)
	110%	(141,287)	(185,449)	(229,611)	(274,010)	(318,456)	(362,901)	(407,347)
	112%	(88,421)	(135,888)	(183,354)	(230,820)	(278,570)	(326,339)	(374,109)
	114%	(39,394)	(86,326)	(137,097)	(187,867)	(238,685)	(289,778)	(340,871)
	116%	6,335	(40,439)	(90,839)	(144,914)	(198,988)	(253,216)	(307,633)
	118%	52,064	2,431	(47,351)	(101,960)	(159,339)	(216,718)	(274,395)
	120%	97,670	45,302	(7,188)	(60,367)	(119,690)	(180,372)	(241,157)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(628,917)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(333,099)	(360,925)	(388,752)	(416,578)	(444,433)	(472,526)	(500,619)
	10,000	(259,620)	(287,446)	(315,273)	(343,099)	(370,926)	(398,752)	(426,724)
Grant (£ per unit)	15,000	(186,417)	(214,059)	(241,794)	(269,620)	(297,447)	(325,273)	(353,100)
-	20,000	(113,351)	(140,993)	(168,635)	(196,276)	(223,968)	(251,794)	(279,621)
	25,000	(43,505)	(68,528)	(95,569)	(123,210)	(150,852)	(178,494)	(206,141)
	30,000	19,718	(4,192)	(28,103)	(52,329)	(77,786)	(105,428)	(133,069)
	35,000	82,920	59,010	35,100	11,189	(12,721)	(36,631)	(61,278)
	40,000	145,834	122,045	98,256	74,392	50,481	26,571	2,661
	45,000	208,529	184,835	161,132	137,343	113,554	89,765	65,863
	50,000	271,094	247,414	223,720	200,027	176,333	152,639	128,852
	55,000	333,407	309,782	286,157	262,531	238,906	215,218	191,524

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Appraisal Ref: GB LV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units		
AH Policy requirement (% Target)			50%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	35.0	70.0%	70.0	53%	105.0
3 bed House	40.0%	40.0	20.0%	20.0	30%	60.0
4 + bed House	25.0%	25.0	10.0%	10.0	18%	35.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	100.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	2,450	26,372	4,900	52,743	7,350	79,115
3 bed House	4,080	43,917	2,040	21,958	6,120	65,875
4 + bed House	3,250	34,983	1,300	13,993	4,550	48,976
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	9,780	105,271	8,240	88,695	18,020	193,966
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	23,100,000
3 bed House	310,000	3,039	282	3,039	282	18,600,000
4 + bed House	395,000	3,038	282	3,038	282	13,825,000
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						55,525,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	35.0	@	220,000		7,700,000
3 bed House	40.0	@	310,000		12,400,000
4 + bed House	25.0	@	395,000		9,875,000
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	100.0				29,975,000
Affordable Rent GDV -					
2 bed House	21.0	@	154,000		3,234,000
3 bed House	6.0	@	217,000		1,302,000
4 + bed House	3.0	@	276,500		829,500
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	30.0				5,365,500
Social Rent GDV -					
2 bed House	31.5	@	110,000		3,465,000
3 bed House	9.0	@	155,000		1,395,000
4 + bed House	4.5	@	197,500		888,750
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	45.0				5,748,750
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	154,000		2,695,000
3 bed House	5.0	@	217,000		1,085,000
4 + bed House	2.5	@	276,500		691,250
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	25.0	100.0			4,471,250
Sub-total GDV Residential	**200**				**45,560,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	9,964,500
	553 £ psm (total GIA sqm)			49,823 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**45,560,500**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			9,780	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500	£ per ha		2.41%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				18,020	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				7,350	sqm @		1,710	psm			(12,568,500)
3 bed House				6,120	sqm @		1,710	psm			(10,465,200)
3 bed House (EXC. garage)				4,532	sqm @		1,710	psm			(7,749,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	40.0		50%	18	sqm @		653	psm			(235,080)
Garages for 4B House	25.0		100%	18	sqm @		653	psm			(293,850)
Total GIA check:				18,020	£ per garage		£11,754				
External works				31,281,570	@		15.0%				(4,692,236)
Ext. Works analysis:							23,461	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		1,137	£ per unit			(227,400)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		100	units @		5%	@	26,816	£ per unit		(134,080)
Part L/FHS			200	units @				8,760	£ per unit		(1,752,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			200	units @				1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(2,593,480)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				38,567,286	@		3.0%				(1,157,019)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**200**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		38,567,286	@	7.0%			(2,699,710)
Disposal Costs -							
OMS Marketing and Promotion		29,975,000	OMS @	3.00%	4,496	£ per unit	(899,250)
Residential Sales Agent Costs		29,975,000	OMS @	1.00%	1,499	£ per unit	(299,750)
Residential Sales Legal Costs		29,975,000	OMS @	0.25%	375	£ per unit	(74,938)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		200	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,420	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(4,644,703)
Developers Profit -							
Profit on OMS		29,975,000		20.00%			(5,995,000)
Margin on AH		15,585,500		6.00%	on AH values		(935,130)
Profit analysis:		45,560,500		15.21%	blended GDV	(6,930,130)	
		49,691,595		13.95%	on costs	(6,930,130)	
TOTAL COSTS							**(56,621,725)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(11,061,225)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(11,061,225)**
RLV analysis:	(55,306) £ per plot	(1,935,714)	£ per ha (net)	(783,373)	£ per acre (net)		
		(1,548,571)	£ per ha (gross)	(626,698)	£ per acre (gross)		
				-24.28%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		7.14	ha (gross)	17.65	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**1,059,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE				
Surplus/(Deficit)	**(2,121,039)**	£ per ha (net)	**(858,373)**	£ per acre (net)	**(12,120,225)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(858,373)	20%	25%	30%	35%	40%	45%	50%
	-	(355,179)	(383,190)	(411,200)	(439,369)	(467,626)	(496,118)	(524,803)
	1,000	(370,740)	(398,751)	(426,762)	(455,018)	(483,311)	(511,856)	(540,630)
Site Specific S106	2,000	(386,302)	(414,312)	(442,410)	(470,667)	(499,049)	(527,594)	(556,457)
5,500	3,000	(401,863)	(429,874)	(458,059)	(486,317)	(514,787)	(543,412)	(606,900)
	4,000	(417,424)	(445,450)	(473,708)	(501,980)	(530,525)	(559,239)	(707,489)
	5,000	(432,986)	(461,100)	(489,358)	(517,718)	(546,263)	(575,066)	(808,078)
	6,000	(448,547)	(476,749)	(505,007)	(533,456)	(562,022)	(590,893)	(908,667)
	7,000	(464,141)	(492,399)	(520,656)	(549,194)	(577,848)	(633,836)	(1,009,256)
	8,000	(479,790)	(508,048)	(536,387)	(564,932)	(593,675)	(734,425)	(1,109,846)
	9,000	(495,439)	(523,697)	(552,125)	(580,670)	(609,502)	(835,014)	(1,210,435)
	10,000	(511,089)	(539,347)	(567,863)	(596,458)	(625,329)	(935,603)	(1,311,024)
	11,000	(526,738)	(555,056)	(583,601)	(612,285)	(660,772)	(1,036,192)	(1,411,613)
	12,000	(542,388)	(570,794)	(599,339)	(628,111)	(761,361)	(1,136,781)	(1,512,202)
	13,000	(558,037)	(586,532)	(615,076)	(643,938)	(861,950)	(1,237,370)	(1,612,791)
	14,000	(573,725)	(602,270)	(630,894)	(659,765)	(962,539)	(1,337,960)	(1,713,380)

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(858,373)	20%	25%	30%	35%	40%	45%	50%
	15.0%	(270,936)	(309,709)	(348,581)	(387,600)	(426,759)	(466,221)	(752,229)
	16.0%	(304,902)	(341,552)	(378,301)	(415,198)	(452,234)	(489,573)	(773,458)
Profit	17.0%	(338,868)	(373,395)	(408,022)	(442,795)	(477,708)	(512,925)	(794,687)
20.0%	18.0%	(372,834)	(405,238)	(437,742)	(470,392)	(503,183)	(536,276)	(815,915)
	19.0%	(406,800)	(437,081)	(467,462)	(497,990)	(528,657)	(559,628)	(837,144)
	20.0%	(440,766)	(468,924)	(497,182)	(525,587)	(554,132)	(582,979)	(858,373)

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(858,373)	20%	25%	30%	35%	40%	45%	50%
	50,000	(415,766)	(443,924)	(472,182)	(500,587)	(529,132)	(557,979)	(833,373)
	60,000	(425,766)	(453,924)	(482,182)	(510,587)	(539,132)	(567,979)	(843,373)
BLV (£ per acre)	70,000	(435,766)	(463,924)	(492,182)	(520,587)	(549,132)	(577,979)	(853,373)
75,000	80,000	(445,766)	(473,924)	(502,182)	(530,587)	(559,132)	(587,979)	(863,373)
	90,000	(455,766)	(483,924)	(512,182)	(540,587)	(569,132)	(597,979)	(873,373)
	100,000	(465,766)	(493,924)	(522,182)	(550,587)	(579,132)	(607,979)	(883,373)
	110,000	(475,766)	(503,924)	(532,182)	(560,587)	(589,132)	(617,979)	(893,373)
	120,000	(485,766)	(513,924)	(542,182)	(570,587)	(599,132)	(627,979)	(903,373)
	130,000	(495,766)	(523,924)	(552,182)	(580,587)	(609,132)	(637,979)	(913,373)
	140,000	(505,766)	(533,924)	(562,182)	(590,587)	(619,132)	(647,979)	(923,373)
	150,000	(515,766)	(543,924)	(572,182)	(600,587)	(629,132)	(657,979)	(933,373)
	160,000	(525,766)	(553,924)	(582,182)	(610,587)	(639,132)	(667,979)	(943,373)
	170,000	(535,766)	(563,924)	(592,182)	(620,587)	(649,132)	(677,979)	(953,373)
	180,000	(545,766)	(573,924)	(602,182)	(630,587)	(659,132)	(687,979)	(963,373)
	190,000	(555,766)	(583,924)	(612,182)	(640,587)	(669,132)	(697,979)	(973,373)
	200,000	(565,766)	(593,924)	(622,182)	(650,587)	(679,132)	(707,979)	(983,373)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(858,373)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(388,514)	(412,650)	(436,871)	(461,218)	(485,684)	(510,411)	(746,462)
	35	(440,766)	(468,924)	(497,182)	(525,587)	(554,132)	(582,979)	(858,373)
Density (dph)	40	(493,019)	(525,199)	(557,494)	(589,957)	(622,579)	(655,548)	(970,283)
35.0	45	(545,271)	(581,474)	(617,806)	(654,326)	(691,026)	(728,116)	(1,082,194)
	50	(597,524)	(637,749)	(678,118)	(718,696)	(759,474)	(800,685)	(1,194,104)
	55	(649,776)	(694,024)	(738,429)	(783,065)	(827,921)	(873,253)	(1,306,014)
	60	(702,028)	(750,299)	(798,741)	(847,435)	(896,369)	(945,822)	(1,417,925)
	65	(754,281)	(806,574)	(859,053)	(911,805)	(964,816)	(1,018,390)	(1,529,835)
	70	(806,533)	(862,849)	(919,365)	(976,174)	(1,033,263)	(1,090,959)	(1,641,746)
	75	(858,785)	(919,124)	(979,676)	(1,040,544)	(1,101,711)	(1,163,527)	(1,753,656)
	80	(911,038)	(975,399)	(1,039,988)	(1,104,913)	(1,170,158)	(1,236,096)	(1,865,567)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(858,373)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	(122,619)	(152,826)	(183,033)	(213,239)	(243,552)	(273,948)	(304,388)
	92%	(185,919)	(215,610)	(245,382)	(275,259)	(305,136)	(335,180)	(365,282)
Build Cost	94%	(249,285)	(278,643)	(308,002)	(337,440)	(367,015)	(396,684)	(426,515)
100%	96%	(312,942)	(341,786)	(370,839)	(399,893)	(429,135)	(458,463)	(488,063)
(105% = 5% increase)	98%	(376,749)	(405,282)	(433,852)	(462,634)	(491,498)	(520,570)	(549,923)
	100%	(440,766)	(468,924)	(497,182)	(525,587)	(554,132)	(582,979)	(858,373)
	102%	(505,046)	(532,779)	(560,731)	(588,755)	(617,096)	(879,908)	(1,251,958)
	104%	(569,439)	(596,929)	(624,463)	(652,273)	(908,184)	(1,276,864)	(1,645,544)
	106%	(634,183)	(661,231)	(688,511)	(943,201)	(1,308,510)	(1,673,820)	(2,039,129)
	108%	(699,060)	(725,810)	(984,958)	(1,346,897)	(1,708,837)	(2,070,776)	(2,432,715)
	110%	(764,169)	(1,033,456)	(1,392,025)	(1,750,594)	(2,109,163)	(2,467,732)	(2,826,301)
	112%	(1,088,695)	(1,443,893)	(1,799,092)	(2,154,290)	(2,509,489)	(2,864,688)	(3,219,886)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(858,373)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(2,962,152)	(3,065,304)	(3,168,455)	(3,271,607)	(3,374,759)	(3,477,910)	(3,581,062)
	82%	(2,526,522)	(2,656,900)	(2,787,279)	(2,917,657)	(3,048,036)	(3,178,414)	(3,308,793)
Market Values	84%	(2,090,891)	(2,248,497)	(2,406,102)	(2,563,708)	(2,721,313)	(2,878,919)	(3,036,524)
100%	86%	(1,655,261)	(1,840,093)	(2,024,926)	(2,209,758)	(2,394,590)	(2,579,423)	(2,764,255)
(105% = 5% increase)	88%	(1,219,631)	(1,431,690)	(1,643,749)	(1,855,809)	(2,067,868)	(2,279,927)	(2,491,986)
	90%	(784,001)	(1,023,287)	(1,262,573)	(1,501,859)	(1,741,145)	(1,980,431)	(2,219,717)
	92%	(666,997)	(681,595)	(881,396)	(1,147,909)	(1,414,422)	(1,680,935)	(1,947,448)
	94%	(610,078)	(628,070)	(646,236)	(793,960)	(1,087,700)	(1,381,440)	(1,675,180)
	96%	(553,369)	(574,826)	(596,282)	(618,014)	(760,977)	(1,081,944)	(1,402,911)
	98%	(497,004)	(521,740)	(546,662)	(571,662)	(596,928)	(782,448)	(1,130,642)
	100%	(440,766)	(468,924)	(497,182)	(525,587)	(554,132)	(582,979)	(858,373)
	102%	(384,786)	(416,296)	(447,888)	(479,666)	(511,601)	(543,728)	(586,104)
	104%	(328,982)	(363,815)	(398,823)	(433,893)	(469,193)	(504,703)	(540,484)
	106%	(273,344)	(311,579)	(349,840)	(388,347)	(426,940)	(465,761)	(504,893)
	108%	(217,881)	(259,419)	(301,132)	(342,864)	(384,869)	(427,029)	(469,451)
	110%	(162,572)	(207,485)	(252,449)	(297,639)	(342,884)	(388,389)	(434,161)
	112%	(107,324)	(155,633)	(204,002)	(252,434)	(301,101)	(349,903)	(398,950)
	114%	(54,861)	(103,863)	(155,607)	(207,434)	(259,373)	(311,517)	(363,918)
	116%	(7,926)	(54,857)	(107,276)	(162,495)	(217,779)	(273,267)	(328,931)
	118%	38,672	(10,865)	(60,799)	(117,563)	(176,297)	(235,037)	(294,115)
	120%	84,995	32,814	(19,658)	(73,167)	(134,816)	(197,012)	(259,342)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(858,373)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(362,948)	(390,958)	(418,969)	(447,181)	(475,439)	(503,975)	(532,704)
	10,000	(285,493)	(313,297)	(341,150)	(369,161)	(397,180)	(425,438)	(453,818)
Grant (£ per unit)	15,000	(208,277)	(235,915)	(263,718)	(291,522)	(319,353)	(347,364)	(375,437)
-	20,000	(131,330)	(158,959)	(186,588)	(214,217)	(241,943)	(269,747)	(297,555)
	25,000	(56,763)	(82,127)	(109,642)	(137,271)	(164,900)	(192,529)	(220,168)
	30,000	8,563	(14,829)	(38,285)	(61,938)	(88,020)	(115,582)	(143,211)
	35,000	73,212	49,997	26,742	3,438	(19,918)	(43,357)	(67,231)
	40,000	137,353	114,226	91,100	67,957	44,771	21,562	(1,693)
	45,000	201,051	178,010	154,969	131,895	108,817	85,738	62,625
	50,000	264,445	241,431	218,417	195,403	172,390	149,376	126,337
	55,000	327,575	304,578	281,580	258,583	235,586	212,589	189,592

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Appraisal Ref: GB LV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units		
AH Policy requirement (% Target)			50%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	70.0	70.0%	140.0	53%	210.0
3 bed House	40.0%	80.0	20.0%	40.0	30%	120.0
4 + bed House	25.0%	50.0	10.0%	20.0	18%	70.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	200.0	100.0%	200.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	4,900	52,743	9,800	105,486	14,700	158,229
3 bed House	8,160	87,834	4,080	43,917	12,240	131,750
4 + bed House	6,500	69,965	2,600	27,986	9,100	97,952
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	19,560	210,542	16,480	177,389	36,040	387,931
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	46,200,000
3 bed House	310,000	3,039	282	3,039	282	37,200,000
4 + bed House	395,000	3,038	282	3,038	282	27,650,000
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						111,050,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	70.0	@	220,000		15,400,000
3 bed House	80.0	@	310,000		24,800,000
4 + bed House	50.0	@	395,000		19,750,000
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	200.0				59,950,000
Affordable Rent GDV -					
2 bed House	42.0	@	154,000		6,468,000
3 bed House	12.0	@	217,000		2,604,000
4 + bed House	6.0	@	276,500		1,659,000
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	60.0				10,731,000
Social Rent GDV -					
2 bed House	63.0	@	110,000		6,930,000
3 bed House	18.0	@	155,000		2,790,000
4 + bed House	9.0	@	197,500		1,777,500
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	90.0				11,497,500
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	35.0	@	154,000		5,390,000
3 bed House	10.0	@	217,000		2,170,000
4 + bed House	5.0	@	276,500		1,382,500
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	50.0	200.0			8,942,500
Sub-total GDV Residential	**400**				**91,121,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	19,929,000
	553 £ psm (total GIA sqm)			49,823 £ per unit (total units)	
Grant	400	units @	0	per unit	-
Total GDV					**91,121,000**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			19,560	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		2.41%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				36,040	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15			400	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				14,700	sqm @		1,710	psm			(25,137,000)
3 bed House				12,240	sqm @		1,710	psm			(20,930,400)
3 bed House (EXC. garage)				9,082	sqm @		1,710	psm			(15,530,220)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	80.0		50%	18	sqm @		653	psm			(470,160)
Garages for 4B House	50.0		100%	18	sqm @		653	psm			(587,700)
Total GIA check:				36,040	£ per garage		£11,754				
External works				62,624,700	@		15.0%				(9,393,705)
Ext. Works analysis:							23,484	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		1,137	£ per unit			(454,800)
M4(2) Category 2 Housing	Aff units		200	units @		100%	@	1,400	£ per unit		(280,000)
M4(2) Category 2 Housing	OMS units		200	units @		100%	@	1,400	£ per unit		(280,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		200	units @		5%	@	26,816	£ per unit		(268,160)
Part L/FHS			400	units @				8,760	£ per unit		(3,504,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			400	units @				1,000	£ per unit		(400,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(5,186,960)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				77,205,365	@		3.0%				(2,316,161)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**400**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		77,205,365	@	7.0%			(5,404,376)
Disposal Costs -							
OMS Marketing and Promotion		59,950,000	OMS @	3.00%	4,496	£ per unit	(1,798,500)
Residential Sales Agent Costs		59,950,000	OMS @	1.00%	1,499	£ per unit	(599,500)
Residential Sales Legal Costs		59,950,000	OMS @	0.25%	375	£ per unit	(149,875)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,395	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(8,523,561)
Developers Profit -							
Profit on OMS		59,950,000		20.00%			(11,990,000)
Margin on AH		31,171,000		6.00%	on AH values		(1,870,260)
Profit analysis:		91,121,000		15.21%	blended GDV	(13,860,260)	
		98,597,478		14.06%	on costs	(13,860,260)	
TOTAL COSTS							**(112,457,738)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(21,336,738)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(21,336,738)**
RLV analysis:	(53,342) £ per plot	(1,866,965)	£ per ha (net)	(755,550)	£ per acre (net)		
		(1,493,572)	£ per ha (gross)	(604,440)	£ per acre (gross)		
				-23.42%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		14.29	ha (gross)	35.30	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**2,118,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(2,052,290)**	£ per ha (net)	**(830,550)**	£ per acre (net)		**(23,454,738)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(830,550)	Affordable Housing - % on site 50%						
		20%	25%	30%	35%	40%	45%	50%
	-	(322,964)	(352,860)	(383,796)	(416,525)	(450,881)	(485,664)	(521,025)
	1,000	(338,491)	(368,696)	(400,122)	(433,616)	(468,083)	(502,975)	(538,535)
Site Specific S106	2,000	(354,108)	(384,675)	(416,676)	(450,721)	(485,285)	(520,372)	(556,130)
5,500	3,000	(369,842)	(400,817)	(433,491)	(467,826)	(502,555)	(537,786)	(606,176)
	4,000	(385,698)	(417,140)	(450,566)	(485,011)	(519,854)	(555,282)	(695,926)
	5,000	(401,690)	(433,683)	(467,672)	(502,213)	(537,207)	(572,801)	(785,675)
	6,000	(417,838)	(450,469)	(484,777)	(519,445)	(554,604)	(590,395)	(875,425)
	7,000	(434,160)	(467,517)	(501,939)	(536,744)	(572,044)	(634,001)	(965,174)
	8,000	(450,691)	(484,622)	(519,141)	(554,043)	(589,539)	(723,751)	(1,054,924)
	9,000	(467,448)	(501,728)	(536,343)	(571,439)	(607,066)	(813,500)	(1,144,673)
	10,000	(484,468)	(518,867)	(553,634)	(588,836)	(624,660)	(903,250)	(1,234,423)
	11,000	(501,573)	(536,069)	(570,933)	(606,301)	(661,826)	(992,999)	(1,324,172)
	12,000	(518,678)	(553,271)	(588,274)	(623,796)	(751,576)	(1,082,749)	(1,413,922)
	13,000	(535,795)	(570,524)	(605,671)	(641,331)	(841,325)	(1,172,498)	(1,503,671)
	14,000	(552,997)	(587,824)	(623,068)	(658,925)	(931,075)	(1,262,248)	(1,593,421)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(830,550)	Affordable Housing - % on site 50%						
		20%	25%	30%	35%	40%	45%	50%
	15.0%	(239,914)	(282,825)	(327,623)	(372,827)	(418,533)	(464,840)	(724,406)
	16.0%	(273,880)	(314,668)	(357,343)	(400,425)	(444,008)	(488,191)	(745,635)
Profit	17.0%	(307,846)	(346,511)	(387,064)	(428,022)	(469,482)	(511,543)	(766,864)
20.0%	18.0%	(341,812)	(378,354)	(416,784)	(455,620)	(494,957)	(534,895)	(788,093)
	19.0%	(375,778)	(410,198)	(446,504)	(483,217)	(520,431)	(558,246)	(809,321)
	20.0%	(409,744)	(442,041)	(476,224)	(510,814)	(545,906)	(581,598)	(830,550)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(830,550)	Affordable Housing - % on site 50%						
		20%	25%	30%	35%	40%	45%	50%
	50,000	(384,744)	(417,041)	(451,224)	(485,814)	(520,906)	(556,598)	(805,550)
	60,000	(394,744)	(427,041)	(461,224)	(495,814)	(530,906)	(566,598)	(815,550)
BLV (£ per acre)	70,000	(404,744)	(437,041)	(471,224)	(505,814)	(540,906)	(576,598)	(825,550)
75,000	80,000	(414,744)	(447,041)	(481,224)	(515,814)	(550,906)	(586,598)	(835,550)
	90,000	(424,744)	(457,041)	(491,224)	(525,814)	(560,906)	(596,598)	(845,550)
	100,000	(434,744)	(467,041)	(501,224)	(535,814)	(570,906)	(606,598)	(855,550)
	110,000	(444,744)	(477,041)	(511,224)	(545,814)	(580,906)	(616,598)	(865,550)
	120,000	(454,744)	(487,041)	(521,224)	(555,814)	(590,906)	(626,598)	(875,550)
	130,000	(464,744)	(497,041)	(531,224)	(565,814)	(600,906)	(636,598)	(885,550)
	140,000	(474,744)	(507,041)	(541,224)	(575,814)	(610,906)	(646,598)	(895,550)
	150,000	(484,744)	(517,041)	(551,224)	(585,814)	(620,906)	(656,598)	(905,550)
	160,000	(494,744)	(527,041)	(561,224)	(595,814)	(630,906)	(666,598)	(915,550)
	170,000	(504,744)	(537,041)	(571,224)	(605,814)	(640,906)	(676,598)	(925,550)
	180,000	(514,744)	(547,041)	(581,224)	(615,814)	(650,906)	(686,598)	(935,550)
	190,000	(524,744)	(557,041)	(591,224)	(625,814)	(660,906)	(696,598)	(945,550)
	200,000	(534,744)	(567,041)	(601,224)	(635,814)	(670,906)	(706,598)	(955,550)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(830,550)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(361,923)	(389,606)	(418,907)	(448,555)	(478,634)	(509,227)	(722,614)
	35	(409,744)	(442,041)	(476,224)	(510,814)	(545,906)	(581,598)	(830,550)
Density (dph)	40	(457,564)	(494,475)	(533,542)	(573,073)	(613,178)	(653,969)	(938,486)
35.0	45	(505,385)	(546,909)	(590,860)	(635,333)	(680,450)	(726,340)	(1,046,422)
	50	(553,205)	(599,344)	(648,178)	(697,592)	(747,723)	(798,711)	(1,154,357)
	55	(601,026)	(651,778)	(705,495)	(759,851)	(814,995)	(871,082)	(1,262,293)
	60	(648,846)	(704,213)	(762,813)	(822,110)	(882,267)	(943,453)	(1,370,229)
	65	(696,667)	(756,647)	(820,131)	(884,369)	(949,539)	(1,015,824)	(1,478,165)
	70	(744,487)	(809,081)	(877,449)	(946,629)	(1,016,812)	(1,088,196)	(1,586,100)
	75	(792,308)	(861,516)	(934,766)	(1,008,888)	(1,084,084)	(1,160,567)	(1,694,036)
	80	(840,128)	(913,950)	(992,084)	(1,071,147)	(1,151,356)	(1,232,938)	(1,801,972)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(830,550)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	(96,603)	(126,830)	(157,208)	(187,805)	(218,728)	(250,158)	(282,450)
	92%	(157,376)	(187,417)	(217,717)	(248,382)	(279,625)	(311,832)	(345,837)
Build Cost	94%	(218,772)	(248,780)	(279,210)	(310,293)	(342,449)	(376,591)	(412,684)
100%	96%	(281,011)	(311,230)	(342,183)	(374,337)	(408,643)	(444,241)	(480,314)
(105% = 5% increase)	98%	(344,462)	(375,321)	(407,521)	(441,860)	(476,951)	(512,527)	(548,785)
	100%	(409,744)	(442,041)	(476,224)	(510,814)	(545,906)	(581,598)	(830,550)
	102%	(477,943)	(511,735)	(545,876)	(580,451)	(615,590)	(853,976)	(1,182,141)
	104%	(548,474)	(582,116)	(616,162)	(650,762)	(883,416)	(1,208,574)	(1,533,731)
	106%	(619,515)	(653,039)	(687,113)	(918,873)	(1,241,022)	(1,563,172)	(1,885,322)
	108%	(691,125)	(724,643)	(960,344)	(1,279,486)	(1,598,628)	(1,917,771)	(2,236,913)
	110%	(763,352)	(1,007,831)	(1,323,966)	(1,640,100)	(1,956,235)	(2,272,369)	(2,588,503)
	112%	(1,061,334)	(1,374,461)	(1,687,587)	(2,000,714)	(2,313,841)	(2,626,967)	(2,940,094)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(830,550)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(2,716,496)	(2,805,607)	(2,894,719)	(2,983,830)	(3,072,942)	(3,162,053)	(3,251,165)
	82%	(2,329,197)	(2,442,515)	(2,555,833)	(2,669,150)	(2,782,468)	(2,895,786)	(3,009,103)
Market Values	84%	(1,941,899)	(2,079,423)	(2,216,947)	(2,354,470)	(2,491,994)	(2,629,518)	(2,767,042)
100%	86%	(1,554,601)	(1,716,331)	(1,878,061)	(2,039,791)	(2,201,521)	(2,363,251)	(2,524,980)
(105% = 5% increase)	88%	(1,167,302)	(1,353,238)	(1,539,175)	(1,725,111)	(1,911,047)	(2,096,983)	(2,282,919)
	90%	(780,004)	(990,146)	(1,200,289)	(1,410,431)	(1,620,573)	(1,830,715)	(2,040,858)
	92%	(661,165)	(680,907)	(861,402)	(1,095,751)	(1,330,099)	(1,564,448)	(1,798,796)
	94%	(596,923)	(620,223)	(643,892)	(781,071)	(1,039,626)	(1,298,180)	(1,556,735)
	96%	(533,388)	(560,249)	(587,433)	(615,002)	(749,152)	(1,031,912)	(1,314,673)
	98%	(470,394)	(500,827)	(531,540)	(562,661)	(594,237)	(765,645)	(1,072,612)
	100%	(409,744)	(442,041)	(476,224)	(510,814)	(545,906)	(581,598)	(830,550)
	102%	(351,935)	(385,945)	(421,555)	(459,484)	(498,015)	(537,168)	(588,489)
	104%	(295,829)	(332,143)	(369,517)	(408,730)	(450,605)	(493,200)	(536,542)
	106%	(240,820)	(279,762)	(319,456)	(360,376)	(403,573)	(449,606)	(496,361)
	108%	(186,556)	(228,315)	(270,632)	(313,819)	(358,548)	(406,346)	(456,588)
	110%	(132,832)	(177,523)	(222,637)	(268,410)	(315,282)	(364,226)	(417,124)
	112%	(79,497)	(127,199)	(175,232)	(223,776)	(273,141)	(323,986)	(377,928)
	114%	(32,647)	(77,222)	(128,256)	(179,689)	(231,761)	(284,940)	(340,300)
	116%	13,025	(33,559)	(81,598)	(136,003)	(190,919)	(246,692)	(304,078)
	118%	58,536	9,253	(40,193)	(92,625)	(150,475)	(209,003)	(268,780)
	120%	103,924	51,919	(215)	(52,551)	(110,331)	(171,734)	(234,121)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(830,550)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(330,611)	(360,667)	(391,859)	(425,034)	(459,453)	(494,284)	(529,742)
	10,000	(253,879)	(282,761)	(312,188)	(342,471)	(374,227)	(408,208)	(442,770)
Grant (£ per unit)	15,000	(178,636)	(206,851)	(235,348)	(264,251)	(293,795)	(324,404)	(357,018)
-	20,000	(104,378)	(132,199)	(160,163)	(188,341)	(216,816)	(245,753)	(275,448)
	25,000	(36,406)	(60,256)	(86,037)	(113,801)	(141,711)	(169,831)	(198,285)
	30,000	26,792	3,081	(20,671)	(44,472)	(68,391)	(95,428)	(123,270)
	35,000	89,669	66,041	42,389	18,720	(4,987)	(28,736)	(52,548)
	40,000	152,294	128,724	105,136	81,539	57,926	34,298	10,636
	45,000	214,734	191,186	167,638	144,090	120,533	96,963	73,391
	50,000	277,000	253,482	229,963	206,433	182,902	159,371	135,840
	55,000	339,146	315,635	292,124	268,612	245,101	221,590	198,075

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Appraisal Ref: GB LV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	210.0	53%	315.0
3 bed House	40.0%	120.0	20.0%	60.0	30%	180.0
4 + bed House	25.0%	75.0	10.0%	30.0	18%	105.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	300.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	14,700	158,229	22,050	237,344
3 bed House	12,240	131,750	6,120	65,875	18,360	197,625
4 + bed House	9,750	104,948	3,900	41,979	13,650	146,927
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	29,340	315,813	24,720	266,084	54,060	581,897
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	220,000	3,143	292	3,143	292	69,300,000
3 bed House	310,000	3,039	282	3,039	282	55,800,000
4 + bed House	395,000	3,038	282	3,038	282	41,475,000
1 bed Flat	125,000	2,500	232	2,125	197	0
2 bed Flat	140,000	2,258	210	1,919	178	0
						166,575,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	154,000	70%	110,000	50%	154,000	70%	154,000	70%
3 bed House	217,000	70%	155,000	50%	217,000	70%	217,000	70%
4 + bed House	276,500	70%	197,500	50%	250,000	70%	276,500	70%
1 bed Flat	87,500	70%	62,500	50%	87,500	70%	87,500	70%
2 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	220,000		23,100,000
3 bed House	120.0	@	310,000		37,200,000
4 + bed House	75.0	@	395,000		29,625,000
1 bed Flat	0.0	@	125,000		-
2 bed Flat	0.0	@	140,000		-
	300.0				89,925,000
Affordable Rent GDV -					
2 bed House	63.0	@	154,000		9,702,000
3 bed House	18.0	@	217,000		3,906,000
4 + bed House	9.0	@	276,500		2,488,500
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	90.0				16,096,500
Social Rent GDV -					
2 bed House	94.5	@	110,000		10,395,000
3 bed House	27.0	@	155,000		4,185,000
4 + bed House	13.5	@	197,500		2,666,250
1 bed Flat	0.0	@	62,500		-
2 bed Flat	0.0	@	70,000		-
	135.0				17,246,250
First Homes GDV -					
2 bed House	0.0	@	154,000		-
3 bed House	0.0	@	217,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	52.5	@	154,000		8,085,000
3 bed House	15.0	@	217,000		3,255,000
4 + bed House	7.5	@	276,500		2,073,750
1 bed Flat	0.0	@	87,500		-
2 bed Flat	0.0	@	98,000		-
	75.0	300.0			13,413,750
Sub-total GDV Residential	**600**				**136,681,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	29,893,500
	553 £ psm (total GIA sqm)			49,823 £ per unit (total units)	
Grant	600	units @	0 per unit		-
Total GDV					**136,681,500**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£		(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£		(406,005)
CIL (Mrkt only inc. garages)	Max			29,340	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				600	units @		5,500	per unit			(3,300,000)
	Sub-total									(3,300,000)	
S106 analysis:	192,500	£ per ha		2.41%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				54,060	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				17.14	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			600	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				22,050	sqm @		1,710	psm			(37,705,500)
3 bed House				18,360	sqm @		1,710	psm			(31,395,600)
3 bed House (EXC. garage)				13,632	sqm @		1,710	psm			(23,310,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0		50%	18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0		100%	18	sqm @		653	psm			(881,550)
Total GIA check:				54,060	£ per garage		£11,754				
External works				93,967,830	@		15.0%				(14,095,175)
Ext. Works analysis:							23,492	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				600	units @		1,137	£ per unit			(682,200)
M4(2) Category 2 Housing	Aff units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(2) Category 2 Housing	OMS units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		300	units @		5%	@	26,816	£ per unit		(402,240)
Part L/FHS			600	units @				8,760	£ per unit		(5,256,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			600	units @				1,000	£ per unit		(600,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(7,780,440)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				115,843,445	@		3.0%				(3,475,303)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**600**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		115,843,445	@	7.0%			(8,109,041)
Disposal Costs -							
OMS Marketing and Promotion		89,925,000	OMS @	3.00%	4,496	£ per unit	(2,697,750)
Residential Sales Agent Costs		89,925,000	OMS @	1.00%	1,499	£ per unit	(899,250)
Residential Sales Legal Costs		89,925,000	OMS @	0.25%	375	£ per unit	(224,813)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,386	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(12,088,251)
Developers Profit -							
Profit on OMS		89,925,000		20.00%			(17,985,000)
Margin on AH		46,756,500		6.00%	on AH values		(2,805,390)
Profit analysis:		136,681,500		15.21%	blended GDV	(20,790,390)	
		147,189,193		14.12%	on costs	(20,790,390)	
TOTAL COSTS							**(167,979,583)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(31,298,083)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(31,298,083)**
RLV analysis:	(52,163) £ per plot	(1,825,722)	£ per ha (net)	(738,859)	£ per acre (net)		
		(1,460,577)	£ per ha (gross)	(591,087)	£ per acre (gross)		
				-22.90%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		21.43	ha (gross)	52.95	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**3,177,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(2,011,047)**	£ per ha (net)	**(813,859)**	£ per acre (net)		**(34,475,083)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(813,859)	20%	25%	30%	35%	40%	45%	50%
	-	(311,186)	(340,471)	(370,504)	(401,835)	(435,704)	(475,180)	(517,637)
	1,000	(326,286)	(355,789)	(386,170)	(418,106)	(453,216)	(494,180)	(536,987)
Site Specific S106	2,000	(341,449)	(371,204)	(401,990)	(434,656)	(471,344)	(513,254)	(556,442)
5,500	3,000	(356,689)	(386,729)	(417,991)	(451,544)	(490,179)	(532,432)	(608,506)
	4,000	(372,015)	(402,387)	(434,205)	(468,850)	(509,142)	(551,703)	(690,647)
	5,000	(387,433)	(418,186)	(450,672)	(486,681)	(528,187)	(571,066)	(772,789)
	6,000	(402,957)	(434,155)	(467,443)	(505,179)	(547,296)	(590,522)	(854,930)
	7,000	(418,604)	(450,322)	(484,581)	(524,141)	(566,483)	(636,950)	(937,071)
	8,000	(434,386)	(466,716)	(502,171)	(543,124)	(585,770)	(719,091)	(1,019,213)
	9,000	(450,328)	(483,386)	(520,326)	(562,194)	(605,145)	(801,233)	(1,101,354)
	10,000	(466,450)	(500,384)	(539,140)	(581,338)	(624,602)	(883,374)	(1,183,496)
	11,000	(482,783)	(517,777)	(558,103)	(600,549)	(665,394)	(965,516)	(1,265,637)
	12,000	(499,368)	(535,658)	(577,131)	(619,836)	(747,536)	(1,047,657)	(1,347,778)
	13,000	(516,244)	(554,147)	(596,202)	(639,224)	(829,677)	(1,129,798)	(1,429,920)
	14,000	(533,475)	(573,102)	(615,380)	(658,683)	(911,818)	(1,211,940)	(1,512,061)

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(813,859)	20%	25%	30%	35%	40%	45%	50%
	15.0%	(225,351)	(266,933)	(310,415)	(357,848)	(410,350)	(464,011)	(707,716)
	16.0%	(259,317)	(298,776)	(340,135)	(385,445)	(435,825)	(487,363)	(728,944)
Profit	17.0%	(293,283)	(330,619)	(369,856)	(413,043)	(461,299)	(510,714)	(750,173)
20.0%	18.0%	(327,249)	(362,463)	(399,576)	(440,640)	(486,774)	(534,066)	(771,402)
	19.0%	(361,215)	(394,306)	(429,296)	(468,238)	(512,248)	(557,418)	(792,631)
	20.0%	(395,181)	(426,149)	(459,016)	(495,835)	(537,723)	(580,769)	(813,859)

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(813,859)	20%	25%	30%	35%	40%	45%	50%
	50,000	(370,181)	(401,149)	(434,016)	(470,835)	(512,723)	(555,769)	(788,859)
	60,000	(380,181)	(411,149)	(444,016)	(480,835)	(522,723)	(565,769)	(798,859)
BLV (£ per acre)	70,000	(390,181)	(421,149)	(454,016)	(490,835)	(532,723)	(575,769)	(808,859)
75,000	80,000	(400,181)	(431,149)	(464,016)	(500,835)	(542,723)	(585,769)	(818,859)
	90,000	(410,181)	(441,149)	(474,016)	(510,835)	(552,723)	(595,769)	(828,859)
	100,000	(420,181)	(451,149)	(484,016)	(520,835)	(562,723)	(605,769)	(838,859)
	110,000	(430,181)	(461,149)	(494,016)	(530,835)	(572,723)	(615,769)	(848,859)
	120,000	(440,181)	(471,149)	(504,016)	(540,835)	(582,723)	(625,769)	(858,859)
	130,000	(450,181)	(481,149)	(514,016)	(550,835)	(592,723)	(635,769)	(868,859)
	140,000	(460,181)	(491,149)	(524,016)	(560,835)	(602,723)	(645,769)	(878,859)
	150,000	(470,181)	(501,149)	(534,016)	(570,835)	(612,723)	(655,769)	(888,859)
	160,000	(480,181)	(511,149)	(544,016)	(580,835)	(622,723)	(665,769)	(898,859)
	170,000	(490,181)	(521,149)	(554,016)	(590,835)	(632,723)	(675,769)	(908,859)
	180,000	(500,181)	(531,149)	(564,016)	(600,835)	(642,723)	(685,769)	(918,859)
	190,000	(510,181)	(541,149)	(574,016)	(610,835)	(652,723)	(695,769)	(928,859)
	200,000	(520,181)	(551,149)	(584,016)	(620,835)	(662,723)	(705,769)	(938,859)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Low Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(813,859)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(349,441)	(375,985)	(404,157)	(435,716)	(471,619)	(508,517)	(708,308)
	35	(395,181)	(426,149)	(459,016)	(495,835)	(537,723)	(580,769)	(813,859)
Density (dph)	40	(440,921)	(476,313)	(513,876)	(555,954)	(603,826)	(653,022)	(919,411)
35.0	45	(486,661)	(526,477)	(568,735)	(616,073)	(669,929)	(725,275)	(1,024,962)
	50	(532,402)	(576,641)	(623,595)	(676,193)	(736,032)	(797,528)	(1,130,513)
	55	(578,142)	(626,805)	(678,454)	(736,312)	(802,135)	(869,780)	(1,236,065)
	60	(623,882)	(676,969)	(733,314)	(796,431)	(868,239)	(942,033)	(1,341,616)
	65	(669,622)	(727,134)	(788,173)	(856,551)	(934,342)	(1,014,286)	(1,447,167)
	70	(715,362)	(777,298)	(843,033)	(916,670)	(1,000,445)	(1,086,539)	(1,552,719)
	75	(761,102)	(827,462)	(897,892)	(976,789)	(1,066,548)	(1,158,791)	(1,658,270)
	80	(806,842)	(877,626)	(952,751)	(1,036,908)	(1,132,651)	(1,231,044)	(1,763,821)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(813,859)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	(89,134)	(119,332)	(149,644)	(180,117)	(210,823)	(241,902)	(273,605)
	92%	(149,059)	(178,991)	(209,109)	(239,491)	(270,293)	(301,789)	(334,594)
Build Cost	94%	(209,413)	(239,183)	(269,256)	(299,799)	(331,115)	(363,862)	(399,733)
100%	96%	(270,351)	(300,132)	(330,435)	(361,600)	(394,333)	(430,424)	(472,780)
(105% = 5% increase)	98%	(332,131)	(362,225)	(393,270)	(426,039)	(462,440)	(504,612)	(548,260)
	100%	(395,181)	(426,149)	(459,016)	(495,835)	(537,723)	(580,769)	(813,859)
	102%	(460,267)	(493,304)	(530,673)	(572,133)	(614,586)	(838,442)	(1,135,810)
	104%	(528,954)	(566,922)	(607,845)	(649,711)	(868,531)	(1,163,146)	(1,457,761)
	106%	(604,442)	(644,842)	(686,143)	(904,127)	(1,195,988)	(1,487,850)	(1,779,712)
	108%	(683,126)	(723,883)	(945,229)	(1,234,337)	(1,523,445)	(1,812,554)	(2,101,662)
	110%	(762,930)	(991,837)	(1,278,192)	(1,564,547)	(1,850,903)	(2,137,258)	(2,423,613)
	112%	(1,043,952)	(1,327,554)	(1,611,156)	(1,894,758)	(2,178,360)	(2,461,962)	(2,745,564)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(813,859)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(2,546,936)	(2,626,195)	(2,705,453)	(2,784,712)	(2,863,971)	(2,943,229)	(3,022,488)
	82%	(2,193,556)	(2,294,901)	(2,396,245)	(2,497,590)	(2,598,935)	(2,700,280)	(2,801,625)
Market Values	84%	(1,840,175)	(1,963,606)	(2,087,037)	(2,210,469)	(2,333,900)	(2,457,331)	(2,580,762)
100%	86%	(1,486,795)	(1,632,312)	(1,777,830)	(1,923,347)	(2,068,864)	(2,214,382)	(2,359,899)
(105% = 5% increase)	88%	(1,133,414)	(1,301,018)	(1,468,622)	(1,636,225)	(1,803,829)	(1,971,433)	(2,139,036)
	90%	(780,034)	(969,724)	(1,159,414)	(1,349,104)	(1,538,794)	(1,728,484)	(1,918,174)
	92%	(655,581)	(680,831)	(850,206)	(1,061,982)	(1,273,758)	(1,485,534)	(1,697,311)
	94%	(583,581)	(612,515)	(642,055)	(774,860)	(1,008,723)	(1,242,585)	(1,476,448)
	96%	(514,656)	(545,388)	(578,564)	(612,491)	(743,687)	(999,636)	(1,255,585)
	98%	(453,044)	(482,763)	(516,153)	(553,661)	(592,061)	(756,687)	(1,034,722)
	100%	(395,181)	(426,149)	(459,016)	(495,835)	(537,723)	(580,769)	(813,859)
	102%	(339,310)	(372,425)	(406,681)	(443,066)	(484,224)	(530,799)	(592,997)
	104%	(284,626)	(320,315)	(356,757)	(394,506)	(434,870)	(481,597)	(532,979)
	106%	(230,704)	(269,195)	(308,217)	(348,113)	(389,631)	(434,721)	(487,935)
	108%	(177,301)	(218,728)	(260,545)	(302,982)	(346,517)	(392,258)	(443,594)
	110%	(124,272)	(168,715)	(213,454)	(258,658)	(304,649)	(352,120)	(402,954)
	112%	(71,814)	(119,025)	(166,773)	(214,877)	(263,571)	(313,320)	(365,291)
	114%	(26,286)	(70,082)	(120,385)	(171,478)	(223,027)	(275,364)	(329,262)
	116%	19,028	(27,460)	(74,293)	(128,365)	(182,861)	(237,972)	(294,237)
	118%	64,230	15,020	(34,303)	(85,461)	(142,976)	(200,975)	(259,865)
	120%	109,341	57,398	5,353	(46,833)	(103,298)	(164,270)	(225,946)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(813,859)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(318,610)	(347,997)	(378,196)	(409,819)	(444,298)	(484,612)	(527,239)
	10,000	(243,705)	(272,266)	(301,216)	(330,783)	(361,404)	(394,079)	(431,637)
Grant (£ per unit)	15,000	(169,832)	(197,924)	(226,216)	(254,801)	(283,849)	(313,669)	(344,948)
-	20,000	(96,643)	(124,449)	(152,368)	(180,440)	(208,727)	(237,350)	(266,529)
	25,000	(30,577)	(54,482)	(79,259)	(107,034)	(134,917)	(162,955)	(191,238)
	30,000	32,023	8,212	(15,625)	(39,497)	(63,416)	(89,628)	(117,469)
	35,000	94,394	70,647	46,889	23,105	(701)	(24,538)	(48,420)
	40,000	156,599	132,887	109,174	85,449	61,715	37,960	14,187
	45,000	218,660	194,978	171,297	147,603	123,907	100,206	76,493
	50,000	280,623	256,953	233,283	209,613	185,943	162,268	138,586
	55,000	342,493	318,836	295,175	271,513	247,851	224,189	200,527

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Appraisal Ref: GB LMV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9 Units	
AH Policy requirement (% Target)		0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	100%		
AH tenure split %	Affordable Rent:		30.0%	
	Social Rent:		45.0%	75.0% % Rented
	First Homes:		0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):		25.0%	0.0% % of total (>10% First Homes PPG 023)
		100%	100.0%	
CIL Rate (£ psm)		0.00 £ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
3 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	0.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	315	3,391	0	0	315	3,391
3 bed House	459	4,941	0	0	459	4,941
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	774	8,331	0	0	774	8,331

AH % by floor area: 0.00% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	1,102,500
3 bed House	330,000	3,235	301	3,235	301	1,485,000
4 + bed House	425,000	3,269	304	3,269	304	0
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						2,587,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.5	@	245,000		1,102,500
3 bed House	4.5	@	330,000		1,485,000
4 + bed House	0.0	@	425,000		-
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	9.0				2,587,500
Affordable Rent GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	297,500		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	122,500		-
3 bed House	0.0	@	165,000		-
4 + bed House	0.0	@	212,500		-
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	297,500		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**2,587,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0 per unit		-
Total GDV					**2,587,500**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			774	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				9	units @	5,500	per unit			(49,500)
	Sub-total								(49,500)	
S106 analysis:	192,500	£ per ha		1.91%	% of GDV	5,500	£ per unit (total units)			
AH Commuted Sum				774	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.26	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			9	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				315	sqm @	1,710	psm			(538,650)
3 bed House				459	sqm @	1,710	psm			(784,890)
3 bed House (EXC. garage)			-	18	sqm @	1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @	1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @	1,710	psm			-
1 bed Flat				-	sqm @	1,868	psm			-
2 bed Flat				-	sqm @	1,868	psm			-
-				-	sqm @	1,868	psm			-
Garages for 3B House	4.5	50%		18	sqm @	653	psm			(26,447)
Garages for 4B House	-	100%		18	sqm @	653	psm			-
Total GIA check:				774	£ per garage	£11,754				
External works				1,288,427	@	15.0%				(193,264)
Ext. Works analysis:						21,474	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				9	units @	1,137	£ per unit			(10,233)
M4(2) Category 2 Housing	Aff units	-	units @	100%	@	1,400	£ per unit			-
M4(2) Category 2 Housing	OMS units	9	units @	100%	@	1,400	£ per unit			(12,600)
M4(3) Category 3 Housing	Flats	-	units @	5%	@	15,691	£ per unit			-
M4(3) Category 3 Housing	Houses	9	units @	5%	@	26,816	£ per unit			(12,067)
Part L/FHS		9	units @			8,760	£ per unit			(78,840)
Part L/FHS analysis:						6.1%	% of BCIS costs			
EV Charging Points - Houses		9	units @			1,000	£ per unit			(9,000)
EV Charging Points - Flats		-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @			10	£ per unit			-
	Sub-total								(122,740)	
Policy Costs analysis:	(design costs only)					13,638	£ per unit (total units)			
						9.5%	% of BCIS costs			
Contingency (on construction)				1,604,431	@	3.0%				(48,133)

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

Professional Fees		1,604,431	@	7.0%			(112,310)
Disposal Costs -							
OMS Marketing and Promotion		2,587,500	OMS @	3.00%	8,625	£ per unit	(77,625)
Residential Sales Agent Costs		2,587,500	OMS @	1.00%	2,875	£ per unit	(25,875)
Residential Sales Legal Costs		2,587,500	OMS @	0.25%	719	£ per unit	(6,469)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					13,330	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(25,530)
Developers Profit -							
Profit on OMS		2,587,500		20.00%			(517,500)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,587,500		20.00%	blended GDV	(517,500)	
		1,991,625		25.98%	on costs	(517,500)	
TOTAL COSTS							**(2,509,125)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							78,375
SDLT		78,375	@	HMRC formula			-
Acquisition Agent fees		78,375	@	1.0%			(784)
Acquisition Legal fees		78,375	@	0.5%			(392)
Interest on Land		78,375	@	7.00%			(5,486)
Residual Land Value							**71,713**
RLV analysis:	7,968 £ per plot	278,884	£ per ha (net)	112,863	£ per acre (net)		
		223,108	£ per ha (gross)	90,290	£ per acre (gross)		
				2.77%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.32	ha (gross)	0.79	acres (gross)		
Density analysis:		3,010	sqm/ha (net)	13,112	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**47,655**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**93,559**	£ per ha (net)	**37,863**	£ per acre (net)		**24,058**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	37,863	0%	5%	10%	15%	20%	25%	30%
	-	110,567	95,572	80,577	65,582	50,587	35,592	20,597
	1,000	97,348	82,353	67,358	52,363	37,368	22,373	7,378
Site Specific S106	2,000	84,129	69,134	54,139	39,144	24,149	9,154	(5,841)
5,500	3,000	70,910	55,915	40,920	25,925	10,930	(4,065)	(19,060)
	4,000	57,691	42,696	27,701	12,706	(2,289)	(17,284)	(32,279)
	5,000	44,472	29,477	14,482	(512)	(15,507)	(30,502)	(45,497)
	6,000	31,254	16,259	1,264	(13,731)	(28,726)	(43,721)	(58,716)
	7,000	18,035	3,040	(11,955)	(26,950)	(41,945)	(56,940)	(71,935)
	8,000	4,816	(10,179)	(25,174)	(40,169)	(55,164)	(70,159)	(86,097)
	9,000	(8,403)	(23,398)	(38,393)	(53,388)	(68,383)	(84,156)	(100,544)
	10,000	(21,622)	(36,617)	(51,612)	(66,607)	(82,215)	(98,603)	(114,991)
	11,000	(34,841)	(49,836)	(64,831)	(80,274)	(96,662)	(113,050)	(129,438)
	12,000	(48,060)	(63,055)	(78,333)	(94,721)	(111,109)	(127,497)	(143,885)
	13,000	(61,279)	(76,392)	(92,780)	(109,168)	(125,556)	(141,944)	(158,332)
	14,000	(74,498)	(90,839)	(107,227)	(123,615)	(140,003)	(156,391)	(172,779)

TABLE 2

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	37,863	0%	5%	10%	15%	20%	25%	30%
	15.0%	222,350	198,571	174,792	151,014	126,927	102,617	78,307
	16.0%	185,904	163,947	141,991	119,565	97,118	74,671	52,224
Profit	17.0%	149,457	129,062	108,478	87,894	67,309	46,725	26,141
20.0%	18.0%	112,385	93,664	74,943	56,222	37,501	18,780	58
	19.0%	75,124	58,266	41,408	24,550	7,692	(9,166)	(26,024)
	20.0%	37,863	22,868	7,873	(7,122)	(22,117)	(37,112)	(52,107)

TABLE 3

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	37,863	0%	5%	10%	15%	20%	25%	30%
	50,000	62,863	47,868	32,873	17,878	2,883	(12,112)	(27,107)
	60,000	52,863	37,868	22,873	7,878	(7,117)	(22,112)	(37,107)
BLV (£ per acre)	70,000	42,863	27,868	12,873	(2,122)	(17,117)	(32,112)	(47,107)
75,000	80,000	32,863	17,868	2,873	(12,122)	(27,117)	(42,112)	(57,107)
	90,000	22,863	7,868	(7,127)	(22,122)	(37,117)	(52,112)	(67,107)
	100,000	12,863	(2,132)	(17,127)	(32,122)	(47,117)	(62,112)	(77,107)
	110,000	2,863	(12,132)	(27,127)	(42,122)	(57,117)	(72,112)	(87,107)
	120,000	(7,137)	(22,132)	(37,127)	(52,122)	(67,117)	(82,112)	(97,107)
	130,000	(17,137)	(32,132)	(47,127)	(62,122)	(77,117)	(92,112)	(107,107)
	140,000	(27,137)	(42,132)	(57,127)	(72,122)	(87,117)	(102,112)	(117,107)
	150,000	(37,137)	(52,132)	(67,127)	(82,122)	(97,117)	(112,112)	(127,107)
	160,000	(47,137)	(62,132)	(77,127)	(92,122)	(107,117)	(122,112)	(137,107)
	170,000	(57,137)	(72,132)	(87,127)	(102,122)	(117,117)	(132,112)	(147,107)
	180,000	(67,137)	(82,132)	(97,127)	(112,122)	(127,117)	(142,112)	(157,107)
	190,000	(77,137)	(92,132)	(107,127)	(122,122)	(137,117)	(152,112)	(167,107)
	250,000	(137,137)	(152,132)	(167,127)	(182,122)	(197,117)	(212,112)	(227,107)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	37,863	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	30	21,740	8,887	(3,966)	(16,819)	(29,672)	(42,524)	(55,377)
	35	37,863	22,868	7,873	(7,122)	(22,117)	(37,112)	(52,107)
Density (dph)	40	53,986	36,849	19,712	2,575	(14,562)	(31,699)	(48,836)
35.0	45	70,110	50,830	31,551	12,272	(7,007)	(26,287)	(45,566)
	50	86,233	64,811	43,390	21,969	547	(20,874)	(42,296)
	55	102,356	78,793	55,229	31,666	8,102	(15,462)	(39,025)
	60	118,479	92,774	67,068	41,362	15,657	(10,049)	(35,755)
	65	134,603	106,755	78,907	51,059	23,211	(4,636)	(32,484)
	70	150,726	120,736	90,746	60,756	30,766	776	(29,214)
	75	166,849	134,717	102,585	70,453	38,321	6,189	(25,943)
	80	182,973	148,698	114,424	80,150	45,876	11,601	(22,673)

TABLE 5

Balance (RLV - BLV £ per acre (n))	37,863	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	90%	270,770	244,007	217,245	190,483	163,720	136,867	109,507
	92%	224,639	200,296	175,953	151,609	126,959	102,071	77,184
Build Cost	94%	178,509	156,585	134,518	112,104	89,690	67,276	44,861
100%	96%	132,186	112,244	92,303	72,362	52,421	32,480	12,539
(105% = 5% increase)	98%	85,024	67,556	50,088	32,620	15,152	(2,316)	(19,784)
	100%	37,863	22,868	7,873	(7,122)	(22,117)	(37,112)	(52,107)
	102%	(9,298)	(21,820)	(34,342)	(46,864)	(59,386)	(71,908)	(85,306)
	104%	(56,460)	(66,508)	(76,702)	(87,684)	(98,666)	(109,649)	(120,631)
	106%	(106,280)	(114,559)	(122,839)	(131,118)	(139,398)	(147,677)	(155,956)
	108%	(157,822)	(163,399)	(168,975)	(174,552)	(180,129)	(185,705)	(191,282)
	110%	(209,365)	(212,238)	(215,112)	(217,986)	(220,863)	(223,805)	(226,746)
	112%	(260,932)	(261,155)	(261,378)	(261,601)	(261,825)	(262,048)	(262,271)

TABLE 6

Balance (RLV - BLV £ per acre (n))	37,863	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(578,066)	(563,192)	(548,317)	(533,442)	(518,567)	(503,692)	(488,817)
	82%	(515,253)	(503,518)	(491,784)	(480,050)	(468,316)	(456,581)	(444,847)
Market Values	84%	(452,439)	(443,845)	(435,252)	(426,658)	(418,065)	(409,471)	(400,877)
100%	86%	(389,625)	(384,172)	(378,719)	(373,266)	(367,814)	(362,361)	(356,908)
(105% = 5% increase)	88%	(326,811)	(324,499)	(322,187)	(319,875)	(317,563)	(315,250)	(312,938)
	90%	(263,997)	(264,826)	(265,654)	(266,483)	(267,311)	(268,140)	(268,968)
	92%	(201,413)	(205,313)	(209,213)	(213,113)	(217,060)	(221,030)	(224,999)
	94%	(138,973)	(145,995)	(153,017)	(160,039)	(167,061)	(174,083)	(181,105)
	96%	(76,533)	(86,677)	(96,821)	(106,965)	(117,109)	(127,253)	(137,397)
	98%	(19,270)	(31,408)	(43,546)	(55,685)	(67,823)	(80,422)	(93,688)
	100%	37,863	22,868	7,873	(7,122)	(22,117)	(37,112)	(52,107)
	102%	94,996	77,144	59,293	41,441	23,589	5,738	(12,114)
	104%	151,885	131,420	110,712	90,004	69,296	48,587	27,879
	106%	207,769	184,720	161,670	138,567	115,002	91,437	67,872
	108%	263,653	237,809	211,965	186,121	160,277	134,286	107,865
	110%	318,275	290,596	262,261	233,623	204,985	176,346	147,708
	112%	372,285	341,907	311,528	281,124	249,692	218,259	186,827
	114%	426,167	393,144	360,121	327,058	293,979	260,172	225,946
	116%	479,920	444,209	408,498	372,787	337,076	301,366	265,065
	118%	533,672	495,274	456,875	418,477	380,078	341,680	303,282
	120%	587,425	546,339	505,253	464,167	423,081	381,995	340,908

TABLE 7

Balance (RLV - BLV £ per acre (n))	37,863	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	103,959	88,964	73,969	58,974	43,979	28,984	13,989
	10,000	169,421	154,753	140,066	125,071	110,076	95,081	80,086
Grant (£ per unit)	15,000	234,072	219,405	204,738	190,070	175,403	160,736	146,069
-	20,000	298,158	283,983	269,389	254,722	240,055	225,387	210,720
	25,000	360,564	346,354	332,144	317,935	303,725	289,515	275,078
	30,000	422,697	408,487	394,278	380,068	365,858	351,648	337,438
	35,000	484,830	470,620	456,411	442,201	427,991	413,781	399,572
	40,000	546,963	532,754	518,544	504,334	490,124	475,914	461,705
	45,000	609,096	594,887	580,677	566,467	552,257	538,048	523,838
	50,000	671,230	657,020	642,810	628,600	614,390	600,181	585,971
	55,000	733,363	719,153	704,943	690,733	676,524	662,314	648,104

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Appraisal Ref: GB LMV 25 (see Typologies Matrix)
Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	4.4	70.0%	8.8	53%	13.1
3 bed House	40.0%	5.0	20.0%	2.5	30%	7.5
4 + bed House	25.0%	3.1	10.0%	1.3	18%	4.4
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	12.5	100.0%	12.5	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	306	3,296	613	6,593	919	9,889
3 bed House	510	5,490	255	2,745	765	8,234
4 + bed House	406	4,373	163	1,749	569	6,122
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,223	13,159	1,030	11,087	2,253	24,246
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	3,215,625
3 bed House	330,000	3,235	301	3,235	301	2,475,000
4 + bed House	425,000	3,269	304	3,269	304	1,859,375
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						7,550,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.4	@	245,000		1,071,875
3 bed House	5.0	@	330,000		1,650,000
4 + bed House	3.1	@	425,000		1,328,125
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	12.5				4,050,000
Affordable Rent GDV -					
2 bed House	2.6	@	171,500		450,188
3 bed House	0.8	@	231,000		173,250
4 + bed House	0.4	@	297,500		111,563
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	3.8				735,000
Social Rent GDV -					
2 bed House	3.9	@	122,500		482,344
3 bed House	1.1	@	165,000		185,625
4 + bed House	0.6	@	212,500		119,531
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	5.6				787,500
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	171,500		375,156
3 bed House	0.6	@	231,000		144,375
4 + bed House	0.3	@	297,500		92,969
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	3.1	12.5			612,500
Sub-total GDV Residential	**25**				**6,185,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,365,000
	606 £ psm (total GIA sqm)			54,600 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**6,185,000**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS												
Initial Payments -												
Statutory Planning Fees (Residential)	01-Apr-25							(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports								(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,223	sqm			0.00	£ psm			-
CIL analysis:				0.00%	% of GDV			0	£ per unit (total units)			
Site Specific S106	Year 1							0				-
(strategic site cashflow yrs 1-15)	Year 2							0				-
	Year 3							0				-
	Year 4							0				-
	Year 5							0				-
	Year 6							0				-
	Year 7							0				-
	Year 8							0				-
	Year 9							0				-
	Year 10							0				-
	Year 11							0				-
	Year 12							0				-
	Year 13							0				-
	Year 14							0				-
	Year 15							0				-
Site Specific S106 (installment)				25	units @			5,500	per unit			(137,500)
	Sub-total										(137,500)	
S106 analysis:	192,500	£ per ha		2.22%	% of GDV			5,500	£ per unit (total units)			
AH Commuted Sum				2,253	sqm (total)			0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV							
Construction Costs -												
Site Clearance, Demolition & Remediation				0.71	ha @			0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0									-
	Year 2		0									-
	Year 3		0									-
	Year 4		0									-
	Year 5		0									-
	Year 6		0									-
	Year 7		0									-
	Year 8		0									-
	Year 9		0									-
	Year 10		0									-
	Year 11		0									-
	Year 12		0									-
	Year 13		0									-
	Year 14		0									-
	Year 15		0									-
	Years 1-15			25	units @			0	per unit			-
	Sub-total										-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV			0	£ per unit (total units)			
2 bed House				919	sqm @			1,710	psm			(1,571,063)
3 bed House				765	sqm @			1,710	psm			(1,308,150)
3 bed House (EXC. garage)				551	sqm @			1,710	psm			(941,783)
4 bed House (EXC. garage)			-	18	sqm @			1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @			1,710	psm			-
1 bed Flat				-	sqm @			1,868	psm			-
2 bed Flat				-	sqm @			1,868	psm			-
-				-	sqm @			1,868	psm			-
Garages for 3B House	5.0	50%		18	sqm @			653	psm			(29,385)
Garages for 4B House	3.1	100%		18	sqm @			653	psm			(36,731)
Total GIA check:				2,253	£ per garage			£11,754				
External works				3,856,331	@			15.0%				(578,450)
Ext. Works analysis:								23,138	£ per unit (total units)			
Policy Costs on design -												
Net Biodiversity costs				25	units @			1,137	£ per unit			(28,425)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit			(17,500)
M4(2) Category 2 Housing	OMS units		13	units @		100%	@	1,400	£ per unit			(17,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit			-
M4(3) Category 3 Housing	Houses		13	units @		5%	@	26,816	£ per unit			(16,760)
Part L/FHS			25	units @				8,760	£ per unit			(219,000)
Part L/FHS analysis:								5.7%	% of BCIS costs			
EV Charging Points - Houses			25	units @				1,000	£ per unit			(25,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units			-
Water Efficiency			-	units @				10	£ per unit			-
	Sub-total										(324,185)	
Policy Costs analysis:	(design costs only)							12,967	£ per unit (total units)			
								8.4%	% of BCIS costs			
Contingency (on construction)				4,758,966	@			3.0%				(142,769)

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Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

Professional Fees		4,758,966	@	7.0%			(333,128)
Disposal Costs -							
OMS Marketing and Promotion		4,050,000	OMS @	3.00%	4,860	£ per unit	(121,500)
Residential Sales Agent Costs		4,050,000	OMS @	1.00%	1,620	£ per unit	(40,500)
Residential Sales Legal Costs		4,050,000	OMS @	0.25%	405	£ per unit	(10,125)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		25 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,285	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(68,940)
Developers Profit -							
Profit on OMS		4,050,000		20.00%			(810,000)
Margin on AH		2,135,000		6.00%	on AH values		(128,100)
Profit analysis:		6,185,000		15.17%	blended GDV	(938,100)	
		5,702,802		16.45%	on costs	(938,100)	
TOTAL COSTS							**(6,640,902)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(455,902)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(455,902)**
RLV analysis:	(18,236) £ per plot	(638,263)	£ per ha (net)	(258,301)	£ per acre (net)		
		(510,610)	£ per ha (gross)	(206,641)	£ per acre (gross)		
				-7.37%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.89	ha (gross)	2.21	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**132,375**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(823,588)**	£ per ha (net)	**(333,301)**	£ per acre (net)		**(588,277)**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(333,301)	20%	25%	30%	35%	40%	45%	50%
	-	(74,260)	(104,056)	(133,919)	(163,783)	(193,647)	(223,511)	(253,394)
	1,000	(88,639)	(118,502)	(148,366)	(178,230)	(208,094)	(237,958)	(267,923)
Site Specific S106	2,000	(103,085)	(132,949)	(162,813)	(192,677)	(222,541)	(252,405)	(282,451)
5,500	3,000	(117,532)	(147,396)	(177,260)	(207,124)	(236,988)	(266,931)	(296,980)
	4,000	(131,979)	(161,843)	(191,707)	(221,571)	(251,434)	(281,459)	(311,509)
	5,000	(146,426)	(176,290)	(206,154)	(236,018)	(265,938)	(295,988)	(326,037)
	6,000	(160,873)	(190,737)	(220,601)	(250,464)	(280,467)	(310,516)	(340,566)
	7,000	(175,320)	(205,184)	(235,048)	(264,946)	(294,995)	(325,045)	(355,094)
	8,000	(189,767)	(219,631)	(249,494)	(279,474)	(309,524)	(339,573)	(369,623)
	9,000	(204,214)	(234,077)	(263,954)	(294,003)	(324,053)	(354,102)	(384,151)
	10,000	(218,661)	(248,524)	(278,482)	(308,532)	(338,581)	(368,631)	(398,680)
	11,000	(233,107)	(262,971)	(293,011)	(323,060)	(353,110)	(383,159)	(413,209)
	12,000	(247,554)	(277,490)	(307,539)	(337,589)	(367,638)	(397,688)	(427,737)
	13,000	(262,001)	(292,018)	(322,068)	(352,117)	(382,167)	(412,216)	(442,266)
	14,000	(276,497)	(306,547)	(336,596)	(366,646)	(396,695)	(426,745)	(456,794)

TABLE 2 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(333,301)	20%	25%	30%	35%	40%	45%	50%
	15.0%	20,603	(16,822)	(54,645)	(94,091)	(135,525)	(177,048)	(218,571)
	16.0%	(12,592)	(48,315)	(84,879)	(123,921)	(163,061)	(202,289)	(241,517)
Profit	17.0%	(46,185)	(80,256)	(117,003)	(153,751)	(190,596)	(227,530)	(264,463)
20.0%	18.0%	(80,222)	(114,675)	(149,128)	(183,581)	(218,132)	(252,770)	(287,409)
	19.0%	(116,936)	(149,094)	(181,253)	(213,411)	(245,667)	(278,011)	(310,355)
	20.0%	(153,650)	(183,513)	(213,377)	(243,241)	(273,203)	(303,252)	(333,301)

TABLE 3 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(333,301)	20%	25%	30%	35%	40%	45%	50%
	50,000	(128,650)	(158,513)	(188,377)	(218,241)	(248,203)	(278,252)	(308,301)
	60,000	(138,650)	(168,513)	(198,377)	(228,241)	(258,203)	(288,252)	(318,301)
BLV (£ per acre)	70,000	(148,650)	(178,513)	(208,377)	(238,241)	(268,203)	(298,252)	(328,301)
75,000	80,000	(158,650)	(188,513)	(218,377)	(248,241)	(278,203)	(308,252)	(338,301)
	90,000	(168,650)	(198,513)	(228,377)	(258,241)	(288,203)	(318,252)	(348,301)
	100,000	(178,650)	(208,513)	(238,377)	(268,241)	(298,203)	(328,252)	(358,301)
	110,000	(188,650)	(218,513)	(248,377)	(278,241)	(308,203)	(338,252)	(368,301)
	120,000	(198,650)	(228,513)	(258,377)	(288,241)	(318,203)	(348,252)	(378,301)
	130,000	(208,650)	(238,513)	(268,377)	(298,241)	(328,203)	(358,252)	(388,301)
	140,000	(218,650)	(248,513)	(278,377)	(308,241)	(338,203)	(368,252)	(398,301)
	150,000	(228,650)	(258,513)	(288,377)	(318,241)	(348,203)	(378,252)	(408,301)
	160,000	(238,650)	(268,513)	(298,377)	(328,241)	(358,203)	(388,252)	(418,301)
	170,000	(248,650)	(278,513)	(308,377)	(338,241)	(368,203)	(398,252)	(428,301)
	180,000	(258,650)	(288,513)	(318,377)	(348,241)	(378,203)	(408,252)	(438,301)
	190,000	(268,650)	(298,513)	(328,377)	(358,241)	(388,203)	(418,252)	(448,301)
	250,000	(328,650)	(358,513)	(388,377)	(418,241)	(448,203)	(478,252)	(508,301)

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Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(333,301)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(142,414)	(168,011)	(193,609)	(219,207)	(244,888)	(270,645)	(296,401)
	35	(153,650)	(183,513)	(213,377)	(243,241)	(273,203)	(303,252)	(333,301)
Density (dph)	40	(164,885)	(199,015)	(233,145)	(267,275)	(301,517)	(335,859)	(370,202)
35.0	45	(176,121)	(214,517)	(252,914)	(291,310)	(329,832)	(368,467)	(407,102)
	50	(187,357)	(230,019)	(272,682)	(315,344)	(358,146)	(401,074)	(444,002)
	55	(198,592)	(245,521)	(292,450)	(339,379)	(386,461)	(433,682)	(480,902)
	60	(209,828)	(261,023)	(312,218)	(363,413)	(414,776)	(466,289)	(517,803)
	65	(221,063)	(276,525)	(331,986)	(387,448)	(443,090)	(498,897)	(554,703)
	70	(232,299)	(292,027)	(351,754)	(411,482)	(471,405)	(531,504)	(591,603)
	75	(243,535)	(307,529)	(371,523)	(435,516)	(499,720)	(564,111)	(628,503)
	80	(254,770)	(323,031)	(391,291)	(459,551)	(528,034)	(596,719)	(665,403)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(333,301)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	116,503	88,578	60,652	32,007	3,113	(26,418)	(55,958)
	92%	65,786	37,752	9,292	(19,659)	(48,756)	(78,118)	(109,918)
Build Cost	94%	13,737	(14,672)	(43,326)	(71,980)	(103,015)	(134,331)	(165,646)
100%	96%	(39,667)	(67,878)	(98,048)	(128,880)	(159,711)	(190,543)	(221,375)
(105% = 5% increase)	98%	(95,017)	(125,365)	(155,713)	(186,060)	(216,408)	(246,756)	(277,258)
	100%	(153,650)	(183,513)	(213,377)	(243,241)	(273,203)	(303,252)	(333,301)
	102%	(212,282)	(241,662)	(271,094)	(300,657)	(330,220)	(359,783)	(389,345)
	104%	(270,933)	(300,009)	(329,085)	(358,161)	(387,237)	(416,313)	(445,389)
	106%	(329,897)	(358,486)	(387,076)	(415,665)	(444,254)	(472,844)	(501,433)
	108%	(388,861)	(416,964)	(445,066)	(473,169)	(501,271)	(529,374)	(557,477)
	110%	(447,825)	(475,441)	(503,057)	(530,673)	(558,289)	(585,905)	(613,520)
	112%	(506,790)	(533,919)	(561,048)	(588,177)	(615,306)	(642,435)	(669,867)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(333,301)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(719,400)	(714,196)	(708,992)	(703,788)	(698,584)	(693,380)	(688,176)
	82%	(662,681)	(660,876)	(659,086)	(657,447)	(655,807)	(654,168)	(652,528)
Market Values	84%	(606,051)	(607,785)	(609,519)	(611,253)	(613,030)	(614,956)	(616,881)
100%	86%	(549,420)	(554,693)	(559,967)	(565,240)	(570,514)	(575,787)	(581,234)
(105% = 5% increase)	88%	(492,789)	(501,602)	(510,415)	(519,228)	(528,041)	(536,854)	(545,667)
	90%	(436,158)	(448,511)	(460,863)	(473,215)	(485,568)	(497,920)	(510,273)
	92%	(379,528)	(395,419)	(411,311)	(427,203)	(443,095)	(458,987)	(474,878)
	94%	(322,897)	(342,328)	(361,759)	(381,190)	(400,622)	(420,053)	(439,484)
	96%	(266,266)	(289,237)	(312,207)	(335,178)	(358,149)	(381,119)	(404,090)
	98%	(209,944)	(236,289)	(262,655)	(289,166)	(315,676)	(342,186)	(368,696)
	100%	(153,650)	(183,513)	(213,377)	(243,241)	(273,203)	(303,252)	(333,301)
	102%	(97,356)	(130,738)	(164,120)	(197,502)	(230,884)	(264,318)	(297,907)
	104%	(43,946)	(77,962)	(114,863)	(151,763)	(188,664)	(225,564)	(262,513)
	106%	7,458	(29,421)	(66,404)	(106,025)	(146,443)	(186,862)	(227,281)
	108%	57,694	18,517	(21,334)	(61,536)	(104,223)	(148,160)	(192,098)
	110%	106,388	65,339	23,278	(19,685)	(63,107)	(109,458)	(156,914)
	112%	155,083	110,990	66,898	21,741	(24,476)	(71,117)	(121,730)
	114%	203,777	156,641	109,505	62,369	13,907	(35,704)	(86,547)
	116%	252,471	202,292	152,112	101,933	51,694	(292)	(53,372)
	118%	301,165	247,943	194,720	141,497	88,275	34,413	(21,179)
	120%	349,860	293,594	237,327	181,061	124,795	68,529	10,834

TABLE 7

Balance (RLV - BLV £ per acre (n))	(333,301)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(81,413)	(111,277)	(141,141)	(171,005)	(200,868)	(230,732)	(260,657)
	10,000	(14,772)	(42,097)	(69,423)	(98,768)	(128,632)	(158,496)	(188,360)
Grant (£ per unit)	15,000	50,263	23,535	(3,326)	(30,652)	(57,977)	(86,260)	(116,123)
-	20,000	112,855	87,023	61,190	34,730	8,002	(19,206)	(46,532)
	25,000	175,339	149,507	123,675	97,843	72,010	45,925	19,197
	30,000	237,824	211,992	186,159	160,327	134,495	108,663	82,831
	35,000	300,256	274,434	248,611	222,789	196,966	171,144	145,315
	40,000	362,389	336,567	310,744	284,922	259,099	233,277	207,454
	45,000	424,522	398,700	372,877	347,055	321,233	295,410	269,588
	50,000	486,656	460,833	435,011	409,188	383,366	357,543	331,721
	55,000	548,789	522,966	497,144	471,321	445,499	419,676	393,854

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GB LMV 50 (see Typologies Matrix)
Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	8.8	70.0%	17.5	53%	26.3
3 bed House	40.0%	10.0	20.0%	5.0	30%	15.0
4 + bed House	25.0%	6.3	10.0%	2.5	18%	8.8
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	25.0	100.0%	25.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	613	6,593	1,225	13,186	1,838	19,779
3 bed House	1,020	10,979	510	5,490	1,530	16,469
4 + bed House	813	8,746	325	3,498	1,138	12,244
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	2,445	26,318	2,060	22,174	4,505	48,491
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	6,431,250
3 bed House	330,000	3,235	301	3,235	301	4,950,000
4 + bed House	425,000	3,269	304	3,269	304	3,718,750
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						15,100,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	8.8	@	245,000		2,143,750
3 bed House	10.0	@	330,000		3,300,000
4 + bed House	6.3	@	425,000		2,656,250
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	25.0				8,100,000
Affordable Rent GDV -					
2 bed House	5.3	@	171,500		900,375
3 bed House	1.5	@	231,000		346,500
4 + bed House	0.8	@	297,500		223,125
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	7.5				1,470,000
Social Rent GDV -					
2 bed House	7.9	@	122,500		964,688
3 bed House	2.3	@	165,000		371,250
4 + bed House	1.1	@	212,500		239,063
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	11.3				1,575,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	171,500		750,313
3 bed House	1.3	@	231,000		288,750
4 + bed House	0.6	@	297,500		185,938
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	6.3	25.0			1,225,000
Sub-total GDV Residential	**50**				**12,370,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	2,730,000
	606 £ psm (total GIA sqm)			54,600 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**12,370,000**

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			2,445	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500	£ per ha		2.22%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				4,505	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,838	sqm @		1,710	psm			(3,142,125)
3 bed House				1,530	sqm @		1,710	psm			(2,616,300)
3 bed House (EXC. garage)				1,120	sqm @		1,710	psm			(1,914,345)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	10.0		50%	18	sqm @		653	psm			(58,770)
Garages for 4B House	6.3		100%	18	sqm @		653	psm			(73,463)
Total GIA check:				4,505	£ per garage		£11,754				
External works				7,774,223	@		15.0%				(1,166,133)
Ext. Works analysis:							23,323	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		1,137	£ per unit			(56,850)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		25	units @		5%	@	26,816	£ per unit		(33,520)
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit		(50,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(648,370)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				9,588,726	@		3.0%				(287,662)

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

Professional Fees		9,588,726	@	7.0%			(671,211)
Disposal Costs -							
OMS Marketing and Promotion		8,100,000	OMS @	3.00%	4,860	£ per unit	(243,000)
Residential Sales Agent Costs		8,100,000	OMS @	1.00%	1,620	£ per unit	(81,000)
Residential Sales Legal Costs		8,100,000	OMS @	0.25%	405	£ per unit	(20,250)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,085	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(135,512)
Developers Profit -							
Profit on OMS		8,100,000		20.00%			(1,620,000)
Margin on AH		4,270,000		6.00%	on AH values		(256,200)
Profit analysis:		12,370,000		15.17%	blended GDV	(1,876,200)	
		11,471,111		16.36%	on costs	(1,876,200)	
TOTAL COSTS							**(13,347,311)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(977,311)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(977,311)**
RLV analysis:	(19,546) £ per plot	(684,117)	£ per ha (net)	(276,859)	£ per acre (net)		
		(547,294)	£ per ha (gross)	(221,487)	£ per acre (gross)		
				-7.90%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		1.79	ha (gross)	4.41	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**264,750**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(869,442)**	£ per ha (net)	**(351,859)**	£ per acre (net)		**(1,242,061)**

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(351,859)	20%	25%	30%	35%	40%	45%	50%
	-	(89,419)	(119,803)	(150,187)	(180,571)	(210,955)	(241,338)	(271,722)
	1,000	(103,989)	(134,373)	(164,757)	(195,141)	(225,525)	(255,909)	(286,293)
Site Specific S106	2,000	(118,559)	(148,943)	(179,327)	(209,711)	(240,095)	(270,479)	(300,863)
5,500	3,000	(133,130)	(163,514)	(193,897)	(224,281)	(254,665)	(285,049)	(315,433)
	4,000	(147,700)	(178,084)	(208,468)	(238,852)	(269,235)	(299,619)	(330,003)
	5,000	(162,270)	(192,654)	(223,038)	(253,422)	(283,806)	(314,190)	(344,573)
	6,000	(176,840)	(207,224)	(237,608)	(267,992)	(298,376)	(328,760)	(359,144)
	7,000	(191,411)	(221,794)	(252,178)	(282,562)	(312,946)	(343,330)	(373,742)
	8,000	(205,981)	(236,365)	(266,749)	(297,132)	(327,516)	(357,900)	(388,395)
	9,000	(220,551)	(250,935)	(281,319)	(311,703)	(342,087)	(372,470)	(403,047)
	10,000	(235,121)	(265,505)	(295,889)	(326,273)	(356,657)	(387,060)	(417,700)
	11,000	(249,691)	(280,075)	(310,459)	(340,843)	(371,227)	(401,713)	(432,352)
	12,000	(264,262)	(294,646)	(325,029)	(355,413)	(385,797)	(416,365)	(447,005)
	13,000	(278,832)	(309,216)	(339,600)	(369,984)	(400,378)	(431,018)	(461,658)
	14,000	(293,402)	(323,786)	(354,170)	(384,554)	(415,031)	(445,670)	(476,310)

TABLE 2 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(351,859)	20%	25%	30%	35%	40%	45%	50%
	15.0%	4,972	(31,944)	(70,150)	(111,557)	(153,414)	(195,271)	(237,128)
	16.0%	(27,341)	(63,345)	(101,824)	(141,387)	(180,949)	(220,511)	(260,074)
Profit	17.0%	(60,738)	(96,681)	(133,949)	(171,217)	(208,485)	(245,752)	(283,020)
20.0%	18.0%	(96,127)	(131,101)	(166,074)	(201,047)	(236,020)	(270,993)	(305,966)
	19.0%	(132,841)	(165,520)	(198,198)	(230,877)	(263,555)	(296,234)	(328,912)
	20.0%	(169,555)	(199,939)	(230,323)	(260,707)	(291,091)	(321,475)	(351,859)

TABLE 3 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(351,859)	20%	25%	30%	35%	40%	45%	50%
	50,000	(144,555)	(174,939)	(205,323)	(235,707)	(266,091)	(296,475)	(326,859)
	60,000	(154,555)	(184,939)	(215,323)	(245,707)	(276,091)	(306,475)	(336,859)
BLV (£ per acre)	70,000	(164,555)	(194,939)	(225,323)	(255,707)	(286,091)	(316,475)	(346,859)
75,000	80,000	(174,555)	(204,939)	(235,323)	(265,707)	(296,091)	(326,475)	(356,859)
	90,000	(184,555)	(214,939)	(245,323)	(275,707)	(306,091)	(336,475)	(366,859)
	100,000	(194,555)	(224,939)	(255,323)	(285,707)	(316,091)	(346,475)	(376,859)
	110,000	(204,555)	(234,939)	(265,323)	(295,707)	(326,091)	(356,475)	(386,859)
	120,000	(214,555)	(244,939)	(275,323)	(305,707)	(336,091)	(366,475)	(396,859)
	130,000	(224,555)	(254,939)	(285,323)	(315,707)	(346,091)	(376,475)	(406,859)
	140,000	(234,555)	(264,939)	(295,323)	(325,707)	(356,091)	(386,475)	(416,859)
	150,000	(244,555)	(274,939)	(305,323)	(335,707)	(366,091)	(396,475)	(426,859)
	160,000	(254,555)	(284,939)	(315,323)	(345,707)	(376,091)	(406,475)	(436,859)
	170,000	(264,555)	(294,939)	(325,323)	(355,707)	(386,091)	(416,475)	(446,859)
	180,000	(274,555)	(304,939)	(335,323)	(365,707)	(396,091)	(426,475)	(456,859)
	190,000	(284,555)	(314,939)	(345,323)	(375,707)	(406,091)	(436,475)	(466,859)
	250,000	(344,555)	(374,939)	(405,323)	(435,707)	(466,091)	(496,475)	(526,859)

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Scheme Typology: Houses — No Units: 50
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(351,859)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(156,047)	(182,091)	(208,134)	(234,177)	(260,221)	(286,264)	(312,307)
	35	(169,555)	(199,939)	(230,323)	(260,707)	(291,091)	(321,475)	(351,859)
Density (dph)	40	(183,063)	(217,788)	(252,512)	(287,236)	(321,961)	(356,685)	(391,410)
35.0	45	(196,571)	(235,636)	(274,701)	(313,766)	(352,831)	(391,896)	(430,961)
	50	(210,079)	(253,484)	(296,890)	(340,296)	(383,701)	(427,107)	(470,512)
	55	(223,587)	(271,333)	(319,079)	(366,825)	(414,571)	(462,317)	(510,063)
	60	(237,095)	(289,181)	(341,268)	(393,355)	(445,441)	(497,528)	(549,615)
	65	(250,603)	(307,030)	(363,457)	(419,884)	(476,311)	(532,739)	(589,166)
	70	(264,110)	(324,878)	(385,646)	(446,414)	(507,182)	(567,949)	(628,717)
	75	(277,618)	(342,727)	(407,835)	(472,943)	(538,052)	(603,160)	(668,268)
	80	(291,126)	(360,575)	(430,024)	(499,473)	(568,922)	(638,371)	(707,820)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(351,859)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	103,037	74,775	46,514	18,253	(10,009)	(39,293)	(69,188)
	92%	51,781	23,939	(3,902)	(32,471)	(61,841)	(92,875)	(125,211)
Build Cost	94%	525	(27,456)	(56,270)	(86,328)	(118,177)	(150,025)	(181,873)
100%	96%	(52,475)	(81,734)	(113,094)	(144,455)	(175,815)	(207,175)	(238,535)
(105% = 5% increase)	98%	(109,965)	(140,837)	(171,709)	(202,581)	(233,453)	(264,325)	(295,197)
	100%	(169,555)	(199,939)	(230,323)	(260,707)	(291,091)	(321,475)	(351,859)
	102%	(229,146)	(259,042)	(288,937)	(318,833)	(348,729)	(378,625)	(408,745)
	104%	(288,736)	(318,144)	(347,552)	(376,959)	(406,412)	(436,069)	(465,727)
	106%	(348,327)	(377,246)	(406,166)	(435,208)	(464,375)	(493,542)	(522,709)
	108%	(407,918)	(436,349)	(464,987)	(493,663)	(522,339)	(551,016)	(579,692)
	110%	(467,562)	(495,748)	(523,933)	(552,118)	(580,303)	(608,489)	(636,808)
	112%	(527,490)	(555,184)	(582,879)	(610,573)	(638,267)	(666,040)	(694,113)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(351,859)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(740,571)	(735,575)	(730,579)	(725,583)	(720,588)	(715,592)	(710,596)
	82%	(683,099)	(681,541)	(680,136)	(678,743)	(677,350)	(675,958)	(674,565)
Market Values	84%	(625,858)	(627,877)	(629,895)	(631,914)	(634,113)	(636,324)	(638,534)
100%	86%	(568,616)	(574,213)	(579,809)	(585,406)	(591,002)	(596,690)	(602,503)
(105% = 5% increase)	88%	(511,374)	(520,549)	(529,723)	(538,897)	(548,071)	(557,245)	(566,472)
	90%	(454,133)	(466,885)	(479,636)	(492,388)	(505,140)	(517,891)	(530,643)
	92%	(397,075)	(413,239)	(429,550)	(445,879)	(462,208)	(478,538)	(494,867)
	94%	(340,195)	(359,914)	(379,633)	(399,370)	(419,277)	(439,184)	(459,091)
	96%	(283,315)	(306,589)	(329,863)	(353,137)	(376,411)	(399,831)	(423,315)
	98%	(226,435)	(253,264)	(280,093)	(306,922)	(333,751)	(360,580)	(387,539)
	100%	(169,555)	(199,939)	(230,323)	(260,707)	(291,091)	(321,475)	(351,859)
	102%	(112,675)	(146,614)	(180,553)	(214,492)	(248,431)	(282,370)	(316,309)
	104%	(57,428)	(93,289)	(130,783)	(168,277)	(205,771)	(243,265)	(280,759)
	106%	(6,459)	(43,022)	(81,013)	(122,062)	(163,111)	(204,160)	(245,209)
	108%	42,469	4,075	(35,136)	(75,847)	(120,451)	(165,055)	(209,659)
	110%	91,397	49,945	8,493	(33,729)	(77,791)	(125,950)	(174,109)
	112%	140,325	95,815	51,305	6,795	(38,706)	(86,845)	(138,559)
	114%	189,253	141,685	94,117	46,549	(1,019)	(50,207)	(103,009)
	116%	238,181	187,555	136,929	86,303	35,677	(15,094)	(68,177)
	118%	287,110	233,426	179,741	126,057	72,373	18,689	(35,835)
	120%	336,038	279,296	222,554	165,811	109,069	52,327	(4,415)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(351,859)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(96,701)	(127,085)	(157,469)	(187,853)	(218,237)	(248,620)	(279,004)
	10,000	(28,509)	(56,013)	(84,615)	(114,999)	(145,382)	(175,766)	(206,150)
Grant (£ per unit)	15,000	34,750	8,588	(17,810)	(45,075)	(72,749)	(102,912)	(133,296)
-	20,000	97,415	71,253	45,091	18,929	(7,233)	(34,180)	(61,811)
	25,000	160,079	133,917	107,755	81,593	55,431	29,269	3,107
	30,000	222,744	196,582	170,420	144,258	118,096	91,934	65,772
	35,000	285,408	259,246	233,084	206,922	180,760	154,598	128,436
	40,000	348,073	321,911	295,749	269,587	243,425	217,263	191,101
	45,000	410,641	384,545	358,414	332,252	306,090	279,928	253,766
	50,000	472,992	446,896	420,800	394,704	368,608	342,512	316,416
	55,000	535,342	509,246	483,150	457,054	430,958	404,862	378,766

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref:	**GB LMV 100**				(see Typologies Matrix)
Scheme Typology:	**Houses & Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield:	**Green Belt**	
Notes/Comments:	Higher Density				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	17.5	70.0%	35.0	53%	52.5
3 bed House	40.0%	20.0	20.0%	10.0	30%	30.0
4 + bed House	25.0%	12.5	10.0%	5.0	18%	17.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.0	100.0%	50.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,225	13,186	2,450	26,372	3,675	39,557
3 bed House	2,040	21,958	1,020	10,979	3,060	32,938
4 + bed House	1,625	17,491	650	6,997	2,275	24,488
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	4,890	52,636	4,120	44,347	9,010	96,983
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	12,862,500
3 bed House	330,000	3,235	301	3,235	301	9,900,000
4 + bed House	425,000	3,269	304	3,269	304	7,437,500
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						30,200,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: Higher Density

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	17.5	@	245,000		4,287,500
3 bed House	20.0	@	330,000		6,600,000
4 + bed House	12.5	@	425,000		5,312,500
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	50.0				16,200,000
Affordable Rent GDV -					
2 bed House	10.5	@	171,500		1,800,750
3 bed House	3.0	@	231,000		693,000
4 + bed House	1.5	@	297,500		446,250
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	15.0				2,940,000
Social Rent GDV -					
2 bed House	15.8	@	122,500		1,929,375
3 bed House	4.5	@	165,000		742,500
4 + bed House	2.3	@	212,500		478,125
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	22.5				3,150,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	171,500		1,500,625
3 bed House	2.5	@	231,000		577,500
4 + bed House	1.3	@	297,500		371,875
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	12.5	50.0			2,450,000
Sub-total GDV Residential	**100**				**24,740,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	5,460,000
	606 £ psm (total GIA sqm)			54,600 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**24,740,000**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology:	**Houses & Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield:	**Green Belt**	
Notes/Comments:	Higher Density				

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			4,890	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		2.22%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				9,010	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,675	sqm @		1,710	psm			(6,284,250)
3 bed House				3,060	sqm @		1,710	psm			(5,232,600)
3 bed House (EXC. garage)				2,257	sqm @		1,710	psm			(3,859,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	20.0	50%		18	sqm @		653	psm			(117,540)
Garages for 4B House	12.5	100%		18	sqm @		653	psm			(146,925)
Total GIA check:				9,010	£ per garage		£11,754				
External works				15,610,005	@		15.0%				(2,341,501)
Ext. Works analysis:							23,415	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		1,137	£ per unit			(113,700)
M4(2) Category 2 Housing	Aff units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		50	units @		5%	@	26,816	£ per unit		(67,040)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,296,740)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				19,248,246	@		3.0%				(577,447)

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Scheme Typology:	**Houses & Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield:	**Green Belt**	
Notes/Comments:	Higher Density				

Professional Fees		19,248,246	@	7.0%			(1,347,377)
Disposal Costs -							
OMS Marketing and Promotion		16,200,000	OMS @	3.00%	4,860	£ per unit	(486,000)
Residential Sales Agent Costs		16,200,000	OMS @	1.00%	1,620	£ per unit	(162,000)
Residential Sales Legal Costs		16,200,000	OMS @	0.25%	405	£ per unit	(40,500)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,985	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(243,945)
Developers Profit -							
Profit on OMS		16,200,000		20.00%			(3,240,000)
Margin on AH		8,540,000		6.00%	on AH values		(512,400)
Profit analysis:		24,740,000		15.17%	blended GDV	(3,752,400)	
		22,828,855		16.44%	on costs	(3,752,400)	
TOTAL COSTS							**(26,581,255)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,841,255)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(1,841,255)**
RLV analysis:	(18,413) £ per plot	(644,439)	£ per ha (net)	(260,801)	£ per acre (net)		
		(515,551)	£ per ha (gross)	(208,641)	£ per acre (gross)		
				-7.44%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		3.57	ha (gross)	8.83	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**529,500**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(829,764)**	£ per ha (net)	**(335,801)**	£ per acre (net)		**(2,370,755)**

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Scheme Typology: Houses & Flats No Units: 100
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: Higher Density

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(335,801)	20%	25%	30%	35%	40%	45%	50%
	-	(70,727)	(101,068)	(131,807)	(162,545)	(193,284)	(224,036)	(254,979)
	1,000	(84,942)	(115,681)	(146,419)	(177,158)	(207,896)	(238,731)	(269,674)
Site Specific S106	2,000	(99,555)	(130,293)	(161,032)	(191,770)	(222,508)	(253,426)	(284,369)
5,500	3,000	(114,167)	(144,905)	(175,644)	(206,382)	(237,178)	(268,121)	(299,064)
	4,000	(128,779)	(159,518)	(190,256)	(220,995)	(251,873)	(282,816)	(313,759)
	5,000	(143,392)	(174,130)	(204,869)	(235,625)	(266,568)	(297,511)	(328,454)
	6,000	(158,004)	(188,742)	(219,481)	(250,320)	(281,263)	(312,206)	(343,149)
	7,000	(172,616)	(203,355)	(234,093)	(265,015)	(295,958)	(326,901)	(357,843)
	8,000	(187,229)	(217,967)	(248,768)	(279,710)	(310,653)	(341,596)	(372,538)
	9,000	(201,841)	(232,579)	(263,463)	(294,405)	(325,348)	(356,291)	(387,233)
	10,000	(216,453)	(247,215)	(278,158)	(309,100)	(340,043)	(370,986)	(401,928)
	11,000	(231,066)	(261,910)	(292,853)	(323,795)	(354,738)	(385,681)	(416,623)
	12,000	(245,678)	(276,605)	(307,548)	(338,490)	(369,433)	(400,376)	(431,336)
	13,000	(260,357)	(291,300)	(322,242)	(353,185)	(384,128)	(415,071)	(446,114)
	14,000	(275,052)	(305,995)	(336,937)	(367,880)	(398,823)	(429,766)	(460,892)

TABLE 2 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(335,801)	20%	25%	30%	35%	40%	45%	50%
	15.0%	19,796	(16,717)	(53,589)	(93,823)	(136,239)	(178,654)	(221,070)
	16.0%	(11,961)	(46,615)	(83,676)	(123,653)	(163,774)	(203,895)	(244,016)
Profit	17.0%	(43,748)	(78,178)	(115,801)	(153,483)	(191,309)	(229,136)	(266,963)
20.0%	18.0%	(77,270)	(112,598)	(147,925)	(183,313)	(218,845)	(254,377)	(289,909)
	19.0%	(113,984)	(147,017)	(180,050)	(213,143)	(246,380)	(279,618)	(312,855)
	20.0%	(150,698)	(181,436)	(212,175)	(242,973)	(273,916)	(304,858)	(335,801)

TABLE 3 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(335,801)	20%	25%	30%	35%	40%	45%	50%
	50,000	(125,698)	(156,436)	(187,175)	(217,973)	(248,916)	(279,858)	(310,801)
	60,000	(135,698)	(166,436)	(197,175)	(227,973)	(258,916)	(289,858)	(320,801)
BLV (£ per acre)	70,000	(145,698)	(176,436)	(207,175)	(237,973)	(268,916)	(299,858)	(330,801)
75,000	80,000	(155,698)	(186,436)	(217,175)	(247,973)	(278,916)	(309,858)	(340,801)
	90,000	(165,698)	(196,436)	(227,175)	(257,973)	(288,916)	(319,858)	(350,801)
	100,000	(175,698)	(206,436)	(237,175)	(267,973)	(298,916)	(329,858)	(360,801)
	110,000	(185,698)	(216,436)	(247,175)	(277,973)	(308,916)	(339,858)	(370,801)
	120,000	(195,698)	(226,436)	(257,175)	(287,973)	(318,916)	(349,858)	(380,801)
	130,000	(205,698)	(236,436)	(267,175)	(297,973)	(328,916)	(359,858)	(390,801)
	140,000	(215,698)	(246,436)	(277,175)	(307,973)	(338,916)	(369,858)	(400,801)
	150,000	(225,698)	(256,436)	(287,175)	(317,973)	(348,916)	(379,858)	(410,801)
	160,000	(235,698)	(266,436)	(297,175)	(327,973)	(358,916)	(389,858)	(420,801)
	170,000	(245,698)	(276,436)	(307,175)	(337,973)	(368,916)	(399,858)	(430,801)
	180,000	(255,698)	(286,436)	(317,175)	(347,973)	(378,916)	(409,858)	(440,801)
	190,000	(265,698)	(296,436)	(327,175)	(357,973)	(388,916)	(419,858)	(450,801)
	250,000	(325,698)	(356,436)	(387,175)	(417,973)	(448,916)	(479,858)	(510,801)

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Scheme Typology: Houses & Flats No Units: 100
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: Higher Density

TABLE 4

Balance (RLV - BLV £ per acre (n))	(335,801)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(139,884)	(166,231)	(192,578)	(218,977)	(245,499)	(272,021)	(298,544)
	35	(150,698)	(181,436)	(212,175)	(242,973)	(273,916)	(304,858)	(335,801)
Density (dph)	40	(161,512)	(196,641)	(231,771)	(266,969)	(302,332)	(337,695)	(373,058)
35.0	45	(172,326)	(211,847)	(251,368)	(290,965)	(330,749)	(370,532)	(410,316)
	50	(183,140)	(227,052)	(270,964)	(314,961)	(359,165)	(403,369)	(447,573)
	55	(193,954)	(242,257)	(290,560)	(338,957)	(387,582)	(436,206)	(484,830)
	60	(204,768)	(257,462)	(310,157)	(362,954)	(415,998)	(469,043)	(522,087)
	65	(215,582)	(272,667)	(329,753)	(386,950)	(444,415)	(501,880)	(559,345)
	70	(226,396)	(287,873)	(349,349)	(410,946)	(472,831)	(534,717)	(596,602)
	75	(237,210)	(303,078)	(368,946)	(434,942)	(501,248)	(567,554)	(633,859)
	80	(248,024)	(318,283)	(388,542)	(458,938)	(529,664)	(600,390)	(671,117)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(335,801)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	120,163	91,605	63,046	34,359	5,653	(23,053)	(52,067)
	92%	68,561	40,301	12,018	(16,265)	(44,605)	(74,277)	(106,907)
Build Cost	94%	16,690	(11,169)	(39,029)	(67,992)	(99,548)	(131,755)	(163,962)
100%	96%	(35,204)	(63,498)	(94,148)	(125,865)	(157,583)	(189,300)	(221,045)
(105% = 5% increase)	98%	(90,705)	(121,933)	(153,161)	(184,389)	(215,617)	(246,988)	(278,423)
	100%	(150,698)	(181,436)	(212,175)	(242,973)	(273,916)	(304,858)	(335,801)
	102%	(210,691)	(240,939)	(271,378)	(301,828)	(332,278)	(362,729)	(393,179)
	104%	(270,809)	(300,767)	(330,725)	(360,683)	(390,641)	(420,599)	(450,683)
	106%	(331,141)	(360,606)	(390,072)	(419,538)	(449,003)	(478,636)	(508,386)
	108%	(391,472)	(420,446)	(449,419)	(478,393)	(507,578)	(536,833)	(566,088)
	110%	(451,804)	(480,285)	(508,767)	(537,511)	(566,271)	(595,031)	(623,946)
	112%	(512,136)	(540,170)	(568,434)	(596,699)	(624,964)	(653,275)	(682,303)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(335,801)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(726,802)	(722,157)	(717,511)	(712,866)	(708,221)	(703,576)	(698,931)
	82%	(668,598)	(667,288)	(666,164)	(665,186)	(664,209)	(663,231)	(662,254)
Market Values	84%	(610,739)	(613,045)	(615,350)	(617,656)	(620,197)	(622,887)	(625,577)
100%	86%	(552,880)	(558,802)	(564,724)	(570,646)	(576,568)	(582,542)	(588,900)
(105% = 5% increase)	88%	(495,044)	(504,559)	(514,097)	(523,635)	(533,174)	(542,712)	(552,250)
	90%	(437,561)	(450,540)	(463,519)	(476,625)	(489,779)	(502,934)	(516,088)
	92%	(380,078)	(396,650)	(413,221)	(429,793)	(446,385)	(463,156)	(479,926)
	94%	(322,594)	(342,759)	(362,924)	(383,088)	(403,253)	(423,417)	(443,764)
	96%	(265,111)	(288,869)	(312,626)	(336,383)	(360,140)	(383,898)	(407,655)
	98%	(207,840)	(235,007)	(262,328)	(289,678)	(317,028)	(344,378)	(371,728)
	100%	(150,698)	(181,436)	(212,175)	(242,973)	(273,916)	(304,858)	(335,801)
	102%	(93,555)	(127,865)	(162,175)	(196,485)	(230,803)	(265,339)	(299,874)
	104%	(40,135)	(74,354)	(112,175)	(150,057)	(187,938)	(225,819)	(263,947)
	106%	9,293	(26,563)	(63,266)	(103,628)	(145,081)	(186,534)	(228,020)
	108%	58,722	19,776	(19,170)	(58,713)	(102,224)	(147,248)	(192,272)
	110%	107,972	66,115	24,080	(17,955)	(60,696)	(107,963)	(156,558)
	112%	157,136	112,246	67,329	22,205	(22,919)	(69,215)	(120,844)
	114%	206,092	158,337	110,375	62,365	14,152	(34,062)	(85,130)
	116%	255,021	204,210	153,393	102,358	51,223	(80)	(51,678)
	118%	303,830	250,081	196,212	142,304	88,196	33,902	(20,490)
	120%	352,554	295,833	239,025	182,098	125,069	67,884	10,403

TABLE 7

Balance (RLV - BLV £ per acre (n))	(335,801)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(77,632)	(108,370)	(139,109)	(169,847)	(200,586)	(231,379)	(262,322)
	10,000	(12,587)	(39,176)	(66,804)	(96,781)	(127,520)	(158,258)	(188,997)
Grant (£ per unit)	15,000	50,615	24,026	(2,563)	(29,151)	(56,200)	(85,192)	(115,931)
-	20,000	113,655	87,202	60,639	34,051	7,462	(19,127)	(45,814)
	25,000	176,485	150,078	123,625	97,172	70,664	44,075	17,486
	30,000	239,064	212,718	186,372	160,026	133,594	107,141	80,688
	35,000	301,506	275,238	248,951	222,605	196,259	169,912	143,563
	40,000	363,820	337,552	311,283	285,015	258,747	232,479	206,145
	45,000	426,023	399,804	373,585	347,329	321,061	294,792	268,524
	50,000	488,101	461,882	435,663	409,445	383,226	357,007	330,789
	55,000	550,179	523,960	497,741	471,523	445,304	419,085	392,867

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Appraisal Ref: GB LMV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	35.0	70.0%	70.0	53%	105.0
3 bed House	40.0%	40.0	20.0%	20.0	30%	60.0
4 + bed House	25.0%	25.0	10.0%	10.0	18%	35.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	100.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	2,450	26,372	4,900	52,743	7,350	79,115
3 bed House	4,080	43,917	2,040	21,958	6,120	65,875
4 + bed House	3,250	34,983	1,300	13,993	4,550	48,976
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	9,780	105,271	8,240	88,695	18,020	193,966

AH % by floor area: 45.73% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	25,725,000
3 bed House	330,000	3,235	301	3,235	301	19,800,000
4 + bed House	425,000	3,269	304	3,269	304	14,875,000
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						60,400,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	35.0	@	245,000		8,575,000
3 bed House	40.0	@	330,000		13,200,000
4 + bed House	25.0	@	425,000		10,625,000
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	100.0				32,400,000
Affordable Rent GDV -					
2 bed House	21.0	@	171,500		3,601,500
3 bed House	6.0	@	231,000		1,386,000
4 + bed House	3.0	@	297,500		892,500
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	30.0				5,880,000
Social Rent GDV -					
2 bed House	31.5	@	122,500		3,858,750
3 bed House	9.0	@	165,000		1,485,000
4 + bed House	4.5	@	212,500		956,250
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	45.0				6,300,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	171,500		3,001,250
3 bed House	5.0	@	231,000		1,155,000
4 + bed House	2.5	@	297,500		743,750
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	25.0	100.0			4,900,000
Sub-total GDV Residential	**200**				**49,480,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	10,920,000
	606 £ psm (total GIA sqm)			54,600 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**49,480,000**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			9,780	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500	£ per ha		2.22%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				18,020	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				7,350	sqm @		1,710	psm			(12,568,500)
3 bed House				6,120	sqm @		1,710	psm			(10,465,200)
3 bed House (EXC. garage)				4,532	sqm @		1,710	psm			(7,749,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	40.0		50%	18	sqm @		653	psm			(235,080)
Garages for 4B House	25.0		100%	18	sqm @		653	psm			(293,850)
Total GIA check:				18,020	£ per garage		£11,754				
External works				31,281,570	@		15.0%				(4,692,236)
Ext. Works analysis:							23,461	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		1,137	£ per unit			(227,400)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		100	units @		5%	@	26,816	£ per unit		(134,080)
Part L/FHS			200	units @				8,760	£ per unit		(1,752,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			200	units @				1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(2,593,480)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				38,567,286	@		3.0%				(1,157,019)

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Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

Professional Fees		38,567,286	@	7.0%			(2,699,710)
Disposal Costs -							
OMS Marketing and Promotion		32,400,000	OMS @	3.00%	4,860	£ per unit	(972,000)
Residential Sales Agent Costs		32,400,000	OMS @	1.00%	1,620	£ per unit	(324,000)
Residential Sales Legal Costs		32,400,000	OMS @	0.25%	405	£ per unit	(81,000)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)	200	units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,935	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(312,518)
Developers Profit -							
Profit on OMS		32,400,000		20.00%			(6,480,000)
Margin on AH		17,080,000		6.00%	on AH values		(1,024,800)
Profit analysis:		49,480,000		15.17%	blended GDV	(7,504,800)	
		45,462,472		16.51%	on costs	(7,504,800)	
TOTAL COSTS							**(52,967,272)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(3,487,272)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(3,487,272)**
RLV analysis:	(17,436) £ per plot	(610,273)	£ per ha (net)	(246,974)	£ per acre (net)		
		(488,218)	£ per ha (gross)	(197,579)	£ per acre (gross)		
				-7.05%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		7.14	ha (gross)	17.65	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**1,059,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(795,598)**	£ per ha (net)	**(321,974)**	£ per acre (net)		**(4,546,272)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(321,974)	20%	25%	30%	35%	40%	45%	50%
	-	(54,014)	(82,557)	(113,596)	(144,755)	(176,073)	(207,627)	(239,543)
	1,000	(66,756)	(96,988)	(128,068)	(159,271)	(190,652)	(222,298)	(254,374)
Site Specific S106	2,000	(80,412)	(111,418)	(142,540)	(173,804)	(205,267)	(237,025)	(269,263)
5,500	3,000	(94,843)	(125,889)	(157,051)	(188,369)	(219,906)	(251,788)	(284,219)
	4,000	(109,273)	(140,361)	(171,568)	(202,942)	(234,575)	(266,595)	(299,251)
	5,000	(123,710)	(154,834)	(186,099)	(217,557)	(249,289)	(281,456)	(314,369)
	6,000	(138,183)	(169,348)	(200,664)	(232,185)	(264,033)	(296,378)	(329,600)
	7,000	(152,655)	(183,864)	(215,231)	(246,855)	(278,820)	(311,373)	(344,946)
	8,000	(167,127)	(198,395)	(229,847)	(261,554)	(293,667)	(326,448)	(360,333)
	9,000	(181,644)	(212,959)	(244,465)	(276,281)	(308,566)	(341,614)	(375,720)
	10,000	(196,161)	(227,524)	(259,134)	(291,066)	(323,525)	(356,880)	(391,107)
	11,000	(210,690)	(242,136)	(273,819)	(305,889)	(338,555)	(372,256)	(406,494)
	12,000	(225,254)	(256,752)	(288,545)	(320,759)	(353,665)	(387,643)	(421,881)
	13,000	(239,819)	(271,414)	(303,311)	(335,685)	(368,863)	(403,030)	(437,268)
	14,000	(254,426)	(286,083)	(318,110)	(350,677)	(384,179)	(418,417)	(452,668)

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(321,974)	20%	25%	30%	35%	40%	45%	50%
	15.0%	36,137	(725)	(37,717)	(75,715)	(118,976)	(162,711)	(207,243)
	16.0%	4,380	(30,498)	(65,743)	(105,545)	(146,511)	(187,951)	(230,189)
Profit	17.0%	(27,378)	(60,317)	(97,008)	(135,375)	(174,046)	(213,192)	(253,135)
20.0%	18.0%	(59,142)	(93,251)	(129,132)	(165,205)	(201,582)	(238,433)	(276,082)
	19.0%	(94,233)	(127,670)	(161,257)	(195,035)	(229,117)	(263,674)	(299,028)
	20.0%	(130,946)	(162,089)	(193,382)	(224,865)	(256,653)	(288,914)	(321,974)

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(321,974)	20%	25%	30%	35%	40%	45%	50%
	50,000	(105,946)	(137,089)	(168,382)	(199,865)	(231,653)	(263,914)	(296,974)
	60,000	(115,946)	(147,089)	(178,382)	(209,865)	(241,653)	(273,914)	(306,974)
BLV (£ per acre)	70,000	(125,946)	(157,089)	(188,382)	(219,865)	(251,653)	(283,914)	(316,974)
75,000	80,000	(135,946)	(167,089)	(198,382)	(229,865)	(261,653)	(293,914)	(326,974)
	90,000	(145,946)	(177,089)	(208,382)	(239,865)	(271,653)	(303,914)	(336,974)
	100,000	(155,946)	(187,089)	(218,382)	(249,865)	(281,653)	(313,914)	(346,974)
	110,000	(165,946)	(197,089)	(228,382)	(259,865)	(291,653)	(323,914)	(356,974)
	120,000	(175,946)	(207,089)	(238,382)	(269,865)	(301,653)	(333,914)	(366,974)
	130,000	(185,946)	(217,089)	(248,382)	(279,865)	(311,653)	(343,914)	(376,974)
	140,000	(195,946)	(227,089)	(258,382)	(289,865)	(321,653)	(353,914)	(386,974)
	150,000	(205,946)	(237,089)	(268,382)	(299,865)	(331,653)	(363,914)	(396,974)
	160,000	(215,946)	(247,089)	(278,382)	(309,865)	(341,653)	(373,914)	(406,974)
	170,000	(225,946)	(257,089)	(288,382)	(319,865)	(351,653)	(383,914)	(416,974)
	180,000	(235,946)	(267,089)	(298,382)	(329,865)	(361,653)	(393,914)	(426,974)
	190,000	(245,946)	(277,089)	(308,382)	(339,865)	(371,653)	(403,914)	(436,974)
	250,000	(305,946)	(337,089)	(368,382)	(399,865)	(431,653)	(463,914)	(496,974)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: Houses — No Units: 200
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(321,974)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(122,954)	(149,648)	(176,470)	(203,455)	(230,702)	(258,355)	(286,692)
	35	(130,946)	(162,089)	(193,382)	(224,865)	(256,653)	(288,914)	(321,974)
Density (dph)	40	(138,939)	(174,530)	(210,293)	(246,274)	(282,603)	(319,474)	(357,256)
35.0	45	(146,931)	(186,972)	(227,205)	(267,683)	(308,553)	(350,033)	(392,538)
	50	(154,923)	(199,413)	(244,117)	(289,092)	(334,504)	(380,592)	(427,820)
	55	(162,916)	(211,854)	(261,028)	(310,502)	(360,454)	(411,151)	(463,102)
	60	(170,908)	(224,296)	(277,940)	(331,911)	(386,405)	(441,711)	(498,384)
	65	(178,901)	(236,737)	(294,852)	(353,320)	(412,355)	(472,270)	(533,666)
	70	(186,893)	(249,178)	(311,763)	(374,729)	(438,305)	(502,829)	(568,948)
	75	(194,885)	(261,620)	(328,675)	(396,139)	(464,256)	(533,388)	(604,230)
	80	(202,878)	(274,061)	(345,586)	(417,548)	(490,206)	(563,947)	(639,512)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(321,974)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	132,389	103,789	75,160	46,501	17,814	(10,916)	(39,720)
	92%	81,613	53,368	25,113	(3,202)	(31,557)	(60,013)	(91,464)
Build Cost	94%	30,749	2,852	(25,059)	(53,039)	(82,902)	(115,444)	(148,166)
100%	96%	(20,240)	(47,791)	(76,306)	(108,300)	(140,427)	(172,729)	(205,311)
(105% = 5% increase)	98%	(71,931)	(103,130)	(134,700)	(166,399)	(198,299)	(230,481)	(263,117)
	100%	(130,946)	(162,089)	(193,382)	(224,865)	(256,653)	(288,914)	(321,974)
	102%	(190,491)	(221,357)	(252,450)	(283,846)	(315,721)	(348,409)	(382,072)
	104%	(250,355)	(281,031)	(312,044)	(343,562)	(375,892)	(409,071)	(442,278)
	106%	(310,651)	(341,284)	(372,430)	(404,410)	(437,101)	(469,792)	(502,778)
	108%	(371,538)	(402,331)	(433,986)	(466,162)	(498,338)	(530,824)	(563,484)
	110%	(433,290)	(464,594)	(496,255)	(527,924)	(559,906)	(592,031)	(624,764)
	112%	(496,233)	(527,378)	(558,561)	(590,025)	(621,621)	(653,613)	(687,041)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(321,974)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(728,161)	(725,130)	(722,099)	(719,067)	(716,036)	(713,005)	(709,974)
	82%	(665,650)	(665,886)	(666,575)	(667,510)	(668,444)	(669,379)	(670,314)
Market Values	84%	(604,056)	(608,030)	(612,123)	(616,215)	(620,853)	(625,753)	(630,654)
100%	86%	(542,760)	(550,518)	(558,276)	(566,073)	(574,023)	(582,128)	(590,994)
(105% = 5% increase)	88%	(481,805)	(493,208)	(504,643)	(516,232)	(527,821)	(539,545)	(551,351)
	90%	(420,965)	(436,119)	(451,328)	(466,536)	(481,849)	(497,269)	(512,781)
	92%	(361,351)	(379,460)	(398,045)	(417,059)	(436,074)	(455,128)	(474,379)
	94%	(302,896)	(324,119)	(345,662)	(367,701)	(390,403)	(413,223)	(436,069)
	96%	(245,157)	(269,613)	(294,317)	(319,359)	(344,947)	(371,358)	(397,984)
	98%	(187,888)	(215,664)	(243,624)	(271,839)	(300,461)	(329,706)	(359,925)
	100%	(130,946)	(162,089)	(193,382)	(224,865)	(256,653)	(288,914)	(321,974)
	102%	(74,303)	(108,787)	(143,441)	(178,256)	(213,310)	(248,720)	(284,739)
	104%	(24,710)	(57,552)	(93,740)	(131,919)	(170,289)	(208,947)	(248,080)
	106%	24,047	(11,748)	(47,618)	(85,778)	(127,505)	(169,478)	(211,817)
	108%	72,711	33,961	(4,881)	(43,795)	(84,901)	(130,210)	(175,831)
	110%	121,316	79,563	37,775	(4,109)	(46,083)	(91,110)	(140,069)
	112%	169,849	125,116	80,334	35,506	(9,432)	(54,484)	(104,462)
	114%	218,338	170,616	122,849	75,026	27,136	(20,872)	(69,489)
	116%	266,777	216,066	165,316	114,516	63,638	12,672	(38,436)
	118%	315,206	261,478	207,741	153,949	100,116	46,170	(7,887)
	120%	363,564	306,881	250,125	193,360	136,515	79,610	22,586

TABLE 7

Balance (RLV - BLV £ per acre (n))	(321,974)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(60,190)	(89,667)	(120,726)	(151,908)	(183,251)	(214,863)	(246,866)
	10,000	2,137	(24,544)	(51,275)	(79,422)	(110,506)	(141,726)	(173,177)
Grant (£ per unit)	15,000	64,267	37,664	11,010	(15,671)	(42,402)	(69,671)	(100,291)
-	20,000	126,277	99,717	73,129	46,537	19,884	(6,798)	(33,536)
	25,000	188,184	161,651	135,117	108,579	81,991	55,403	28,757
	30,000	249,992	223,501	197,010	170,490	143,957	117,424	90,853
	35,000	311,764	285,289	258,799	232,308	205,817	179,327	152,797
	40,000	373,445	346,986	320,526	294,067	267,605	241,115	214,624
	45,000	435,122	408,668	382,208	355,749	329,289	302,830	276,371
	50,000	496,710	470,270	443,830	417,391	390,951	364,511	338,052
	55,000	558,297	531,857	505,418	478,978	452,539	426,099	399,659

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Appraisal Ref: GB LMV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	70.0	70.0%	140.0	53%	210.0
3 bed House	40.0%	80.0	20.0%	40.0	30%	120.0
4 + bed House	25.0%	50.0	10.0%	20.0	18%	70.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	200.0	100.0%	200.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	4,900	52,743	9,800	105,486	14,700	158,229
3 bed House	8,160	87,834	4,080	43,917	12,240	131,750
4 + bed House	6,500	69,965	2,600	27,986	9,100	97,952
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	19,560	210,542	16,480	177,389	36,040	387,931
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	51,450,000
3 bed House	330,000	3,235	301	3,235	301	39,600,000
4 + bed House	425,000	3,269	304	3,269	304	29,750,000
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						120,800,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	70.0	@	245,000		17,150,000
3 bed House	80.0	@	330,000		26,400,000
4 + bed House	50.0	@	425,000		21,250,000
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	200.0				64,800,000
Affordable Rent GDV -					
2 bed House	42.0	@	171,500		7,203,000
3 bed House	12.0	@	231,000		2,772,000
4 + bed House	6.0	@	297,500		1,785,000
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	60.0				11,760,000
Social Rent GDV -					
2 bed House	63.0	@	122,500		7,717,500
3 bed House	18.0	@	165,000		2,970,000
4 + bed House	9.0	@	212,500		1,912,500
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	90.0				12,600,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	35.0	@	171,500		6,002,500
3 bed House	10.0	@	231,000		2,310,000
4 + bed House	5.0	@	297,500		1,487,500
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	50.0	200.0			9,800,000
Sub-total GDV Residential	**400**				**98,960,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	21,840,000
	606 £ psm (total GIA sqm)			54,600 £ per unit (total units)	
Grant	400	units @	0	per unit	-
Total GDV					**98,960,000**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			19,560	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		2.22%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				36,040	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			400	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				14,700	sqm @		1,710	psm			(25,137,000)
3 bed House				12,240	sqm @		1,710	psm			(20,930,400)
3 bed House (EXC. garage)				9,082	sqm @		1,710	psm			(15,530,220)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	80.0		50%	18	sqm @		653	psm			(470,160)
Garages for 4B House	50.0		100%	18	sqm @		653	psm			(587,700)
Total GIA check:				36,040	£ per garage		£11,754				
External works				62,624,700	@		15.0%				(9,393,705)
Ext. Works analysis:							23,484	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		1,137	£ per unit			(454,800)
M4(2) Category 2 Housing	Aff units		200	units @		100%	@	1,400	£ per unit		(280,000)
M4(2) Category 2 Housing	OMS units		200	units @		100%	@	1,400	£ per unit		(280,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		200	units @		5%	@	26,816	£ per unit		(268,160)
Part L/FHS			400	units @				8,760	£ per unit		(3,504,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			400	units @				1,000	£ per unit		(400,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(5,186,960)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				77,205,365	@		3.0%				(2,316,161)

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Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

Professional Fees		77,205,365	@	7.0%			(5,404,376)
Disposal Costs -							
OMS Marketing and Promotion		64,800,000	OMS @	3.00%	4,860	£ per unit	(1,944,000)
Residential Sales Agent Costs		64,800,000	OMS @	1.00%	1,620	£ per unit	(648,000)
Residential Sales Legal Costs		64,800,000	OMS @	0.25%	405	£ per unit	(162,000)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,910	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(1,010,927)
Developers Profit -							
Profit on OMS		64,800,000		20.00%			(12,960,000)
Margin on AH		34,160,000		6.00%	on AH values		(2,049,600)
Profit analysis:		98,960,000		15.17%	blended GDV	(15,009,600)	
		91,290,969		16.44%	on costs	(15,009,600)	
TOTAL COSTS							**(106,300,569)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(7,340,569)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(7,340,569)**
RLV analysis:	(18,351) £ per plot	(642,300)	£ per ha (net)	(259,935)	£ per acre (net)		
		(513,840)	£ per ha (gross)	(207,948)	£ per acre (gross)		
				-7.42%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		14.29	ha (gross)	35.30	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**2,118,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(827,625)**	£ per ha (net)	**(334,935)**	£ per acre (net)		**(9,458,569)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(334,935)	20%	25%	30%	35%	40%	45%	50%
	-	(62,751)	(91,993)	(122,835)	(153,824)	(185,037)	(216,568)	(248,606)
	1,000	(75,943)	(106,722)	(137,616)	(168,690)	(200,016)	(231,706)	(263,993)
Site Specific S106	2,000	(90,642)	(121,467)	(152,438)	(183,599)	(215,048)	(246,921)	(279,495)
5,500	3,000	(105,364)	(136,247)	(167,292)	(198,552)	(230,138)	(262,220)	(295,129)
	4,000	(120,102)	(151,056)	(182,181)	(213,551)	(245,294)	(277,617)	(310,913)
	5,000	(134,879)	(165,893)	(197,109)	(228,602)	(260,527)	(293,119)	(326,879)
	6,000	(149,675)	(180,762)	(212,080)	(243,714)	(275,835)	(308,745)	(343,051)
	7,000	(164,497)	(195,672)	(227,100)	(258,890)	(291,241)	(324,513)	(359,471)
	8,000	(179,360)	(210,623)	(242,171)	(274,134)	(306,744)	(340,440)	(376,185)
	9,000	(194,253)	(225,615)	(257,298)	(289,453)	(322,362)	(356,560)	(393,225)
	10,000	(209,180)	(240,653)	(272,487)	(304,864)	(338,112)	(372,898)	(410,330)
	11,000	(224,144)	(255,740)	(287,740)	(320,368)	(354,014)	(389,496)	(427,436)
	12,000	(239,151)	(270,882)	(303,073)	(335,978)	(370,085)	(406,405)	(444,591)
	13,000	(254,206)	(286,083)	(318,488)	(351,716)	(386,356)	(423,510)	(461,793)
	14,000	(269,310)	(301,350)	(333,993)	(367,590)	(402,858)	(440,615)	(479,022)

TABLE 2 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(334,935)	20%	25%	30%	35%	40%	45%	50%
	15.0%	25,972	(10,817)	(47,782)	(87,004)	(130,494)	(174,712)	(220,204)
	16.0%	(5,785)	(40,589)	(76,089)	(116,834)	(158,029)	(199,953)	(243,150)
Profit	17.0%	(37,543)	(70,487)	(108,213)	(146,664)	(185,564)	(225,194)	(266,097)
20.0%	18.0%	(69,381)	(104,487)	(140,338)	(176,494)	(213,100)	(250,434)	(289,043)
	19.0%	(105,555)	(138,907)	(172,463)	(206,324)	(240,635)	(275,675)	(311,989)
	20.0%	(142,269)	(173,326)	(204,587)	(236,154)	(268,171)	(300,916)	(334,935)

TABLE 3 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(334,935)	20%	25%	30%	35%	40%	45%	50%
	50,000	(117,269)	(148,326)	(179,587)	(211,154)	(243,171)	(275,916)	(309,935)
	60,000	(127,269)	(158,326)	(189,587)	(221,154)	(253,171)	(285,916)	(319,935)
BLV (£ per acre)	70,000	(137,269)	(168,326)	(199,587)	(231,154)	(263,171)	(295,916)	(329,935)
75,000	80,000	(147,269)	(178,326)	(209,587)	(241,154)	(273,171)	(305,916)	(339,935)
	90,000	(157,269)	(188,326)	(219,587)	(251,154)	(283,171)	(315,916)	(349,935)
	100,000	(167,269)	(198,326)	(229,587)	(261,154)	(293,171)	(325,916)	(359,935)
	110,000	(177,269)	(208,326)	(239,587)	(271,154)	(303,171)	(335,916)	(369,935)
	120,000	(187,269)	(218,326)	(249,587)	(281,154)	(313,171)	(345,916)	(379,935)
	130,000	(197,269)	(228,326)	(259,587)	(291,154)	(323,171)	(355,916)	(389,935)
	140,000	(207,269)	(238,326)	(269,587)	(301,154)	(333,171)	(365,916)	(399,935)
	150,000	(217,269)	(248,326)	(279,587)	(311,154)	(343,171)	(375,916)	(409,935)
	160,000	(227,269)	(258,326)	(289,587)	(321,154)	(353,171)	(385,916)	(419,935)
	170,000	(237,269)	(268,326)	(299,587)	(331,154)	(363,171)	(395,916)	(429,935)
	180,000	(247,269)	(278,326)	(309,587)	(341,154)	(373,171)	(405,916)	(439,935)
	190,000	(257,269)	(288,326)	(319,587)	(351,154)	(383,171)	(415,916)	(449,935)
	250,000	(317,269)	(348,326)	(379,587)	(411,154)	(443,171)	(475,916)	(509,935)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: Houses — No Units: 400
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(334,935)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(132,659)	(159,279)	(186,075)	(213,132)	(240,575)	(268,642)	(297,802)
	35	(142,269)	(173,326)	(204,587)	(236,154)	(268,171)	(300,916)	(334,935)
Density (dph)	40	(151,878)	(187,372)	(223,100)	(259,176)	(295,767)	(333,190)	(372,069)
35.0	45	(161,488)	(201,419)	(241,612)	(282,199)	(323,362)	(365,463)	(409,202)
	50	(171,098)	(215,466)	(260,125)	(305,221)	(350,958)	(397,737)	(446,336)
	55	(180,708)	(229,512)	(278,637)	(328,243)	(378,554)	(430,011)	(483,470)
	60	(190,318)	(243,559)	(297,150)	(351,265)	(406,150)	(462,284)	(520,603)
	65	(199,927)	(257,605)	(315,662)	(374,287)	(433,746)	(494,558)	(557,737)
	70	(209,537)	(271,652)	(334,175)	(397,309)	(461,341)	(526,832)	(594,870)
	75	(219,147)	(285,698)	(352,687)	(420,331)	(488,937)	(559,105)	(632,004)
	80	(228,757)	(299,745)	(371,200)	(443,353)	(516,533)	(591,379)	(669,137)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(334,935)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	126,536	98,211	69,881	41,515	13,119	(15,319)	(43,816)
	92%	75,108	47,154	19,162	(8,870)	(36,953)	(65,110)	(96,668)
Build Cost	94%	23,515	(4,106)	(31,779)	(59,515)	(89,698)	(122,003)	(154,515)
100%	96%	(28,298)	(55,618)	(84,696)	(116,477)	(148,427)	(180,615)	(213,164)
(105% = 5% increase)	98%	(81,660)	(112,940)	(144,354)	(175,955)	(207,821)	(240,102)	(273,041)
	100%	(142,269)	(173,326)	(204,587)	(236,154)	(268,171)	(300,916)	(334,935)
	102%	(203,398)	(234,339)	(265,611)	(297,383)	(329,954)	(363,891)	(400,366)
	104%	(265,214)	(296,211)	(327,760)	(360,172)	(394,056)	(430,386)	(467,555)
	106%	(327,968)	(359,309)	(391,589)	(425,451)	(461,552)	(498,193)	(535,443)
	108%	(392,049)	(424,228)	(458,107)	(493,865)	(530,012)	(566,705)	(604,120)
	110%	(458,111)	(492,054)	(527,331)	(562,999)	(599,133)	(635,943)	(673,792)
	112%	(527,233)	(562,004)	(597,145)	(632,726)	(668,946)	(706,134)	(743,499)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(334,935)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(791,843)	(788,271)	(784,699)	(781,127)	(777,555)	(773,982)	(770,410)
	82%	(720,619)	(721,498)	(722,378)	(723,257)	(724,136)	(725,016)	(725,895)
Market Values	84%	(650,358)	(655,125)	(660,056)	(665,387)	(670,718)	(676,049)	(681,380)
100%	86%	(581,035)	(589,824)	(598,755)	(607,877)	(617,300)	(627,082)	(636,864)
(105% = 5% increase)	88%	(512,468)	(525,274)	(538,191)	(551,282)	(564,599)	(578,195)	(592,349)
	90%	(444,839)	(461,370)	(478,260)	(495,318)	(512,565)	(530,074)	(547,984)
	92%	(380,711)	(399,442)	(419,051)	(439,910)	(461,096)	(482,534)	(504,301)
	94%	(319,237)	(340,736)	(362,788)	(385,701)	(410,058)	(435,446)	(461,113)
	96%	(259,341)	(283,895)	(308,824)	(334,324)	(360,735)	(388,736)	(418,342)
	98%	(200,459)	(228,217)	(256,253)	(284,690)	(313,754)	(343,852)	(375,866)
	100%	(142,269)	(173,326)	(204,587)	(236,154)	(268,171)	(300,916)	(334,935)
	102%	(84,576)	(118,975)	(153,547)	(188,344)	(223,491)	(259,176)	(295,767)
	104%	(33,316)	(66,004)	(102,949)	(141,057)	(179,441)	(218,229)	(257,703)
	106%	16,039	(19,596)	(55,323)	(94,149)	(135,827)	(177,837)	(220,370)
	108%	65,218	26,618	(12,067)	(50,859)	(92,548)	(137,835)	(183,552)
	110%	114,237	72,662	31,021	(10,709)	(52,583)	(98,135)	(147,103)
	112%	163,142	118,587	73,974	29,279	(15,522)	(60,492)	(110,938)
	114%	211,952	164,412	116,820	69,156	21,394	(26,506)	(74,987)
	116%	260,684	210,150	159,576	108,936	58,208	7,367	(43,660)
	118%	309,354	255,819	202,254	148,634	94,935	41,131	(12,831)
	120%	357,954	301,433	244,870	188,263	131,587	74,817	17,909

TABLE 7

Balance (RLV - BLV £ per acre (n))	(334,935)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(69,069)	(99,242)	(130,113)	(161,144)	(192,402)	(224,013)	(256,177)
	10,000	(5,642)	(32,068)	(58,555)	(87,127)	(117,957)	(148,962)	(180,221)
Grant (£ per unit)	15,000	57,376	31,064	4,711	(21,680)	(48,125)	(75,020)	(105,808)
-	20,000	120,124	93,889	67,623	41,345	15,033	(11,318)	(37,718)
	25,000	182,671	156,473	130,268	104,060	77,825	51,581	25,310
	30,000	245,037	218,876	192,714	166,534	140,355	114,173	87,968
	35,000	307,272	281,126	254,981	228,835	202,688	176,528	150,368
	40,000	369,394	343,258	317,122	290,986	264,850	238,714	212,577
	45,000	431,421	405,289	379,157	353,025	326,893	300,761	274,629
	50,000	493,367	467,234	441,101	414,969	388,836	362,703	336,570
	55,000	555,251	529,112	502,973	476,834	450,695	424,557	398,418

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Appraisal Ref: GB LMV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Lower Mediur Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	210.0	53%	315.0
3 bed House	40.0%	120.0	20.0%	60.0	30%	180.0
4 + bed House	25.0%	75.0	10.0%	30.0	18%	105.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	300.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	14,700	158,229	22,050	237,344
3 bed House	12,240	131,750	6,120	65,875	18,360	197,625
4 + bed House	9,750	104,948	3,900	41,979	13,650	146,927
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	29,340	315,813	24,720	266,084	54,060	581,897
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	245,000	3,500	325	3,500	325	77,175,000
3 bed House	330,000	3,235	301	3,235	301	59,400,000
4 + bed House	425,000	3,269	304	3,269	304	44,625,000
1 bed Flat	130,000	2,600	242	2,210	205	0
2 bed Flat	145,000	2,339	217	1,988	185	0
						181,200,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	171,500	70%	122,500	50%	171,500	70%	171,500	70%
3 bed House	231,000	70%	165,000	50%	231,000	70%	231,000	70%
4 + bed House	297,500	70%	212,500	50%	250,000	70%	297,500	70%
1 bed Flat	91,000	70%	65,000	50%	91,000	70%	91,000	70%
2 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	245,000		25,725,000
3 bed House	120.0	@	330,000		39,600,000
4 + bed House	75.0	@	425,000		31,875,000
1 bed Flat	0.0	@	130,000		-
2 bed Flat	0.0	@	145,000		-
	300.0				97,200,000
Affordable Rent GDV -					
2 bed House	63.0	@	171,500		10,804,500
3 bed House	18.0	@	231,000		4,158,000
4 + bed House	9.0	@	297,500		2,677,500
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	90.0				17,640,000
Social Rent GDV -					
2 bed House	94.5	@	122,500		11,576,250
3 bed House	27.0	@	165,000		4,455,000
4 + bed House	13.5	@	212,500		2,868,750
1 bed Flat	0.0	@	65,000		-
2 bed Flat	0.0	@	72,500		-
	135.0				18,900,000
First Homes GDV -					
2 bed House	0.0	@	171,500		-
3 bed House	0.0	@	231,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	52.5	@	171,500		9,003,750
3 bed House	15.0	@	231,000		3,465,000
4 + bed House	7.5	@	297,500		2,231,250
1 bed Flat	0.0	@	91,000		-
2 bed Flat	0.0	@	101,500		-
	75.0	300.0			14,700,000
Sub-total GDV Residential	**600**				**148,440,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	32,760,000
	606 £ psm (total GIA sqm)			54,600 £ per unit (total units)	
Grant	600	units @	0	per unit	-
Total GDV					**148,440,000**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£		(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£		(406,005)
CIL (Mrkt only inc. garages)	Max			29,340	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				600	units @		5,500	per unit			(3,300,000)
	Sub-total									(3,300,000)	
S106 analysis:	192,500	£ per ha		2.22%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				54,060	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				17.14	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			600	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				22,050	sqm @		1,710	psm			(37,705,500)
3 bed House				18,360	sqm @		1,710	psm			(31,395,600)
3 bed House (EXC. garage)				13,632	sqm @		1,710	psm			(23,310,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0	50%		18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0	100%		18	sqm @		653	psm			(881,550)
Total GIA check:				54,060	£ per garage		£11,754				
External works				93,967,830	@		15.0%				(14,095,175)
Ext. Works analysis:							23,492	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				600	units @		1,137	£ per unit			(682,200)
M4(2) Category 2 Housing	Aff units	300	units @			100%	@	1,400	£ per unit		(420,000)
M4(2) Category 2 Housing	OMS units	300	units @			100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats	-	units @			5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses	300	units @			5%	@	26,816	£ per unit		(402,240)
Part L/FHS		600	units @					8,760	£ per unit		(5,256,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses		600	units @					1,000	£ per unit		(600,000)
EV Charging Points - Flats		-	units @			4	flats per charger	10,000	£ per 4 units		-
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(7,780,440)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				115,843,445	@		3.0%				(3,475,303)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**600**
Site Typology:	Location / Value Zone:	**Lower Mediur**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		115,843,445	@	7.0%			(8,109,041)
Disposal Costs -							
OMS Marketing and Promotion		97,200,000	OMS @	3.00%	4,860	£ per unit	(2,916,000)
Residential Sales Agent Costs		97,200,000	OMS @	1.00%	1,620	£ per unit	(972,000)
Residential Sales Legal Costs		97,200,000	OMS @	0.25%	405	£ per unit	(243,000)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,902	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(1,072,639)
Developers Profit -							
Profit on OMS		97,200,000		20.00%			(19,440,000)
Margin on AH		51,240,000		6.00%	on AH values		(3,074,400)
Profit analysis:		148,440,000		15.17%	blended GDV	(22,514,400)	
		136,482,768		16.50%	on costs	(22,514,400)	
TOTAL COSTS							**(158,997,168)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(10,557,168)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(10,557,168)**
RLV analysis:	(17,595) £ per plot	(615,835)	£ per ha (net)	(249,225)	£ per acre (net)		
		(492,668)	£ per ha (gross)	(199,380)	£ per acre (gross)		
				-7.11%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		21.43	ha (gross)	52.95	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**3,177,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(801,160)**	£ per ha (net)	**(324,225)**	£ per acre (net)		**(13,734,168)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Lower Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Lower Mediur** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(324,225)	20%	25%	30%	35%	40%	45%	50%
	-	(56,307)	(84,442)	(115,285)	(146,243)	(177,363)	(208,716)	(240,438)
	1,000	(68,862)	(98,987)	(129,878)	(160,893)	(192,090)	(223,554)	(255,458)
Site Specific S106	2,000	(82,720)	(113,553)	(144,492)	(175,570)	(206,854)	(238,450)	(270,556)
5,500	3,000	(97,259)	(128,139)	(159,128)	(190,276)	(221,658)	(253,400)	(285,745)
	4,000	(111,823)	(142,741)	(173,788)	(205,014)	(236,507)	(268,420)	(301,043)
	5,000	(126,399)	(157,363)	(188,475)	(219,788)	(251,409)	(283,513)	(316,461)
	6,000	(140,993)	(172,014)	(203,192)	(234,602)	(266,362)	(298,690)	(332,025)
	7,000	(155,612)	(186,688)	(217,942)	(249,462)	(281,381)	(313,963)	(347,763)
	8,000	(170,248)	(201,388)	(232,727)	(264,367)	(296,469)	(329,351)	(363,703)
	9,000	(184,906)	(216,116)	(247,551)	(279,324)	(311,636)	(344,865)	(379,895)
	10,000	(199,588)	(230,875)	(262,416)	(294,343)	(326,892)	(360,533)	(396,390)
	11,000	(214,300)	(245,669)	(277,326)	(309,426)	(342,250)	(376,381)	(413,269)
	12,000	(229,040)	(260,500)	(292,286)	(324,581)	(357,724)	(392,438)	(430,631)
	13,000	(243,809)	(275,371)	(307,305)	(339,821)	(373,335)	(408,755)	(448,624)
	14,000	(258,611)	(290,284)	(322,383)	(355,155)	(389,104)	(425,384)	(467,389)

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(324,225)	20%	25%	30%	35%	40%	45%	50%
	15.0%	33,263	(3,469)	(40,332)	(78,042)	(121,202)	(164,886)	(209,494)
	16.0%	1,506	(33,242)	(68,120)	(107,872)	(148,737)	(190,127)	(232,440)
Profit	17.0%	(30,252)	(63,014)	(99,458)	(137,702)	(176,272)	(215,368)	(255,386)
20.0%	18.0%	(62,009)	(95,849)	(131,582)	(167,532)	(203,808)	(240,609)	(278,333)
	19.0%	(96,982)	(130,269)	(163,707)	(197,362)	(231,343)	(265,849)	(301,279)
	20.0%	(133,696)	(164,688)	(195,832)	(227,192)	(258,879)	(291,090)	(324,225)

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(324,225)	20%	25%	30%	35%	40%	45%	50%
	50,000	(108,696)	(139,688)	(170,832)	(202,192)	(233,879)	(266,090)	(299,225)
	60,000	(118,696)	(149,688)	(180,832)	(212,192)	(243,879)	(276,090)	(309,225)
BLV (£ per acre)	70,000	(128,696)	(159,688)	(190,832)	(222,192)	(253,879)	(286,090)	(319,225)
75,000	80,000	(138,696)	(169,688)	(200,832)	(232,192)	(263,879)	(296,090)	(329,225)
	90,000	(148,696)	(179,688)	(210,832)	(242,192)	(273,879)	(306,090)	(339,225)
	100,000	(158,696)	(189,688)	(220,832)	(252,192)	(283,879)	(316,090)	(349,225)
	110,000	(168,696)	(199,688)	(230,832)	(262,192)	(293,879)	(326,090)	(359,225)
	120,000	(178,696)	(209,688)	(240,832)	(272,192)	(303,879)	(336,090)	(369,225)
	130,000	(188,696)	(219,688)	(250,832)	(282,192)	(313,879)	(346,090)	(379,225)
	140,000	(198,696)	(229,688)	(260,832)	(292,192)	(323,879)	(356,090)	(389,225)
	150,000	(208,696)	(239,688)	(270,832)	(302,192)	(333,879)	(366,090)	(399,225)
	160,000	(218,696)	(249,688)	(280,832)	(312,192)	(343,879)	(376,090)	(409,225)
	170,000	(228,696)	(259,688)	(290,832)	(322,192)	(353,879)	(386,090)	(419,225)
	180,000	(238,696)	(269,688)	(300,832)	(332,192)	(363,879)	(396,090)	(429,225)
	190,000	(248,696)	(279,688)	(310,832)	(342,192)	(373,879)	(406,090)	(439,225)
	250,000	(308,696)	(339,688)	(370,832)	(402,192)	(433,879)	(466,090)	(499,225)

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Scheme Typology: Houses — No Units: 600
Site Typology: Location / Value Zone: Lower Mediur — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(324,225)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(125,311)	(151,875)	(178,570)	(205,451)	(232,610)	(260,220)	(288,621)
	35	(133,696)	(164,688)	(195,832)	(227,192)	(258,879)	(291,090)	(324,225)
Density (dph)	40	(142,081)	(177,501)	(213,093)	(248,934)	(285,147)	(321,960)	(359,828)
35.0	45	(150,467)	(190,313)	(230,355)	(270,676)	(311,415)	(352,830)	(395,432)
	50	(158,852)	(203,126)	(247,617)	(292,418)	(337,684)	(383,700)	(431,036)
	55	(167,237)	(215,938)	(264,878)	(314,159)	(363,952)	(414,570)	(466,639)
	60	(175,622)	(228,751)	(282,140)	(335,901)	(390,221)	(445,440)	(502,243)
	65	(184,007)	(241,563)	(299,402)	(357,643)	(416,489)	(476,310)	(537,846)
	70	(192,392)	(254,376)	(316,663)	(379,385)	(442,757)	(507,180)	(573,450)
	75	(200,778)	(267,189)	(333,925)	(401,126)	(469,026)	(538,050)	(609,053)
	80	(209,163)	(280,001)	(351,187)	(422,868)	(495,294)	(568,920)	(644,657)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(324,225)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	131,223	102,794	74,342	45,876	17,385	(11,141)	(39,713)
	92%	80,187	52,122	24,037	(4,078)	(32,233)	(60,440)	(91,158)
Build Cost	94%	29,022	1,316	(26,426)	(54,213)	(83,454)	(115,757)	(148,213)
100%	96%	(22,290)	(49,661)	(77,694)	(109,490)	(141,400)	(173,483)	(205,831)
(105% = 5% increase)	98%	(73,978)	(105,177)	(136,562)	(168,088)	(199,805)	(231,821)	(264,315)
	100%	(133,696)	(164,688)	(195,832)	(227,192)	(258,879)	(291,090)	(324,225)
	102%	(193,860)	(224,630)	(255,642)	(287,012)	(318,955)	(351,880)	(386,743)
	104%	(254,499)	(285,171)	(316,237)	(347,921)	(380,656)	(415,412)	(454,899)
	106%	(315,784)	(346,558)	(378,002)	(410,570)	(445,255)	(484,729)	(529,437)
	108%	(377,989)	(409,212)	(441,639)	(476,297)	(515,854)	(559,955)	(605,315)
	110%	(441,567)	(473,883)	(508,562)	(548,261)	(591,758)	(636,422)	(682,188)
	112%	(507,330)	(542,086)	(581,940)	(624,847)	(668,837)	(713,910)	(759,072)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(324,225)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(803,508)	(802,591)	(801,674)	(800,757)	(799,840)	(798,923)	(798,006)
	82%	(723,470)	(727,555)	(731,641)	(735,726)	(739,811)	(743,897)	(747,982)
Market Values	84%	(644,246)	(652,788)	(661,608)	(670,696)	(679,783)	(688,871)	(697,959)
100%	86%	(566,608)	(579,418)	(592,475)	(605,907)	(619,755)	(633,845)	(647,935)
(105% = 5% increase)	88%	(493,852)	(508,090)	(524,690)	(542,310)	(560,319)	(578,855)	(597,912)
	90%	(428,798)	(444,479)	(461,297)	(480,130)	(502,009)	(524,655)	(547,963)
	92%	(367,254)	(385,474)	(404,324)	(424,210)	(445,964)	(471,432)	(498,801)
	94%	(307,565)	(328,756)	(350,341)	(372,547)	(395,796)	(420,998)	(450,473)
	96%	(248,979)	(273,342)	(297,976)	(323,023)	(348,725)	(375,573)	(404,719)
	98%	(191,097)	(218,740)	(246,587)	(274,722)	(303,305)	(332,639)	(363,361)
	100%	(133,696)	(164,688)	(195,832)	(227,192)	(258,879)	(291,090)	(324,225)
	102%	(76,631)	(111,014)	(145,511)	(180,175)	(215,087)	(250,389)	(286,347)
	104%	(27,027)	(59,714)	(95,501)	(133,520)	(171,736)	(210,245)	(249,249)
	106%	21,949	(13,706)	(49,429)	(87,131)	(128,694)	(170,495)	(212,674)
	108%	70,789	32,162	(6,522)	(45,288)	(85,882)	(131,019)	(176,463)
	110%	119,535	77,927	36,265	(5,464)	(47,285)	(91,756)	(140,514)
	112%	168,201	123,600	78,959	34,261	(10,523)	(55,420)	(104,763)
	114%	216,796	169,201	121,573	73,896	26,148	(21,699)	(69,707)
	116%	265,333	214,746	164,127	113,464	62,743	11,928	(39,015)
	118%	313,822	260,245	206,629	152,978	99,273	45,490	(8,406)
	120%	362,274	305,699	249,091	192,445	135,754	78,996	22,134

TABLE 7

Balance (RLV - BLV £ per acre (n))	(324,225)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(62,506)	(91,619)	(122,484)	(153,466)	(184,615)	(216,019)	(247,823)
	10,000	201	(26,302)	(52,845)	(80,432)	(111,272)	(142,245)	(173,403)
Grant (£ per unit)	15,000	62,666	36,242	9,796	(16,682)	(43,203)	(69,782)	(100,068)
-	20,000	124,952	98,579	72,200	45,796	19,373	(7,079)	(33,570)
	25,000	187,089	160,754	134,415	108,060	81,701	55,323	28,925
	30,000	249,117	222,802	196,483	170,165	143,841	117,506	91,168
	35,000	311,042	284,746	258,448	232,142	205,837	179,532	153,225
	40,000	372,893	346,603	320,314	294,024	267,732	241,436	215,141
	45,000	434,680	408,393	382,106	355,820	329,533	303,246	276,960
	50,000	496,414	470,127	443,839	417,552	391,265	364,978	338,691
	55,000	558,101	531,814	505,524	479,233	452,942	426,651	400,360

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Appraisal Ref: GB HMV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9 Units	
AH Policy requirement (% Target)		0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	100%		
AH tenure split %	Affordable Rent:		30.0%	
	Social Rent:		45.0%	75.0% % Rented
	First Homes:		0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):		25.0%	0.0% % of total (>10% First Homes PPG 023)
		100%	100.0%	
CIL Rate (£ psm)		0.00 £ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
3 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	0.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	315	3,391	0	0	315	3,391
3 bed House	459	4,941	0	0	459	4,941
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	774	8,331	0	0	774	8,331
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	1,170,000
3 bed House	350,000	3,431	319	3,431	319	1,575,000
4 + bed House	445,000	3,423	318	3,423	318	0
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						2,745,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.5	@	260,000		1,170,000
3 bed House	4.5	@	350,000		1,575,000
4 + bed House	0.0	@	445,000		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	9.0				2,745,000
Affordable Rent GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	311,500		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	175,000		-
4 + bed House	0.0	@	222,500		-
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	311,500		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**2,745,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**2,745,000**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			774	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500	£ per ha		1.80%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				774	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				315	sqm @		1,710	psm			(538,650)
3 bed House				459	sqm @		1,710	psm			(784,890)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	4.5	50%		18	sqm @		653	psm			(26,447)
Garages for 4B House	-	100%		18	sqm @		653	psm			-
Total GIA check:				774	£ per garage		£11,754				
External works				1,288,427	@		15.0%				(193,264)
Ext. Works analysis:							21,474	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		1,137	£ per unit			(10,233)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	1,400	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @		100%	@	1,400	£ per unit		(12,600)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		9	units @		5%	@	26,816	£ per unit		(12,067)
Part L/FHS			9	units @				8,760	£ per unit		(78,840)
Part L/FHS analysis:							6.1%	% of BCIS costs			
EV Charging Points - Houses			9	units @				1,000	£ per unit		(9,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(122,740)	
Policy Costs analysis:	(design costs only)						13,638	£ per unit (total units)			
							9.5%	% of BCIS costs			
Contingency (on construction)				1,604,431	@		3.0%				(48,133)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

Professional Fees		1,604,431	@	7.0%			(112,310)
Disposal Costs -							
OMS Marketing and Promotion		2,745,000	OMS @	3.00%	9,150	£ per unit	(82,350)
Residential Sales Agent Costs		2,745,000	OMS @	1.00%	3,050	£ per unit	(27,450)
Residential Sales Legal Costs		2,745,000	OMS @	0.25%	763	£ per unit	(6,863)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					14,074	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(24,088)
Developers Profit -							
Profit on OMS		2,745,000		20.00%			(549,000)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,745,000		20.00%	blended GDV	(549,000)	
		1,996,876		27.49%	on costs	(549,000)	
TOTAL COSTS							**(2,545,876)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							199,124
SDLT		199,124	@	HMRC formula			(982)
Acquisition Agent fees		199,124	@	1.0%			(1,991)
Acquisition Legal fees		199,124	@	0.5%			(996)
Interest on Land		199,124	@	7.00%			(13,939)
Residual Land Value							**181,216**
RLV analysis:	20,135 £ per plot	704,727	£ per ha (net)	285,199	£ per acre (net)		
		563,782	£ per ha (gross)	228,159	£ per acre (gross)		
				6.60%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.32	ha (gross)	0.79	acres (gross)		
Density analysis:		3,010	sqm/ha (net)	13,112	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**47,655**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**519,402**	£ per ha (net)	**210,199**	£ per acre (net)		**133,561**

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	210,199	0%	5%	10%	15%	20%	25%	30%
	-	281,314	258,143	234,971	211,800	188,629	165,457	142,286
	1,000	268,384	245,213	222,041	198,870	175,699	152,527	129,096
Site Specific S106	2,000	255,454	232,283	209,111	185,940	162,769	139,566	115,877
5,500	3,000	242,524	219,353	196,181	173,010	149,839	126,347	102,658
	4,000	229,594	206,423	183,252	160,080	136,817	113,128	89,439
	5,000	216,664	193,493	170,322	147,150	123,598	99,909	76,220
	6,000	203,734	180,563	157,392	134,069	110,380	86,690	63,001
	7,000	190,804	167,633	144,462	120,850	97,161	73,472	49,782
	8,000	177,874	154,703	131,320	107,631	83,942	60,253	36,564
	9,000	164,944	141,773	118,101	94,412	70,723	47,034	23,345
	10,000	152,014	128,571	104,882	81,193	57,504	33,815	10,126
	11,000	139,041	115,352	91,663	67,974	44,285	20,596	(3,093)
	12,000	125,823	102,133	78,444	54,755	31,066	7,377	(16,312)
	13,000	112,604	88,915	65,225	41,536	17,847	(5,842)	(29,531)
	14,000	99,385	75,696	52,007	28,317	4,628	(19,061)	(42,750)

TABLE 2

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	210,199	0%	5%	10%	15%	20%	25%	30%
	15.0%	399,446	367,709	335,972	304,236	272,174	239,336	206,499
	16.0%	362,077	332,209	302,340	272,146	241,242	210,338	179,433
Profit	17.0%	324,708	296,708	268,252	239,281	210,310	181,339	152,368
20.0%	18.0%	287,339	260,491	233,454	206,416	179,378	152,340	124,951
	19.0%	248,864	223,760	198,655	173,551	148,446	122,947	97,281
	20.0%	210,199	187,028	163,857	140,678	116,989	93,300	69,611

TABLE 3

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	210,199	0%	5%	10%	15%	20%	25%	30%
	50,000	235,199	212,028	188,857	165,678	141,989	118,300	94,611
	60,000	225,199	202,028	178,857	155,678	131,989	108,300	84,611
BLV (£ per acre)	70,000	215,199	192,028	168,857	145,678	121,989	98,300	74,611
75,000	80,000	205,199	182,028	158,857	135,678	111,989	88,300	64,611
	90,000	195,199	172,028	148,857	125,678	101,989	78,300	54,611
	100,000	185,199	162,028	138,857	115,678	91,989	68,300	44,611
	110,000	175,199	152,028	128,857	105,678	81,989	58,300	34,611
	120,000	165,199	142,028	118,857	95,678	71,989	48,300	24,611
	130,000	155,199	132,028	108,857	85,678	61,989	38,300	14,611
	140,000	145,199	122,028	98,857	75,678	51,989	28,300	4,611
	150,000	135,199	112,028	88,857	65,678	41,989	18,300	(5,389)
	160,000	125,199	102,028	78,857	55,678	31,989	8,300	(15,389)
	170,000	115,199	92,028	68,857	45,678	21,989	(1,700)	(25,389)
	180,000	105,199	82,028	58,857	35,678	11,989	(11,700)	(35,389)
	190,000	95,199	72,028	48,857	25,678	1,989	(21,700)	(45,389)
	250,000	35,199	12,028	(11,143)	(34,322)	(58,011)	(81,700)	(105,389)

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Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	210,199	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	30	169,456	149,595	129,734	109,867	89,562	69,257	48,952
	35	210,199	187,028	163,857	140,678	116,989	93,300	69,611
Density (dph)	40	250,942	224,460	197,979	171,489	144,416	117,343	90,269
35.0	45	291,685	261,893	232,101	202,300	171,843	141,386	110,928
	50	332,427	299,326	266,224	233,112	199,270	165,428	131,587
	55	373,170	336,758	300,346	263,923	226,697	189,471	152,246
	60	413,913	374,191	334,468	294,734	254,124	213,514	172,904
	65	454,656	411,623	368,591	325,545	281,551	237,557	193,563
	70	495,398	449,056	402,713	356,356	308,978	261,600	214,222
	75	536,141	486,488	436,836	387,167	336,405	285,643	234,880
	80	576,884	523,921	470,958	417,979	363,832	309,686	255,539

TABLE 5

Balance (RLV - BLV £ per acre (n))	210,199	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	90%	435,161	401,147	367,134	333,120	299,107	264,512	229,253
	92%	390,827	359,139	327,445	295,699	263,331	230,484	197,636
Build Cost	94%	346,354	316,945	287,537	257,305	226,877	196,449	166,020
100%	96%	301,770	274,451	246,441	218,432	190,423	162,413	134,256
(105% = 5% increase)	98%	256,330	230,739	205,149	179,559	153,968	128,096	101,934
	100%	210,199	187,028	163,857	140,678	116,989	93,300	69,611
	102%	164,069	143,316	122,152	100,936	79,720	58,504	37,288
	104%	117,423	98,680	79,937	61,194	42,451	23,708	4,965
	106%	70,261	53,992	37,722	21,452	5,182	(11,088)	(27,357)
	108%	23,100	9,303	(4,493)	(18,290)	(32,087)	(45,883)	(59,680)
	110%	(24,061)	(35,385)	(46,708)	(58,032)	(69,356)	(81,207)	(93,582)
	112%	(71,222)	(80,544)	(90,217)	(99,890)	(109,562)	(119,235)	(128,908)

TABLE 6

Balance (RLV - BLV £ per acre (n))	210,199	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(425,129)	(417,900)	(410,672)	(403,444)	(396,216)	(388,988)	(381,760)
	82%	(358,491)	(354,595)	(350,699)	(346,803)	(342,907)	(339,010)	(335,114)
Market Values	84%	(291,854)	(291,290)	(290,725)	(290,161)	(289,597)	(289,032)	(288,468)
100%	86%	(225,304)	(228,009)	(230,752)	(233,519)	(236,287)	(239,054)	(241,822)
(105% = 5% increase)	88%	(159,063)	(165,080)	(171,097)	(177,115)	(183,132)	(189,150)	(195,176)
	90%	(92,822)	(102,151)	(111,481)	(120,810)	(130,140)	(139,469)	(148,799)
	92%	(30,696)	(42,263)	(53,830)	(65,397)	(77,147)	(89,788)	(102,430)
	94%	29,914	15,317	719	(13,879)	(28,476)	(43,074)	(57,671)
	96%	90,525	72,896	55,268	37,640	20,012	2,384	(15,244)
	98%	150,914	130,476	109,818	89,159	68,501	47,842	27,183
	100%	210,199	187,028	163,857	140,678	116,989	93,300	69,611
	102%	269,485	243,349	217,214	191,078	164,942	138,758	112,038
	104%	327,198	299,074	270,571	241,471	212,371	183,271	154,171
	106%	384,497	353,507	322,518	291,528	259,799	227,735	195,671
	108%	441,592	407,797	374,003	340,208	306,378	272,200	237,171
	110%	498,616	461,971	425,325	388,679	352,034	315,388	278,634
	112%	555,641	516,144	476,647	437,150	397,653	358,156	318,660
	114%	612,665	570,317	527,969	485,621	443,273	400,925	358,577
	116%	669,690	624,491	579,291	534,092	488,893	443,693	398,494
	118%	726,715	678,664	630,613	582,563	534,512	486,462	438,411
	120%	783,739	732,837	681,936	631,034	580,132	529,230	478,328

TABLE 7

Balance (RLV - BLV £ per acre (n))	210,199	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	274,851	251,679	228,508	205,337	182,165	158,994	135,707
	10,000	337,570	315,176	292,781	269,988	246,817	223,646	200,474
Grant (£ per unit)	15,000	399,893	377,503	355,114	332,724	310,335	287,945	264,990
-	20,000	462,026	439,636	417,247	394,857	372,468	350,078	327,689
	25,000	524,159	501,769	479,380	456,990	434,601	412,211	389,822
	30,000	586,292	563,903	541,513	519,124	496,734	474,345	451,955
	35,000	648,425	626,036	603,646	581,257	558,867	536,478	514,088
	40,000	710,558	688,169	665,779	643,390	621,000	598,611	576,221
	45,000	772,691	750,302	727,912	705,523	683,133	660,744	638,354
	50,000	834,825	812,435	790,046	767,656	745,267	722,877	700,488
	55,000	896,958	874,568	852,179	829,789	807,400	785,010	762,621

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GB HMV 25 (see Typologies Matrix)
Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	4.4	70.0%	8.8	53%	13.1
3 bed House	40.0%	5.0	20.0%	2.5	30%	7.5
4 + bed House	25.0%	3.1	10.0%	1.3	18%	4.4
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	12.5	100.0%	12.5	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	306	3,296	613	6,593	919	9,889
3 bed House	510	5,490	255	2,745	765	8,234
4 + bed House	406	4,373	163	1,749	569	6,122
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,223	13,159	1,030	11,087	2,253	24,246
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	3,412,500
3 bed House	350,000	3,431	319	3,431	319	2,625,000
4 + bed House	445,000	3,423	318	3,423	318	1,946,875
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						7,984,375

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.4	@	260,000		1,137,500
3 bed House	5.0	@	350,000		1,750,000
4 + bed House	3.1	@	445,000		1,390,625
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	12.5				4,278,125
Affordable Rent GDV -					
2 bed House	2.6	@	182,000		477,750
3 bed House	0.8	@	245,000		183,750
4 + bed House	0.4	@	311,500		116,813
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	3.8				778,313
Social Rent GDV -					
2 bed House	3.9	@	130,000		511,875
3 bed House	1.1	@	175,000		196,875
4 + bed House	0.6	@	222,500		125,156
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	5.6				833,906
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	182,000		398,125
3 bed House	0.6	@	245,000		153,125
4 + bed House	0.3	@	311,500		97,344
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	3.1	12.5			648,594
Sub-total GDV Residential	**25**				**6,538,938**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,445,438
	642 £ psm (total GIA sqm)			57,818 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**6,538,938**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,223	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				25	units @		5,500	per unit			(137,500)
	Sub-total									(137,500)	
S106 analysis:	192,500	£ per ha		2.10%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				2,253	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15			25	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				919	sqm @		1,710	psm			(1,571,063)
3 bed House				765	sqm @		1,710	psm			(1,308,150)
3 bed House (EXC. garage)				551	sqm @		1,710	psm			(941,783)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	5.0	50%		18	sqm @		653	psm			(29,385)
Garages for 4B House	3.1	100%		18	sqm @		653	psm			(36,731)
Total GIA check:				2,253	£ per garage		£11,754				
External works				3,856,331	@		15.0%				(578,450)
Ext. Works analysis:							23,138	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				25	units @		1,137	£ per unit			(28,425)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		13	units @		5%	@	26,816	£ per unit		(16,760)
Part L/FHS			25	units @				8,760	£ per unit		(219,000)
Part L/FHS analysis:							5.7%	% of BCIS costs			
EV Charging Points - Houses			25	units @				1,000	£ per unit		(25,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(324,185)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.4%	% of BCIS costs			
Contingency (on construction)				4,758,966	@		3.0%				(142,769)

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Scheme Typology:	**Houses**	No Units:	**25**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		4,758,966	@	7.0%			(333,128)
Disposal Costs -							
OMS Marketing and Promotion		4,278,125	OMS @	3.00%	5,134	£ per unit	(128,344)
Residential Sales Agent Costs		4,278,125	OMS @	1.00%	1,711	£ per unit	(42,781)
Residential Sales Legal Costs		4,278,125	OMS @	0.25%	428	£ per unit	(10,695)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,673	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(63,716)
Developers Profit -							
Profit on OMS		4,278,125		20.00%			(855,625)
Margin on AH		2,260,813		6.00%	on AH values		(135,649)
Profit analysis:		6,538,938		15.16%	blended GDV	(991,274)	
		5,707,274		17.37%	on costs	(991,274)	
TOTAL COSTS							**(6,698,548)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(159,610)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(159,610)**
RLV analysis:	(6,384) £ per plot	(223,455)	£ per ha (net)	(90,431)	£ per acre (net)		
		(178,764)	£ per ha (gross)	(72,345)	£ per acre (gross)		
				-2.44%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.89	ha (gross)	2.21	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**132,375**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE				
Surplus/(Deficit)	**(408,780)**	£ per ha (net)	**(165,431)**	£ per acre (net)	**(291,985)**

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Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(165,431)	20%	25%	30%	35%	40%	45%	50%
	-	92,424	63,930	34,810	5,327	(24,757)	(54,899)	(85,973)
	1,000	79,928	51,363	21,880	(7,834)	(37,976)	(68,118)	(100,420)
Site Specific S106	2,000	67,431	38,433	8,950	(21,053)	(51,195)	(81,925)	(114,867)
5,500	3,000	54,935	25,503	(4,131)	(34,272)	(64,414)	(96,372)	(129,314)
	4,000	42,056	12,573	(17,349)	(47,491)	(77,877)	(110,819)	(143,761)
	5,000	29,126	(427)	(30,568)	(60,710)	(92,324)	(125,266)	(158,207)
	6,000	16,196	(13,646)	(43,787)	(73,929)	(106,771)	(139,713)	(172,654)
	7,000	3,266	(26,865)	(57,006)	(88,276)	(121,218)	(154,160)	(187,101)
	8,000	(9,942)	(40,083)	(70,225)	(102,723)	(135,665)	(168,606)	(201,548)
	9,000	(23,161)	(53,302)	(84,228)	(117,170)	(150,112)	(183,053)	(215,995)
	10,000	(36,380)	(66,521)	(98,675)	(131,617)	(164,559)	(197,500)	(230,442)
	11,000	(49,599)	(80,181)	(113,122)	(146,064)	(179,005)	(211,947)	(244,889)
	12,000	(62,817)	(94,627)	(127,569)	(160,511)	(193,452)	(226,394)	(259,336)
	13,000	(76,133)	(109,074)	(142,016)	(174,958)	(207,899)	(240,841)	(273,861)
	14,000	(90,580)	(123,521)	(156,463)	(189,404)	(222,346)	(255,288)	(288,389)

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(165,431)	20%	25%	30%	35%	40%	45%	50%
	15.0%	191,425	152,447	113,470	74,492	34,891	(5,622)	(46,852)
	16.0%	157,879	120,998	84,116	47,019	8,859	(30,018)	(69,031)
Profit	17.0%	124,332	89,548	54,763	18,817	(17,619)	(54,414)	(92,715)
20.0%	18.0%	90,786	58,098	24,437	(9,656)	(44,233)	(79,164)	(116,954)
	19.0%	57,240	25,718	(6,128)	(38,488)	(70,847)	(105,827)	(141,192)
	20.0%	22,661	(7,036)	(37,178)	(67,319)	(99,548)	(132,489)	(165,431)

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(165,431)	20%	25%	30%	35%	40%	45%	50%
	50,000	47,661	17,964	(12,178)	(42,319)	(74,548)	(107,489)	(140,431)
	60,000	37,661	7,964	(22,178)	(52,319)	(84,548)	(117,489)	(150,431)
BLV (£ per acre)	70,000	27,661	(2,036)	(32,178)	(62,319)	(94,548)	(127,489)	(160,431)
75,000	80,000	17,661	(12,036)	(42,178)	(72,319)	(104,548)	(137,489)	(170,431)
	90,000	7,661	(22,036)	(52,178)	(82,319)	(114,548)	(147,489)	(180,431)
	100,000	(2,339)	(32,036)	(62,178)	(92,319)	(124,548)	(157,489)	(190,431)
	110,000	(12,339)	(42,036)	(72,178)	(102,319)	(134,548)	(167,489)	(200,431)
	120,000	(22,339)	(52,036)	(82,178)	(112,319)	(144,548)	(177,489)	(210,431)
	130,000	(32,339)	(62,036)	(92,178)	(122,319)	(154,548)	(187,489)	(220,431)
	140,000	(42,339)	(72,036)	(102,178)	(132,319)	(164,548)	(197,489)	(230,431)
	150,000	(52,339)	(82,036)	(112,178)	(142,319)	(174,548)	(207,489)	(240,431)
	160,000	(62,339)	(92,036)	(122,178)	(152,319)	(184,548)	(217,489)	(250,431)
	170,000	(72,339)	(102,036)	(132,178)	(162,319)	(194,548)	(227,489)	(260,431)
	180,000	(82,339)	(112,036)	(142,178)	(172,319)	(204,548)	(237,489)	(270,431)
	190,000	(92,339)	(122,036)	(152,178)	(182,319)	(214,548)	(247,489)	(280,431)
	250,000	(152,339)	(182,036)	(212,178)	(242,319)	(274,548)	(307,489)	(340,431)

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Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 50%							
	(165,431)	20%	25%	30%	35%	40%	45%	50%
	30	8,709	(16,745)	(42,581)	(68,417)	(96,041)	(124,276)	(152,512)
	35	22,661	(7,036)	(37,178)	(67,319)	(99,548)	(132,489)	(165,431)
Density (dph)	40	36,612	2,673	(31,775)	(66,222)	(103,054)	(140,702)	(178,350)
35.0	45	50,564	12,382	(26,372)	(65,125)	(106,561)	(148,915)	(191,268)
	50	64,515	22,091	(20,968)	(64,028)	(110,068)	(157,127)	(204,187)
	55	78,467	31,800	(15,565)	(62,931)	(113,575)	(165,340)	(217,106)
	60	92,418	41,509	(10,162)	(61,833)	(117,082)	(173,553)	(230,024)
	65	106,370	51,218	(4,759)	(60,736)	(120,588)	(181,766)	(242,943)
	70	120,321	60,928	644	(59,639)	(124,095)	(189,978)	(255,862)
	75	134,273	70,637	6,047	(58,542)	(127,602)	(198,191)	(268,780)
	80	148,224	80,346	11,451	(57,444)	(131,109)	(206,404)	(281,699)

TABLE 5

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 50%							
	(165,431)	20%	25%	30%	35%	40%	45%	50%
	90%	277,280	246,692	216,104	185,516	154,928	124,341	93,753
	92%	226,562	196,393	166,224	136,055	105,886	75,717	45,273
Build Cost	94%	175,845	146,095	116,344	86,594	56,843	26,178	(4,769)
100%	96%	125,128	95,796	66,464	36,566	6,217	(24,733)	(55,761)
(105% = 5% increase)	98%	74,411	45,221	15,305	(14,999)	(45,584)	(76,277)	(109,702)
	100%	22,661	(7,036)	(37,178)	(67,319)	(99,548)	(132,489)	(165,431)
	102%	(30,544)	(60,242)	(91,329)	(123,787)	(156,244)	(188,702)	(221,160)
	104%	(85,046)	(117,020)	(148,994)	(180,967)	(212,941)	(244,915)	(276,984)
	106%	(143,679)	(175,169)	(206,658)	(238,148)	(269,657)	(301,343)	(333,028)
	108%	(202,312)	(233,317)	(264,323)	(295,476)	(326,674)	(357,873)	(389,072)
	110%	(260,944)	(291,556)	(322,268)	(352,980)	(383,692)	(414,404)	(445,115)
	112%	(319,808)	(350,034)	(380,259)	(410,484)	(440,709)	(470,934)	(501,159)

TABLE 6

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 50%							
	(165,431)	20%	25%	30%	35%	40%	45%	50%
	80%	(564,229)	(559,987)	(555,745)	(551,502)	(547,260)	(543,018)	(538,775)
	82%	(504,409)	(503,905)	(503,402)	(502,898)	(502,394)	(501,891)	(501,387)
Market Values	84%	(444,588)	(447,823)	(451,059)	(454,294)	(457,529)	(460,764)	(464,000)
100%	86%	(384,767)	(391,741)	(398,716)	(405,690)	(412,664)	(419,638)	(426,612)
(105% = 5% increase)	88%	(324,947)	(335,660)	(346,373)	(357,085)	(367,798)	(378,511)	(389,224)
	90%	(265,126)	(279,578)	(294,029)	(308,481)	(322,933)	(337,384)	(351,836)
	92%	(205,640)	(223,716)	(241,791)	(259,877)	(278,067)	(296,258)	(314,448)
	94%	(146,175)	(167,967)	(189,759)	(211,551)	(233,343)	(255,135)	(277,060)
	96%	(86,711)	(112,219)	(137,728)	(163,236)	(188,745)	(214,253)	(239,762)
	98%	(31,305)	(58,046)	(85,696)	(114,921)	(144,146)	(173,371)	(202,596)
	100%	22,661	(7,036)	(37,178)	(67,319)	(99,548)	(132,489)	(165,431)
	102%	75,130	43,073	10,264	(23,111)	(56,653)	(91,607)	(128,265)
	104%	126,568	91,643	56,719	20,697	(15,846)	(52,788)	(91,100)
	106%	178,005	139,866	101,727	63,588	24,477	(15,381)	(55,725)
	108%	229,442	188,088	146,734	105,380	64,027	21,605	(21,718)
	110%	280,879	236,310	191,742	147,173	102,604	58,036	12,080
	112%	332,316	284,532	236,749	188,966	141,182	93,399	45,343
	114%	383,649	332,755	281,756	230,758	179,760	128,762	77,763
	116%	434,841	380,767	326,694	272,551	218,338	164,125	109,912
	118%	486,032	428,759	371,487	314,214	256,915	199,488	142,060
	120%	537,223	476,751	416,279	355,807	295,335	234,851	174,208

TABLE 7

Balance (RLV - BLV £ per acre (n))	Affordable Housing - % on site 50%							
	(165,431)	20%	25%	30%	35%	40%	45%	50%
	5,000	86,178	57,683	28,347	(1,223)	(31,365)	(61,506)	(93,195)
	10,000	148,662	120,168	91,673	63,179	34,033	4,550	(25,552)
Grant (£ per unit)	15,000	211,147	182,652	154,158	125,663	97,169	68,674	39,719
-	20,000	273,631	245,137	216,642	188,148	159,653	131,159	102,664
	25,000	335,976	307,499	279,021	250,544	222,066	193,589	165,111
	30,000	398,109	369,632	341,154	312,677	284,199	255,722	227,245
	35,000	460,242	431,765	403,288	374,810	346,333	317,855	289,378
	40,000	522,376	493,898	465,421	436,943	408,466	379,988	351,511
	45,000	584,509	556,031	527,554	499,076	470,599	442,121	413,644
	50,000	646,642	618,164	589,687	561,209	532,732	504,255	475,777
	55,000	708,775	680,297	651,820	623,343	594,865	566,388	537,910

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GB HMV 50 (see Typologies Matrix)
Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	8.8	70.0%	17.5	53%	26.3
3 bed House	40.0%	10.0	20.0%	5.0	30%	15.0
4 + bed House	25.0%	6.3	10.0%	2.5	18%	8.8
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	25.0	100.0%	25.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	613	6,593	1,225	13,186	1,838	19,779
3 bed House	1,020	10,979	510	5,490	1,530	16,469
4 + bed House	813	8,746	325	3,498	1,138	12,244
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	2,445	26,318	2,060	22,174	4,505	48,491
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	6,825,000
3 bed House	350,000	3,431	319	3,431	319	5,250,000
4 + bed House	445,000	3,423	318	3,423	318	3,893,750
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						15,968,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	8.8	@	260,000		2,275,000
3 bed House	10.0	@	350,000		3,500,000
4 + bed House	6.3	@	445,000		2,781,250
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	25.0				8,556,250
Affordable Rent GDV -					
2 bed House	5.3	@	182,000		955,500
3 bed House	1.5	@	245,000		367,500
4 + bed House	0.8	@	311,500		233,625
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	7.5				1,556,625
Social Rent GDV -					
2 bed House	7.9	@	130,000		1,023,750
3 bed House	2.3	@	175,000		393,750
4 + bed House	1.1	@	222,500		250,313
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	11.3				1,667,813
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	182,000		796,250
3 bed House	1.3	@	245,000		306,250
4 + bed House	0.6	@	311,500		194,688
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	6.3	25.0			1,297,188
Sub-total GDV Residential	**50**				**13,077,875**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	2,890,875
	642 £ psm (total GIA sqm)			57,818 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**13,077,875**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			2,445	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500	£ per ha		2.10%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				4,505	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,838	sqm @		1,710	psm			(3,142,125)
3 bed House				1,530	sqm @		1,710	psm			(2,616,300)
3 bed House (EXC. garage)				1,120	sqm @		1,710	psm			(1,914,345)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	10.0		50%	18	sqm @		653	psm			(58,770)
Garages for 4B House	6.3		100%	18	sqm @		653	psm			(73,463)
Total GIA check:				4,505	£ per garage		£11,754				
External works				7,774,223	@		15.0%				(1,166,133)
Ext. Works analysis:							23,323	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		1,137	£ per unit			(56,850)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		25	units @		5%	@	26,816	£ per unit		(33,520)
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit		(50,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(648,370)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				9,588,726	@		3.0%				(287,662)

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Scheme Typology:	**Houses**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		9,588,726	@	7.0%			(671,211)
Disposal Costs -							
OMS Marketing and Promotion		8,556,250	OMS @	3.00%	5,134	£ per unit	(256,688)
Residential Sales Agent Costs		8,556,250	OMS @	1.00%	1,711	£ per unit	(85,563)
Residential Sales Legal Costs		8,556,250	OMS @	0.25%	428	£ per unit	(21,391)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,473	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(120,888)
Developers Profit -							
Profit on OMS		8,556,250		20.00%			(1,711,250)
Margin on AH		4,521,625		6.00%	on AH values		(271,298)
Profit analysis:		13,077,875		15.16%	blended GDV	(1,982,548)	
		11,475,877		17.28%	on costs	(1,982,548)	
TOTAL COSTS							**(13,458,425)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(380,550)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(380,550)**
RLV analysis:	(7,611) £ per plot	(266,385)	£ per ha (net)	(107,805)	£ per acre (net)		
		(213,108)	£ per ha (gross)	(86,244)	£ per acre (gross)		
				-2.91%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		1.79	ha (gross)	4.41	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**264,750**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(451,710)**	£ per ha (net)	**(182,805)**	£ per acre (net)		**(645,300)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(182,805)	20%	25%	30%	35%	40%	45%	50%
	-	77,196	48,350	19,504	(9,342)	(39,207)	(69,721)	(102,668)
	1,000	64,664	35,818	6,971	(22,260)	(52,464)	(83,736)	(117,239)
Site Specific S106	2,000	52,132	23,285	(5,561)	(35,227)	(65,721)	(98,306)	(131,809)
5,500	3,000	39,599	10,753	(18,348)	(48,464)	(79,373)	(112,876)	(146,379)
	4,000	27,067	(1,779)	(31,315)	(61,721)	(93,944)	(127,446)	(160,949)
	5,000	14,534	(14,435)	(44,464)	(75,011)	(108,514)	(142,017)	(175,519)
	6,000	2,002	(27,402)	(57,721)	(89,581)	(123,084)	(156,587)	(190,090)
	7,000	(10,530)	(40,464)	(71,019)	(104,151)	(137,654)	(171,157)	(204,660)
	8,000	(23,489)	(53,721)	(85,219)	(118,722)	(152,224)	(185,727)	(219,230)
	9,000	(36,464)	(67,027)	(99,789)	(133,292)	(166,795)	(200,297)	(233,800)
	10,000	(49,721)	(80,857)	(114,359)	(147,862)	(181,365)	(214,868)	(248,370)
	11,000	(63,036)	(95,427)	(128,930)	(162,432)	(195,935)	(229,438)	(262,941)
	12,000	(76,494)	(109,997)	(143,500)	(177,003)	(210,505)	(244,008)	(277,511)
	13,000	(91,064)	(124,567)	(158,070)	(191,573)	(225,076)	(258,578)	(292,081)
	14,000	(105,635)	(139,137)	(172,640)	(206,143)	(239,646)	(273,149)	(306,651)

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(182,805)	20%	25%	30%	35%	40%	45%	50%
	15.0%	176,000	136,670	97,341	57,945	18,482	(21,335)	(62,749)
	16.0%	142,454	105,221	67,988	30,689	(6,678)	(45,401)	(85,850)
Profit	17.0%	108,907	73,771	38,635	3,432	(32,568)	(69,797)	(110,088)
20.0%	18.0%	75,361	42,321	9,282	(24,277)	(59,103)	(95,977)	(134,327)
	19.0%	41,815	10,872	(20,394)	(52,844)	(86,713)	(122,639)	(158,566)
	20.0%	8,268	(20,918)	(51,092)	(82,296)	(115,799)	(149,302)	(182,805)

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(182,805)	20%	25%	30%	35%	40%	45%	50%
	50,000	33,268	4,082	(26,092)	(57,296)	(90,799)	(124,302)	(157,805)
	60,000	23,268	(5,918)	(36,092)	(67,296)	(100,799)	(134,302)	(167,805)
BLV (£ per acre)	70,000	13,268	(15,918)	(46,092)	(77,296)	(110,799)	(144,302)	(177,805)
75,000	80,000	3,268	(25,918)	(56,092)	(87,296)	(120,799)	(154,302)	(187,805)
	90,000	(6,732)	(35,918)	(66,092)	(97,296)	(130,799)	(164,302)	(197,805)
	100,000	(16,732)	(45,918)	(76,092)	(107,296)	(140,799)	(174,302)	(207,805)
	110,000	(26,732)	(55,918)	(86,092)	(117,296)	(150,799)	(184,302)	(217,805)
	120,000	(36,732)	(65,918)	(96,092)	(127,296)	(160,799)	(194,302)	(227,805)
	130,000	(46,732)	(75,918)	(106,092)	(137,296)	(170,799)	(204,302)	(237,805)
	140,000	(56,732)	(85,918)	(116,092)	(147,296)	(180,799)	(214,302)	(247,805)
	150,000	(66,732)	(95,918)	(126,092)	(157,296)	(190,799)	(224,302)	(257,805)
	160,000	(76,732)	(105,918)	(136,092)	(167,296)	(200,799)	(234,302)	(267,805)
	170,000	(86,732)	(115,918)	(146,092)	(177,296)	(210,799)	(244,302)	(277,805)
	180,000	(96,732)	(125,918)	(156,092)	(187,296)	(220,799)	(254,302)	(287,805)
	190,000	(106,732)	(135,918)	(166,092)	(197,296)	(230,799)	(264,302)	(297,805)
	250,000	(166,732)	(195,918)	(226,092)	(257,296)	(290,799)	(324,302)	(357,805)

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Scheme Typology: Houses — No Units: 50
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(182,805)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(3,627)	(28,644)	(54,508)	(81,254)	(109,971)	(138,687)	(167,404)
	35	8,268	(20,918)	(51,092)	(82,296)	(115,799)	(149,302)	(182,805)
Density (dph)	40	20,164	(13,192)	(47,677)	(83,338)	(121,627)	(159,916)	(198,205)
35.0	45	32,059	(5,466)	(44,262)	(84,381)	(127,456)	(170,531)	(213,606)
	50	43,955	2,259	(40,846)	(85,423)	(133,284)	(181,145)	(229,006)
	55	55,850	9,985	(37,431)	(86,465)	(139,113)	(191,760)	(244,407)
	60	67,746	17,711	(34,016)	(87,508)	(144,941)	(202,374)	(259,808)
	65	79,641	25,437	(30,600)	(88,550)	(150,769)	(212,989)	(275,208)
	70	91,536	33,163	(27,185)	(89,592)	(156,598)	(223,603)	(290,609)
	75	103,432	40,889	(23,769)	(90,635)	(162,426)	(234,218)	(306,010)
	80	115,327	48,615	(20,354)	(91,677)	(168,255)	(244,833)	(321,410)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(182,805)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	264,548	233,603	202,657	171,712	140,766	109,821	78,875
	92%	213,292	182,767	152,241	121,715	91,190	60,664	30,138
Build Cost	94%	162,036	131,931	101,825	71,719	41,613	11,507	(18,870)
100%	96%	110,780	81,094	51,408	21,722	(7,964)	(38,637)	(70,039)
(105% = 5% increase)	98%	59,524	30,258	992	(28,881)	(59,677)	(92,152)	(126,143)
	100%	8,268	(20,918)	(51,092)	(82,296)	(115,799)	(149,302)	(182,805)
	102%	(44,284)	(74,445)	(107,408)	(140,422)	(173,437)	(206,452)	(239,466)
	104%	(100,969)	(133,496)	(166,022)	(198,549)	(231,075)	(263,602)	(296,128)
	106%	(160,560)	(192,598)	(224,636)	(256,675)	(288,713)	(320,751)	(352,790)
	108%	(220,150)	(251,700)	(283,251)	(314,801)	(346,351)	(377,901)	(409,587)
	110%	(279,741)	(310,803)	(341,865)	(372,927)	(403,989)	(435,243)	(466,569)
	112%	(339,331)	(369,905)	(400,479)	(431,053)	(461,880)	(492,716)	(523,551)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(182,805)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(583,632)	(579,622)	(575,611)	(571,601)	(567,591)	(563,580)	(559,652)
	82%	(523,166)	(522,935)	(522,704)	(522,473)	(522,241)	(522,010)	(521,779)
Market Values	84%	(462,700)	(466,248)	(469,796)	(473,344)	(476,892)	(480,440)	(483,988)
100%	86%	(402,375)	(409,591)	(416,888)	(424,216)	(431,543)	(438,870)	(446,197)
(105% = 5% increase)	88%	(342,291)	(353,262)	(364,234)	(375,205)	(386,193)	(397,299)	(408,405)
	90%	(282,207)	(296,934)	(311,660)	(326,387)	(341,113)	(355,840)	(370,614)
	92%	(222,123)	(240,605)	(259,087)	(277,569)	(296,051)	(314,532)	(333,014)
	94%	(162,039)	(184,276)	(206,514)	(228,751)	(250,988)	(273,225)	(295,462)
	96%	(101,956)	(127,948)	(153,940)	(179,932)	(205,925)	(231,917)	(257,909)
	98%	(44,737)	(71,907)	(101,367)	(131,114)	(160,862)	(190,609)	(220,357)
	100%	8,268	(20,918)	(51,092)	(82,296)	(115,799)	(149,302)	(182,805)
	102%	59,952	27,876	(4,201)	(37,185)	(71,116)	(107,994)	(145,252)
	104%	111,636	76,330	41,023	5,716	(30,244)	(67,460)	(107,700)
	106%	163,321	124,784	86,246	47,709	9,172	(30,010)	(70,638)
	108%	215,005	173,237	131,470	89,703	47,935	6,168	(36,468)
	110%	266,689	221,691	176,694	131,696	86,699	41,701	(3,297)
	112%	318,373	270,145	221,917	173,689	125,462	77,234	29,006
	114%	370,057	318,599	267,141	215,683	164,225	112,767	61,309
	116%	421,718	367,053	312,364	257,676	202,988	148,299	93,611
	118%	473,156	415,452	357,588	299,669	241,751	183,832	125,914
	120%	524,593	463,675	402,757	341,663	280,514	219,365	158,216

TABLE 7

Balance (RLV - BLV £ per acre (n))	(182,805)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	70,933	42,087	13,240	(15,774)	(45,833)	(76,472)	(109,950)
	10,000	133,597	104,751	75,905	47,059	18,212	(10,634)	(40,574)
Grant (£ per unit)	15,000	196,262	167,416	138,569	109,723	80,877	52,031	23,184
-	20,000	258,926	230,080	201,234	172,388	143,541	114,695	85,849
	25,000	321,591	292,745	263,899	235,052	206,206	177,360	148,513
	30,000	384,256	355,409	326,563	297,717	268,871	240,024	211,178
	35,000	446,672	417,903	389,133	360,364	331,535	302,689	273,843
	40,000	509,023	480,253	451,484	422,714	393,945	365,175	336,405
	45,000	571,366	542,604	513,834	485,065	456,295	427,525	398,756
	50,000	633,443	604,709	575,975	547,242	518,508	489,774	461,041
	55,000	695,519	666,786	638,052	609,318	580,585	551,851	523,117

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Appraisal Ref: GB HMV 100 (see Typologies Matrix)
Scheme Typology: Houses & Flats No Units: 100
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Green Belt
Notes/Comments:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	17.5	70.0%	35.0	53%	52.5
3 bed House	40.0%	20.0	20.0%	10.0	30%	30.0
4 + bed House	25.0%	12.5	10.0%	5.0	18%	17.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.0	100.0%	50.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,225	13,186	2,450	26,372	3,675	39,557
3 bed House	2,040	21,958	1,020	10,979	3,060	32,938
4 + bed House	1,625	17,491	650	6,997	2,275	24,488
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	4,890	52,636	4,120	44,347	9,010	96,983

AH % by floor area: 45.73% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	13,650,000
3 bed House	350,000	3,431	319	3,431	319	10,500,000
4 + bed House	445,000	3,423	318	3,423	318	7,787,500
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						31,937,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments:

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	17.5	@	260,000		4,550,000
3 bed House	20.0	@	350,000		7,000,000
4 + bed House	12.5	@	445,000		5,562,500
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	50.0				17,112,500
Affordable Rent GDV -					
2 bed House	10.5	@	182,000		1,911,000
3 bed House	3.0	@	245,000		735,000
4 + bed House	1.5	@	311,500		467,250
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	15.0				3,113,250
Social Rent GDV -					
2 bed House	15.8	@	130,000		2,047,500
3 bed House	4.5	@	175,000		787,500
4 + bed House	2.3	@	222,500		500,625
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	22.5				3,335,625
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	182,000		1,592,500
3 bed House	2.5	@	245,000		612,500
4 + bed House	1.3	@	311,500		389,375
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	12.5	50.0			2,594,375
Sub-total GDV Residential	**100**				**26,155,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	5,781,750
	642 £ psm (total GIA sqm)			57,818 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**26,155,750**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments:

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			4,890	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		2.10%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				9,010	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,675	sqm @		1,710	psm			(6,284,250)
3 bed House				3,060	sqm @		1,710	psm			(5,232,600)
3 bed House (EXC. garage)				2,257	sqm @		1,710	psm			(3,859,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	20.0	50%		18	sqm @		653	psm			(117,540)
Garages for 4B House	12.5	100%		18	sqm @		653	psm			(146,925)
Total GIA check:				9,010	£ per garage		£11,754				
External works				15,610,005	@		15.0%				(2,341,501)
Ext. Works analysis:							23,415	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		1,137	£ per unit			(113,700)
M4(2) Category 2 Housing	Aff units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		50	units @		5%	@	26,816	£ per unit		(67,040)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,296,740)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				19,248,246	@		3.0%				(577,447)

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Scheme Typology:	**Houses & Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield:	**Green Belt**	
Notes/Comments:					

Professional Fees		19,248,246	@	7.0%			(1,347,377)
Disposal Costs -							
OMS Marketing and Promotion		17,112,500	OMS @	3.00%	5,134	£ per unit	(513,375)
Residential Sales Agent Costs		17,112,500	OMS @	1.00%	1,711	£ per unit	(171,125)
Residential Sales Legal Costs		17,112,500	OMS @	0.25%	428	£ per unit	(42,781)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,373	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(205,117)
Developers Profit -							
Profit on OMS		17,112,500		20.00%			(3,422,500)
Margin on AH		9,043,250		6.00%	on AH values		(542,595)
Profit analysis:		26,155,750		15.16%	blended GDV	(3,965,095)	
		22,828,809		17.37%	on costs	(3,965,095)	
TOTAL COSTS							**(26,793,904)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(638,154)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(638,154)**
RLV analysis:	(6,382) £ per plot	(223,354)	£ per ha (net)	(90,390)	£ per acre (net)		
		(178,683)	£ per ha (gross)	(72,312)	£ per acre (gross)		
				-2.44%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		3.57	ha (gross)	8.83	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**529,500**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(408,679)**	£ per ha (net)	**(165,390)**	£ per acre (net)		**(1,167,654)**

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Scheme Typology: Houses & Flats — No Units: 100
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Green Belt
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(165,390)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	-	93,543	64,355	35,047	5,740	(23,567)	(53,221)	(85,022)
	1,000	80,975	51,715	22,408	(6,900)	(36,207)	(66,539)	(99,634)
Site Specific S106	2,000	68,383	39,075	9,768	(19,539)	(49,053)	(80,366)	(114,247)
5,500	3,000	55,743	26,436	(2,872)	(32,179)	(62,278)	(94,978)	(128,859)
	4,000	43,103	13,796	(15,511)	(44,886)	(75,709)	(109,590)	(143,472)
	5,000	30,464	1,156	(28,151)	(58,018)	(90,321)	(124,203)	(158,084)
	6,000	17,824	(11,483)	(40,791)	(71,388)	(104,934)	(138,815)	(172,696)
	7,000	5,184	(24,123)	(53,796)	(85,665)	(119,546)	(153,427)	(187,309)
	8,000	(7,455)	(36,763)	(67,127)	(100,277)	(134,158)	(168,040)	(201,921)
	9,000	(20,095)	(49,628)	(81,008)	(114,889)	(148,771)	(182,652)	(216,533)
	10,000	(32,735)	(62,866)	(95,620)	(129,502)	(163,383)	(197,264)	(231,185)
	11,000	(45,461)	(76,351)	(110,233)	(144,114)	(177,995)	(211,877)	(245,880)
	12,000	(58,605)	(90,964)	(124,845)	(158,726)	(192,608)	(226,489)	(260,574)
	13,000	(71,976)	(105,576)	(139,457)	(173,339)	(207,220)	(241,164)	(275,269)
	14,000	(86,307)	(120,188)	(154,070)	(187,951)	(221,832)	(255,859)	(289,964)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(165,390)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	15.0%	191,875	152,085	112,294	72,504	32,713	(7,077)	(47,006)
	16.0%	158,329	120,635	82,941	45,247	7,553	(30,140)	(68,993)
Profit	17.0%	124,783	89,186	53,588	17,991	(17,606)	(53,561)	(92,674)
20.0%	18.0%	91,236	57,736	24,235	(9,265)	(42,766)	(78,184)	(116,913)
	19.0%	57,690	26,286	(5,118)	(36,522)	(69,090)	(104,846)	(141,151)
	20.0%	24,144	(5,163)	(34,471)	(64,703)	(97,627)	(131,509)	(165,390)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(165,390)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	50,000	49,144	19,837	(9,471)	(39,703)	(72,627)	(106,509)	(140,390)
	60,000	39,144	9,837	(19,471)	(49,703)	(82,627)	(116,509)	(150,390)
BLV (£ per acre)	70,000	29,144	(163)	(29,471)	(59,703)	(92,627)	(126,509)	(160,390)
75,000	80,000	19,144	(10,163)	(39,471)	(69,703)	(102,627)	(136,509)	(170,390)
	90,000	9,144	(20,163)	(49,471)	(79,703)	(112,627)	(146,509)	(180,390)
	100,000	(856)	(30,163)	(59,471)	(89,703)	(122,627)	(156,509)	(190,390)
	110,000	(10,856)	(40,163)	(69,471)	(99,703)	(132,627)	(166,509)	(200,390)
	120,000	(20,856)	(50,163)	(79,471)	(109,703)	(142,627)	(176,509)	(210,390)
	130,000	(30,856)	(60,163)	(89,471)	(119,703)	(152,627)	(186,509)	(220,390)
	140,000	(40,856)	(70,163)	(99,471)	(129,703)	(162,627)	(196,509)	(230,390)
	150,000	(50,856)	(80,163)	(109,471)	(139,703)	(172,627)	(206,509)	(240,390)
	160,000	(60,856)	(90,163)	(119,471)	(149,703)	(182,627)	(216,509)	(250,390)
	170,000	(70,856)	(100,163)	(129,471)	(159,703)	(192,627)	(226,509)	(260,390)
	180,000	(80,856)	(110,163)	(139,471)	(169,703)	(202,627)	(236,509)	(270,390)
	190,000	(90,856)	(120,163)	(149,471)	(179,703)	(212,627)	(246,509)	(280,390)
	250,000	(150,856)	(180,163)	(209,471)	(239,703)	(272,627)	(306,509)	(340,390)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: Houses & Flats No Units: 100
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Green Belt
Notes/Comments:

TABLE 4

Balance (RLV - BLV £ per acre (n))	(165,390)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	9,980	(15,140)	(40,261)	(66,174)	(94,395)	(123,436)	(152,477)
	35	24,144	(5,163)	(34,471)	(64,703)	(97,627)	(131,509)	(165,390)
Density (dph)	40	38,307	4,813	(28,681)	(63,232)	(100,860)	(139,581)	(178,303)
35.0	45	52,471	14,790	(22,891)	(61,761)	(104,092)	(147,654)	(191,216)
	50	66,634	24,766	(17,101)	(60,290)	(107,325)	(155,727)	(204,129)
	55	80,797	34,743	(11,311)	(58,819)	(110,557)	(163,799)	(217,041)
	60	94,961	44,720	(5,521)	(57,347)	(113,790)	(171,872)	(229,954)
	65	109,124	54,696	268	(55,876)	(117,022)	(179,945)	(242,867)
	70	123,288	64,673	6,058	(54,405)	(120,255)	(188,017)	(255,780)
	75	137,451	74,650	11,848	(52,934)	(123,487)	(196,090)	(268,693)
	80	151,614	84,626	17,638	(51,463)	(126,720)	(204,163)	(281,606)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(165,390)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	281,584	250,550	219,485	188,353	157,220	126,088	94,850
	92%	230,415	199,701	168,988	138,274	107,458	76,616	45,711
Build Cost	94%	179,080	148,785	118,381	87,961	57,514	26,936	(3,641)
100%	96%	127,620	97,620	67,621	37,468	7,314	(22,840)	(53,345)
(105% = 5% increase)	98%	76,018	46,307	16,576	(13,155)	(42,886)	(74,052)	(108,335)
	100%	24,144	(5,163)	(34,471)	(64,703)	(97,627)	(131,509)	(165,390)
	102%	(27,750)	(57,145)	(88,878)	(122,270)	(155,662)	(189,054)	(222,445)
	104%	(82,088)	(114,990)	(147,892)	(180,794)	(213,696)	(246,693)	(279,813)
	106%	(142,080)	(174,493)	(206,906)	(239,318)	(271,935)	(304,563)	(337,191)
	108%	(202,073)	(233,996)	(266,026)	(298,162)	(330,298)	(362,433)	(394,569)
	110%	(262,087)	(293,730)	(325,374)	(357,017)	(388,660)	(420,304)	(451,968)
	112%	(322,419)	(353,570)	(384,721)	(415,872)	(447,023)	(478,219)	(509,670)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(165,390)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(568,104)	(564,328)	(560,551)	(556,774)	(552,997)	(549,220)	(545,475)
	82%	(506,986)	(507,029)	(507,073)	(507,116)	(507,159)	(507,202)	(507,245)
Market Values	84%	(446,196)	(449,940)	(453,685)	(457,457)	(461,320)	(465,183)	(469,046)
100%	86%	(385,475)	(393,014)	(400,554)	(408,093)	(415,633)	(423,172)	(430,847)
(105% = 5% increase)	88%	(324,754)	(336,088)	(347,423)	(358,758)	(370,092)	(381,427)	(392,761)
	90%	(264,033)	(279,162)	(294,292)	(309,422)	(324,551)	(339,681)	(354,811)
	92%	(203,547)	(222,338)	(241,161)	(260,086)	(279,010)	(297,935)	(316,860)
	94%	(143,186)	(165,749)	(188,313)	(210,876)	(233,470)	(256,189)	(278,909)
	96%	(82,824)	(109,161)	(135,497)	(161,833)	(188,169)	(214,505)	(240,959)
	98%	(28,069)	(54,502)	(82,681)	(112,790)	(142,898)	(173,007)	(203,116)
	100%	24,144	(5,163)	(34,471)	(64,703)	(97,627)	(131,509)	(165,390)
	102%	76,349	43,786	11,215	(21,356)	(54,309)	(90,010)	(127,664)
	104%	128,282	92,633	56,901	21,067	(14,767)	(50,868)	(89,939)
	106%	180,129	141,320	102,426	63,490	24,392	(14,705)	(54,181)
	108%	231,814	189,855	147,867	105,727	63,552	21,191	(21,169)
	110%	283,460	238,310	193,121	147,922	102,536	57,087	11,464
	112%	334,929	286,679	238,345	189,925	141,486	92,854	44,096
	114%	386,398	334,931	283,463	231,919	180,269	128,557	76,680
	116%	437,811	383,183	328,499	273,814	219,033	164,152	109,138
	118%	489,095	431,355	373,534	315,633	257,732	199,686	141,575
	120%	540,378	479,434	418,489	357,451	296,334	235,216	173,878

TABLE 7

Balance (RLV - BLV £ per acre (n))	(165,390)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	87,291	58,039	28,731	(576)	(29,883)	(59,850)	(92,324)
	10,000	150,167	121,010	91,853	62,626	33,319	4,011	(25,296)
Grant (£ per unit)	15,000	212,812	183,774	154,728	125,571	96,414	67,213	37,906
-	20,000	275,371	246,353	217,316	188,278	159,240	130,132	100,975
	25,000	337,685	308,735	279,785	250,835	221,819	192,781	163,743
	30,000	399,998	371,048	342,099	313,149	284,199	255,250	226,300
	35,000	462,087	433,195	404,303	375,411	346,513	317,563	288,614
	40,000	524,165	495,273	466,381	437,489	408,597	379,705	350,812
	45,000	586,198	557,333	528,459	499,567	470,675	441,783	412,890
	50,000	648,071	619,205	590,340	561,475	532,610	503,745	474,879
	55,000	709,943	681,078	652,213	623,347	594,482	565,617	536,752

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Appraisal Ref: GB HMV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	35.0	70.0%	70.0	53%	105.0
3 bed House	40.0%	40.0	20.0%	20.0	30%	60.0
4 + bed House	25.0%	25.0	10.0%	10.0	18%	35.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	100.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	2,450	26,372	4,900	52,743	7,350	79,115
3 bed House	4,080	43,917	2,040	21,958	6,120	65,875
4 + bed House	3,250	34,983	1,300	13,993	4,550	48,976
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	9,780	105,271	8,240	88,695	18,020	193,966
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	27,300,000
3 bed House	350,000	3,431	319	3,431	319	21,000,000
4 + bed House	445,000	3,423	318	3,423	318	15,575,000
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						63,875,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	35.0	@	260,000		9,100,000
3 bed House	40.0	@	350,000		14,000,000
4 + bed House	25.0	@	445,000		11,125,000
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	100.0				34,225,000
Affordable Rent GDV -					
2 bed House	21.0	@	182,000		3,822,000
3 bed House	6.0	@	245,000		1,470,000
4 + bed House	3.0	@	311,500		934,500
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	30.0				6,226,500
Social Rent GDV -					
2 bed House	31.5	@	130,000		4,095,000
3 bed House	9.0	@	175,000		1,575,000
4 + bed House	4.5	@	222,500		1,001,250
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	45.0				6,671,250
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	182,000		3,185,000
3 bed House	5.0	@	245,000		1,225,000
4 + bed House	2.5	@	311,500		778,750
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	25.0	100.0			5,188,750
Sub-total GDV Residential	**200**				**52,311,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	11,563,500
	642 £ psm (total GIA sqm)			57,818 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**52,311,500**

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Scheme Typology: Houses — No Units: 200
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			9,780	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500	£ per ha		2.10%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				18,020	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				7,350	sqm @		1,710	psm			(12,568,500)
3 bed House				6,120	sqm @		1,710	psm			(10,465,200)
3 bed House (EXC. garage)				4,532	sqm @		1,710	psm			(7,749,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	40.0		50%	18	sqm @		653	psm			(235,080)
Garages for 4B House	25.0		100%	18	sqm @		653	psm			(293,850)
Total GIA check:				18,020	£ per garage		£11,754				
External works				31,281,570	@		15.0%				(4,692,236)
Ext. Works analysis:							23,461	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		1,137	£ per unit			(227,400)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		100	units @		5%	@	26,816	£ per unit		(134,080)
Part L/FHS			200	units @				8,760	£ per unit		(1,752,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			200	units @				1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(2,593,480)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				38,567,286	@		3.0%				(1,157,019)

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Scheme Typology:	**Houses**	No Units:	**200**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		38,567,286	@	7.0%			(2,699,710)
Disposal Costs -							
OMS Marketing and Promotion		34,225,000	OMS @	3.00%	5,134	£ per unit	(1,026,750)
Residential Sales Agent Costs		34,225,000	OMS @	1.00%	1,711	£ per unit	(342,250)
Residential Sales Legal Costs		34,225,000	OMS @	0.25%	428	£ per unit	(85,563)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		200 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,323	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(200,505)
Developers Profit -							
Profit on OMS		34,225,000		20.00%			(6,845,000)
Margin on AH		18,086,500		6.00%	on AH values		(1,085,190)
Profit analysis:		52,311,500		15.16%	blended GDV	(7,930,190)	
		45,428,021		17.46%	on costs	(7,930,190)	
TOTAL COSTS							**(53,358,211)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,046,711)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(1,046,711)**
RLV analysis:	(5,234) £ per plot	(183,174)	£ per ha (net)	(74,130)	£ per acre (net)		
		(146,540)	£ per ha (gross)	(59,304)	£ per acre (gross)		
				-2.00%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		7.14	ha (gross)	17.65	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**1,059,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(368,499)**	£ per ha (net)	**(149,130)**	£ per acre (net)		**(2,105,711)**

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Scheme Typology: Houses — No Units: 200
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(149,130)	20%	25%	30%	35%	40%	45%	50%
	-	106,769	77,490	48,212	18,879	(10,479)	(39,915)	(69,897)
	1,000	94,379	65,100	35,811	6,460	(22,928)	(52,380)	(83,875)
Site Specific S106	2,000	81,988	52,709	23,393	(5,959)	(35,377)	(65,068)	(98,347)
5,500	3,000	69,598	40,319	10,974	(18,390)	(47,826)	(78,570)	(112,821)
	4,000	57,207	27,907	(1,444)	(30,839)	(60,340)	(93,020)	(127,338)
	5,000	44,817	15,489	(13,863)	(43,288)	(73,433)	(107,492)	(141,854)
	6,000	32,422	3,070	(26,301)	(55,737)	(87,718)	(121,964)	(156,412)
	7,000	20,003	(9,348)	(38,750)	(68,600)	(102,164)	(136,474)	(170,976)
	8,000	7,585	(21,767)	(51,199)	(82,436)	(116,637)	(150,990)	(185,588)
	9,000	(4,834)	(34,211)	(63,811)	(96,866)	(131,109)	(165,534)	(200,216)
	10,000	(17,252)	(46,661)	(77,153)	(111,309)	(145,610)	(180,098)	(214,885)
	11,000	(29,673)	(59,116)	(91,583)	(125,781)	(160,126)	(194,691)	(229,595)
	12,000	(42,122)	(72,147)	(106,014)	(140,253)	(174,656)	(209,306)	(244,340)
	13,000	(54,571)	(86,301)	(120,454)	(154,746)	(189,220)	(223,962)	(259,132)
	14,000	(67,346)	(100,731)	(134,926)	(169,262)	(203,793)	(238,640)	(273,983)

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(149,130)	20%	25%	30%	35%	40%	45%	50%
	15.0%	206,353	166,528	126,689	86,769	46,782	6,694	(33,546)
	16.0%	172,807	135,078	97,336	59,513	21,622	(16,369)	(54,513)
Profit	17.0%	139,260	103,628	67,983	32,257	(3,537)	(39,432)	(76,414)
20.0%	18.0%	105,714	72,179	38,630	5,000	(28,697)	(62,618)	(100,652)
	19.0%	72,168	40,729	9,277	(22,256)	(53,857)	(88,065)	(124,891)
	20.0%	38,621	9,279	(20,076)	(49,513)	(80,503)	(114,728)	(149,130)

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(149,130)	20%	25%	30%	35%	40%	45%	50%
	50,000	63,621	34,279	4,924	(24,513)	(55,503)	(89,728)	(124,130)
	60,000	53,621	24,279	(5,076)	(34,513)	(65,503)	(99,728)	(134,130)
BLV (£ per acre)	70,000	43,621	14,279	(15,076)	(44,513)	(75,503)	(109,728)	(144,130)
75,000	80,000	33,621	4,279	(25,076)	(54,513)	(85,503)	(119,728)	(154,130)
	90,000	23,621	(5,721)	(35,076)	(64,513)	(95,503)	(129,728)	(164,130)
	100,000	13,621	(15,721)	(45,076)	(74,513)	(105,503)	(139,728)	(174,130)
	110,000	3,621	(25,721)	(55,076)	(84,513)	(115,503)	(149,728)	(184,130)
	120,000	(6,379)	(35,721)	(65,076)	(94,513)	(125,503)	(159,728)	(194,130)
	130,000	(16,379)	(45,721)	(75,076)	(104,513)	(135,503)	(169,728)	(204,130)
	140,000	(26,379)	(55,721)	(85,076)	(114,513)	(145,503)	(179,728)	(214,130)
	150,000	(36,379)	(65,721)	(95,076)	(124,513)	(155,503)	(189,728)	(224,130)
	160,000	(46,379)	(75,721)	(105,076)	(134,513)	(165,503)	(199,728)	(234,130)
	170,000	(56,379)	(85,721)	(115,076)	(144,513)	(175,503)	(209,728)	(244,130)
	180,000	(66,379)	(95,721)	(125,076)	(154,513)	(185,503)	(219,728)	(254,130)
	190,000	(76,379)	(105,721)	(135,076)	(164,513)	(195,503)	(229,728)	(264,130)
	250,000	(136,379)	(165,721)	(195,076)	(224,513)	(255,503)	(289,728)	(324,130)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: Houses — No Units: 200
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(149,130)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	22,390	(2,760)	(27,922)	(53,154)	(79,717)	(109,052)	(138,540)
	35	38,621	9,279	(20,076)	(49,513)	(80,503)	(114,728)	(149,130)
Density (dph)	40	54,853	21,319	(12,230)	(45,872)	(81,289)	(120,403)	(159,720)
35.0	45	71,085	33,359	(4,383)	(42,230)	(82,075)	(126,079)	(170,310)
	50	87,316	45,399	3,463	(38,589)	(82,861)	(131,754)	(180,900)
	55	103,548	57,439	11,309	(34,948)	(83,648)	(137,430)	(191,490)
	60	119,779	69,479	19,155	(31,307)	(84,434)	(143,105)	(202,079)
	65	136,011	81,519	27,002	(27,666)	(85,220)	(148,780)	(212,669)
	70	152,243	93,559	34,848	(24,025)	(86,006)	(154,456)	(223,259)
	75	168,474	105,599	42,694	(20,384)	(86,792)	(160,131)	(233,849)
	80	184,706	117,639	50,541	(16,743)	(87,578)	(165,807)	(244,439)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(149,130)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	292,243	261,039	229,805	198,572	167,339	136,078	104,793
	92%	241,631	210,811	179,990	149,141	118,269	87,397	56,463
Build Cost	94%	190,991	160,551	130,093	99,634	69,128	38,606	8,021
100%	96%	140,263	110,217	80,135	50,028	19,886	(10,297)	(40,562)
(105% = 5% increase)	98%	89,486	59,793	30,089	322	(29,486)	(59,378)	(92,444)
	100%	38,621	9,279	(20,076)	(49,513)	(80,503)	(114,728)	(149,130)
	102%	(12,361)	(41,352)	(70,908)	(104,193)	(137,996)	(171,982)	(206,236)
	104%	(63,617)	(95,663)	(128,898)	(162,265)	(195,809)	(229,650)	(263,934)
	106%	(121,764)	(154,571)	(187,506)	(220,653)	(254,071)	(287,933)	(322,544)
	108%	(181,248)	(213,767)	(246,478)	(279,490)	(312,940)	(347,128)	(382,453)
	110%	(241,007)	(273,311)	(305,905)	(338,962)	(372,727)	(407,585)	(442,659)
	112%	(301,146)	(333,343)	(365,983)	(399,364)	(433,748)	(468,306)	(503,041)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(149,130)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(559,150)	(556,699)	(554,247)	(551,796)	(549,456)	(547,132)	(544,912)
	82%	(494,639)	(496,108)	(497,592)	(499,188)	(500,783)	(502,378)	(504,066)
Market Values	84%	(430,314)	(435,804)	(441,294)	(446,783)	(452,273)	(457,863)	(463,505)
100%	86%	(367,064)	(375,930)	(385,065)	(394,520)	(404,030)	(413,540)	(423,050)
(105% = 5% increase)	88%	(305,195)	(317,506)	(329,983)	(342,715)	(355,818)	(369,316)	(382,847)
	90%	(244,180)	(260,004)	(275,957)	(292,099)	(308,496)	(325,275)	(342,644)
	92%	(183,691)	(203,089)	(222,590)	(242,226)	(262,062)	(282,180)	(302,740)
	94%	(123,556)	(146,566)	(169,654)	(192,846)	(216,189)	(239,757)	(263,658)
	96%	(64,676)	(90,334)	(117,022)	(143,802)	(170,714)	(197,794)	(225,140)
	98%	(12,872)	(39,052)	(65,488)	(95,006)	(125,503)	(156,141)	(186,999)
	100%	38,621	9,279	(20,076)	(49,513)	(80,503)	(114,728)	(149,130)
	102%	90,000	57,510	24,993	(7,577)	(40,219)	(73,613)	(111,461)
	104%	141,301	105,674	69,976	34,269	(1,520)	(37,380)	(74,038)
	106%	192,568	153,737	114,905	76,020	37,107	(1,901)	(40,997)
	108%	243,740	201,777	159,764	117,728	75,642	33,507	(8,721)
	110%	294,907	249,746	204,585	159,383	114,143	68,841	23,469
	112%	346,011	297,716	249,357	200,998	152,593	104,149	55,618
	114%	397,092	345,609	294,125	242,572	191,015	139,395	87,729
	116%	448,173	393,497	338,821	284,144	229,391	174,636	119,789
	118%	499,197	441,386	383,517	325,648	267,766	209,813	151,831
	120%	550,205	489,212	428,213	367,151	306,090	244,991	183,840

TABLE 7

Balance (RLV - BLV £ per acre (n))	(149,130)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	100,659	71,380	42,101	12,757	(16,614)	(46,050)	(76,533)
	10,000	162,581	133,362	104,138	74,859	45,580	16,234	(13,152)
Grant (£ per unit)	15,000	224,433	195,262	166,050	136,831	107,612	78,339	49,060
-	20,000	286,222	257,050	227,879	198,708	169,519	140,300	111,081
	25,000	347,934	318,798	289,662	260,496	231,325	202,154	172,983
	30,000	409,616	380,480	351,344	322,208	293,072	263,937	234,771
	35,000	471,247	442,134	413,021	383,890	354,754	325,618	296,483
	40,000	532,834	503,721	474,609	445,496	416,383	387,270	358,158
	45,000	594,422	565,309	536,196	507,084	477,971	448,858	419,745
	50,000	655,949	626,847	597,745	568,643	539,541	510,439	481,333
	55,000	717,454	688,352	659,250	630,148	601,046	571,944	542,842

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Appraisal Ref: GB HMV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units
AH Policy requirement (% Target)			50%	
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%	
AH tenure split %	Affordable Rent:			30.0%
	Social Rent:			45.0% 75.0% % Rented
	First Homes:			0.0%
	Other Intermediate (LCHO/Sub-Market etc.):			25.0% 12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%
CIL Rate (£ psm)			0.00	£ psm

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	70.0	70.0%	140.0	53%	210.0
3 bed House	40.0%	80.0	20.0%	40.0	30%	120.0
4 + bed House	25.0%	50.0	10.0%	20.0	18%	70.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	200.0	100.0%	200.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	4,900	52,743	9,800	105,486	14,700	158,229
3 bed House	8,160	87,834	4,080	43,917	12,240	131,750
4 + bed House	6,500	69,965	2,600	27,986	9,100	97,952
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	19,560	210,542	16,480	177,389	36,040	387,931
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	54,600,000
3 bed House	350,000	3,431	319	3,431	319	42,000,000
4 + bed House	445,000	3,423	318	3,423	318	31,150,000
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						127,750,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	70.0	@	260,000		18,200,000
3 bed House	80.0	@	350,000		28,000,000
4 + bed House	50.0	@	445,000		22,250,000
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	200.0				68,450,000
Affordable Rent GDV -					
2 bed House	42.0	@	182,000		7,644,000
3 bed House	12.0	@	245,000		2,940,000
4 + bed House	6.0	@	311,500		1,869,000
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	60.0				12,453,000
Social Rent GDV -					
2 bed House	63.0	@	130,000		8,190,000
3 bed House	18.0	@	175,000		3,150,000
4 + bed House	9.0	@	222,500		2,002,500
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	90.0				13,342,500
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	35.0	@	182,000		6,370,000
3 bed House	10.0	@	245,000		2,450,000
4 + bed House	5.0	@	311,500		1,557,500
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	50.0	200.0			10,377,500
Sub-total GDV Residential	**400**				**104,623,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	23,127,000
	642 £ psm (total GIA sqm)			57,818 £ per unit (total units)	
Grant	400	units @	0	per unit	-
Total GDV					**104,623,000**

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Scheme Typology: Houses — No Units: 400
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS												
Initial Payments -												
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£			(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£			(292,605)
CIL (Mrkt only inc. garages)	Max			19,560	sqm		0.00	£ psm				-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)				
Site Specific S106	Year 1						0					-
(strategic site cashflow yrs 1-15)	Year 2						0					-
	Year 3						0					-
	Year 4						0					-
	Year 5						0					-
	Year 6						0					-
	Year 7						0					-
	Year 8						0					-
	Year 9						0					-
	Year 10						0					-
	Year 11						0					-
	Year 12						0					-
	Year 13						0					-
	Year 14						0					-
	Year 15						0					-
Site Specific S106 (installment)				400	units @		5,500	per unit				(2,200,000)
	Sub-total										(2,200,000)	
S106 analysis:	192,500	£ per ha		2.10%	% of GDV		5,500	£ per unit (total units)				
AH Commuted Sum				36,040	sqm (total)		0	£ psm				-
Comm. Sum analysis:				0.00%	% of GDV							
Construction Costs -												
Site Clearance, Demolition & Remediation				11.43	ha @		0	£ per ha (if brownfield)				-
Strategic Site Infra. costs	Year 1		0									-
	Year 2		0									-
	Year 3		0									-
	Year 4		0									-
	Year 5		0									-
	Year 6		0									-
	Year 7		0									-
	Year 8		0									-
	Year 9		0									-
	Year 10		0									-
	Year 11		0									-
	Year 12		0									-
	Year 13		0									-
	Year 14		0									-
	Year 15		0									-
	Years 1-15			400	units @		0	per unit				-
	Sub-total										-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)				
2 bed House				14,700	sqm @		1,710	psm				(25,137,000)
3 bed House				12,240	sqm @		1,710	psm				(20,930,400)
3 bed House (EXC. garage)				9,082	sqm @		1,710	psm				(15,530,220)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm				30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm				-
1 bed Flat				-	sqm @		1,868	psm				-
2 bed Flat				-	sqm @		1,868	psm				-
-				-	sqm @		1,868	psm				-
Garages for 3B House	80.0		50%	18	sqm @		653	psm				(470,160)
Garages for 4B House	50.0		100%	18	sqm @		653	psm				(587,700)
Total GIA check:				36,040	£ per garage		£11,754					
External works				62,624,700	@		15.0%					(9,393,705)
Ext. Works analysis:							23,484	£ per unit (total units)				
Policy Costs on design -												
Net Biodiversity costs				400	units @		1,137	£ per unit				(454,800)
M4(2) Category 2 Housing	Aff units		200	units @		100%	@	1,400	£ per unit			(280,000)
M4(2) Category 2 Housing	OMS units		200	units @		100%	@	1,400	£ per unit			(280,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit			-
M4(3) Category 3 Housing	Houses		200	units @		5%	@	26,816	£ per unit			(268,160)
Part L/FHS			400	units @				8,760	£ per unit			(3,504,000)
Part L/FHS analysis:							5.6%	% of BCIS costs				
EV Charging Points - Houses			400	units @				1,000	£ per unit			(400,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units			-
Water Efficiency			-	units @				10	£ per unit			-
	Sub-total										(5,186,960)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)				
							8.3%	% of BCIS costs				
Contingency (on construction)				77,205,365	@		3.0%					(2,316,161)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**400**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		77,205,365	@	7.0%			(5,404,376)
Disposal Costs -							
OMS Marketing and Promotion		68,450,000	OMS @	3.00%	5,134	£ per unit	(2,053,500)
Residential Sales Agent Costs		68,450,000	OMS @	1.00%	1,711	£ per unit	(684,500)
Residential Sales Legal Costs		68,450,000	OMS @	0.25%	428	£ per unit	(171,125)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400 units (1/2 back during sales period)		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,298	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(613,222)
Developers Profit -							
Profit on OMS		68,450,000		20.00%			(13,690,000)
Margin on AH		36,173,000		6.00%	on AH values		(2,170,380)
Profit analysis:		104,623,000		15.16%	blended GDV	(15,860,380)	
		91,048,388		17.42%	on costs	(15,860,380)	
TOTAL COSTS							**(106,908,768)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,285,768)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(2,285,768)**
RLV analysis:	(5,714) £ per plot	(200,005)	£ per ha (net)	(80,941)	£ per acre (net)		
		(160,004)	£ per ha (gross)	(64,753)	£ per acre (gross)		
				-2.18%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		14.29	ha (gross)	35.30	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**2,118,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE				
Surplus/(Deficit)	**(385,330)**	£ per ha (net)	**(155,941)**	£ per acre (net)	**(4,403,768)**

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Scheme Typology: Houses — No Units: 400
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(155,941)	20%	25%	30%	35%	40%	45%	50%
	-	99,913	70,955	41,976	12,966	(16,093)	(45,218)	(74,787)
	1,000	87,376	58,417	29,413	375	(28,713)	(57,869)	(89,452)
Site Specific S106	2,000	74,839	45,853	16,839	(12,220)	(41,342)	(70,680)	(104,164)
5,500	3,000	62,294	33,289	4,248	(24,841)	(53,993)	(84,952)	(118,908)
	4,000	49,730	20,712	(8,347)	(37,466)	(66,662)	(99,651)	(133,688)
	5,000	37,166	8,121	(20,968)	(50,117)	(80,453)	(114,388)	(148,510)
	6,000	24,585	(4,475)	(33,591)	(62,780)	(95,152)	(129,153)	(163,373)
	7,000	11,994	(17,095)	(46,241)	(75,964)	(109,873)	(143,952)	(178,286)
	8,000	(602)	(29,715)	(58,898)	(90,652)	(124,619)	(158,789)	(193,252)
	9,000	(13,222)	(42,365)	(71,775)	(105,358)	(139,399)	(173,667)	(208,275)
	10,000	(25,843)	(55,016)	(86,153)	(120,097)	(154,217)	(188,592)	(223,360)
	11,000	(38,490)	(67,723)	(100,852)	(134,865)	(169,070)	(203,566)	(238,517)
	12,000	(51,140)	(81,653)	(115,582)	(149,659)	(183,962)	(218,596)	(253,757)
	13,000	(63,815)	(96,353)	(130,330)	(164,485)	(198,898)	(233,684)	(269,088)
	14,000	(77,161)	(111,067)	(145,110)	(179,350)	(213,881)	(248,841)	(284,521)

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(155,941)	20%	25%	30%	35%	40%	45%	50%
	15.0%	198,613	159,074	119,487	79,840	40,097	237	(39,810)
	16.0%	165,066	127,624	90,134	52,583	14,937	(22,826)	(60,776)
Profit	17.0%	131,520	96,174	60,781	25,327	(10,223)	(45,889)	(83,225)
20.0%	18.0%	97,974	64,725	31,428	(1,930)	(35,383)	(69,021)	(107,463)
	19.0%	64,427	33,275	2,075	(29,186)	(60,542)	(95,101)	(131,702)
	20.0%	30,881	1,825	(27,278)	(56,442)	(87,802)	(121,764)	(155,941)

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(155,941)	20%	25%	30%	35%	40%	45%	50%
	50,000	55,881	26,825	(2,278)	(31,442)	(62,802)	(96,764)	(130,941)
	60,000	45,881	16,825	(12,278)	(41,442)	(72,802)	(106,764)	(140,941)
BLV (£ per acre)	70,000	35,881	6,825	(22,278)	(51,442)	(82,802)	(116,764)	(150,941)
75,000	80,000	25,881	(3,175)	(32,278)	(61,442)	(92,802)	(126,764)	(160,941)
	90,000	15,881	(13,175)	(42,278)	(71,442)	(102,802)	(136,764)	(170,941)
	100,000	5,881	(23,175)	(52,278)	(81,442)	(112,802)	(146,764)	(180,941)
	110,000	(4,119)	(33,175)	(62,278)	(91,442)	(122,802)	(156,764)	(190,941)
	120,000	(14,119)	(43,175)	(72,278)	(101,442)	(132,802)	(166,764)	(200,941)
	130,000	(24,119)	(53,175)	(82,278)	(111,442)	(142,802)	(176,764)	(210,941)
	140,000	(34,119)	(63,175)	(92,278)	(121,442)	(152,802)	(186,764)	(220,941)
	150,000	(44,119)	(73,175)	(102,278)	(131,442)	(162,802)	(196,764)	(230,941)
	160,000	(54,119)	(83,175)	(112,278)	(141,442)	(172,802)	(206,764)	(240,941)
	170,000	(64,119)	(93,175)	(122,278)	(151,442)	(182,802)	(216,764)	(250,941)
	180,000	(74,119)	(103,175)	(132,278)	(161,442)	(192,802)	(226,764)	(260,941)
	190,000	(84,119)	(113,175)	(142,278)	(171,442)	(202,802)	(236,764)	(270,941)
	250,000	(144,119)	(173,175)	(202,278)	(231,442)	(262,802)	(296,764)	(330,941)

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Scheme Typology: Houses — No Units: 400
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(155,941)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	15,755	(9,150)	(34,095)	(59,093)	(85,973)	(115,083)	(144,378)
	35	30,881	1,825	(27,278)	(56,442)	(87,802)	(121,764)	(155,941)
Density (dph)	40	46,007	12,800	(20,461)	(53,791)	(89,631)	(128,444)	(167,504)
35.0	45	61,133	23,775	(13,643)	(51,140)	(91,460)	(135,125)	(179,067)
	50	76,259	34,750	(6,826)	(48,489)	(93,289)	(141,805)	(190,630)
	55	91,385	45,725	(8)	(45,838)	(95,118)	(148,486)	(202,193)
	60	106,510	56,700	6,809	(43,187)	(96,947)	(155,166)	(213,756)
	65	121,636	67,675	13,627	(40,536)	(98,776)	(161,847)	(225,319)
	70	136,762	78,650	20,444	(37,885)	(100,604)	(168,527)	(236,882)
	75	151,888	89,625	27,261	(35,234)	(102,433)	(175,208)	(248,445)
	80	167,014	100,600	34,079	(32,583)	(104,262)	(181,888)	(260,008)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(155,941)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	287,402	256,513	225,613	194,703	163,793	132,871	101,934
	92%	236,338	205,843	175,325	144,804	114,272	83,720	53,145
Build Cost	94%	185,175	155,057	124,921	94,776	64,603	34,402	4,164
100%	96%	133,896	104,142	74,379	44,583	14,751	(15,125)	(45,063)
(105% = 5% increase)	98%	82,465	53,082	23,658	(5,808)	(35,326)	(64,921)	(98,118)
	100%	30,881	1,825	(27,278)	(56,442)	(87,802)	(121,764)	(155,941)
	102%	(20,918)	(49,662)	(79,453)	(112,892)	(146,487)	(180,313)	(214,500)
	104%	(73,239)	(105,999)	(139,050)	(172,284)	(205,775)	(239,659)	(274,170)
	106%	(133,615)	(166,283)	(199,160)	(232,328)	(265,910)	(300,173)	(335,590)
	108%	(194,608)	(227,138)	(259,974)	(293,278)	(327,290)	(362,514)	(400,031)
	110%	(256,208)	(288,735)	(321,755)	(355,542)	(390,589)	(427,964)	(467,093)
	112%	(318,607)	(351,365)	(384,931)	(419,819)	(457,052)	(495,634)	(534,709)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(155,941)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(599,447)	(596,787)	(594,171)	(591,641)	(589,224)	(587,015)	(584,957)
	82%	(526,835)	(528,483)	(530,205)	(531,979)	(533,884)	(535,897)	(538,068)
Market Values	84%	(455,004)	(460,948)	(466,973)	(473,053)	(479,219)	(485,511)	(491,949)
100%	86%	(386,635)	(395,491)	(404,768)	(414,668)	(425,160)	(435,692)	(446,376)
(105% = 5% increase)	88%	(321,496)	(333,608)	(345,991)	(358,753)	(372,079)	(386,306)	(401,301)
	90%	(258,179)	(273,741)	(289,482)	(305,486)	(321,860)	(338,799)	(356,668)
	92%	(196,011)	(215,109)	(234,338)	(253,760)	(273,440)	(293,515)	(314,206)
	94%	(134,604)	(157,286)	(180,077)	(203,005)	(226,136)	(249,551)	(273,407)
	96%	(73,827)	(100,021)	(126,413)	(152,910)	(179,562)	(206,432)	(233,638)
	98%	(21,197)	(47,096)	(73,332)	(103,274)	(133,497)	(163,892)	(194,551)
	100%	30,881	1,825	(27,278)	(56,442)	(87,802)	(121,764)	(155,941)
	102%	82,756	50,544	18,290	(14,023)	(46,413)	(79,938)	(117,672)
	104%	134,489	99,110	63,688	28,222	(7,307)	(42,918)	(79,667)
	106%	186,103	147,546	108,962	70,340	31,660	(7,099)	(45,958)
	108%	237,614	195,884	154,134	112,352	70,511	28,609	(13,395)
	110%	289,041	244,142	199,219	154,270	109,266	64,209	19,071
	112%	340,400	292,334	244,232	196,116	147,948	99,731	51,445
	114%	391,708	340,463	289,189	237,896	186,570	135,188	83,746
	116%	442,971	388,538	334,104	279,627	225,132	170,592	115,990
	118%	494,178	436,586	378,959	321,322	263,647	205,942	148,180
	120%	545,372	484,580	423,789	362,973	302,132	241,250	180,324

TABLE 7

Balance (RLV - BLV £ per acre (n))	(155,941)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	93,730	64,771	35,782	6,759	(22,313)	(51,451)	(81,992)
	10,000	156,358	127,470	98,552	69,626	40,668	11,675	(17,362)
Grant (£ per unit)	15,000	218,812	189,957	161,103	132,228	103,344	74,441	45,523
-	20,000	281,126	252,294	223,463	194,632	165,797	136,943	108,088
	25,000	343,311	314,502	285,688	256,874	228,061	199,247	170,430
	30,000	405,398	376,598	347,796	318,994	290,192	261,390	232,588
	35,000	467,393	438,598	409,802	381,007	352,211	323,416	294,620
	40,000	529,314	500,519	471,725	442,930	414,136	385,341	356,546
	45,000	591,178	562,379	533,580	504,781	475,981	447,182	418,383
	50,000	653,003	624,193	595,384	566,574	537,765	508,956	480,146
	55,000	714,752	685,942	657,133	628,324	599,503	570,678	541,853

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: GB HMV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Higher Mediu Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	210.0	53%	315.0
3 bed House	40.0%	120.0	20.0%	60.0	30%	180.0
4 + bed House	25.0%	75.0	10.0%	30.0	18%	105.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	300.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,350	79,115	14,700	158,229	22,050	237,344
3 bed House	12,240	131,750	6,120	65,875	18,360	197,625
4 + bed House	9,750	104,948	3,900	41,979	13,650	146,927
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	29,340	315,813	24,720	266,084	54,060	581,897
AH % by floor area:			45.73%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	260,000	3,714	345	3,714	345	81,900,000
3 bed House	350,000	3,431	319	3,431	319	63,000,000
4 + bed House	445,000	3,423	318	3,423	318	46,725,000
1 bed Flat	140,000	2,800	260	2,380	221	0
2 bed Flat	155,000	2,500	232	2,125	197	0
						191,625,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	182,000	70%	130,000	50%	182,000	70%	182,000	70%
3 bed House	245,000	70%	175,000	50%	245,000	70%	245,000	70%
4 + bed House	311,500	70%	222,500	50%	250,000	70%	311,500	70%
1 bed Flat	98,000	70%	70,000	50%	98,000	70%	98,000	70%
2 bed Flat	108,500	70%	77,500	50%	108,500	70%	108,500	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	260,000		27,300,000
3 bed House	120.0	@	350,000		42,000,000
4 + bed House	75.0	@	445,000		33,375,000
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	155,000		-
	300.0				102,675,000
Affordable Rent GDV -					
2 bed House	63.0	@	182,000		11,466,000
3 bed House	18.0	@	245,000		4,410,000
4 + bed House	9.0	@	311,500		2,803,500
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	90.0				18,679,500
Social Rent GDV -					
2 bed House	94.5	@	130,000		12,285,000
3 bed House	27.0	@	175,000		4,725,000
4 + bed House	13.5	@	222,500		3,003,750
1 bed Flat	0.0	@	70,000		-
2 bed Flat	0.0	@	77,500		-
	135.0				20,013,750
First Homes GDV -					
2 bed House	0.0	@	182,000		-
3 bed House	0.0	@	245,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	0.0				-
Other Intermediate GDV -					
2 bed House	52.5	@	182,000		9,555,000
3 bed House	15.0	@	245,000		3,675,000
4 + bed House	7.5	@	311,500		2,336,250
1 bed Flat	0.0	@	98,000		-
2 bed Flat	0.0	@	108,500		-
	75.0	300.0			15,566,250
Sub-total GDV Residential	**600**				**156,934,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	34,690,500
	642 £ psm (total GIA sqm)			57,818 £ per unit (total units)	
Grant	600	units @	0	per unit	-
Total GDV					**156,934,500**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£		(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£		(406,005)
CIL (Mrkt only inc. garages)	Max			29,340	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				600	units @		5,500	per unit			(3,300,000)
	Sub-total									(3,300,000)	
S106 analysis:	192,500	£ per ha		2.10%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				54,060	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				17.14	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			600	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				22,050	sqm @		1,710	psm			(37,705,500)
3 bed House				18,360	sqm @		1,710	psm			(31,395,600)
3 bed House (EXC. garage)				13,632	sqm @		1,710	psm			(23,310,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0		50%	18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0		100%	18	sqm @		653	psm			(881,550)
Total GIA check:				54,060	£ per garage		£11,754				
External works				93,967,830	@		15.0%				(14,095,175)
Ext. Works analysis:							23,492	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				600	units @		1,137	£ per unit			(682,200)
M4(2) Category 2 Housing	Aff units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(2) Category 2 Housing	OMS units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		300	units @		5%	@	26,816	£ per unit		(402,240)
Part L/FHS			600	units @				8,760	£ per unit		(5,256,000)
Part L/FHS analysis:							5.6%	% of BCIS costs			
EV Charging Points - Houses			600	units @				1,000	£ per unit		(600,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(7,780,440)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.3%	% of BCIS costs			
Contingency (on construction)				115,843,445	@		3.0%				(3,475,303)

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Scheme Typology:	**Houses**	No Units:	**600**
Site Typology:	Location / Value Zone:	**Higher Mediu**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		115,843,445	@	7.0%			(8,109,041)
Disposal Costs -							
OMS Marketing and Promotion		102,675,000	OMS @	3.00%	5,134	£ per unit	(3,080,250)
Residential Sales Agent Costs		102,675,000	OMS @	1.00%	1,711	£ per unit	(1,026,750)
Residential Sales Legal Costs		102,675,000	OMS @	0.25%	428	£ per unit	(256,688)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,289	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(652,406)
Developers Profit -							
Profit on OMS		102,675,000		20.00%			(20,535,000)
Margin on AH		54,259,500		6.00%	on AH values		(3,255,570)
Profit analysis:		156,934,500		15.16%	blended GDV	(23,790,570)	
		136,295,223		17.46%	on costs	(23,790,570)	
TOTAL COSTS							**(160,085,793)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(3,151,293)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(3,151,293)**
RLV analysis:	(5,252) £ per plot	(183,825)	£ per ha (net)	(74,393)	£ per acre (net)		
		(147,060)	£ per ha (gross)	(59,514)	£ per acre (gross)		
				-2.01%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		21.43	ha (gross)	52.95	acres (gross)		
Density analysis:		3,154	sqm/ha (net)	13,737	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**3,177,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE				
Surplus/(Deficit)	**(369,150)**	£ per ha (net)	**(149,393)**	£ per acre (net)	**(6,328,293)**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Medium Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher Mediu** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(149,393)	20%	25%	30%	35%	40%	45%	50%
	-	105,130	76,064	46,972	17,854	(11,296)	(40,491)	(69,760)
	1,000	92,692	63,608	34,506	5,374	(23,798)	(53,022)	(83,748)
Site Specific S106	2,000	80,244	51,152	22,032	(7,118)	(36,310)	(65,564)	(98,292)
5,500	3,000	67,788	38,684	9,552	(19,618)	(48,837)	(78,892)	(112,858)
	4,000	55,332	26,210	(2,940)	(32,130)	(61,372)	(93,430)	(127,451)
	5,000	42,862	13,730	(15,437)	(44,652)	(74,126)	(107,987)	(142,071)
	6,000	30,388	1,238	(27,949)	(57,185)	(88,574)	(122,565)	(156,719)
	7,000	17,908	(11,257)	(40,467)	(69,737)	(103,117)	(137,166)	(171,399)
	8,000	5,416	(23,769)	(53,000)	(83,717)	(117,683)	(151,793)	(186,118)
	9,000	(7,077)	(36,282)	(65,542)	(98,256)	(132,272)	(166,449)	(200,876)
	10,000	(19,588)	(48,815)	(78,866)	(112,813)	(146,883)	(181,136)	(215,676)
	11,000	(32,101)	(61,350)	(93,399)	(127,386)	(161,518)	(195,858)	(230,527)
	12,000	(44,630)	(74,103)	(107,943)	(141,980)	(176,181)	(210,618)	(245,433)
	13,000	(57,162)	(88,542)	(122,508)	(156,600)	(190,873)	(225,417)	(260,402)
	14,000	(69,714)	(103,081)	(137,093)	(171,244)	(205,598)	(240,262)	(275,441)

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(149,393)	20%	25%	30%	35%	40%	45%	50%
	15.0%	204,356	164,732	125,072	85,363	45,594	5,729	(34,270)
	16.0%	170,810	133,283	95,719	58,107	20,434	(17,334)	(55,236)
Profit	17.0%	137,264	101,833	66,366	30,851	(4,726)	(40,397)	(76,677)
20.0%	18.0%	103,717	70,383	37,013	3,594	(29,886)	(63,460)	(100,916)
	19.0%	70,171	38,934	7,660	(23,662)	(55,045)	(88,608)	(125,154)
	20.0%	36,625	7,484	(21,693)	(50,919)	(81,304)	(115,270)	(149,393)

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(149,393)	20%	25%	30%	35%	40%	45%	50%
	50,000	61,625	32,484	3,307	(25,919)	(56,304)	(90,270)	(124,393)
	60,000	51,625	22,484	(6,693)	(35,919)	(66,304)	(100,270)	(134,393)
BLV (£ per acre)	70,000	41,625	12,484	(16,693)	(45,919)	(76,304)	(110,270)	(144,393)
75,000	80,000	31,625	2,484	(26,693)	(55,919)	(86,304)	(120,270)	(154,393)
	90,000	21,625	(7,516)	(36,693)	(65,919)	(96,304)	(130,270)	(164,393)
	100,000	11,625	(17,516)	(46,693)	(75,919)	(106,304)	(140,270)	(174,393)
	110,000	1,625	(27,516)	(56,693)	(85,919)	(116,304)	(150,270)	(184,393)
	120,000	(8,375)	(37,516)	(66,693)	(95,919)	(126,304)	(160,270)	(194,393)
	130,000	(18,375)	(47,516)	(76,693)	(105,919)	(136,304)	(170,270)	(204,393)
	140,000	(28,375)	(57,516)	(86,693)	(115,919)	(146,304)	(180,270)	(214,393)
	150,000	(38,375)	(67,516)	(96,693)	(125,919)	(156,304)	(190,270)	(224,393)
	160,000	(48,375)	(77,516)	(106,693)	(135,919)	(166,304)	(200,270)	(234,393)
	170,000	(58,375)	(87,516)	(116,693)	(145,919)	(176,304)	(210,270)	(244,393)
	180,000	(68,375)	(97,516)	(126,693)	(155,919)	(186,304)	(220,270)	(254,393)
	190,000	(78,375)	(107,516)	(136,693)	(165,919)	(196,304)	(230,270)	(264,393)
	250,000	(138,375)	(167,516)	(196,693)	(225,919)	(256,304)	(290,270)	(324,393)

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Scheme Typology: Houses — No Units: 600
Site Typology: Location / Value Zone: Higher Mediu — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(149,393)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	20,678	(4,299)	(29,309)	(54,359)	(80,403)	(109,517)	(138,766)
	35	36,625	7,484	(21,693)	(50,919)	(81,304)	(115,270)	(149,393)
Density (dph)	40	52,571	19,267	(14,078)	(47,478)	(82,204)	(121,023)	(160,021)
35.0	45	68,518	31,051	(6,463)	(44,038)	(83,105)	(126,776)	(170,648)
	50	84,464	42,834	1,152	(40,598)	(84,006)	(132,529)	(181,276)
	55	100,410	54,618	8,768	(37,158)	(84,906)	(138,282)	(191,903)
	60	116,357	66,401	16,383	(33,718)	(85,807)	(144,035)	(202,531)
	65	132,303	78,185	23,998	(30,277)	(86,707)	(149,788)	(213,159)
	70	148,249	89,968	31,613	(26,837)	(87,608)	(155,541)	(223,786)
	75	164,196	101,752	39,229	(23,397)	(88,508)	(161,294)	(234,414)
	80	180,142	113,535	46,844	(19,957)	(89,409)	(167,047)	(245,041)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(149,393)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	291,432	260,389	229,347	198,304	167,250	136,189	105,120
	92%	240,636	209,989	179,342	148,687	118,019	87,340	56,647
Build Cost	94%	189,769	159,515	129,257	98,979	68,688	38,377	8,034
100%	96%	138,822	108,958	79,067	49,162	19,231	(10,737)	(40,753)
(105% = 5% increase)	98%	87,785	58,283	28,761	(792)	(30,387)	(60,037)	(92,361)
	100%	36,625	7,484	(21,693)	(50,919)	(81,304)	(115,270)	(149,393)
	102%	(14,671)	(43,476)	(72,441)	(105,650)	(139,214)	(172,949)	(206,944)
	104%	(66,141)	(97,984)	(131,023)	(164,190)	(197,542)	(231,181)	(265,274)
	106%	(124,792)	(157,426)	(190,199)	(223,179)	(256,460)	(290,229)	(324,831)
	108%	(184,864)	(217,248)	(249,860)	(282,798)	(316,246)	(350,563)	(386,528)
	110%	(245,349)	(277,593)	(310,190)	(343,329)	(377,369)	(413,079)	(452,446)
	112%	(306,386)	(338,650)	(371,489)	(405,268)	(440,741)	(479,797)	(525,710)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(149,393)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(587,718)	(587,870)	(588,146)	(588,578)	(589,200)	(590,046)	(590,967)
	82%	(508,495)	(511,919)	(516,553)	(521,650)	(526,920)	(532,408)	(538,192)
Market Values	84%	(438,466)	(444,102)	(450,293)	(457,345)	(465,840)	(475,936)	(486,286)
100%	86%	(373,014)	(381,717)	(390,726)	(400,186)	(410,352)	(421,703)	(435,304)
(105% = 5% increase)	88%	(309,818)	(321,890)	(334,158)	(346,704)	(359,662)	(373,276)	(388,027)
	90%	(247,898)	(263,478)	(279,188)	(295,090)	(311,264)	(327,851)	(345,118)
	92%	(186,775)	(205,924)	(225,174)	(244,563)	(264,141)	(284,005)	(304,324)
	94%	(126,179)	(148,941)	(171,774)	(194,715)	(217,802)	(241,097)	(264,714)
	96%	(66,928)	(92,346)	(118,795)	(145,333)	(171,979)	(198,785)	(225,838)
	98%	(15,064)	(41,045)	(67,070)	(96,269)	(126,514)	(156,884)	(187,447)
	100%	36,625	7,484	(21,693)	(50,919)	(81,304)	(115,270)	(149,393)
	102%	88,186	55,875	23,538	(8,839)	(41,268)	(73,971)	(111,583)
	104%	139,632	104,158	68,660	33,124	(2,461)	(38,110)	(74,046)
	106%	190,998	152,358	113,687	74,986	36,247	(2,546)	(41,424)
	108%	242,297	200,486	158,642	116,776	74,875	32,925	(9,092)
	110%	293,539	248,554	203,539	158,505	113,440	68,330	23,161
	112%	344,737	296,572	248,389	200,183	151,951	103,680	55,353
	114%	395,899	344,551	293,202	241,819	190,417	138,981	87,495
	116%	447,015	392,501	337,968	283,422	228,846	174,243	119,595
	118%	498,113	440,419	382,711	324,991	267,247	209,472	151,659
	120%	549,181	488,310	427,435	366,531	305,619	244,677	183,696

TABLE 7

Balance (RLV - BLV £ per acre (n))	(149,393)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	98,977	69,904	40,813	11,688	(17,470)	(46,679)	(76,390)
	10,000	161,183	132,148	103,114	74,053	44,977	15,876	(13,261)
Grant (£ per unit)	15,000	223,254	194,262	165,253	136,242	107,219	78,185	49,128
-	20,000	285,231	256,254	227,277	198,292	169,300	140,307	111,300
	25,000	347,127	318,161	289,196	260,230	231,265	202,288	173,311
	30,000	408,952	379,994	351,037	322,079	293,122	264,164	235,206
	35,000	470,718	441,764	412,811	383,857	354,904	325,951	296,997
	40,000	532,435	503,482	474,529	445,577	416,624	387,671	358,718
	45,000	594,115	565,159	536,203	507,247	478,291	449,335	420,380
	50,000	655,748	626,792	597,836	568,881	539,918	510,955	481,993
	55,000	717,351	688,389	659,426	630,464	601,501	572,538	543,569

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Appraisal Ref: GB HV 9 (see Typologies Matrix)
Scheme Typology: Houses No Units: 9
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9 Units	
AH Policy requirement (% Target)		0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)	100%		
AH tenure split %	Affordable Rent:		30.0%	
	Social Rent:		45.0%	75.0% % Rented
	First Homes:		0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):		25.0%	0.0% % of total (>10% First Homes PPG 023)
		100%	100.0%	
CIL Rate (£ psm)		0.00 £ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
3 bed House	50.0%	4.5	0.0%	0.0	50%	4.5
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	0.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	73.0	786			73.0	786
3 bed House	93.0	1,001			93.0	1,001
4 + bed House	115.0	1,238		0.0	115.0	1,238
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	329	3,536	0	0	329	3,536
3 bed House	419	4,505	0	0	419	4,505
4 + bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	747	8,041	0	0	747	8,041
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	3,904	363	3,904	363	1,282,500
3 bed House	365,000	3,925	365	3,925	365	1,642,500
4 + bed House	480,000	4,174	388	4,174	388	0
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						2,925,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.5	@	285,000		1,282,500
3 bed House	4.5	@	365,000		1,642,500
4 + bed House	0.0	@	480,000		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	9.0				2,925,000
Affordable Rent GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	255,500		-
4 + bed House	0.0	@	336,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	142,500		-
3 bed House	0.0	@	182,500		-
4 + bed House	0.0	@	240,000		-
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	255,500		-
4 + bed House	0.0	@	336,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**2,925,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**2,925,000**

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
CIL (Mrkt only inc. garages)	Max			747	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		5,500	per unit			(49,500)
	Sub-total									(49,500)	
S106 analysis:	192,500	£ per ha		1.69%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				747	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.26	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				329	sqm @		1,710	psm			(561,735)
3 bed House				419	sqm @		1,710	psm			(715,635)
3 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	4.5		50%	18	sqm @		653	psm			(26,447)
Garages for 4B House	-		100%	18	sqm @		653	psm			-
Total GIA check:				747	£ per garage		£11,754				
External works				1,242,257	@		15.0%				(186,338)
Ext. Works analysis:							20,704	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		1,137	£ per unit			(10,233)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	1,400	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @		100%	@	1,400	£ per unit		(12,600)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		9	units @		5%	@	26,816	£ per unit		(12,067)
Part L/FHS			9	units @				8,760	£ per unit		(78,840)
Part L/FHS analysis:							6.3%	% of BCIS costs			
EV Charging Points - Houses			9	units @				1,000	£ per unit		(9,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(122,740)	
Policy Costs analysis:	(design costs only)						13,638	£ per unit (total units)			
							9.9%	% of BCIS costs			
Contingency (on construction)				1,551,335	@		3.0%				(46,540)

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Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		1,551,335	@	7.0%			(108,593)
Disposal Costs -							
OMS Marketing and Promotion		2,925,000	OMS @	3.00%	9,750	£ per unit	(87,750)
Residential Sales Agent Costs		2,925,000	OMS @	1.00%	3,250	£ per unit	(29,250)
Residential Sales Legal Costs		2,925,000	OMS @	0.25%	813	£ per unit	(7,313)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					14,924	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(21,277)
Developers Profit -							
Profit on OMS		2,925,000		20.00%			(585,000)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,925,000		20.00%	blended GDV	(585,000)	
		1,943,311		30.10%	on costs	(585,000)	
TOTAL COSTS							**(2,528,311)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							396,689
SDLT		396,689	@	HMRC formula			(9,334)
Acquisition Agent fees		396,689	@	1.0%			(3,967)
Acquisition Legal fees		396,689	@	0.5%			(1,983)
Interest on Land		396,689	@	7.00%			(27,768)
Residual Land Value							**353,636**
RLV analysis:	39,293 £ per plot	1,375,253	£ per ha (net)	556,557	£ per acre (net)		
		1,100,202	£ per ha (gross)	445,246	£ per acre (gross)		
				12.09%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.26	ha (net)	0.64	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.32	ha (gross)	0.79	acres (gross)		
Density analysis:		2,905	sqm/ha (net)	12,654	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**47,655**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE					
Surplus/(Deficit)	**1,189,928**	£ per ha (net)	**481,557**	£ per acre (net)	**305,981**

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	481,557	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	-	549,902	514,109	478,316	442,524	406,731	370,938	335,146
	1,000	537,475	501,683	465,890	430,097	394,305	358,512	322,719
Site Specific S106	2,000	525,049	489,256	453,464	417,671	381,878	346,086	310,293
5,500	3,000	512,623	476,830	441,037	405,245	369,452	333,659	297,867
	4,000	500,197	464,404	428,611	392,818	357,026	321,233	285,440
	5,000	487,770	451,978	416,185	380,392	344,599	308,807	272,707
	6,000	475,344	439,551	403,759	367,966	332,173	296,380	259,841
	7,000	462,918	427,125	391,332	355,540	319,747	283,948	246,911
	8,000	450,491	414,699	378,906	343,113	307,318	271,091	233,981
	9,000	438,065	402,272	366,480	330,687	294,821	258,161	221,051
	10,000	425,639	389,846	354,053	318,190	282,324	245,231	208,121
	11,000	413,212	377,420	341,559	305,693	269,410	232,301	195,191
	12,000	400,786	364,928	329,063	293,197	256,481	219,371	182,261
	13,000	388,297	352,432	316,566	280,660	243,551	206,441	169,332
	14,000	375,801	339,935	304,069	267,730	230,621	193,511	156,402

TABLE 2

Balance (RLV - BLV £ per acre (n))	481,557	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	15.0%	680,654	634,907	589,159	543,411	497,664	451,916	406,169
	16.0%	640,835	597,078	553,322	509,565	465,808	422,052	378,295
Profit	17.0%	601,015	559,250	517,484	475,718	433,953	392,187	350,422
20.0%	18.0%	561,196	521,421	481,647	441,872	402,097	362,323	322,548
	19.0%	521,377	483,593	445,809	408,026	370,242	332,458	294,674
	20.0%	481,557	445,764	409,972	374,179	338,386	302,594	266,279

TABLE 3

Balance (RLV - BLV £ per acre (n))	481,557	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	50,000	506,557	470,764	434,972	399,179	363,386	327,594	291,279
	60,000	496,557	460,764	424,972	389,179	353,386	317,594	281,279
BLV (£ per acre)	70,000	486,557	450,764	414,972	379,179	343,386	307,594	271,279
75,000	80,000	476,557	440,764	404,972	369,179	333,386	297,594	261,279
	90,000	466,557	430,764	394,972	359,179	323,386	287,594	251,279
	100,000	456,557	420,764	384,972	349,179	313,386	277,594	241,279
	110,000	446,557	410,764	374,972	339,179	303,386	267,594	231,279
	120,000	436,557	400,764	364,972	329,179	293,386	257,594	221,279
	130,000	426,557	390,764	354,972	319,179	283,386	247,594	211,279
	140,000	416,557	380,764	344,972	309,179	273,386	237,594	201,279
	150,000	406,557	370,764	334,972	299,179	263,386	227,594	191,279
	160,000	396,557	360,764	324,972	289,179	253,386	217,594	181,279
	170,000	386,557	350,764	314,972	279,179	243,386	207,594	171,279
	180,000	376,557	340,764	304,972	269,179	233,386	197,594	161,279
	190,000	366,557	330,764	294,972	259,179	223,386	187,594	151,279
	200,000	356,557	320,764	284,972	249,179	213,386	177,594	141,279

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	481,557	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	30	402,049	371,370	340,690	310,011	279,331	248,652	217,524
	35	481,557	445,764	409,972	374,179	338,386	302,594	266,279
Density (dph)	40	561,065	520,159	479,253	438,347	397,442	356,536	315,033
35.0	45	640,573	594,554	548,535	502,516	456,497	410,478	363,787
	50	720,082	668,949	617,817	566,684	515,552	464,419	412,541
	55	799,590	743,344	687,098	630,853	574,607	518,361	461,295
	60	879,098	817,739	756,380	695,021	633,662	572,303	510,049
	65	958,606	892,134	825,662	759,190	692,717	626,245	558,803
	70	1,038,114	966,529	894,943	823,358	751,773	680,187	607,557
	75	1,117,622	1,040,924	964,225	887,526	810,828	734,129	656,311
	80	1,197,131	1,115,319	1,033,507	951,695	869,883	788,071	705,065

TABLE 5

Balance (RLV - BLV £ per acre (n))	481,557	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	90%	695,115	648,104	601,092	554,081	507,070	460,059	413,047
	92%	652,403	607,636	562,868	518,101	473,333	428,566	383,798
Build Cost	94%	609,692	567,168	524,644	482,120	439,597	397,073	354,549
100%	96%	566,980	526,700	486,420	446,140	405,860	365,580	325,300
(105% = 5% increase)	98%	524,269	486,232	448,196	410,159	372,123	334,087	296,050
	100%	481,557	445,764	409,972	374,179	338,386	302,594	266,279
	102%	438,846	405,297	371,748	338,199	304,631	270,646	235,871
	104%	396,115	364,762	333,410	302,057	270,317	237,877	205,437
	106%	353,162	324,066	294,969	265,318	235,213	205,107	175,002
	108%	310,209	283,369	255,650	227,880	200,109	172,338	144,567
	110%	266,749	241,313	215,877	190,441	165,004	139,536	113,531
	112%	222,307	199,205	176,104	153,002	129,652	106,034	82,416

TABLE 6

Balance (RLV - BLV £ per acre (n))	481,557	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(155,995)	(162,166)	(168,336)	(174,507)	(180,678)	(186,849)	(193,037)
	82%	(85,410)	(95,110)	(104,810)	(114,510)	(124,210)	(133,910)	(143,611)
Market Values	84%	(19,940)	(32,045)	(44,150)	(56,255)	(68,360)	(80,972)	(94,201)
100%	86%	44,645	29,311	13,976	(1,358)	(16,692)	(32,026)	(47,360)
(105% = 5% increase)	88%	109,229	90,666	72,103	53,540	34,976	16,413	(2,150)
	90%	173,097	151,781	130,229	108,437	86,644	64,852	43,059
	92%	236,270	211,796	187,321	162,846	138,312	113,290	88,269
	94%	298,854	271,810	244,177	216,543	188,910	161,276	133,478
	96%	359,910	330,150	300,390	270,240	239,448	208,656	177,864
	98%	420,793	388,039	355,284	322,527	289,714	256,036	222,085
	100%	481,557	445,764	409,972	374,179	338,386	302,594	266,279
	102%	542,321	503,490	464,659	425,828	386,997	348,167	309,336
	104%	603,085	561,216	519,347	477,478	435,609	393,739	351,870
	106%	663,849	618,942	574,034	529,127	484,220	439,312	394,405
	108%	724,613	676,667	628,722	580,776	532,831	484,885	436,940
	110%	785,377	734,393	683,409	632,426	581,442	530,458	479,475
	112%	846,140	792,119	738,097	684,075	630,053	576,031	522,009
	114%	906,904	849,844	792,784	735,724	678,664	621,604	564,544
	116%	967,668	907,570	847,472	787,373	727,275	667,177	607,079
	118%	1,028,432	965,296	902,159	839,023	775,886	712,750	649,613
	120%	1,089,196	1,023,021	956,847	890,672	824,497	758,323	692,148

TABLE 7

Balance (RLV - BLV £ per acre (n))	481,557	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	543,690	507,898	472,105	436,312	400,519	364,727	328,934
	10,000	605,823	570,031	534,238	498,445	462,653	426,860	391,067
Grant (£ per unit)	15,000	667,956	632,164	596,371	560,578	524,786	488,993	453,200
-	20,000	730,090	694,297	658,504	622,711	586,919	551,126	515,333
	25,000	792,223	756,430	720,637	684,845	649,052	613,259	577,467
	30,000	854,356	818,563	782,770	746,978	711,185	675,392	639,600
	35,000	916,489	880,696	844,904	809,111	773,318	737,525	701,733
	40,000	978,622	942,829	907,037	871,244	835,451	799,659	763,866
	45,000	1,040,755	1,004,963	969,170	933,377	897,584	861,745	825,846
	50,000	1,102,888	1,067,096	1,031,282	995,384	959,485	923,586	887,687
	55,000	1,164,921	1,129,022	1,093,124	1,057,225	1,021,326	985,427	949,528

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Appraisal Ref: GB HV 25 (see Typologies Matrix)
Scheme Typology: Houses No Units: 25
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25 Units		
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00 £ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	4.4	70.0%	8.8	53%	13.1
3 bed House	40.0%	5.0	20.0%	2.5	30%	7.5
4 + bed House	25.0%	3.1	10.0%	1.3	18%	4.4
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	12.5	100.0%	12.5	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	73.0	786			73.0	786
3 bed House	93.0	1,001			93.0	1,001
4 + bed House	115.0	1,238		0.0	115.0	1,238
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	319	3,438	613	6,593	932	10,031
3 bed House	465	5,005	255	2,745	720	7,750
4 + bed House	359	3,868	163	1,749	522	5,617
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	1,144	12,311	1,030	11,087	2,174	23,398
AH % by floor area:			47.38% AH % by floor area (difference due to mix)			

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	3,904	363	3,904	363	3,740,625
3 bed House	365,000	3,925	365	3,925	365	2,737,500
4 + bed House	480,000	4,174	388	4,174	388	2,100,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						8,578,125

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.4	@	285,000		1,246,875
3 bed House	5.0	@	365,000		1,825,000
4 + bed House	3.1	@	480,000		1,500,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	12.5				4,571,875
Affordable Rent GDV -					
2 bed House	2.6	@	199,500		523,688
3 bed House	0.8	@	255,500		191,625
4 + bed House	0.4	@	336,000		126,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	3.8				841,313
Social Rent GDV -					
2 bed House	3.9	@	142,500		561,094
3 bed House	1.1	@	182,500		205,313
4 + bed House	0.6	@	240,000		135,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	5.6				901,406
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.2	@	199,500		436,406
3 bed House	0.6	@	255,500		159,688
4 + bed House	0.3	@	336,000		105,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	3.1	12.5			701,094
Sub-total GDV Residential	**25**				**7,015,688**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,562,438
	719 £ psm (total GIA sqm)			62,498 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**7,015,688**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	63,500	£		(63,500)
CIL (Mrkt only inc. garages)	Max			1,144	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				25	units @		5,500	per unit			(137,500)
	Sub-total									(137,500)	
S106 analysis:	192,500	£ per ha		1.96%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				2,174	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			25	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				932	sqm @		1,710	psm			(1,593,506)
3 bed House				720	sqm @		1,710	psm			(1,231,200)
3 bed House (EXC. garage)				504	sqm @		1,710	psm			(861,626)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	5.0	50%		18	sqm @		653	psm			(29,385)
Garages for 4B House	3.1	100%		18	sqm @		653	psm			(36,731)
Total GIA check:				2,174	£ per garage		£11,754				
External works				3,721,669	@		15.0%				(558,250)
Ext. Works analysis:							22,330	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				25	units @		1,137	£ per unit			(28,425)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		13	units @		5%	@	26,816	£ per unit		(16,760)
Part L/FHS			25	units @				8,760	£ per unit		(219,000)
Part L/FHS analysis:							5.9%	% of BCIS costs			
EV Charging Points - Houses			25	units @				1,000	£ per unit		(25,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(324,185)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.7%	% of BCIS costs			
Contingency (on construction)				4,604,104	@		3.0%				(138,123)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield:	**Green Belt**	
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]				

Professional Fees		4,604,104	@	7.0%			(322,287)
Disposal Costs -							
OMS Marketing and Promotion		4,571,875	OMS @	3.00%	5,486	£ per unit	(137,156)
Residential Sales Agent Costs		4,571,875	OMS @	1.00%	1,829	£ per unit	(45,719)
Residential Sales Legal Costs		4,571,875	OMS @	0.25%	457	£ per unit	(11,430)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,172	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(53,286)
Developers Profit -							
Profit on OMS		4,571,875		20.00%			(914,375)
Margin on AH		2,443,813		6.00%	on AH values		(146,629)
Profit analysis:		7,015,688		15.12%	blended GDV	(1,061,004)	
		5,538,980		19.16%	on costs	(1,061,004)	
TOTAL COSTS							**(6,599,984)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							415,703
SDLT		415,703	@	HMRC formula			(10,285)
Acquisition Agent fees		415,703	@	1.0%			(4,157)
Acquisition Legal fees		415,703	@	0.5%			(2,079)
Interest on Land		415,703	@	7.00%			(29,099)
Residual Land Value							**370,083**
RLV analysis:	14,803 £ per plot	518,117	£ per ha (net)	209,679	£ per acre (net)		
		414,493	£ per ha (gross)	167,743	£ per acre (gross)		
				5.28%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.89	ha (gross)	2.21	acres (gross)		
Density analysis:		3,043	sqm/ha (net)	13,257	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**132,375**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**332,792**	£ per ha (net)	**134,679**	£ per acre (net)		**237,708**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	134,679	20%	25%	30%	35%	40%	45%	50%
	-	439,831	400,400	360,969	321,538	282,107	242,676	203,245
	1,000	427,405	387,974	348,543	309,112	269,681	230,250	190,819
Site Specific S106	2,000	414,979	375,548	336,117	296,685	257,254	217,823	178,392
5,500	3,000	402,552	363,121	323,690	284,259	244,828	205,397	165,920
	4,000	390,126	350,695	311,264	271,833	232,402	192,924	153,424
	5,000	377,700	338,269	298,838	259,407	219,927	180,427	140,927
	6,000	365,273	325,842	286,411	246,931	207,431	167,931	128,431
	7,000	352,847	313,416	273,934	234,434	194,934	155,434	115,934
	8,000	340,421	300,938	261,438	221,938	182,438	142,938	103,438
	9,000	327,942	288,441	248,941	209,441	169,941	130,441	90,941
	10,000	315,445	275,945	236,445	196,945	157,445	117,945	78,445
	11,000	302,948	263,448	223,948	184,448	144,948	105,448	65,948
	12,000	290,452	250,952	211,452	171,952	132,452	92,951	53,451
	13,000	277,955	238,455	198,955	159,455	119,955	80,455	40,521
	14,000	265,459	225,959	186,459	146,959	107,458	67,958	27,591

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	134,679	20%	25%	30%	35%	40%	45%	50%
	15.0%	550,735	500,101	449,467	398,819	348,116	297,412	246,709
	16.0%	514,886	466,492	418,099	369,691	321,228	272,766	224,303
Profit	17.0%	479,036	432,883	386,730	340,563	294,341	248,119	201,897
20.0%	18.0%	443,186	399,274	355,361	311,435	267,454	223,472	179,491
	19.0%	407,336	365,665	323,993	282,307	240,566	198,826	157,085
	20.0%	371,487	332,056	292,624	253,179	213,679	174,179	134,679

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	134,679	20%	25%	30%	35%	40%	45%	50%
	50,000	396,487	357,056	317,624	278,179	238,679	199,179	159,679
	60,000	386,487	347,056	307,624	268,179	228,679	189,179	149,679
BLV (£ per acre)	70,000	376,487	337,056	297,624	258,179	218,679	179,179	139,679
75,000	80,000	366,487	327,056	287,624	248,179	208,679	169,179	129,679
	90,000	356,487	317,056	277,624	238,179	198,679	159,179	119,679
	100,000	346,487	307,056	267,624	228,179	188,679	149,179	109,679
	110,000	336,487	297,056	257,624	218,179	178,679	139,179	99,679
	120,000	326,487	287,056	247,624	208,179	168,679	129,179	89,679
	130,000	316,487	277,056	237,624	198,179	158,679	119,179	79,679
	140,000	306,487	267,056	227,624	188,179	148,679	109,179	69,679
	150,000	296,487	257,056	217,624	178,179	138,679	99,179	59,679
	160,000	286,487	247,056	207,624	168,179	128,679	89,179	49,679
	170,000	276,487	237,056	197,624	158,179	118,679	79,179	39,679
	180,000	266,487	227,056	187,624	148,179	108,679	69,179	29,679
	190,000	256,487	217,056	177,624	138,179	98,679	59,179	19,679
	200,000	246,487	207,056	167,624	128,179	88,679	49,179	9,679

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **25**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	134,679	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	307,703	273,905	240,107	206,296	172,439	138,582	104,725
	35	371,487	332,056	292,624	253,179	213,679	174,179	134,679
Density (dph)	40	435,270	390,206	345,142	300,062	254,919	209,776	164,633
35.0	45	499,054	448,357	397,660	346,945	296,159	245,373	194,587
	50	562,838	506,508	450,178	393,827	337,399	280,970	224,541
	55	626,622	564,659	502,696	440,710	378,639	316,567	254,496
	60	690,406	622,810	555,213	487,593	419,879	352,164	284,450
	65	754,189	680,960	607,731	534,476	461,118	387,761	314,404
	70	817,973	739,111	660,249	581,358	502,358	423,358	344,358
	75	881,757	797,262	712,767	628,241	543,598	458,955	374,312
	80	945,541	855,413	765,285	675,124	584,838	494,552	404,266

TABLE 5

Balance (RLV - BLV £ per acre (n))	134,679	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	610,023	569,362	528,701	488,039	447,378	406,717	366,056
	92%	562,315	521,900	481,485	441,070	400,655	360,240	319,825
Build Cost	94%	514,608	474,439	434,270	394,101	353,932	313,763	273,594
100%	96%	466,901	426,978	387,055	347,132	307,209	267,286	227,363
(105% = 5% increase)	98%	419,194	379,517	339,840	300,163	260,486	220,809	181,131
	100%	371,487	332,056	292,624	253,179	213,679	174,179	134,679
	102%	323,703	284,450	245,197	205,944	166,692	127,439	88,186
	104%	275,726	236,720	197,715	158,710	119,704	80,699	41,285
	106%	227,749	188,991	150,233	111,475	72,717	33,282	(7,034)
	108%	179,772	141,261	102,751	64,240	24,767	(15,477)	(56,214)
	110%	131,795	93,532	55,268	15,741	(24,444)	(64,919)	(108,217)
	112%	83,818	45,536	6,202	(33,934)	(74,148)	(118,017)	(161,966)

TABLE 6

Balance (RLV - BLV £ per acre (n))	134,679	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(200,964)	(206,911)	(212,858)	(218,806)	(224,753)	(230,701)	(236,648)
	82%	(137,416)	(147,335)	(157,254)	(167,173)	(177,092)	(187,012)	(196,931)
Market Values	84%	(73,964)	(87,759)	(101,650)	(115,541)	(129,431)	(143,322)	(157,213)
100%	86%	(15,818)	(32,162)	(48,506)	(64,851)	(81,771)	(99,633)	(117,496)
(105% = 5% increase)	88%	41,464	21,922	2,372	(17,607)	(37,585)	(57,564)	(77,778)
	90%	96,835	74,513	52,146	29,050	5,953	(17,588)	(41,201)
	92%	151,804	126,046	100,288	74,530	48,610	21,958	(4,859)
	94%	206,773	177,579	148,386	119,193	89,999	60,806	30,854
	96%	261,742	229,113	196,484	163,855	131,226	98,597	65,968
	98%	316,711	280,646	244,582	208,517	172,452	136,388	100,323
	100%	371,487	332,056	292,624	253,179	213,679	174,179	134,679
	102%	426,193	383,343	340,492	297,642	254,792	211,942	169,035
	104%	480,899	434,630	388,360	342,091	295,822	249,552	203,283
	106%	535,605	485,917	436,228	386,540	336,851	287,163	237,474
	108%	590,311	537,204	484,096	430,989	377,881	324,773	271,666
	110%	645,018	588,491	531,964	475,437	418,911	362,384	305,857
	112%	699,724	639,778	579,832	519,886	459,940	399,994	340,048
	114%	754,430	691,065	627,700	564,335	500,970	437,605	374,240
	116%	809,136	742,352	675,568	608,784	542,000	475,215	408,431
	118%	863,842	793,639	723,436	653,232	583,029	512,826	442,623
	120%	918,549	844,926	771,304	697,681	624,059	550,436	476,814

TABLE 7

Balance (RLV - BLV £ per acre (n))	134,679	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	433,620	394,189	354,758	315,327	275,895	236,464	197,033
	10,000	495,753	456,322	416,891	377,460	338,029	298,598	259,166
Grant (£ per unit)	15,000	557,886	518,455	479,024	439,593	400,162	360,731	321,300
-	20,000	620,019	580,588	541,157	501,726	462,295	422,864	383,433
	25,000	682,152	642,721	603,290	563,859	524,428	484,997	445,566
	30,000	744,285	704,854	665,423	625,992	586,561	547,130	507,699
	35,000	806,418	766,987	727,556	688,125	648,694	609,263	569,832
	40,000	868,552	829,121	789,689	750,258	710,827	671,396	631,965
	45,000	930,685	891,254	851,823	812,392	772,960	733,529	694,098
	50,000	992,818	953,387	913,956	874,525	835,094	795,662	756,231
	55,000	1,054,951	1,015,520	976,089	936,658	897,227	857,796	818,365

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Appraisal Ref: GB HV 50 (see Typologies Matrix)
Scheme Typology: Houses No Units: 50
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	8.8	70.0%	17.5	53%	26.3
3 bed House	40.0%	10.0	20.0%	5.0	30%	15.0
4 + bed House	25.0%	6.3	10.0%	2.5	18%	8.8
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	25.0	100.0%	25.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	73.0	786			73.0	786
3 bed House	93.0	1,001			93.0	1,001
4 + bed House	115.0	1,238		0.0	115.0	1,238
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	639	6,875	1,225	13,186	1,864	20,061
3 bed House	930	10,010	510	5,490	1,440	15,500
4 + bed House	719	7,737	325	3,498	1,044	11,235
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	2,288	24,622	2,060	22,174	4,348	46,796

AH % by floor area: 47.38% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	3,904	363	3,904	363	7,481,250
3 bed House	365,000	3,925	365	3,925	365	5,475,000
4 + bed House	480,000	4,174	388	4,174	388	4,200,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						17,156,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	8.8	@	285,000		2,493,750
3 bed House	10.0	@	365,000		3,650,000
4 + bed House	6.3	@	480,000		3,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	25.0				9,143,750
Affordable Rent GDV -					
2 bed House	5.3	@	199,500		1,047,375
3 bed House	1.5	@	255,500		383,250
4 + bed House	0.8	@	336,000		252,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	7.5				1,682,625
Social Rent GDV -					
2 bed House	7.9	@	142,500		1,122,188
3 bed House	2.3	@	182,500		410,625
4 + bed House	1.1	@	240,000		270,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	11.3				1,802,813
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	4.4	@	199,500		872,813
3 bed House	1.3	@	255,500		319,375
4 + bed House	0.6	@	336,000		210,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	6.3	25.0			1,402,188
Sub-total GDV Residential	**50**				**14,031,375**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	3,124,875
	719 £ psm (total GIA sqm)			62,498 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**14,031,375**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			2,288	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	192,500	£ per ha		1.96%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				4,348	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,864	sqm @		1,710	psm			(3,187,013)
3 bed House				1,440	sqm @		1,710	psm			(2,462,400)
3 bed House (EXC. garage)				1,026	sqm @		1,710	psm			(1,754,033)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	10.0	50%		18	sqm @		653	psm			(58,770)
Garages for 4B House	6.3	100%		18	sqm @		653	psm			(73,463)
Total GIA check:				4,348	£ per garage		£11,754				
External works				7,504,898	@		15.0%				(1,125,735)
Ext. Works analysis:							22,515	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		1,137	£ per unit			(56,850)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		25	units @		5%	@	26,816	£ per unit		(33,520)
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.8%	% of BCIS costs			
EV Charging Points - Houses			50	units @				1,000	£ per unit		(50,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(648,370)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.6%	% of BCIS costs			
Contingency (on construction)				9,279,002	@		3.0%				(278,370)

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Scheme Typology:	**Houses**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		9,279,002	@	7.0%			(649,530)
Disposal Costs -							
OMS Marketing and Promotion		9,143,750	OMS @	3.00%	5,486	£ per unit	(274,313)
Residential Sales Agent Costs		9,143,750	OMS @	1.00%	1,829	£ per unit	(91,438)
Residential Sales Legal Costs		9,143,750	OMS @	0.25%	457	£ per unit	(22,859)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,972	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(93,811)
Developers Profit -							
Profit on OMS		9,143,750		20.00%			(1,828,750)
Margin on AH		4,887,625		6.00%	on AH values		(293,258)
Profit analysis:		14,031,375		15.12%	blended GDV	(2,122,008)	
		11,133,073		19.06%	on costs	(2,122,008)	
TOTAL COSTS							**(13,255,081)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							776,294
SDLT		776,294	@	HMRC formula			(28,315)
Acquisition Agent fees		776,294	@	1.0%			(7,763)
Acquisition Legal fees		776,294	@	0.5%			(3,881)
Interest on Land		776,294	@	7.00%			(54,341)
Residual Land Value							**681,995**
RLV analysis:	13,640 £ per plot	477,396	£ per ha (net)	193,200	£ per acre (net)		
		381,917	£ per ha (gross)	154,560	£ per acre (gross)		
				4.86%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		1.43	ha (net)	3.53	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		1.79	ha (gross)	4.41	acres (gross)		
Density analysis:		3,043	sqm/ha (net)	13,257	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**264,750**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**292,071**	£ per ha (net)	**118,200**	£ per acre (net)		**417,245**

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	118,200	20%	25%	30%	35%	40%	45%	50%
	-	426,304	386,536	346,734	306,832	266,931	227,029	187,128
	1,000	413,842	374,074	334,202	294,300	254,399	214,497	174,595
Site Specific S106	2,000	401,380	361,571	321,669	281,768	241,866	201,965	162,063
5,500	3,000	388,918	349,039	309,137	269,235	229,334	189,432	149,531
	4,000	376,408	336,506	296,605	256,703	216,801	176,900	136,998
	5,000	363,875	323,974	284,072	244,171	204,269	164,367	124,466
	6,000	351,343	311,441	271,540	231,638	191,737	151,835	111,933
	7,000	338,811	298,909	259,007	219,106	179,204	139,303	99,401
	8,000	326,278	286,377	246,475	206,573	166,672	126,770	86,869
	9,000	313,746	273,844	233,943	194,041	154,139	114,238	74,336
	10,000	301,213	261,312	221,410	181,509	141,607	101,705	61,804
	11,000	288,681	248,779	208,878	168,976	129,075	89,173	49,271
	12,000	276,149	236,247	196,346	156,444	116,542	76,641	36,739
	13,000	263,616	223,715	183,813	143,912	104,010	64,108	24,207
	14,000	251,084	211,182	171,281	131,379	91,478	51,576	11,674

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	118,200	20%	25%	30%	35%	40%	45%	50%
	15.0%	536,858	485,753	434,649	383,544	332,439	281,335	230,230
	16.0%	501,008	452,144	403,280	354,416	305,552	256,688	207,824
Profit	17.0%	465,158	418,535	371,912	325,288	278,665	232,041	185,418
20.0%	18.0%	429,309	384,926	340,543	296,160	251,777	207,395	163,012
	19.0%	393,459	351,317	309,174	267,032	224,890	182,748	140,606
	20.0%	357,609	317,708	277,806	237,904	198,003	158,101	118,200

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	118,200	20%	25%	30%	35%	40%	45%	50%
	50,000	382,609	342,708	302,806	262,904	223,003	183,101	143,200
	60,000	372,609	332,708	292,806	252,904	213,003	173,101	133,200
BLV (£ per acre)	70,000	362,609	322,708	282,806	242,904	203,003	163,101	123,200
75,000	80,000	352,609	312,708	272,806	232,904	193,003	153,101	113,200
	90,000	342,609	302,708	262,806	222,904	183,003	143,101	103,200
	100,000	332,609	292,708	252,806	212,904	173,003	133,101	93,200
	110,000	322,609	282,708	242,806	202,904	163,003	123,101	83,200
	120,000	312,609	272,708	232,806	192,904	153,003	113,101	73,200
	130,000	302,609	262,708	222,806	182,904	143,003	103,101	63,200
	140,000	292,609	252,708	212,806	172,904	133,003	93,101	53,200
	150,000	282,609	242,708	202,806	162,904	123,003	83,101	43,200
	160,000	272,609	232,708	192,806	152,904	113,003	73,101	33,200
	170,000	262,609	222,708	182,806	142,904	103,003	63,101	23,200
	180,000	252,609	212,708	172,806	132,904	93,003	53,101	13,200
	190,000	242,609	202,708	162,806	122,904	83,003	43,101	3,200
	200,000	232,609	192,708	152,806	112,904	73,003	33,101	(6,800)

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Scheme Typology: **Houses** No Units: **50**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	118,200	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	295,808	261,607	227,405	193,204	159,002	124,801	90,600
	35	357,609	317,708	277,806	237,904	198,003	158,101	118,200
Density (dph)	40	419,411	373,809	328,207	282,605	237,003	191,401	145,800
35.0	45	481,212	429,910	378,608	327,306	276,004	224,702	173,399
	50	543,013	486,011	429,009	372,006	315,004	258,002	200,999
	55	604,814	542,112	479,409	416,707	354,004	291,302	228,599
	60	666,616	598,213	529,810	461,408	393,005	324,602	256,199
	65	728,417	654,314	580,211	506,108	432,005	357,902	283,799
	70	790,218	710,415	630,612	550,809	471,006	391,202	311,399
	75	852,020	766,516	681,013	595,509	510,006	424,503	338,999
	80	913,821	822,617	731,414	640,210	549,006	457,803	366,599

TABLE 5

Balance (RLV - BLV £ per acre (n))	118,200	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	598,646	557,735	516,824	475,913	434,933	393,931	352,930
	92%	550,653	509,949	469,194	428,439	387,684	346,929	306,175
Build Cost	94%	502,468	461,960	421,452	380,944	340,436	299,903	259,257
100%	96%	454,233	413,972	373,711	333,431	293,034	252,636	212,238
(105% = 5% increase)	98%	405,998	365,967	325,818	285,668	245,518	205,369	165,219
	100%	357,609	317,708	277,806	237,904	198,003	158,101	118,200
	102%	309,101	269,448	229,794	190,141	150,487	110,834	71,180
	104%	260,593	221,188	181,783	142,377	102,972	63,566	24,161
	106%	212,086	172,928	133,771	94,614	55,456	16,299	(23,278)
	108%	163,578	124,669	85,759	46,850	7,941	(31,669)	(72,728)
	110%	115,070	76,409	37,748	(913)	(40,673)	(82,183)	(127,094)
	112%	66,562	28,149	(10,264)	(50,302)	(92,514)	(137,136)	(181,759)

TABLE 6

Balance (RLV - BLV £ per acre (n))	118,200	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(217,745)	(223,967)	(230,189)	(236,411)	(242,634)	(248,856)	(255,078)
	82%	(153,535)	(163,771)	(174,006)	(184,241)	(194,477)	(204,712)	(214,947)
Market Values	84%	(89,326)	(103,574)	(117,823)	(132,071)	(146,320)	(160,568)	(174,817)
100%	86%	(29,654)	(46,157)	(62,804)	(79,901)	(98,163)	(116,424)	(134,686)
(105% = 5% increase)	88%	26,212	7,022	(12,215)	(32,070)	(52,278)	(72,577)	(94,555)
	90%	81,445	58,803	36,162	13,521	(9,121)	(32,490)	(56,359)
	92%	136,678	110,584	84,491	58,397	32,304	6,211	(20,199)
	94%	191,910	162,365	132,820	103,274	73,729	44,183	14,638
	96%	247,143	214,146	181,148	148,151	115,153	82,156	49,158
	98%	302,376	265,927	229,477	193,028	156,578	120,129	83,679
	100%	357,609	317,708	277,806	237,904	198,003	158,101	118,200
	102%	412,732	369,488	326,135	282,781	239,427	196,074	152,720
	104%	467,702	421,063	374,423	327,658	280,852	234,046	187,241
	106%	522,671	472,596	422,521	372,447	322,277	272,019	221,761
	108%	577,640	524,130	470,620	417,109	363,599	309,992	256,282
	110%	632,429	575,636	518,718	461,772	404,826	347,880	290,802
	112%	687,179	626,964	566,750	506,434	446,053	385,671	325,290
	114%	741,929	678,293	614,656	551,019	487,280	423,463	359,646
	116%	796,680	729,621	662,562	595,503	528,445	461,254	394,002
	118%	851,430	780,949	710,468	639,988	569,507	499,027	428,357
	120%	906,102	832,277	758,375	684,472	610,570	536,667	462,713

TABLE 7

Balance (RLV - BLV £ per acre (n))	118,200	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	420,114	380,346	340,471	300,569	260,667	220,766	180,864
	10,000	482,464	442,696	402,928	363,160	323,332	283,430	243,529
Grant (£ per unit)	15,000	544,815	505,047	465,279	425,511	385,743	345,975	306,193
-	20,000	606,985	567,302	527,618	487,861	448,093	408,325	368,557
	25,000	669,062	629,378	589,694	550,011	510,327	470,643	430,908
	30,000	731,138	691,455	651,771	612,087	572,403	532,720	493,036
	35,000	793,215	753,531	713,847	674,164	634,480	594,796	555,113
	40,000	855,092	815,443	775,795	736,146	696,498	656,850	617,189
	45,000	916,934	877,286	837,637	797,989	758,340	718,692	679,043
	50,000	978,776	939,128	899,479	859,831	820,183	780,534	740,886
	55,000	1,040,619	1,000,970	961,322	921,673	882,025	842,376	802,728

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Appraisal Ref: GB HV 100 (see Typologies Matrix)
Scheme Typology: Houses & Flats No Units: 100
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Green Belt
Notes/Comments:

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			50%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	17.5	70.0%	35.0	53%	52.5
3 bed House	40.0%	20.0	20.0%	10.0	30%	30.0
4 + bed House	25.0%	12.5	10.0%	5.0	18%	17.5
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.0	100.0%	50.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	73.0	786			73.0	786
3 bed House	93.0	1,001			93.0	1,001
4 + bed House	115.0	1,238		0.0	115.0	1,238
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,278	13,751	2,450	26,372	3,728	40,122
3 bed House	1,860	20,021	1,020	10,979	2,880	31,000
4 + bed House	1,438	15,473	650	6,997	2,088	22,470
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	4,575	49,245	4,120	44,347	8,695	93,592

AH % by floor area: 47.38% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	3,904	363	3,904	363	14,962,500
3 bed House	365,000	3,925	365	3,925	365	10,950,000
4 + bed House	480,000	4,174	388	4,174	388	8,400,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						34,312,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments:

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	17.5	@	285,000		4,987,500
3 bed House	20.0	@	365,000		7,300,000
4 + bed House	12.5	@	480,000		6,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	50.0				18,287,500
Affordable Rent GDV -					
2 bed House	10.5	@	199,500		2,094,750
3 bed House	3.0	@	255,500		766,500
4 + bed House	1.5	@	336,000		504,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	15.0				3,365,250
Social Rent GDV -					
2 bed House	15.8	@	142,500		2,244,375
3 bed House	4.5	@	182,500		821,250
4 + bed House	2.3	@	240,000		540,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	22.5				3,605,625
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	8.8	@	199,500		1,745,625
3 bed House	2.5	@	255,500		638,750
4 + bed House	1.3	@	336,000		420,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	12.5	50.0			2,804,375
Sub-total GDV Residential	**100**				**28,062,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	6,249,750
	719 £ psm (total GIA sqm)			62,498 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**28,062,750**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments:

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
CIL (Mrkt only inc. garages)	Max			4,575	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		5,500	per unit			(550,000)
	Sub-total									(550,000)	
S106 analysis:	192,500	£ per ha		1.96%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				8,695	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				2.86	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				3,728	sqm @		1,710	psm			(6,374,025)
3 bed House				2,880	sqm @		1,710	psm			(4,924,800)
3 bed House (EXC. garage)				2,070	sqm @		1,710	psm			(3,538,845)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	20.0		50%	18	sqm @		653	psm			(117,540)
Garages for 4B House	12.5		100%	18	sqm @		653	psm			(146,925)
Total GIA check:				8,695	£ per garage		£11,754				
External works				15,071,355	@		15.0%				(2,260,703)
Ext. Works analysis:							22,607	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		1,137	£ per unit			(113,700)
M4(2) Category 2 Housing	Aff units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(2) Category 2 Housing	OMS units		50	units @		100%	@	1,400	£ per unit		(70,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		50	units @		5%	@	26,816	£ per unit		(67,040)
Part L/FHS			100	units @				8,760	£ per unit		(876,000)
Part L/FHS analysis:							5.8%	% of BCIS costs			
EV Charging Points - Houses			100	units @				1,000	£ per unit		(100,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(1,296,740)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.6%	% of BCIS costs			
Contingency (on construction)				18,628,798	@		3.0%				(558,864)

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Scheme Typology:	**Houses & Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield:	**Green Belt**	
Notes/Comments:					

Professional Fees		18,628,798	@	7.0%			(1,304,016)
Disposal Costs -							
OMS Marketing and Promotion		18,287,500	OMS @	3.00%	5,486	£ per unit	(548,625)
Residential Sales Agent Costs		18,287,500	OMS @	1.00%	1,829	£ per unit	(182,875)
Residential Sales Legal Costs		18,287,500	OMS @	0.25%	457	£ per unit	(45,719)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		100	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,872	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(136,420)
Developers Profit -							
Profit on OMS		18,287,500		20.00%			(3,657,500)
Margin on AH		9,775,250		6.00%	on AH values		(586,515)
Profit analysis:		28,062,750		15.12%	blended GDV	(4,244,015)	
		22,128,657		19.18%	on costs	(4,244,015)	
TOTAL COSTS							**(26,372,672)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							1,690,078
SDLT		1,690,078	@	HMRC formula			(74,004)
Acquisition Agent fees		1,690,078	@	1.0%			(16,901)
Acquisition Legal fees		1,690,078	@	0.5%			(8,450)
Interest on Land		1,690,078	@	7.00%			(118,305)
Residual Land Value							**1,472,417**
RLV analysis:	14,724 £ per plot	515,346	£ per ha (net)	208,558	£ per acre (net)		
		412,277	£ per ha (gross)	166,846	£ per acre (gross)		
				5.25%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		2.86	ha (net)	7.06	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		3.57	ha (gross)	8.83	acres (gross)		
Density analysis:		3,043	sqm/ha (net)	13,257	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**529,500**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**330,021**	£ per ha (net)	**133,558**	£ per acre (net)		**942,917**

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Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	133,558	20%	25%	30%	35%	40%	45%	50%
	-	441,839	401,992	362,139	322,192	282,245	242,298	202,334
	1,000	429,440	389,593	349,691	309,744	269,797	229,850	189,829
Site Specific S106	2,000	417,041	377,190	337,243	297,296	257,349	217,402	177,325
5,500	3,000	404,642	364,741	324,794	284,847	244,900	204,904	164,820
	4,000	392,240	352,293	312,346	272,399	232,452	192,399	152,315
	5,000	379,792	339,845	299,898	259,951	219,979	179,894	139,810
	6,000	367,343	327,396	287,449	247,502	207,474	167,390	127,298
	7,000	354,895	314,948	275,001	235,054	194,969	154,885	114,729
	8,000	342,447	302,500	262,553	222,549	182,464	142,380	102,161
	9,000	329,998	290,051	250,104	210,044	169,959	129,851	89,592
	10,000	317,550	277,603	237,623	197,539	157,455	117,282	77,023
	11,000	305,102	265,155	225,119	185,034	144,950	104,714	64,442
	12,000	292,653	252,698	212,614	172,529	132,404	92,145	51,803
	13,000	280,205	240,193	200,109	160,025	119,836	79,577	39,163
	14,000	267,757	227,688	187,604	147,520	107,267	66,995	26,523

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	133,558	20%	25%	30%	35%	40%	45%	50%
	15.0%	552,816	501,666	450,516	399,366	348,163	296,875	245,588
	16.0%	516,966	468,057	419,147	370,238	321,276	272,229	223,182
Profit	17.0%	481,117	434,448	387,779	341,110	294,388	247,582	200,776
20.0%	18.0%	445,267	400,839	356,410	311,982	267,501	222,935	178,370
	19.0%	409,417	367,230	325,042	282,854	240,614	198,289	155,964
	20.0%	373,567	333,620	293,673	253,727	213,726	173,642	133,558

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	133,558	20%	25%	30%	35%	40%	45%	50%
	50,000	398,567	358,620	318,673	278,727	238,726	198,642	158,558
	60,000	388,567	348,620	308,673	268,727	228,726	188,642	148,558
BLV (£ per acre)	70,000	378,567	338,620	298,673	258,727	218,726	178,642	138,558
75,000	80,000	368,567	328,620	288,673	248,727	208,726	168,642	128,558
	90,000	358,567	318,620	278,673	238,727	198,726	158,642	118,558
	100,000	348,567	308,620	268,673	228,727	188,726	148,642	108,558
	110,000	338,567	298,620	258,673	218,727	178,726	138,642	98,558
	120,000	328,567	288,620	248,673	208,727	168,726	128,642	88,558
	130,000	318,567	278,620	238,673	198,727	158,726	118,642	78,558
	140,000	308,567	268,620	228,673	188,727	148,726	108,642	68,558
	150,000	298,567	258,620	218,673	178,727	138,726	98,642	58,558
	160,000	288,567	248,620	208,673	168,727	128,726	88,642	48,558
	170,000	278,567	238,620	198,673	158,727	118,726	78,642	38,558
	180,000	268,567	228,620	188,673	148,727	108,726	68,642	28,558
	190,000	258,567	218,620	178,673	138,727	98,726	58,642	18,558
	200,000	248,567	208,620	168,673	128,727	88,726	48,642	8,558

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Scheme Typology: **Houses & Flats** No Units: **100**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments:

TABLE 4

Balance (RLV - BLV £ per acre (n))	133,558	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	309,486	275,246	241,006	206,766	172,480	138,122	103,764
	35	373,567	333,620	293,673	253,727	213,726	173,642	133,558
Density (dph)	40	437,648	391,995	346,341	300,687	254,973	209,162	163,352
35.0	45	501,730	450,369	399,009	347,648	296,220	244,683	193,146
	50	565,811	508,743	451,676	394,609	337,466	280,203	222,940
	55	629,892	567,118	504,344	441,570	378,713	315,723	252,734
	60	693,973	625,492	557,012	488,531	419,960	351,244	282,528
	65	758,054	683,867	609,679	535,492	461,206	386,764	312,321
	70	822,135	742,241	662,347	582,453	502,453	422,284	342,115
	75	886,216	800,615	715,015	629,414	543,699	457,804	371,909
	80	950,297	858,990	767,682	676,375	584,946	493,325	401,703

TABLE 5

Balance (RLV - BLV £ per acre (n))	133,558	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	614,177	573,171	532,166	491,160	450,146	409,073	367,999
	92%	566,200	525,438	484,624	443,796	402,968	362,140	321,312
Build Cost	94%	518,122	477,539	436,956	396,373	355,791	315,208	274,544
100%	96%	469,962	429,625	389,288	348,950	308,537	268,098	227,658
(105% = 5% increase)	98%	421,803	381,711	341,545	301,352	261,158	220,965	180,666
	100%	373,567	333,620	293,673	253,727	213,726	173,642	133,558
	102%	325,203	285,502	245,797	205,960	166,123	126,240	86,229
	104%	276,839	237,288	197,699	158,109	118,399	78,638	38,720
	106%	228,284	188,942	149,574	110,062	70,541	30,820	(8,901)
	108%	179,691	140,490	101,226	61,890	22,420	(17,051)	(57,027)
	110%	130,908	91,893	52,739	13,519	(25,701)	(65,912)	(110,410)
	112%	82,058	43,088	4,118	(34,852)	(75,358)	(120,410)	(165,462)

TABLE 6

Balance (RLV - BLV £ per acre (n))	133,558	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(199,476)	(205,948)	(212,420)	(218,892)	(225,390)	(231,920)	(238,450)
	82%	(134,971)	(145,474)	(155,977)	(166,481)	(176,984)	(187,488)	(197,991)
Market Values	84%	(70,850)	(85,000)	(99,535)	(114,070)	(128,605)	(143,140)	(157,675)
100%	86%	(13,792)	(29,853)	(46,018)	(62,793)	(80,226)	(98,792)	(117,359)
(105% = 5% increase)	88%	42,005	22,458	2,910	(16,637)	(36,185)	(56,192)	(77,043)
	90%	97,643	74,727	51,733	28,698	5,663	(17,372)	(40,406)
	92%	153,128	126,757	100,373	73,988	47,511	20,989	(5,533)
	94%	208,362	178,634	148,906	119,081	89,228	59,350	29,340
	96%	263,562	230,416	197,236	164,056	130,852	97,530	64,209
	98%	318,565	282,055	245,546	208,933	172,301	135,669	98,895
	100%	373,567	333,620	293,673	253,727	213,726	173,642	133,558
	102%	428,449	385,177	341,801	298,416	255,032	211,615	168,079
	104%	483,254	436,557	389,860	343,106	296,284	249,461	202,600
	106%	538,060	487,937	437,814	387,691	337,536	287,276	237,016
	108%	592,854	539,317	485,768	432,220	378,672	325,090	271,393
	110%	647,494	590,636	533,723	476,750	419,776	362,803	305,769
	112%	702,135	641,861	581,588	521,279	460,880	400,481	340,083
	114%	756,776	693,087	629,398	565,709	501,984	438,160	374,336
	116%	811,416	744,312	677,209	610,105	543,001	475,838	408,589
	118%	866,057	795,538	725,019	654,500	583,981	513,463	442,842
	120%	920,598	846,764	772,830	698,896	624,962	551,028	477,094

TABLE 7

Balance (RLV - BLV £ per acre (n))	133,558	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	435,722	395,876	355,987	316,040	276,093	236,146	196,137
	10,000	497,800	457,954	418,107	378,260	338,407	298,460	258,513
Grant (£ per unit)	15,000	559,878	520,032	480,185	440,338	400,491	360,645	320,798
-	20,000	621,782	581,998	542,214	502,416	462,569	422,723	382,876
	25,000	683,654	643,871	604,087	564,303	524,520	484,736	444,953
	30,000	745,527	705,743	665,960	626,176	586,392	546,609	506,825
	35,000	807,384	767,616	727,832	688,049	648,265	608,481	568,698
	40,000	869,080	829,323	789,566	749,809	710,052	670,295	630,538
	45,000	930,777	891,020	851,263	811,506	771,749	731,992	692,235
	50,000	992,474	952,717	912,960	873,203	833,446	793,689	753,932
	55,000	1,054,171	1,014,414	974,657	934,900	895,143	855,386	815,629

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Appraisal Ref: GB HV 200 (see Typologies Matrix)
Scheme Typology: Houses No Units: 200
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			200	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	35.0	70.0%	70.0	53%	105.0
3 bed House	40.0%	40.0	20.0%	20.0	30%	60.0
4 + bed House	25.0%	25.0	10.0%	10.0	18%	35.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	100.0	100%	200.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	73.0	786			73.0	786
3 bed House	93.0	1,001			93.0	1,001
4 + bed House	115.0	1,238		0.0	115.0	1,238
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	2,555	27,502	4,900	52,743	7,455	80,245
3 bed House	3,720	40,042	2,040	21,958	5,760	62,000
4 + bed House	2,875	30,946	1,300	13,993	4,175	44,939
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	9,150	98,490	8,240	88,695	17,390	187,184

AH % by floor area: 47.38% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	3,904	363	3,904	363	29,925,000
3 bed House	365,000	3,925	365	3,925	365	21,900,000
4 + bed House	480,000	4,174	388	4,174	388	16,800,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						68,625,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	35.0	@	285,000		9,975,000
3 bed House	40.0	@	365,000		14,600,000
4 + bed House	25.0	@	480,000		12,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	100.0				36,575,000
Affordable Rent GDV -					
2 bed House	21.0	@	199,500		4,189,500
3 bed House	6.0	@	255,500		1,533,000
4 + bed House	3.0	@	336,000		1,008,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	30.0				6,730,500
Social Rent GDV -					
2 bed House	31.5	@	142,500		4,488,750
3 bed House	9.0	@	182,500		1,642,500
4 + bed House	4.5	@	240,000		1,080,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	45.0				7,211,250
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	17.5	@	199,500		3,491,250
3 bed House	5.0	@	255,500		1,277,500
4 + bed House	2.5	@	336,000		840,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	25.0	100.0			5,608,750
Sub-total GDV Residential	**200**				**56,125,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	12,499,500
	719 £ psm (total GIA sqm)			62,498 £ per unit (total units)	
Grant	200	units @	0	per unit	-
Total GDV					**56,125,500**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	59,735	£		(59,735)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	179,205	£		(179,205)
CIL (Mrkt only inc. garages)	Max			9,150	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				200	units @		5,500	per unit			(1,100,000)
	Sub-total									(1,100,000)	
S106 analysis:	192,500	£ per ha		1.96%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				17,390	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				5.71	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			200	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				7,455	sqm @		1,710	psm			(12,748,050)
3 bed House				5,760	sqm @		1,710	psm			(9,849,600)
3 bed House (EXC. garage)				4,157	sqm @		1,710	psm			(7,108,470)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	40.0	50%		18	sqm @		653	psm			(235,080)
Garages for 4B House	25.0	100%		18	sqm @		653	psm			(293,850)
Total GIA check:				17,390	£ per garage		£11,754				
External works				30,204,270	@		15.0%				(4,530,641)
Ext. Works analysis:							22,653	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				200	units @		1,137	£ per unit			(227,400)
M4(2) Category 2 Housing	Aff units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(2) Category 2 Housing	OMS units		100	units @		100%	@	1,400	£ per unit		(140,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		100	units @		5%	@	26,816	£ per unit		(134,080)
Part L/FHS			200	units @				8,760	£ per unit		(1,752,000)
Part L/FHS analysis:							5.8%	% of BCIS costs			
EV Charging Points - Houses			200	units @				1,000	£ per unit		(200,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(2,593,480)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.6%	% of BCIS costs			
Contingency (on construction)				37,328,391	@		3.0%				(1,119,852)

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Scheme Typology:	**Houses**	No Units:	**200**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees			37,328,391	@	7.0%			(2,612,987)
Disposal Costs -								
OMS Marketing and Promotion			36,575,000	OMS @	3.00%	5,486	£ per unit	(1,097,250)
Residential Sales Agent Costs			36,575,000	OMS @	1.00%	1,829	£ per unit	(365,750)
Residential Sales Legal Costs			36,575,000	OMS @	0.25%	457	£ per unit	(91,438)
Affordable Sale Legal Costs						lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)			200	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						7,822	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.00%	APR	0.565%	pcm		(123,116)
Developers Profit -								
Profit on OMS			36,575,000		20.00%			(7,315,000)
Margin on AH			19,550,500		6.00%	on AH values		(1,173,030)
Profit analysis:			56,125,500		15.12%	blended GDV	(8,488,030)	
			44,087,724		19.25%	on costs	(8,488,030)	
TOTAL COSTS								**(52,575,754)**

RESIDUAL LAND VALUE (RLV)								
Residual Land Value (gross)								3,549,746
SDLT			3,549,746	@	HMRC formula			(166,987)
Acquisition Agent fees			3,549,746	@	1.0%			(35,497)
Acquisition Legal fees			3,549,746	@	0.5%			(17,749)
Interest on Land			3,549,746	@	7.00%			(248,482)
Residual Land Value								**3,081,031**
RLV analysis:	15,405	£ per plot	539,180	£ per ha (net)	218,203	£ per acre (net)		
			431,344	£ per ha (gross)	174,563	£ per acre (gross)		
					5.49%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)								
Residential Density			35.0	dph (net)				
Site Area (net)			5.71	ha (net)	14.12	acres (net)		
Net to Gross ratio			80%					
Site Area (gross)			7.14	ha (gross)	17.65	acres (gross)		
Density analysis:			3,043	sqm/ha (net)	13,257	sqft/ac (net)		
			28	dph (gross)				
Benchmark Land Value (net)	5,295	£ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**1,059,000**
BLV analysis:			148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE					
Surplus/(Deficit)	**353,855**	£ per ha (net)	**143,203**	£ per acre (net)	**2,022,031**

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	143,203	20%	25%	30%	35%	40%	45%	50%
	-	451,318	411,317	371,288	331,259	291,231	251,198	211,115
	1,000	439,014	398,994	358,966	318,937	278,908	238,856	198,772
Site Specific S106	2,000	426,701	386,672	346,644	306,615	266,586	226,514	186,430
5,500	3,000	414,379	374,350	334,321	294,293	254,255	214,171	174,088
	4,000	402,056	362,028	321,999	281,971	241,912	201,829	161,745
	5,000	389,734	349,706	309,677	269,648	229,570	189,486	149,386
	6,000	377,412	337,383	297,355	257,311	217,228	177,144	137,021
	7,000	365,090	325,061	285,033	244,969	204,885	164,802	124,656
	8,000	352,768	312,739	272,710	232,626	192,543	152,444	112,290
	9,000	340,446	300,417	260,368	220,284	180,200	140,079	99,925
	10,000	328,123	288,095	248,025	207,942	167,858	127,714	87,560
	11,000	315,801	275,767	235,683	195,599	155,502	115,348	75,169
	12,000	303,479	263,424	223,341	183,257	143,137	102,983	62,779
	13,000	291,157	251,082	210,998	170,915	130,772	90,618	50,388
	14,000	278,823	238,739	198,656	158,560	118,406	78,236	37,998

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	143,203	20%	25%	30%	35%	40%	45%	50%
	15.0%	562,822	511,590	460,358	409,122	357,835	306,549	255,234
	16.0%	526,972	477,981	428,990	379,994	330,948	281,902	232,828
Profit	17.0%	491,122	444,372	397,621	350,866	304,061	257,255	210,422
20.0%	18.0%	455,273	410,763	366,253	321,738	277,173	232,609	188,015
	19.0%	419,423	377,154	334,884	292,610	250,286	207,962	165,609
	20.0%	383,573	343,545	303,516	263,482	223,399	183,315	143,203

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	143,203	20%	25%	30%	35%	40%	45%	50%
	50,000	408,573	368,545	328,516	288,482	248,399	208,315	168,203
	60,000	398,573	358,545	318,516	278,482	238,399	198,315	158,203
BLV (£ per acre)	70,000	388,573	348,545	308,516	268,482	228,399	188,315	148,203
75,000	80,000	378,573	338,545	298,516	258,482	218,399	178,315	138,203
	90,000	368,573	328,545	288,516	248,482	208,399	168,315	128,203
	100,000	358,573	318,545	278,516	238,482	198,399	158,315	118,203
	110,000	348,573	308,545	268,516	228,482	188,399	148,315	108,203
	120,000	338,573	298,545	258,516	218,482	178,399	138,315	98,203
	130,000	328,573	288,545	248,516	208,482	168,399	128,315	88,203
	140,000	318,573	278,545	238,516	198,482	158,399	118,315	78,203
	150,000	308,573	268,545	228,516	188,482	148,399	108,315	68,203
	160,000	298,573	258,545	218,516	178,482	138,399	98,315	58,203
	170,000	288,573	248,545	208,516	168,482	128,399	88,315	48,203
	180,000	278,573	238,545	198,516	158,482	118,399	78,315	38,203
	190,000	268,573	228,545	188,516	148,482	108,399	68,315	28,203
	200,000	258,573	218,545	178,516	138,482	98,399	58,315	18,203

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Scheme Typology: **Houses** No Units: **200**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	143,203	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	318,063	283,752	249,442	215,128	180,770	146,413	112,031
	35	383,573	343,545	303,516	263,482	223,399	183,315	143,203
Density (dph)	40	449,084	403,337	357,590	311,837	266,027	220,217	174,375
35.0	45	514,594	463,129	411,663	360,192	308,656	257,120	205,547
	50	580,105	522,921	465,737	408,546	351,284	294,022	236,719
	55	645,615	582,713	519,811	456,901	393,912	330,924	267,891
	60	711,125	642,505	573,884	505,256	436,541	367,826	299,063
	65	776,636	702,297	627,958	553,610	479,169	404,728	330,235
	70	842,146	762,089	682,032	601,965	521,798	441,630	361,407
	75	907,657	821,881	736,106	650,319	564,426	478,533	392,579
	80	973,167	881,673	790,179	698,674	607,054	515,435	423,750

TABLE 5

Balance (RLV - BLV £ per acre (n))	143,203	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	622,411	581,235	540,060	498,869	457,666	416,464	375,261
	92%	574,711	533,751	492,791	451,831	410,871	369,911	328,951
Build Cost	94%	526,944	486,227	445,510	404,792	364,075	323,329	282,570
100%	96%	479,177	438,703	398,228	357,726	317,211	276,696	236,181
(105% = 5% increase)	98%	431,410	391,150	350,879	310,607	270,335	230,038	189,710
	100%	383,573	343,545	303,516	263,482	223,399	183,315	143,203
	102%	335,724	295,939	256,113	216,273	176,433	136,536	96,627
	104%	287,851	248,255	208,659	169,045	129,380	89,698	49,949
	106%	239,910	200,558	161,156	121,736	82,273	42,769	3,172
	108%	191,956	152,779	113,603	74,359	35,086	(4,271)	(43,731)
	110%	143,914	104,970	65,955	26,906	(12,211)	(51,438)	(94,151)
	112%	95,831	57,062	18,235	(20,652)	(59,667)	(103,355)	(148,827)

TABLE 6

Balance (RLV - BLV £ per acre (n))	143,203	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(180,710)	(187,764)	(194,843)	(201,979)	(209,161)	(216,414)	(223,761)
	82%	(116,435)	(127,417)	(138,399)	(149,446)	(160,524)	(171,660)	(182,880)
Market Values	84%	(54,792)	(68,021)	(82,299)	(97,230)	(112,224)	(127,261)	(142,365)
100%	86%	329	(15,930)	(32,226)	(48,535)	(65,088)	(83,090)	(102,096)
(105% = 5% increase)	88%	55,310	35,661	15,971	(3,728)	(23,456)	(43,215)	(63,172)
	90%	110,190	87,136	64,056	40,975	17,853	(5,286)	(28,482)
	92%	164,977	138,520	112,063	85,587	59,075	32,554	5,975
	94%	219,690	189,859	160,002	130,121	100,240	70,311	40,368
	96%	274,371	241,123	207,874	174,626	141,330	108,025	74,684
	98%	328,985	292,368	255,720	219,054	182,388	145,691	108,961
	100%	383,573	343,545	303,516	263,482	223,399	183,315	143,203
	102%	438,152	394,721	351,281	307,840	264,400	220,908	177,407
	104%	492,662	445,860	399,046	352,194	305,341	258,489	211,583
	106%	547,171	496,962	446,753	396,544	346,283	296,019	245,755
	108%	601,681	548,065	494,449	440,833	387,217	333,548	279,873
	110%	656,160	599,167	542,145	485,122	428,099	371,076	313,990
	112%	710,603	650,224	589,840	529,411	468,981	408,552	348,108
	114%	765,047	701,265	637,482	573,700	509,863	446,027	382,190
	116%	819,491	752,306	685,120	617,935	550,745	483,502	416,259
	118%	873,934	803,346	732,759	662,171	591,583	520,977	450,327
	120%	928,378	854,387	780,397	706,406	632,416	558,425	484,396

TABLE 7

Balance (RLV - BLV £ per acre (n))	143,203	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	445,231	405,226	365,198	325,169	285,140	245,103	205,020
	10,000	506,818	466,830	426,841	386,851	346,822	306,794	266,765
Grant (£ per unit)	15,000	568,406	528,417	488,429	448,440	408,452	368,463	328,447
-	20,000	629,963	590,000	550,016	510,028	470,039	430,051	390,062
	25,000	691,468	651,505	611,542	571,579	531,615	491,638	451,650
	30,000	752,974	713,011	673,047	633,084	593,121	553,158	513,194
	35,000	814,479	774,516	734,553	694,589	654,626	614,663	574,700
	40,000	875,948	835,996	796,043	756,090	716,132	676,168	636,205
	45,000	937,383	897,431	857,478	817,525	777,573	737,620	697,667
	50,000	998,818	958,866	918,913	878,960	839,008	799,055	759,102
	55,000	1,060,254	1,020,301	980,348	940,396	900,443	860,490	820,538

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Appraisal Ref: GB HV 400 (see Typologies Matrix)
Scheme Typology: Houses No Units: 400
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			400	Units	
AH Policy requirement (% Target)			50%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%		
AH tenure split %	Affordable Rent:			30.0%	
	Social Rent:			45.0%	75.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	70.0	70.0%	140.0	53%	210.0
3 bed House	40.0%	80.0	20.0%	40.0	30%	120.0
4 + bed House	25.0%	50.0	10.0%	20.0	18%	70.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	200.0	100.0%	200.0	100%	400.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	73.0	786			73.0	786
3 bed House	93.0	1,001			93.0	1,001
4 + bed House	115.0	1,238		0.0	115.0	1,238
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	5,110	55,004	9,800	105,486	14,910	160,490
3 bed House	7,440	80,083	4,080	43,917	11,520	124,000
4 + bed House	5,750	61,892	2,600	27,986	8,350	89,879
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	18,300	196,980	16,480	177,389	34,780	374,369

AH % by floor area: 47.38% AH % by floor area (difference due to mix)

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	3,904	363	3,904	363	59,850,000
3 bed House	365,000	3,925	365	3,925	365	43,800,000
4 + bed House	480,000	4,174	388	4,174	388	33,600,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						137,250,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	70.0	@	285,000		19,950,000
3 bed House	80.0	@	365,000		29,200,000
4 + bed House	50.0	@	480,000		24,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	200.0				73,150,000
Affordable Rent GDV -					
2 bed House	42.0	@	199,500		8,379,000
3 bed House	12.0	@	255,500		3,066,000
4 + bed House	6.0	@	336,000		2,016,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	60.0				13,461,000
Social Rent GDV -					
2 bed House	63.0	@	142,500		8,977,500
3 bed House	18.0	@	182,500		3,285,000
4 + bed House	9.0	@	240,000		2,160,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	90.0				14,422,500
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	35.0	@	199,500		6,982,500
3 bed House	10.0	@	255,500		2,555,000
4 + bed House	5.0	@	336,000		1,680,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	50.0	200.0			11,217,500
Sub-total GDV Residential	**400**				**112,251,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	24,999,000
	719 £ psm (total GIA sqm)			62,498 £ per unit (total units)	
Grant	400	units @	0	per unit	-
Total GDV					**112,251,000**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	97,535	£		(97,535)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	292,605	£		(292,605)
CIL (Mrkt only inc. garages)	Max			18,300	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				400	units @		5,500	per unit			(2,200,000)
	Sub-total									(2,200,000)	
S106 analysis:	192,500	£ per ha		1.96%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				34,780	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				11.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15			400	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				14,910	sqm @		1,710	psm			(25,496,100)
3 bed House				11,520	sqm @		1,710	psm			(19,699,200)
3 bed House (EXC. garage)				8,332	sqm @		1,710	psm			(14,247,720)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	80.0		50%	18	sqm @		653	psm			(470,160)
Garages for 4B House	50.0		100%	18	sqm @		653	psm			(587,700)
Total GIA check:				34,780	£ per garage		£11,754				
External works				60,470,100	@		15.0%				(9,070,515)
Ext. Works analysis:							22,676	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				400	units @		1,137	£ per unit			(454,800)
M4(2) Category 2 Housing	Aff units		200	units @		100%	@	1,400	£ per unit		(280,000)
M4(2) Category 2 Housing	OMS units		200	units @		100%	@	1,400	£ per unit		(280,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		200	units @		5%	@	26,816	£ per unit		(268,160)
Part L/FHS			400	units @				8,760	£ per unit		(3,504,000)
Part L/FHS analysis:							5.8%	% of BCIS costs			
EV Charging Points - Houses			400	units @				1,000	£ per unit		(400,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(5,186,960)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.6%	% of BCIS costs			
Contingency (on construction)				74,727,575	@		3.0%				(2,241,827)

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Scheme Typology:	**Houses**	No Units:	**400**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		74,727,575	@	7.0%			(5,230,930)
Disposal Costs -							
OMS Marketing and Promotion		73,150,000	OMS @	3.00%	5,486	£ per unit	(2,194,500)
Residential Sales Agent Costs		73,150,000	OMS @	1.00%	1,829	£ per unit	(731,500)
Residential Sales Legal Costs		73,150,000	OMS @	0.25%	457	£ per unit	(182,875)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		400	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,797	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(269,051)
Developers Profit -							
Profit on OMS		73,150,000		20.00%			(14,630,000)
Margin on AH		39,101,000		6.00%	on AH values		(2,346,060)
Profit analysis:		112,251,000		15.12%	blended GDV	(16,976,060)	
		88,178,398		19.25%	on costs	(16,976,060)	
TOTAL COSTS							**(105,154,458)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							7,096,542
SDLT		7,096,542	@	HMRC formula			(344,327)
Acquisition Agent fees		7,096,542	@	1.0%			(70,965)
Acquisition Legal fees		7,096,542	@	0.5%			(35,483)
Interest on Land		7,096,542	@	7.00%			(496,758)
Residual Land Value							**6,149,008**
RLV analysis:	15,373 £ per plot	538,038	£ per ha (net)	217,741	£ per acre (net)		
		430,431	£ per ha (gross)	174,193	£ per acre (gross)		
				5.48%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		11.43	ha (net)	28.24	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		14.29	ha (gross)	35.30	acres (gross)		
Density analysis:		3,043	sqm/ha (net)	13,257	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**2,118,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**352,713**	£ per ha (net)	**142,741**	£ per acre (net)		**4,031,008**

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Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	142,741	20%	25%	30%	35%	40%	45%	50%
	-	450,066	410,212	370,342	330,468	290,593	250,719	210,818
	1,000	437,728	397,864	357,989	318,115	278,241	238,351	198,449
Site Specific S106	2,000	425,385	385,511	345,636	305,762	265,884	225,982	186,081
5,500	3,000	413,032	373,158	333,284	293,409	253,515	213,613	173,705
	4,000	400,680	360,805	320,931	281,048	241,146	201,245	161,319
	5,000	388,327	348,452	308,578	268,679	228,778	188,869	148,934
	6,000	375,974	336,099	296,212	256,311	216,409	176,484	136,548
	7,000	363,621	323,745	283,844	243,942	204,034	164,098	124,151
	8,000	351,268	311,377	271,475	231,573	191,648	151,713	111,747
	9,000	338,909	299,008	259,106	219,198	179,263	139,320	99,344
	10,000	326,541	286,639	246,738	206,813	166,877	126,916	86,934
	11,000	314,172	274,271	234,363	194,427	154,489	114,513	74,511
	12,000	301,804	261,902	221,977	182,042	142,086	102,109	62,088
	13,000	289,435	249,527	209,592	169,656	129,682	89,689	49,657
	14,000	277,066	237,142	197,206	157,255	117,278	77,266	37,214

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	142,741	20%	25%	30%	35%	40%	45%	50%
	15.0%	561,399	510,321	459,239	408,134	357,030	305,910	254,771
	16.0%	525,549	476,712	427,871	379,007	330,143	281,263	232,365
Profit	17.0%	489,699	443,103	396,502	349,879	303,255	256,617	209,959
20.0%	18.0%	453,850	409,494	365,134	320,751	276,368	231,970	187,553
	19.0%	418,000	375,885	333,765	291,623	249,481	207,323	165,147
	20.0%	382,150	342,276	302,397	262,495	222,593	182,677	142,741

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	142,741	20%	25%	30%	35%	40%	45%	50%
	50,000	407,150	367,276	327,397	287,495	247,593	207,677	167,741
	60,000	397,150	357,276	317,397	277,495	237,593	197,677	157,741
BLV (£ per acre)	70,000	387,150	347,276	307,397	267,495	227,593	187,677	147,741
75,000	80,000	377,150	337,276	297,397	257,495	217,593	177,677	137,741
	90,000	367,150	327,276	287,397	247,495	207,593	167,677	127,741
	100,000	357,150	317,276	277,397	237,495	197,593	157,677	117,741
	110,000	347,150	307,276	267,397	227,495	187,593	147,677	107,741
	120,000	337,150	297,276	257,397	217,495	177,593	137,677	97,741
	130,000	327,150	287,276	247,397	207,495	167,593	127,677	87,741
	140,000	317,150	277,276	237,397	197,495	157,593	117,677	77,741
	150,000	307,150	267,276	227,397	187,495	147,593	107,677	67,741
	160,000	297,150	257,276	217,397	177,495	137,593	97,677	57,741
	170,000	287,150	247,276	207,397	167,495	127,593	87,677	47,741
	180,000	277,150	237,276	197,397	157,495	117,593	77,677	37,741
	190,000	267,150	227,276	187,397	147,495	107,593	67,677	27,741
	200,000	257,150	217,276	177,397	137,495	97,593	57,677	17,741

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **400**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	142,741	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	316,843	282,665	248,483	214,281	180,080	145,866	111,635
	35	382,150	342,276	302,397	262,495	222,593	182,677	142,741
Density (dph)	40	447,457	401,887	356,310	310,709	265,107	219,488	173,847
35.0	45	512,765	461,497	410,224	358,922	307,620	256,298	204,953
	50	578,072	521,108	464,138	407,136	350,133	293,109	236,059
	55	643,379	580,719	518,052	455,349	392,647	329,920	267,165
	60	708,686	640,330	571,965	503,563	435,160	366,731	298,270
	65	773,993	699,941	625,879	551,776	477,674	403,542	329,376
	70	839,300	759,552	679,793	599,990	520,187	440,353	360,482
	75	904,608	819,162	733,707	648,204	562,700	477,164	391,588
	80	969,915	878,773	787,621	696,417	605,214	513,975	422,694

TABLE 5

Balance (RLV - BLV £ per acre (n))	142,741	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	621,688	580,640	539,588	498,532	457,476	416,420	375,364
	92%	573,833	533,020	492,207	451,394	410,581	369,768	328,944
Build Cost	94%	525,965	485,396	444,815	404,231	363,647	323,063	282,478
100%	96%	478,058	437,717	397,376	357,035	316,682	276,320	235,958
(105% = 5% increase)	98%	430,131	390,022	349,904	309,786	269,667	229,529	189,384
	100%	382,150	342,276	302,397	262,495	222,593	182,677	142,741
	102%	334,142	294,484	254,827	215,151	175,460	135,750	96,018
	104%	286,084	246,647	207,201	167,740	128,254	88,736	49,181
	106%	237,964	198,751	159,510	120,251	80,962	41,623	2,229
	108%	189,786	150,784	111,741	72,669	33,552	(5,628)	(44,894)
	110%	141,539	102,732	63,882	24,982	(13,979)	(53,037)	(95,342)
	112%	93,208	54,582	15,906	(22,842)	(61,681)	(105,090)	(150,376)

TABLE 6

Balance (RLV - BLV £ per acre (n))	142,741	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(184,082)	(190,806)	(197,550)	(204,323)	(211,135)	(217,997)	(224,923)
	82%	(119,334)	(130,009)	(140,696)	(151,406)	(162,154)	(172,940)	(183,784)
Market Values	84%	(57,349)	(70,092)	(84,269)	(98,922)	(113,598)	(128,312)	(143,076)
100%	86%	(1,977)	(18,026)	(34,093)	(50,172)	(66,270)	(83,985)	(102,669)
(105% = 5% increase)	88%	53,206	33,743	14,280	(5,212)	(24,712)	(44,238)	(63,797)
	90%	108,243	85,377	62,498	39,616	16,706	(6,219)	(29,169)
	92%	163,167	136,903	110,616	84,329	58,020	31,702	5,348
	94%	218,006	188,339	158,649	128,959	99,253	69,531	39,783
	96%	272,780	239,701	206,614	173,526	140,416	107,298	74,152
	98%	327,490	291,008	254,526	218,037	181,525	145,014	108,468
	100%	382,150	342,276	302,397	262,495	222,593	182,677	142,741
	102%	436,788	393,503	350,214	306,924	263,626	220,305	176,980
	104%	491,370	444,693	398,016	351,322	304,617	257,912	211,177
	106%	545,948	495,864	445,776	395,688	345,599	295,479	245,359
	108%	600,476	547,004	493,531	440,036	386,536	333,036	279,511
	110%	655,004	598,124	541,243	484,363	427,473	370,562	313,651
	112%	709,505	649,242	588,955	528,667	468,378	408,087	347,765
	114%	763,985	700,317	636,648	572,971	509,274	445,578	381,879
	116%	818,465	751,392	684,318	617,245	550,170	483,066	415,962
	118%	872,931	802,467	731,988	661,510	591,031	520,553	450,042
	120%	927,369	853,512	779,655	705,775	631,891	558,008	484,122

TABLE 7

Balance (RLV - BLV £ per acre (n))	142,741	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	443,954	404,100	364,227	324,352	284,478	244,599	204,698
	10,000	505,704	465,850	425,995	386,141	346,287	306,429	266,555
Grant (£ per unit)	15,000	567,400	527,559	487,719	447,878	408,036	368,182	328,328
-	20,000	629,078	589,238	549,397	509,557	469,717	429,876	390,036
	25,000	690,694	650,861	611,027	571,194	531,360	491,526	451,693
	30,000	752,308	712,474	672,641	632,807	592,974	553,140	513,307
	35,000	813,870	774,037	734,204	694,370	654,537	614,704	574,871
	40,000	875,424	835,591	795,758	755,925	716,091	676,258	636,423
	45,000	936,961	897,121	857,282	817,442	777,602	737,763	697,923
	50,000	998,461	958,622	918,782	878,942	839,103	799,263	759,423
	55,000	1,059,962	1,020,122	980,282	940,441	900,588	860,735	820,883

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Appraisal Ref: GB HV 600 (see Typologies Matrix)
Scheme Typology: Houses No Units: 600
Site Typology: Location / Value Zone: Higher Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600	Units		
AH Policy requirement (% Target)			50%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	35.0%	105.0	70.0%	210.0	53%	315.0
3 bed House	40.0%	120.0	20.0%	60.0	30%	180.0
4 + bed House	25.0%	75.0	10.0%	30.0	18%	105.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	300.0	100.0%	300.0	100%	600.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	73.0	786			73.0	786
3 bed House	93.0	1,001			93.0	1,001
4 + bed House	115.0	1,238		0.0	115.0	1,238
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	62.0	667	85.0%		72.9	785

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	7,665	82,505	14,700	158,229	22,365	240,735
3 bed House	11,160	120,125	6,120	65,875	17,280	186,000
4 + bed House	8,625	92,839	3,900	41,979	12,525	134,818
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	27,450	295,469	24,720	266,084	52,170	561,553
AH % by floor area:			47.38%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	285,000	3,904	363	3,904	363	89,775,000
3 bed House	365,000	3,925	365	3,925	365	65,700,000
4 + bed House	480,000	4,174	388	4,174	388	50,400,000
1 bed Flat	145,000	2,900	269	2,465	229	0
2 bed Flat	160,000	2,581	240	2,194	204	0
						205,875,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	199,500	70%	142,500	50%	199,500	70%	199,500	70%
3 bed House	255,500	70%	182,500	50%	250,000	70%	255,500	70%
4 + bed House	336,000	70%	240,000	50%	250,000	70%	336,000	70%
1 bed Flat	101,500	70%	72,500	50%	101,500	70%	101,500	70%
2 bed Flat	112,000	70%	80,000	50%	112,000	70%	112,000	70%

* capped @£250K

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Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	105.0	@	285,000		29,925,000
3 bed House	120.0	@	365,000		43,800,000
4 + bed House	75.0	@	480,000		36,000,000
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	160,000		-
	300.0				109,725,000
Affordable Rent GDV -					
2 bed House	63.0	@	199,500		12,568,500
3 bed House	18.0	@	255,500		4,599,000
4 + bed House	9.0	@	336,000		3,024,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	90.0				20,191,500
Social Rent GDV -					
2 bed House	94.5	@	142,500		13,466,250
3 bed House	27.0	@	182,500		4,927,500
4 + bed House	13.5	@	240,000		3,240,000
1 bed Flat	0.0	@	72,500		-
2 bed Flat	0.0	@	80,000		-
	135.0				21,633,750
First Homes GDV -					
2 bed House	0.0	@	199,500		-
3 bed House	0.0	@	250,000		-
4 + bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	0.0				-
Other Intermediate GDV -					
2 bed House	52.5	@	199,500		10,473,750
3 bed House	15.0	@	255,500		3,832,500
4 + bed House	7.5	@	336,000		2,520,000
1 bed Flat	0.0	@	101,500		-
2 bed Flat	0.0	@	112,000		-
	75.0	300.0			16,826,250
Sub-total GDV Residential	**600**				**168,376,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	37,498,500
	719 £ psm (total GIA sqm)			62,498 £ per unit (total units)	
Grant	600	units @	0	per unit	-
Total GDV					**168,376,500**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	135,335	£		(135,335)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	406,005	£		(406,005)
CIL (Mrkt only inc. garages)	Max			27,450	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				600	units @		5,500	per unit			(3,300,000)
	Sub-total									(3,300,000)	
S106 analysis:	192,500	£ per ha		1.96%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				52,170	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				17.14	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			600	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				22,365	sqm @		1,710	psm			(38,244,150)
3 bed House				17,280	sqm @		1,710	psm			(29,548,800)
3 bed House (EXC. garage)				12,507	sqm @		1,710	psm			(21,386,970)
4 bed House (EXC. garage)			-	18	sqm @		1,710	psm			30,780
5 bed House (EXC. garage)				-	sqm @		1,710	psm			-
1 bed Flat				-	sqm @		1,868	psm			-
2 bed Flat				-	sqm @		1,868	psm			-
-				-	sqm @		1,868	psm			-
Garages for 3B House	120.0		50%	18	sqm @		653	psm			(705,240)
Garages for 4B House	75.0		100%	18	sqm @		653	psm			(881,550)
Total GIA check:				52,170	£ per garage		£11,754				
External works				90,735,930	@		15.0%				(13,610,390)
Ext. Works analysis:							22,684	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				600	units @		1,137	£ per unit			(682,200)
M4(2) Category 2 Housing	Aff units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(2) Category 2 Housing	OMS units		300	units @		100%	@	1,400	£ per unit		(420,000)
M4(3) Category 3 Housing	Flats		-	units @		5%	@	15,691	£ per unit		-
M4(3) Category 3 Housing	Houses		300	units @		5%	@	26,816	£ per unit		(402,240)
Part L/FHS			600	units @				8,760	£ per unit		(5,256,000)
Part L/FHS analysis:							5.8%	% of BCIS costs			
EV Charging Points - Houses			600	units @				1,000	£ per unit		(600,000)
EV Charging Points - Flats			-	units @		4	flats per charger	10,000	£ per 4 units		-
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(7,780,440)	
Policy Costs analysis:	(design costs only)						12,967	£ per unit (total units)			
							8.6%	% of BCIS costs			
Contingency (on construction)				112,126,760	@		3.0%				(3,363,803)

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology:	**Houses**	No Units:	**600**
Site Typology:	Location / Value Zone:	**Higher**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		112,126,760	@	7.0%			(7,848,873)
Disposal Costs -							
OMS Marketing and Promotion		109,725,000	OMS @	3.00%	5,486	£ per unit	(3,291,750)
Residential Sales Agent Costs		109,725,000	OMS @	1.00%	1,829	£ per unit	(1,097,250)
Residential Sales Legal Costs		109,725,000	OMS @	0.25%	457	£ per unit	(274,313)
Affordable Sale Legal Costs					lump sum		(10,000)
Empty Property Costs (SC, Council Tax proxy)		600	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,789	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(381,711)
Developers Profit -							
Profit on OMS		109,725,000		20.00%			(21,945,000)
Margin on AH		58,651,500		6.00%	on AH values		(3,519,090)
Profit analysis:		168,376,500		15.12%	blended GDV	(25,464,090)	
		132,235,799		19.26%	on costs	(25,464,090)	
TOTAL COSTS							**(157,699,889)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							10,676,611
SDLT		10,676,611	@	HMRC formula			(523,331)
Acquisition Agent fees		10,676,611	@	1.0%			(106,766)
Acquisition Legal fees		10,676,611	@	0.5%			(53,383)
Interest on Land		10,676,611	@	7.00%			(747,363)
Residual Land Value							**9,245,769**
RLV analysis:	15,410 £ per plot	539,337	£ per ha (net)	218,266	£ per acre (net)		
		431,469	£ per ha (gross)	174,613	£ per acre (gross)		
				5.49%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		35.0	dph (net)				
Site Area (net)		17.14	ha (net)	42.36	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		21.43	ha (gross)	52.95	acres (gross)		
Density analysis:		3,043	sqm/ha (net)	13,257	sqft/ac (net)		
		28	dph (gross)				
Benchmark Land Value (net)	5,295 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**3,177,000**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**354,012**	£ per ha (net)	**143,266**	£ per acre (net)		**6,068,769**

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	143,266	20%	25%	30%	35%	40%	45%	50%
	-	450,454	410,613	370,764	330,915	291,066	251,205	211,338
	1,000	438,111	398,262	358,413	318,564	278,709	238,841	198,974
Site Specific S106	2,000	425,760	385,911	346,062	306,213	266,345	226,478	186,600
5,500	3,000	413,409	373,560	333,711	293,849	253,982	214,114	174,223
	4,000	401,058	361,209	321,353	281,486	241,618	201,737	161,846
	5,000	388,707	348,857	308,989	269,122	229,250	189,360	149,462
	6,000	376,356	336,493	296,626	256,758	216,873	176,983	137,071
	7,000	363,997	324,130	284,262	244,387	204,496	164,598	124,680
	8,000	351,634	311,766	271,899	232,010	192,119	152,207	112,280
	9,000	339,270	299,403	259,523	219,633	179,733	139,815	99,874
	10,000	326,906	287,037	247,146	207,256	167,342	127,417	87,468
	11,000	314,543	274,660	234,769	194,869	154,951	115,011	75,046
	12,000	302,173	262,283	222,392	182,478	142,555	102,605	62,625
	13,000	289,796	249,906	210,005	170,087	130,149	90,189	50,193
	14,000	277,419	237,529	197,613	157,693	117,743	77,767	37,755

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	143,266	20%	25%	30%	35%	40%	45%	50%
	15.0%	561,780	510,721	459,650	408,580	357,498	306,405	255,297
	16.0%	525,930	477,112	428,282	379,452	330,611	281,758	232,891
Profit	17.0%	490,080	443,502	396,913	350,324	303,724	257,111	210,485
20.0%	18.0%	454,231	409,893	365,545	321,196	276,836	232,465	188,079
	19.0%	418,381	376,284	334,176	292,068	249,949	207,818	165,673
	20.0%	382,531	342,675	302,808	262,940	223,062	183,171	143,266

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	143,266	20%	25%	30%	35%	40%	45%	50%
	50,000	407,531	367,675	327,808	287,940	248,062	208,171	168,266
	60,000	397,531	357,675	317,808	277,940	238,062	198,171	158,266
BLV (£ per acre)	70,000	387,531	347,675	307,808	267,940	228,062	188,171	148,266
75,000	80,000	377,531	337,675	297,808	257,940	218,062	178,171	138,266
	90,000	367,531	327,675	287,808	247,940	208,062	168,171	128,266
	100,000	357,531	317,675	277,808	237,940	198,062	158,171	118,266
	110,000	347,531	307,675	267,808	227,940	188,062	148,171	108,266
	120,000	337,531	297,675	257,808	217,940	178,062	138,171	98,266
	130,000	327,531	287,675	247,808	207,940	168,062	128,171	88,266
	140,000	317,531	277,675	237,808	197,940	158,062	118,171	78,266
	150,000	307,531	267,675	227,808	187,940	148,062	108,171	68,266
	160,000	297,531	257,675	217,808	177,940	138,062	98,171	58,266
	170,000	287,531	247,675	207,808	167,940	128,062	88,171	48,266
	180,000	277,531	237,675	197,808	157,940	118,062	78,171	38,266
	190,000	267,531	227,675	187,808	147,940	108,062	68,171	28,266
	200,000	257,531	217,675	177,808	137,940	98,062	58,171	18,266

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251031 Wigan Borough Council_Residential Appraisals_Green Belt Higher Value Zone_v0.1

Scheme Typology: **Houses** No Units: **600**
Site Typology: Location / Value Zone: **Higher** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	143,266	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	317,170	283,007	248,835	214,663	180,481	146,290	112,086
	35	382,531	342,675	302,808	262,940	223,062	183,171	143,266
Density (dph)	40	447,893	402,343	356,780	311,217	265,642	220,053	174,447
35.0	45	513,254	462,011	410,753	359,495	308,222	256,935	205,628
	50	578,616	521,679	464,725	407,772	350,802	293,816	236,809
	55	643,978	581,347	518,698	456,049	393,383	330,698	267,990
	60	709,339	641,015	572,670	504,326	435,963	367,579	299,171
	65	774,701	700,682	626,643	552,603	478,543	404,461	330,352
	70	840,062	760,350	680,615	600,880	521,123	441,343	361,533
	75	905,424	820,018	734,588	649,158	563,704	478,224	392,714
	80	970,786	879,686	788,560	697,435	606,284	515,106	423,895

TABLE 5

Balance (RLV - BLV £ per acre (n))	143,266	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	622,084	581,049	540,014	498,980	457,945	416,909	375,868
	92%	574,235	533,437	492,639	451,841	411,043	370,245	329,447
Build Cost	94%	526,355	485,800	445,242	404,677	364,112	323,547	282,981
100%	96%	478,444	438,122	397,801	357,479	317,143	276,807	236,471
(105% = 5% increase)	98%	430,510	390,417	350,324	310,232	270,130	230,018	189,905
	100%	382,531	342,675	302,808	262,940	223,062	183,171	143,266
	102%	334,510	294,887	255,242	215,595	175,931	136,257	96,552
	104%	286,445	247,043	207,618	168,189	128,729	89,249	49,733
	106%	238,327	199,143	159,928	120,699	81,442	42,144	2,791
	108%	190,147	151,169	112,163	73,124	34,045	(5,090)	(44,308)
	110%	141,898	103,114	64,299	25,438	(13,482)	(52,488)	(94,497)
	112%	93,568	54,971	16,330	(22,379)	(61,169)	(104,289)	(149,502)

TABLE 6

Balance (RLV - BLV £ per acre (n))	143,266	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(183,481)	(190,147)	(196,832)	(203,543)	(210,288)	(217,075)	(223,924)
	82%	(118,717)	(129,341)	(139,979)	(150,637)	(161,323)	(172,046)	(182,813)
Market Values	84%	(56,931)	(69,538)	(83,557)	(98,157)	(112,785)	(127,442)	(142,140)
100%	86%	(1,564)	(17,580)	(33,609)	(49,652)	(65,710)	(83,137)	(101,765)
(105% = 5% increase)	88%	53,613	34,185	14,747	(4,703)	(24,165)	(43,652)	(63,163)
	90%	108,647	85,807	62,966	40,106	17,238	(5,648)	(28,559)
	92%	163,565	137,324	111,069	84,814	58,536	32,248	5,940
	94%	218,397	188,753	159,094	129,430	99,755	70,067	40,356
	96%	273,160	240,111	207,052	173,983	140,909	107,816	74,708
	98%	327,868	291,417	254,952	218,483	182,008	145,515	109,009
	100%	382,531	342,675	302,808	262,940	223,062	183,171	143,266
	102%	437,154	393,891	350,628	307,364	264,079	220,794	177,488
	104%	491,737	445,080	398,423	351,746	305,069	258,383	211,681
	106%	546,306	496,244	446,176	396,108	346,036	295,945	245,853
	108%	600,836	547,378	493,919	440,450	386,971	333,493	279,993
	110%	655,360	598,500	541,634	484,767	427,901	371,013	314,123
	112%	709,851	649,596	589,342	529,073	468,799	408,524	348,232
	114%	764,342	700,681	637,021	573,361	509,696	446,014	382,331
	116%	818,807	751,759	684,700	617,634	550,569	483,503	416,412
	118%	873,261	802,811	732,360	661,908	591,437	520,965	450,493
	120%	927,716	853,862	780,008	706,154	632,300	558,427	484,550

TABLE 7

Balance (RLV - BLV £ per acre (n))	143,266	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	444,334	404,489	364,640	324,791	284,942	245,078	205,210
	10,000	506,079	466,244	426,409	386,574	346,738	306,900	267,050
Grant (£ per unit)	15,000	567,776	527,951	488,125	448,299	408,474	368,648	328,813
-	20,000	629,441	589,621	549,800	509,980	470,159	430,336	390,510
	25,000	691,075	651,254	611,434	571,613	531,792	491,972	452,151
	30,000	752,667	712,848	673,028	633,208	593,388	553,568	513,748
	35,000	814,251	774,429	734,606	694,782	654,958	615,135	575,311
	40,000	875,789	835,966	796,142	756,318	716,495	676,671	636,848
	45,000	937,326	897,502	857,672	817,840	778,009	738,177	698,345
	50,000	998,829	958,997	919,166	879,334	839,502	799,670	759,834
	55,000	1,060,322	1,020,491	980,659	940,821	900,977	861,133	821,289

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **BtR Brownfield Low Value 50 units** (see Typologies Matrix)
Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**
Notes: BTR

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			50%	20	20	
BTR 2 Bed units			50%	20	20	
BTR 1 Bed units - Disc Mrkt Rent		20%	50%	5		5
BTR 2 Bed units - Disc Mrkt Rent			50%	5		5
Convenience Retail	1		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	1			50	40	10

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
BTR 1 Bed units	50	538	85.0%	59	633
BTR 2 Bed units	62	667	85.0%	73	785
BTR 1 Bed units - Disc Mrkt Rent	50	538	85.0%	59	633
BTR 2 Bed units - Disc Mrkt Rent	62	667	85.0%	73	785
Convenience Retail	0	0	100.0%	0	0
[blank spare]	0	0	100.0%	0	0
[blank spare]					
[blank spare]					

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
BTR 1 Bed units	1,000	10,764	1,176	12,663
BTR 2 Bed units	1,240	13,347	1,459	15,703
BTR 1 Bed units - Disc Mrkt Rent	250	2,691	294	3,166
BTR 2 Bed units - Disc Mrkt Rent	310	3,337	365	3,926
Convenience Retail	0	0	0	0
[blank spare]	0	0	0	0
[blank spare]				
[blank spare]				
	2,800	30,139	3,294	35,458

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR 1 Bed units	600	7,200		25%	0	4.75%
BTR 2 Bed units	675	8,100		25%	0	4.75%
BTR 1 Bed units - Disc Mrkt Rent	420	5,040		25%	0	4.75%
BTR 2 Bed units - Disc Mrkt Rent	472.5	5,670		25%	0	4.75%
Convenience Retail		-	0.00	0%	18	5.00%
[blank spare]		-	0.00	0%	0	0.00%
[blank spare]						
[blank spare]						

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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251118 Wigan Borough Council_BtR appraisal_v0.1 (based on lower)

Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Low**	Greenfield/Brownfield:	**Brownfield**
Notes:	BTR		

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	144,000	25%	108,000	4.75%	2,273,684
BTR 2 Bed units	unit	162,000	25%	121,500	4.75%	2,557,895
BTR 1 Bed units - Disc Mrkt Rent	unit	25,200	25%	18,900	4.75%	397,895
BTR 2 Bed units - Disc Mrkt Rent	unit	28,350	25%	21,263	4.75%	447,632
Convenience Retail	£ psf	-	0%	-	5.00%	-
[blank spare]	£ psf	-	0%	-	0.00%	
[blank spare]			0%			
[blank spare]						
				269,663		5,677,105

Commercial GDV -	less RF/Void	Purchasers Costs %		PC £	£
BTR 1 Bed units	-	2,273,684	1.20%	(26,961)	2,246,724
BTR 2 Bed units	-	2,557,895	1.20%	(30,331)	2,527,564
BTR 1 Bed units - Disc Mrkt Rent	-	397,895	1.20%	(4,718)	393,177
BTR 2 Bed units - Disc Mrkt Rent	-	447,632	1.20%	(5,308)	442,324
Convenience Retail	-	0	1.20%	-	-
[blank spare]	-	0	1.20%	-	-
[blank spare]	-	0	1.20%	-	-
[blank spare]					
Sub-total GDV Commercial					**5,609,788**

Grant Funding	10	AH units @	0	per unit	-
Total GDV					**5,609,788**

DEVELOPMENT COSTS

Initial Payments -								
Statutory Planning Fees (Planning Portal)						0	£	-
Planning Application Professional Fees, Surveys and reports						4.0	x	-
CIL (exl. Aff. Housing - discounted market rent)		2,635	sqm (gross)		0.00	£ psm		-
CIL analysis:		0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	50	units @			5,500			(275,000)
S106 analysis		4.90%	% of GDV		83.48	£ psm (GIA)		
Construction Costs -								
Site Clearance and Demolition		0.50	ha @		123,550	£ per ha (if brownfield)		(61,775)
Site Infrastructure costs		0						-
Infra. Costs analysis:		0.00%	% of GDV		0.00	£ psm (GIA)		
BTR 1 Bed units		1,176	sqm @		2,522	psm		(2,967,059)
BTR 2 Bed units		1,459	sqm @		2,522	psm		(3,679,153)
BTR 1 Bed units - Disc Mrkt Rent		294	sqm @		2,522	psm		(741,765)
BTR 2 Bed units - Disc Mrkt Rent		365	sqm @		2,522	psm		(919,788)
Convenience Retail		-	sqm @		0	psm		-
[blank spare]		-	sqm @		0	psm		-
[blank spare]		-	sqm @		0	psm		-
[blank spare]	3,294	-	sqm @		0	psm		-
External works		8,307,765	@		10.0%			(830,776)
Ext. Works analysis:					16,616	£ per unit (total units)		
Policy Costs on design -								
M4(2) Category 2 Housing	Aff units	10	units @	100%	@	1,400	£ per dwelling	(14,000)
M4(3) Category 3 Housing	Aff units	10	units @	5%	@		£ per dwelling	-
M4(2) Category 2 Housing	OMS units	40	units @	100%	@	1,400	£ per dwelling	(56,000)
M4(3) Category 3 Housing	OMS units	40	units @	5%	@	15,691	£ per dwelling	(31,382)
Carbon/Energy Reduction/FHS		50	units @			8,760	£ per unit	(438,000)
EV Charging Points - Houses			units @			0	£ per unit	-
EV Charging Points - Flats		50	units @		4 flats per charger	10,000	£ per 4 units	(125,000)
Water Efficiency additional cost		-	units @			10	£ per unit	-
Net Biodiveristy		50	units @			242	£ per unit	(12,100)
	Sub-total							(676,482)
Policy Costs analysis:	(design costs only)				13,530	£ per unit (total units)		
Contingency (on construction)		9,876,798	@		5.0%			(493,840)

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Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield:	**Brownfield**	
Notes:	BTR				

Professional Fees	9,876,798	@	7.0%		(691,376)
Disposal Costs -					
Letting Agents Costs	269,663	ERV @	10.00%		(26,966)
Letting Legal Costs	269,663	ERV @	0.50%		(1,348)
Investment Sale Agents Costs	5,609,788	GDV @	0.00%		-
Investment Sale Legal Costs	5,609,788	GDV @	0.00%		-
Marketing and Promotion	5,609,788	GDV @	0.50%		(28,049)
Interest (on Development Costs) -	7.00%	APR	0.565%	pcm	(1,013,834)
Developers Profit -					
Profit on Cost (commercial scheme)	12,407,211		10.00%		(1,240,721)
TOTAL COSTS					**(13,647,932)**

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(8,038,145)
SDLT	-	@	HMRC formula		10,500
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					**(8,027,645)**
RLV analysis: (160,553) £ per plot	(16,055,289)	£ per ha (net)	(6,497,487)	£ per acre (net)	
	(16,055,289)	£ per ha (gross)	(6,497,487)	£ per acre (gross)	
			-143.10%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)							
Plot Ratio / Density	100.00	(GIA-Site Area / Dph, as appropriate)					
Site Area	0.00 < alt formula >	0.50	ha (net)	1.24	acres (net)		
Net to Gross ratio	100%						
Site Area (gross)		0.50	ha (gross)	1.24	acres (gross)		
Benchmark Land Value (net)	6,486 £ per plot	648,638	£ per ha (net)	262,500	£ per acre (net)		**324,319**
BLV analysis:	Density	6,588	sqm/ha (net)	28,699	sqft/ac (net)		
		100	dph (gross)				
		648,638	£ per ha (gross)	262,500	£ per acre (gross)		

BALANCE					
Surplus/(Deficit)	**(16,703,927)**	£ per ha (net)	**(6,759,987)**	£ per acre (net)	**(8,351,963)**

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Scheme Typology:	**Flats**		No Units:	**50**
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield:	**Brownfield**
Notes:	BTR			

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	(6,759,987)	0%	5%	10%	15%	20%	25%	30%
	0.00	(6,478,416)	(6,548,809)	(6,619,201)	(6,689,594)	(6,759,987)	(6,830,379)	(6,900,772)
	10.00	(6,510,994)	(6,579,758)	(6,648,521)	(6,717,285)	(6,786,049)	(6,854,812)	(6,923,576)
CIL £ psm	20.00	(6,543,572)	(6,610,706)	(6,677,841)	(6,744,976)	(6,812,111)	(6,879,246)	(6,946,380)
0.00	30.00	(6,576,149)	(6,641,655)	(6,707,161)	(6,772,667)	(6,838,173)	(6,903,679)	(6,969,185)
	40.00	(6,608,727)	(6,672,604)	(6,736,481)	(6,800,358)	(6,864,235)	(6,928,112)	(6,991,989)
	50.00	(6,641,304)	(6,703,553)	(6,765,801)	(6,828,049)	(6,890,297)	(6,952,545)	(7,014,793)
	60.00	(6,673,882)	(6,734,501)	(6,795,121)	(6,855,740)	(6,916,359)	(6,976,979)	(7,037,598)
	70.00	(6,706,460)	(6,765,450)	(6,824,441)	(6,883,431)	(6,942,421)	(7,001,412)	(7,060,402)
	80.00	(6,739,037)	(6,796,399)	(6,853,760)	(6,911,122)	(6,968,484)	(7,025,845)	(7,083,207)
	90.00	(6,771,615)	(6,827,348)	(6,883,080)	(6,938,813)	(6,994,546)	(7,050,278)	(7,106,011)
	100.00	(6,804,193)	(6,858,296)	(6,912,400)	(6,966,504)	(7,020,608)	(7,074,712)	(7,128,815)
	110.00	(6,836,770)	(6,889,245)	(6,941,720)	(6,994,195)	(7,046,670)	(7,099,145)	(7,151,620)
	120.00	(6,869,348)	(6,920,194)	(6,971,040)	(7,021,886)	(7,072,732)	(7,123,578)	(7,174,424)
	130.00	(6,901,926)	(6,951,143)	(7,000,360)	(7,049,577)	(7,098,794)	(7,148,011)	(7,197,228)
	140.00	(6,934,503)	(6,982,092)	(7,029,680)	(7,077,268)	(7,124,856)	(7,172,444)	(7,220,033)
	150.00	(6,967,081)	(7,013,040)	(7,059,000)	(7,104,959)	(7,150,918)	(7,196,878)	(7,242,837)
	160.00	(6,999,659)	(7,043,989)	(7,088,320)	(7,132,650)	(7,176,980)	(7,221,311)	(7,265,641)
	170.00	(7,032,236)	(7,074,938)	(7,117,639)	(7,160,341)	(7,203,043)	(7,245,744)	(7,288,446)
	180.00	(7,064,814)	(7,105,887)	(7,146,959)	(7,188,032)	(7,229,105)	(7,270,177)	(7,311,250)
	190.00	(7,097,392)	(7,136,835)	(7,176,279)	(7,215,723)	(7,255,167)	(7,294,611)	(7,334,054)
	200.00	(7,129,969)	(7,167,784)	(7,205,599)	(7,243,414)	(7,281,229)	(7,319,044)	(7,356,859)
	210.00	(7,162,547)	(7,198,733)	(7,234,919)	(7,271,105)	(7,307,291)	(7,343,477)	(7,379,663)
	220.00	(7,195,125)	(7,229,682)	(7,264,239)	(7,298,796)	(7,333,353)	(7,367,910)	(7,402,468)
	230.00	(7,227,702)	(7,260,630)	(7,293,559)	(7,326,487)	(7,359,415)	(7,392,344)	(7,425,272)
	240.00	(7,260,280)	(7,291,579)	(7,322,879)	(7,354,178)	(7,385,477)	(7,416,777)	(7,448,076)
	250.00	(7,292,857)	(7,322,528)	(7,352,199)	(7,381,869)	(7,411,540)	(7,441,210)	(7,470,881)

TABLE 2

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	(6,759,987)	0%	5%	10%	15%	20%	25%	30%
	8,000	(6,610,217)	(6,680,610)	(6,751,003)	(6,821,395)	(6,891,788)	(6,962,180)	(7,032,573)
	9,000	(6,662,938)	(6,733,331)	(6,803,723)	(6,874,116)	(6,944,508)	(7,014,901)	(7,085,293)
Site Specific S106	10,000	(6,715,658)	(6,786,051)	(6,856,444)	(6,926,836)	(6,997,229)	(7,067,621)	(7,138,014)
5,500	11,000	(6,768,379)	(6,838,771)	(6,909,164)	(6,979,557)	(7,049,949)	(7,120,342)	(7,190,734)
	12,000	(6,821,099)	(6,891,492)	(6,961,885)	(7,032,277)	(7,102,670)	(7,173,062)	(7,243,455)
	13,000	(6,873,820)	(6,944,212)	(7,014,605)	(7,084,998)	(7,155,390)	(7,225,783)	(7,296,175)
	14,000	(6,926,540)	(6,996,933)	(7,067,325)	(7,137,718)	(7,208,111)	(7,278,503)	(7,348,896)
	15,000	(6,979,261)	(7,049,653)	(7,120,046)	(7,190,439)	(7,260,831)	(7,331,224)	(7,401,616)
	16,000	(7,031,981)	(7,102,374)	(7,172,766)	(7,243,159)	(7,313,552)	(7,383,944)	(7,454,337)
	17,000	(7,084,702)	(7,155,094)	(7,225,487)	(7,295,880)	(7,366,272)	(7,436,665)	(7,507,057)
	18,000	(7,137,422)	(7,207,815)	(7,278,207)	(7,348,600)	(7,418,993)	(7,489,385)	(7,559,778)
	19,000	(7,190,143)	(7,260,535)	(7,330,928)	(7,401,320)	(7,471,713)	(7,542,106)	(7,612,498)
	20,000	(7,242,863)	(7,313,256)	(7,383,648)	(7,454,041)	(7,524,434)	(7,594,826)	(7,665,219)
	21,000	(7,295,584)	(7,365,976)	(7,436,369)	(7,506,761)	(7,577,154)	(7,647,547)	(7,717,939)
	22,000	(7,348,304)	(7,418,697)	(7,489,089)	(7,559,482)	(7,629,875)	(7,700,267)	(7,770,660)

TABLE 3

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	(6,759,987)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(7,121,502)	(7,191,801)	(7,262,100)	(7,332,398)	(7,402,697)	(7,472,996)	(7,543,295)
	16.0%	(7,221,962)	(7,292,242)	(7,362,522)	(7,432,802)	(7,503,082)	(7,573,362)	(7,643,642)
Profit	17.0%	(7,322,422)	(7,392,683)	(7,462,945)	(7,533,206)	(7,603,467)	(7,673,729)	(7,743,990)
10.0%	18.0%	(7,422,882)	(7,493,125)	(7,563,367)	(7,633,610)	(7,703,852)	(7,774,095)	(7,844,338)
	19.0%	(7,523,342)	(7,593,566)	(7,663,790)	(7,734,014)	(7,804,238)	(7,874,461)	(7,944,685)
	20.0%	(7,623,802)	(7,694,007)	(7,764,212)	(7,834,418)	(7,904,623)	(7,974,828)	(8,045,033)

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Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**
Notes: BTR

TABLE 4 Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(8,351,963)	0%	5%	10%	15%	20%	25%	30%
	50,000	(7,741,540)	(7,828,510)	(7,915,480)	(8,002,450)	(8,089,420)	(8,176,390)	(8,263,360)
	75,000	(7,772,427)	(7,859,397)	(7,946,367)	(8,033,337)	(8,120,307)	(8,207,277)	(8,294,247)
BLV (£ per acre)	100,000	(7,803,315)	(7,890,285)	(7,977,255)	(8,064,225)	(8,151,195)	(8,238,165)	(8,325,135)
262,500	125,000	(7,834,202)	(7,921,172)	(8,008,142)	(8,095,112)	(8,182,082)	(8,269,052)	(8,356,022)
	150,000	(7,865,090)	(7,952,060)	(8,039,030)	(8,126,000)	(8,212,970)	(8,299,940)	(8,386,910)
	175,000	(7,895,977)	(7,982,947)	(8,069,917)	(8,156,887)	(8,243,857)	(8,330,827)	(8,417,797)
	200,000	(7,926,865)	(8,013,835)	(8,100,805)	(8,187,775)	(8,274,745)	(8,361,715)	(8,448,685)
	225,000	(7,957,752)	(8,044,722)	(8,131,692)	(8,218,662)	(8,305,632)	(8,392,602)	(8,479,572)
	250,000	(7,988,640)	(8,075,610)	(8,162,580)	(8,249,550)	(8,336,520)	(8,423,490)	(8,510,460)
	275,000	(8,019,527)	(8,106,497)	(8,193,467)	(8,280,437)	(8,367,407)	(8,454,377)	(8,541,347)
	300,000	(8,050,415)	(8,137,385)	(8,224,355)	(8,311,325)	(8,398,295)	(8,485,265)	(8,572,235)
	325,000	(8,081,302)	(8,168,272)	(8,255,242)	(8,342,212)	(8,429,182)	(8,516,152)	(8,603,122)
	350,000	(8,112,190)	(8,199,160)	(8,286,130)	(8,373,100)	(8,460,070)	(8,547,040)	(8,634,010)
	375,000	(8,143,077)	(8,230,047)	(8,317,017)	(8,403,987)	(8,490,957)	(8,577,927)	(8,664,897)
	400,000	(8,173,965)	(8,260,935)	(8,347,905)	(8,434,875)	(8,521,845)	(8,608,815)	(8,695,785)
	425,000	(8,204,852)	(8,291,822)	(8,378,792)	(8,465,762)	(8,552,732)	(8,639,702)	(8,726,672)

TABLE 5 Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(6,759,987)	0%	5%	10%	15%	20%	25%	30%
	60	(4,020,841)	(4,063,077)	(4,105,312)	(4,147,548)	(4,189,783)	(4,232,019)	(4,274,255)
	70	(4,635,235)	(4,684,510)	(4,733,785)	(4,783,059)	(4,832,334)	(4,881,609)	(4,930,884)
Density (dph)	80	(5,249,629)	(5,305,943)	(5,362,257)	(5,418,571)	(5,474,885)	(5,531,199)	(5,587,513)
100.0	90	(5,864,022)	(5,927,376)	(5,990,729)	(6,054,082)	(6,117,436)	(6,180,789)	(6,244,142)
	100	(6,478,416)	(6,548,809)	(6,619,201)	(6,689,594)	(6,759,987)	(6,830,379)	(6,900,772)
	110	(7,092,810)	(7,170,242)	(7,247,674)	(7,325,105)	(7,402,537)	(7,479,969)	(7,557,401)
	120	(7,707,204)	(7,791,675)	(7,876,146)	(7,960,617)	(8,045,088)	(8,129,559)	(8,214,030)
	130	(8,321,597)	(8,413,108)	(8,504,618)	(8,596,129)	(8,687,639)	(8,779,149)	(8,870,660)
	140	(8,935,991)	(9,034,541)	(9,133,090)	(9,231,640)	(9,330,190)	(9,428,739)	(9,527,289)
	150	(9,550,385)	(9,655,974)	(9,761,563)	(9,867,152)	(9,972,740)	(10,078,329)	(10,183,918)
	160	(10,164,779)	(10,277,407)	(10,390,035)	(10,502,663)	(10,615,291)	(10,727,919)	(10,840,547)

TABLE 6 Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(6,759,987)	0%	5%	10%	15%	20%	25%	30%
	98%	(6,279,367)	(6,349,760)	(6,420,153)	(6,490,545)	(6,560,938)	(6,631,330)	(6,701,723)
	100%	(6,478,416)	(6,548,809)	(6,619,201)	(6,689,594)	(6,759,987)	(6,830,379)	(6,900,772)
Build Cost	102%	(6,677,465)	(6,747,858)	(6,818,250)	(6,888,643)	(6,959,035)	(7,029,428)	(7,099,821)
100%	104%	(6,876,514)	(6,946,906)	(7,017,299)	(7,087,692)	(7,158,084)	(7,228,477)	(7,298,869)
(105% = 5% increase)	106%	(7,075,563)	(7,145,955)	(7,216,348)	(7,286,740)	(7,357,133)	(7,427,526)	(7,497,918)
	108%	(7,274,611)	(7,345,004)	(7,415,397)	(7,485,789)	(7,556,182)	(7,626,574)	(7,696,967)
	110%	(7,473,660)	(7,544,053)	(7,614,445)	(7,684,838)	(7,755,231)	(7,825,623)	(7,896,016)
	112%	(7,672,709)	(7,743,102)	(7,813,494)	(7,883,887)	(7,954,279)	(8,024,672)	(8,095,065)
	114%	(7,871,758)	(7,942,150)	(8,012,543)	(8,082,936)	(8,153,328)	(8,223,721)	(8,294,113)
	116%	(8,070,807)	(8,141,199)	(8,211,592)	(8,281,984)	(8,352,377)	(8,422,770)	(8,493,162)
	118%	(8,269,856)	(8,340,248)	(8,410,641)	(8,481,033)	(8,551,426)	(8,621,818)	(8,692,211)
	120%	(8,468,904)	(8,539,297)	(8,609,690)	(8,680,082)	(8,750,475)	(8,820,867)	(8,891,260)

TABLE 7 Affordable Housing - % on site 20%

Balance (RLV - BLV £ per acre (n))	(6,759,987)	0%	5%	10%	15%	20%	25%	30%
	80%	(7,438,808)	(7,494,794)	(7,550,781)	(7,606,768)	(7,662,755)	(7,718,741)	(7,774,728)
	82%	(7,342,769)	(7,400,196)	(7,457,623)	(7,515,051)	(7,572,478)	(7,629,905)	(7,687,332)
Market Values	84%	(7,246,729)	(7,305,597)	(7,364,465)	(7,423,333)	(7,482,201)	(7,541,069)	(7,599,937)
100%	86%	(7,150,690)	(7,210,999)	(7,271,307)	(7,331,616)	(7,391,924)	(7,452,233)	(7,512,541)
(105% = 5% increase)	88%	(7,054,651)	(7,116,400)	(7,178,149)	(7,239,898)	(7,301,647)	(7,363,396)	(7,425,146)
	90%	(6,958,612)	(7,021,802)	(7,084,991)	(7,148,181)	(7,211,371)	(7,274,560)	(7,337,750)
	92%	(6,862,573)	(6,927,203)	(6,991,833)	(7,056,464)	(7,121,094)	(7,185,724)	(7,250,354)
	94%	(6,766,534)	(6,832,605)	(6,898,675)	(6,964,746)	(7,030,817)	(7,096,888)	(7,162,959)
	96%	(6,670,495)	(6,738,006)	(6,805,517)	(6,873,029)	(6,940,540)	(7,008,052)	(7,075,563)
	98%	(6,574,455)	(6,643,407)	(6,712,359)	(6,781,311)	(6,850,263)	(6,919,215)	(6,988,167)
	100%	(6,478,416)	(6,548,809)	(6,619,201)	(6,689,594)	(6,759,987)	(6,830,379)	(6,900,772)
	102%	(6,382,377)	(6,454,210)	(6,526,043)	(6,597,877)	(6,669,710)	(6,741,543)	(6,813,376)
	104%	(6,286,338)	(6,359,612)	(6,432,885)	(6,506,159)	(6,579,433)	(6,652,707)	(6,725,980)
	106%	(6,190,299)	(6,265,013)	(6,339,727)	(6,414,442)	(6,489,156)	(6,563,870)	(6,638,585)
	108%	(6,094,260)	(6,170,415)	(6,246,569)	(6,322,724)	(6,398,879)	(6,475,034)	(6,551,189)
	110%	(5,998,220)	(6,075,816)	(6,153,411)	(6,231,007)	(6,308,603)	(6,386,198)	(6,463,794)
	112%	(5,902,181)	(5,981,217)	(6,060,254)	(6,139,290)	(6,218,326)	(6,297,362)	(6,376,398)
	114%	(5,806,142)	(5,886,619)	(5,967,096)	(6,047,572)	(6,128,049)	(6,208,526)	(6,289,002)
	116%	(5,710,103)	(5,792,020)	(5,873,938)	(5,955,855)	(6,037,772)	(6,119,689)	(6,201,607)
	118%	(5,614,064)	(5,697,422)	(5,780,780)	(5,864,137)	(5,947,495)	(6,030,853)	(6,114,211)
	120%	(5,518,025)	(5,602,823)	(5,687,622)	(5,772,420)	(5,857,218)	(5,942,017)	(6,026,815)

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Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**
Notes: BTR

TABLE 8

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	(6,759,987)	0%	5%	10%	15%	20%	25%	30%
	-	(6,478,416)	(6,548,809)	(6,619,201)	(6,689,594)	(6,759,987)	(6,830,379)	(6,900,772)
	1,000	(6,478,416)	(6,546,594)	(6,614,772)	(6,682,949)	(6,751,127)	(6,819,304)	(6,887,482)
Grant (£ per unit)	2,000	(6,478,416)	(6,544,379)	(6,610,342)	(6,676,304)	(6,742,267)	(6,808,230)	(6,874,193)
-	3,000	(6,478,416)	(6,542,164)	(6,605,912)	(6,669,660)	(6,733,407)	(6,797,155)	(6,860,903)
	4,000	(6,478,416)	(6,539,949)	(6,601,482)	(6,663,015)	(6,724,548)	(6,786,081)	(6,847,613)
	5,000	(6,478,416)	(6,537,734)	(6,597,052)	(6,656,370)	(6,715,688)	(6,775,006)	(6,834,324)
	6,000	(6,478,416)	(6,535,519)	(6,592,622)	(6,649,725)	(6,706,828)	(6,763,931)	(6,821,034)
	7,000	(6,478,416)	(6,533,304)	(6,588,192)	(6,643,080)	(6,697,969)	(6,752,857)	(6,807,745)
	8,000	(6,478,416)	(6,531,089)	(6,583,763)	(6,636,436)	(6,689,109)	(6,741,782)	(6,794,455)
	9,000	(6,478,416)	(6,528,874)	(6,579,333)	(6,629,791)	(6,680,249)	(6,730,707)	(6,781,166)
	10,000	(6,478,416)	(6,526,660)	(6,574,903)	(6,623,146)	(6,671,389)	(6,719,633)	(6,767,876)

NOTES
Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref: **BtR Greenfield Low Value 50 units** (see Typologies Matrix)
Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**
Notes: BTR

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			50%	20	20	
BTR 2 Bed units			50%	20	20	
BTR 1 Bed units - Disc Mrkt Rent		20%	50%	5		5
BTR 2 Bed units - Disc Mrkt Rent			50%	5		5
Convenience Retail	1		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	1			50	40	10

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
BTR 1 Bed units	50	538	85.0%	59	633
BTR 2 Bed units	62	667	85.0%	73	785
BTR 1 Bed units - Disc Mrkt Rent	50	538	85.0%	59	633
BTR 2 Bed units - Disc Mrkt Rent	62	667	85.0%	73	785
Convenience Retail	0	0	100.0%	0	0
[blank spare]	0	0	100.0%	0	0
[blank spare]					
[blank spare]					

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
BTR 1 Bed units	1,000	10,764	1,176	12,663
BTR 2 Bed units	1,240	13,347	1,459	15,703
BTR 1 Bed units - Disc Mrkt Rent	250	2,691	294	3,166
BTR 2 Bed units - Disc Mrkt Rent	310	3,337	365	3,926
Convenience Retail	0	0	0	0
[blank spare]	0	0	0	0
[blank spare]				
[blank spare]				
	2,800	30,139	3,294	35,458

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR 1 Bed units	600	7,200		25%	0	4.75%
BTR 2 Bed units	675	8,100		25%	0	4.75%
BTR 1 Bed units - Disc Mrkt Rent	420	5,040		25%	0	4.75%
BTR 2 Bed units - Disc Mrkt Rent	472.5	5,670		25%	0	4.75%
Convenience Retail		-	0.00	0%	18	5.00%
[blank spare]		-	0.00	0%	0	0.00%
[blank spare]						
[blank spare]						

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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251118 Wigan Borough Council_BtR appraisal_v0.1 (based on lower)

Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield:	**Greenfield**
Notes:	BTR			

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	144,000	25%	108,000	4.75%	2,273,684
BTR 2 Bed units	unit	162,000	25%	121,500	4.75%	2,557,895
BTR 1 Bed units - Disc Mrkt Rent	unit	25,200	25%	18,900	4.75%	397,895
BTR 2 Bed units - Disc Mrkt Rent	unit	28,350	25%	21,263	4.75%	447,632
Convenience Retail	£ psf	-	0%	-	5.00%	-
[blank spare]	£ psf	-	0%	-	0.00%	
[blank spare]			0%			
[blank spare]						
				269,663		5,677,105

Commercial GDV -	less RF/Void	Purchasers Costs %		PC £	£
BTR 1 Bed units	-	2,273,684	1.20%	(26,961)	2,246,724
BTR 2 Bed units	-	2,557,895	1.20%	(30,331)	2,527,564
BTR 1 Bed units - Disc Mrkt Rent	-	397,895	1.20%	(4,718)	393,177
BTR 2 Bed units - Disc Mrkt Rent	-	447,632	1.20%	(5,308)	442,324
Convenience Retail	-	0	1.20%	-	-
[blank spare]	-	0	1.20%	-	-
[blank spare]	-	0	1.20%	-	-
[blank spare]					
Sub-total GDV Commercial					**5,609,788**

Grant Funding	10	AH units @	0	per unit	-
Total GDV					**5,609,788**

DEVELOPMENT COSTS

Initial Payments -								
Statutory Planning Fees (Planning Portal)						0	£	-
Planning Application Professional Fees, Surveys and reports						4.0	x	-
CIL (exl. Aff. Housing - discounted market rent)			2,635	sqm (gross)	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions		50	units @		5,500			(275,000)
S106 analysis			4.90%	% of GDV	83.48	£ psm (GIA)		
Construction Costs -								
Site Clearance and Demolition			0.50	ha @	0	£ per ha (if brownfield)		-
Site Infrastructure costs			0					-
Infra. Costs analysis:			0.00%	% of GDV	0.00	£ psm (GIA)		
BTR 1 Bed units			1,176	sqm @	2,522	psm		(2,967,059)
BTR 2 Bed units			1,459	sqm @	2,522	psm		(3,679,153)
BTR 1 Bed units - Disc Mrkt Rent			294	sqm @	2,522	psm		(741,765)
BTR 2 Bed units - Disc Mrkt Rent			365	sqm @	2,522	psm		(919,788)
Convenience Retail			-	sqm @	0	psm		-
[blank spare]			-	sqm @	0	psm		-
[blank spare]			-	sqm @	0	psm		-
[blank spare]		3,294	-	sqm @	0	psm		-
External works			8,307,765	@	10.0%			(830,776)
Ext. Works analysis:					16,616	£ per unit (total units)		
Policy Costs on design -								
M4(2) Category 2 Housing	Aff units	10	units @	100%	@	1,400	£ per dwelling	(14,000)
M4(3) Category 3 Housing	Aff units	10	units @	5%	@		£ per dwelling	-
M4(2) Category 2 Housing	OMS units	40	units @	100%	@	1,400	£ per dwelling	(56,000)
M4(3) Category 3 Housing	OMS units	40	units @	5%	@	15,691	£ per dwelling	(31,382)
Carbon/Energy Reduction/FHS		50	units @			8,760	£ per unit	(438,000)
EV Charging Points - Houses			units @			0	£ per unit	-
EV Charging Points - Flats		50	units @	4	flats per charger	10,000	£ per 4 units	(125,000)
Water Efficiency additional cost		-	units @			10	£ per unit	-
Net Biodiveristy		50	units @			1,137	£ per unit	(56,850)
	Sub-total							(721,232)
Policy Costs analysis:	(design costs only)				14,425	£ per unit (total units)		
Contingency (on construction)			9,859,773	@	3.0%			(295,793)

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Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield:	**Greenfield**	
Notes:	BTR				

Professional Fees	9,859,773	@	7.0%		(690,184)
Disposal Costs -					
Letting Agents Costs	269,663	ERV @	10.00%		(26,966)
Letting Legal Costs	269,663	ERV @	0.50%		(1,348)
Investment Sale Agents Costs	5,609,788	GDV @	0.00%		-
Investment Sale Legal Costs	5,609,788	GDV @	0.00%		-
Marketing and Promotion	5,609,788	GDV @	0.50%		(28,049)
Interest (on Development Costs) -	7.00%	APR	0.565%	pcm	(1,025,691)
Developers Profit -					
Profit on Cost (commercial scheme)	12,202,805		10.00%		(1,220,280)
TOTAL COSTS					**(13,423,085)**

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(7,813,298)
SDLT	-	@	HMRC formula		10,500
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					**(7,802,798)**
RLV analysis: (156,056) £ per plot	(15,605,595)	£ per ha (net)	(6,315,498)	£ per acre (net)	
	(12,484,476)	£ per ha (gross)	(5,052,398)	£ per acre (gross)	
			-139.09%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)							
Plot Ratio / Density	100.00	(GIA-Site Area / Dph, as appropriate)					
Site Area	0.00 < alt formula >	0.50	ha (net)	1.24	acres (net)		
Net to Gross ratio	80%						
Site Area (gross)		0.63	ha (gross)	1.54	acres (gross)		
Benchmark Land Value (net)	3,707 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)		**185,325**
BLV analysis:	Density	6,588	sqm/ha (net)	28,699	sqft/ac (net)		
		80	dph (gross)				
		296,520	£ per ha (gross)	120,000	£ per acre (gross)		

BALANCE					
Surplus/(Deficit)	**(15,976,245)**	£ per ha (net)	**(6,465,498)**	£ per acre (net)	**(7,988,123)**

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Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield:	**Greenfield**	
Notes:	BTR				

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	(6,465,498)	0%	5%	10%	15%	20%	25%	30%
	0.00	(6,182,018)	(6,252,888)	(6,323,758)	(6,394,628)	(6,465,498)	(6,536,368)	(6,607,238)
	10.00	(6,214,780)	(6,284,012)	(6,353,244)	(6,422,475)	(6,491,707)	(6,560,939)	(6,630,171)
CIL £ psm	20.00	(6,247,542)	(6,315,136)	(6,382,729)	(6,450,323)	(6,517,917)	(6,585,511)	(6,653,104)
0.00	30.00	(6,280,304)	(6,346,259)	(6,412,215)	(6,478,171)	(6,544,126)	(6,610,082)	(6,676,038)
	40.00	(6,313,066)	(6,377,383)	(6,441,701)	(6,506,018)	(6,570,336)	(6,634,653)	(6,698,971)
	50.00	(6,345,827)	(6,408,507)	(6,471,186)	(6,533,866)	(6,596,545)	(6,659,225)	(6,721,904)
	60.00	(6,378,589)	(6,439,631)	(6,500,672)	(6,561,713)	(6,622,755)	(6,683,796)	(6,744,837)
	70.00	(6,411,351)	(6,470,754)	(6,530,158)	(6,589,561)	(6,648,964)	(6,708,367)	(6,767,771)
	80.00	(6,444,113)	(6,501,878)	(6,559,643)	(6,617,408)	(6,675,174)	(6,732,939)	(6,790,704)
	90.00	(6,476,875)	(6,533,002)	(6,589,129)	(6,645,256)	(6,701,383)	(6,757,510)	(6,813,637)
	100.00	(6,509,637)	(6,564,126)	(6,618,615)	(6,673,104)	(6,727,593)	(6,782,082)	(6,836,571)
	110.00	(6,542,398)	(6,595,249)	(6,648,100)	(6,700,951)	(6,753,802)	(6,806,653)	(6,859,504)
	120.00	(6,575,160)	(6,626,373)	(6,677,586)	(6,728,799)	(6,780,012)	(6,831,224)	(6,882,437)
	130.00	(6,607,922)	(6,657,497)	(6,707,072)	(6,756,646)	(6,806,221)	(6,855,796)	(6,905,370)
	140.00	(6,640,684)	(6,688,621)	(6,736,557)	(6,784,494)	(6,832,431)	(6,880,367)	(6,928,304)
	150.00	(6,673,446)	(6,719,744)	(6,766,043)	(6,812,341)	(6,858,640)	(6,904,939)	(6,951,237)
	160.00	(6,706,208)	(6,750,868)	(6,795,529)	(6,840,189)	(6,884,849)	(6,929,510)	(6,974,170)
	170.00	(6,738,970)	(6,781,992)	(6,825,014)	(6,868,037)	(6,911,059)	(6,954,081)	(6,997,104)
	180.00	(6,771,731)	(6,813,116)	(6,854,500)	(6,895,884)	(6,937,268)	(6,978,653)	(7,020,037)
	190.00	(6,804,493)	(6,844,239)	(6,883,986)	(6,923,732)	(6,963,478)	(7,003,224)	(7,042,970)
	200.00	(6,837,255)	(6,875,363)	(6,913,471)	(6,951,579)	(6,989,687)	(7,027,795)	(7,065,904)
	210.00	(6,870,017)	(6,906,487)	(6,942,957)	(6,979,427)	(7,015,897)	(7,052,367)	(7,088,837)
	220.00	(6,902,779)	(6,937,611)	(6,972,443)	(7,007,274)	(7,042,106)	(7,076,938)	(7,111,770)
	230.00	(6,935,541)	(6,968,734)	(7,001,928)	(7,035,122)	(7,068,316)	(7,101,510)	(7,134,703)
	240.00	(6,968,303)	(6,999,858)	(7,031,414)	(7,062,970)	(7,094,525)	(7,126,081)	(7,157,637)
	250.00	(7,001,064)	(7,030,982)	(7,060,900)	(7,090,817)	(7,120,735)	(7,150,652)	(7,180,570)

TABLE 2

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	(6,465,498)	0%	5%	10%	15%	20%	25%	30%
	8,000	(6,314,565)	(6,385,434)	(6,456,304)	(6,527,174)	(6,598,044)	(6,668,914)	(6,739,784)
	9,000	(6,367,583)	(6,438,453)	(6,509,323)	(6,580,193)	(6,651,063)	(6,721,933)	(6,792,803)
Site Specific S106	10,000	(6,420,602)	(6,491,472)	(6,562,342)	(6,633,211)	(6,704,081)	(6,774,951)	(6,845,821)
5,500	11,000	(6,473,620)	(6,544,490)	(6,615,360)	(6,686,230)	(6,757,100)	(6,827,970)	(6,898,840)
	12,000	(6,526,639)	(6,597,509)	(6,668,379)	(6,739,249)	(6,810,119)	(6,880,988)	(6,951,858)
	13,000	(6,579,657)	(6,650,527)	(6,721,397)	(6,792,267)	(6,863,137)	(6,934,007)	(7,004,877)
	14,000	(6,632,676)	(6,703,546)	(6,774,416)	(6,845,286)	(6,916,156)	(6,987,026)	(7,057,896)
	15,000	(6,685,695)	(6,756,565)	(6,827,434)	(6,898,304)	(6,969,174)	(7,040,044)	(7,110,914)
	16,000	(6,738,713)	(6,809,583)	(6,880,453)	(6,951,323)	(7,022,193)	(7,093,063)	(7,163,933)
	17,000	(6,791,732)	(6,862,602)	(6,933,472)	(7,004,341)	(7,075,211)	(7,146,081)	(7,216,951)
	18,000	(6,844,750)	(6,915,620)	(6,986,490)	(7,057,360)	(7,128,230)	(7,199,100)	(7,269,970)
	19,000	(6,897,769)	(6,968,639)	(7,039,509)	(7,110,379)	(7,181,249)	(7,252,118)	(7,322,988)
	20,000	(6,950,787)	(7,021,657)	(7,092,527)	(7,163,397)	(7,234,267)	(7,305,137)	(7,376,007)
	21,000	(7,003,806)	(7,074,676)	(7,145,546)	(7,216,416)	(7,287,286)	(7,358,156)	(7,429,026)
	22,000	(7,056,825)	(7,127,695)	(7,198,564)	(7,269,434)	(7,340,304)	(7,411,174)	(7,482,044)

TABLE 3

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	(6,465,498)	10%	15%	20%	25%	30%	35%	40%
	15.0%	(6,817,743)	(6,888,541)	(6,959,339)	(7,030,136)	(7,100,934)	(7,171,732)	(7,242,530)
	16.0%	(6,916,540)	(6,987,323)	(7,058,107)	(7,128,890)	(7,199,674)	(7,270,457)	(7,341,241)
Profit	17.0%	(7,015,337)	(7,086,106)	(7,156,875)	(7,227,644)	(7,298,413)	(7,369,182)	(7,439,951)
10.0%	18.0%	(7,114,134)	(7,184,888)	(7,255,643)	(7,326,398)	(7,397,152)	(7,467,907)	(7,538,662)
	19.0%	(7,212,931)	(7,283,671)	(7,354,411)	(7,425,151)	(7,495,892)	(7,566,632)	(7,637,372)
	20.0%	(7,311,728)	(7,382,453)	(7,453,179)	(7,523,905)	(7,594,631)	(7,665,357)	(7,736,083)

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Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**
Notes: BTR

TABLE 4

Balance (RLV - BLV £ per acre (n))	(7,988,123)	Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
	50,000	(7,514,333)	(7,601,893)	(7,689,453)	(7,777,013)	(7,864,573)	(7,952,132)	(8,039,692)
	75,000	(7,545,221)	(7,632,781)	(7,720,340)	(7,807,900)	(7,895,460)	(7,983,020)	(8,070,580)
BLV (£ per acre)	100,000	(7,576,108)	(7,663,668)	(7,751,228)	(7,838,788)	(7,926,348)	(8,013,907)	(8,101,467)
150,000	125,000	(7,606,996)	(7,694,556)	(7,782,115)	(7,869,675)	(7,957,235)	(8,044,795)	(8,132,355)
	150,000	(7,637,883)	(7,725,443)	(7,813,003)	(7,900,563)	(7,988,123)	(8,075,682)	(8,163,242)
	175,000	(7,668,771)	(7,756,331)	(7,843,890)	(7,931,450)	(8,019,010)	(8,106,570)	(8,194,130)
	200,000	(7,699,658)	(7,787,218)	(7,874,778)	(7,962,338)	(8,049,898)	(8,137,457)	(8,225,017)
	225,000	(7,730,546)	(7,818,106)	(7,905,665)	(7,993,225)	(8,080,785)	(8,168,345)	(8,255,905)
	250,000	(7,761,433)	(7,848,993)	(7,936,553)	(8,024,113)	(8,111,673)	(8,199,232)	(8,286,792)
	275,000	(7,792,321)	(7,879,881)	(7,967,440)	(8,055,000)	(8,142,560)	(8,230,120)	(8,317,680)
	300,000	(7,823,208)	(7,910,768)	(7,998,328)	(8,085,888)	(8,173,448)	(8,261,007)	(8,348,567)
	325,000	(7,854,096)	(7,941,656)	(8,029,215)	(8,116,775)	(8,204,335)	(8,291,895)	(8,379,455)
	350,000	(7,884,983)	(7,972,543)	(8,060,103)	(8,147,663)	(8,235,223)	(8,322,782)	(8,410,342)
	375,000	(7,915,871)	(8,003,431)	(8,090,990)	(8,178,550)	(8,266,110)	(8,353,670)	(8,441,230)
	400,000	(7,946,758)	(8,034,318)	(8,121,878)	(8,209,438)	(8,296,998)	(8,384,557)	(8,472,117)
	425,000	(7,977,646)	(8,065,206)	(8,152,765)	(8,240,325)	(8,327,885)	(8,415,445)	(8,503,005)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(6,465,498)	Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
	60	(3,769,211)	(3,811,733)	(3,854,255)	(3,896,777)	(3,939,299)	(3,981,821)	(4,024,343)
	70	(4,372,413)	(4,422,022)	(4,471,631)	(4,521,240)	(4,570,848)	(4,620,457)	(4,670,066)
Density (dph)	80	(4,975,615)	(5,032,310)	(5,089,006)	(5,145,702)	(5,202,398)	(5,259,094)	(5,315,790)
100.0	90	(5,578,816)	(5,642,599)	(5,706,382)	(5,770,165)	(5,833,948)	(5,897,731)	(5,961,514)
	100	(6,182,018)	(6,252,888)	(6,323,758)	(6,394,628)	(6,465,498)	(6,536,368)	(6,607,238)
	110	(6,785,220)	(6,863,177)	(6,941,134)	(7,019,091)	(7,097,048)	(7,175,005)	(7,252,961)
	120	(7,388,422)	(7,473,466)	(7,558,510)	(7,643,553)	(7,728,597)	(7,813,641)	(7,898,685)
	130	(7,991,624)	(8,083,754)	(8,175,885)	(8,268,016)	(8,360,147)	(8,452,278)	(8,544,409)
	140	(8,594,825)	(8,694,043)	(8,793,261)	(8,892,479)	(8,991,697)	(9,090,915)	(9,190,133)
	150	(9,198,027)	(9,304,332)	(9,410,637)	(9,516,942)	(9,623,247)	(9,729,552)	(9,835,856)
	160	(9,801,229)	(9,914,621)	(10,028,013)	(10,141,405)	(10,254,797)	(10,368,188)	(10,481,580)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(6,465,498)	Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
	98%	(5,985,418)	(6,056,288)	(6,127,158)	(6,198,028)	(6,268,898)	(6,339,768)	(6,410,638)
	100%	(6,182,018)	(6,252,888)	(6,323,758)	(6,394,628)	(6,465,498)	(6,536,368)	(6,607,238)
Build Cost	102%	(6,378,618)	(6,449,488)	(6,520,358)	(6,591,228)	(6,662,098)	(6,732,967)	(6,803,837)
100%	104%	(6,575,218)	(6,646,088)	(6,716,957)	(6,787,827)	(6,858,697)	(6,929,567)	(7,000,437)
(105% = 5% increase)	106%	(6,771,817)	(6,842,687)	(6,913,557)	(6,984,427)	(7,055,297)	(7,126,167)	(7,197,037)
	108%	(6,968,417)	(7,039,287)	(7,110,157)	(7,181,027)	(7,251,897)	(7,322,767)	(7,393,637)
	110%	(7,165,017)	(7,235,887)	(7,306,757)	(7,377,627)	(7,448,496)	(7,519,366)	(7,590,236)
	112%	(7,361,616)	(7,432,486)	(7,503,356)	(7,574,226)	(7,645,096)	(7,715,966)	(7,786,836)
	114%	(7,558,216)	(7,629,086)	(7,699,956)	(7,770,826)	(7,841,696)	(7,912,566)	(7,983,436)
	116%	(7,754,816)	(7,825,686)	(7,896,556)	(7,967,426)	(8,038,296)	(8,109,166)	(8,180,035)
	118%	(7,951,416)	(8,022,286)	(8,093,155)	(8,164,025)	(8,234,895)	(8,305,765)	(8,376,635)
	120%	(8,148,015)	(8,218,885)	(8,289,755)	(8,360,625)	(8,431,495)	(8,502,365)	(8,573,235)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(6,465,498)	Affordable Housing - % on site 20%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(7,142,378)	(7,198,842)	(7,255,307)	(7,311,771)	(7,368,236)	(7,424,700)	(7,481,165)
	82%	(7,046,342)	(7,104,247)	(7,162,152)	(7,220,057)	(7,277,962)	(7,335,867)	(7,393,772)
Market Values	84%	(6,950,306)	(7,009,651)	(7,068,997)	(7,128,343)	(7,187,688)	(7,247,034)	(7,306,379)
100%	86%	(6,854,270)	(6,915,056)	(6,975,842)	(7,036,628)	(7,097,414)	(7,158,201)	(7,218,987)
(105% = 5% increase)	88%	(6,758,234)	(6,820,461)	(6,882,687)	(6,944,914)	(7,007,141)	(7,069,367)	(7,131,594)
	90%	(6,662,198)	(6,725,865)	(6,789,532)	(6,853,200)	(6,916,867)	(6,980,534)	(7,044,201)
	92%	(6,566,162)	(6,631,270)	(6,696,377)	(6,761,485)	(6,826,593)	(6,891,701)	(6,956,809)
	94%	(6,470,126)	(6,536,674)	(6,603,223)	(6,669,771)	(6,736,319)	(6,802,867)	(6,869,416)
	96%	(6,374,090)	(6,442,079)	(6,510,068)	(6,578,057)	(6,646,045)	(6,714,034)	(6,782,023)
	98%	(6,278,054)	(6,347,483)	(6,416,913)	(6,486,342)	(6,555,772)	(6,625,201)	(6,694,630)
	100%	(6,182,018)	(6,252,888)	(6,323,758)	(6,394,628)	(6,465,498)	(6,536,368)	(6,607,238)
	102%	(6,085,982)	(6,158,293)	(6,230,603)	(6,302,914)	(6,375,224)	(6,447,534)	(6,519,845)
	104%	(5,989,946)	(6,063,697)	(6,137,448)	(6,211,199)	(6,284,950)	(6,358,701)	(6,432,452)
	106%	(5,893,910)	(5,969,102)	(6,044,293)	(6,119,485)	(6,194,676)	(6,269,868)	(6,345,060)
	108%	(5,797,874)	(5,874,506)	(5,951,139)	(6,027,771)	(6,104,403)	(6,181,035)	(6,257,667)
	110%	(5,701,838)	(5,779,911)	(5,857,984)	(5,936,056)	(6,014,129)	(6,092,201)	(6,170,274)
	112%	(5,605,802)	(5,685,316)	(5,764,829)	(5,844,342)	(5,923,855)	(6,003,368)	(6,082,881)
	114%	(5,509,767)	(5,590,720)	(5,671,674)	(5,752,628)	(5,833,581)	(5,914,535)	(5,995,489)
	116%	(5,413,731)	(5,496,125)	(5,578,519)	(5,660,913)	(5,743,307)	(5,825,702)	(5,908,096)
	118%	(5,317,695)	(5,401,529)	(5,485,364)	(5,569,199)	(5,653,034)	(5,736,868)	(5,820,703)
	120%	(5,221,659)	(5,306,934)	(5,392,209)	(5,477,485)	(5,562,760)	(5,648,035)	(5,733,311)

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S:_Client Projects\2507 Wigan Local Plan Viability_Wigan BC_Appraisals\Resi BETA Appraisals\BtR\251118 Wigan Borough Council_BtR appraisal_v0.1 (based on lower)\GF LV 50 units
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Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**
Notes: BTR

TABLE 8

		Affordable Housing - % on site 20%						
Balance (RLV - BLV £ per acre (n))	(6,465,498)	0%	5%	10%	15%	20%	25%	30%
	-	(6,182,018)	(6,252,888)	(6,323,758)	(6,394,628)	(6,465,498)	(6,536,368)	(6,607,238)
	1,000	(6,182,018)	(6,250,659)	(6,319,301)	(6,387,942)	(6,456,583)	(6,525,225)	(6,593,866)
Grant (£ per unit)	2,000	(6,182,018)	(6,248,431)	(6,314,844)	(6,381,256)	(6,447,669)	(6,514,082)	(6,580,495)
-	3,000	(6,182,018)	(6,246,202)	(6,310,386)	(6,374,571)	(6,438,755)	(6,502,939)	(6,567,123)
	4,000	(6,182,018)	(6,243,974)	(6,305,929)	(6,367,885)	(6,429,840)	(6,491,796)	(6,553,751)
	5,000	(6,182,018)	(6,241,745)	(6,301,472)	(6,361,199)	(6,420,926)	(6,480,653)	(6,540,380)
	6,000	(6,182,018)	(6,239,516)	(6,297,015)	(6,354,513)	(6,412,012)	(6,469,510)	(6,527,008)
	7,000	(6,182,018)	(6,237,288)	(6,292,558)	(6,347,827)	(6,403,097)	(6,458,367)	(6,513,637)
	8,000	(6,182,018)	(6,235,059)	(6,288,100)	(6,341,142)	(6,394,183)	(6,447,224)	(6,500,265)
	9,000	(6,182,018)	(6,232,831)	(6,283,643)	(6,334,456)	(6,385,268)	(6,436,081)	(6,486,893)
	10,000	(6,182,018)	(6,230,602)	(6,279,186)	(6,327,770)	(6,376,354)	(6,424,938)	(6,473,522)

NOTES
Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Appraisal Ref:	**BtR Green Belt Low Value 50 units**			(see Typologies Matrix)
Scheme Typology:	**Flats**	No Units:	**50**	
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield:	**Green belt**
Notes:	BTR			

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			50%	12.5	13	
BTR 2 Bed units			50%	12.5	13	
BTR 1 Bed units - Disc Mrkt Rent		50%	50%	12.5		12.5
BTR 2 Bed units - Disc Mrkt Rent			50%	12.5		12.5
Convenience Retail	1		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	1			50	25	25

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
BTR 1 Bed units	50	538	85.0%	59	633
BTR 2 Bed units	62	667	85.0%	73	785
BTR 1 Bed units - Disc Mrkt Rent	50	538	85.0%	59	633
BTR 2 Bed units - Disc Mrkt Rent	62	667	85.0%	73	785
Convenience Retail	0	0	100.0%	0	0
[blank spare]	0	0	100.0%	0	0
[blank spare]					
[blank spare]					

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
BTR 1 Bed units	625	6,727	735	7,915
BTR 2 Bed units	775	8,342	912	9,814
BTR 1 Bed units - Disc Mrkt Rent	625	6,727	735	7,915
BTR 2 Bed units - Disc Mrkt Rent	775	8,342	912	9,814
Convenience Retail	0	0	0	0
[blank spare]	0	0	0	0
[blank spare]				
[blank spare]				
	2,800	30,139	3,294	35,458

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR 1 Bed units	600	7,200		25%	0	4.75%
BTR 2 Bed units	675	8,100		25%	0	4.75%
BTR 1 Bed units - Disc Mrkt Rent	420	5,040		25%	0	4.75%
BTR 2 Bed units - Disc Mrkt Rent	472.5	5,670		25%	0	4.75%
Convenience Retail		-	0.00	0%	18	5.00%
[blank spare]		-	0.00	0%	0	0.00%
[blank spare]						
[blank spare]						

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Low**	Greenfield/Brownfield:	**Green belt**
Notes:	BTR		

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	90,000	25%	67,500	4.75%	1,421,053
BTR 2 Bed units	unit	101,250	25%	75,938	4.75%	1,598,684
BTR 1 Bed units - Disc Mrkt Rent	unit	63,000	25%	47,250	4.75%	994,737
BTR 2 Bed units - Disc Mrkt Rent	unit	70,875	25%	53,156	4.75%	1,119,079
Convenience Retail	£ psf	-	0%	-	5.00%	-
[blank spare]	£ psf	-	0%	-	0.00%	
[blank spare]			0%			
[blank spare]						
				243,844		5,133,553

Commercial GDV -	less RF/Void	Purchasers Costs %		PC £	£
BTR 1 Bed units	-	1,421,053	1.20%	(16,850)	1,404,202
BTR 2 Bed units	-	1,598,684	1.20%	(18,957)	1,579,727
BTR 1 Bed units - Disc Mrkt Rent	-	994,737	1.20%	(11,795)	982,942
BTR 2 Bed units - Disc Mrkt Rent	-	1,119,079	1.20%	(13,270)	1,105,809
Convenience Retail	-	0	1.20%	-	-
[blank spare]	-	0	1.20%	-	-
[blank spare]	-	0	1.20%	-	-
[blank spare]					
Sub-total GDV Commercial					**5,072,680**

Grant Funding	25	AH units @	0	per unit		-
Total GDV						**5,072,680**

DEVELOPMENT COSTS

Initial Payments -								
Statutory Planning Fees (Planning Portal)						0	£	-
Planning Application Professional Fees, Surveys and reports						4.0	x	-
CIL (exl. Aff. Housing - discounted market rent)		1,647	sqm (gross)		0.00	£ psm		-
CIL analysis:		0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106 Contributions	50	units @			5,500			(275,000)
S106 analysis		5.42%	% of GDV		83.48	£ psm (GIA)		
Construction Costs -								
Site Clearance and Demolition		0.50	ha @		0	£ per ha (if brownfield)		-
Site Infrastructure costs		0						-
Infra. Costs analysis:		0.00%	% of GDV		0.00	£ psm (GIA)		
BTR 1 Bed units		735	sqm @		2,522	psm		(1,854,412)
BTR 2 Bed units		912	sqm @		2,522	psm		(2,299,471)
BTR 1 Bed units - Disc Mrkt Rent		735	sqm @		2,522	psm		(1,854,412)
BTR 2 Bed units - Disc Mrkt Rent		912	sqm @		2,522	psm		(2,299,471)
Convenience Retail		-	sqm @		0	psm		-
[blank spare]		-	sqm @		0	psm		-
[blank spare]		-	sqm @		0	psm		-
[blank spare]	3,294	-	sqm @		0	psm		-
External works		8,307,765	@		10.0%			(830,776)
Ext. Works analysis:					16,616	£ per unit (total units)		
Policy Costs on design -								
M4(2) Category 2 Housing	Aff units	25	units @	100%	@	1,400	£ per dwelling	(35,000)
M4(3) Category 3 Housing	Aff units	25	units @	5%	@		£ per dwelling	-
M4(2) Category 2 Housing	OMS units	25	units @	100%	@	1,400	£ per dwelling	(35,000)
M4(3) Category 3 Housing	OMS units	25	units @	5%	@	15,691	£ per dwelling	(19,614)
Carbon/Energy Reduction/FHS		50	units @			8,760	£ per unit	(438,000)
EV Charging Points - Houses			units @			0	£ per unit	-
EV Charging Points - Flats		50	units @	4	flats per charger	10,000	£ per 4 units	(125,000)
Water Efficiency additional cost		-	units @			10	£ per unit	-
Net Biodiveristy		50	units @			1,137	£ per unit	(56,850)
	Sub-total							(709,464)
Policy Costs analysis:	(design costs only)					14,189	£ per unit (total units)	
Contingency (on construction)		9,848,005	@		3.0%			(295,440)

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Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield:	**Green belt**	
Notes:	BTR				

Professional Fees	9,848,005	@	7.0%		(689,360)
Disposal Costs -					
Letting Agents Costs	243,844	ERV @	10.00%		(24,384)
Letting Legal Costs	243,844	ERV @	0.50%		(1,219)
Investment Sale Agents Costs	5,072,680	GDV @	0.00%		-
Investment Sale Legal Costs	5,072,680	GDV @	0.00%		-
Marketing and Promotion	5,072,680	GDV @	0.50%		(25,363)
Interest (on Development Costs) -	7.00%	APR	0.565%	pcm	(993,324)
Developers Profit -					
Profit on Cost (commercial scheme)	12,152,096		10.00%		(1,215,210)
TOTAL COSTS					**(13,367,306)**

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(8,294,625)
SDLT	-	@	HMRC formula		10,500
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.00%		-
Residual Land Value					**(8,284,125)**
RLV analysis: (165,683) £ per plot	(16,568,251)	£ per ha (net)	(6,705,079)	£ per acre (net)	
	(13,254,601)	£ per ha (gross)	(5,364,063)	£ per acre (gross)	
			-163.31%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)							
Plot Ratio / Density			100.00	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.00	< alt formula >	0.50	ha (net)	1.24	acres (net)	
Net to Gross ratio			80%				
Site Area (gross)			0.63	ha (gross)	1.54	acres (gross)	
Benchmark Land Value (net)	1,853	£ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)	**92,663**
BLV analysis:		Density	6,588	sqm/ha (net)	28,699	sqft/ac (net)	
			80	dph (gross)			
			148,260	£ per ha (gross)	60,000	£ per acre (gross)	

BALANCE					
Surplus/(Deficit)	**(16,753,576)**	£ per ha (net)	**(6,780,079)**	£ per acre (net)	**(8,376,788)**

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Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield:	**Green belt**	
Notes:	BTR				

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(6,780,079)	0%	5%	10%	15%	20%	25%	30%
	0.00	(6,075,772)	(6,146,203)	(6,216,633)	(6,287,064)	(6,357,495)	(6,427,926)	(6,498,356)
	10.00	(6,108,350)	(6,177,151)	(6,245,953)	(6,314,755)	(6,383,557)	(6,452,359)	(6,521,161)
CIL £ psm	20.00	(6,140,927)	(6,208,100)	(6,275,273)	(6,342,446)	(6,409,619)	(6,476,792)	(6,543,965)
0.00	30.00	(6,173,505)	(6,239,049)	(6,304,593)	(6,370,137)	(6,435,681)	(6,501,225)	(6,566,769)
	40.00	(6,206,083)	(6,269,998)	(6,333,913)	(6,397,828)	(6,461,743)	(6,525,659)	(6,589,574)
	50.00	(6,238,660)	(6,300,947)	(6,363,233)	(6,425,519)	(6,487,805)	(6,550,092)	(6,612,378)
	60.00	(6,271,238)	(6,331,895)	(6,392,553)	(6,453,210)	(6,513,868)	(6,574,525)	(6,635,182)
	70.00	(6,303,816)	(6,362,844)	(6,421,873)	(6,480,901)	(6,539,930)	(6,598,958)	(6,657,987)
	80.00	(6,336,393)	(6,393,793)	(6,451,193)	(6,508,592)	(6,565,992)	(6,623,392)	(6,680,791)
	90.00	(6,368,971)	(6,424,742)	(6,480,512)	(6,536,283)	(6,592,054)	(6,647,825)	(6,703,596)
	100.00	(6,401,548)	(6,455,690)	(6,509,832)	(6,563,974)	(6,618,116)	(6,672,258)	(6,726,400)
	110.00	(6,434,126)	(6,486,639)	(6,539,152)	(6,591,665)	(6,644,178)	(6,696,691)	(6,749,204)
	120.00	(6,466,704)	(6,517,588)	(6,568,472)	(6,619,356)	(6,670,240)	(6,721,124)	(6,772,009)
	130.00	(6,499,281)	(6,548,537)	(6,597,792)	(6,647,047)	(6,696,302)	(6,745,558)	(6,794,813)
	140.00	(6,531,859)	(6,579,485)	(6,627,112)	(6,674,738)	(6,722,365)	(6,769,991)	(6,817,617)
	150.00	(6,564,437)	(6,610,434)	(6,656,432)	(6,702,429)	(6,748,427)	(6,794,424)	(6,840,422)
	160.00	(6,597,014)	(6,641,383)	(6,685,752)	(6,730,120)	(6,774,489)	(6,818,857)	(6,863,226)
	170.00	(6,629,592)	(6,672,332)	(6,715,071)	(6,757,811)	(6,800,551)	(6,843,291)	(6,886,030)
	180.00	(6,662,170)	(6,703,281)	(6,744,391)	(6,785,502)	(6,826,613)	(6,867,724)	(6,908,835)
	190.00	(6,694,747)	(6,734,229)	(6,773,711)	(6,813,193)	(6,852,675)	(6,892,157)	(6,931,639)
	200.00	(6,727,325)	(6,765,178)	(6,803,031)	(6,840,884)	(6,878,737)	(6,916,590)	(6,954,443)
	210.00	(6,759,903)	(6,796,127)	(6,832,351)	(6,868,575)	(6,904,799)	(6,941,024)	(6,977,248)
	220.00	(6,792,480)	(6,827,076)	(6,861,671)	(6,896,266)	(6,930,862)	(6,965,457)	(7,000,052)
	230.00	(6,825,058)	(6,858,024)	(6,890,991)	(6,923,957)	(6,956,924)	(6,989,890)	(7,022,856)
	240.00	(6,857,636)	(6,888,973)	(6,920,311)	(6,951,648)	(6,982,986)	(7,014,323)	(7,045,661)
	250.00	(6,890,213)	(6,919,922)	(6,949,631)	(6,979,339)	(7,009,048)	(7,038,757)	(7,068,465)

TABLE 2

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(6,780,079)	20%	25%	30%	35%	40%	45%	50%
	8,000	(6,489,296)	(6,559,727)	(6,630,158)	(6,700,588)	(6,771,019)	(6,841,450)	(6,911,880)
	9,000	(6,542,017)	(6,612,447)	(6,682,878)	(6,753,309)	(6,823,739)	(6,894,170)	(6,964,601)
Site Specific S106	10,000	(6,594,737)	(6,665,168)	(6,735,599)	(6,806,029)	(6,876,460)	(6,946,891)	(7,017,321)
5,500	11,000	(6,647,458)	(6,717,888)	(6,788,319)	(6,858,750)	(6,929,180)	(6,999,611)	(7,070,042)
	12,000	(6,700,178)	(6,770,609)	(6,841,039)	(6,911,470)	(6,981,901)	(7,052,332)	(7,122,762)
	13,000	(6,752,899)	(6,823,329)	(6,893,760)	(6,964,191)	(7,034,621)	(7,105,052)	(7,175,483)
	14,000	(6,805,619)	(6,876,050)	(6,946,480)	(7,016,911)	(7,087,342)	(7,157,773)	(7,228,203)
	15,000	(6,858,339)	(6,928,770)	(6,999,201)	(7,069,632)	(7,140,062)	(7,210,493)	(7,280,924)
	16,000	(6,911,060)	(6,981,491)	(7,051,921)	(7,122,352)	(7,192,783)	(7,263,214)	(7,333,644)
	17,000	(6,963,780)	(7,034,211)	(7,104,642)	(7,175,073)	(7,245,503)	(7,315,934)	(7,386,365)
	18,000	(7,016,501)	(7,086,932)	(7,157,362)	(7,227,793)	(7,298,224)	(7,368,655)	(7,439,085)
	19,000	(7,069,221)	(7,139,652)	(7,210,083)	(7,280,514)	(7,350,944)	(7,421,375)	(7,491,806)
	20,000	(7,121,942)	(7,192,373)	(7,262,803)	(7,333,234)	(7,403,665)	(7,474,096)	(7,544,526)
	21,000	(7,174,662)	(7,245,093)	(7,315,524)	(7,385,955)	(7,456,385)	(7,526,816)	(7,597,247)
	22,000	(7,227,383)	(7,297,814)	(7,368,244)	(7,438,675)	(7,509,106)	(7,579,536)	(7,649,967)

TABLE 3

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(6,780,079)	20%	25%	30%	35%	40%	45%	50%
	15.0%	(6,849,836)	(6,920,174)	(6,990,513)	(7,060,852)	(7,131,190)	(7,201,529)	(7,271,868)
	16.0%	(6,948,304)	(7,018,624)	(7,088,944)	(7,159,265)	(7,229,585)	(7,299,905)	(7,370,226)
Profit	17.0%	(7,046,772)	(7,117,074)	(7,187,376)	(7,257,678)	(7,327,979)	(7,398,281)	(7,468,583)
10.0%	18.0%	(7,145,240)	(7,215,523)	(7,285,807)	(7,356,090)	(7,426,374)	(7,496,657)	(7,566,941)
	19.0%	(7,243,708)	(7,313,973)	(7,384,238)	(7,454,503)	(7,524,768)	(7,595,034)	(7,665,299)
	20.0%	(7,342,176)	(7,412,423)	(7,482,670)	(7,552,916)	(7,623,163)	(7,693,410)	(7,763,656)

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Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Green belt**
Notes: BTR

TABLE 4

Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(8,376,788)	20%	25%	30%	35%	40%	45%	50%
	50,000	(7,823,797)	(7,910,815)	(7,997,832)	(8,084,849)	(8,171,866)	(8,258,883)	(8,345,900)
	75,000	(7,854,685)	(7,941,702)	(8,028,719)	(8,115,736)	(8,202,754)	(8,289,771)	(8,376,788)
BLV (£ per acre)	100,000	(7,885,572)	(7,972,590)	(8,059,607)	(8,146,624)	(8,233,641)	(8,320,658)	(8,407,675)
75,000	125,000	(7,916,460)	(8,003,477)	(8,090,494)	(8,177,511)	(8,264,529)	(8,351,546)	(8,438,563)
	150,000	(7,947,347)	(8,034,365)	(8,121,382)	(8,208,399)	(8,295,416)	(8,382,433)	(8,469,450)
	175,000	(7,978,235)	(8,065,252)	(8,152,269)	(8,239,286)	(8,326,304)	(8,413,321)	(8,500,338)
	200,000	(8,009,122)	(8,096,140)	(8,183,157)	(8,270,174)	(8,357,191)	(8,444,208)	(8,531,225)
	225,000	(8,040,010)	(8,127,027)	(8,214,044)	(8,301,061)	(8,388,079)	(8,475,096)	(8,562,113)
	250,000	(8,070,897)	(8,157,915)	(8,244,932)	(8,331,949)	(8,418,966)	(8,505,983)	(8,593,000)
	275,000	(8,101,785)	(8,188,802)	(8,275,819)	(8,362,836)	(8,449,854)	(8,536,871)	(8,623,888)
	300,000	(8,132,672)	(8,219,690)	(8,306,707)	(8,393,724)	(8,480,741)	(8,567,758)	(8,654,775)
	325,000	(8,163,560)	(8,250,577)	(8,337,594)	(8,424,611)	(8,511,629)	(8,598,646)	(8,685,663)
	350,000	(8,194,447)	(8,281,465)	(8,368,482)	(8,455,499)	(8,542,516)	(8,629,533)	(8,716,550)
	375,000	(8,225,335)	(8,312,352)	(8,399,369)	(8,486,386)	(8,573,404)	(8,660,421)	(8,747,438)
	400,000	(8,256,222)	(8,343,240)	(8,430,257)	(8,517,274)	(8,604,291)	(8,691,308)	(8,778,325)
	425,000	(8,287,110)	(8,374,127)	(8,461,144)	(8,548,161)	(8,635,179)	(8,722,196)	(8,809,213)

TABLE 5

Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(6,780,079)	20%	25%	30%	35%	40%	45%	50%
	60	(3,844,497)	(3,886,755)	(3,929,014)	(3,971,272)	(4,013,531)	(4,055,789)	(4,098,048)
	70	(4,472,746)	(4,522,048)	(4,571,349)	(4,620,651)	(4,669,952)	(4,719,254)	(4,768,555)
Density (dph)	80	(5,100,996)	(5,157,340)	(5,213,685)	(5,270,030)	(5,326,374)	(5,382,719)	(5,439,063)
100.0	90	(5,729,245)	(5,792,633)	(5,856,021)	(5,919,408)	(5,982,796)	(6,046,184)	(6,109,571)
	100	(6,357,495)	(6,427,926)	(6,498,356)	(6,568,787)	(6,639,218)	(6,709,649)	(6,780,079)
	110	(6,985,744)	(7,063,218)	(7,140,692)	(7,218,166)	(7,295,640)	(7,373,113)	(7,450,587)
	120	(7,613,994)	(7,698,511)	(7,783,028)	(7,867,544)	(7,952,061)	(8,036,578)	(8,121,095)
	130	(8,242,243)	(8,333,803)	(8,425,363)	(8,516,923)	(8,608,483)	(8,700,043)	(8,791,603)
	140	(8,870,493)	(8,969,096)	(9,067,699)	(9,166,302)	(9,264,905)	(9,363,508)	(9,462,111)
	150	(9,498,742)	(9,604,388)	(9,710,035)	(9,815,681)	(9,921,327)	(10,026,973)	(10,132,619)
	160	(10,126,992)	(10,239,681)	(10,352,370)	(10,465,059)	(10,577,748)	(10,690,438)	(10,803,127)

TABLE 6

Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(6,780,079)	20%	25%	30%	35%	40%	45%	50%
	98%	(6,162,001)	(6,232,431)	(6,302,862)	(6,373,293)	(6,443,723)	(6,514,154)	(6,584,585)
	100%	(6,357,495)	(6,427,926)	(6,498,356)	(6,568,787)	(6,639,218)	(6,709,649)	(6,780,079)
Build Cost	102%	(6,552,989)	(6,623,420)	(6,693,851)	(6,764,281)	(6,834,712)	(6,905,143)	(6,975,574)
100%	104%	(6,748,484)	(6,818,914)	(6,889,345)	(6,959,776)	(7,030,207)	(7,100,637)	(7,171,068)
(105% = 5% increase)	106%	(6,943,978)	(7,014,409)	(7,084,839)	(7,155,270)	(7,225,701)	(7,296,132)	(7,366,562)
	108%	(7,139,472)	(7,209,903)	(7,280,334)	(7,350,765)	(7,421,195)	(7,491,626)	(7,562,057)
	110%	(7,334,967)	(7,405,397)	(7,475,828)	(7,546,259)	(7,616,690)	(7,687,120)	(7,757,551)
	112%	(7,530,461)	(7,600,892)	(7,671,323)	(7,741,753)	(7,812,184)	(7,882,615)	(7,953,045)
	114%	(7,725,955)	(7,796,386)	(7,866,817)	(7,937,248)	(8,007,678)	(8,078,109)	(8,148,540)
	116%	(7,921,450)	(7,991,881)	(8,062,311)	(8,132,742)	(8,203,173)	(8,273,603)	(8,344,034)
	118%	(8,116,944)	(8,187,375)	(8,257,806)	(8,328,236)	(8,398,667)	(8,469,098)	(8,539,529)
	120%	(8,312,439)	(8,382,869)	(8,453,300)	(8,523,731)	(8,594,161)	(8,664,592)	(8,735,023)

TABLE 7

Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(6,780,079)	20%	25%	30%	35%	40%	45%	50%
	80%	(7,260,263)	(7,316,288)	(7,372,313)	(7,428,338)	(7,484,362)	(7,540,387)	(7,596,412)
	82%	(7,169,986)	(7,227,452)	(7,284,917)	(7,342,382)	(7,399,848)	(7,457,313)	(7,514,779)
Market Values	84%	(7,079,709)	(7,138,615)	(7,197,521)	(7,256,427)	(7,315,333)	(7,374,239)	(7,433,145)
100%	86%	(6,989,433)	(7,049,779)	(7,110,126)	(7,170,472)	(7,230,819)	(7,291,166)	(7,351,512)
(105% = 5% increase)	88%	(6,899,156)	(6,960,943)	(7,022,730)	(7,084,517)	(7,146,305)	(7,208,092)	(7,269,879)
	90%	(6,808,879)	(6,872,107)	(6,935,334)	(6,998,562)	(7,061,790)	(7,125,018)	(7,188,246)
	92%	(6,718,602)	(6,783,270)	(6,847,939)	(6,912,607)	(6,977,276)	(7,041,944)	(7,106,612)
	94%	(6,628,325)	(6,694,434)	(6,760,543)	(6,826,652)	(6,892,761)	(6,958,870)	(7,024,979)
	96%	(6,538,049)	(6,605,598)	(6,673,148)	(6,740,697)	(6,808,247)	(6,875,796)	(6,943,346)
	98%	(6,447,772)	(6,516,762)	(6,585,752)	(6,654,742)	(6,723,732)	(6,792,722)	(6,861,713)
	100%	(6,357,495)	(6,427,926)	(6,498,356)	(6,568,787)	(6,639,218)	(6,709,649)	(6,780,079)
	102%	(6,267,218)	(6,339,089)	(6,410,961)	(6,482,832)	(6,554,703)	(6,626,575)	(6,698,446)
	104%	(6,176,941)	(6,250,253)	(6,323,565)	(6,396,877)	(6,470,189)	(6,543,501)	(6,616,813)
	106%	(6,086,664)	(6,161,417)	(6,236,169)	(6,310,922)	(6,385,674)	(6,460,427)	(6,535,179)
	108%	(5,996,388)	(6,072,581)	(6,148,774)	(6,224,967)	(6,301,160)	(6,377,353)	(6,453,546)
	110%	(5,906,111)	(5,983,745)	(6,061,378)	(6,139,012)	(6,216,645)	(6,294,279)	(6,371,913)
	112%	(5,815,834)	(5,894,908)	(5,973,983)	(6,053,057)	(6,132,131)	(6,211,205)	(6,290,280)
	114%	(5,725,557)	(5,806,072)	(5,886,587)	(5,967,102)	(6,047,617)	(6,128,131)	(6,208,646)
	116%	(5,635,280)	(5,717,236)	(5,799,191)	(5,881,147)	(5,963,102)	(6,045,058)	(6,127,013)
	118%	(5,545,004)	(5,628,400)	(5,711,796)	(5,795,192)	(5,878,588)	(5,961,984)	(6,045,380)
	120%	(5,454,727)	(5,539,563)	(5,624,400)	(5,709,237)	(5,794,073)	(5,878,910)	(5,963,746)

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Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Green belt**
Notes: BTR

TABLE 8

		Affordable Housing - % on site 50%						
Balance (RLV - BLV £ per acre (n))	(6,780,079)	20%	25%	30%	35%	40%	45%	50%
	-	(6,357,495)	(6,427,926)	(6,498,356)	(6,568,787)	(6,639,218)	(6,709,649)	(6,780,079)
	1,000	(6,348,635)	(6,416,851)	(6,485,067)	(6,553,283)	(6,621,498)	(6,689,714)	(6,757,930)
Grant (£ per unit)	2,000	(6,339,775)	(6,405,776)	(6,471,777)	(6,537,778)	(6,603,779)	(6,669,780)	(6,735,781)
-	3,000	(6,330,916)	(6,394,702)	(6,458,488)	(6,522,274)	(6,586,060)	(6,649,845)	(6,713,631)
	4,000	(6,322,056)	(6,383,627)	(6,445,198)	(6,506,769)	(6,568,340)	(6,629,911)	(6,691,482)
	5,000	(6,313,196)	(6,372,552)	(6,431,909)	(6,491,265)	(6,550,621)	(6,609,977)	(6,669,333)
	6,000	(6,304,337)	(6,361,478)	(6,418,619)	(6,475,760)	(6,532,901)	(6,590,042)	(6,647,184)
	7,000	(6,295,477)	(6,350,403)	(6,405,329)	(6,460,256)	(6,515,182)	(6,570,108)	(6,625,034)
	8,000	(6,286,617)	(6,339,329)	(6,392,040)	(6,444,751)	(6,497,462)	(6,550,174)	(6,602,885)
	9,000	(6,277,757)	(6,328,254)	(6,378,750)	(6,429,247)	(6,479,743)	(6,530,239)	(6,580,736)
	10,000	(6,268,898)	(6,317,179)	(6,365,461)	(6,413,742)	(6,462,024)	(6,510,305)	(6,558,586)

NOTES
Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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252217 Wigan Older Persons Appraisals v0.2

Appraisal Ref:	**BF Lower Value - Older Persons**			(see Typologies Matrix)
Scheme Typology:	**Flats**	No Units:	**50**	
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]			

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	50.0%	18.8	50.0%	6.3	50%	25.0
2 bed Flat	50.0%	18.8	50.0%	6.3	50%	25.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	75.0%		66.7	718
2 bed Flat	62.0	667	75.0%		82.7	890

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	75.0%		66.7	718
2 bed Flat	62.0	667	75.0%		82.7	890

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 + bed House	0	0	0	0	0	0
1 bed Flat	1,250	13,455	417	4,485	1,667	17,940
2 bed Flat	1,550	16,684	517	5,561	2,067	22,245
	2,800	30,139	933	10,046	3,733	40,185
AH % by floor area:			25.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 + bed House	0	0	0	0	0	0
1 bed Flat	137,500	2,750	255	2,063	192	3,437,500
2 bed Flat	154,000	2,484	231	1,863	173	3,850,000
						7,287,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	0	70%	0	50%	0	70%	0	70%
3 bed House	0	70%	0	50%	0	70%	0	70%
4 + bed House	0	70%	0	50%	0	70%	0	70%
1 bed Flat	96,250	70%	68,750	50%	96,250	70%	96,250	70%
2 bed Flat	107,800	70%	77,000	50%	107,800	70%	107,800	70%
					* capped @£250K			

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252217 Wigan Older Persons Appraisals v0.2

Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	18.8	@	137,500		2,578,125
2 bed Flat	18.8	@	154,000		2,887,500
	37.5				5,465,625
Affordable Rent GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	1.9	@	96,250		180,469
2 bed Flat	1.9	@	107,800		202,125
	3.8				382,594
Social Rent GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	2.8	@	68,750		193,359
2 bed Flat	2.8	@	77,000		216,563
	5.6				409,922
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	0.0	@	96,250		-
2 bed Flat	0.0	@	107,800		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	1.6	@	96,250		150,391
2 bed Flat	1.6	@	107,800		168,438
	3.1	12.5			318,828
Sub-total GDV Residential	**50**				**6,576,969**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	710,531
	190 £ psm (total GIA sqm)			14,211 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**6,576,969**

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252217 Wigan Older Persons Appraisals v0.2

Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			2,800	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	550,000	£ per ha		4.18%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				3,733	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.50	ha @		123,550	£ per ha (if brownfield)			(61,775)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				-	sqm @		0	psm			-
3 bed House				-	sqm @		0	psm			-
3 bed House (EXC. garage)			-	18	sqm @		0	psm			-
4 bed House (EXC. garage)			-	18	sqm @		0	psm			-
5 bed House (EXC. garage)				-	sqm @		0	psm			-
1 bed Flat				1,667	sqm @		2,260	psm			(3,766,667)
2 bed Flat				2,067	sqm @		2,260	psm			(4,670,667)
-				-	sqm @		2,260	psm			-
Garages for 3B House	-	50%		18	sqm @		653	psm			-
Garages for 4B House	-	100%		18	sqm @		653	psm			-
Total GIA check:				3,733	£ per garage		£11,754				
External works				8,437,333	@		10.0%				(843,733)
Ext. Works analysis:							16,875	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		242	£ per unit			(12,100)
M4(2) Category 2 Housing	Aff units		13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units		38	units @		100%	@	1,400	£ per unit		(52,500)
M4(3) Category 3 Housing	Flats		38	units @		5%	@	15,691	£ per unit		(29,421)
M4(3) Category 3 Housing	Houses		-	units @		5%	@	26,816	£ per unit		-
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.2%	% of BCIS costs			
EV Charging Points - Houses			-	units @				1,000	£ per unit		-
EV Charging Points - Flats			50	units @		4	flats per charger	10,000	£ per 4 units		(125,000)
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(674,521)	
Policy Costs analysis:	(design costs only)						13,490	£ per unit (total units)			
							8.0%	% of BCIS costs			
Contingency (on construction)				10,017,362	@		5.0%				(500,868)

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Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield: **Brownfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		10,017,362	@	7.0%			(701,215)
Disposal Costs -							
OMS Marketing and Promotion		5,465,625	OMS @	3.00%	3,279	£ per unit	(163,969)
Residential Sales Agent Costs		5,465,625	OMS @	1.00%	1,093	£ per unit	(54,656)
Residential Sales Legal Costs		5,465,625	OMS @	0.25%	273	£ per unit	(13,664)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,846	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(306,790)
Developers Profit -							
Profit on OMS		5,465,625		20.00%			(1,093,125)
Margin on AH		1,111,344		6.00%	on AH values		(66,681)
Profit analysis:		6,576,969		17.63%	blended GDV	(1,159,806)	
		12,202,275		9.50%	on costs	(1,159,806)	
TOTAL COSTS							**(13,362,081)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(6,785,112)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(6,785,112)**
RLV analysis:	(135,702) £ per plot	(13,570,224)	£ per ha (net)	(5,491,795)	£ per acre (net)		
		(13,570,224)	£ per ha (gross)	(5,491,795)	£ per acre (gross)		
				-103.16%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		100.0	dph (net)				
Site Area (net)		0.50	ha (net)	1.24	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.50	ha (gross)	1.24	acres (gross)		
Density analysis:		7,467	sqm/ha (net)	32,526	sqft/ac (net)		
		100	dph (gross)				
Benchmark Land Value (net)	6,486 £ per plot	648,638	£ per ha (net)	262,500	£ per acre (net)		**324,319**
BLV analysis:		648,638	£ per ha (gross)	262,500	£ per acre (gross)		

BALANCE				
Surplus/(Deficit)	**(14,218,862)**	£ per ha (net)	**(5,754,295)**	£ per acre (net)	**(7,109,431)**

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Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Brownfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(5,754,295)	5%	10%	15%	20%	25%	30%	35%
	-	(5,313,678)	(5,366,433)	(5,419,188)	(5,471,943)	(5,524,698)	(5,577,453)	(5,630,208)
	1,000	(5,355,422)	(5,408,177)	(5,460,932)	(5,513,687)	(5,566,442)	(5,619,197)	(5,671,952)
Site Specific S106	2,000	(5,397,167)	(5,449,922)	(5,502,677)	(5,555,432)	(5,608,187)	(5,660,942)	(5,713,697)
5,500	3,000	(5,438,912)	(5,491,667)	(5,544,422)	(5,597,177)	(5,649,932)	(5,702,687)	(5,755,442)
	4,000	(5,480,657)	(5,533,412)	(5,586,167)	(5,638,922)	(5,691,677)	(5,744,432)	(5,797,187)
	5,000	(5,522,402)	(5,575,157)	(5,627,912)	(5,680,667)	(5,733,422)	(5,786,177)	(5,838,932)
	6,000	(5,564,147)	(5,616,902)	(5,669,657)	(5,722,412)	(5,775,167)	(5,827,922)	(5,880,677)
	7,000	(5,605,892)	(5,658,647)	(5,711,402)	(5,764,157)	(5,816,912)	(5,869,667)	(5,922,422)
	8,000	(5,647,637)	(5,700,392)	(5,753,147)	(5,805,902)	(5,858,657)	(5,911,412)	(5,964,167)
	9,000	(5,689,382)	(5,742,137)	(5,794,892)	(5,847,647)	(5,900,402)	(5,953,157)	(6,005,912)
	10,000	(5,731,127)	(5,783,882)	(5,836,637)	(5,889,392)	(5,942,147)	(5,994,902)	(6,047,657)
	11,000	(5,772,872)	(5,825,627)	(5,878,381)	(5,931,136)	(5,983,891)	(6,036,646)	(6,089,401)
	12,000	(5,814,616)	(5,867,371)	(5,920,126)	(5,972,881)	(6,025,636)	(6,078,391)	(6,131,146)
	13,000	(5,856,361)	(5,909,116)	(5,961,871)	(6,014,626)	(6,067,381)	(6,120,136)	(6,172,891)
	14,000	(5,898,106)	(5,950,861)	(6,003,616)	(6,056,371)	(6,109,126)	(6,161,881)	(6,214,636)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(5,754,295)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(5,263,100)	(5,330,601)	(5,398,102)	(5,465,603)	(5,533,104)	(5,600,605)	(5,668,106)
	16.0%	(5,319,135)	(5,383,686)	(5,448,238)	(5,512,790)	(5,577,342)	(5,641,894)	(5,706,446)
Profit	17.0%	(5,375,170)	(5,436,772)	(5,498,375)	(5,559,977)	(5,621,580)	(5,683,183)	(5,744,785)
20.0%	18.0%	(5,431,205)	(5,489,858)	(5,548,511)	(5,607,165)	(5,665,818)	(5,724,472)	(5,783,125)
	19.0%	(5,487,240)	(5,542,944)	(5,598,648)	(5,654,352)	(5,710,056)	(5,765,761)	(5,821,465)
	20.0%	(5,543,275)	(5,596,030)	(5,648,785)	(5,701,540)	(5,754,295)	(5,807,050)	(5,859,805)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(5,754,295)	5%	10%	15%	20%	25%	30%	35%
	100,000	(5,380,775)	(5,433,530)	(5,486,285)	(5,539,040)	(5,591,795)	(5,644,550)	(5,697,305)
	110,000	(5,390,775)	(5,443,530)	(5,496,285)	(5,549,040)	(5,601,795)	(5,654,550)	(5,707,305)
BLV (£ per acre)	120,000	(5,400,775)	(5,453,530)	(5,506,285)	(5,559,040)	(5,611,795)	(5,664,550)	(5,717,305)
262,500	130,000	(5,410,775)	(5,463,530)	(5,516,285)	(5,569,040)	(5,621,795)	(5,674,550)	(5,727,305)
	140,000	(5,420,775)	(5,473,530)	(5,526,285)	(5,579,040)	(5,631,795)	(5,684,550)	(5,737,305)
	150,000	(5,430,775)	(5,483,530)	(5,536,285)	(5,589,040)	(5,641,795)	(5,694,550)	(5,747,305)
	160,000	(5,440,775)	(5,493,530)	(5,546,285)	(5,599,040)	(5,651,795)	(5,704,550)	(5,757,305)
	170,000	(5,450,775)	(5,503,530)	(5,556,285)	(5,609,040)	(5,661,795)	(5,714,550)	(5,767,305)
	180,000	(5,460,775)	(5,513,530)	(5,566,285)	(5,619,040)	(5,671,795)	(5,724,550)	(5,777,305)
	190,000	(5,470,775)	(5,523,530)	(5,576,285)	(5,629,040)	(5,681,795)	(5,734,550)	(5,787,305)
	200,000	(5,480,775)	(5,533,530)	(5,586,285)	(5,639,040)	(5,691,795)	(5,744,550)	(5,797,305)
	210,000	(5,490,775)	(5,543,530)	(5,596,285)	(5,649,040)	(5,701,795)	(5,754,550)	(5,807,305)
	220,000	(5,500,775)	(5,553,530)	(5,606,285)	(5,659,040)	(5,711,795)	(5,764,550)	(5,817,305)
	230,000	(5,510,775)	(5,563,530)	(5,616,285)	(5,669,040)	(5,721,795)	(5,774,550)	(5,827,305)
	240,000	(5,520,775)	(5,573,530)	(5,626,285)	(5,679,040)	(5,731,795)	(5,784,550)	(5,837,305)
	250,000	(5,530,775)	(5,583,530)	(5,636,285)	(5,689,040)	(5,741,795)	(5,794,550)	(5,847,305)

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Scheme Typology: Flats — No Units: 50
Site Typology: Location / Value Zone: Low — Greenfield/Brownfield: Brownfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(5,754,295)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	30	(1,888,329)	(1,904,156)	(1,919,982)	(1,935,809)	(1,951,635)	(1,967,462)	(1,983,288)
	35	(2,149,397)	(2,167,861)	(2,186,325)	(2,204,789)	(2,223,254)	(2,241,718)	(2,260,182)
Density (dph)	40	(2,410,464)	(2,431,566)	(2,452,668)	(2,473,770)	(2,494,872)	(2,515,974)	(2,537,076)
100.0	45	(2,671,532)	(2,695,272)	(2,719,011)	(2,742,751)	(2,766,491)	(2,790,231)	(2,813,970)
	50	(2,932,599)	(2,958,977)	(2,985,354)	(3,011,732)	(3,038,109)	(3,064,487)	(3,090,864)
	55	(3,193,667)	(3,222,682)	(3,251,697)	(3,280,713)	(3,309,728)	(3,338,743)	(3,367,758)
	60	(3,454,734)	(3,486,387)	(3,518,040)	(3,549,693)	(3,581,346)	(3,612,999)	(3,644,652)
	65	(3,715,802)	(3,750,093)	(3,784,383)	(3,818,674)	(3,852,965)	(3,887,256)	(3,921,546)
	70	(3,976,869)	(4,013,798)	(4,050,726)	(4,087,655)	(4,124,583)	(4,161,512)	(4,198,440)
	75	(4,237,937)	(4,277,503)	(4,317,069)	(4,356,636)	(4,396,202)	(4,435,768)	(4,475,334)
	80	(4,499,004)	(4,541,208)	(4,583,412)	(4,625,616)	(4,667,820)	(4,710,024)	(4,752,228)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(5,754,295)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	90%	(4,670,485)	(4,723,240)	(4,775,995)	(4,828,750)	(4,881,505)	(4,934,260)	(4,987,015)
	92%	(4,845,043)	(4,897,798)	(4,950,553)	(5,003,308)	(5,056,063)	(5,108,818)	(5,161,573)
Build Cost	94%	(5,019,601)	(5,072,356)	(5,125,111)	(5,177,866)	(5,230,621)	(5,283,376)	(5,336,131)
100%	96%	(5,194,159)	(5,246,914)	(5,299,669)	(5,352,424)	(5,405,179)	(5,457,934)	(5,510,689)
(105% = 5% increase)	98%	(5,368,717)	(5,421,472)	(5,474,227)	(5,526,982)	(5,579,737)	(5,632,492)	(5,685,247)
	100%	(5,543,275)	(5,596,030)	(5,648,785)	(5,701,540)	(5,754,295)	(5,807,050)	(5,859,805)
	102%	(5,717,832)	(5,770,587)	(5,823,342)	(5,876,097)	(5,928,852)	(5,981,607)	(6,034,362)
	104%	(5,892,390)	(5,945,145)	(5,997,900)	(6,050,655)	(6,103,410)	(6,156,165)	(6,208,920)
	106%	(6,066,948)	(6,119,703)	(6,172,458)	(6,225,213)	(6,277,968)	(6,330,723)	(6,383,478)
	108%	(6,241,506)	(6,294,261)	(6,347,016)	(6,399,771)	(6,452,526)	(6,505,281)	(6,558,036)
	110%	(6,416,064)	(6,468,819)	(6,521,574)	(6,574,329)	(6,627,084)	(6,679,839)	(6,732,594)
	112%	(6,590,622)	(6,643,377)	(6,696,132)	(6,748,887)	(6,801,642)	(6,854,397)	(6,907,152)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(5,754,295)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	80%	(6,413,789)	(6,420,727)	(6,427,666)	(6,434,604)	(6,441,543)	(6,448,481)	(6,455,420)
	82%	(6,326,737)	(6,338,257)	(6,349,778)	(6,361,298)	(6,372,818)	(6,384,338)	(6,395,858)
Market Values	84%	(6,239,686)	(6,255,788)	(6,271,889)	(6,287,991)	(6,304,093)	(6,320,195)	(6,336,297)
100%	86%	(6,152,634)	(6,173,318)	(6,194,001)	(6,214,685)	(6,235,368)	(6,256,052)	(6,276,735)
(105% = 5% increase)	88%	(6,065,583)	(6,090,848)	(6,116,113)	(6,141,378)	(6,166,643)	(6,191,908)	(6,217,174)
	90%	(5,978,532)	(6,008,378)	(6,038,225)	(6,068,072)	(6,097,919)	(6,127,765)	(6,157,612)
	92%	(5,891,480)	(5,925,909)	(5,960,337)	(5,994,765)	(6,029,194)	(6,063,622)	(6,098,051)
	94%	(5,804,429)	(5,843,439)	(5,882,449)	(5,921,459)	(5,960,469)	(5,999,479)	(6,038,489)
	96%	(5,717,377)	(5,760,969)	(5,804,561)	(5,848,152)	(5,891,744)	(5,935,336)	(5,978,928)
	98%	(5,630,326)	(5,678,499)	(5,726,673)	(5,774,846)	(5,823,019)	(5,871,193)	(5,919,366)
	100%	(5,543,275)	(5,596,030)	(5,648,785)	(5,701,540)	(5,754,295)	(5,807,050)	(5,859,805)
	102%	(5,456,223)	(5,513,560)	(5,570,896)	(5,628,233)	(5,685,570)	(5,742,906)	(5,800,243)
	104%	(5,369,172)	(5,431,090)	(5,493,008)	(5,554,927)	(5,616,845)	(5,678,763)	(5,740,682)
	106%	(5,282,120)	(5,348,620)	(5,415,120)	(5,481,620)	(5,548,120)	(5,614,620)	(5,681,120)
	108%	(5,195,069)	(5,266,150)	(5,337,232)	(5,408,314)	(5,479,395)	(5,550,477)	(5,621,559)
	110%	(5,108,017)	(5,183,681)	(5,259,344)	(5,335,007)	(5,410,670)	(5,486,334)	(5,561,997)
	112%	(5,020,966)	(5,101,211)	(5,181,456)	(5,261,701)	(5,341,946)	(5,422,191)	(5,502,436)
	114%	(4,933,915)	(5,018,741)	(5,103,568)	(5,188,394)	(5,273,221)	(5,358,047)	(5,442,874)
	116%	(4,846,863)	(4,936,271)	(5,025,680)	(5,115,088)	(5,204,496)	(5,293,904)	(5,383,313)
	118%	(4,759,812)	(4,853,802)	(4,947,792)	(5,041,781)	(5,135,771)	(5,229,761)	(5,323,751)
	120%	(4,672,760)	(4,771,332)	(4,869,903)	(4,968,475)	(5,067,046)	(5,165,618)	(5,264,190)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(5,754,295)	Affordable Housing - % on site 25%						
		5%	10%	15%	20%	25%	30%	35%
	5,000	(5,334,545)	(5,387,299)	(5,440,054)	(5,492,809)	(5,545,564)	(5,598,319)	(5,651,074)
	10,000	(5,125,814)	(5,178,569)	(5,231,324)	(5,284,079)	(5,336,834)	(5,389,589)	(5,442,344)
Grant (£ per unit)	15,000	(4,917,084)	(4,969,839)	(5,022,594)	(5,075,349)	(5,128,104)	(5,180,859)	(5,233,614)
-	20,000	(4,708,354)	(4,761,109)	(4,813,864)	(4,866,619)	(4,919,374)	(4,972,129)	(5,024,884)
	25,000	(4,499,624)	(4,552,379)	(4,605,134)	(4,657,889)	(4,710,644)	(4,763,399)	(4,816,154)
	30,000	(4,290,894)	(4,343,649)	(4,396,404)	(4,449,159)	(4,501,914)	(4,554,669)	(4,607,424)
	35,000	(4,082,164)	(4,134,919)	(4,187,674)	(4,240,429)	(4,293,184)	(4,345,939)	(4,398,694)
	40,000	(3,873,434)	(3,926,189)	(3,978,944)	(4,031,699)	(4,084,454)	(4,137,209)	(4,189,964)
	45,000	(3,664,704)	(3,717,459)	(3,770,214)	(3,822,969)	(3,875,724)	(3,928,479)	(3,981,234)
	50,000	(3,455,974)	(3,508,729)	(3,561,484)	(3,614,239)	(3,666,994)	(3,719,749)	(3,772,504)
	55,000	(3,247,244)	(3,299,999)	(3,352,754)	(3,405,509)	(3,458,264)	(3,511,019)	(3,563,774)

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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252217 Wigan Older Persons Appraisals v0.2

Appraisal Ref: GF Lower Value - Older Persons (see Typologies Matrix)
Scheme Typology: Flats No Units: 50
Site Typology: Location / Value Zone: Low Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	75%			
AH tenure split %		Affordable Rent:		30.0%		
		Social Rent:		45.0%	75.0%	% Rented
		First Homes:		0.0%		
		Other Intermediate (LCHO/Sub-Market etc.):		25.0%	6.3%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	50.0%	18.8	50.0%	6.3	50%	25.0
2 bed Flat	50.0%	18.8	50.0%	6.3	50%	25.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	75.0%		66.7	718
2 bed Flat	62.0	667	75.0%		82.7	890

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	75.0%		66.7	718
2 bed Flat	62.0	667	75.0%		82.7	890

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 + bed House	0	0	0	0	0	0
1 bed Flat	1,250	13,455	417	4,485	1,667	17,940
2 bed Flat	1,550	16,684	517	5,561	2,067	22,245
	2,800	30,139	933	10,046	3,733	40,185
AH % by floor area:			25.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 + bed House	0	0	0	0	0	0
1 bed Flat	137,500	2,750	255	2,063	192	3,437,500
2 bed Flat	154,000	2,484	231	1,863	173	3,850,000
						7,287,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	0	70%	0	50%	0	70%	0	70%
3 bed House	0	70%	0	50%	0	70%	0	70%
4 + bed House	0	70%	0	50%	0	70%	0	70%
1 bed Flat	96,250	70%	68,750	50%	96,250	70%	96,250	70%
2 bed Flat	107,800	70%	77,000	50%	107,800	70%	107,800	70%
					* capped @£250K			

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Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	18.8	@	137,500		2,578,125
2 bed Flat	18.8	@	154,000		2,887,500
	37.5				5,465,625
Affordable Rent GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	1.9	@	96,250		180,469
2 bed Flat	1.9	@	107,800		202,125
	3.8				382,594
Social Rent GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	2.8	@	68,750		193,359
2 bed Flat	2.8	@	77,000		216,563
	5.6				409,922
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	0.0	@	96,250		-
2 bed Flat	0.0	@	107,800		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	1.6	@	96,250		150,391
2 bed Flat	1.6	@	107,800		168,438
	3.1	12.5			318,828
Sub-total GDV Residential	**50**				**6,576,969**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	710,531
	190 £ psm (total GIA sqm)			14,211 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**6,576,969**

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252217 Wigan Older Persons Appraisals v0.2

Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Low**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			2,800	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	550,000 £ per ha			4.18%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				3,733	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.50	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	- £ per ha			0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				-	sqm @		0	psm			-
3 bed House				-	sqm @		0	psm			-
3 bed House (EXC. garage)				-	sqm @		0	psm			-
4 bed House (EXC. garage)				-	sqm @		0	psm			-
5 bed House (EXC. garage)				-	sqm @		0	psm			-
1 bed Flat				1,667	sqm @		2,260	psm			(3,766,667)
2 bed Flat				2,067	sqm @		2,260	psm			(4,670,667)
-				-	sqm @		2,260	psm			-
Garages for 3B House	-	50%		18	sqm @		653	psm			-
Garages for 4B House	-	100%		18	sqm @		653	psm			-
Total GIA check:				3,769	£ per garage		£11,754				
External works				8,437,333	@		10.0%				(843,733)
Ext. Works analysis:							16,875	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		1,137	£ per unit			(56,850)
M4(2) Category 2 Housing	Aff units	13	units @			100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units	38	units @			100%	@	1,400	£ per unit		(52,500)
M4(3) Category 3 Housing	Flats	38	units @			5%	@	15,691	£ per unit		(29,421)
M4(3) Category 3 Housing	Houses	-	units @			5%	@	26,816	£ per unit		-
Part L/FHS		50	units @					8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.2%	% of BCIS costs			
EV Charging Points - Houses		-	units @					1,000	£ per unit		-
EV Charging Points - Flats		50	units @			4	flats per charger	10,000	£ per 4 units		(125,000)
Water Efficiency		-	units @					10	£ per unit		-
	Sub-total									(719,271)	
Policy Costs analysis:	(design costs only)						14,385	£ per unit (total units)			
							8.5%	% of BCIS costs			
Contingency (on construction)				10,000,337	@		3.0%				(300,010)

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Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield: **Greenfield**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		10,000,337	@	7.0%			(700,024)
Disposal Costs -							
OMS Marketing and Promotion		5,465,625	OMS @	3.00%	3,279	£ per unit	(163,969)
Residential Sales Agent Costs		5,465,625	OMS @	1.00%	1,093	£ per unit	(54,656)
Residential Sales Legal Costs		5,465,625	OMS @	0.25%	273	£ per unit	(13,664)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)	50	units (1/2 back during sales period)	@	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,846	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(296,958)
Developers Profit -							
Profit on OMS		5,465,625		20.00%			(1,093,125)
Margin on AH		1,111,344		6.00%	on AH values		(66,681)
Profit analysis:		6,576,969		17.63%	blended GDV	(1,159,806)	
		11,973,368		9.69%	on costs	(1,159,806)	
TOTAL COSTS							**(13,133,174)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(6,556,205)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(6,556,205)**
RLV analysis:	(131,124) £ per plot	(13,112,410)	£ per ha (net)	(5,306,519)	£ per acre (net)		
		(10,489,928)	£ per ha (gross)	(4,245,216)	£ per acre (gross)		
				-99.68%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		100.0	dph (net)				
Site Area (net)		0.50	ha (net)	1.24	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.63	ha (gross)	1.54	acres (gross)		
Density analysis:		7,467	sqm/ha (net)	32,526	sqft/ac (net)		
		80	dph (gross)				
Benchmark Land Value (net)	3,707 £ per plot	370,650	£ per ha (net)	150,000	£ per acre (net)		**185,325**
BLV analysis:		296,520	£ per ha (gross)	120,000	£ per acre (gross)		

BALANCE							
Surplus/(Deficit)		**(13,483,060)**	£ per ha (net)	**(5,456,519)**	£ per acre (net)		**(6,741,530)**

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252217 Wigan Older Persons Appraisals v0.2

Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Greenfield**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(5,456,519)	5%	10%	15%	20%	25%	30%	35%
	-	(5,015,771)	(5,068,559)	(5,121,347)	(5,174,135)	(5,226,922)	(5,279,710)	(5,332,498)
	1,000	(5,057,516)	(5,110,304)	(5,163,092)	(5,215,879)	(5,268,667)	(5,321,455)	(5,374,243)
Site Specific S106	2,000	(5,099,261)	(5,152,048)	(5,204,836)	(5,257,624)	(5,310,412)	(5,363,200)	(5,415,988)
5,500	3,000	(5,141,005)	(5,193,793)	(5,246,581)	(5,299,369)	(5,352,157)	(5,404,945)	(5,457,733)
	4,000	(5,182,750)	(5,235,538)	(5,288,326)	(5,341,114)	(5,393,902)	(5,446,690)	(5,499,478)
	5,000	(5,224,495)	(5,277,283)	(5,330,071)	(5,382,859)	(5,435,647)	(5,488,435)	(5,541,223)
	6,000	(5,266,240)	(5,319,028)	(5,371,816)	(5,424,604)	(5,477,392)	(5,530,180)	(5,582,968)
	7,000	(5,307,985)	(5,360,773)	(5,413,561)	(5,466,349)	(5,519,137)	(5,571,925)	(5,624,713)
	8,000	(5,349,730)	(5,402,518)	(5,455,306)	(5,508,094)	(5,560,882)	(5,613,670)	(5,666,458)
	9,000	(5,391,475)	(5,444,263)	(5,497,051)	(5,549,839)	(5,602,627)	(5,655,415)	(5,708,202)
	10,000	(5,433,220)	(5,486,008)	(5,538,796)	(5,591,584)	(5,644,372)	(5,697,159)	(5,749,947)
	11,000	(5,474,965)	(5,527,753)	(5,580,541)	(5,633,328)	(5,686,116)	(5,738,904)	(5,791,692)
	12,000	(5,516,710)	(5,569,498)	(5,622,285)	(5,675,073)	(5,727,861)	(5,780,649)	(5,833,437)
	13,000	(5,558,454)	(5,611,242)	(5,664,030)	(5,716,818)	(5,769,606)	(5,822,394)	(5,875,182)
	14,000	(5,600,199)	(5,652,987)	(5,705,775)	(5,758,563)	(5,811,351)	(5,864,139)	(5,916,927)

TABLE 2 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(5,456,519)	5%	10%	15%	20%	25%	30%	35%
	15.0%	(4,965,193)	(5,032,727)	(5,100,261)	(5,167,795)	(5,235,329)	(5,302,863)	(5,370,397)
	16.0%	(5,021,228)	(5,085,812)	(5,150,397)	(5,214,982)	(5,279,567)	(5,344,152)	(5,408,736)
Profit	17.0%	(5,077,263)	(5,138,898)	(5,200,534)	(5,262,169)	(5,323,805)	(5,385,441)	(5,447,076)
20.0%	18.0%	(5,133,298)	(5,191,984)	(5,250,670)	(5,309,357)	(5,368,043)	(5,426,729)	(5,485,416)
	19.0%	(5,189,333)	(5,245,070)	(5,300,807)	(5,356,544)	(5,412,281)	(5,468,018)	(5,523,756)
	20.0%	(5,245,368)	(5,298,156)	(5,350,944)	(5,403,732)	(5,456,519)	(5,509,307)	(5,562,095)

TABLE 3 Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(5,456,519)	5%	10%	15%	20%	25%	30%	35%
	100,000	(5,195,368)	(5,248,156)	(5,300,944)	(5,353,732)	(5,406,519)	(5,459,307)	(5,512,095)
	110,000	(5,205,368)	(5,258,156)	(5,310,944)	(5,363,732)	(5,416,519)	(5,469,307)	(5,522,095)
BLV (£ per acre)	120,000	(5,215,368)	(5,268,156)	(5,320,944)	(5,373,732)	(5,426,519)	(5,479,307)	(5,532,095)
150,000	130,000	(5,225,368)	(5,278,156)	(5,330,944)	(5,383,732)	(5,436,519)	(5,489,307)	(5,542,095)
	140,000	(5,235,368)	(5,288,156)	(5,340,944)	(5,393,732)	(5,446,519)	(5,499,307)	(5,552,095)
	150,000	(5,245,368)	(5,298,156)	(5,350,944)	(5,403,732)	(5,456,519)	(5,509,307)	(5,562,095)
	160,000	(5,255,368)	(5,308,156)	(5,360,944)	(5,413,732)	(5,466,519)	(5,519,307)	(5,572,095)
	170,000	(5,265,368)	(5,318,156)	(5,370,944)	(5,423,732)	(5,476,519)	(5,529,307)	(5,582,095)
	180,000	(5,275,368)	(5,328,156)	(5,380,944)	(5,433,732)	(5,486,519)	(5,539,307)	(5,592,095)
	190,000	(5,285,368)	(5,338,156)	(5,390,944)	(5,443,732)	(5,496,519)	(5,549,307)	(5,602,095)
	200,000	(5,295,368)	(5,348,156)	(5,400,944)	(5,453,732)	(5,506,519)	(5,559,307)	(5,612,095)
	210,000	(5,305,368)	(5,358,156)	(5,410,944)	(5,463,732)	(5,516,519)	(5,569,307)	(5,622,095)
	220,000	(5,315,368)	(5,368,156)	(5,420,944)	(5,473,732)	(5,526,519)	(5,579,307)	(5,632,095)
	230,000	(5,325,368)	(5,378,156)	(5,430,944)	(5,483,732)	(5,536,519)	(5,589,307)	(5,642,095)
	240,000	(5,335,368)	(5,388,156)	(5,440,944)	(5,493,732)	(5,546,519)	(5,599,307)	(5,652,095)
	250,000	(5,345,368)	(5,398,156)	(5,450,944)	(5,503,732)	(5,556,519)	(5,609,307)	(5,662,095)

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Scheme Typology: Flats — No Units: 50
Site Typology: Location / Value Zone: Low — Greenfield/Brownfield: Greenfield
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(5,456,519)	5%	10%	15%	20%	25%	30%	35%
	30	(1,678,610)	(1,694,447)	(1,710,283)	(1,726,119)	(1,741,956)	(1,757,792)	(1,773,629)
	35	(1,933,379)	(1,951,854)	(1,970,330)	(1,988,806)	(2,007,282)	(2,025,758)	(2,044,233)
Density (dph)	40	(2,188,147)	(2,209,262)	(2,230,377)	(2,251,493)	(2,272,608)	(2,293,723)	(2,314,838)
100.0	45	(2,442,915)	(2,466,670)	(2,490,425)	(2,514,179)	(2,537,934)	(2,561,688)	(2,585,443)
	50	(2,697,684)	(2,724,078)	(2,750,472)	(2,776,866)	(2,803,260)	(2,829,654)	(2,856,048)
	55	(2,952,452)	(2,981,486)	(3,010,519)	(3,039,552)	(3,068,586)	(3,097,619)	(3,126,652)
	60	(3,207,221)	(3,238,893)	(3,270,566)	(3,302,239)	(3,333,912)	(3,365,584)	(3,397,257)
	65	(3,461,989)	(3,496,301)	(3,530,613)	(3,564,925)	(3,599,238)	(3,633,550)	(3,667,862)
	70	(3,716,757)	(3,753,709)	(3,790,661)	(3,827,612)	(3,864,564)	(3,901,515)	(3,938,467)
	75	(3,971,526)	(4,011,117)	(4,050,708)	(4,090,299)	(4,129,890)	(4,169,481)	(4,209,071)
	80	(4,226,294)	(4,268,525)	(4,310,755)	(4,352,985)	(4,395,216)	(4,437,446)	(4,479,676)

TABLE 5 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(5,456,519)	5%	10%	15%	20%	25%	30%	35%
	90%	(4,388,164)	(4,440,952)	(4,493,740)	(4,546,528)	(4,599,315)	(4,652,103)	(4,704,891)
	92%	(4,559,605)	(4,612,392)	(4,665,180)	(4,717,968)	(4,770,756)	(4,823,544)	(4,876,332)
Build Cost	94%	(4,731,045)	(4,783,833)	(4,836,621)	(4,889,409)	(4,942,197)	(4,994,985)	(5,047,773)
100%	96%	(4,902,486)	(4,955,274)	(5,008,062)	(5,060,850)	(5,113,638)	(5,166,426)	(5,219,214)
(105% = 5% increase)	98%	(5,073,927)	(5,126,715)	(5,179,503)	(5,232,291)	(5,285,079)	(5,337,867)	(5,390,655)
	100%	(5,245,368)	(5,298,156)	(5,350,944)	(5,403,732)	(5,456,519)	(5,509,307)	(5,562,095)
	102%	(5,416,809)	(5,469,596)	(5,522,384)	(5,575,172)	(5,627,960)	(5,680,748)	(5,733,536)
	104%	(5,588,249)	(5,641,037)	(5,693,825)	(5,746,613)	(5,799,401)	(5,852,189)	(5,904,977)
	106%	(5,759,690)	(5,812,478)	(5,865,266)	(5,918,054)	(5,970,842)	(6,023,630)	(6,076,418)
	108%	(5,931,131)	(5,983,919)	(6,036,707)	(6,089,495)	(6,142,283)	(6,195,071)	(6,247,859)
	110%	(6,102,572)	(6,155,360)	(6,208,148)	(6,260,935)	(6,313,723)	(6,366,511)	(6,419,299)
	112%	(6,274,012)	(6,326,800)	(6,379,588)	(6,432,376)	(6,485,164)	(6,537,952)	(6,590,740)

TABLE 6 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(5,456,519)	5%	10%	15%	20%	25%	30%	35%
	80%	(6,115,882)	(6,122,853)	(6,129,825)	(6,136,796)	(6,143,768)	(6,150,739)	(6,157,710)
	82%	(6,028,831)	(6,040,384)	(6,051,937)	(6,063,490)	(6,075,043)	(6,086,596)	(6,098,149)
Market Values	84%	(5,941,779)	(5,957,914)	(5,974,049)	(5,990,183)	(6,006,318)	(6,022,453)	(6,038,587)
100%	86%	(5,854,728)	(5,875,444)	(5,896,160)	(5,916,877)	(5,937,593)	(5,958,309)	(5,979,026)
(105% = 5% increase)	88%	(5,767,676)	(5,792,974)	(5,818,272)	(5,843,570)	(5,868,868)	(5,894,166)	(5,919,464)
	90%	(5,680,625)	(5,710,504)	(5,740,384)	(5,770,264)	(5,800,143)	(5,830,023)	(5,859,903)
	92%	(5,593,573)	(5,628,035)	(5,662,496)	(5,696,957)	(5,731,419)	(5,765,880)	(5,800,341)
	94%	(5,506,522)	(5,545,565)	(5,584,608)	(5,623,651)	(5,662,694)	(5,701,737)	(5,740,780)
	96%	(5,419,471)	(5,463,095)	(5,506,720)	(5,550,344)	(5,593,969)	(5,637,594)	(5,681,218)
	98%	(5,332,419)	(5,380,625)	(5,428,832)	(5,477,038)	(5,525,244)	(5,573,451)	(5,621,657)
	100%	(5,245,368)	(5,298,156)	(5,350,944)	(5,403,732)	(5,456,519)	(5,509,307)	(5,562,095)
	102%	(5,158,316)	(5,215,686)	(5,273,055)	(5,330,425)	(5,387,795)	(5,445,164)	(5,502,534)
	104%	(5,071,265)	(5,133,216)	(5,195,167)	(5,257,119)	(5,319,070)	(5,381,021)	(5,442,972)
	106%	(4,984,213)	(5,050,746)	(5,117,279)	(5,183,812)	(5,250,345)	(5,316,878)	(5,383,411)
	108%	(4,897,162)	(4,968,277)	(5,039,391)	(5,110,506)	(5,181,620)	(5,252,735)	(5,323,849)
	110%	(4,810,111)	(4,885,807)	(4,961,503)	(5,037,199)	(5,112,895)	(5,188,592)	(5,264,288)
	112%	(4,723,059)	(4,803,337)	(4,883,615)	(4,963,893)	(5,044,171)	(5,124,448)	(5,204,726)
	114%	(4,636,008)	(4,720,867)	(4,805,727)	(4,890,586)	(4,975,446)	(5,060,305)	(5,145,165)
	116%	(4,548,956)	(4,638,398)	(4,727,839)	(4,817,280)	(4,906,721)	(4,996,162)	(5,085,603)
	118%	(4,461,905)	(4,555,928)	(4,649,951)	(4,743,973)	(4,837,996)	(4,932,019)	(5,026,042)
	120%	(4,374,854)	(4,473,458)	(4,572,062)	(4,670,667)	(4,769,271)	(4,867,876)	(4,966,480)

TABLE 7 — Affordable Housing - % on site 25%

Balance (RLV - BLV £ per acre (n))	(5,456,519)	5%	10%	15%	20%	25%	30%	35%
	5,000	(5,036,638)	(5,089,426)	(5,142,214)	(5,195,001)	(5,247,789)	(5,300,577)	(5,353,365)
	10,000	(4,827,908)	(4,880,696)	(4,933,484)	(4,986,271)	(5,039,059)	(5,091,847)	(5,144,635)
Grant (£ per unit)	15,000	(4,619,178)	(4,671,966)	(4,724,753)	(4,777,541)	(4,830,329)	(4,883,117)	(4,935,905)
-	20,000	(4,410,448)	(4,463,235)	(4,516,023)	(4,568,811)	(4,621,599)	(4,674,387)	(4,727,175)
	25,000	(4,201,718)	(4,254,505)	(4,307,293)	(4,360,081)	(4,412,869)	(4,465,657)	(4,518,445)
	30,000	(3,992,987)	(4,045,775)	(4,098,563)	(4,151,351)	(4,204,139)	(4,256,927)	(4,309,715)
	35,000	(3,784,257)	(3,837,045)	(3,889,833)	(3,942,621)	(3,995,409)	(4,048,197)	(4,100,985)
	40,000	(3,575,527)	(3,628,315)	(3,681,103)	(3,733,891)	(3,786,679)	(3,839,467)	(3,892,255)
	45,000	(3,366,797)	(3,419,585)	(3,472,373)	(3,525,161)	(3,577,949)	(3,630,737)	(3,683,525)
	50,000	(3,158,067)	(3,210,855)	(3,263,643)	(3,316,431)	(3,369,219)	(3,422,007)	(3,474,795)
	55,000	(2,949,337)	(3,002,125)	(3,054,913)	(3,107,701)	(3,160,489)	(3,213,277)	(3,266,065)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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252217 Wigan Older Persons Appraisals v0.2

Appraisal Ref: GB Lower Value - Older Persons (see Typologies Matrix)
Scheme Typology: Flats No Units: 50
Site Typology: Location / Value Zone: Low Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			50%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		50%			
AH tenure split %	Affordable Rent:			30.0%		
	Social Rent:			45.0%	75.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			25.0%	12.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 + bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	50.0%	12.5	50.0%	12.5	50%	25.0
2 bed Flat	50.0%	12.5	50.0%	12.5	50%	25.0
Total number of units	100.0%	25.0	100.0%	25.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	75.0%		66.7	718
2 bed Flat	62.0	667	75.0%		82.7	890

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	70.0	753			70.0	753
3 bed House	102.0	1,098			102.0	1,098
4 + bed House	130.0	1,399		0.0	130.0	1,399
1 bed Flat	50.0	538	75.0%		66.7	718
2 bed Flat	62.0	667	75.0%		82.7	890

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 + bed House	0	0	0	0	0	0
1 bed Flat	833	8,970	833	8,970	1,667	17,940
2 bed Flat	1,033	11,123	1,033	11,123	2,067	22,245
	1,867	20,093	1,867	20,093	3,733	40,185
AH % by floor area:			50.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
4 + bed House	0	0	0	0	0	0
1 bed Flat	137,500	2,750	255	2,063	192	3,437,500
2 bed Flat	154,000	2,484	231	1,863	173	3,850,000
						7,287,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	0	70%	0	50%	0	70%	0	70%
3 bed House	0	70%	0	50%	0	70%	0	70%
4 + bed House	0	70%	0	50%	0	70%	0	70%
1 bed Flat	96,250	70%	68,750	50%	96,250	70%	96,250	70%
2 bed Flat	107,800	70%	77,000	50%	107,800	70%	107,800	70%
					* capped @£250K			

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252217 Wigan Older Persons Appraisals v0.2

Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	12.5	@	137,500		1,718,750
2 bed Flat	12.5	@	154,000		1,925,000
	25.0				3,643,750
Affordable Rent GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	3.8	@	96,250		360,938
2 bed Flat	3.8	@	107,800		404,250
	7.5				765,188
Social Rent GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	5.6	@	68,750		386,719
2 bed Flat	5.6	@	77,000		433,125
	11.3				819,844
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	0.0	@	96,250		-
2 bed Flat	0.0	@	107,800		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 + bed House	0.0	@	0		-
1 bed Flat	3.1	@	96,250		300,781
2 bed Flat	3.1	@	107,800		336,875
	6.3	25.0			637,656
Sub-total GDV Residential	**50**				**5,866,438**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,421,063
	381 £ psm (total GIA sqm)			28,421 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**5,866,438**

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252217 Wigan Older Persons Appraisals v0.2

Scheme Typology: Flats — No Units: 50
Site Typology: Location / Value Zone: Low — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	127,000	£		(127,000)
CIL (Mrkt only inc. garages)	Max			1,867	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				50	units @		5,500	per unit			(275,000)
	Sub-total									(275,000)	
S106 analysis:	550,000	£ per ha		4.69%	% of GDV		5,500	£ per unit (total units)			
AH Commuted Sum				3,733	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.50	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			50	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				-	sqm @		0	psm			-
3 bed House				-	sqm @		0	psm			-
3 bed House (EXC. garage)			-	18	sqm @		0	psm			-
4 bed House (EXC. garage)			-	18	sqm @		0	psm			-
5 bed House (EXC. garage)				-	sqm @		0	psm			-
1 bed Flat				1,667	sqm @		2,260	psm			(3,766,667)
2 bed Flat				2,067	sqm @		2,260	psm			(4,670,667)
-				-	sqm @		2,260	psm			-
Garages for 3B House	-	50%		18	sqm @		653	psm			-
Garages for 4B House	-	100%		18	sqm @		653	psm			-
Total GIA check:				3,733	£ per garage		£11,754				
External works				8,437,333	@		10.0%				(843,733)
Ext. Works analysis:							16,875	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				50	units @		1,137	£ per unit			(56,850)
M4(2) Category 2 Housing	Aff units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		25	units @		100%	@	1,400	£ per unit		(35,000)
M4(3) Category 3 Housing	Flats		25	units @		5%	@	15,691	£ per unit		(19,614)
M4(3) Category 3 Housing	Houses		-	units @		5%	@	26,816	£ per unit		-
Part L/FHS			50	units @				8,760	£ per unit		(438,000)
Part L/FHS analysis:							5.2%	% of BCIS costs			
EV Charging Points - Houses			-	units @				1,000	£ per unit		-
EV Charging Points - Flats			50	units @		4	flats per charger	10,000	£ per 4 units		(125,000)
Water Efficiency			-	units @				10	£ per unit		-
	Sub-total									(709,464)	
Policy Costs analysis:	(design costs only)						14,189	£ per unit (total units)			
							8.4%	% of BCIS costs			
Contingency (on construction)				9,990,530	@		3.0%				(299,716)

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Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone:	**Low**	Greenfield/Brownfield: **Green Belt**
Notes/Comments:	[insert any relevant notes relating to assumptions or results to pull through to the summary table]		

Professional Fees		9,990,530	@	7.0%			(699,337)
Disposal Costs -							
OMS Marketing and Promotion		3,643,750	OMS @	3.00%	2,186	£ per unit	(109,313)
Residential Sales Agent Costs		3,643,750	OMS @	1.00%	729	£ per unit	(36,438)
Residential Sales Legal Costs		3,643,750	OMS @	0.25%	182	£ per unit	(9,109)
Affordable Sale Legal Costs						lump sum	(10,000)
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period)	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					3,297	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.00%	APR	0.565%	pcm		(298,436)
Developers Profit -							
Profit on OMS		3,643,750		20.00%			(728,750)
Margin on AH		2,222,688		6.00%	on AH values		(133,361)
Profit analysis:		5,866,438		14.70%	blended GDV	(862,111)	
		11,886,629		7.25%	on costs	(862,111)	
TOTAL COSTS							**(12,748,740)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(6,882,302)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.00%			-
Residual Land Value							**(6,882,302)**
RLV analysis:	(137,646) £ per plot	(13,764,605)	£ per ha (net)	(5,570,459)	£ per acre (net)		
		(11,011,684)	£ per ha (gross)	(4,456,367)	£ per acre (gross)		
				-117.32%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		100.0	dph (net)				
Site Area (net)		0.50	ha (net)	1.24	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.63	ha (gross)	1.54	acres (gross)		
Density analysis:		7,467	sqm/ha (net)	32,526	sqft/ac (net)		
		80	dph (gross)				
Benchmark Land Value (net)	1,853 £ per plot	185,325	£ per ha (net)	75,000	£ per acre (net)		**92,663**
BLV analysis:		148,260	£ per ha (gross)	60,000	£ per acre (gross)		

BALANCE				
Surplus/(Deficit)	**(13,949,930)**	£ per ha (net)	**(5,645,459)**	£ per acre (net)	**(6,974,965)**

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252217 Wigan Older Persons Appraisals v0.2

Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Low** Greenfield/Brownfield: **Green Belt**
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

SENSITIVITY ANALYSIS

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

TABLE 1 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(5,645,459)	20%	25%	30%	35%	40%	45%	50%
	-	(5,099,135)	(5,151,922)	(5,204,710)	(5,257,498)	(5,310,286)	(5,363,074)	(5,415,862)
	1,000	(5,140,879)	(5,193,667)	(5,246,455)	(5,299,243)	(5,352,031)	(5,404,819)	(5,457,607)
Site Specific S106	2,000	(5,182,624)	(5,235,412)	(5,288,200)	(5,340,988)	(5,393,776)	(5,446,564)	(5,499,352)
5,500	3,000	(5,224,369)	(5,277,157)	(5,329,945)	(5,382,733)	(5,435,521)	(5,488,309)	(5,541,097)
	4,000	(5,266,114)	(5,318,902)	(5,371,690)	(5,424,478)	(5,477,266)	(5,530,054)	(5,582,842)
	5,000	(5,307,859)	(5,360,647)	(5,413,435)	(5,466,223)	(5,519,011)	(5,571,799)	(5,624,587)
	6,000	(5,349,604)	(5,402,392)	(5,455,180)	(5,507,968)	(5,560,756)	(5,613,544)	(5,666,332)
	7,000	(5,391,349)	(5,444,137)	(5,496,925)	(5,549,713)	(5,602,501)	(5,655,289)	(5,708,076)
	8,000	(5,433,094)	(5,485,882)	(5,538,670)	(5,591,458)	(5,644,246)	(5,697,033)	(5,749,821)
	9,000	(5,474,839)	(5,527,627)	(5,580,415)	(5,633,202)	(5,685,990)	(5,738,778)	(5,791,566)
	10,000	(5,516,584)	(5,569,372)	(5,622,159)	(5,674,947)	(5,727,735)	(5,780,523)	(5,833,311)
	11,000	(5,558,328)	(5,611,116)	(5,663,904)	(5,716,692)	(5,769,480)	(5,822,268)	(5,875,056)
	12,000	(5,600,073)	(5,652,861)	(5,705,649)	(5,758,437)	(5,811,225)	(5,864,013)	(5,916,801)
	13,000	(5,641,818)	(5,694,606)	(5,747,394)	(5,800,182)	(5,852,970)	(5,905,758)	(5,958,546)
	14,000	(5,683,563)	(5,736,351)	(5,789,139)	(5,841,927)	(5,894,715)	(5,947,503)	(6,000,291)

TABLE 2 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(5,645,459)	20%	25%	30%	35%	40%	45%	50%
	15.0%	(5,092,795)	(5,160,329)	(5,227,863)	(5,295,397)	(5,362,931)	(5,430,465)	(5,497,999)
	16.0%	(5,139,982)	(5,204,567)	(5,269,152)	(5,333,736)	(5,398,321)	(5,462,906)	(5,527,491)
Profit	17.0%	(5,187,169)	(5,248,805)	(5,310,441)	(5,372,076)	(5,433,712)	(5,495,347)	(5,556,983)
20.0%	18.0%	(5,234,357)	(5,293,043)	(5,351,729)	(5,410,416)	(5,469,102)	(5,527,789)	(5,586,475)
	19.0%	(5,281,544)	(5,337,281)	(5,393,018)	(5,448,756)	(5,504,493)	(5,560,230)	(5,615,967)
	20.0%	(5,328,732)	(5,381,519)	(5,434,307)	(5,487,095)	(5,539,883)	(5,592,671)	(5,645,459)

TABLE 3 Affordable Housing - % on site 50%

Balance (RLV - BLV £ per acre (n))	(5,645,459)	20%	25%	30%	35%	40%	45%	50%
	100,000	(5,353,732)	(5,406,519)	(5,459,307)	(5,512,095)	(5,564,883)	(5,617,671)	(5,670,459)
	110,000	(5,363,732)	(5,416,519)	(5,469,307)	(5,522,095)	(5,574,883)	(5,627,671)	(5,680,459)
BLV (£ per acre)	120,000	(5,373,732)	(5,426,519)	(5,479,307)	(5,532,095)	(5,584,883)	(5,637,671)	(5,690,459)
75,000	130,000	(5,383,732)	(5,436,519)	(5,489,307)	(5,542,095)	(5,594,883)	(5,647,671)	(5,700,459)
	140,000	(5,393,732)	(5,446,519)	(5,499,307)	(5,552,095)	(5,604,883)	(5,657,671)	(5,710,459)
	150,000	(5,403,732)	(5,456,519)	(5,509,307)	(5,562,095)	(5,614,883)	(5,667,671)	(5,720,459)
	160,000	(5,413,732)	(5,466,519)	(5,519,307)	(5,572,095)	(5,624,883)	(5,677,671)	(5,730,459)
	170,000	(5,423,732)	(5,476,519)	(5,529,307)	(5,582,095)	(5,634,883)	(5,687,671)	(5,740,459)
	180,000	(5,433,732)	(5,486,519)	(5,539,307)	(5,592,095)	(5,644,883)	(5,697,671)	(5,750,459)
	190,000	(5,443,732)	(5,496,519)	(5,549,307)	(5,602,095)	(5,654,883)	(5,707,671)	(5,760,459)
	200,000	(5,453,732)	(5,506,519)	(5,559,307)	(5,612,095)	(5,664,883)	(5,717,671)	(5,770,459)
	210,000	(5,463,732)	(5,516,519)	(5,569,307)	(5,622,095)	(5,674,883)	(5,727,671)	(5,780,459)
	220,000	(5,473,732)	(5,526,519)	(5,579,307)	(5,632,095)	(5,684,883)	(5,737,671)	(5,790,459)
	230,000	(5,483,732)	(5,536,519)	(5,589,307)	(5,642,095)	(5,694,883)	(5,747,671)	(5,800,459)
	240,000	(5,493,732)	(5,546,519)	(5,599,307)	(5,652,095)	(5,704,883)	(5,757,671)	(5,810,459)
	250,000	(5,503,732)	(5,556,519)	(5,609,307)	(5,662,095)	(5,714,883)	(5,767,671)	(5,820,459)

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252217 Wigan Older Persons Appraisals v0.2

Scheme Typology: Flats — No Units: 50
Site Typology: Location / Value Zone: Low — Greenfield/Brownfield: Green Belt
Notes/Comments: [insert any relevant notes relating to assumptions or results to pull through to the summary table]

TABLE 4

Balance (RLV - BLV £ per acre (n))	(5,645,459)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	30	(1,651,119)	(1,666,956)	(1,682,792)	(1,698,629)	(1,714,465)	(1,730,301)	(1,746,138)
	35	(1,913,806)	(1,932,282)	(1,950,758)	(1,969,233)	(1,987,709)	(2,006,185)	(2,024,661)
Density (dph)	40	(2,176,493)	(2,197,608)	(2,218,723)	(2,239,838)	(2,260,953)	(2,282,068)	(2,303,184)
100.0	45	(2,439,179)	(2,462,934)	(2,486,688)	(2,510,443)	(2,534,197)	(2,557,952)	(2,581,707)
	50	(2,701,866)	(2,728,260)	(2,754,654)	(2,781,048)	(2,807,442)	(2,833,836)	(2,860,230)
	55	(2,964,552)	(2,993,586)	(3,022,619)	(3,051,652)	(3,080,686)	(3,109,719)	(3,138,753)
	60	(3,227,239)	(3,258,912)	(3,290,584)	(3,322,257)	(3,353,930)	(3,385,603)	(3,417,275)
	65	(3,489,925)	(3,524,238)	(3,558,550)	(3,592,862)	(3,627,174)	(3,661,486)	(3,695,798)
	70	(3,752,612)	(3,789,564)	(3,826,515)	(3,863,467)	(3,900,418)	(3,937,370)	(3,974,321)
	75	(4,015,299)	(4,054,890)	(4,094,481)	(4,134,071)	(4,173,662)	(4,213,253)	(4,252,844)
	80	(4,277,985)	(4,320,216)	(4,362,446)	(4,404,676)	(4,446,907)	(4,489,137)	(4,531,367)

TABLE 5

Balance (RLV - BLV £ per acre (n))	(5,645,459)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	90%	(4,471,528)	(4,524,315)	(4,577,103)	(4,629,891)	(4,682,679)	(4,735,467)	(4,788,255)
	92%	(4,642,968)	(4,695,756)	(4,748,544)	(4,801,332)	(4,854,120)	(4,906,908)	(4,959,696)
Build Cost	94%	(4,814,409)	(4,867,197)	(4,919,985)	(4,972,773)	(5,025,561)	(5,078,349)	(5,131,137)
100%	96%	(4,985,850)	(5,038,638)	(5,091,426)	(5,144,214)	(5,197,002)	(5,249,790)	(5,302,578)
(105% = 5% increase)	98%	(5,157,291)	(5,210,079)	(5,262,867)	(5,315,655)	(5,368,442)	(5,421,230)	(5,474,018)
	100%	(5,328,732)	(5,381,519)	(5,434,307)	(5,487,095)	(5,539,883)	(5,592,671)	(5,645,459)
	102%	(5,500,172)	(5,552,960)	(5,605,748)	(5,658,536)	(5,711,324)	(5,764,112)	(5,816,900)
	104%	(5,671,613)	(5,724,401)	(5,777,189)	(5,829,977)	(5,882,765)	(5,935,553)	(5,988,341)
	106%	(5,843,054)	(5,895,842)	(5,948,630)	(6,001,418)	(6,054,206)	(6,106,994)	(6,159,782)
	108%	(6,014,495)	(6,067,283)	(6,120,071)	(6,172,859)	(6,225,646)	(6,278,434)	(6,331,222)
	110%	(6,185,935)	(6,238,723)	(6,291,511)	(6,344,299)	(6,397,087)	(6,449,875)	(6,502,663)
	112%	(6,357,376)	(6,410,164)	(6,462,952)	(6,515,740)	(6,568,528)	(6,621,316)	(6,674,104)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(5,645,459)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	80%	(6,061,796)	(6,068,768)	(6,075,739)	(6,082,710)	(6,089,682)	(6,096,653)	(6,103,625)
	82%	(5,988,490)	(6,000,043)	(6,011,596)	(6,023,149)	(6,034,702)	(6,046,255)	(6,057,808)
Market Values	84%	(5,915,183)	(5,931,318)	(5,947,453)	(5,963,587)	(5,979,722)	(5,995,857)	(6,011,991)
100%	86%	(5,841,877)	(5,862,593)	(5,883,309)	(5,904,026)	(5,924,742)	(5,945,459)	(5,966,175)
(105% = 5% increase)	88%	(5,768,570)	(5,793,868)	(5,819,166)	(5,844,464)	(5,869,762)	(5,895,060)	(5,920,358)
	90%	(5,695,264)	(5,725,143)	(5,755,023)	(5,784,903)	(5,814,782)	(5,844,662)	(5,874,542)
	92%	(5,621,957)	(5,656,419)	(5,690,880)	(5,725,341)	(5,759,803)	(5,794,264)	(5,828,725)
	94%	(5,548,651)	(5,587,694)	(5,626,737)	(5,665,780)	(5,704,823)	(5,743,866)	(5,782,909)
	96%	(5,475,344)	(5,518,969)	(5,562,594)	(5,606,218)	(5,649,843)	(5,693,468)	(5,737,092)
	98%	(5,402,038)	(5,450,244)	(5,498,451)	(5,546,657)	(5,594,863)	(5,643,069)	(5,691,276)
	100%	(5,328,732)	(5,381,519)	(5,434,307)	(5,487,095)	(5,539,883)	(5,592,671)	(5,645,459)
	102%	(5,255,425)	(5,312,795)	(5,370,164)	(5,427,534)	(5,484,903)	(5,542,273)	(5,599,643)
	104%	(5,182,119)	(5,244,070)	(5,306,021)	(5,367,972)	(5,429,924)	(5,491,875)	(5,553,826)
	106%	(5,108,812)	(5,175,345)	(5,241,878)	(5,308,411)	(5,374,944)	(5,441,477)	(5,508,010)
	108%	(5,035,506)	(5,106,620)	(5,177,735)	(5,248,849)	(5,319,964)	(5,391,078)	(5,462,193)
	110%	(4,962,199)	(5,037,895)	(5,113,592)	(5,189,288)	(5,264,984)	(5,340,680)	(5,416,376)
	112%	(4,888,893)	(4,969,171)	(5,049,448)	(5,129,726)	(5,210,004)	(5,290,282)	(5,370,560)
	114%	(4,815,586)	(4,900,446)	(4,985,305)	(5,070,165)	(5,155,024)	(5,239,884)	(5,324,743)
	116%	(4,742,280)	(4,831,721)	(4,921,162)	(5,010,603)	(5,100,044)	(5,189,486)	(5,278,927)
	118%	(4,668,973)	(4,762,996)	(4,857,019)	(4,951,042)	(5,045,065)	(5,139,087)	(5,233,110)
	120%	(4,595,667)	(4,694,271)	(4,792,876)	(4,891,480)	(4,990,085)	(5,088,689)	(5,187,294)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(5,645,459)	Affordable Housing - % on site 20%	25%	30%	35%	40%	45%	50%
	5,000	(5,120,001)	(5,172,789)	(5,225,577)	(5,278,365)	(5,331,153)	(5,383,941)	(5,436,729)
	10,000	(4,911,271)	(4,964,059)	(5,016,847)	(5,069,635)	(5,122,423)	(5,175,211)	(5,227,999)
Grant (£ per unit)	15,000	(4,702,541)	(4,755,329)	(4,808,117)	(4,860,905)	(4,913,693)	(4,966,481)	(5,019,269)
-	20,000	(4,493,811)	(4,546,599)	(4,599,387)	(4,652,175)	(4,704,963)	(4,757,751)	(4,810,539)
	25,000	(4,285,081)	(4,337,869)	(4,390,657)	(4,443,445)	(4,496,233)	(4,549,021)	(4,601,809)
	30,000	(4,076,351)	(4,129,139)	(4,181,927)	(4,234,715)	(4,287,503)	(4,340,291)	(4,393,079)
	35,000	(3,867,621)	(3,920,409)	(3,973,197)	(4,025,985)	(4,078,773)	(4,131,561)	(4,184,349)
	40,000	(3,658,891)	(3,711,679)	(3,764,467)	(3,817,255)	(3,870,043)	(3,922,831)	(3,975,619)
	45,000	(3,450,161)	(3,502,949)	(3,555,737)	(3,608,525)	(3,661,313)	(3,714,101)	(3,766,889)
	50,000	(3,241,431)	(3,294,219)	(3,347,007)	(3,399,795)	(3,452,583)	(3,505,371)	(3,558,159)
	55,000	(3,032,701)	(3,085,489)	(3,138,277)	(3,191,065)	(3,243,853)	(3,296,641)	(3,349,429)

NOTES

Cells highlighted in yellow are input cells
Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

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Rent (£ psf)	£14.00		<< row input cell
Rent (£ psm)	£150.69		
Yield (%)	11.00%		<< col input cell
Capital Value (£ psm) (gross)		£1,369.95	
Tenant Incentive (mths)	12.0	-£150.69	
		£1,219.26	
Purchasers' Costs	6.25%	-£71.72	
Net CV (£ psm)		£1,147.54	
Baseline BCIS Costs (Median)		£2,369.00	
External Works	15.00%	£355.35	
Contingency	5.00%	£118.45	
Professional Fees	7.00%	£165.83	
Marketing (Investment Sale and Letting; Legal and Agents)	3.00%	£71.07	
		£3,079.70	
Profit (on Cost)	15.00%	£461.96	
Use this figures as the middle of the Conditional Formatting >>>>		£3,541.66	(excluding Land and Finance)

		Rent (£ psf) £14.00									
Capital Value	1,148	£10.00	£11.00	£12.00	£13.00	£14.00	£15.00	£16.00	£17.00	£18.00	£19.00
	9.50%	1,249	1,374	1,499	1,624	1,749	1,874	1,999	2,124	2,249	2,374
	9.75%	1,206	1,326	1,447	1,568	1,688	1,809	1,929	2,050	2,171	2,291
	10.00%	1,165	1,282	1,398	1,515	1,631	1,748	1,864	1,981	2,097	2,214
	10.25%	1,127	1,239	1,352	1,465	1,577	1,690	1,803	1,915	2,028	2,141
	10.50%	1,091	1,200	1,309	1,418	1,527	1,636	1,745	1,854	1,963	2,072
Yield (%)	10.75%	1,056	1,162	1,268	1,373	1,479	1,585	1,690	1,796	1,902	2,007
11.00%	11.00%	1,024	1,127	1,229	1,332	1,434	1,536	1,639	1,741	1,844	1,946
	11.25%	994	1,093	1,193	1,292	1,391	1,491	1,590	1,690	1,789	1,888
	11.50%	965	1,062	1,158	1,255	1,351	1,448	1,544	1,641	1,737	1,834
	11.75%	938	1,032	1,125	1,219	1,313	1,407	1,500	1,594	1,688	1,782
	12.00%	912	1,003	1,094	1,185	1,276	1,368	1,459	1,550	1,641	1,732
	12.25%	887	976	1,064	1,153	1,242	1,331	1,419	1,508	1,597	1,685
	12.50%	864	950	1,036	1,123	1,209	1,295	1,382	1,468	1,554	1,641
	12.75%	841	925	1,009	1,093	1,178	1,262	1,346	1,430	1,514	1,598
	13.00%	820	902	984	1,066	1,148	1,230	1,311	1,393	1,475	1,557
	13.25%	799	879	959	1,039	1,119	1,199	1,279	1,359	1,439	1,518
	13.50%	780	858	936	1,014	1,091	1,169	1,247	1,325	1,403	1,481

Note - set the mid point of the conditional formatting to show the impact of BCIS medium and BICS Upper Quartile costs.

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251113 Commercial Appraisals_v1 - Industrial

Rent (£ psf)	£8.00		<< row input cell
Rent (£ psm)	£86.11		
Yield (%)	7.50%		<< col input cell
Capital Value (£ psm) (gross)		£1,148.15	
Tenant Incentive (mths)	24.0	-£172.22	
		£975.93	
Purchasers' Costs	6.25%	-£57.41	
Net CV (£ psm)		£918.52	
Baseline BCIS Costs (Median)		£892.00	
External Works	15.00%	£133.80	
Contingency	5.00%	£44.60	
Professional Fees	7.00%	£62.44	
Marketing (Investment Sale and Letting; Legal and Agents)	3.00%	£26.76	
		£1,159.60	
Profit (on Cost)	15.00%	£173.94	
Use this figures as the middle of the Conditional Formatting >>>>		£1,333.54	(excluding Land and Finance)

		Rent (£ psf) £8.00									
Capital Value	919	£4.00	£5.00	£6.00	£7.00	£8.00	£9.00	£10.00	£11.00	£12.00	£13.00
	5.50%	738	902	1,066	1,230	1,393	1,557	1,721	1,885	2,049	2,213
	5.75%	702	858	1,014	1,169	1,325	1,481	1,637	1,793	1,949	2,105
	6.00%	669	817	966	1,114	1,263	1,412	1,560	1,709	1,857	2,006
	6.25%	638	780	922	1,064	1,206	1,347	1,489	1,631	1,773	1,915
	6.50%	610	746	881	1,017	1,153	1,288	1,424	1,559	1,695	1,831
Yield (%)	6.75%	584	714	844	974	1,104	1,233	1,363	1,493	1,623	1,753
7.50%	7.00%	560	685	809	933	1,058	1,182	1,307	1,431	1,556	1,680
	7.25%	538	657	777	896	1,016	1,135	1,254	1,374	1,493	1,613
	7.50%	517	631	746	861	976	1,091	1,206	1,320	1,435	1,550
	7.75%	497	608	718	828	939	1,049	1,160	1,270	1,381	1,491
	8.00%	479	585	691	798	904	1,011	1,117	1,223	1,330	1,436
	8.25%	461	564	666	769	872	974	1,077	1,179	1,282	1,384
	8.50%	445	544	643	742	841	940	1,039	1,138	1,237	1,335
	8.75%	430	525	621	716	812	907	1,003	1,098	1,194	1,289
	9.00%	415	508	600	692	785	877	969	1,061	1,154	1,246
	9.25%	402	491	580	669	759	848	937	1,026	1,116	1,205
	9.50%	389	475	561	648	734	821	907	993	1,080	1,166

Note - set the mid point of the conditional formatting to show the impact of BCIS medium and BICS Upper Quartile costs.

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Rent (£ psf)	£18.00		<< row input cell
Rent (£ psm)	£193.75		
Yield (%)	8.50%		<< col input cell
Capital Value (£ psm) (gross)		£2,279.42	
Tenant Incentive (mths)	12.0	-£193.75	
		£2,085.67	
Purchasers' Costs	6.25%	-£122.69	
Net CV (£ psm)		£1,962.98	
Baseline BCIS Costs (Median)		£1,003.00	
External Works	15.00%	£150.45	
Contingency	5.00%	£50.15	
Professional Fees	7.00%	£70.21	
Marketing (Investment Sale and Letting; Legal and Agents)	3.00%	£30.09	
		£1,303.90	
Profit (on Cost)	15.00%	£195.59	
Use this figures as the middle of the Conditional Formatting >>>>		£1,499.49	(excluding Land and Finance)

		Rent (£ psf) £18.00									
Capital Value	1,963	£14.00	£15.00	£16.00	£17.00	£18.00	£19.00	£20.00	£21.00	£22.00	£23.00
	6.75%	2,222	2,381	2,539	2,698	2,857	3,016	3,174	3,333	3,492	3,650
	7.00%	2,127	2,279	2,431	2,583	2,735	2,887	3,039	3,191	3,343	3,495
	7.25%	2,040	2,186	2,332	2,477	2,623	2,769	2,915	3,060	3,206	3,352
	7.50%	1,959	2,099	2,239	2,379	2,519	2,659	2,799	2,939	3,079	3,219
	7.75%	1,884	2,019	2,154	2,288	2,423	2,557	2,692	2,826	2,961	3,096
Yield (%)	8.00%	1,814	1,944	2,074	2,203	2,333	2,462	2,592	2,722	2,851	2,981
8.50%	8.25%	1,749	1,874	1,999	2,124	2,249	2,374	2,499	2,624	2,749	2,874
	8.50%	1,688	1,809	1,929	2,050	2,171	2,291	2,412	2,532	2,653	2,774
	8.75%	1,631	1,748	1,864	1,981	2,097	2,214	2,330	2,447	2,563	2,680
	9.00%	1,577	1,690	1,803	1,915	2,028	2,141	2,253	2,366	2,479	2,591
	9.25%	1,527	1,636	1,745	1,854	1,963	2,072	2,181	2,290	2,399	2,508
	9.50%	1,479	1,585	1,690	1,796	1,902	2,007	2,113	2,219	2,324	2,430
	9.75%	1,434	1,536	1,639	1,741	1,844	1,946	2,049	2,151	2,254	2,356
	10.00%	1,391	1,491	1,590	1,690	1,789	1,888	1,988	2,087	2,187	2,286
	10.25%	1,351	1,448	1,544	1,641	1,737	1,834	1,930	2,027	2,123	2,220
	10.50%	1,313	1,407	1,500	1,594	1,688	1,782	1,875	1,969	2,063	2,157
	10.75%	1,276	1,368	1,459	1,550	1,641	1,732	1,824	1,915	2,006	2,097

Note - set the mid point of the conditional formatting to show the impact of BCIS medium and BICS Upper Quartile costs.

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251113 Commercial Appraisals_v1 - Retail (Mixed use)

Rent (£ psf)	£22.00		<< row input cell
Rent (£ psm)	£236.81		
Yield (%)	7.00%		<< col input cell
Capital Value (£ psm) (gross)		£3,382.94	
Tenant Incentive (mths)	12.0	-£236.81	
		£3,146.14	
Purchasers' Costs	6.25%	-£185.07	
Net CV (£ psm)		£2,961.07	
Baseline BCIS Costs (Median)		£1,587.00	
External Works	15.00%	£238.05	
Contingency	5.00%	£79.35	
Professional Fees	7.00%	£111.09	
Marketing (Investment Sale and Letting; Legal and Agents)	3.00%	£47.61	
		£2,063.10	
Profit (on Cost)	15.00%	£309.47	
Use this figures as the middle of the Conditional Formatting >>>>		£2,372.57	(excluding Land and Finance)

		Rent (£ psf) £22.00									
Capital Value	2,961	£40.00	£41.00	£42.00	£43.00	£44.00	£45.00	£46.00	£47.00	£48.00	£49.00
	5.50%	1,741	1,915	2,089	2,263	2,437	2,611	2,785	2,959	3,133	3,307
	5.75%	1,661	1,827	1,993	2,159	2,325	2,491	2,657	2,823	2,989	3,155
	6.00%	1,587	1,746	1,905	2,063	2,222	2,381	2,539	2,698	2,857	3,016
	6.25%	1,520	1,672	1,824	1,975	2,127	2,279	2,431	2,583	2,735	2,887
	6.50%	1,457	1,603	1,749	1,894	2,040	2,186	2,332	2,477	2,623	2,769
Yield (%)	6.75%	1,400	1,539	1,679	1,819	1,959	2,099	2,239	2,379	2,519	2,659
7.00%	7.00%	1,346	1,481	1,615	1,750	1,884	2,019	2,154	2,288	2,423	2,557
	7.25%	1,296	1,426	1,555	1,685	1,814	1,944	2,074	2,203	2,333	2,462
	7.50%	1,249	1,374	1,499	1,624	1,749	1,874	1,999	2,124	2,249	2,374
	7.75%	1,206	1,326	1,447	1,568	1,688	1,809	1,929	2,050	2,171	2,291
	8.00%	1,165	1,282	1,398	1,515	1,631	1,748	1,864	1,981	2,097	2,214
	8.25%	1,127	1,239	1,352	1,465	1,577	1,690	1,803	1,915	2,028	2,141
	8.50%	1,091	1,200	1,309	1,418	1,527	1,636	1,745	1,854	1,963	2,072
	8.75%	1,056	1,162	1,268	1,373	1,479	1,585	1,690	1,796	1,902	2,007
	9.00%	1,024	1,127	1,229	1,332	1,434	1,536	1,639	1,741	1,844	1,946
	9.25%	994	1,093	1,193	1,292	1,391	1,491	1,590	1,690	1,789	1,888
	9.50%	965	1,062	1,158	1,255	1,351	1,448	1,544	1,641	1,737	1,834

Note - set the mid point of the conditional formatting to show the impact of BCIS medium and BICS Upper Quartile costs.

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Bridgewater West Industrial
50,000 sqm

Development Appraisal
AspinallVerdi
19 January 2026

APPRAISAL SUMMARY

ASPINALLVERDI

Bridgewater West Industrial
50,000 sqm

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary	**Units**	**m²**	**Rent Rate m²**	**Initial MRV/Unit**	**Net Rent at Sale**	**Initial MRV**
50k Unit	1	50,000.00	113.00	5,650,000	5,650,000	5,650,000

Investment Valuation

50k Unit					
Market Rent	5,650,000	YP @	5.5000%	18.1818	
(6mths Rent Free)		PV 6mths @	5.5000%	0.9736	100,013,708
GROSS DEVELOPMENT VALUE				**100,013,708**	
Purchaser's Costs			(6,490,391)		
Effective Purchaser's Costs Rate		6.49%			
				(6,490,391)	
NET DEVELOPMENT VALUE				**93,523,317**	
NET REALISATION				**93,523,317**	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			9,111,611		
				9,111,611	
Agent Fee		1.00%	91,116		
Legal Fee		0.50%	45,558		

Bridgewater West Industrial
50,000 sqm

Town Planning			148,080	
				284,754

CONSTRUCTION COSTS

Construction	**m²**	**Build Rate m²**	**Cost**	
50k Unit	50,000.00	1,000.00	50,000,000	
Contingency		10.00%	5,000,000	
Remediation			3,260,000	
				58,260,000

PROFESSIONAL FEES

Architect		7.00%	3,500,000	
				3,500,000

MARKETING & LETTING

Marketing		1.00%	1,000,137	
Letting Agent Fee		10.00%	565,000	
Letting Legal Fee		5.00%	282,500	
				1,847,637

DISPOSAL FEES

Sales Agent Fee		1.00%	935,233	
Sales Legal Fee		0.50%	467,617	
				1,402,850

TOTAL COSTS BEFORE FINANCE **74,406,852**

FINANCE

Timescale	**Duration**	**Commences**
Purchase	1	Nov 2025
Pre-Construction	6	Dec 2025
Construction	15	Jun 2026
Letting	6	Sep 2027
Sale	1	Mar 2028
Total Duration	29	

APPRAISAL SUMMARY

ASPINALLVERDI

Bridgewater West Industrial
50,000 sqm

Debit Rate 7.500%, Credit Rate 0.000% (Nominal)

Land	1,285,098	
Construction	2,785,069	
Letting	2,847,597	
Total Finance Cost		6,917,764
TOTAL COSTS		**81,324,616**
PROFIT		**12,198,700**

Performance Measures

Profit on Cost%	15.00%
Profit on GDV%	12.20%
Profit on NDV%	13.04%
Development Yield% (on Rent)	6.95%
Equivalent Yield% (Nominal)	5.50%
Equivalent Yield% (True)	5.69%
IRR% (without Interest)	19.37%
Rent Cover	2 yrs 2 mths
Profit Erosion (finance rate 7.500)	1 yr 11 mths

Bridgewater West Industrial
50,000 sqm

Table of Land Cost and Profit on Cost%

	Construction: Rate /m²				
Rent: Rate /m²	-10.00 /m²	-5.00 /m²	0.00 /m²	+5.00 /m²	+10.00 /m²
	990.00 /m²	995.00 /m²	1,000.00 /m²	1,005.00 /m²	1,010.00 /m²
-10.00 /m²	(£3,881,013)	(£3,617,318)	(£3,353,622)	(£3,089,925)	(£2,826,228)
103.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
-5.00 /m²	(£6,760,018)	(£6,496,320)	(£6,232,622)	(£5,968,923)	(£5,705,225)
108.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
0.00 /m²	(£9,639,006)	(£9,375,309)	(£9,111,611)	(£8,847,914)	(£8,584,216)
113.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
+5.00 /m²	(£12,517,979)	(£12,254,284)	(£11,990,589)	(£11,726,893)	(£11,463,197)
118.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
+10.00 /m²	(£15,397,002)	(£15,133,304)	(£14,869,606)	(£14,605,907)	(£14,342,209)
123.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%

Sensitivity Analysis : Assumptions for Calculation

Construction: Rate /m²
Original Values are varied in Fixed Steps of £5.00

Heading	Phase	Rate	No. of Steps
50k Unit	1	£1,000.00	2.00 Up & Down

Rent: Rate /m²
Original Values are varied in Fixed Steps of £5.00

Heading	Phase	Rate	No. of Steps
50k Unit	1	£113.00	2.00 Up & Down

TIMESCALE AND PHASING CHART

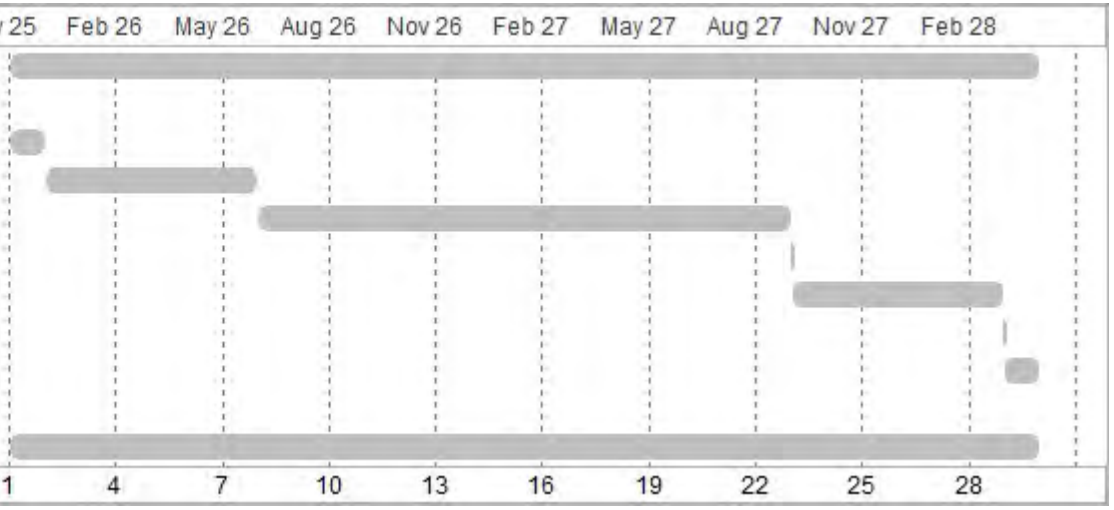
ASPINALLVERDI

Bridgewater West Industrial
50,000 sqm

Project Timescale	
Project Start Date	Nov 2025
Project End Date	Mar 2028
Project Duration (Inc Exit Period)	29 months

Phase 1

	Start Date	Duration	End Date
Project	Nov 2025	29	Mar 2028
Purchase	Nov 2025	1 Month(s)	Nov 2025
Pre-Construction	Dec 2025	6 Month(s)	May 2026
Construction	Jun 2026	15	Aug 2027
Post Development	Sep 2027	0 Month(s)	
Letting	Sep 2027	6 Month(s)	Feb 2028
Income Flow	Mar 2028	0 Month(s)	
Sale	Mar 2028	1 Month(s)	Mar 2028
Cash Activity	Nov 2025	29	Mar 2028



M6 J26
150,000 sqm Industrial

Development Appraisal
AspinallVerdi
19 January 2026

APPRAISAL SUMMARY — ASPINALLVERDI

M6 J26
150,000 sqm Industrial

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary	**Units**	**m²**	**Rent Rate m²**	**Initial MRV/Unit**	**Net Rent at Sale**	**Initial MRV**
150k Unit	1	150,000.00	113.00	16,950,000	16,950,000	16,950,000

Investment Valuation

150k Unit					
Market Rent	16,950,000	YP @	5.5000%	18.1818	
(6mths Rent Free)		PV 6mths @	5.5000%	0.9736	300,041,124
GROSS DEVELOPMENT VALUE				**300,041,124**	
Purchaser's Costs			(19,492,173)		
Effective Purchaser's Costs Rate		6.50%			
				(19,492,173)	
NET DEVELOPMENT VALUE				**280,548,951**	
NET REALISATION				**280,548,951**	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			22,438,771		
				22,438,771	
Agent Fee		1.00%	224,388		
Legal Fee		0.50%	112,194		

APPRAISAL SUMMARY — ASPINALLVERDI

M6 J26
150,000 sqm Industrial

Town Planning			400,000	
				736,582

CONSTRUCTION COSTS

Construction	**m²**	**Build Rate m²**	**Cost**	
150k Unit	150,000.00	1,000.00	150,000,000	
Contingency		10.00%	15,000,000	
Remediation			15,000,000	
				180,000,000

PROFESSIONAL FEES

Architect		7.00%	10,500,000	
				10,500,000

MARKETING & LETTING

Marketing		1.00%	3,000,411	
Letting Agent Fee		10.00%	1,695,000	
Letting Legal Fee		5.00%	847,500	
				5,542,911

DISPOSAL FEES

Sales Agent Fee		1.00%	2,805,490	
Sales Legal Fee		0.50%	1,402,745	
				4,208,234

TOTAL COSTS BEFORE FINANCE **223,426,499**

FINANCE

Timescale	**Duration**	**Commences**
Purchase	1	Nov 2025
Pre-Construction	6	Dec 2025
Construction	15	Jun 2026
Letting	6	Sep 2027
Sale	1	Mar 2028
Total Duration	29	

M6 J26
150,000 sqm Industrial

Debit Rate 7.500%, Credit Rate 0.000% (Nominal)

Land	3,164,755	
Construction	8,822,211	
Letting	8,542,138	
Total Finance Cost		20,529,104
TOTAL COSTS		**243,955,603**
PROFIT		**36,593,348**

Performance Measures

Profit on Cost%	15.00%
Profit on GDV%	12.20%
Profit on NDV%	13.04%
Development Yield% (on Rent)	6.95%
Equivalent Yield% (Nominal)	5.50%
Equivalent Yield% (True)	5.69%
IRR% (without Interest)	19.51%
Rent Cover	2 yrs 2 mths
Profit Erosion (finance rate 7.500)	1 yr 11 mths

M6 J26
150,000 sqm Industrial

Table of Land Cost and Profit on Cost%

	Construction: Rate /m²				
Rent: Rate /m²	-10.00 /m²	-5.00 /m²	0.00 /m²	+5.00 /m²	+10.00 /m²
	990.00 /m²	995.00 /m²	1,000.00 /m²	1,005.00 /m²	1,010.00 /m²
-10.00 /m²	(£6,746,996)	(£5,955,902)	(£5,164,807)	(£4,373,712)	(£3,582,584)
103.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
-5.00 /m²	(£15,383,982)	(£14,592,809)	(£13,801,732)	(£13,010,651)	(£12,219,568)
108.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
0.00 /m²	(£24,020,959)	(£23,229,865)	(£22,438,771)	(£21,647,677)	(£20,856,583)
113.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
+5.00 /m²	(£32,657,912)	(£31,866,822)	(£31,075,732)	(£30,284,641)	(£29,493,550)
118.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
+10.00 /m²	(£41,294,934)	(£40,503,839)	(£39,712,745)	(£38,921,560)	(£38,130,475)
123.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%

Sensitivity Analysis : Assumptions for Calculation

Construction: Rate /m²
Original Values are varied in Fixed Steps of £5.00

Heading	Phase	Rate	No. of Steps
150k Unit	1	£1,000.00	2.00 Up & Down

Rent: Rate /m²
Original Values are varied in Fixed Steps of £5.00

Heading	Phase	Rate	No. of Steps
150k Unit	1	£113.00	2.00 Up & Down

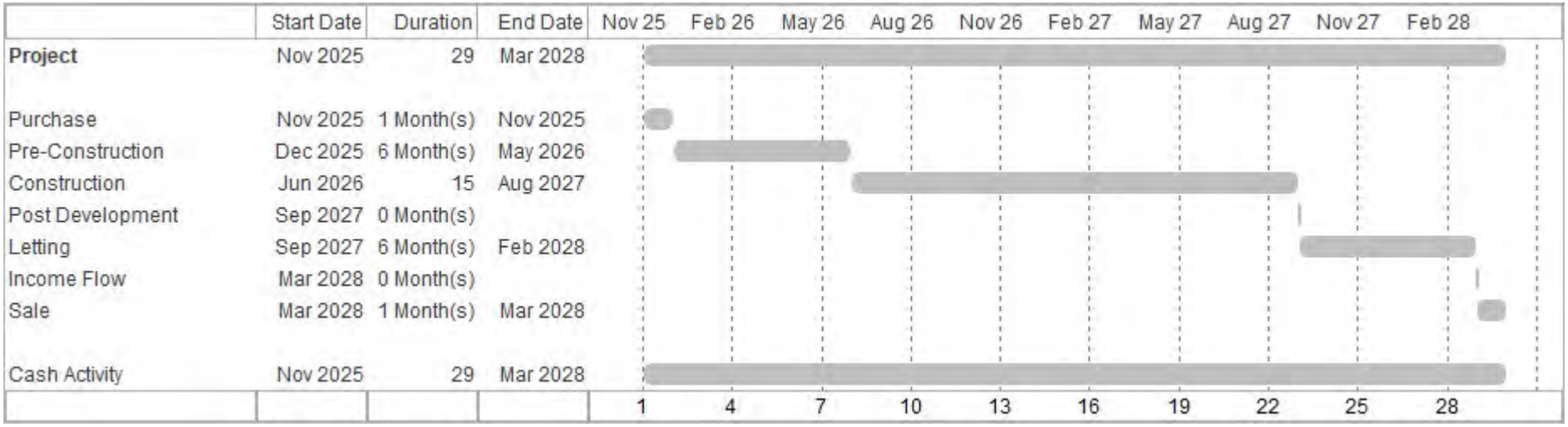
TIMESCALE AND PHASING CHART

ASPINALLVERDI

M6 J26
150,000 sqm Industrial

Project Timescale	
Project Start Date	Nov 2025
Project End Date	Mar 2028
Project Duration (Inc Exit Period)	29 months

Phase 1



Moss Industrial Estate Extension
45,000 sqm

Development Appraisal
AspinallVerdi
19 January 2026

APPRAISAL SUMMARY

ASPINALLVERDI

Moss Industrial Estate Extension
45,000 sqm

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary	**Units**	**m²**	**Rent Rate m²**	**Initial MRV/Unit**	**Net Rent at Sale**	**Initial MRV**
45k Unit	1	45,000.00	113.00	5,085,000	5,085,000	5,085,000

Investment Valuation

45k Unit					
Market Rent	5,085,000	YP @	5.5000%	18.1818	
(6mths Rent Free)		PV 6mths @	5.5000%	0.9736	90,012,337
GROSS DEVELOPMENT VALUE				**90,012,337**	
Purchaser's Costs			(5,840,302)		
Effective Purchaser's Costs Rate		6.49%			
				(5,840,302)	
NET DEVELOPMENT VALUE				**84,172,035**	
NET REALISATION				**84,172,035**	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			8,070,392		
				8,070,392	
Stamp Duty			393,020		
Effective Stamp Duty Rate		4.87%			

Moss Industrial Estate Extension
45,000 sqm

Agent Fee		1.00%	80,704	
Legal Fee		0.50%	40,352	
Town Planning			135,400	
				649,475

CONSTRUCTION COSTS

Construction	**m²**	**Build Rate m²**	**Cost**	
45k Unit	45,000.00	1,000.00	45,000,000	
Contingency		10.00%	4,500,000	
Remediation			2,660,000	
				52,160,000

PROFESSIONAL FEES

Architect		7.00%	3,150,000	
				3,150,000

MARKETING & LETTING

Marketing		1.00%	900,123	
Letting Agent Fee		10.00%	508,500	
Letting Legal Fee		5.00%	254,250	
				1,662,873

DISPOSAL FEES

Sales Agent Fee		1.00%	841,720	
Sales Legal Fee		0.50%	420,860	
				1,262,581

TOTAL COSTS BEFORE FINANCE **66,955,321**

FINANCE

Timescale	**Duration**	**Commences**
Purchase	1	Nov 2025
Pre-Construction	6	Dec 2025
Construction	15	Jun 2026
Letting	6	Sep 2027
Sale	1	Mar 2028

APPRAISAL SUMMARY ASPINALLVERDI

Moss Industrial Estate Extension
45,000 sqm

Total Duration	29		
Debit Rate 7.500%, Credit Rate 0.000% (Nominal)			
Land		1,192,857	
Construction		2,482,022	
Letting		2,562,870	
Total Finance Cost			6,237,749
TOTAL COSTS			**73,193,070**
PROFIT			**10,978,965**

Performance Measures

Profit on Cost%	15.00%
Profit on GDV%	12.20%
Profit on NDV%	13.04%
Development Yield% (on Rent)	6.95%
Equivalent Yield% (Nominal)	5.50%
Equivalent Yield% (True)	5.69%
IRR% (without Interest)	19.34%
Rent Cover	2 yrs 2 mths
Profit Erosion (finance rate 7.500)	1 yr 11 mths

Moss Industrial Estate Extension
45,000 sqm

Table of Land Cost and Profit on Cost%

	Construction: Rate /m²				
Rent: Rate /m²	-10.00 /m²	-5.00 /m²	0.00 /m²	+5.00 /m²	+10.00 /m²
	990.00 /m²	995.00 /m²	1,000.00 /m²	1,005.00 /m²	1,010.00 /m²
-10.00 /m²	(£3,583,871)	(£3,357,685)	(£3,131,482)	(£2,905,314)	(£2,679,127)
103.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
-5.00 /m²	(£6,053,319)	(£5,827,133)	(£5,600,947)	(£5,374,761)	(£5,148,554)
108.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
0.00 /m²	(£8,522,763)	(£8,296,578)	(£8,070,392)	(£7,844,206)	(£7,618,020)
113.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
+5.00 /m²	(£10,992,197)	(£10,766,013)	(£10,539,828)	(£10,313,644)	(£10,087,459)
118.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
+10.00 /m²	(£13,461,662)	(£13,235,476)	(£13,009,290)	(£12,783,103)	(£12,556,917)
123.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%

Sensitivity Analysis : Assumptions for Calculation

Construction: Rate /m²
Original Values are varied in Fixed Steps of £5.00

Heading	Phase	Rate	No. of Steps
45k Unit	1	£1,000.00	2.00 Up & Down

Rent: Rate /m²
Original Values are varied in Fixed Steps of £5.00

Heading	Phase	Rate	No. of Steps
45k Unit	1	£113.00	2.00 Up & Down

TIMESCALE AND PHASING CHART

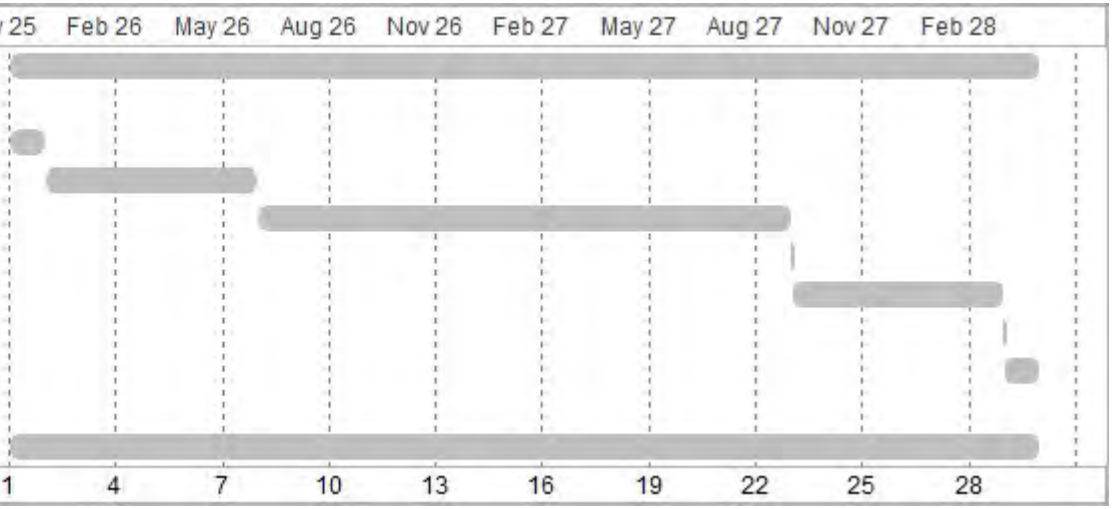
ASPINALLVERDI

Moss Industrial Estate Extension
45,000 sqm

Project Timescale	
Project Start Date	Nov 2025
Project End Date	Mar 2028
Project Duration (Inc Exit Period)	29 months

Phase 1

	Start Date	Duration	End Date
Project	Nov 2025	29	Mar 2028
Purchase	Nov 2025	1 Month(s)	Nov 2025
Pre-Construction	Dec 2025	6 Month(s)	May 2026
Construction	Jun 2026	15	Aug 2027
Post Development	Sep 2027	0 Month(s)	
Letting	Sep 2027	6 Month(s)	Feb 2028
Income Flow	Mar 2028	0 Month(s)	
Sale	Mar 2028	1 Month(s)	Mar 2028
Cash Activity	Nov 2025	29	Mar 2028



Winwick Lane
230,000sqm Grade A Industrial

Development Appraisal
AspinallVerdi
19 January 2026

APPRAISAL SUMMARY — ASPINALLVERDI

Winwick Lane
230,000sqm Grade A Industrial

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary	**Units**	**m²**	**Rent Rate m²**	**Initial MRV/Unit**	**Net Rent at Sale**	**Initial MRV**
230k Unit	1	230,000.00	113.00	25,990,000	25,990,000	25,990,000

Investment Valuation

230k Unit					
Market Rent	25,990,000	YP @	5.5000%	18.1818	
(6mths Rent Free)		PV 6mths @	5.5000%	0.9736	460,063,056
GROSS DEVELOPMENT VALUE				**460,063,056**	
Purchaser's Costs			(29,893,599)		
Effective Purchaser's Costs Rate		6.50%			
				(29,893,599)	
NET DEVELOPMENT VALUE				**430,169,458**	
NET REALISATION				**430,169,458**	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			39,324,521		
				39,324,521	
Agent Fee		1.00%	393,245		
Legal Fee		0.50%	196,623		

APPRAISAL SUMMARY — ASPINALLVERDI

Winwick Lane
230,000sqm Grade A Industrial

Town Planning			405,000	
				994,868

CONSTRUCTION COSTS

Construction	**m²**	**Build Rate m²**	**Cost**	
230k Unit	230,000.00	1,000.00	230,000,000	
Contingency		10.00%	23,000,000	
Remediation			18,000,000	
				271,000,000

PROFESSIONAL FEES

Architect		7.00%	16,100,000	
				16,100,000

MARKETING & LETTING

Marketing		1.00%	4,600,631	
Letting Agent Fee		10.00%	2,599,000	
Letting Legal Fee		5.00%	1,299,500	
				8,499,131

DISPOSAL FEES

Sales Agent Fee		1.00%	4,301,695	
Sales Legal Fee		0.50%	2,150,847	
				6,452,542

TOTAL COSTS BEFORE FINANCE **342,371,061**

FINANCE

Timescale	**Duration**	**Commences**
Purchase	1	Nov 2025
Pre-Construction	6	Dec 2025
Construction	15	Jun 2026
Letting	6	Sep 2027
Sale	1	Mar 2028
Total Duration	29	

APPRAISAL SUMMARY — ASPINALLVERDI

Winwick Lane
230,000sqm Grade A Industrial

Debit Rate 7.500%, Credit Rate 0.000% (Nominal)			
Land		5,546,313	
Construction		13,045,231	
Letting		13,097,770	
Total Finance Cost			31,689,315
TOTAL COSTS			**374,060,376**
PROFIT			**56,109,082**

Performance Measures

Profit on Cost%	15.00%
Profit on GDV%	12.20%
Profit on NDV%	13.04%
Development Yield% (on Rent)	6.95%
Equivalent Yield% (Nominal)	5.50%
Equivalent Yield% (True)	5.69%
IRR% (without Interest)	19.42%
Rent Cover	2 yrs 2 mths
Profit Erosion (finance rate 7.500)	1 yr 11 mths

Winwick Lane
230,000sqm Grade A Industrial

Table of Land Cost and Profit on Cost%

	Construction: Rate /m²				
Rent: Rate /m²	-10.00 /m²	-5.00 /m²	0.00 /m²	+5.00 /m²	+10.00 /m²
	990.00 /m²	995.00 /m²	1,000.00 /m²	1,005.00 /m²	1,010.00 /m²
-10.00 /m²	(£15,263,788)	(£14,050,783)	(£12,837,776)	(£11,624,768)	(£10,411,758)
103.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
-5.00 /m²	(£28,507,184)	(£27,294,173)	(£26,081,161)	(£24,868,149)	(£23,655,137)
108.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
0.00 /m²	(£41,750,538)	(£40,537,530)	(£39,324,521)	(£38,111,512)	(£36,898,502)
113.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
+5.00 /m²	(£54,993,835)	(£53,780,836)	(£52,567,835)	(£51,354,833)	(£50,141,830)
118.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%
+10.00 /m²	(£68,237,311)	(£67,024,299)	(£65,811,288)	(£64,598,276)	(£63,385,264)
123.00 /m²	15.000%	15.000%	15.000%	15.000%	15.000%

Sensitivity Analysis : Assumptions for Calculation

Construction: Rate /m²
Original Values are varied in Fixed Steps of £5.00

Heading	Phase	Rate	No. of Steps
230k Unit	1	£1,000.00	2.00 Up & Down

Rent: Rate /m²
Original Values are varied in Fixed Steps of £5.00

Heading	Phase	Rate	No. of Steps
230k Unit	1	£113.00	2.00 Up & Down

TIMESCALE AND PHASING CHART

ASPINALLVERDI

Winwick Lane
230,000sqm Grade A Industrial

Project Timescale	
Project Start Date	Nov 2025
Project End Date	Mar 2028
Project Duration (Inc Exit Period)	29 months

Phase 1

	Start Date	Duration	End Date
Project	Nov 2025	29	Mar 2028
Purchase	Nov 2025	1 Month(s)	Nov 2025
Pre-Construction	Dec 2025	6 Month(s)	May 2026
Construction	Jun 2026	15	Aug 2027
Post Development	Sep 2027	0 Month(s)	
Letting	Sep 2027	6 Month(s)	Feb 2028
Income Flow	Mar 2028	0 Month(s)	
Sale	Mar 2028	1 Month(s)	Mar 2028
Cash Activity	Nov 2025	29	Mar 2028

