



South Somerset District Council

**Small Sites Affordable Housing
Financial Contributions
Economic Viability Appraisal**

Final report

January 2012



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Introduction

- 1.1 Baker Associates is instructed by South Somerset District Council to carry out a Small Sites Affordable Housing Financial Contributions Viability Appraisal. Emerging policy seeks affordable housing to be provided on site for all dwellings above a threshold of 6 dwellings. This appraisal is intended to investigate whether it is feasible to seek a financial contribution from smaller sites accommodating between 1 and 5 dwellings.

Affordable Housing thresholds

- 1.2 National planning policy provides an indicative minimum site size threshold for the provision of affordable housing of 15 dwellings. However it also accepts that local planning authorities can set lower minimum thresholds where viable and practicable, on the basis that such smaller sites will cumulatively deliver more affordable homes. The Strategic Housing Market Assessment, by consultants Fordham Research, indicates a general threshold of 10 dwellings is feasible in South Somerset. Any lower threshold would require further evidence of likely provision forthcoming from both market sites and viability of smaller sites before it could be justified.
- 1.3 An analysis of past completions of development on small sites of between 1 and 4 units demonstrates that on average over the last 5 yrs over half of the dwellings completed each year in Rural Settlements have been delivered on sites of 1-4 dwellings.
- 1.4 In order to maximise the delivery of affordable housing the threshold should be set as low as possible. However, whilst a lower threshold can be justified numerically it also has to be viable, so additional viability assessment work was undertaken by the consultants
- 1.5 The updated assessment builds on the work previously undertaken by Fordham Research for the Strategic Housing Land Viability Assessment (SHLVA) by considering the viability of 8 smaller sites of between 3 and 12 dwellings and, in order to provide a basis for comparison, the 6 South Somerset SHLVA sites were updated to April 2010 market conditions. For consistency the same development assumptions were used as in the original SHLVA. The findings show that in the market conditions of April 2010 a threshold of 6 dwellings would be viable in general terms across the District.
- 1.6 The subsequent Affordable Housing Threshold Viability Study by Fordham Research of May 2010 concluded that sites of 6 - 15 dwellings could sustain an affordable housing target of 20% provision on site. Sites of fewer than 6 dwellings were not viable with this target level.

Testing Contributions in lieu of on-site provision on small sites

- 1.7 The aim of this appraisal is to test the propensity of small sites of 1-5 units to make financial contributions to affordable housing in lieu of on-site provision. This would in effect update (as opposed to contradict) the Fordham conclusion that the threshold should be set at 6+ dwellings, as the Fordham examples of smaller sites of 1-4 dwellings struggle to achieve viability with a 20% on-site affordable housing provision. Critically, the Fordham study did not look at the potential for financial contributions.

- 1.8 Our approach starts from the position that there is no fairness in the application of a numerical threshold, and that there is huge potential for contributions from very small sites which make up a high proportion of total housing completions, particularly in Rural Areas. In principle why should a site of 6 dwellings make an on-site contribution to affordable provision, whilst a site of 5 dwellings makes no contribution? It is appreciated that the economics of very small site development is different to larger sites, but there are mechanisms to arrive at financial contributions, in addition to the Community Infrastructure Levy (CIL), that can be levied without rendering sites unviable.
- 1.9 In comparable local planning authorities who have adopted a financial contributions mechanism in lieu of on-site provision, the contribution is calculated by reference to the full cost of providing the same number of new properties of the size and type and in a similar location that would have been provided on site.

Calculation of the financial contribution

- 1.10 The financial contribution is calculated on the basis of the open market price, minus supportable transfer value (STV), representing what a Housing Association (HA) or Registered Provider (RP), can afford to pay for such units, plus an additional 10% conveyancing/site identification/planning fee.
- 1.11 The STV has been calculated from the Fordham Strategic Housing Market Assessment (SHMA). This was completed in 2008, and the Viability Appraisal used by the Council to underpin the affordable housing threshold updated the evidence to May 2010.
- 1.12 The supportable transfer values, or the prices at which HAs or RPs are able to purchase affordable housing provided by a developer, on the assumption of zero grant support applies, were updated to current values from 2008. After considering evidence from the Retail Price Index (RPI), social rented values were uplifted by 3%. The intermediate prices are more affected by falls in market values, and were therefore increased by half this amount, 1.5%. The STVs from the Fordham Viability Appraisal are set out in table 1 below.

| Category | Type | Price £ |
|-------------------|-------------|----------------|
| Social rented | flat | 77,000 |
| Social rented | house | 70,000 |
| Intermediate Flat | flat | 107,500 |
| Intermediate Flat | house | 97,500 |

Table 1 - supportable transfer values derived from Fordham Viability Threshold Study 2010

- 1.13 These STVs were used in the Fordham report to test 8 example sites. Table 2 below expresses the affordable revenues for both social rent and shared ownership as a proportion of open market value, as set out in Appendix 3 of the Fordham report.

| Site location | Site area ha | No of dwellings | Social rent revenue as % of OMV | Shared ownership revenue as % of OMV |
|------------------------------------|--------------|-----------------|---------------------------------|--------------------------------------|
| Royal Wessex Hotel | 0.19 | 12 | 35.5 | 49.3 |
| Yew Tree Inn Yeovil | 0.18 | 12 | 39.5 | 55.4 |
| West Crewkerne | 0.24 | 9 | 35 | 49 |
| Wessex Rd Yeovil | 0.10 | 6 | 35 | 49 |
| Water Lane Somerton | 0.13 | 6 | 33.3 | 46.7 |
| East Street Chard | 0.10 | 4 | 37.8 | 53 |
| Font Lane West Coker | 0.07 | 3 | 38.9 | 54.4 |
| Beer Street Yeovil | 0.02 | 3 | 40.5 | 56.8 |
| Average revenue as % of OMV | | | 36.9 | 51.7 |

Table 2 - affordable revenues expressed as % of open market value

1.14 The emerging Core Strategy seeks two thirds of affordable housing as social rented, and one third as intermediate housing. In order to reflect this policy, the average affordable revenues of 36.9% and 51.7% have been used to calculate the appropriate proportion of the OMV. This equates to 41.8% $((36.9 \times 2 + 51.7) / 3 = 41.8)$. This proportion of OMV has been used to calculate the STV in testing the contribution rates in lieu of on-site provision, and is shown in column 5 of appendix 1.

1.15 The Fordham Threshold Viability Study concluded that 20% on site provision was not viable. This small sites consideration of testing contributions in lieu of on-site provision on model sites of 1-5 dwellings therefore starts at a lower level of 15%, reducing to 10% and 5% in the event that the generic example sites are unviable.

1.16 **Appendix 1** shows the calculation of standard transfer values and contributions per sq.ft, including the 10% conveyancing/site identification/planning fee, at the rates of 5%, 10%, & 15% equivalent on-site provision, as a financial contribution. This has been arrived at in the following way:

- Column 1 shows the dwelling type
- Column 2 shows the floor area of each type
- Column 3 shows the open market value/sq.ft based on a market analysis in January 2012, shown in detail in **appendix 2**
- Column 4 shows the resultant Open Market Value of each type
- Column 5 shows the STV at 41.8% of OMV
- Column 6 shows the difference between OMV and STV, as required by the calculation of the contribution
- Column 7 shows the contribution rate/sq.ft
- Column 8 shows the contribution rate/sq.ft with 10% added for the conveyancing/site identification/planning fee.

1.17 **Appendix 3** illustrates, in column 8, the full financial contribution rate per sq.ft (including the 10% added for fees) for the three nominal locations selected to test the viability of applying contributions. These are for Chard, Yeovil, a typical village in the west of the district, and a typical village in the east of the district. The market analysis reveals that Chard has the lowest open market values, and the east villages have the highest. The viability appraisals needs to test the application of contributions in different locations in order to

demonstrate that the proposed financial contribution is viable throughout the district. It also gives the Council the ability to apply differential contributions in different locations, reflecting different housing markets.

- 1.18 The typical model sites in table 3 below have been selected to reflect different kinds of residential development that is expected to come forward on small sites in different locations across the district. The proposed contribution per sq.ft of floor area for each of 5%, 10% and 15% on-site equivalent provision, has been sourced from appendix 3:

| Model site | contribution £ per sq.ft | | |
|---|--------------------------|-------|-------|
| | 5% | 10% | 15% |
| Chard - 1 x 3-bed detached | 6.40 | 12.80 | 19.21 |
| Chard - 2 x 3-bed semi | 6.40 | 12.80 | 19.21 |
| Chard - 3 x 2-bed terraced | 6.40 | 12.80 | 19.21 |
| Chard - 4 4-bed detached | 6.40 | 12.80 | 19.21 |
| Chard - 3 x 2-bed flats, 2 x 3-bed semis | 6.40 | 12.80 | 19.21 |
| Yeovil - 1 x 4-bed detached | 6.72 | 13.44 | 20.17 |
| Yeovil - 3 x 3-bed terraced | 6.72 | 13.44 | 20.17 |
| Yeovil - 5 x 2- bed flats | 6.72 | 13.44 | 20.17 |
| west villages - 1 x 4-bed detached | 7.04 | 14.08 | 21.13 |
| west villages - 4 x 2-bed cottages | 7.04 | 14.08 | 21.13 |
| east villages - 2 x 3-bed linked detached | 7.68 | 15.36 | 23.05 |

Table 3 – model sites with proposed financial contribution per sq.ft of floor area

- 1.19 The final step in the viability testing is to apply the proposed contributions to viability modelling for each site type example. This follows exactly the same process as for the CIL viability testing, and accordingly, the detailed methodology is not repeated here. In brief, each appraisal sets the revenue achieved from each model site development against build costs, allowing for developers' profit, appropriate fees, CIL, the small sites affordable housing financial contribution, and financing costs, to arrive at a residual land value (RLV). This is compared with the existing use value (EUV) of the site, and viability is measured by the comparison of RLV with EUV; RLV must be significantly in excess of EUV in order to motivate a land owner to sell to a developer.
- 1.20 The 11 model small sites have been examined in the different locations, reflecting different types of development at the upper and lower ends of the market.
- 1.21 The viability modelling is based on the specified range of contribution costs/sq.ft of floorspace which is a fairer means of applying contributions than to propose a rate/dwelling. The resultant viability tests of RLV against EUV produce an uplift factor, which is used to determine viability, and to reach conclusions about an appropriate level of financial contribution.
- 1.22 This can then be used as a proxy for arriving at either a simple average cost per sq.ft or per sq.m that can be applied across the district. Critically, this must be set at a level which does not threaten the viability in the lowest value areas, for instance, in Chard. Alternatively, differential rates could be considered by the Council, reflecting different markets in the district.

- 1.23 The objective will be to include all residential development in the affordable housing contribution process, thereby capturing a significant proportion of developments that would otherwise be exempt, without threatening viability or reducing the supply of housing delivery.
- 1.24 **Appendix 4** contains all the model viability appraisals. These are modelled for the sites shown in table 3, starting at 5% equivalent on-site provision, increasing to 10% then 15% until an appraisal becomes unviable. There are 30 viability appraisals in appendix 4, which reach a clear viability conclusion for each appraisal.
- 1.25 As a guide, set out in table 4 below are the ranges of uplift value that are considered to reflect the uplift factors ranges that comprise viable, marginal or unviable outcomes, although there are occasionally exceptions to these ranges and these are always explained in the conclusion section of each viability appraisal.

| uplift factor | status |
|---------------|----------|
| up to 1.3 | unviable |
| 1.3 - 1.5 | marginal |
| 1.6 and above | viable |

Table 4 – viability assessment by uplift factors

- 1.26 Deliverability is not just a question of viability. What is acceptable to one landowner could be unacceptable to another. A sense of built-up expectation of land value is a complicating factor in the housing market, and landowners with a certain expectation may choose not to sell a site if that expectation is not reached. The psychology of landowner behaviour is a real issue that the Council will need to consider so that deliverability rates for sites subject to a financial contribution policy are not adversely affected.
- 1.27 Table 5 below sets out the viability conclusions for each of the 30 viability appraisals, with 3 appraisals for each site at 5%, 10%, and 15% equivalent on-site provision. Three sites became unviable at 10% equivalent on-site provision, so there was no need to test at 15%. Hence there are 30 appraisals instead of 33.

| model generic site | contribution £ per sq.ft | | |
|---|--------------------------|-------|-------|
| | 5% | 10% | 15% |
| Chard - 1 x 3-bed detached | 6.4 | 12.8 | 19.21 |
| Chard - 2 x 3-bed semi | 6.4 | 12.8 | 19.21 |
| Chard - 3 x 2-bed terraced | 6.4 | 12.8 | |
| Chard - 4 4-bed detached | 6.4 | 12.8 | 19.21 |
| Chard - 3 x 2-bed flats, 2 x 3-bed semis | 6.4 | 12.8 | |
| Yeovil - 1 x 4-bed detached | 6.72 | 13.44 | 20.17 |
| Yeovil - 3 x 3-bed terraced | 6.72 | 13.44 | 20.17 |
| Yeovil - 5 x 2- bed flats | 6.72 | 13.44 | |
| west villages - 1 x 4-bed detached | 7.04 | 14.08 | 21.13 |
| west villages - 4 x 2-bed cottages | 7.04 | 14.08 | 21.13 |
| east villages - 2 x 3-bed linked detached | 7.68 | 15.36 | 23.05 |

Table 5 - viability conclusions for all model generic sites

2 Viability Conclusions

- 2.1 The viability conclusions in appendix 4 and table 5 provides a clear viability conclusion for each model site developed with 5%, 10%, and 15% equivalent on-site provision, categorised as Viable, Marginal, or Unviable.
- 2.2 The overall conclusion is that the equivalent of 5% on-site provision is viable in all circumstances. 8 of the 11 example sites proved viable with 10% on-site provision, and the reasons for the remaining 3 being unviable are varied, reflecting individual circumstances that are typical of small individual sites. The 3 unviable sites were all located in Chard or Yeovil, with all the sites examples in the east and west villages remaining viable at 10% equivalent on-site provision. 3 of the 11 sites examples remained viable with 15% equivalent on-site provision.
- 2.3 The reasons for a lack of viability include a combination of variable sales revenues, build costs, and EUV. Where sales revenues are relatively low, and build costs and EUV are relatively high, a site will tend towards being unviable.
- 2.4 These circumstances might arise for any site at 10% equivalent on-site provision, so it is not recommended that 10% is sought as the policy basis for securing financial.
- 2.5 The main findings of this viability appraisal are that:
 - 5% equivalent on-site provision is viable in all examples
 - 10% equivalent on-site provision is viable in all the village examples.
- 2.6 Table 5 shows the financial contribution charge of the 5% equivalent on-site provision ranges from £68.80/sqm (£6.40/sq.ft) in Chard, £72.31/sqm (£6.72/sq.ft) in Yeovil, £75.75/sqm (£7.04/sq.ft) in the west villages and £82.64/sqm (£7.68/sq.ft) in the east villages. In order to provide a simple basis for policy that maximises the financial contribution, and since all examples remained viable at 5%, **it is recommended that a district-wide charge of £70/sq.m is adopted.** This level has been tested for all the Chard examples, and all remained viable.
- 2.7 A variation of this approach could be to retain £70/sq.m at Chard, Crewkerne, and Yeovil, and increase it to £80/sq.m elsewhere. This has been tested for the east and west villages and all remain viable at this level of financial contribution.
- 2.8 The viability appraisals have been tested using a CIL contribution of £100/sq.m in addition to the proposed affordable housing financial contribution equating to the equivalent on-site provision. If the Council decides to vary from this level of CIL, it would alter the ability to charge an affordable housing financial contribution. If, for instance, the CIL was increased to £150/sq.m for residential, the affordable housing financial contribution would need to reduce to £20/sq.m.
- 2.9 All site viability examples have been assessed by reference to an uplift factor. Most developments with an uplift factor of at least 1.6 (or 60%) can usually be considered viable. Previously developed sites tend to have higher overall development costs, partly because of demolition and remediation, and partly

because they are generally more complex urban sites that need to fit in with their surroundings, adjoining buildings, and frequently involve refurbishment of existing buildings at a higher overall build cost than traditional construction.

- 2.10 Small sites are also more prone to individual circumstances reflecting site characteristics, such as additional build costs arising from requirements for specified materials in Conservation Areas, additional costs involved in conversions, and variable revenues resulting for location.
- 2.11 Accordingly, the Council may need to remain flexible in negotiations on such planning obligations so that development is not discouraged for viability reasons.

appendix 1

calculation of supportable transfer values

APPENDIX 1 - CALCULATION OF SUPPORTABLE TRANSFER VALUES & CONTRIBUTIONS/SQ.FT. @ 5%, 10%, & 15% EQUIVALENT ON-SITE PROVISION, AS FINANCIAL CONTRIBUTION

| COLUMN 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
|----------------------------|---------------|----------------------|------------|--------------------------|------------|-------------------------|-------------------------------------|
| | | CHARD | | | | | |
| | sq.ft | OMV £/sq.ft | OMV | STV/sq.ft @ 41.8% of OMV | OMV-STV | contribution rate/sq.ft | contribution rate/sq.ft (+10% fees) |
| 1 bedroom, 2 person flat | 500 | 200 | 100,000.00 | 41,800.00 | 58,200.00 | 116.40 | 128.04 |
| 2 bedroom 3 person flat | 650 | 200 | 130,000.00 | 54,340.00 | 75,660.00 | 116.40 | 128.04 |
| 3 bedroom 4 person flat | 750 | 200 | 150,000.00 | 62,700.00 | 87,300.00 | 116.40 | 128.04 |
| 2 bedroom 3 person house | 800 | 200 | 160,000.00 | 66,880.00 | 93,120.00 | 116.40 | 128.04 |
| 2/3 bedroom 4 person house | 840 | 200 | 168,000.00 | 70,224.00 | 97,776.00 | 116.40 | 128.04 |
| 3 bedroom 5 person house | 900 | 200 | 180,000.00 | 75,240.00 | 104,760.00 | 116.40 | 128.04 |
| 4 bedroom 6 person house | 1150 | 200 | 230,000.00 | 96,140.00 | 133,860.00 | 116.40 | 128.04 |
| 4+ bedroom House | 1300 | 200 | 260,000.00 | 108,680.00 | 151,320.00 | 116.40 | 128.04 |
| averages | 861.25 | | | | | 116.40 | 128.04 |
| | | YEOVIL | | | | | |
| | sq.ft | OMV £/sq.ft | OMV | | OMV-STV | contribution rate/sq.ft | contribution rate/sq.ft (+10% fees) |
| 1 bedroom, 2 person flat | 500 | 210 | 105,000.00 | 43,890.00 | 61,110.00 | 122.22 | 134.44 |
| 2 bedroom 3 person flat | 650 | 210 | 136,500.00 | 57,057.00 | 79,443.00 | 122.22 | 134.44 |
| 3 bedroom 4 person flat | 750 | 210 | 157,500.00 | 65,835.00 | 91,665.00 | 122.22 | 134.44 |
| 2 bedroom 3 person house | 800 | 210 | 168,000.00 | 70,224.00 | 97,776.00 | 122.22 | 134.44 |
| 2/3 bedroom 4 person house | 840 | 210 | 176,400.00 | 73,735.20 | 102,664.80 | 122.22 | 134.44 |
| 3 bedroom 5 person house | 900 | 210 | 189,000.00 | 79,002.00 | 109,998.00 | 122.22 | 134.44 |
| 4 bedroom 6 person house | 1150 | 210 | 241,500.00 | 100,947.00 | 140,553.00 | 122.22 | 134.44 |
| 4+ bedroom House | 1300 | 210 | 273,000.00 | 114,114.00 | 158,886.00 | 122.22 | 134.44 |
| averages | 861.25 | | | | | 122.22 | 134.44 |
| | | west villages | | | | | |
| | sq.ft | OMV £/sq.ft | OMV | | OMV-STV | contribution rate/sq.ft | contribution rate/sq.ft (+10% fees) |
| 1 bedroom, 2 person flat | 500 | 220 | 110,000.00 | 45,980.00 | 64,020.00 | 128.04 | 140.84 |
| 2 bedroom 3 person flat | 650 | 220 | 143,000.00 | 59,774.00 | 83,226.00 | 128.04 | 140.84 |
| 3 bedroom 4 person flat | 750 | 220 | 165,000.00 | 68,970.00 | 96,030.00 | 128.04 | 140.84 |
| 2 bedroom 3 person house | 800 | 220 | 176,000.00 | 73,568.00 | 102,432.00 | 128.04 | 140.84 |
| 2/3 bedroom 4 person house | 840 | 220 | 184,800.00 | 77,246.40 | 107,553.60 | 128.04 | 140.84 |
| 3 bedroom 5 person house | 900 | 220 | 198,000.00 | 82,764.00 | 115,236.00 | 128.04 | 140.84 |
| 4 bedroom 6 person house | 1150 | 220 | 253,000.00 | 105,754.00 | 147,246.00 | 128.04 | 140.84 |
| 4+ bedroom House | 1300 | 220 | 286,000.00 | 119,548.00 | 166,452.00 | 128.04 | 140.84 |
| averages | 861.25 | | | | | 128.04 | 140.84 |
| | | east villages | | | | | |
| | sq.ft | OMV £/sq.ft | OMV | | OMV-STV | contribution rate/sq.ft | contribution rate/sq.ft (+10% fees) |
| 1 bedroom, 2 person flat | 500 | 240 | 120,000.00 | 50,160.00 | 69,840.00 | 139.68 | 153.65 |
| 2 bedroom 3 person flat | 650 | 240 | 156,000.00 | 65,208.00 | 90,792.00 | 139.68 | 153.65 |
| 3 bedroom 4 person flat | 750 | 240 | 180,000.00 | 75,240.00 | 104,760.00 | 139.68 | 153.65 |
| 2 bedroom 3 person house | 800 | 240 | 192,000.00 | 80,256.00 | 111,744.00 | 139.68 | 153.65 |
| 2/3 bedroom 4 person house | 840 | 240 | 201,600.00 | 84,268.80 | 117,331.20 | 139.68 | 153.65 |
| 3 bedroom 5 person house | 900 | 240 | 216,000.00 | 90,288.00 | 125,712.00 | 139.68 | 153.65 |
| 4 bedroom 6 person house | 1150 | 240 | 276,000.00 | 115,368.00 | 160,632.00 | 139.68 | 153.65 |
| 4+ bedroom House | 1300 | 240 | 312,000.00 | 130,416.00 | 181,584.00 | 139.68 | 153.65 |
| averages | 861.25 | | | | | 139.68 | 153.65 |

appendix 2

new housing developments on market - Jan 2012

APPENDIX 2 - South Somerset - NEW DEVELOPMENTS ON MARKET - Jan 2012

| | location | Price range £ asking price | achieved price (less 8%) | est. floor area sq.ft | £/sq.ft |
|-------------|------------------------------------|----------------------------|--------------------------|-----------------------|---------|
| 1-bed flat | Queensway Place, Yeovil | 102,000 | 93,840 | 450 | 209 |
| 1-bed flat | Tanyard Way, Yeovil | 105,000 | 96,600 | 450 | 215 |
| 1-bed flat | Martock | 106,000 | 97,520 | 450 | 217 |
| 1-bed flat | Wyndham Park, Yeovil | 135,000 | 124,200 | 450 | 276 |
| 1-bed flat | Hendford, Yeovil | 110,000 | 101,200 | 480 | 211 |
| 2-bed flat | Tanyard Way, Yeovil | 130,000 | 119,600 | 650 | 184 |
| 2-bed flat | Dorchester Road, Yeovil, | 140,000 | 128,800 | 650 | 198 |
| 2-bed flat | Wyndham Park, Yeovil | 145,000 | 133,400 | 650 | 205 |
| 2-bed house | The Old Mill, Misterton, Crewkerne | 150,000 | 138,000 | 650 | 212 |
| 2-bed house | Wyndham Park, Yeovil | 155,000 | 142,600 | 650 | 219 |
| 2-bed house | Ilminster | 155,000 | 142,600 | 650 | 219 |
| 2-bed flat | Tanyard Way, Yeovil | 160,000 | 147,200 | 650 | 226 |
| 3-bed semi | Wyndham Park, Yeovil | 180,000 | 165,600 | 800 | 207 |
| 2-bed house | Crewkerne, stone conversion | 190,000 | 174,800 | 700 | 250 |
| 3-bed semi | Kingswood Road, Crewkerne | 190,000 | 174,800 | 800 | 219 |
| 3-bed det | Waverley, Somerton | 200,000 | 184,000 | 880 | 209 |
| 3-bed semi | Wyndham Park, Yeovil | 205,000 | 188,600 | 800 | 236 |
| 4-bed TH | Kingswood Road, Crewkerne | 205,000 | 188,600 | 1000 | 189 |

| | | | | | |
|------------|--|---------|---------|---------|------------|
| 3 bed terr | Somerton Road, Langport, | 210,000 | 193,200 | 800 | 242 |
| 3 bed terr | Frog Lane, Ilminster, | 210,000 | 193,200 | 800 | 242 |
| 4-bed det | Kingswood Road, Crewkerne | 230,000 | 211,600 | 1200 | 176 |
| 4-bed terr | Love Lane, Shepton Beauchamp | 235,000 | 216,200 | 1200 | 180 |
| 4-bed det | Kingswood Road, Crewkerne | 240,000 | 220,800 | 1200 | 184 |
| 4-bed terr | Love Lane, Shepton Beauchamp | 245,000 | 225,400 | 1200 | 188 |
| 4-bed TH | Tanyard Way, Yeovil | 250,000 | 230,000 | 1250 | 184 |
| 4-bed semi | Somerton Road, Langport, | 250,000 | 230,000 | 1200 | 192 |
| 4 bed det | Brimgrove Lane, Shepton Beauchamp | 260,000 | 239,200 | 1200 | 199 |
| 4-bed det | Love Lane, Shepton Beauchamp | 275,000 | 253,000 | 1250 | 202 |
| 4-bed det | Peel Barton Lane, Curry Rivel, | 280,000 | 257,600 | 1250 | 206 |
| 4-bed det | Lyddons Mead Chard | 295,000 | 271,400 | 1300 | 209 |
| 4-bed det | Roundwell Street, South Petherton, | 300,000 | 276,000 | 1250 | 221 |
| 4-bed det | Green Lane, Ilminster | 310,000 | 285,200 | 1300 | 219 |
| 4-bed det | Lyndhurst Grove, Martock | 345,000 | 317,400 | 1350 | 235 |
| 4-bed det | Somerton Road, Langport, | 365,000 | 335,800 | 1350 | 249 |
| 4-bed det | Wyndham Park, Yeovil | 370,000 | 340,400 | 1400 | 243 |
| 4-bed det | Fountain Road, High Ham, Langport, | 385,000 | 354,200 | 1400 | 253 |
| 4-bed det | Church Street, Tintinhull | 400,000 | 368,000 | 1400 | 263 |
| 4-bed det | Prigg Lane, South Petherton | 425,000 | 391,000 | 1400 | 279 |
| 4-bed det | Nut Tree Farm, Lower Street, Merriott, | 435,000 | 400,200 | 1450 | 276 |
| | | | | average | 221 |

appendix 3

**calculation of financial contribution @ 5%,
10%, & 15% equivalent on-site provision**

APPENDIX 3 - CALCULATION OF SUPPORTABLE TRANSFER VALUES & CONTRIBUTIONS/SQ.FT, @ 5%, 10%, & 15% EQUIVALENT ON-SITE PROVISION, AS FINANCIAL CONTRIBUTION

| COLUMN 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
|---|-------|------------------|---------------------|-------------------------------------|--------------|---------------------------|--------------------------------------|
| Model sites | | | | | | | |
| 15% on-site equivalent provision as financial contribution | units | floor area sq.ft | 15% provision sq.ft | contribution rate/sq.ft (+10% fees) | contribution | contribution per dwelling | contribution per sq.ft of floor area |
| Chard - 1 x 3-bed detached | 1 | 900 | 135 | £128.04 | £17,285.40 | £17,285.40 | £19.21 |
| Chard - 2 x 3-bed semi | 2 | 1680 | 252 | £128.04 | £32,266.08 | £16,133.04 | £19.21 |
| Chard - 3 x 2-bed terraced | 3 | 1950 | 292.5 | £128.04 | £37,451.70 | £12,483.90 | £19.21 |
| Chard - 4 4-bed detached | 4 | 5200 | 780 | £128.04 | £99,871.20 | £24,967.80 | £19.21 |
| Chard - 3x2-bed flats, 2 x 3-bed s | 5 | 2900 | 435 | £128.04 | £55,697.40 | £11,139.48 | £19.21 |
| Yeovil - 1 x 4-bed detached | 1 | 1300 | 195 | £134.44 | £26,216.19 | £26,216.19 | £20.17 |
| Yeovil - 3 x 3-bed terraced | 3 | 2520 | 378 | £134.44 | £50,819.08 | £16,939.69 | £20.17 |
| Yeovil - 5 x 2- bed flats | 5 | 3250 | 487.5 | £134.44 | £65,540.48 | £13,108.10 | £20.17 |
| west villages - 1 x 4-bed detached | 1 | 1400 | 210 | £140.84 | £29,577.24 | £29,577.24 | £21.13 |
| west villages - 4 x 2-bed cottages | 4 | 2600 | 390 | £140.84 | £54,929.16 | £13,732.29 | £21.13 |
| east villages - 2 x 3-bed linked de | 2 | 2300 | 345 | £153.65 | £53,008.56 | £26,504.28 | £23.05 |
| 10% on-site equivalent provision as financial contribution | units | floor area sq.ft | 10% provision sq.ft | contribution rate/sq.ft (+10% fees) | contribution | contribution per dwelling | contribution per sq.ft of floor area |
| Chard - 1 x 3-bed detached | 1 | 900 | 90 | £128.04 | £11,523.60 | £11,523.60 | £12.80 |
| Chard - 2 x 3-bed semi | 2 | 1680 | 168 | £128.04 | £21,510.72 | £10,755.36 | £12.80 |
| Chard - 3 x 2-bed terraced | 3 | 1950 | 195 | £128.04 | £24,967.80 | £8,322.60 | £12.80 |
| Chard - 4 4-bed detached | 4 | 5200 | 520 | £128.04 | £66,580.80 | £16,645.20 | £12.80 |
| Chard - 3x2-bed flats, 2 x 3-bed s | 5 | 2900 | 290 | £128.04 | £37,131.60 | £7,426.32 | £12.80 |
| Yeovil - 1 x 4-bed detached | 1 | 1300 | 130 | £134.44 | £17,477.46 | £17,477.46 | £13.44 |
| Yeovil - 3 x 3-bed terraced | 3 | 2520 | 252 | £134.44 | £33,879.38 | £11,293.13 | £13.44 |
| Yeovil - 5 x 2- bed flats | 5 | 3250 | 325 | £134.44 | £43,693.65 | £8,738.73 | £13.44 |
| west villages - 1 x 4-bed detached | 1 | 1400 | 140 | £140.84 | £19,718.16 | £19,718.16 | £14.08 |
| west villages - 4 x 2-bed cottages | 4 | 2600 | 260 | £140.84 | £36,619.44 | £9,154.86 | £14.08 |
| east villages - 2 x 3-bed linked de | 2 | 2300 | 230 | £153.65 | £35,339.04 | £17,669.52 | £15.36 |
| 5% on-site equivalent provision as financial contribution | units | floor area sq.ft | 5% provision sq.ft | contribution rate/sq.ft (+10% fees) | contribution | contribution per dwelling | contribution per sq.ft of floor area |
| Chard - 1 x 3-bed detached | 1 | 900 | 45 | £128.04 | £5,761.80 | £5,761.80 | £6.40 |
| Chard - 2 x 3-bed semi | 2 | 1680 | 84 | £128.04 | £10,755.36 | £5,377.68 | £6.40 |
| Chard - 3 x 2-bed terraced | 3 | 1950 | 97.5 | £128.04 | £12,483.90 | £4,161.30 | £6.40 |
| Chard - 4 4-bed detached | 4 | 5200 | 260 | £128.04 | £33,290.40 | £8,322.60 | £6.40 |
| Chard - 3x2-bed flats, 2 x 3-bed s | 5 | 2900 | 145 | £128.04 | £18,565.80 | £3,713.16 | £6.40 |
| Yeovil - 1 x 4-bed detached | 1 | 1300 | 65 | £134.44 | £8,738.73 | £8,738.73 | £6.72 |
| Yeovil - 3 x 3-bed terraced | 3 | 2520 | 126 | £134.44 | £16,939.69 | £5,646.56 | £6.72 |
| Yeovil - 5 x 2- bed flats | 5 | 3250 | 162.5 | £134.44 | £21,846.83 | £4,369.37 | £6.72 |
| west villages - 1 x 4-bed detached | 1 | 1400 | 70 | £140.84 | £9,859.08 | £9,859.08 | £7.04 |
| west villages - 4 x 2-bed cottages | 4 | 2600 | 130 | £140.84 | £18,309.72 | £4,577.43 | £7.04 |
| east villages - 2 x 3-bed linked de | 2 | 2300 | 115 | £153.65 | £17,669.52 | £8,834.76 | £7.68 |

appendix 4

Generic example site viability models

| nominal location - Chard | net site area acres | dwelling capacity | | | |
|---|---------------------|-------------------|----------------|--|------------------------|
| Example 1 - 1 x 3-bed detached - 5% affordable contribution | 0.1 | 1 | | | model variables |
| Summary - Greenfield infill plot. Proposal is for 1 detached 3-bed dwelling on 0.1 net acres. The market appraisal indicates that this mix produces a total of 900 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 900 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 900 | 200 | 180,000 | qualifying units for CIL | 1 |
| sales overhead 2% of OM T/O | | | 3,600 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 176,400 | 5% affordable contribution/sq.ft £ | 6.40 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 900 | 105 | 94,500 | | |
| developer's profit @ 18% of open market turnover | | | 31,752 | | |
| TOTAL BUILD COSTS & PROFIT | | | 126,252 | | |
| finance costs @ 6.5% of build cost | | | 6,143 | | |
| prof fees @ 6.5% of build cost | | | 6,143 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 138,537 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 8,370 | 9.30 | | | |
| 5% affordable contribution @ 68.80/sq.m (£6.40/sq.ft) | 5,760 | 6.40 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS (TADCs) | 14,130 | | 14,130 | | |
| TOTAL BUILD COSTS & TADCs | | | 152,667 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 23,733 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 1,543 | 22,190 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 22,180 | 1,442 | | |
| legal fees 0.5% LV | | | 111 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 22,180 | | |
| existing use value (EUV), vacant infill plot @ £100k/acre | 10,000 | 100,000 | | | |
| value added by consent | | | 12,180 | | |
| uplift factor | | | 2.22 | | |
| viability conclusion - Land value of £22.1k. Viability tests against uplift of 12.1k = x 2.2 from EUV, so passes Viability Tests with 5% affordable contribution @ £68.80/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|----------------|--|--|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 2 - 1 x 3-bed detached - 10% affordable contribution | 0.1 | 1 | | | model variables |
| Summary - Greenfield infill plot. Proposal is for 1 detached 3-bed dwelling on 0.1 net acres. The market appraisal indicates that this mix produces a total of 900 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 900 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 900 | 200 | 180,000 | qualifying units for CIL | 1 |
| sales overhead 2% of OM T/O | | | | 3,600 | developer profit 18% of gross turnover |
| net OM T/O | | | | 176,400 | 10% affordable contribution/sq.ft £ |
| | | | | | 12.80 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 900 | 105 | 94,500 | | |
| developer's profit @ 18% of open market turnover | | | 31,752 | | |
| TOTAL BUILD COSTS & PROFIT | | | 126,252 | | |
| finance costs @ 6.5% of build cost | | | 6,143 | | |
| prof fees @ 6.5% of build cost | | | 6,143 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 138,537 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 8,370 | 9.30 | | | |
| 10% affordable contribution @ 137.60/sq.m (£12.80/sq.ft) | 11,520 | 12.80 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS (TADCs) | 19,890 | | | 19,890 | |
| TOTAL BUILD COSTS & TADCs | | | | 158,427 | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | | 17,973 | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 1,168 | 16,805 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 16,797 | 1,092 | | |
| legal fees 0.5% LV | | | 84 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | | 16,797 | |
| existing use value (EUV), vacant infill plot @ £100k/acre | 10,000 | 100,000 | | | |
| value added by consent | | | 6,797 | | |
| uplift factor | | | 1.68 | | |
| viability conclusion - Land value of £16.8k. Viability tests against uplift of 6.8k = x 1.7 from EUV, so passes Viability Tests with 10% affordable contribution @ £137.60/sq.m & £100/sq.m CIL. Conclusion - viable with 10% affordable contribution | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|-----------------|--|------------------------|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 3 - 1 x 3-bed detached - 15% affordable contribution | 0.1 | 1 | | | model variables |
| Summary - Greenfield infill plot. Proposal is for 1 detached 3-bed dwelling on 0.1 net acres. The market appraisal indicates that this mix produces a total of 900 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 900 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 900 | 200 | 180,000 | qualifying units for CIL | 1 |
| sales overhead 2% of OM T/O | | | 3,600 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 176,400 | 15% affordable contribution/sq.ft £ | 19.21 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 900 | 105 | 94,500 | | |
| developer's profit @ 18% of open market turnover | | | 31,752 | | |
| TOTAL BUILD COSTS & PROFIT | | | 126,252 | | |
| finance costs @ 6.5% of build cost | | | 6,143 | | |
| prof fees @ 6.5% of build cost | | | 6,143 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 138,537 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 8,370 | 9.30 | | | |
| 15% affordable contribution @ 206.70/sq.m (£19.21/sq.ft) | 17,289 | 19.21 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 25,659 | | 25,659 | | |
| TOTAL BUILD COSTS & TADCs | | | 164,196 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 12,204 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 793 | 11,411 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 11,406 | 741 | | |
| legal fees 0.5% LV | | | 57 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 11,406 | | |
| existing use value (EUV), vacant infill plot @ £100k/acre | 10,000 | 100,000 | | | |
| value added by consent | | | 1,406 | | |
| uplift factor | | | 1.14 | | |
| viability conclusion - Land value of £11.4k. Viability tests against uplift of 1.4k = x 1.14 from EUV, so fails Viability Tests with 15% affordable contribution @ £206/70/sq.m & £100/sq.m CIL. Conclusion - not viable with 15% affordable contribution | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|----------------|--|------------------------|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 4 - 2 x 3-bed semi-detached - 5% affordable contribution | 0.15 | 2 | | | model variables |
| Summary - vacant wasteland plot. Proposal is for 2 semi-detached 3-bed dwelling on 0.15 net acres. The market appraisal indicates that this mix produces a total of 1680 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,680 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 1,680 | 200 | 336,000 | qualifying units for CIL | 2 |
| sales overhead 2% of OM T/O | | | 6,720 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 329,280 | 5% affordable contribution/sq.ft £ | 6.40 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,680 | 105 | 176,400 | | |
| developer's profit @ 18% of open market turnover | | | 59,270 | | |
| TOTAL BUILD COSTS & PROFIT | | | 235,670 | | |
| finance costs @ 6.5% of build cost | | | 11,466 | | |
| prof fees @ 6.5% of build cost | | | 11,466 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 258,602 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 15,624 | 9.30 | | | |
| 5% affordable contribution @ 68.80/sq.m (£6.40/sq.ft) | 10,752 | 6.40 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 26,376 | | 26,376 | | |
| TOTAL BUILD COSTS & TADCs | | | 284,978 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 44,302 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 2,880 | 41,422 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 41,403 | 2,691 | | |
| legal fees 0.5% LV | | | 207 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 41,403 | | |
| existing use value (EUV), vacant infill plot @ £100k/acre | 15,000 | 100,000 | | | |
| value added by consent | | | 26,403 | | |
| uplift factor | | | 2.76 | | |
| viability conclusion - Land value of £41.4k. Viability tests against uplift of 26.4k = x 2.7 from EUV, so passes Viability Tests with 5% affordable contribution @ £68.80/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|-----------------|--|------------------------|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 5 - 2 x 3-bed semi-detached - 10% affordable contribution | 0.15 | 2 | | | model variables |
| Summary - vacant wasteland plot. Proposal is for 2 semi-detached 3-bed dwelling on 0.15 net acres. The market appraisal indicates that this mix produces a total of 1680 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,680 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 1,680 | 200 | 336,000 | qualifying units for CIL | 2 |
| sales overhead 2% of OM T/O | | | 6,720 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 329,280 | 10% affordable contribution/sq.ft £ | 12.80 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,680 | 105 | 176,400 | | |
| developer's profit @ 18% of open market turnover | | | 59,270 | | |
| TOTAL BUILD COSTS & PROFIT | | | 235,670 | | |
| finance costs @ 6.5% of build cost | | | 11,466 | | |
| prof fees @ 6.5% of build cost | | | 11,466 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 258,602 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 15,624 | 9.30 | | | |
| 10% affordable contribution @ 137.60/sq.m (£12.80/sq.ft) | 21,504 | 12.80 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 37,128 | | | 37,128 | |
| TOTAL BUILD COSTS & TADCs | | | | 295,730 | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | | 33,550 | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 2,181 | 31,369 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 31,355 | 2,038 | | |
| legal fees 0.5% LV | | | 157 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | | 31,355 | |
| existing use value (EUV), vacant infill plot @ £100k/acre | 15,000 | 100,000 | | | |
| value added by consent | | | | 16,355 | |
| uplift factor | | | | 2.09 | |
| viability conclusion - Land value of £31.3k. Viability tests against uplift of 16.3k = x 2 from EUV, so passes Viability Tests with 10% affordable contribution @ £137.60/sq.m & £100/sq.m CIL. Conclusion - viable with 10% affordable contribution | | | | | |

| nominal location - Chard | net site area acres | dwelling capacity | | | |
|---|------------------------|----------------------|----------------|--|------------------------|
| Example 6 - 2 x 3-bed semi-detached - 15% affordable contribution | 0.15 | 2 | | | model variables |
| Summary - vacant wasteland plot. Proposal is for 2 semi-detached 3-bed dwelling on 0.15 net acres. The market appraisal indicates that this mix produces a total of 1680 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,680 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 1,680 | 200 | 336,000 | qualifying units for CIL | 2 |
| sales overhead 2% of OM T/O | | | 6,720 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 329,280 | 15% affordable contribution/sq.ft £ | 19.21 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,680 | 105 | 176,400 | | |
| developer's profit @ 18% of open market turnover | | | 59,270 | | |
| TOTAL BUILD COSTS & PROFIT | | | 235,670 | | |
| finance costs @ 6.5% of build cost | | | 11,466 | | |
| prof fees @ 6.5% of build cost | | | 11,466 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 258,602 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 15,624 | 9.30 | | | |
| 15% affordable contribution @ 206.70/sq.m (£12.80/sq.ft) | 32,273 | 19.21 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 47,897 | | 47,897 | | |
| TOTAL BUILD COSTS & TADCs | | | 306,499 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 22,781 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 1,481 | 21,300 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 21,290 | 1,384 | | |
| legal fees 0.5% LV | | | 106 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 21,291 | | |
| existing use value (EUV), vacant infill plot @ £100k/acre | 15,000 | 100,000 | | | |
| value added by consent | | | 6,290 | | |
| uplift factor | | | 1.42 | | |
| viability conclusion - Land value of £31.3k. Viability tests against uplift of 21.3k = x 1.4 from EUV, so fails Viability Tests with 15% affordable contribution @ £137.60/sq.m & £100/sq.m CIL. Conclusion - marginally viable with 15% affordable contribution | | | | | |

| | | | | | |
|--|--------------------------------|------------------------------|-----------------|--|------------------------|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 7 - 3 x 2-bed terraced - 5% affordable contribution | 0.2 | 3 | | | model variables |
| Summary - derelict warehouse. Proposal is for 3 terraced 2-bed dwelling on 0.2 net acres. The market appraisal indicates that this mix produces a total of 1950 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,950 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 1,950 | 200 | 390,000 | qualifying units for CIL | 3 |
| sales overhead 2% of OM T/O | | | 7,800 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 382,200 | 5% affordable contribution/sq.ft £ | 6.40 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,950 | 105 | 204,750 | | |
| developer's profit @ 18% of open market turnover | | | 68,796 | | |
| TOTAL BUILD COSTS & PROFIT | | | 273,546 | | |
| finance costs @ 6.5% of build cost | | | 13,309 | | |
| prof fees @ 6.5% of build cost | | | 13,309 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 300,164 | | |
| additional development costs | | | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 18,135 | 9.30 | | | |
| 5% affordable contribution @ 68.80/sq.m (£6.40/sq.ft) | 12,480 | 6.40 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 30,615 | | 30,615 | | |
| TOTAL BUILD COSTS & TADCs | | | 330,779 | | |
| INTERIM LAND VALUE, ie, T/O minus TADCs | | | | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 3,342 | 48,079 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 48,057 | 3,124 | | |
| legal fees 0.5% LV | | | 240 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 48,058 | | |
| existing use value (EUV) derelict warehouse @ £150k/acre | 30,000 | 150,000 | | | |
| value added by consent | | | 18,058 | | |
| uplift factor | | | 1.60 | | |
| viability conclusion - Land value of £48k. Viability tests against uplift of 18% = x 1.6 from EUV, so passes Viability Tests with 5% affordable contribution @ £68.80/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

| | | | | | |
|--|--------------------------------|------------------------------|-----------------|--|------------------------|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 8 - 3 x 2-bed terraced - 10% affordable contribution | 0.2 | 3 | | | model variables |
| Summary - derelict warehouse. Proposal is for 3 terraced 2-bed dwelling on 0.2 net acres. The market appraisal indicates that this mix produces a total of 1950 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,950 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 1,950 | 200 | 390,000 | qualifying units for CIL | 3 |
| sales overhead 2% of OM T/O | | | 7,800 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 382,200 | 10% affordable contribution/sq.ft £ | 12.80 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,950 | 105 | 204,750 | | |
| developer's profit @ 18% of open market turnover | | | 68,796 | | |
| TOTAL BUILD COSTS & PROFIT | | | 273,546 | | |
| finance costs @ 6.5% of build cost | | | 13,309 | | |
| prof fees @ 6.5% of build cost | | | 13,309 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 300,164 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 18,135 | 9.30 | | | |
| 10% affordable contribution @ 137.60/sq.m (£12.80/sq.ft) | 24,960 | 12.80 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 43,095 | | 43,095 | | |
| TOTAL BUILD COSTS & TADCs | | | 343,259 | | |
| INTERIM LAND VALUE, ie, T/O minus TADCs | | | 38,942 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 2,531 | 36,410 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 35,460 | 2,305 | | |
| legal fees 0.5% LV | | | 177 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 36,459 | | |
| existing use value (EUV), derelict warehouse @ £150k/acre | 30,000 | 150,000 | | | |
| value added by consent | | | 6,459 | | |
| uplift factor | | | 1.22 | | |
| viability conclusion - Land value of £36k. Viability tests against uplift of 6.4k = x 1.2 from EUV, so fails Viability Tests with 10% affordable contribution @ £137.60/sq.m & £100/sq.m CIL. Conclusion - not viable with 5% affordable contribution, therefore no requirement to test 15% | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|------------------|--|------------------------|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 9 - 4 x 4-bed detached - 5% affordable contribution | 0.35 | 4 | | | model variables |
| Summary - back garden land. Proposal is for 4 detached 4-bed dwelling on 0.35 net acres. The market appraisal indicates that this mix produces a total of 5200 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 5,200 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 5,200 | 200 | 1,040,000 | qualifying units for CIL | 4 |
| sales overhead 2% of OM T/O | | | 20,800 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 1,019,200 | 5% affordable contribution/sq.ft £ | 6.40 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 5,200 | 105 | 546,000 | | |
| developer's profit @ 18% of open market turnover | | | 183,456 | | |
| TOTAL BUILD COSTS & PROFIT | | | 729,456 | | |
| finance costs @ 6.5% of build cost | | | 35,490 | | |
| prof fees @ 6.5% of build cost | | | 35,490 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 800,436 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 48,360 | 9.30 | | | |
| 5% affordable contribution @ 68.80/sq.m (£6.40/sq.ft) | 33,280 | 6.40 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 81,640 | | 81,640 | | |
| TOTAL BUILD COSTS & TADCs | | | 882,076 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 137,124 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 8,913 | 128,211 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 128,153 | 8,330 | | |
| legal fees 0.5% LV | | | 641 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 128,153 | | |
| existing use value (EUV), back garden land @ £150k/acre | 52,500 | 150,000 | | | |
| value added by consent | | | 75,653 | | |
| uplift factor | | | 2.44 | | |
| viability conclusion - Land value of £128k. Viability tests against uplift of 75k = x 2.4 from EUV, so passes Viability Tests with 5% affordable contribution @ £68.80/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|------------------|--|------------------------|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 10 - 4 x 4-bed detached - 10% affordable contribution | 0.35 | 4 | | | model variables |
| Summary - back garden land. Proposal is for 4 detached 4-bed dwelling on 0.35 net acres. The market appraisal indicates that this mix produces a total of 5200 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 5,200 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 5,200 | 200 | 1,040,000 | qualifying units for CIL | 4 |
| sales overhead 2% of OM T/O | | | 20,800 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 1,019,200 | 10% affordable contribution/sq.ft £ | 12.60 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 5,200 | 105 | 546,000 | | |
| developer's profit @ 18% of open market turnover | | | 183,456 | | |
| TOTAL BUILD COSTS & PROFIT | | | 729,456 | | |
| finance costs @ 6.5% of build cost | | | 35,490 | | |
| prof fees @ 6.5% of build cost | | | 35,490 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 800,436 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 48,360 | 9.30 | | | |
| 10% affordable contribution @ 137.60/sq.m (£12.80/sq.ft) | 65,520 | 12.60 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 113,880 | | | 113,880 | |
| TOTAL BUILD COSTS & TADCs | | | | 914,316 | |
| INTERIM LAND VALUE, ie, T/O minus TADCs | | | | 104,884 | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 6,817 | 98,067 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 98,022 | 6,371 | | |
| legal fees 0.5% LV | | | 490 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | | 98,022 | |
| existing use value (EUV), back garden land @ £150k/acre | 52,500 | 150,000 | | | |
| value added by consent | | | | 45,522 | |
| uplift factor | | | | 1.87 | |
| viability conclusion - Land value of £98k. Viability tests against uplift of 45k = x 1.8 from EUV, so passes Viability Tests with 10% affordable contribution @ £137.60/sq.m & £100/sq.m CIL. Conclusion - viable with 10% affordable contribution | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|------------------|--|------------------------|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 11 - 4 x 4-bed detached - 15% affordable contribution | 0.35 | 4 | | | model variables |
| Summary - back garden land. Proposal is for 4 detached 4-bed dwelling on 0.35 net acres. The market appraisal indicates that this mix produces a total of 5200 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 5,200 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 5,200 | 200 | 1,040,000 | qualifying units for CIL | 4 |
| sales overhead 2% of OM T/O | | | 20,800 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 1,019,200 | 15% affordable contribution/sq.ft £ | 19.21 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 5,200 | 105 | 546,000 | | |
| developer's profit @ 18% of open market turnover | | | 183,456 | | |
| TOTAL BUILD COSTS & PROFIT | | | 729,456 | | |
| finance costs @ 6.5% of build cost | | | 35,490 | | |
| prof fees @ 6.5% of build cost | | | 35,490 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 800,436 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 48,360 | 9.30 | | | |
| 15% affordable contribution @ 206.60/sq.m (£12.80/sq.ft) | 99,892 | 19.21 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS (TADCs) | 148,252 | | 148,252 | | |
| TOTAL BUILD COSTS & TADCs | | | 948,688 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 70,512 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 4,583 | 65,929 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 65,890 | 4,283 | | |
| legal fees 0.5% LV | | | 329 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 65,900 | | |
| existing use value (EUV), back garden land @ £150k/acre | 52,500 | 150,000 | | | |
| value added by consent | | | 13,400 | | |
| uplift factor | | | 1.26 | | |
| viability conclusion - Land value of £65.9k. Viability tests against uplift of 13.4k = x 1.2 from EUV, so fails Viability Tests with 15% affordable contribution @ £206.60/sq.m & £100/sq.m CIL. Conclusion - not viable with 15% affordable contribution | | | | | |

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|---|--------------------------------|------------------------------|------------------|--|------------------------|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 12 - 3 x 2-bed flats, 2 x 3-bed semis - 5% affordable contribution | 0.4 | 5 | | | model variables |
| Summary - backland development. Proposal is for 3 x 2-bed flats, 2 x 3-bed semi-detached dwellings on 0.4 net acres. The market appraisal indicates that this mix produces a total of 2900 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £105/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 5,200 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 110 |
| open market housing | 5,200 | 200 | 1,040,000 | qualifying units for CIL | 5 |
| sales overhead 2% of OM T/O | | | 20,800 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 1,019,200 | 5% affordable contribution/sq.ft £ | 6.40 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 5,200 | 110 | 572,000 | | |
| developer's profit @ 18% of open market turnover | | | 183,456 | | |
| TOTAL BUILD COSTS & PROFIT | | | 755,456 | | |
| finance costs @ 6.5% of build cost | | | 37,180 | | |
| prof fees @ 6.5% of build cost | | | 37,180 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 829,816 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 48,360 | 9.30 | | | |
| 5% affordable contribution @ 68.80/sq.m (£6.40/sq.ft) | 33,280 | 6.40 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS (TADCs) | 81,640 | | | 81,640 | |
| TOTAL BUILD COSTS & TADCs | | | | 911,456 | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | | 107,744 | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 7,003 | 100,741 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 100,695 | 6,545 | | |
| legal fees 0.5% LV | | | 503 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | | 100,695 | |
| existing use value (EUV), backland development @ £150k/acre | 60,000 | 150,000 | | | |
| value added by consent | | | 40,695 | | |
| uplift factor | | | 1.68 | | |
| viability conclusion - Land value of £100k. Viability tests against uplift of 40k = x 1.68 from EUV, so passes Viability Tests with 5% affordable contribution @ £68.80/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

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|---|--------------------------------|------------------------------|------------------|--|------------------------|
| nominal location - Chard | net site area acres | dwelling capacity | | | |
| Example 13 - 3 x 2-bed flats, 2 x 3-bed semis - 10% affordable contribution | 0.4 | 5 | | | model variables |
| Summary - backland development. Proposal is for 3 x 2-bed flats, 2 x 3-bed semi-detached dwellings on 0.4 net acres. The market appraisal indicates that this mix produces a total of 2900 sq.ft of floorspace. Sales values estimated at £200/sq.ft. New Build all-in costs estimated at £105/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 5,200 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 200 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 110 |
| open market housing | 5,200 | 200 | 1,040,000 | qualifying units for CIL | 5 |
| sales overhead 2% of OM T/O | | | 20,800 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 1,019,200 | 10% affordable contribution/sq.ft £ | 12.80 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 5,200 | 110 | 572,000 | | |
| developer's profit @ 18% of open market turnover | | | 183,456 | | |
| TOTAL BUILD COSTS & PROFIT | | | 755,456 | | |
| finance costs @ 6.5% of build cost | | | 37,180 | | |
| prof fees @ 6.5% of build cost | | | 37,180 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 829,816 | | |
| additional development costs | | | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 48,360 | 9.30 | | | |
| 10% affordable contribution @ 137.70/sq.m (£12.80/sq.ft) | 66,560 | 12.80 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 114,920 | | 114,920 | | |
| TOTAL BUILD COSTS & TADCs | | | 944,736 | | |
| INTERIM LAND VALUE, ie, T/O minus TADCs | | | | | |
| | | | 74,464 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 4,840 | 69,624 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 69,592 | 4,523 | | |
| legal fees 0.5% LV | | | 348 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 69,593 | | |
| existing use value (EUV), backland development @ £150k/acre | 60,000 | 150,000 | | | |
| value added by consent | | | 9,593 | | |
| uplift factor | | | 1.16 | | |
| viability conclusion - Land value of £69.5k. Viability tests against uplift of 9.6k = x 1.68 from EUV, so passes Viability Tests with 10% affordable contribution @ £137.70/sq.m & £100/sq.m CIL. Conclusion - not viable with 10% affordable contribution, therefore no requirement for 15% test | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|-----------------|--|------------------------|
| nominal location - Yeovil | net site area acres | dwelling capacity | | | |
| Example 14 - 1 x 4-bed detached, 5% affordable contribution | 0.13 | 1 | | | model variables |
| Summary - garden plot. Proposal is for 1 4-bed detached dwelling on 0.4 net acres. The market appraisal indicates that this mix produces a total of 1300 sq.ft of floorspace. Sales values estimated at £210/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,300 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 210 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 1,300 | 210 | 273,000 | qualifying units for CIL | 1 |
| sales overhead 2% of OM T/O | | | 5,460 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 267,540 | 5% affordable contribution/sq.ft £ | 6.72 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,300 | 105 | 136,500 | | |
| developer's profit @ 18% of open market turnover | | | 48,157 | | |
| TOTAL BUILD COSTS & PROFIT | | | 184,657 | | |
| finance costs @ 6.5% of build cost | | | 8,873 | | |
| prof fees @ 6.5% of build cost | | | 8,873 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 202,402 | | |
| additional development costs | | | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 12,090 | 9.30 | | | |
| 5% affordable contribution @ 72.30/sq.m (£6.72/sq.ft) | 8,736 | 6.72 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 20,826 | | 20,826 | | |
| TOTAL BUILD COSTS & TADCs | | | 223,228 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 44,312 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 2,880 | 41,432 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 41,413 | 2,692 | | |
| legal fees 0.5% LV | | | 207 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 41,413 | | |
| existing use value (EUV), backland development @ £150k/acre | 19,500 | 150,000 | | | |
| value added by consent | | | 21,913 | | |
| uplift factor | | | 2.12 | | |
| viability conclusion - Land value of £41k. Viability tests against uplift of 22k = x 2 from EUV, so passes Viability Tests with 5% affordable contribution @ £68.80/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|----------------|--|------------------------|
| nominal location - Yeovil | net site area acres | dwelling capacity | | | |
| Example 15 - 1 4-bed detached, 10% affordable contribution | 0.13 | 1 | | | model variables |
| Summary - garden plot. Proposal is for 1 4-bed detached dwelling on 0.4 net acres. The market appraisal indicates that this mix produces a total of 1300 sq.ft of floorspace. Sales values estimated at £210/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,300 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 210 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 1,300 | 210 | 273,000 | qualifying units for CIL | 1 |
| sales overhead 2% of OM T/O | | | 5,460 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 267,540 | 10% affordable contribution/sq.ft £ | 13.44 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,300 | 105 | 136,500 | | |
| developer's profit @ 18% of open market turnover | | | 48,157 | | |
| TOTAL BUILD COSTS & PROFIT | | | 184,657 | | |
| finance costs @ 6.5% of build cost | | | 8,873 | | |
| prof fees @ 6.5% of build cost | | | 8,873 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 202,402 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 12,090 | 9.30 | | | |
| 10% affordable contribution @ £144.60/sq.m (£13.44/sq.ft) | 17,472 | 13.44 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 29,562 | | 29,562 | | |
| TOTAL BUILD COSTS & TADCs | | | 231,964 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 35,576 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 2,312 | 33,263 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 33,250 | 2,161 | | |
| legal fees 0.5% LV | | | 166 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 33,248 | | |
| existing use value (EUV), backland development @ £150k/acre | 19,500 | 150,000 | | | |
| value added by consent | | | 13,748 | | |
| uplift factor | | | 1.71 | | |
| viability conclusion - Land value of £33k. Viability tests against uplift of 13.7k = x 1.7 from EUV, so passes Viability Tests with 10% affordable contribution @ £144.60/sq.m & £100/sq.m CIL. Conclusion - not viable with 10% affordable contribution | | | | | |

| nominal location - Yeovil | net site area acres | dwelling capacity | | | |
|---|------------------------|----------------------|----------------|--|------------------------|
| Example 16 - 1 4-bed detached, 15% affordable contribution | 0.13 | 1 | | | model variables |
| Summary - garden plot. Proposal is for 1 4-bed detached dwelling on 0.4 net acres. The market appraisal indicates that this mix produces a total of 1300 sq.ft of floorspace. Sales values estimated at £210/sq.ft. New Build all-in costs estimated at £100/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,300 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 210 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 105 |
| open market housing | 1,300 | 210 | 273,000 | qualifying units for CIL | 1 |
| sales overhead 2% of OM T/O | | | 5,460 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 267,540 | 15% affordable contribution/sq.ft £ | 20.17 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,300 | 105 | 136,500 | | |
| developer's profit @ 18% of open market turnover | | | 48,157 | | |
| TOTAL BUILD COSTS & PROFIT | | | 184,657 | | |
| finance costs @ 6.5% of build cost | | | 8,873 | | |
| prof fees @ 6.5% of build cost | | | 8,873 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 202,402 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 12,090 | 9.30 | | | |
| 15% affordable contribution @ 217.03/sq.m (£20.17/sq.ft) | 26,221 | 20.17 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS (TADCs) | 38,311 | | | 38,311 | |
| TOTAL BUILD COSTS & TADCs | | | | 240,713 | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | | 26,827 | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 1,744 | 25,083 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 25,070 | 1,630 | | |
| legal fees 0.5% LV | | | 125 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | | 25,072 | |
| existing use value (EUV), backland development @ £150k/acre | 19,500 | 150,000 | | | |
| value added by consent | | | 5,572 | | |
| uplift factor | | | 1.29 | | |
| viability conclusion - Land value of £25k. Viability tests against uplift of 5.5k = x 1.2 from EUV, so fails Viability Tests with 15% affordable contribution @ £217.03/sq.m & £100/sq.m CIL. Conclusion - not viable with 15% affordable contribution | | | | | |

| | | | | | |
|--|--------------------------------|------------------------------|-----------------|--|------------------------|
| nominal location - Yeovil | net site area acres | dwelling capacity | | | |
| Example 17 - 3 x 3-bed terraced, 5% affordable contribution | 0.2 | 3 | | | model variables |
| Summary - vacant garage site. Proposal is for 3 x 3-bed terraced dwellings on 0.2 net acres. The market appraisal indicates that this mix produces a total of 2520 sq.ft of floorspace. Sales values estimated at £210/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 2,520 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 210 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 2,520 | 210 | 529,200 | qualifying units for CIL | 3 |
| sales overhead 2% of OM T/O | | | 10,584 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 518,616 | 5% affordable contribution/sq.ft £ | 6.72 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 2,520 | 100 | 252,000 | | |
| developer's profit @ 18% of open market turnover | | | 93,351 | | |
| TOTAL BUILD COSTS & PROFIT | | | 345,351 | | |
| finance costs @ 6.5% of build cost | | | 16,380 | | |
| prof fees @ 6.5% of build cost | | | 16,380 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 378,111 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 23,436 | 9.30 | | | |
| 5% affordable contribution @ 72.30/sq.m (£6.72/sq.ft) | 16,934 | 6.72 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS (TADCs) | 40,370 | | 40,370 | | |
| TOTAL BUILD COSTS & TADCs | | | 418,481 | | |
| INTERIM LAND VALUE, ie, T/O minus TADCs | | | 100,135 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 6,509 | 93,626 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 94,520 | 6,144 | | |
| legal fees 0.5% LV | | | 473 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 93,518 | | |
| existing use value (EUV), vacant garage site @ £180k/acre | 36,000 | 180,000 | | | |
| value added by consent | | | 57,518 | | |
| uplift factor | | | 2.60 | | |
| viability conclusion - Land value of £93.5k. Viability tests against uplift of 57k = x 2.6 from EUV, so passes Viability Tests with 5% affordable contribution @ £72.3/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

| | | | | | |
|--|--------------------------------|------------------------------|-----------------|--|------------------------|
| nominal location - Yeovil | net site area acres | dwelling capacity | | | |
| Example 18 - 3 x 3-bed terraced, 10% affordable contribution | 0.2 | 3 | | | model variables |
| Summary - vacant garage site. Proposal is for 3 x 3-bed terraced dwellings on 0.2 net acres. The market appraisal indicates that this mix produces a total of 2520 sq.ft of floorspace. Sales values estimated at £210/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 2,520 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 210 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 2,520 | 210 | 529,200 | qualifying units for CIL | 3 |
| sales overhead 2% of OM T/O | | | 10,584 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 518,616 | 10% affordable contribution/sq.ft £ | 13.44 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 2,520 | 100 | 252,000 | | |
| developer's profit @ 18% of open market turnover | | | 93,351 | | |
| TOTAL BUILD COSTS & PROFIT | | | 345,351 | | |
| finance costs @ 6.5% of build cost | | | 16,380 | | |
| prof fees @ 6.5% of build cost | | | 16,380 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 378,111 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 23,436 | 9.30 | | | |
| 10% affordable contribution @ 144.61/sq.m (£13.44/sq.ft) | 33,869 | 13.44 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 57,305 | | | 57,305 | |
| TOTAL BUILD COSTS & TADCs | | | | 435,416 | |
| INTERIM LAND VALUE, ie, T/O minus TADCs | | | | 83,200 | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 5,408 | 77,792 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 77,760 | 5,054 | | |
| legal fees 0.5% LV | | | 389 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 77,757 | | |
| existing use value (EUV), vacant garage site @ £180k/acre | 36,000 | 180,000 | | | |
| value added by consent | | | 41,757 | | |
| uplift factor | | | 2.16 | | |
| viability conclusion - Land value of £77k. Viability tests against uplift of 41k = x 2.1 from EUV, so passes Viability Tests with 10% affordable contribution @ £144.61/sq.m & £100/sq.m CIL. Conclusion - viable with 10% affordable contribution | | | | | |

| | | | | | |
|--|----------------------------|--------------------------|----------------|--|------------------------|
| nominal location - Yeovil | net site area acres | dwelling capacity | | | |
| Example 19 - 3 x 3-bed terraced, 15% affordable contribution | 0.2 | 3 | | | model variables |
| Summary - vacant garage site. Proposal is for 3 x 3-bed terraced dwellings on 0.2 net acres. The market appraisal indicates that this mix produces a total of 2520 sq.ft of floorspace. Sales values estimated at £210/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 2,520 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 210 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 2,520 | 210 | 529,200 | qualifying units for CIL | 3 |
| sales overhead 2% of OM T/O | | | 10,584 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 518,616 | 15% affordable contribution/sq.ft £ | 20.17 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 2,520 | 100 | 252,000 | | |
| developer's profit @ 18% of open market turnover | | | 93,351 | | |
| TOTAL BUILD COSTS & PROFIT | | | 345,351 | | |
| finance costs @ 6.5% of build cost | | | 16,380 | | |
| prof fees @ 6.5% of build cost | | | 16,380 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 378,111 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 23,436 | 9.30 | | | |
| 15% affordable contribution @ 217.03/sq.m (£20.17/sq.ft) | 50,828 | 20.17 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 74,264 | | 74,264 | | |
| TOTAL BUILD COSTS & TADCs | | | 452,375 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 66,241 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 4,306 | 61,935 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 61,900 | 4,024 | | |
| legal fees 0.5% LV | | | 310 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 61,908 | | |
| existing use value (EUV), vacant garage site @ £180k/acre | 36,000 | 180,000 | | | |
| value added by consent | | | 25,908 | | |
| uplift factor | | | 1.72 | | |
| viability conclusion - Land value of £62k. Viability tests against uplift of 26k = x 1.7 from EUV, so passes Viability Tests with 15% affordable contribution @ £207.03/sq.m & £100/sq.m CIL. Conclusion - viable with 15% affordable contribution | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|-----------------|--|------------------------|
| nominal location - Yeovil | net site area acres | dwelling capacity | | | |
| Example 20 - 5 x 2-bed flats, 5% affordable contribution | 0.4 | 5 | | | model variables |
| Summary - conversion of vacant offices. Proposal is for 5 x 2-bedflats on 0.4 net acres. The market appraisal indicates that this mix produces a total of 3520 sq.ft of floorspace. Sales values estimated at £210/sq.ft. New Build all-in costs estimated at £105/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 3,520 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 210 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 110 |
| open market housing | 3,520 | 210 | 739,200 | qualifying units for CIL | 5 |
| sales overhead 2% of OM T/O | | | 14,784 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 724,416 | 5% affordable contribution/sq.ft £ | 6.72 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 3,520 | 110 | 387,200 | | |
| developer's profit @ 18% of open market turnover | | | 130,395 | | |
| TOTAL BUILD COSTS & PROFIT | | | 517,595 | | |
| finance costs @ 6.5% of build cost | | | 25,168 | | |
| prof fees @ 6.5% of build cost | | | 25,168 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 567,931 | | |
| additional development costs | | | | | |
| | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 32,736 | 9.30 | | | |
| 5% affordable contribution @ 72.30/sq.m (£6.72/sq.ft) | 23,654 | 6.72 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 56,390 | | 56,390 | | |
| TOTAL BUILD COSTS & TADCs | | | 624,321 | | |
| INTERIM LAND VALUE, ie, T/O minus TADCs | | | | | |
| | | | 100,095 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 6,506 | 93,589 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 93,550 | 6,081 | | |
| legal fees 0.5% LV | | | 468 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 93,546 | | |
| existing use value (EUUV), vacant offices @ £60k | 60,000 | 150,000 | | | |
| value added by consent | | | 33,546 | | |
| uplift factor | | | 1.56 | | |
| viability conclusion - Land value of £93k. Viability tests against uplift of 33k = x 1.56 from EUUV, so passes Viability Tests with 5% affordable contribution @ £72.3/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

| | | | | | |
|---|--------------------------------|------------------------------|-----------------|--|------------------------|
| nominal location - Yeovil | net site area acres | dwelling capacity | | | |
| Example 21 - 5 x 2-bed flats, 10% affordable contribution | 0.4 | 5 | | | model variables |
| Summary - conversion of vacant offices. Proposal is for 5 x 2-bedflats on 0.4 net acres. The market appraisal indicates that this mix produces a total of 3520 sq.ft of floorspace. Sales values estimated at £210/sq.ft. New Build all-in costs estimated at £105/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 3,520 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 210 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 110 |
| open market housing | 3,520 | 210 | 739,200 | qualifying units for CIL | 5 |
| sales overhead 2% of OM T/O | | | 14,784 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 724,416 | 10% affordable contribution/sq.ft £ | 13.44 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 3,520 | 110 | 387,200 | | |
| developer's profit @ 18% of open market turnover | | | 130,395 | | |
| TOTAL BUILD COSTS & PROFIT | | | 517,595 | | |
| finance costs @ 6.5% of build cost | | | 25,168 | | |
| prof fees @ 6.5% of build cost | | | 25,168 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 567,931 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 32,736 | 9.30 | | | |
| 10% affordable contribution @ 144.61/sq.m (13.44/sq.ft) | 47,309 | 13.44 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 80,045 | | 80,045 | | |
| TOTAL BUILD COSTS & TADCs | | | 647,976 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 76,440 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 4,969 | 71,472 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 71,400 | 4,641 | | |
| legal fees 0.5% LV | | | 357 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 71,442 | | |
| existing use value (EUUV), vacant offices @ £60k | 60,000 | 150,000 | | | |
| value added by consent | | | 11,442 | | |
| uplift factor | | | 1.19 | | |
| viability conclusion - Land value of £71k. Viability tests against uplift of 11k = x 1.19 from EUUV, so fails Viability Tests with 10% affordable contribution @ £144.61/sq.m & £100/sq.m CIL. Conclusion - not viable with 10% affordable contribution, therefore no requirement to test 15% | | | | | |

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|---|----------------------------|--------------------------|-----------------|--|------------------------|
| nominal location - west villages | net site area acres | dwelling capacity | | | |
| Example 22 - 1 x 4-bed detached, 5% affordable contribution | 0.2 | 1 | | | model variables |
| Summary - infill village plot. Proposal is for 1 x 4-bed detached on 0.2 net acres. The market appraisal indicates that this mix produces a total of 1400 sq.ft of floorspace. Sales values estimated at £220/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,400 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 220 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 1,400 | 220 | 308,000 | qualifying units for CIL | 1 |
| sales overhead 2% of OM T/O | | | 6,160 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 301,840 | 5% affordable contribution/sq.ft £ | 7.04 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,400 | 100 | 140,000 | | |
| developer's profit @ 18% of open market turnover | | | 54,331 | | |
| TOTAL BUILD COSTS & PROFIT | | | 194,331 | | |
| finance costs @ 6.5% of build cost | | | 9,100 | | |
| prof fees @ 6.5% of build cost | | | 9,100 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 212,531 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 13,020 | 9.30 | | | |
| 5% affordable contribution @ 75.75/sq.m (£7.04/sq.ft) | 9,856 | 7.04 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS (TADCs) | 22,876 | | 22,876 | | |
| TOTAL BUILD COSTS & TADCs | | | 235,407 | | |
| INTERIM LAND VALUE, ie, T/O minus TADCs | | | 66,433 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 4,318 | 62,115 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 62,000 | 4,030 | | |
| legal fees 0.5% LV | | | 310 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 62,093 | | |
| existing use value (EUV), infill plot @ £150k/acre | 20,000 | 100,000 | | | |
| value added by consent | | | 42,093 | | |
| uplift factor | | | 3.10 | | |
| viability conclusion - Land value of £62k. Viability tests against uplift of 42k = x 3.1 from EUV, so passes Viability Tests with 5% affordable contribution @ £75.75/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

| | | | | | |
|---|----------------------------|--------------------------|-----------------|--|------------------------|
| nominal location - west villages | net site area acres | dwelling capacity | | | |
| Example 23 - 1 x 4-bed detached, 10% affordable contribution | 0.2 | 1 | | | model variables |
| Summary - infill village plot. Proposal is for 1 x 4-bed detached on 0.2 net acres. The market appraisal indicates that this mix produces a total of 1400 sq.ft of floorspace. Sales values estimated at £220/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,400 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 220 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 1,400 | 220 | 308,000 | qualifying units for CIL | 1 |
| sales overhead 2% of OM T/O | | | 6,160 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 301,840 | 10% affordable contribution/sq.ft £ | 14.08 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,400 | 100 | 140,000 | | |
| developer's profit @ 18% of open market turnover | | | 54,331 | | |
| TOTAL BUILD COSTS & PROFIT | | | 194,331 | | |
| finance costs @ 6.5% of build cost | | | 9,100 | | |
| prof fees @ 6.5% of build cost | | | 9,100 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 212,531 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 13,020 | 9.30 | | | |
| 10% affordable contribution @ 151.50/sq.m (£14.08/sq.ft) | 19,712 | 14.08 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 32,732 | | 32,732 | | |
| TOTAL BUILD COSTS & TADCs | | | 245,263 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 56,577 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 3,677 | 52,899 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 52,800 | 3,432 | | |
| legal fees 0.5% LV | | | 264 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 52,881 | | |
| existing use value (EUV), infill plot @ £150k/acre | 30,000 | 150,000 | | | |
| value added by consent | | | 22,881 | | |
| uplift factor | | | 1.76 | | |
| viability conclusion - Land value of £52k. Viability tests against uplift of £22k = x 1.7 from EUV, so passes Viability Tests with 10% affordable contribution @ £151.50sq.m & £100/sq.m CIL. Conclusion - viable with 10% affordable contribution | | | | | |

| | | | | | |
|---|----------------------------|--------------------------|-----------------|--|------------------------|
| nominal location - west villages | net site area acres | dwelling capacity | | | |
| Example 24 - 1 x 4-bed detached, 15% affordable contribution | 0.2 | 1 | | | model variables |
| Summary - infill village plot. Proposal is for 1 x 4-bed detached on 0.2 net acres. The market appraisal indicates that this mix produces a total of 1400 sq.ft of floorspace. Sales values estimated at £220/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 1,400 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 220 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 1,400 | 220 | 308,000 | qualifying units for CIL | 1 |
| sales overhead 2% of OM T/O | | | 6,160 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 301,840 | 10% affordable contribution/sq.ft £ | 21.13 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 1,400 | 100 | 140,000 | | |
| developer's profit @ 18% of open market turnover | | | 54,331 | | |
| TOTAL BUILD COSTS & PROFIT | | | 194,331 | | |
| finance costs @ 6.5% of build cost | | | 9,100 | | |
| prof fees @ 6.5% of build cost | | | 9,100 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 212,531 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 13,020 | 9.30 | | | |
| 15% affordable contribution @ 227.36/sq.m (£21.13/sq.ft) | 29,582 | 21.13 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 42,602 | | | 42,602 | |
| TOTAL BUILD COSTS & TADCs | | | | 255,133 | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | | 46,707 | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 3,036 | 43,671 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 43,650 | | 2,837 | |
| legal fees 0.5% LV | | | | 218 | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | | 43,651 | |
| existing use value (EUV), infill plot @ £150k/acre | 30,000 | 150,000 | | | |
| value added by consent | | | | 13,651 | |
| uplift factor | | | | 1.46 | |
| viability conclusion - Land value of £43k. Viability tests against uplift of £13k = x 1.46 from EUV, so fails Viability Tests with 15% affordable contribution @ £227.36/sq.m & £100/sq.m CIL. Conclusion - marginally viable with 15% affordable contribution | | | | | |

| | | | | | |
|--|----------------------------|--------------------------|----------------|--|------------------------|
| nominal location - west villages | net site area acres | dwelling capacity | | | |
| Example 25 - 4 x 2-bed cottages, 5% affordable contribution | 0.3 | 4 | | | model variables |
| Summary - vacant shops/storage buildings. Proposal is for 4 x 2-bed detached on 0.2 net acres. The market appraisal indicates that this mix produces a total of 2600 sq.ft of floorspace. Sales values estimated at £220/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 2,600 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 220 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 2,600 | 220 | 572,000 | qualifying units for CIL | 4 |
| sales overhead 2% of OM T/O | | | 11,440 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 560,560 | 5% affordable contribution/sq.ft £ | 7.04 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 2,600 | 100 | 260,000 | | |
| developer's profit @ 18% of open market turnover | | | 100,901 | | |
| TOTAL BUILD COSTS & PROFIT | | | 360,901 | | |
| finance costs @ 6.5% of build cost | | | 16,900 | | |
| prof fees @ 6.5% of build cost | | | 16,900 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 394,701 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 24,180 | 9.30 | | | |
| 5% affordable contribution @ 75.75/sq.m (£7.04/sq.ft) | 18,304 | 7.04 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 42,484 | | 42,484 | | |
| TOTAL BUILD COSTS & TADCs | | | 437,185 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 123,375 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 8,019 | 115,356 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 115,300 | 7,495 | | |
| legal fees 0.5% LV | | | 577 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 115,304 | | |
| existing use value (EUV), vacant shops/storage buildings @ £120k/acre | 36,000 | 120,000 | | | |
| value added by consent | | | 79,304 | | |
| uplift factor | | | 3.20 | | |
| viability conclusion - Land value of £115k. Viability tests against uplift of 79k = x 3.2 from EUV, so passes Viability Tests with 5% affordable contribution @ £75.75/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

| | | | | | |
|--|----------------------------|--------------------------|-----------------|--|------------------------|
| nominal location - west villages | net site area acres | dwelling capacity | | | |
| Example 26 - 4 x 2-bed cottages, 10% affordable contribution | 0.3 | 4 | | | model variables |
| Summary - vacant shops/storage buildings. Proposal is for 4 x 2-bed detached on 0.2 net acres. The market appraisal indicates that this mix produces a total of 2600 sq.ft of floorspace. Sales values estimated at £220/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 2,600 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 220 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 2,600 | 220 | 572,000 | qualifying units for CIL | 4 |
| sales overhead 2% of OM T/O | | | 11,440 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 560,560 | 10% affordable contribution/sq.ft £ | 14.08 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 2,600 | 100 | 260,000 | | |
| developer's profit @ 18% of open market turnover | | | 100,901 | | |
| TOTAL BUILD COSTS & PROFIT | | | 360,901 | | |
| finance costs @ 6.5% of build cost | | | 16,900 | | |
| prof fees @ 6.5% of build cost | | | 16,900 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 394,701 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 24,180 | 9.30 | | | |
| 10% affordable contribution @ £151.50/sq.m (£7.04/sq.ft) | 36,608 | 14.08 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 60,788 | | 60,788 | | |
| TOTAL BUILD COSTS & TADCs | | | 455,489 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 105,071 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 6,830 | 98,242 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 98,200 | 6,383 | | |
| legal fees 0.5% LV | | | 491 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 98,197 | | |
| existing use value (EUV), vacant shops/storage buildings @ £120k/acre | 36,000 | 120,000 | | | |
| value added by consent | | | 62,197 | | |
| uplift factor | | | 2.73 | | |
| viability conclusion - Land value of £98k. Viability tests against uplift of 62k = x 2.7 from EUV, so passes Viability Tests with 10% affordable contribution @ £151.50/sq.m & £100/sq.m CIL. Conclusion - viable with 10% affordable contribution | | | | | |

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|--|----------------------------|--------------------------|-----------------|--|------------------------|
| nominal location - west villages | net site area acres | dwelling capacity | | | |
| Example 27 - 4 x 2-bed cottages, 15% affordable contribution | 0.3 | 4 | | | model variables |
| Summary - vacant shops/storage buildings. Proposal is for 4 x 2-bed detached on 0.2 net acres. The market appraisal indicates that this mix produces a total of 2600 sq.ft of floorspace. Sales values estimated at £220/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 2,600 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 220 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 2,600 | 220 | 572,000 | qualifying units for CIL | 4 |
| sales overhead 2% of OM T/O | | | 11,440 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 560,560 | 15% affordable contribution/sq.ft £ | 21.13 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 2,600 | 100 | 260,000 | | |
| developer's profit @ 18% of open market turnover | | | 100,901 | | |
| TOTAL BUILD COSTS & PROFIT | | | 360,901 | | |
| finance costs @ 6.5% of build cost | | | 16,900 | | |
| prof fees @ 6.5% of build cost | | | 16,900 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 394,701 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 24,180 | 9.30 | | | |
| 15% affordable contribution @ £227.36/sq.m (£7.04/sq.ft) | 54,938 | 21.13 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 79,118 | | 79,118 | | |
| TOTAL BUILD COSTS & TADCs | | | 473,819 | | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | 86,741 | | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 5,638 | 81,103 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 81,000 | 5,265 | | |
| legal fees 0.5% LV | | | 405 | | |
| SDLT 0% | | | | | |
| NET LAND VALUE | | | 81,071 | | |
| existing use value (EUV), vacant shops/storage buildings @ £120k/acre | 36,000 | 120,000 | | | |
| value added by consent | | | 45,071 | | |
| uplift factor | | | 2.25 | | |
| viability conclusion - Land value of £81k. Viability tests against uplift of 45k = x 2.2 from EUV, so passes Viability Tests with 15% affordable contribution @ £227.36/sq.m & £100/sq.m CIL. Conclusion - viable with 15% affordable contribution | | | | | |

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|--|----------------------------|--------------------------|-----------------|--|------------------------|
| nominal location - east villages | net site area acres | dwelling capacity | | | |
| Example 28 - 2 x 3-bed linked detached, 5% affordable contribution | 0.25 | 3 | | | model variables |
| Summary - side garden plot. Proposal is for 2 x 3-bed detached on 0.2 net acres. The market appraisal indicates that this mix produces a total of 2300 sq.ft of floorspace. Sales values estimated at £240/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 2,300 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 240 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 2,300 | 240 | 552,000 | qualifying units for CIL | 3 |
| sales overhead 2% of OM T/O | | | 11,040 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 540,960 | 5% affordable contribution/sq.ft £ | 7.68 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 2,300 | 100 | 230,000 | | |
| developer's profit @ 18% of open market turnover | | | 97,373 | | |
| TOTAL BUILD COSTS & PROFIT | | | 327,373 | | |
| finance costs @ 6.5% of build cost | | | 14,950 | | |
| prof fees @ 6.5% of build cost | | | 14,950 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 357,273 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 21,390 | 9.30 | | | |
| 5% affordable contribution @ £82.64/sq.m (£7.68/sq.ft) | 17,664 | 7.68 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 39,054 | | | 39,054 | |
| TOTAL BUILD COSTS & TADCs | | | | 396,327 | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | | 144,633 | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 9,401 | 135,232 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 133,900 | | 8,704 | |
| legal fees 0.5% LV | | | | 670 | |
| SDLT 1% | | | | 1,339 | |
| NET LAND VALUE | | | | 133,921 | |
| existing use value (EUV), side garden plot @ £120k/acre | 50,000 | 200,000 | | | |
| value added by consent | | | | 83,921 | |
| uplift factor | | | | 2.68 | |
| viability conclusion - Land value of £133k. Viability tests against uplift of 84k = x 2.7 from EUV, so passes Viability Tests with 5% affordable contribution @ £82.64/sq.m & £100/sq.m CIL. Conclusion - viable with 5% affordable contribution | | | | | |

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|--|----------------------------|--------------------------|-----------------|--|------------------------|
| nominal location - east villages | net site area acres | dwelling capacity | | | |
| Example 29 - 2 x 3-bed linked detached, 10% affordable contribution | 0.25 | 3 | | | model variables |
| Summary - side garden plot. Proposal is for 2 x 3-bed detached on 0.2 net acres. The market appraisal indicates that this mix produces a total of 2300 sq.ft of floorspace. Sales values estimated at £240/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 2,300 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 240 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 2,300 | 240 | 552,000 | qualifying units for CIL | 3 |
| sales overhead 2% of OM T/O | | | 11,040 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 540,960 | 10% affordable contribution/sq.ft £ | 15.36 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 2,300 | 100 | 230,000 | | |
| developer's profit @ 18% of open market turnover | | | 97,373 | | |
| TOTAL BUILD COSTS & PROFIT | | | 327,373 | | |
| finance costs @ 6.5% of build cost | | | 14,950 | | |
| prof fees @ 6.5% of build cost | | | 14,950 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 357,273 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 21,390 | 9.30 | | | |
| 10% affordable contribution @ £165.27/sq.m (£15.36/sq.ft) | 35,328 | 15.36 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 56,718 | | | 56,718 | |
| TOTAL BUILD COSTS & TADCs | | | | 413,991 | |
| INTERIM LAND VALUE , ie, T/O minus TADCs | | | | 126,969 | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 8,253 | 118,716 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 117,560 | 7,641 | | |
| legal fees 0.5% LV | | | 588 | | |
| SDLT 0% | | | 1,176 | | |
| NET LAND VALUE | | | | 117,564 | |
| existing use value (EUV), side garden plot @ £120k/acre | 50,000 | 200,000 | | | |
| value added by consent | | | | 67,564 | |
| uplift factor | | | | 2.35 | |
| viability conclusion - Land value of £117k. Viability tests against uplift of 67k = x 2.3 from EUV, so passes Viability Tests with 10% affordable contribution @ £165.27/sq.m & £100/sq.m CIL. Conclusion - viable with 10% affordable contribution | | | | | |

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|--|----------------------------|--------------------------|-----------------|--|------------------------|
| nominal location - east villages | net site area acres | dwelling capacity | | | |
| Example 30 - 2 x 3-bed linked detached, 15% affordable contribution | 0.25 | 3 | | | model variables |
| Summary - side garden plot. Proposal is for 2 x 3-bed detached on 0.2 net acres. The market appraisal indicates that this mix produces a total of 2300 sq.ft of floorspace. Sales values estimated at £240/sq.ft. New Build all-in costs estimated at £95/sq.ft all in, additional £5/sq.ft for Code 3 | | | | total floorspace sq.ft | 2,300 |
| element | floorspace sq.ft | sales £/sq.ft | turnover | sales value £/sq.ft | 240 |
| TURNOVER | | | | total build cost inc Code 3 £/sq.ft | 100 |
| open market housing | 2,300 | 240 | 552,000 | qualifying units for CIL | 3 |
| sales overhead 2% of OM T/O | | | 11,040 | developer profit 18% of gross turnover | 0.18 |
| net OM T/O | | | 540,960 | 15% affordable contribution/sq.ft £ | 23.05 |
| BUILD COSTS | | | | | |
| all housing units - housebuild & externals, additional Code 3 costs @ £5/sq.ft | 2,300 | 100 | 230,000 | | |
| developer's profit @ 18% of open market turnover | | | 97,373 | | |
| TOTAL BUILD COSTS & PROFIT | | | 327,373 | | |
| finance costs @ 6.5% of build cost | | | 14,950 | | |
| prof fees @ 6.5% of build cost | | | 14,950 | | |
| TOTAL BUILD COSTS, FEES & PROFIT | | | 357,273 | | |
| additional development costs | | £/sq.ft | | | |
| Proposed CIL charge @ £100/sq.m (£9.30/sq.ft) | 21,390 | 9.30 | | | |
| 15% affordable contribution @ £248.02/sq.m (£23.05/sq.ft) | 53,015 | 23.05 | | | |
| TOTAL ADDITIONAL DEVELOPMENT COSTS [TADCs] | 74,405 | | | 74,405 | |
| TOTAL BUILD COSTS & TADCs | | | | 431,678 | |
| INTERIM LAND VALUE, ie, T/O minus TADCs | | | | 109,282 | |
| finance costs derived from ILV, @ 6.5%, to arrive at Nominal Purchase Price | 7,103 | 102,179 | | | |
| actual finance costs (to avoid circular calc), @ 6.5% of Nominal Purchase Price | | 101,180 | 6,577 | | |
| legal fees 0.5% LV | | | 506 | | |
| SDLT 0% | | | 1,012 | | |
| NET LAND VALUE | | | 101,188 | | |
| existing use value (EUUV), side garden plot @ £120k/acre | 50,000 | 200,000 | | | |
| value added by consent | | | | 51,188 | |
| uplift factor | | | | 2.02 | |
| viability conclusion - Land value of £101k. Viability tests against uplift of 51k = x 2 from EUUV, so passes Viability Tests with 15% affordable contribution @ £248.02/sq.m & £100/sq.m CIL. Conclusion - viable with 15% affordable contribution | | | | | |

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