
Whole Plan Viability Assessment
(with CIL scoping)

August 2017

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Tables of Contents

1. Introduction	7
Scope	7
HDH Planning and Development Ltd	8
Metric or imperial	8
Report Structure	9
2. Viability Testing	11
NPPF Viability Testing.....	11
CIL Economic Viability Assessment	12
Differential Rates	15
Planning Practice Guidance (PPG).....	16
Changes to the PPG	19
Summer 2015 Budget	19
Affordable Housing	19
Starter Homes.....	20
Environmental Standards	21
2017 Housing White Paper and CIL Review	21
Viability Guidance.....	22
3. Methodology	25
Viability Testing – Outline Methodology	25
Limitations of viability testing in the context of CIL and the NPPF	26
The meaning of ‘competitive return’	26
Existing Available Evidence	28
Stakeholder Engagement.....	29
Viability Process	29
4. Residential Market	33
Sunderland’s Residential Market.....	33
National Trends and Sunderland’s relationship with the wider area	33
The Local Market.....	38
Newbuild Sales Prices	41
Price Assumptions for Financial Appraisals	47
Ground Rents	51
Affordable Housing.....	51
Social Rent	53
Affordable Rent.....	54
Intermediate Products for Sale	57
Grant Funding.....	58
Older People’s Housing.....	58
5. Non-Residential Market	61
National Overview	61
Sunderland City Council Area Overview	62
Offices	64
Industrial and Distribution.....	64
Retail	65
Hotels	66
Appraisal Assumptions.....	66

6. Land Prices	67
Current and Alternative Use Values	67
Residential Land.....	68
Industrial Land.....	72
Agricultural and Paddocks.....	72
Use of Alternative Use Benchmarks.....	73
7. Development Costs	79
Development Costs	79
Construction costs: baseline costs	79
Construction costs: affordable dwellings	80
Other normal development costs.....	81
Abnormal development costs and brownfield sites.....	81
Fees.....	84
Contingencies	84
S106 Contributions and the costs of infrastructure	84
Financial and Other Appraisal Assumptions	86
VAT.....	86
Interest rate.....	86
Developers' profit.....	87
Voids.....	90
Phasing and timetable	90
Site Acquisition and Disposal Costs.....	91
Site holding costs and receipts	91
Acquisition costs	91
Disposal costs.....	91
8. Local Plan Requirements.....	93
Spatial Strategy	93
Health and Wellbeing	93
Homes.....	93
H3: Housing Mix	94
H4: Affordable Housing.....	97
Economic Prosperity	97
Environment	97
E7: Biodiversity and Geodiversity.....	98
E9: Greenspace.....	98
Climate Change.....	98
Carbon Management.....	98
Water and Flooding	98
CM8: Sustainable Design and Construction	99
Transport and Accessibility	99
Minerals and Waste.....	99
Infrastructure	99
ID1: Delivering Infrastructure & ID2: Planning Obligations	99
9. Modelled Sites.....	101
Residential Development	101
Older People's Housing.....	112
Non-Residential Sites.....	112
Hotels and Leisure	112
Community and Institutional	113
Retail	113

10. Residential Appraisals.....	115
Base Appraisals – full draft policy requirements	116
Alternative Viability Test	126
Impact of Affordable Housing	131
Affordable Housing Tenure.....	137
Impact of Developer Contributions	143
Local Infrastructure Tariff (LIT).....	155
Impact of Price and Cost Change	161
Review.....	167
Older People’s Housing.....	167
Conclusions.....	169
11. Non-Residential Appraisals	171
Conclusions.....	173
12. Local Plan Viability	175
Cumulative Impact of Policies	175
Residential Development	175
Impact of Affordable Housing.	177
Impact of Developer Contributions	177
Community Infrastructure Levy (CIL).....	178
Local Infrastructure Tariff (LIT)	180
Impact of Price and Cost Change.....	180
Older People’s Housing	181
Non-Residential Appraisal Results.....	181
Conclusions.....	182
Appendix 1 – Consultees	185
Appendix 2 – November 2016 Consultation Presentation	187
The pages in this appendix are not numbered.	187
Appendix 3 – Record of November 2016 Consultation	189
Appendix 4 – New Build Sales, Land Registry PPD and EPC.....	193
June 2015 to July 2016	193
April 2016 to July 2017	199
Appendix 5 – New Build Asking Prices	213
August 2016	213
July 2017	214
Appendix 6 – Non-residential availability	216
Appendix 7 – Non-residential CoStar Data	221
The pages in this appendix are not numbered.	221
Appendix 8 – Development Appraisals Residential	223
The pages in this appendix are not numbered.	223
Appendix 9 – Development Appraisals, Older People’s Housing	225
Appendix 10 – Development Appraisals, Non-Residential Development.....	229

1. Introduction

Scope

- 1.1 Sunderland City Council (SCC) is in the process of preparing a new Core Strategy and Development Plan (the Plan), covering the period 2015 to 2033. The new Plan will set out planning policies for the SCC area. A viability evidence base which assesses and tests the policies contained within the draft Local Plan is required to support the development of the Plan.
- 1.2 Alongside preparation of the Plan, the Council is further considering the adoption of a Community Infrastructure Levy (CIL) to help in the delivery of known infrastructure needs within the Council's area. In due course, work is required to demonstrate the viability of potential CIL rates that could be charged.
- 1.3 This Viability Assessment has been commissioned to build on the Council's existing viability work, to assess the deliverability of the development sites. In due course, this evidence may inform the process to develop CIL as a mechanism to fund, at least in part, the infrastructure required to support the development set out in the Plan, although this study does not recommend rates of CIL.
- 1.4 HDH Planning and Development Ltd (HDH) has been appointed to advise the Council in connection with several matters:
 - a. Firstly, to advise with regard to affordable housing, in terms of quantum and mix that can be delivered, in the context of the emerging Plan.
 - b. Secondly, to consider the balance of contributions sought from developers, including affordable housing, other policy requirements and the costs of infrastructure and mitigation.
 - c. Thirdly, to assess the effect that CIL may have on development viability. This third element of work will be carried out later in the plan-process, but will be an extension of the work in this study.
- 1.5 This document sets out the methodology used, the key assumptions adopted, and the scope to introduce CIL or similar infrastructure tariffs in the context of the emerging policies and in relation to the potential development sites identified in the SHLAA. This will allow the Council to engage with stakeholders, to ensure that the new Plan is effective. An informal consultation event was held on the 21st November 2016, following which an early iteration was circulated and comments invited. The comments received are presented and addressed through this report.
- 1.6 This Viability Assessment contains fresh work, but it also builds on the Council's existing evidence that has been used to develop the Plan. This present document takes the general advice forward and builds on those conclusions.

- 1.7 Whilst this study stops short of recommending rates of CIL, it is not practical to consider the delivery of the Plan without considering the CIL Regulations, and Guidance. CIL is set having regard to a range of factors, one of which is viability. This report only considers viability. Outside this report the Council will consider the need for infrastructure and other sources of funding.
- 1.2 It is important to note, at the start of a study of this type, that not all sites will be viable, even without any policy requirements imposed or CIL sought by the Council. It is inevitable that the Council's requirements will render some sites unviable. The question for this report is not whether some development site or other would be rendered unviable, it is whether the delivery of the Plan is threatened.

HDH Planning and Development Ltd

- 1.3 HDH is a firm of Chartered Surveyors and a specialist planning consultancy providing evidence to support planning authorities. The firm's main areas of expertise are:
- a. District wide and site-specific viability analysis
 - b. Community Infrastructure Levy testing
 - c. Local and Strategic Housing Market Assessments and Housing Needs Assessments
 - d. Viability and Planning Assessments and Inquiries.
- 1.4 The findings contained in this report are based upon information from various sources including that provided by the Council and by others, upon the assumption that all relevant information has been provided. This information has not been independently verified by HDH. The conclusions and recommendations contained in this report are concerned with policy requirements, guidance and regulations which may be subject to change. They reflect a Chartered Surveyor's perspective and do not reflect or constitute legal advice.
- 1.5 No part of this report constitutes a valuation and the report should not be relied on in that regard.

Metric or imperial

- 1.6 The property industry uses both imperial and metric data – often working out costings in metric (£/m²) and values in imperial (£/acre and £/sqft). This is confusing so metric measurements are used throughout this report. The following conversion rates may assist readers.

1m	=	3.28ft (3' and 3.37")	1ft	=	0.30m
1m ²	=	10.76 sqft	1sqft	=	0.092903 m ²
1ha	=	2.471acres	1acre	=	0.405ha

- 1.7 A useful broad rule of thumb to convert m² to sqft is simply to add a final zero.

Report Structure

1.8 This report follows the following format:

- Chapter 2** The reasons for, and approach to, viability testing, including a short review of the requirements of the NPPF, PPG and the CIL Regulations.
- Chapter 3** The methodology used.
- Chapter 4** An assessment of the housing market, including market and affordable housing with the purpose of establishing the worth of different types of housing (size and tenure) in different areas.
- Chapter 5** An assessment of the non-residential markets with the purpose of establishing the worth of different types of commercial uses.
- Chapter 6** An assessment of the costs of land to be used when assessing viability.
- Chapter 7** The cost and general development assumptions to be used in the development appraisals.
- Chapter 8** A summary of the various policy requirements and constraints that influence the type of development that come forward.
- Chapter 9** A summary of the range of modelled sites used for the financial development appraisals.
- Chapter 10** The results of the appraisals and consideration of residential development.
- Chapter 11** The appraisals and consideration of non-residential development.
- Chapter 12** The consideration and conclusions in relation to the deliverability of development.

2. Viability Testing

- 2.1 Viability testing is an important part of the Development Plan making process. The requirement to assess viability forms part of the National Planning Policy Framework (NPPF), is part of the Strategic Housing Land Availability Assessment (SHLAA) process, and is a requirement of the CIL Regulations.
- 2.2 In March 2014, the Government published Planning Practice Guidance (PPG), in the form of a website¹. The PPG is a live ‘document’ that is subject to regular updating and change, it cancels a number of pre-existing guidance documents and contains sections on plan-making, viability and CIL. The PPG does not alter the NPPF.

NPPF Viability Testing

- 2.3 The NPPF² introduced a requirement to assess the viability of the delivery of the Local Plan and the impact on development of policies contained within it. The NPPF includes the following requirements (with emphasis added):

173. Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.

174. Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.

- 2.4 The duty to test in the NPPF is a ‘broad brush’ one, saying ‘plans should be deliverable’. It is not a requirement that every site should be able to bear all of the local authority’s requirements – indeed there will be some sites that are unviable even with no requirements imposed on them. The typical site should be able to bear whatever target or requirement is set, and the Council should be able to show, with a reasonable degree of confidence, that the Development Plan is deliverable.

¹ <http://planningguidance.planningportal.gov.uk/>

² The NPPF was published in March 2012 and the policies within it apply from then.

2.5 The enabling and delivery of development is a priority of the NPPF. In this regard, it says:

47. To boost significantly the supply of housing, local planning authorities should:

- *use their evidence base to ensure that their Local Plan meets the full, objectively assessed needs for market and affordable housing in the housing market area, as far as is consistent with the policies set out in this Framework, including identifying key sites which are critical to the delivery of the housing strategy over the plan period;*
- *identify and update annually a supply of specific deliverable¹¹ sites sufficient to provide five years' worth of housing against their housing requirements with an additional buffer of 5% (moved forward from later in the plan period) to ensure choice and competition in the market for land. Where there has been a record of persistent under delivery of housing, local planning authorities should increase the buffer to 20% (moved forward from later in the plan period) to provide a realistic prospect of achieving the planned supply and to ensure choice and competition in the market for land;*
- *identify a supply of specific, developable¹² sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15;*
- *for market and affordable housing, illustrate the expected rate of housing delivery through a housing trajectory for the plan period and set out a housing implementation strategy for the full range of housing describing how they will maintain delivery of a five-year supply of housing land to meet their housing target; and*
- *set out their own approach to housing density to reflect local circumstances.*

2.6 Footnotes 11 and 12 of the NPPF are important in providing detail saying:

¹¹ To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence that schemes will not be implemented within five years, for example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.

¹² To be considered developable, sites should be in a suitable location for housing development and there should be a reasonable prospect that the site is available and could be viably developed at the point envisaged.

2.7 Some sites within the area will not be viable. In these cases, developers have scope to make specific submissions at the planning application stage; similarly, some sites will be able to bear considerably more than the policy requirements.

2.8 This study will consider the development viability of the site types that are most likely to come forward over the plan-period building on the Council's existing viability evidence base. This study will specifically examine the development viability of the sites identified in the SHLAA. It will also consider the smaller sites expected to come forward over the plan-period that are not included within the SHLAA but which would still be subject to CIL.

CIL Economic Viability Assessment

2.9 Whilst this study is not specifically to set CIL, it is necessary to consider have regard to the CIL Regulations and CIL Guidance (as included within the PPG) as these impact on the whole planning process. In November 2015, the Government launched the CIL Review. This was a

complete review of the Levy, the results of which were published³ with the Housing White Paper in February 2017. A range of recommendations were made, which are to be subject to further consultation. Any subsequent changes are expected at the time of the Autumn 2017 Budget. It will be necessary for the Council to keep this under review.

- 2.10 The CIL Regulations came into effect in April 2010 and have been subject to several subsequent amendments⁴. CIL Regulation 14 (as amended) sets out the core principle for setting CIL. :

Setting rates

- (1) *In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—*
- (a) *the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*
 - (b) *the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*
- (2) *In setting rates ...*

- 2.11 Viability testing in the context of CIL will assess the 'effects' on development viability of the imposition of CIL. Ultimately the test that will be applied to CIL is as set out the examination section of the PPG:

documents containing appropriate available evidence ... evidence has been provided that shows the proposed rate or rates would not threaten delivery of the relevant Plan as a whole (for England, see National Planning Policy Framework paragraph 173)

Reference ID: 25-038-20140612

- 2.12 The financial impact of introducing CIL is an important factor, but the provision of infrastructure (or lack of it) will also have an impact on the ability of the Council to meet its objectives through development and deliver its Development Plan. The Plan may not be deliverable in the absence of CIL.

- 2.13 The test applied when setting CIL is:

³ See *A Report by the CIL Review Team – A New Approach to Developer Contributions* (October 2016) and *The value, impact and delivery of the Community Infrastructure Levy*, DCLG (February 2017).

⁴ **SI 2010 No. 948.** The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010.* **SI 2011 No. 987.** The Community Infrastructure Levy (Amendment) Regulations 2011 *Made 28th March 2011, Coming into force 6th April 2011.* **SI 2011 No. 2918.** The Local Authorities (Contracting Out of Community Infrastructure Levy Functions) Order 2011. *Made 6th December 2011, Coming into force 7th December 2011.* **SI 2012 No. 2975.** The Community Infrastructure Levy (Amendment) Regulations 2012. *Made 28th November 2012, Coming into force 29th November 2012.* **SI 2013 No. 982.** The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th April 2013, Coming into force 25th April 2013.* **SI 2014 No. 385.** The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th February 2014, Coming into force 24th February 2014.* **SI 2015 No. 836.** COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2015. *Made 20th March 2015.*

The levy is expected to have a positive economic effect on development across a local plan area. When deciding the levy rates, an appropriate balance must be struck between additional investment to support development and the potential effect on the viability of developments.

This balance is at the centre of the charge-setting process. In meeting the regulatory requirements (see Regulation 14(1)), charging authorities should be able to show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant plan and support development across their area.

As set out in the National Planning Policy Framework in England (paragraphs 173 – 177), the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. The same principle applies in Wales.

PPG ID: 25-009-20140612

2.14 The test is whether the sites and the scale of development identified in the Plan are subject to such a scale of obligations and policy burdens (when considered together) that their ability to be developed viably is threatened by CIL. This is somewhat more cautious than the approach set out in earlier guidance. In the March 2010 CIL Guidance, the test was whether the Plan was put at ‘serious risk’, and in the December 2012 / April 2013 CIL Guidance, the test was whether CIL ‘threatened the development plan as a whole’ – although it is important to note that the CIL Regulation 14 is clear that the purpose of the viability testing is to establish ‘*the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area*’ rather than specific sites.

2.15 On preparing the evidence base on economic viability, the Guidance says:

A charging authority must use ‘appropriate available evidence’ (as defined in the Planning Act 2008 section 211(7A)) to inform their draft charging schedule. The Government recognises that the available data is unlikely to be fully comprehensive. Charging authorities need to demonstrate that their proposed levy rate or rates are informed by ‘appropriate available’ evidence and consistent with that evidence across their area as a whole.

In addition, a charging authority should directly sample an appropriate range of types of sites across its area, in order to supplement existing data. This will require support from local developers. The exercise should focus on strategic sites on which the relevant Plan (the Local Plan in England, Local Development Plan in Wales, and the London Plan in London)] relies, and those sites where the impact of the levy on economic viability is likely to be most significant (such as brownfield sites).

The sampling should reflect a selection of the different types of sites included in the relevant Plan, and should be consistent with viability assessment undertaken as part of plan-making.

PPG ID: 25-019-20140612

2.16 This study has drawn on the existing available evidence. In due course, this study will form one part of the evidence that the Council may use to set CIL. The Council will also consider other ‘existing available evidence’, the comments of stakeholders and wider priorities .

2.17 From April 2015, councils have been restricted in relation to pooling S106 contributions from more than five developments⁵ (where the obligation in the s106 agreement / undertaking is a

⁵ CIL Regulations 123(3)

reason for granting consent). This restriction will encourage councils to adopt CIL – particularly where there are large items of infrastructure to be delivered that relate to multiple sites.

2.18 A council is still able to raise additional s106 funds for infrastructure, provided this infrastructure can be directly linked to the site-specific needs associated with the scheme in question, and that it is not for infrastructure specifically identified to be funded by CIL, through the Regulation 123 List⁶. Payments requested under the s106 regime must be (as set out in CIL Regulation 122):

- a. necessary to make the development acceptable in planning terms;
- b. directly related to the development; and
- c. fairly and reasonably related in scale and kind to the development.

2.19 It is important to note that the counting of the ‘five or more sites’ relates to the ‘*provision of that project, or type of infrastructure*’ and is from the date of the CIL Regulations, being April 2010. The Council will need to consider whether the threshold has already been exceeded for some items of infrastructure.

Differential Rates

2.20 CIL Regulation 13 (as amended) provides scope for CIL to be set at different levels by different area (zones) and type and size of developments.

Differential rates

- (1) *A charging authority may set differential rates—*
 - (a) *for different zones in which development would be situated;*
 - (b) *by reference to different intended uses of development,*
 - (c) *by reference to the intended gross internal area of development;*
 - (d) *by reference to the intended number of dwellings or units to be constructed or provided under a planning permission.*
- (2) *In setting differential rates, a charging authority may set supplementary charges, nil rates, increased rates or reductions.*

2.21 The PPG expands on this saying:

Charging authorities that decide to set differential rates may need to undertake more fine-grained sampling, on a higher proportion of total sites, to help them to estimate the boundaries for their differential rates. Fine-grained sampling is also likely to be necessary where they wish to differentiate between categories or scales of intended use....

... A charging authority’s proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is

⁶ This is the list of the items on which the Council will spend CIL.

room for some pragmatism. It would be appropriate to ensure that a 'buffer' or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.

PPG ID: 25-019-20140612

The regulations allow charging authorities to apply differential rates in a flexible way, to help ensure the viability of development is not put at risk. Differences in rates need to be justified by reference to the economic viability of development. Differential rates should not be used as a means to deliver policy objectives.

Differential rates may be appropriate in relation to

- geographical zones within the charging authority's boundary
- types of development; and/or
- scales of development.

A charging authority that plans to set differential rates should seek to avoid undue complexity. Charging schedules with differential rates should not have a disproportionate impact on particular sectors or specialist forms of development. Charging authorities should consider the views of developers at an early stage.

If the evidence shows that the area includes a zone, which could be a strategic site, which has low, very low or zero viability, the charging authority should consider setting a low or zero levy rate in that area. The same principle should apply where the evidence shows similarly low viability for particular types and/or scales of development.

In all cases, differential rates must not be set in such a way that they constitute a notifiable state aid under European Commission regulations (see 'State aid' section for further information). One element of state aid is the conferring of a selective advantage to any 'undertaking'. A charging authority which chooses to differentiate between classes of development, or by reference to different areas, should do so only where there is consistent economic viability evidence to justify this approach. It is the responsibility of each charging authority to ensure that their charging schedules are state aid compliant.

PPG ID: 25-021-20140612

- 2.22 Differential rates must only be set with regard to viability. It would be contrary to the guidance, for example, to set a high rate to deter a type of development, or to set a low rate to encourage it – a consistent approach must be taken across all development types.
- 2.23 CIL, once introduced, is mandatory on all developments (with a very few exceptions), that fall within the categories and areas where the levy applies, unlike other policy requirements to provide affordable housing or to build to a particular environmental standard over which there can be negotiations. This means that CIL must not prejudice the viability of most sites.

Planning Practice Guidance (PPG)

- 2.24 Viability is a recurring theme through the PPG, and it includes specific sections on viability in both the plan making and the development management processes. As set out above, the NPPF says that plans should be deliverable and that the scale of development identified in the Plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. The PPG says:

Understanding Local Plan viability is critical to the overall assessment of deliverability. Local Plans should present visions for an area in the context of an understanding of local economic conditions and market realities. This should not undermine ambition for high quality design and wider social and environmental benefit but such ambition should be tested against the realistic likelihood of delivery.

... viability can be important where planning obligations or other costs are being introduced. In these cases decisions must be underpinned by an understanding of viability, ensuring realistic decisions are made to support development and promote economic growth. Where the viability of a development is in question, local planning authorities should look to be flexible in applying policy requirements wherever possible.

PPG ID: 10-001-20140306

2.25 These requirements are not new and are simply stating best practice and are wholly consistent with the approach taken through the preparation of the Plan. An example is the inclusion of viability testing in relation to the Council's affordable housing policy.

2.26 In the section on considering land availability, the PPG says:

A site is considered achievable for development where there is a reasonable prospect that the particular type of development will be developed on the site at a particular point in time. This is essentially a judgement about the economic viability of a site, and the capacity of the developer to complete and sell the development over a certain period.

PPG ID: 3-021-20140306

2.27 The PPG does not prescribe a single approach for assessing viability. The NPPF and the PPG both set out the policy principles relating to viability assessments.

There is no standard answer to questions of viability, nor is there a single approach for assessing viability. The National Planning Policy Framework, informed by this Guidance, sets out the policy principles relating to viability assessment. A range of sector led guidance on viability methodologies in plan making and decision taking is widely available.

PPG 10-002-20140306.

2.28 As set out later in this chapter, this study is carried out under the Harman Guidance and is broadly in accordance with the RICS Guidance, it also draws on the Planning Advisory Service (PAS) resources and was informed by appeal decisions and CIL Examiner's reports.

2.29 The PPG does not require every site to be tested:

Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable; site typologies may be used to determine viability at policy level. Assessment of samples of sites may be helpful to support evidence and more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.

PPG ID: 10-006-20140306

2.30 This supports the approach where the analysis is based on a set of typologies that represent the development expected to come forward over the plan-period.

2.31 Viability Thresholds are a controversial matter and it is clear that different landowners will take different approaches depending on their personal and corporate priorities. The assessment is based on an informed assumption being made about the 'uplift' being the margin above the Existing Use Value which would be sufficient to incentivise the landowner to sell. Both the RICS Guidance and the PPG make it clear that, when considering land value, this must be done in the context of current and emerging policies:

Site Value definition *Site Value either as an input into a scheme specific appraisal or as a benchmark is defined in the guidance note as follows: ‘Site Value should equate to the market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan.’*

Box 7, Page 12, RICS Guidance

In all cases, estimated land or site value should: ...reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge;...

PPG ID 10-014-20140306

2.32 In this context, it is important to note that the Council has had affordable housing policies in place for over 15 years so it is unlikely that any developer would be unaware of them. Likewise, CIL was enacted in 2008. This supports the approach taken where the process is informed by past land transactions as well as considering an appropriate uplift.

2.33 The PPG stresses the importance of working from evidence and in collaboration with the development industry:

Evidence based judgement: *assessing viability requires judgements which are informed by the relevant available facts. It requires a realistic understanding of the costs and the value of development in the local area and an understanding of the operation of the market.*

Understanding past performance, such as in relation to build rates and the scale of historic planning obligations can be a useful start. Direct engagement with the development sector may be helpful in accessing evidence.

Collaboration: *a collaborative approach involving the local planning authority, business community, developers, landowners and other interested parties will improve understanding of deliverability and viability. Transparency of evidence is encouraged wherever possible. Where communities are preparing a neighbourhood plan (or Neighbourhood Development Order), local planning authorities are encouraged to share evidence to ensure that local viability assumptions are clearly understood.*

2.34 The meaning of competitive returns is discussed in the Chapter 6 below. The RICS Guidance (see below) includes the following definition:

Competitive returns - *A term used in paragraph 173 of the NPPF and applied to ‘a willing land owner and willing developer to enable development to be deliverable’. A ‘Competitive Return’ in the context of land and/or premises equates to the Site Value as defined by this guidance, i.e. the Market Value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan. A ‘Competitive Return’ in the context of a developer bringing forward development should be in accordance with a ‘market risk adjusted return’ to the developer, as defined in this guidance, in viably delivering a project.*

RICS Guidance, Financial viability in Planning, Page 43

2.35 The methodology and assumptions were put to the development industry at a consultation event on 21st November 2016. There was a consensus that the overall method and approach was appropriate (though there was disagreement on some of the inputs). The analysis in this report reflects the comments of stakeholders.

2.36 The PPG adds to this saying:

The National Planning Policy Framework states that viability should consider “competitive returns to a willing landowner and willing developer to enable the development to be deliverable.” This return will vary significantly between projects to reflect the size and risk profile of the development and the risks

to the project. A rigid approach to assumed profit levels should be avoided and comparable schemes or data sources reflected wherever possible.

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

PPG ID: 10-015-20140306.

Changes to the PPG

- 2.37 In November 2014 the Government introduced a national threshold for affordable housing and developer contributions with contributions not being sought from developments of 10-units or less, and which have a maximum combined gross floor space of 1,000 square metres. In Designated Rural Areas under section 157 of the Housing Act 1985, (which includes National Parks and Areas of Outstanding Natural Beauty), authorities may choose to implement a lower threshold of 5-units or fewer, beneath which affordable housing and tariff style contributions should not be sought. There are no designated areas within the SCC area.
- 2.38 In August 2015, the changes were reversed (as a result of a legal challenge) and the PPG was amended and a new paragraph (paragraph 30) was added as follows⁷:

Please note that paragraphs 012-023 of the guidance on planning obligations will be removed following the judgment in R (on the application of West Berkshire District Council and Reading Borough Council) v Secretary of State for Communities and Local Government [2015] EWHC 2222 (Admin).

- 2.39 The Government appealed⁸ and the national thresholds were reintroduced in May 2016. These will apply to future development in SBC and have been incorporated into the base appraisals.

Summer 2015 Budget

- 2.40 In July 2015, the Chancellor of the Exchequer gave his post-election Summer Budget to Parliament. With the budget a number of changes were announced that relate to planning.

Affordable Housing

- 2.41 Prior to the Budget, Affordable Rents were set at up to 80% of open market rent and generally went up, annually, by inflation (CPI) plus 1%, and Social Rents were set through a formula, again with an annual CPI plus 1% increase. Under arrangements announced in 2013, these provisions were to prevail until 2023, and have formed the basis of many housing associations' and other providers' business plans. The result was that housing associations knew their rents would go up and those people and organisations who invest in such properties (directly or

⁷ <http://planningguidance.planningportal.gov.uk/revisions/23b/030/>

⁸ Secretary of State for Communities and Local Government v (1) West Berkshire District Council & (2) Reading Borough Council. Court of Appeal 11th May 2016 [2016] EWCA Civ 441. Case No: C1/2015/2559.

indirectly) knew that the rents were going up year on year. This made them attractive as each year the rent would always be a little larger relative to inflation.

- 2.42 In the Budget, it was announced that Social Rents and Affordable Rents would be reduced by 1% per year for 4 years. This change reduces the value of affordable housing. The values of affordable housing have been reviewed in Chapter 4 below.

Starter Homes

- 2.43 The Budget included the following statement⁹:

Starter Homes – 58,000 people have already signed up to show their interest in owning one of these new homes – exclusively for first time buyers under 40, at a 20% discount. 200,000 of these new homes will be built over the next 5 years. And to deliver this, the government is today announcing that every reasonable sized housing site must include starter homes – and a new duty will be placed on councils to make sure they include starter homes in their future housing plans for their area

- 2.44 The Planning and Housing Act (2016) sets out:

(1) In this Chapter “starter home” means a building or part of a building that—

- (a) is a new dwelling,*
- (b) is available for purchase by qualifying first-time buyers only,*
- (c) is to be sold at a discount of at least 20% of the market value,*
- (d) is to be sold for less than the price cap, and*
- (e) is subject to any restrictions on sale or letting specified in regulations made by the Secretary of State.*

(2) “New dwelling” means a building or part of a building that—

- (a) has been constructed for use as a single dwelling and has not previously been occupied, or*
- (b) has been adapted for use as a single dwelling and has not been occupied since its adaptation.*

(3) “Qualifying first-time buyer” means an individual who—

- (a) is a first-time buyer,*
- (b) is at least 23 years old but has not yet reached the age of 40, and*
- (c) meets any other criteria specified in regulations made by the Secretary of State (for example, relating to nationality).*

- 2.45 The initial ‘cap’ is to be £250,000 outside London. The PPG has not been updated in this regard since the Budget, and at the time of this update the Starter Homes sections of the PPG¹⁰ only relate to ‘exception’ sites.

⁹ <https://www.gov.uk/government/news/pm-and-chancellor-announce-one-nation-plans-to-spread-homeownership-across-the-country>

¹⁰ From PPG Paragraph: 001 Reference ID: 55-001-20150318

- 2.46 Uncertainty remains around whether Starter Homes will be in addition to, or instead of, some or all affordable housing. A Starter Home must remain available at, at least 20% below market value for the first five years, meaning any first-time buyer who looks to resell within the first five years will have to offer this discount to the next buyer. Starter Homes are not subject to CIL.
- 2.47 In March 2016, the Government launched *Starter Homes Regulations: Technical Consultation*. This sets out the Government's preferred options as to what the requirements will be, these were further developed in the Housing White Paper (February 2017) where several significant alterations were put forward. The first being to reduce the amount sought from 20% to 10% of the units on the site, and the second to increase the period of the discount from 5 to 15 years. In addition, it says the Government will not introduce a statutory requirement for Starter Homes, and instead local authorities should deliver Starter Homes as part of a mixed package of affordable housing of all tenures that can respond to local needs and local markets, and which could allow tenants to become homeowners over a period of time, including Starter Homes, shared ownership homes and discounted market sales products.
- 2.48 A scenario has been tested whereby 10% of the housing is delivered as Starter Homes. It is assumed that the Starter Homes will be instead of the equivalent amount of affordable housing.

Environmental Standards

- 2.49 The Government also confirmed within the *Fixing the foundations productivity report*¹¹ its intention not to proceed with the zero carbon buildings policy, which was initially announced in 2007.

... repeat its successful target from the previous Parliament to reduce net regulation on housebuilders. The government does not intend to proceed with the zero carbon Allowable Solutions carbon offsetting scheme, or the proposed 2016 increase in on-site energy efficiency standards, but will keep energy efficiency standards under review, recognising that existing measures to increase energy efficiency of new buildings should be allowed time to become established

- 2.50 As a result, there will be no uplift to Part L of the Building Regulations during 2016 and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings will be dropped, including the Allowable Solutions programme. This is considered in Chapter 7 below.

2017 Housing White Paper and CIL Review

- 2.51 The Government published the Housing White Paper¹² (February 2017), which sets out, for consultation, the Government's plans to deal with some aspects of the housing market and

¹¹ <https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation>

¹² <https://www.gov.uk/government/collections/housing-white-paper>

planning system. At the same time as the publication of the Housing White Paper, a *New Approach to Developer Contributions, A Report by the CIL Review Team* (submitted October 2016)¹³ was released suggesting some changes to the existing CIL Process. It is highly likely that these two documents will lead to changes in the planning system, however what those changes may be is not yet certain. In an effort to ‘future proof’ this study, testing around the provision of Starter Homes has been carried out.

- 2.52 One of the recommendation of the CIL Review¹⁴ was a new Local Infrastructure Tariff (LIT) that would apply to all development and be set at between 1.75% and 2.5% of the Gross Development Value (GDV). Whilst the details are not known, such a potential tariff has been tested.

Viability Guidance

- 2.53 There is no mandatory technical guidance on how to test the viability. Paragraph 173 of the NPPF says: ‘..... *To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.....*’ This seems quite straightforward – although ‘competitive returns’ is not defined.

- 2.54 There are several sources of guidance and appeal decisions¹⁵ that support the methodology followed. The primary guidance is *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012¹⁶ (known as the **Harman Guidance**). This contains the following definition:

An individual development can be said to be viable if, after taking account of all costs, including central and local government policy and regulatory costs and the cost and availability of development finance, the scheme provides a competitive return to the developer to ensure that development takes place and generates a land value sufficient to persuade the land owner to sell the land for the development proposed. If these conditions are not met, a scheme will not be delivered.

- 2.55 The planning appeal decisions, and the HCA good practice publication suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of

¹³ <https://www.gov.uk/government/publications/community-infrastructure-levy-review-report-to-government>

¹⁴ From section 5.1.1

¹⁵ Barnet: APP/Q5300/ A/07/2043798/NWF, Bristol: APP/P0119/ A/08/2069226, Beckenham: APP/G5180/ A/08/2084559, Bishops Cleeve: APP/G1630/A/11/2146206 Burgess Farm: APP/U4230/A/11/2157433, CLAY FARM: APP/Q0505/A/09/2103599/NWF, Woodstock: APP/D3125/ A/09/2104658, Shinfield APP/X0360/ A/12/2179141, Oxenholme Road, APP/M0933/A/13/2193338, Former Territorial Army Centre, Parkhurst Road, Islington APP/V5570/W/16/3151698, Vannes: Court of Appeal 22 April 2010, [2010] EWHC 1092 (Admin) 2010 WL 1608437.

¹⁶ Viability Testing in Local Plans has been endorsed by the Local Government Association and forms the basis of advice given by the, CLG funded, Planning Advisory Service (PAS).

schemes compared with the Existing Use Value (EUV), plus a premium. The premium over and above the EUV being set at a level to provide the landowner with a competitive return and the inducement to sell. The Harman Guidance and *Financial viability in planning, RICS guidance note, 1st edition (GN 94/2012)* which was published during August 2012 (known as the **RICS Guidance**) set out the principles of viability testing. Additionally, the Planning Advisory Service (PAS)¹⁷ provides viability guidance and manuals for local authorities.



- 2.56 There is considerable common ground between the RICS and the Harman Guidance but they are not consistent. The RICS Guidance recommends against the 'current/alternative use value plus a margin' – which is the methodology recommended in the Harman Guidance.

One approach has been to exclusively adopt current use value (CUV) plus a margin or a variant of this, i.e. existing use value (EUV) plus a premium. The problem with this singular approach is that it does not reflect the workings of the market as land is not released at CUV or CUV plus a margin (EUV plus).....

Financial viability in planning, RICS guidance note, 1st edition (GN 94/2012)

- 2.57 The Harman Guidance advocates an approach based on Threshold Land Value. Viability Testing in Local Plans says:

*Consideration of an appropriate **Threshold Land Value** needs to take account of the fact that future plan policy requirements will have an impact on land values and landowner expectations. Therefore, using a market value approach as the starting point carries the risk of building-in assumptions of current policy costs rather than helping to inform the potential for future policy. Reference to market values can still provide a useful 'sense check' on the threshold values that are being used in the model (making use of cost-effective sources of local information), but it is not recommended that these are used as the basis for the input to a model.*

¹⁷ PAS is funded directly by DCLG to provide consultancy and peer support, learning events and online resources to help local authorities understand and respond to planning reform. (Note: Much of the most recent advice has been co-authored by HDH).

We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values (noting the exceptions below).

Viability Testing in Local Plans – Advice for planning practitioners. (June 2012)

2.58 The RICS dismisses a Threshold Land Value approach as follows:

Threshold land value. A term developed by the Homes and Communities Agency (HCA) being essentially a land value at or above that which it is assumed a landowner would be prepared to sell. It is not a recognised valuation definition or approach.

2.59 On face value these statements are contradictory. To avoid later disputes and delays, the approach taken in this study brings these two sources of guidance together. The methodology adopted is to compare the Residual Value generated by the viability appraisals, with the Existing Use Value (EUV) or an Alternative Use Value (AUV) plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV is central to the assessment of viability. It must be set at a level to provide ‘competitive returns’¹⁸ to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is also made to the market value of the land both with and without the benefit of planning.

2.60 This approach is in line with that recommended in the Harman Guidance (as endorsed by LGA, PAS) – and also broadly in line with the main thrust of the RICS Guidance of having reference to market value. It is relevant to note that the Harman methodology was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012¹⁹. In his report, the Inspector dismissed the theory that using historical market value (i.e. as proposed by the RICS) to assess the value of land was a more appropriate methodology than using EUV plus a margin.

¹⁸ As required by 173 of the NPPF

¹⁹ Paragraphs 7 to 9 of REPORT ON THE EXAMINATION OF THE DRAFT MAYORAL COMMUNITY INFRASTRUCTURE LEVY CHARGING SCHEDULE by Keith Holland BA (Hons) DipTP MRTPI ARICS an Examiner appointed by the Mayor Date: 27th January 2012

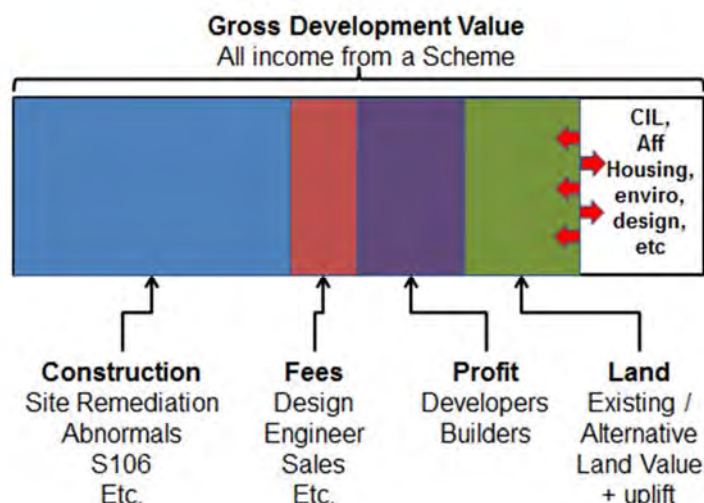
3. Methodology

Viability Testing – Outline Methodology

- 3.1 There is no statutory technical guidance on how to go about viability testing. This study is based on the Harman Guidance. The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

$$\begin{array}{c}
 \textbf{Gross Development Value} \\
 \text{(The combined value of the complete development)} \\
 \\
 \text{LESS} \\
 \\
 \textbf{Cost of creating the asset, including a profit margin} \\
 \text{(Construction + fees + finance charges)} \\
 \\
 = \\
 \\
 \textbf{RESIDUAL VALUE}
 \end{array}$$

- 3.2 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit a developer could offer for a site and make a satisfactory profit margin.
- 3.3 In the following graphic, the bar illustrates all the income from a scheme. This is set by the market (rather than by the developer or local authority) so is fixed. The developer has relatively little control over the costs of development (construction and fees) and whilst there is scope to build to different standards and with different levels of efficiency the costs are largely out of the developer's direct control – they are what they are depending on the development.



- 3.4 It is well recognised in viability testing that the developer should be rewarded for taking the risks of development. The NPPF terms this the 'competitive return'. The essential balance in viability testing is around the land value and whether land will come forward for development.

The more policy requirements and developer contributions the planning authority asks for the less the developer can afford to pay for the land. The purpose of this study is to quantify the costs of the Council's various policies on development and then make a judgement as to whether land prices are squeezed to such an extent that, in the NPPF context, the Development Plan is put at 'serious risk' or in the context of the CIL Guidance, whether development is 'threatened' to such an extent that the Plan is not delivered.

- 3.5 The 'likely land value' is a difficult topic since a landowner is unlikely to be entirely frank about the price that would be acceptable, always seeking a higher one. This is one of the areas where an informed assumption has to be made about the 'uplift': the margin above the 'existing use value' which would make the landowner sell. Both the RICS Guidance and the PPG make it clear that when considering land value, this must be done in the context of current and emerging policies:
- 3.6 It is important to note that this study is not trying to exactly mirror any particular developer's business model – rather it is making a broad assessment of viability in the context of plan-making and the requirements of the NPPF and CIL Regulations.
- 3.7 At the consultation event, it was unanimously agreed that it was appropriate to follow the Harman Guidance.

Limitations of viability testing in the context of CIL and the NPPF

- 3.8 The high level and broad brush viability testing that is appropriate to be used to assess the effect of CIL (or other planning obligations) does have limitations. The assessment of viability is a largely quantitative process based on financial appraisals – there are however types of development where viability is not at the forefront of the developer's mind and they will proceed even if a 'loss' is shown in a conventional appraisal. By way of example, an individual may want to fulfil a dream of building a house and may spend more than the finished home is actually worth, a community may extend a village hall even though the value of the facility in financial terms is not significantly enhanced or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.
- 3.9 This sets the Council a challenge when considering its proposals. It needs to determine whether the impact of introducing CIL on a development type that may appear only to be marginally viable will have any material impact on the rates of development or whether the developments will proceed anyway. It is clear that some development comes forward for operational reasons, rather than for property development purposes.

The meaning of 'competitive return'

- 3.10 The meaning of 'competitive return' is at the core of a viability assessment. The RICS Guidance includes the following definition:

Competitive returns - A term used in paragraph 173 of the NPPF and applied to 'a willing land owner and willing developer to enable development to be deliverable'. A 'Competitive Return' in the context of

land and/or premises equates to the Site Value as defined by this guidance, i.e. the Market Value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan. A 'Competitive Return' in the context of a developer bringing forward development should be in accordance with a 'market risk adjusted return' to the developer, as defined in this guidance, in viably delivering a project.

- 3.11 Whilst this is useful it does not provide guidance as to the size of that return. The PPG does provide further guidance:

Competitive return to developers and land owners

The National Planning Policy Framework states that viability should consider “competitive returns to a willing landowner and willing developer to enable the development to be deliverable.” This return will vary significantly between projects to reflect the size and risk profile of the development and the risks to the project. A rigid approach to assumed profit levels should be avoided and comparable schemes or data sources reflected wherever possible.

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

Paragraph: 015 Reference ID: 10-015-20140306

- 3.12 To date there has been much discussion within the industry as to what may and may not be a competitive return, as yet the term has not been given a firm definition through the appeal, planning examination or legal processes.
- 3.13 Competitive return was considered at the Shinfield Appeal (January 2013)²⁰. This is discussed further in Chapter 6 below. Clarification has been added in the Oxenholme Road Appeal (October 2013)²¹ where the inspector confirmed that the methodology set out in Shinfield is very site specific and should only be given limited weight.
- 3.14 It should be noted that this study is about the economics of development. Viability brings in a wider range than just financial factors. The PPG says:

Understanding Local Plan viability is critical to the overall assessment of deliverability. Local Plans should present visions for an area in the context of an understanding of local economic conditions and market realities. This should not undermine ambition for high quality design and wider social and environmental benefit but such ambition should be tested against the realistic likelihood of delivery.

- 3.15 The following graphic is taken from the Harman Guidance and illustrates some of the non-financial as well as financial factors that contribute to the assessment process. Viability is an important factor in the plan making process but it is one of many factors.

²⁰ APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

²¹ APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)



3.16 The above methodology and in particular the differences between the Harman Guidance and the RICS Guidance were presented and discussed through the consultation process.

Existing Available Evidence

3.17 The NPPF, the PPG, the CIL Regulations and CIL Guidance are clear that the assessment of the potential impact of CIL should, wherever possible be based on existing available evidence rather than new evidence. The existing available evidence falls into three broad types:

3.18 Firstly is that which has been prepared by the Council to inform the emerging Plan and previous plans:

- a) Economic Viability of Affordable Housing Requirements Study for Sunderland District Council, arc4 (March 2014).
- b) South Sunderland Growth Area Infrastructure Delivery Study - Viability Assessment, HDH Planning and Development (December 2014).

3.19 Secondly is that which the Council holds, in the form of development appraisals that have been submitted by developers about specific developments – most often to support negotiations around the provision of affordable housing or s106 contributions. This has been drawn on.

3.20 Thirdly, the Council also holds evidence of what is being collected from developers under the s106 regime. This is being collated outside this study and is a good indication of what is achievable.

Stakeholder Engagement

- 3.21 The PPG and the CIL Guidance require stakeholder engagement – particularly with members of the development industry. The preparation of this viability assessment that covers CIL, affordable housing, whole plan and the SHLAA, includes specific consultation and engagement with the industry. On 21st November 2016, an informal consultation event was held. Residential and non-residential developers (including housing associations), landowners and planning professionals were invited with a good attendance. In addition, representatives from neighbouring authorities attended. **Appendix 1** includes the details of those invited and the attendees and **Appendix 2** includes the presentation given. **Appendix 3** includes a summary of the notes taken and subsequent comments made.
- 3.22 The event was divided into three parts:
- a) An introduction to viability testing in the context of Paragraph 173 of the NPPF and CIL Regulation 14.
 - b) Viability Assumptions. The main assumptions for the viability assessments were set out including development values, development costs, land prices, developers' and landowners' returns.
 - c) Discussion. The consultants and consultees talked through the main points. The feedback was recorded.
- 3.23 A wide-ranging discussion took place. The comments of the consultees are reflected through this report and the assumptions have been adjusted where appropriate. There was not agreement on all points although there was a broad consensus on most matters. Where there was disagreement we have made a judgement, and set out why we have used the assumptions we have. The main points from the consultation event were:
- a) Residential land values are greater than those suggested.
 - b) An area specific approach to land values may be more appropriate.
- 3.24 Following the event, copies of the presentation were circulated to all those invited and the attendees were asked to make any further representations by email. One housebuilder took up this opportunity. We take this opportunity to thank those developers, landowners and agents who attended the event and provided written responses. We believe that the consultation process has been carried out fully in accordance with the requirements of the Harman Guidance.

Viability Process

- 3.25 The assessment of viability as required under the NPPF and the CIL Regulations is not done using a set formula or calculation. It is a quantitative and qualitative process. The NPPF requires that *'the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is*

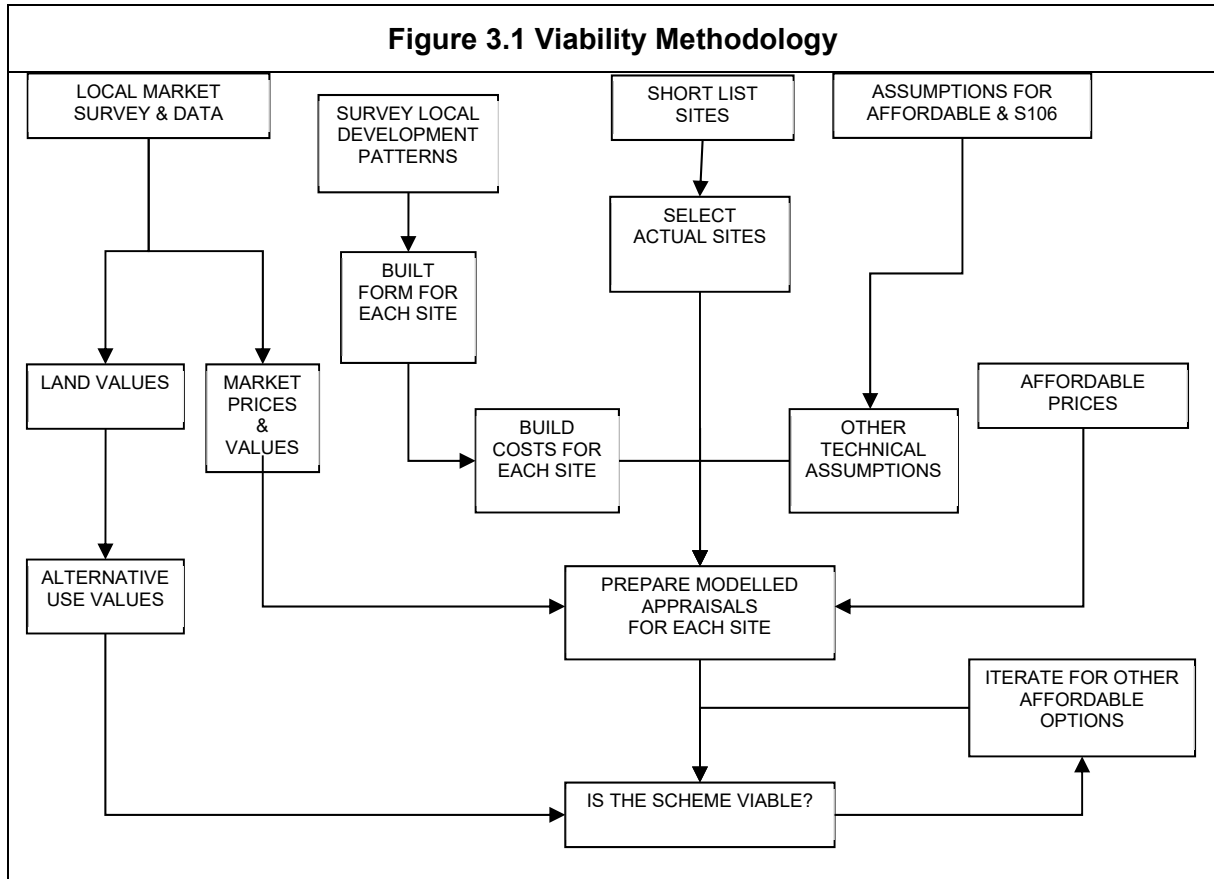
threatened²² and whether *'the cumulative impact of these standards and policies should not put implementation of the plan at serious risk²³*'. The CIL Regulations require that *'councils must strike an appropriate balance between (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability²⁴*.

- 3.26 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for the larger sites in the Plan (the South Sunderland Growth Area (SSGA) and a representative range of other sites, and using these to assess whether development, generally, is viable. The sites were modelled based on discussions with Council officers, the existing available evidence supplied to us by the Council, and on our own experience of development. Details of the site modelling are set out in Chapter 9. This process ensures that the appraisals are representative of typical development within the SCC area over the plan-period.

²² NPPF Paragraph 173

²³ NPPF Paragraph 174

²⁴ CIL Regulation 14 (with deletions as per the February 2014 amendments).



Source: HDH 2016

- 3.27 In addition to modelling a range of representative sites further consideration has been given to the South Sunderland Growth Area (SSGA) and the Vaux Brewery site. Both these sites are considered core to the delivery of the Plan. The delivery of the SSGA was considered by HDH (working with ARUP) in the South Sunderland Growth Area Infrastructure Delivery Study - Viability Assessment, HDH (December 2014). The analysis in that report has been updated.
- 3.28 The former Vaux Brewery site is a proposal for an office-led mixed-use development on the north-western edge of the city centre. The site has full planning permission for the first office building and outline permission for the remainder of the site consisting of further office buildings, 201 residential units, hotel, leisure and retail uses. The site is being delivered by Siglion which is a Joint Venture Partnership between Sunderland City Council and Carillion. It is proposed that the allocation in the Plan would be consistent with the approved planning application. Bearing in mind the recent approval of this site and footnote 11 of the NPPF²⁵ this site has not been specifically assessed in this study.

²⁵ Footnote 11 says:

11. To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence that schemes will not be implemented within five years, for

- 3.29 The local housing and commercial markets have been surveyed, to obtain a picture of sales values. Land values have also been assessed to calibrate the appraisals and to assess existing and alternative use values. Alongside this local development patterns have been considered (in the context of the emerging policies). These in turn informed the appropriate build cost figures. Several other technical assumptions are required before appraisals can be produced.
- 3.30 The appraisal results are in the form of £/ha 'residual' land values, showing the maximum value that a developer can pay for the site and still return a target profit level (the competitive return). The Residual Value is compared to the Existing Use Value (EUV). Only if the Residual Value exceeds the EUV, and by a satisfactory margin, can a scheme be judged to be viable.
- 3.31 The appraisals are based on the policies set out in the emerging Plan (a full 'policy on' scenario). For appropriate sensitivity testing a range of scenarios including different levels of affordable housing provision and different levels of developer contributions have been assessed.
- 3.32 It is important to note that should the Council develop further policies over and above those tested in this study, that it may be necessary to revisit viability and consider the impact of those further requirements.
- 3.33 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing as required by the NPPF and CIL Regulations²⁶ has been used. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development. The purpose is to capture the generality and to provide high level advice to assist the Council in assessing the deliverability of the Local Plan and to set CIL.

example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.

²⁶ This Viability Model is used as the basis for the Planning Advisory Service (PAS) Viability Workshops. It is made available to Local Authorities, free of charge, by PAS and has been widely used by Councils across England (and, to a lesser extent, Wales).

4. Residential Market

- 4.1 This chapter sets out an assessment of the housing market (including sheltered and extracare housing), providing the basis for the assumptions on house prices to be used in the financial appraisals for the sites tested in the study. The assessment is concerned not just with the prices but the differences across different areas.
- 4.2 Although development schemes do have similarities, every scheme is unique, even schemes on neighbouring sites. Market conditions will broadly reflect a combination of national economic circumstances, and local supply and demand factors, however, even within a town there will be localities, and ultimately site-specific factors, that generate different values and costs.

Sunderland's Residential Market

- 4.3 Sunderland City Council area lies to the south of the Tyneside conurbation (made up of Newcastle, Gateshead and North Tyneside and South Tyneside) and to the north of County Durham. The housing market varies across the area:
- a. Sunderland City is the focus of the SCC area, at the mouth of the River Wear. Sunderland has a mixed housing market with some strong areas but also some areas where the market is challenging. Historically the docks and coal mining were at the core of the local economy although this element has declined.
 - b. The town of Washington is a higher value area to the west of the Sunderland city centre area. It was designated a new town in the 1960s and this resulted in a rapid expansion.
 - c. The area to the south of the SCC area includes the former coalfield communities including Hetton-le-Hole and Houghton-le-Spring.
 - d. The A19 trunk road runs north-south between Sunderland and Washington and the parallel A1(M) is located to the west of Washington providing the area with good highways connections.
 - e. The Tyne and Wear Metro links the city with other centres in the Tyne and Wear conurbation. The City is not on the East Coast main line, however there are several direct trains to London (3.35 hours) and regular connections via Newcastle.

National Trends and Sunderland's relationship with the wider area

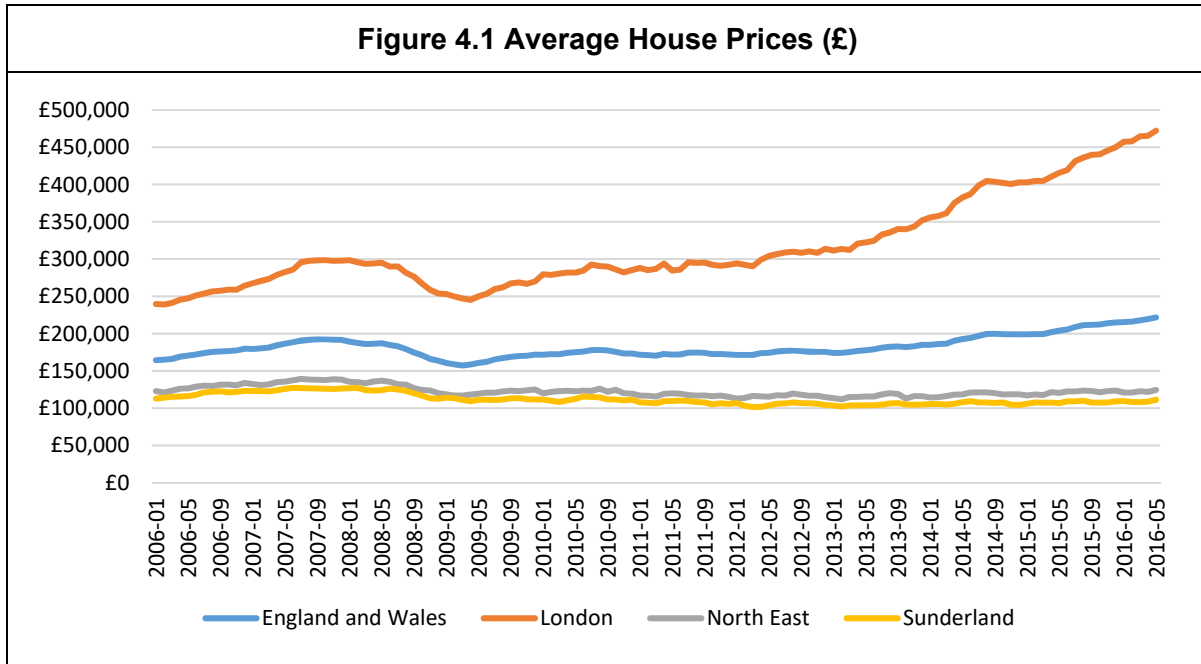
- 4.4 This update is being completed following the United Kingdom's referendum which resulted in a vote to leave the European Union, and the subsequent June 2017 General Election. It is not yet possible to predict the impact of leaving the EU, beyond the fact that the UK and the UK economy is in a period of uncertainty. Negotiations around the details of the exit (Brexit) are at an early stage so the future of trade with the EU and wider world are not yet known.
- 4.5 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. Bearing in mind the Sunderland housing market's long-term

stability as illustrated in the graph below (the 2007 crash was less in the Sunderland area than much of the rest of the UK while recovery has been less pronounced) it is relatively unlikely that any extreme market reactions that may be seen in the southeast of England would be as extreme in the northeast. The impact in the Sunderland area is nevertheless likely to be very much influenced by Nissan's decisions on continued investment in their Sunderland plant.

- 4.6 It is not the purpose of this report to attempt to predict the direction of the housing market so it is our firm recommendation that the Council continues to monitor the market and be prepared to review policies if there is a significant change in viability (up or down). Having said this, it notable that property agents Savills are predicting a 0% increase in 2017, a 1% increase in 2018 and a 14% increase over the next 5 years in the Prime Regional Markets²⁷. They are predicting a 2.5% decrease in 2017, a 1.5% increase in 2018, and a 9% increase over the next 5 years in the mainstream North East residential markets.
- 4.7 Having said this, the current direction and state of the housing market has improved markedly since the earlier viability reports were prepared. The housing market peaked late in 2007 (see the following graph) and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'.
- 4.8 Average house prices across England and Wales have recovered to their pre-recession peak, however this is strongly influenced by London. Prices in London are now well in excess of the 2007/2008 peak but, as can be seen in the figure below, the recovery has been less strong in Sunderland and average house prices remain below the 2007 peak²⁸.

²⁷ Residential Property Focus. <http://pdf.euro.savills.co.uk/uk/residential-property-focus-uk/residential-property-focus-issue-1-2017.pdf>

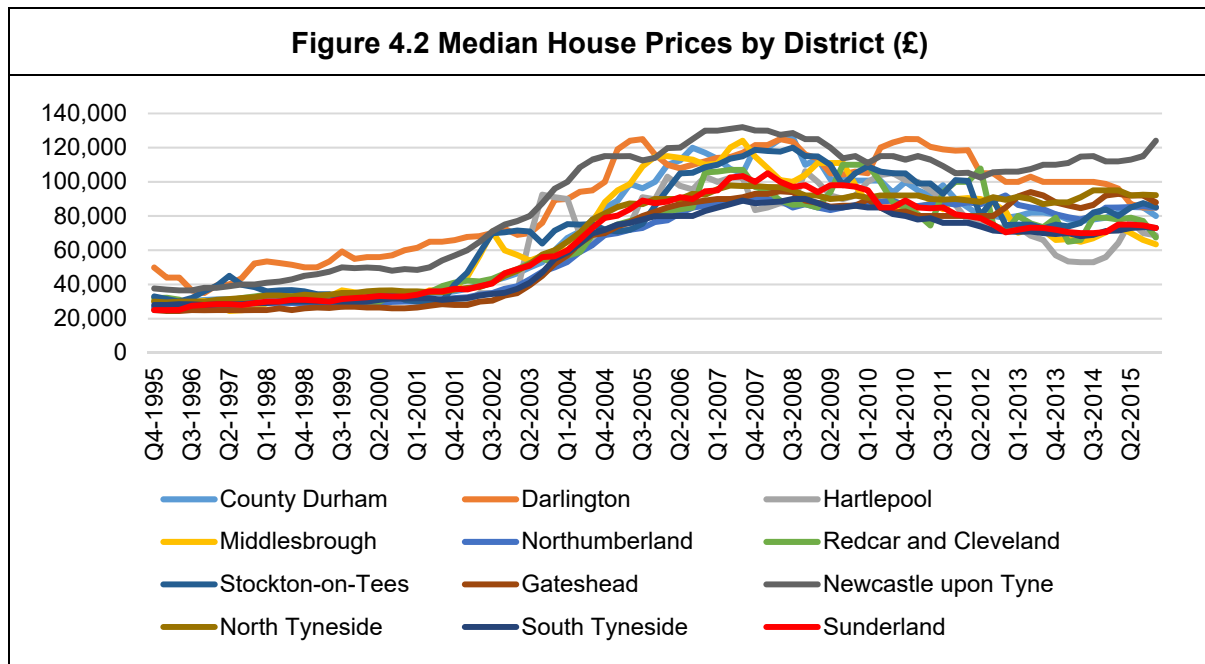
²⁸ Land Registry Data show the market peaked at £127,268 in June 2007, reached a trough of £101,769 in March 2012 and the latest data shoes and average price of £111,360 in May 2016.



Source: Land Registry (July 2016)

- 4.9 Up to the pre-recession peak of the market, the long term rise in house prices had, at least in part, been enabled by the ready availability of credit to home buyers. Prior to the increase in prices, mortgages were largely funded by the banks and building societies through deposits taken from savers. During a process that became common in the 1990s, but took off in the early part of the 21st Century, many financial institutions changed their business model whereby, rather than lending money to mortgagees that they had collected through deposits, they entered complex financial instruments and engineering through which, amongst other things, they borrowed money in the international markets, to then lend on at a margin or profit. They also ‘sold’ portfolios of mortgages that they had granted. These portfolios also became the basis of complex financial instruments (mortgage backed securities and derivatives etc.).
- 4.10 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was not certain. As a result, several failed and had to be rescued. This was an international problem that affected countries across the world – but most particularly in North America and Europe. In the UK, the high profile institutions that were rescued included Royal Bank of Scotland, HBoS, Northern Rock and Bradford and Bingley. The ramifications of the recession were an immediate and significant fall in house prices, and a complete reassessment of mortgage lending with financial organisations becoming averse to taking risks, lending only to borrowers who had the least risk of default and those with large deposits.
- 4.11 It is important to note that at the time of this report (Summer 2017) the housing market is actively supported by the current Government with about one third of mortgages being provided through a state backed entity or scheme (a publicly controlled financial institution or assisted purchase scheme such as shared ownership).

4.12 There are various commentators talking about a recovery in house prices. As shown in the figure above, average prices in the North East remain a little below their 2007 peak. The ONS District data shows Sunderland has seen a less strong recovery than some of its neighbours.



Source: ONS House Price Statistics for Small Areas, 1995 to 2015

4.13 There has been considerable coverage in the national press covering the state of the market. The May 2017 RICS UK Residential Market Survey says:

The May 2017 RICS UK Residential Market Survey results point to a lacklustre set of overall conditions once more, with enquiries, instructions and sales all declining over the month. In addition, price growth (although still positive) appears to have lost momentum in the latest report and expectations suggest a further cooling is likely in the near term. The General Election is again commonly cited as a factor hindering activity, causing some hesitancy from both buyers and vendors.

The headline price growth indicator moved from +22% to +17%, the softest reading since August 2016, but still consistent with modest gains nonetheless. Beneath the national trend, prices continue to slide in London, with the price growth gauge remaining entrenched in negative territory for a fourteenth consecutive month. Away from the capital, house price inflation in East Anglia has moderated noticeably since the start of 2017, with little change now reported in each of the last two months. Elsewhere, prices continue to rise to a greater or lesser degree across all other UK regions/countries.

Looking ahead, the near term price expectations series slipped to -1% from +5% in April (the third straight report in which this indicator has softened). London continues to exhibit sentiment more negative in comparison to all other parts of the UK, although, at the twelve month horizon, the outlook is more or less flat. Interestingly, expectations point to potential weakness across the South East in the near term, but signal a return to solid growth twelve months ahead. Overall, the national twelve month expectations net balance remained solid, at +54%. Further out, over the next five years, respondents envisage house price inflation averaging 3.5% per annum across the UK as a whole.

A sheer lack of supply continues to support prices for the time being, and the sustained deterioration in new sales instructions over the past two years shows no sign of abating. Indeed, during May, 25% more respondents cited a decline in fresh listings (compared to those noting an increase), producing the most negative reading since

July 2016. Although a fall in new instructions is a recurring theme, anecdotal evidence suggests this month's drop may have been exacerbated by the General Election, as some vendors adopt a wait and

see approach. Consequently, stock levels remain stuck at all-time lows with the average number of unsold homes on estate agents' books at 43.

Alongside this, new buyer enquiries fell modestly at the national level, having remained stagnant over much of the past six months. As with new vendors, a large portion of contributors suspect the General Election is having an adverse impact on demand, although some appear more sanguine about the effect. At the same time, agreed sales continued to decline for a second month running as the national indicator returned a net balance of -8% (compared to -9% previously). Despite the slight drop in sales, the average time taken to complete a transaction held steady at 16 weeks in May.

Going forward, near term sales expectations continue to imply transactions will see little change over the coming three months. Looking beyond this, over the next twelve months, respondents appear slightly more optimistic on the outlook for sales growth, with a net balance of 26% anticipating an increase in activity. Nevertheless, this remains somewhat subdued in comparison to the long run average reading (since the series was started in 2012) of +38%. When broken down, respondents in the South West of England and Wales display the most upbeat view on the prospects for sales over the next twelve months.

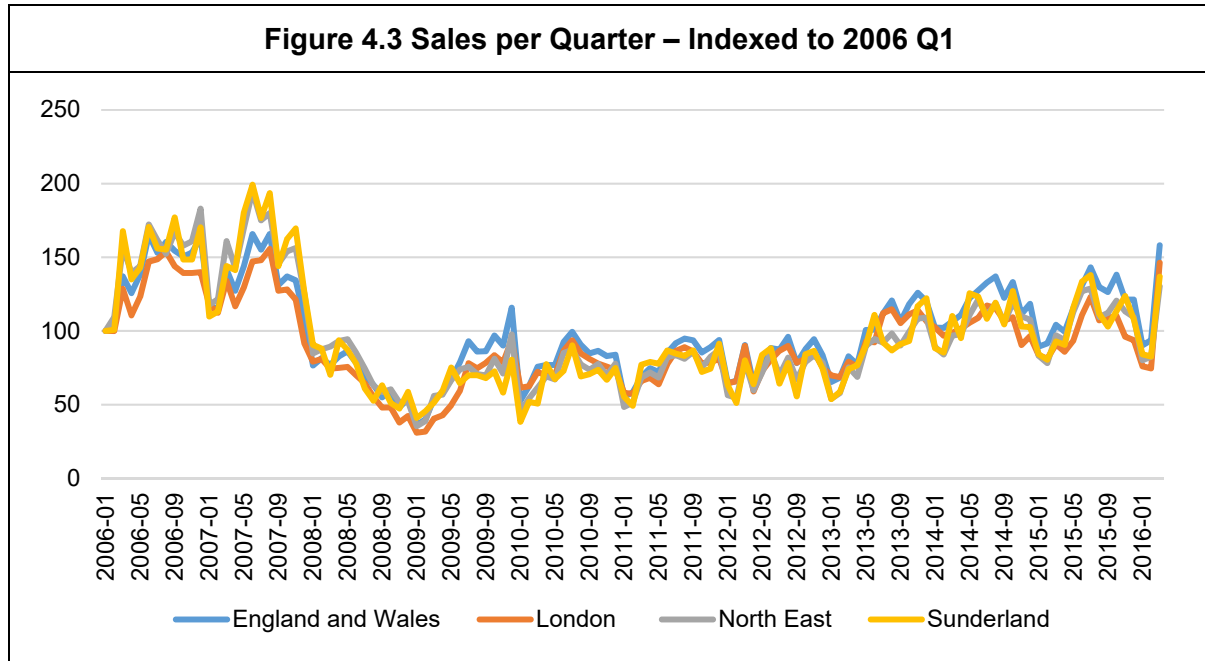
In the lettings market, tenant demand rose only marginally (on a non seasonally adjusted basis), with the pace of increase the most moderate since December 2016. New landlord instructions were again broadly flat, while 17% more respondents nationally expect rents to rise (rather than fall) over the coming three months. In terms of twelve month expectations, contributors are pencilling in around 2% headline rental growth over the year ahead.

Again, London remains an exception to the national picture. Near term expectations are still negative in the capital, an ongoing trend stretching back to August 2016. At the twelve month horizon, London rental projections are broadly flat and have not shown any improvement in recent months.

- 4.14 When ranked across England, the average house price for SCC is 313th (out of 348) at just over £127,880²⁹. To set this in context, the Council at the middle of the rank (174), Lichfield has an average price of just over £202,300. It is relevant to note that SCC's median price in is a little lower than the mean at £112,500³⁰.
- 4.15 The rate of sales (i.e. sales per month) in the SCC is in line with the wider market and is still somewhat below the peak.

²⁹ CLG Live Table 581

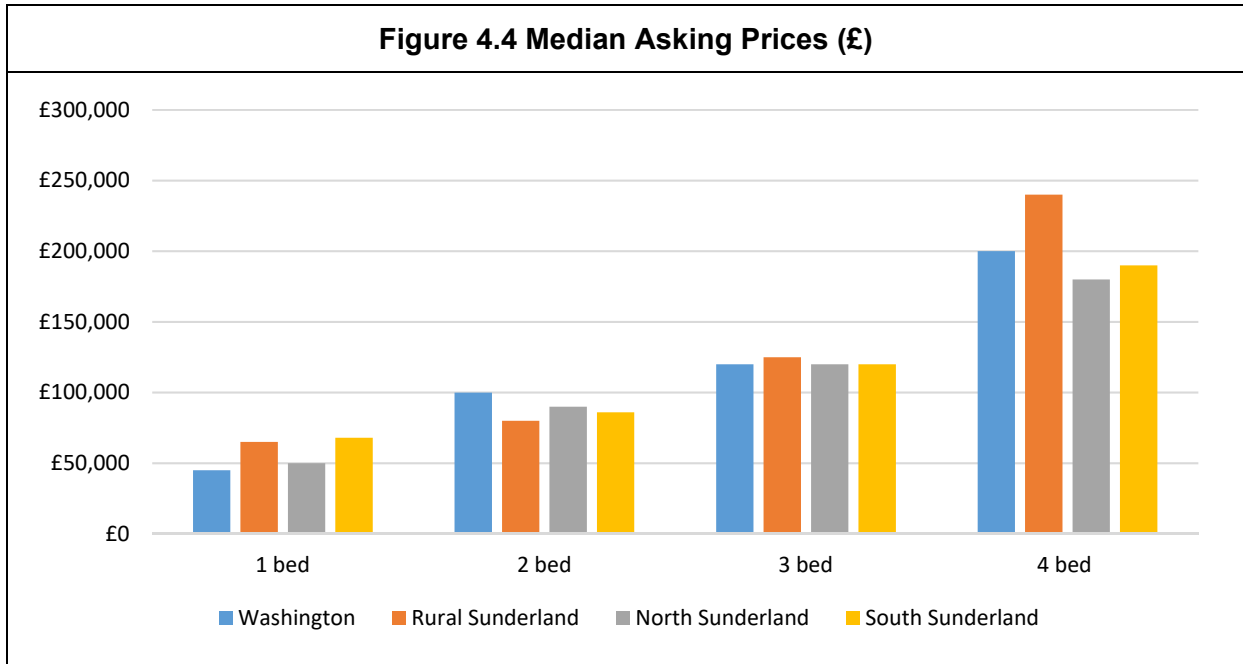
³⁰ CLG Live Table 582



- 4.16 There is clearly uncertainty in the market, and it is not for this study to try to predict how the market may change in the coming years, and whether there will be a further increase in house prices.
- 4.17 To assist the Council to ‘strike the balance’ in an informed way, we have run further sets of appraisals to show the effect of a 5%, 10% and a 15% increase, and a 5% and a 10% decrease in house prices.

The Local Market

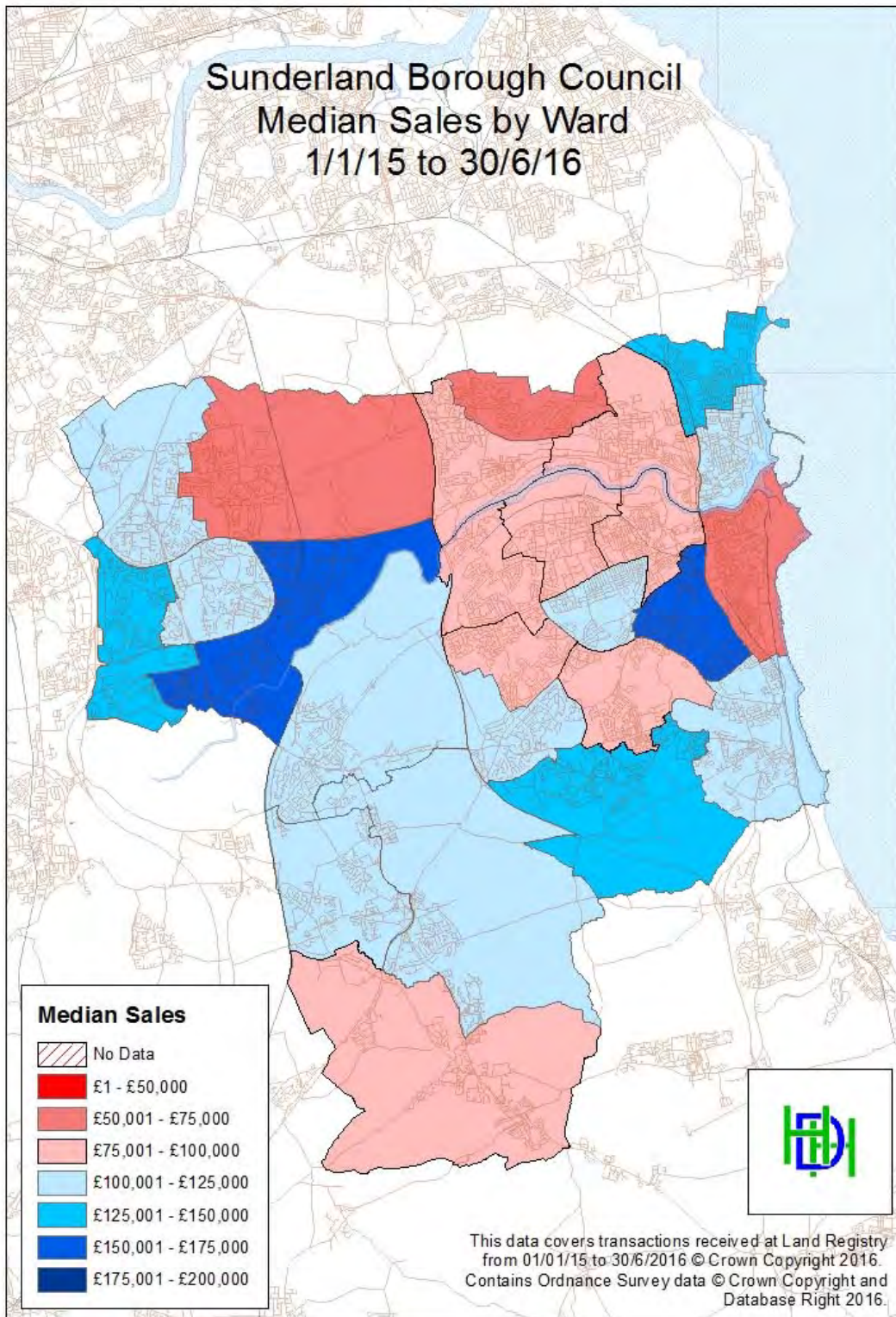
- 4.18 A survey of asking prices across the SCC area in Summer 2016 was carried out. Using online tools such as Rightmove.com and zoopla.co.uk the median asking prices were estimated.



Source: Rightmove.com (August 2016)

4.19 The geographical differences in prices are illustrated in the following map showing the median price.

Figure 4.5 Median Prices



Source: HDH based on Land Registry Price Paid Data

4.20 The Land Registry publishes data of all homes sold³¹. These transactions are summarised, by the main settlements, as follows:

Table 4.1 All Residential Sales – from 1/1/2015					
	Detached	Flats	Semi-detached	Terraced	All
SCC Area					
Count	813	420	1,833	1,818	4,884
Average	£226,777	£73,304	£126,672	£94,444	£126,750
Northeast SCC					
Count	15	2	16	21	54
Average	£233,248	£105,750	£139,141	£109,986	£152,707
Houghton-le-Spring					
Count	294	17	299	298	908
Average	£209,905	£61,024	£113,280	£79,355	£132,454
Sunderland City					
Count	282	271	1,228	1,146	2,927
Average	£223,396	£84,902	£128,402	£97,523	£121,436
Washington					
Count	222	130	290	352	994
Average	£252,979	£50,235	£132,864	£95,975	£135,821

Source: Based on Land Registry Data (August 2016)

Newbuild Sales Prices

4.21 This study is concerned with the viability of newbuild residential property so the key input for the appraisals are the prices of units on new developments. Across the SCC area 258 newbuild home sales were recorded by the Land Registry in the period from the start of June 2015 to July 2016. These transactions are detailed in **Appendix 4**.

4.22 Each house sold requires an Energy Performance Certificate. This is a public document that can be viewed on the EPC Register. The EPC contains the floor area (the Gross Internal Area – GIA) as well as a wide range of other information about the construction and energy performance of the building. This internal area information is also included in **Appendix 4**.

4.23 One consultee raised concerns about the use of EPC data highlighting a discrepancy between unit sizes on the EPC Register and their own records. It would appear that this concerns the

³¹ The Land Registry makes all transactions available as and when they are registered via the 'beta' format tool at <https://www.gov.uk/government/statistical-data-sets/price-paid-data-downloads>. It does take some time for transactions to be registered – about 4 to 6 months.

treatment of internal garages which are included within the EPC area but not the developers own records. Whilst some new homes do have internal garages this is a minority (8 out of the 32 or so being advertised for sale at the time of this report). Bearing in mind the need to establish the values on a £/m² basis this data is given considerable weight.

- 4.24 Further concerns were raised by a housebuilder who suggested that the EPC information was not reliable and understated the size of the buildings in question – with the consequence of overstating the value when considered on a £/m² basis. Examples of a number of specific discrepancies were made. Whilst we note these concerns we have checked the guidance for undertaking EPCs and this states³²:

When undertaking internal dimensions measure between the inner surfaces of the external or party walls. Any internal elements (partitions, internal floors, walls, roofs) are disregarded.

In general, rooms and other spaces, such as built in cupboards, should be included in the calculation of the floor area where these directly accessible from the occupied dwelling. However, unheated spaces clearly divided from the dwelling should not be included.

- 4.25 Additionally the DCLG guidance describes the floor area as follows³³:

The total useful floor area is the total area of all enclosed spaces measured to the internal face of the external walls, that is to say it is the gross floor area as measured in accordance with guidance issued to surveyors:

a. the area of sloping surfaces such as staircases, galleries, raked auditoria, and tiered terraces should be taken as their area on the plan; and

b. areas that are not enclosed, such as open floors, covered ways and balconies, are excluded.

- 4.26 As set out in Chapters 2 and 3 above the work in this study is based on existing available evidence and is proportionate. It is our firm view that the use of EPC data is appropriate in a study of this type. As with any dataset there are bound to be discrepancies and occasions where there is an element of human error, however the substantial sample size and use of averages should minimise this.

- 4.27 We have married the price paid data from the Land Registry with the homes' floor area from the EPC Register:

³² Page 6, Energy Performance Certificates for Existing Dwellings. RdSAP Manual. Version 8.0

³³ Improving the energy efficiency of our buildings. A guide to energy performance certificates for the marketing, sale and let of dwellings. April 2014, Department for Communities and Local Government.

Table 4.2 Average Values by Area					
June 2015 to July 2016					
	Detached	Flats	Semi-detached	Terraced	All
SCC Area					
Count	160	2	77	19	258
Average	£221,023	£91,250	£154,731	£144,259	£194,579
£/m2	£1,951	£1,480	£1,849	£1,754	£1,902
Houghton-le-Spring					
Count	76	0	24	9	109
Average	£217,384		£147,263	£150,396	£196,413
£/m2	£1,717		£1,571	£1,456	£1,663
Sunderland					
Count	43	2	33	3	81
Average	£200,424	£91,250	£149,308	£136,617	£174,540
£/m2	£1,880	£1,480	£1,833	£1,882	£1,851
Washington					
Count	46	0	22	8	76
Average	£249,027		£168,303	£134,688	£213,624
£/m2	£2,191		£2,010	£1,822	£2,100

Source: Land Registry Price Paid Data and EPC Register

- 4.28 This research has been updated at the time of the completion of this report (and added to **Appendix 4**). Across the SCC area 521 newbuild home sales were recorded by the Land Registry in the period from the start of April 2016 to July 2017.

Table 4.3 Average Values by Area					
April 2016 to July 2017					
	Detached	Flat	Semi-detached	Terraced	All
Houghton-le-Spring					
Count	131	0	58	18	207
Average Paid (£)	£206,001		£154,641	£148,092	£186,575
Average Paid (£/m ²)	£1,912		£1,816	£1,651	£1,861
Sunderland					
Count	66	25	66	21	178
Average Paid (£)	£193,156	£54,795	£126,409	£126,162	£141,071
Average Paid (£/m ²)	£1,924	£948	£1,740	£1,480	£1,668
Washington					
Count	46	49	17	24	136
Average Paid (£)	£271,481	£46,510	£177,307	£139,617	£155,383
Average Paid (£/m ²)	£2,161	£986	£2,070	£2,067	£1,701
SCC Area					
Count	243	74	141	63	521
Average Paid (£)	£214,908	£49,309	£144,159	£137,553	£162,886
Average Paid (£/m ²)	£1,964	£974	£1,810	£1,747	£1,754

Source: Land Registry Price Paid Data and EPC Register

- 4.29 These are largely unchanged since the earlier work.
- 4.30 At the time of initial iteration of this study there were just 32 new houses and one flat being advertised for sale in the SCC Area (although on some of these, construction had yet to start). The analysis of these showed that asking prices for newbuild homes vary, very considerably, starting from about £1,200/m² up to nearly £2,727/m² although it is important to note that the lower prices related to Help to Buy and other discounted shared ownership products. These are summarised in **Appendix 5** – note this only shows values where asking price and the area were available.

Table 4.4 Newbuild Asking Prices 2016					
Developer	Address	Town	Price per m ²		
			Minimum	Average	Maximum
Barratt	Teal Park Farm	Washington	£1,805	£2,023	£2,279
David Wilson	Teal Farm Village	Washington		£2,294	
David Wilson	Elba Park	Houghton-le-Spring	£1,439	£2,055	£2,419
Miller Homes	Scholars Gate	Houghton-le-Spring	£1,795	£2,136	£2,727
Kimmit Roberts	Tivoli Buildings	Houghton le Spring		£1,200	
Martin & Co	Tunstall Village Green	Sunderland		£1,655	
Gleeson Homes	Henry Court	Sunderland	£1,512	£1,642	£1,827

Source: HDH Market Survey (August 2016)

- 4.31 One consultee suggested that due to the small sample size that this data should be treated with caution. This is accepted, it is necessary to draw on the widest possible range of data sources to inform a study of this type.
- 4.32 This research was updated in July 2017 when there were 43 new homes being advertised for sale. The analysis of these shows that asking prices for newbuild homes vary considerably, starting from about £110,000 up to nearly £700,000 with an average of £255,687 (although, as above) it is important to note that the lower prices related to Help to Buy and other discounted shared ownership products. These are summarised in **Appendix 5**.

Table 4.5 Newbuild Asking Prices 2017					
Developer	Address	Town	Minimum	Average	Maximum
Miller Homes	Scholars Gate	Houghton-le-Spring	£2,101		£2,133
Kimmett & Roberts		Hetton-le-Hole			
DWH	Elba Park	Houghton-le-Spring	£1,779	£2,096	£2,356
Taylor Wimpey	Signet Grange	Houghton-le-Spring		£2,067	
Avant	Rainton Green	Durham	£2,154	£2,444	£3,057
Avant	Barleygate	Chester-le-Street	£2,122	£2,358	£2,851
Reeds Rains	Durham Rd	Houghton-le-Spring		£1,507	
Linden	The Aspens	Birtley	£1,953	£2,153	£2,554
Barratt	Teal Park Farm	Washington	£1,783	£2,097	£2,456
Gleeson	Forge Court	Sunderland			
Michael Hodgson	Belford House	Sunderland			
Hopwood Homes	Dunn House	Sunderland			
	All Saints House	Sunderland			
Martin and Co	Sherbourne Rd	Sunderland		£1,603	
Andrew Craig	Swan Court				

Source: HDH Market Survey (July 2017)

- 4.33 During the course of the research, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers. In most cases the feedback was that the units were ‘realistically priced’ or ‘priced to sell’, or that market is improving, demand strong and that significant discounts are no longer offered. When pressed, it appeared that the discounts and incentives offered equate to about 2.5% of the asking prices. It would be prudent to assume that prices achieved, net of incentives offered to buyers, are 2.5% less than the above asking prices.
- 4.34 It is not possible to compare the above data to that uses in the Economic Viability of Affordable Housing Requirements Study for Sunderland District Council, arc4 (March 2014) as the assumptions are not set out.
- 4.35 In the South Sunderland Growth Area Infrastructure Delivery Study - Viability Assessment, HDH Planning and Development (December 2014) the following values were used.

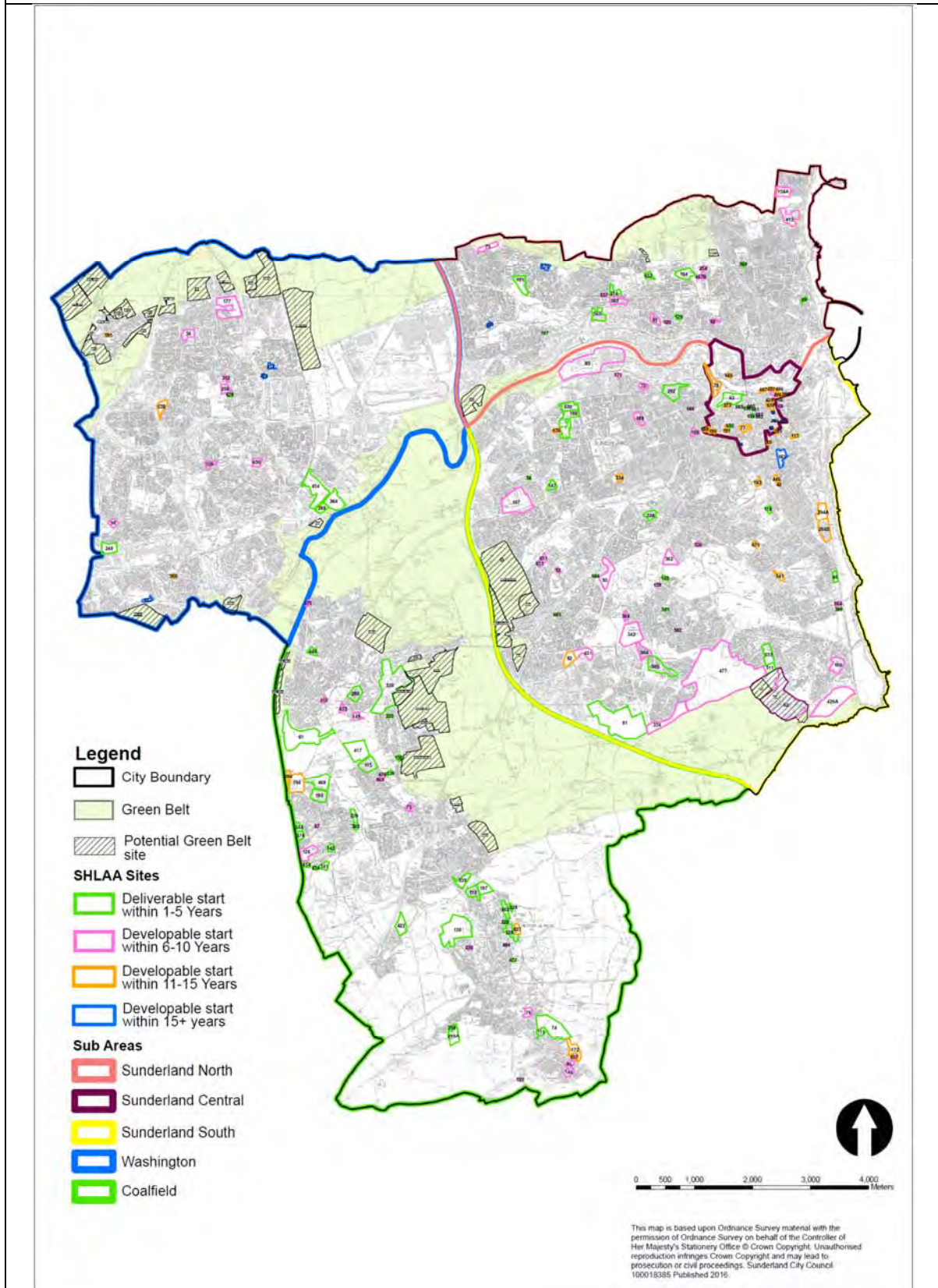
Table 4.6 Residential Values – Market Housing				
	Beds	m ²	£/Unit	£/m ²
Flat	1	45	65,000	1,444
	2	62	85,000	1,371
Terrace	2	65	110,000	1,692
	3	75	150,000	2,000
Semi-detached	2	85	130,000	1,529
	3	95	180,000	1,895
Detached	3	110	190,000	1,727
	4	135	370,000	2,741
	5	150	425,000	2,833
	6	200	550,000	2,750

Source: JKPC December 2014

Price Assumptions for Financial Appraisals

- 4.36 It is necessary to form a view about the appropriate prices for the schemes to be appraised in the study. The preceding analysis does not reveal simple clear patterns with sharp boundaries. Agents (and the above research) suggest that the principle drivers of price are the situation rather than the location of a site or unit for sale. Whilst there are some marked differences in prices a good quality modern house in a reasonable location and situation is likely to have similar value in most parts of the SCC area.
- 4.37 The Council's SHLAA includes the most up-to-date information concerning land supply. In broad terms future development can be divided into several distinct types and areas. These areas are based on geographical boundaries (such as the River Wear) or district areas. They also, broadly align with different house price areas and are shown in the following plan:

Figure 4.6 SHLAA Areas



Source: SCC 2016

- a) Large Greenfield Sites. These are the potential urban extensions and are generally sites over 300 units. These have the potential to be distinctly different from the existing housing offer and due to the existing lack of supply a relatively optimistic view of the prices has been taken.
- b) Medium Greenfield Sites. These are the greenfield sites in the range of 50 to 300 units that are likely to be brought forward by a single developer.
- c) Small Greenfield Sites. These areas are on the urban edge / edges of settlements and within the smaller settlements and villages. A premium value is applied in these areas.
- d) Medium and Large Brownfield Sites. The SHLAA identifies a broad range of sites that are suitable, available and achievable for development.

In terms of value the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. That is to say, the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than which particular ward or postcode sector in which the scheme is located. Development is likely to be of a higher density than the large greenfield sites and to be based around schemes of flats, semi-detached housing and terraces with a low proportion of detached units.

A slightly higher value has been attributed to the larger brownfield sites than the smaller brownfield sites due to ability of the developer to create a sense of place.

- e) Smaller Infill Sites. As with the larger sites, in terms of value the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location.

Development is likely to be of a higher density and be based around schemes of flats, semi-detached housing and terraces with a lower proportion of detached units.

As slightly lower value has been attributed to the smaller brownfield sites than the larger brownfield sites.

- f) Urban Flatted Schemes. This is a separate development type that is only likely to take place on the larger sites the Sunderland urban area.

4.38 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area the following prices are used in the appraisals. It is important to note at this stage that this is a broad brush, high level study to test the Council's policy as required by the NPPF and to inform the setting of CIL as required by CIL Regulation 14. The values between new developments and within new developments will vary considerably.

	Central Sunderland	North Sunderland	South Sunderland	Washington Area	Coalfield area
Large Greenfield	N/A	N/A	£2,500	£2,300	£2,300
Medium Greenfield	N/A	2,325	£2,400	£2,275	£2,275
Small Greenfield	N/A	£2,500	£2,500	£2,500	£2,500
Large and Medium Brownfield	£1,900	£1,800	£1,800	£1,800	£1,800
Small Brown Infill	£1,850	£1,750	£1,750	£1,750	£1,750
Urban Flat	£1,650	£1,600	£1,600	N/A	N/A

Source: HDH September 2016

4.39 Initially, the values used in the SSGA Viability study were been carried forward into this study.

4.40 Following the consultation, a developer provided the additional information:

- a. Elba Park, Houghton-le-Spring (an HCA led scheme) - The average selling price to date measured against GIA is £1,703m². A 6% reduction on asking price through discounts and sales incentives was typical. For properties registered for sale (November 2016), the average asking price against GIA is £1,855m², with a minimum of £1,596m² and a maximum of £2,094m².
- b. Teal Park Farm, Washington - The average selling price to date measured against GIA is £1,921m². A typical reduction on asking price through discounts and sales incentives was 3%. For properties registered for sale (November 2016), the average asking price against GIA is £2,120m², with a minimum of £1,550m² and a maximum of £2,241m². However, this is skewed by the number of apartments currently for sale. Without apartments, the average asking price is £1,807m².
- c. Teal Farm Village, Washington - The average revenue is £1,900m² against GIA. This is similar to its neighbouring site Teal Park Farm '*despite Teal Farm Village's superior design and specification. This demonstrates that although the product may be different it is primarily the location which sets the price ceiling for a development site. Another noticeable trait is that both developments were able to command a slight premium for smaller properties because of greater demand within the market. The sale of large properties were generally associated with part exchange for which it is common for BDW to incur a loss.*' The average price paid per property at Teal Farm Village was £239,980 against an asking price of £251,435 being a 5% reduction on asking price through discounts and sales incentives.

4.41 Having considered the consultation comments and the evidence provided, the price assumptions have been updated (and reduced) as follows:

	Central Sunderland	North Sunderland	South Sunderland	Washington Area	Coalfield Area
Large Greenfield	N/A	N/A	£2,250	£2,150	£2,150
Medium Greenfield	N/A	£2,200	£2,200	£2,150	£2,150
Small Greenfield	N/A	£2,450	£2,450	£2,450	£2,450
Large and Medium Brownfield	£1,900	£1,800	£1,800	£1,800	£1,800
Small Brown Infill	£1,850	£1,750	£1,750	£1,750	£1,750
Urban Flat	£1,650	£1,600	£1,600	N/A	N/A

Source: HDH July 2017

- 4.42 Whilst these revised prices remain somewhat higher than those suggested by some consultees, they to reflect the evidence and prices at the time of this study.
- 4.43 It is necessary to consider whether the presence of affordable housing would have a discernible impact on sales prices. Affordable housing will be present on many of the sites whose selling prices have informed our analysis. The impact can and should be minimised through an appropriate quality design solution.

Ground Rents

- 4.44 Over the last 10 or so years many new homes have been sold subject to a ground rent. Recently such ground rents have become controversial and political topic.
- 4.45 A typical ground rent of say £250/year is likely to have value of £5,000 or so (being based on a yield of 5%). In this study, a cautious position is taken and no allowance is made for residential ground rents in mainstream housing schemes.

Affordable Housing

- 4.46 The Council has a draft policy for the provision of affordable housing. It is assumed that such housing is constructed by the site developer and then sold to a Registered Provider (RP). This is a simplification of reality as there are many ways in which affordable housing is delivered, including the transfer of free land to RPs for them to build on or the retention of the units by the schemes overall developer.
- 4.47 There are three main types of affordable housing: Social Rent, Affordable Rent and Intermediate Housing Products for Sale. The draft Policy H4 Affordable Housing sets out a requirement for residential schemes of 11 or more dwellings and/or on development sites of 0.5ha or more to provide 15% affordable housing. The analysis in this iteration of the report is based on a tenure mix of 75% affordable rented and 25% intermediate tenure. It is likely that this will be adjusted to a tenure mix of 80% affordable rented and 20% intermediate tenure in the Plan.
- 4.48 In this study the draft policy is taken at face value and affordable housing for rent is assumed to be provided as Affordable Rent rather than Social Rent.

- 4.49 Prior to the 2015 Summer Budget, rents of affordable housing (both Affordable Rents and Social Rents) were generally increased by inflation (CPI) plus up to 1% each year. These provisions were to prevail until 2023. The result was that Housing Associations knew their rents would go up and those people and organisations who invest in such properties (directly or indirectly) knew that the rents were going up year on year. This made them a particularly attractive and secure form of investment or security for a loan.
- 4.50 In the Budget it was announced that social and affordable rents would be reduced by 1% per year for 4 years³⁴. The effect of this is to reduce the value of affordable housing to rent. There are a number of views as to what impact this change may have. Savills said in their paper *Impact On The Housing Sector of the July Budget (July 2015)*:

VALUATIONS

Valuations for Accounts – Existing Use Value Social Housing

The effect of the proposed rent reductions on valuations for accounts is significant.

The scale of the effect is broadly similar across different Provider types and we estimate will result in a reduction in current values of around 25%-30%. The impact will increase in future years. Relative to what they would have been, we estimate valuations will be some 30%-40% lower in ten years time.

The RPs at the higher end of the reduction scale tend to be those with smaller surpluses.

Valuations for Loan Security – Existing Use Value for Social Housing

Valuations for loan security on an EUV-SH basis are undertaken against the background of the rent freedoms granted to mortgagees in possession (and the landlord they sell the stock to) under the insolvency provisions originally in the Rent Influencing Guidance and now in the Rent Standard. Similar exemptions for mortgagees are contained in the Welfare Reform and Work Bill now before Parliament.

Our interpretation of these provisions is that Mortgagees and their successors would be able to charge a rent that they consider 'affordable' to those in low paid employment, and would be able to increase that rent in line with earnings in order to maintain a level affordability ratio (rent over household income). In our view valuations for loan security can therefore be based on rents and rent growth that sit outside the new rent regime.

As a result – on the assumption that the insolvency provisions in the Bill remain as they are - it is our view that the proposal to reduced rents by 1% per annum for the next four years should not significantly affect current loan security valuations. Our valuations would assume the current rent could quickly converge to our opinion of an appropriate 'affordable' rent and continue to grow in line with earnings – which we generally assume over the longer term is broadly equivalent to CPI+1% - and keep in step with growth in the sector over the long term.

However valuations in future years valuations will not grow as previously expected (eg circa 5% relative reduction by year 10) as the starting rent for future valuations will be lower than it otherwise would have been.

Of course the Budget provisions may impact on bad debts, voids and discount rates which may adversely feed through into EUV-SH valuations.

- 4.51 It is clearly necessary to consider the value of affordable housing in this context. Whilst this is a rapidly changing area it is possible to make some assumptions. From a valuation

³⁴ The objective is to reduce the overall costs of Housing Benefit / Local Housing Allowance / Universal Credit to the Exchequer.

perspective, we reconsidered the value of affordable housing from first principles and adjusted the yield by up to 50 basis points (BPS) (i.e. 0.5%)³⁵.

Social Rent

- 4.52 The value of a rented property is strongly influenced by the passing rent – although factors such as the condition and demand for the units also have a strong impact. Social Rents are set at a local level through a national formula that smooths the differences between individual properties and ensures properties of a similar type pay a similar rent. This data has been updated from the 2015 data presented to the consultation:

Table 4.9 Social Rent (£) Fiscal Calendar 2016				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Per Week	£71	£80	£88	£97
Per Month	£306	£345	£382	£418
Per Year	£3,669	£4,139	£4,581	£5,018

Source: HCA Statistical Return (2016)

- 4.53 This study concerns only the value of newly built homes. In spite of the differences in rents there seems to be relatively little difference in the amounts paid by RPs for such units across the study area – and there is very little such housing being developed. In this study the value of social rents has been assessed, assuming 10% management costs, 4% voids and bad debts and 6% repairs. The rent is capitalised the income at 5.5%, reflecting the changes due to the Summer Budget.

Table 4.10 Capitalisation of Social Rents			
	1 Bedroom	2 Bedrooms	3+ Bedrooms
Gross Rent	£3,669	£4,139	£4,581
Net Rent	£2,935.42	£3,311.30	£3,664.56
Value	£53,371	£60,205	£66,628
m ²	50	70	84
£/m ²	£1,067	£860	£793

Source: HDH (July 2017)

- 4.54 Social Rent is assumed to have a value of £910/m² across the study area.

³⁵ An increase in yields leads to a reduction in prices.

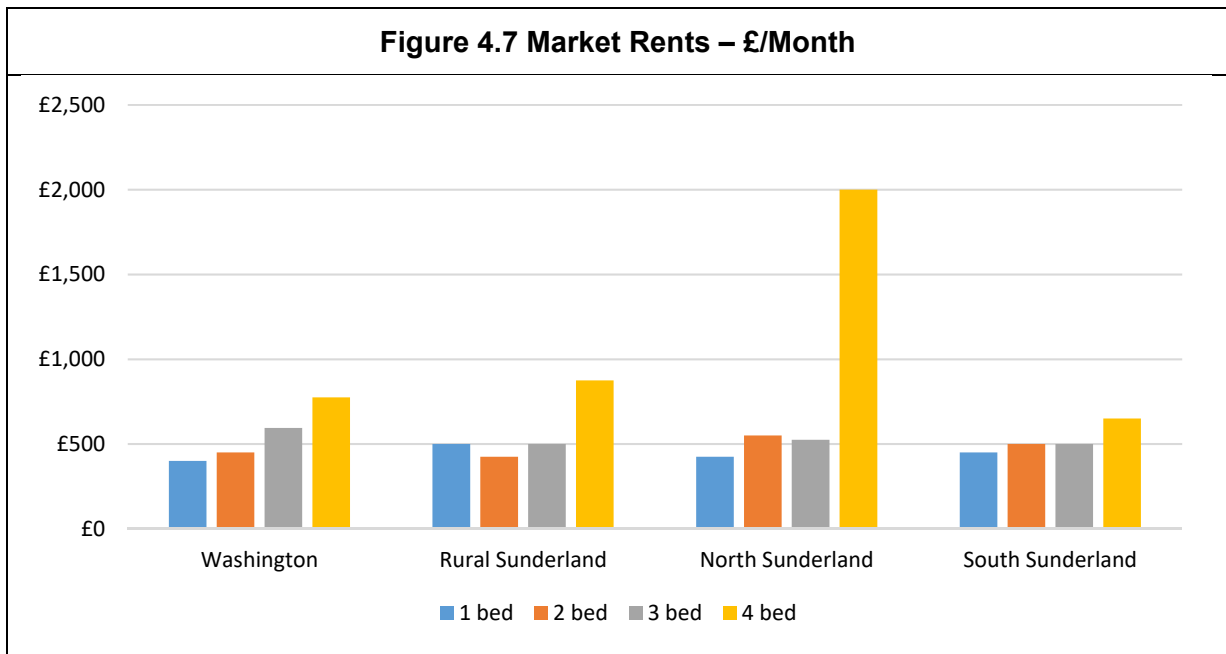
- 4.55 This is at the lower end of the range of values used in the Economic Viability of Affordable Housing Requirements Study for Sunderland District Council, arc4 (March 2014), however this is to be expected as the EVAH was carried out before the reforms to the rent regime.
- 4.56 Likewise, this is a little lower than that assessed in the South Sunderland Growth Area Infrastructure Delivery Study - Viability Assessment, HDH Planning and Development (December 2014).
- 4.57 We have discussed this aspect of the study with housing associations. They have indicated the fall in values of Social Rent is likely to be in the range of 3% to 15%, with the smallest falls being seen on the largest sites and the largest falls being on sites with just a few units that are relatively unattractive due to the difficulties around management.

Affordable Rent

- 4.58 The Government introduced Affordable Rent as a 'new' type of affordable housing. It is important to note that the modelling in this study is based on Affordable Rent, in line with the Council's normal request.
- 4.59 Under Affordable Rent a rent of no more than 80% of the open market rent for that unit can be charged. One of the aims of the Government's policy on affordable housing is to make the HCA budget go further. The Affordable Rent that is over and above the Social Rent is used by Registered Providers (RPs) to raise capital through borrowing or securitisation³⁶. This supports the building of the affordable units – the extra borrowing replacing grant.
- 4.60 The objective of Affordable Rent is that by charging higher rents for the affordable housing, less grant and subsidy is required and thus the development of affordable housing would be self-funded as, on market housing led schemes, grant is only now available in exceptional circumstances, for example on high priority sites where there is still a funding gap after the higher Affordable Rent has been allowed for. As the amount is uncertain we have assumed no grant will be available in the future.
- 4.61 In the development of affordable housing for rent, the value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor (or another RP) would pay for the completed unit. This will depend on the amount of the rent and the cost of managing the property (letting, voids, rent collection, repairs etc.).
- 4.62 Following discussion with the Council's housing officers, it has been assumed the rent is to be set at 80% of the full open market rent. As a typical Affordable Rent unit will be new, it will command a premium rent that is a little higher than equivalent older private sector accommodation. In estimating the likely level of Affordable Rent, a survey of market rents

³⁶ The creation and issuance of tradable securities, such as bonds, that are backed by the income generated by an asset, a loan, a public works project or other revenue source. (Source FT Lexicon)

across the SCC area has been undertaken. There is relatively little variation in rents, except for the larger units.



Source: Rightmove.co.uk (August 2016)

- 4.63 As part of the reforms to the social security system, housing benefit /local housing allowance is capped at the 3rd decile of open market rents for that property type, so in practice Affordable Rents are unlikely to be set above these levels. The cap is set by the Valuation Office Agency by Broad Housing Market Area (BHMA) however these BHMA's do not follow local authority boundaries. The relevant BHMA LHA caps are shown below. Where this is below the level of Affordable Rent at 80% of the median rent, it is assumed that the Affordable Rent is set at the LHA Cap.

	Sunderland	Tyneside
Per Week		
Shared Accommodation Rate:	£45.00	£60.00
One Bedroom Rate:	£88.00	£90.90
Two Bedrooms Rate:	£97.81	£103.56
Three Bedrooms Rate:	£109.32	£115.07
Four Bedrooms Rate:	£138.08	£149.59
Per Month		
Shared Accommodation Rate:	£195.00	£260.00
One Bedroom Rate:	£381.33	£393.90
Two Bedrooms Rate:	£423.84	£448.76
Three Bedrooms Rate:	£473.72	£498.64
Four Bedrooms Rate:	£598.35	£648.22

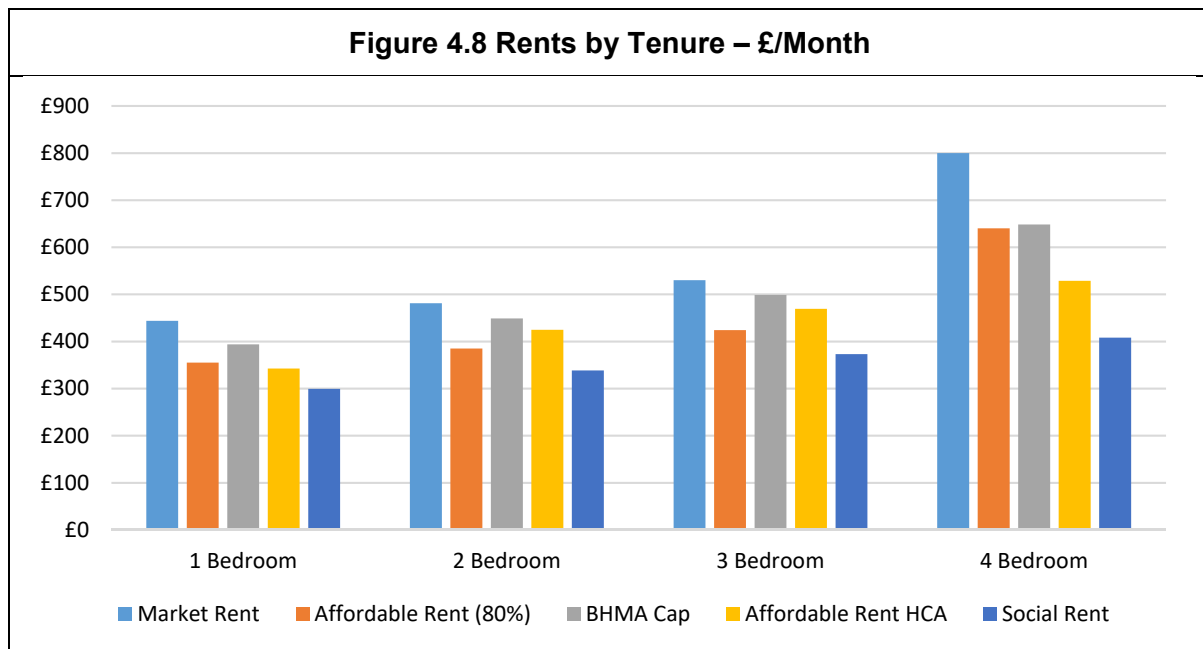
Source: VOA (August 2016)

4.64 This data is consistent with the Affordable Rents being charged, as reported in the most recent HCA data release.

Table 4.12 Affordable Rent (£) Fiscal Calendar 2016				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Per Week	£80	£99	£109	£123
Per Month	£349	£428	£474	£532
Per Year	£4,183	£5,130	£5,682	£6,378

Source: HCA Statistical Return (2016)

4.65 The prevailing rents in the main settlements (i.e. where the development will take place) can be summarised as follows and forms the basis of the appraisals.



Source: Market Survey, HCA Statistical Return (2015) and VOA April 2016

4.66 It has been assumed that Affordable Rent will be set at 80% of market rent or the LHA Cap, whichever is the lower in all areas.

4.67 In calculating the value of Affordable Rents an allowance has been made for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 6%. On this basis affordable rented property has the following worth. It is important to note that prior to the changes in the rent regime, a yield of 5.5% rather than 6% would have been used.

Table 4.13 Capitalisation of Affordable Rents			
	1 Bedroom	2 Bedrooms	3+ Bedrooms
Affordable Rent	£4,183	£5,130	£5,682
Net Rent	£3,346.54	£4,104.26	£4,546.00
Value	£55,776	£68,404	£75,767
m ²	50	70	84
£/m ²	£1,116	£977	£902

Source: HDH (July 2017)

- 4.68 For affordable housing, under the Affordable Rent tenure, a value of £1,000/m² is assumed across all areas.
- 4.69 Housing associations have indicated that whilst this valuation approach is sound, when it comes to bidding for affordable housing, the relationship with market value is also important. Prior to the changes, the normal range of bids for Affordable Rent accommodation was around 55% of open market value with, in exceptional circumstances, bids of up to 60%. Bids are anticipated to fall to be around 50%, being a fall of around 8%.
- 4.70 As with Social Rents and set out earlier, this assumption is at the lower end of the range of values used in the Economic Viability of Affordable Housing Requirements Study for Sunderland District Council, arc4 (March 2014), however this is to be expected as the EVAH was carried out before the reforms to the rent regime. Likewise, this is a little lower than that assessed in the South Sunderland Growth Area Infrastructure Delivery Study - Viability Assessment, HDH Planning and Development (December 2014).

Intermediate Products for Sale

- 4.71 Intermediate products for sale include shared ownership and shared equity products. The market for these is very difficult at present and we have found little evidence of the availability of such products in the study area. We have assumed a value of 65% of open market value for these units. Although we have also run a scenario where the price paid is in line with the transfer price set by the Council which is somewhat lower.
- 4.72 These values were based on purchasers buying an initial 50% share of a property and a 2.75%³⁷ per annum rent payable on the equity retained. The rental income is capitalised at 5.5% having made a 10% management allowance.
- 4.73 As set out in Chapter 2 above, the Government is consulting in relation to Starter Homes. If introduced, these changes are certainly going to impact on viability; however, the impact is going to be positive rather than negative. Housing provided as Starter Homes would have a

³⁷ A rent of up to 3% may be charged – although we understand this is rare in the area.

value of 80% of Market Value, compared to 65% of market value if provided as intermediate housing or £1,260/m² for Affordable Rent.

- 4.74 In the base appraisals, it is assumed that the transfer price is the price paid. Both intermediate housing and Starter Homes would have a higher price than the transfer price.

Grant Funding

- 4.75 For many years, the HCA and Local Planning Authorities (LPAs) have aspired to ensure that affordable housing is delivered without grant. When LPAs have negotiated with developers during the planning process, about the number and type of affordable housing to be provided through s106 agreements and planning conditions, the initial basis of those discussions has usually been that the affordable units would be made available without any grant.
- 4.76 In this study, we have assumed that grant is not available. It is important to note that this is distinctly different to the approach taken in some of the earlier viability work where grant was allowed for.

Older People's Housing

- 4.77 Housing for older people is generally a growing sector due to the demographic changes and the aging population. The sector brings forward two main types of product.
- 4.78 Sheltered or retirement housing is self-contained housing, normally developed as flats and other relatively small units. Where these schemes are brought forward by the private sector there are normally warden services and occasionally non-care support services (laundry, cleaning etc.) but not care services.
- 4.79 Extracare housing is sometimes referred to as very sheltered housing or housing with care. It is self-contained housing that has been specifically designed to suit people with long-term conditions or disabilities that make living in their own home difficult, but who do not want to move into a residential care home. Schemes can be brought forward in the open market or in the social sector (normally with the help of subsidy).
- 4.80 Most residents are older people, but this type of housing is becoming popular with people with disabilities regardless of their age. Usually, it is seen as a long-term housing solution. Extracare housing residents still have access to means-tested local authority services.
- 4.81 The Council's SHMA has identified the need for both market and affordable older people's housing. The Council therefore asked that this study should test the viability of providing affordable housing within this sector.
- 4.82 We have received representations from the Retirement Housing Group (RHG) being a trade group representing private sector developers and operators of retirement, care and extracare homes. They have set out a case that sheltered housing and extracare housing should be tested separately. In line with the RHG representations it has been assumed the price of a 1 bed sheltered property is about 75% of the price of existing 3 bed semi-detached houses and

a 2 bed sheltered property is about equal to the price of an existing 3 bed semi-detached house. In addition, it is assumed extracare housing is 25% more expensive than sheltered.

- 4.83 A typical price of a 3 bed semi-detached home of £157,000 is assumed. On this basis it is assumed retirement and extracare housing has the following worth:

Table 4.14 Worth of Retirement and Extracare			
Sunderland	Area (m ²)	£	£/m ²
3 bed semi-detached		157,000	
1 bed Sheltered	50	117,750	2,355
2 bed Sheltered	75	147,188	1,963
1 bed Extracare	65	157,000	2,415
2 bed Extracare	80	193,797	2,422

Source: HDH August 2016

- 4.84 In addition to the above, an allowance³⁸ has been made for ground rents that are commonly found in older peoples housing schemes.
- 4.85 The value of the units where provided as affordable housing has also been considered. It has not been possible to find any direct comparable where housing associations have purchased social units in a market led extracare scheme. Private sector developers have been consulted. They have indicated that whilst they have never disposed of any units in this way they would expect the value to be in line with other affordable housing – however they stressed that the buyer (be that the local authority or housing association) would need to undertake to meet the full service and care charges.
- 4.86 In practice, it is unlikely that a private sector developer would develop extracare housing where some of it is affordable housing. It is more likely that a scheme will be developed by or for a Registered Provider. It is assumed that in such a case the affordable housing is valued, at the Affordable Rent value, as assessed above of £1,000/m².

³⁸ £3000, being based on a ground rent of £150/year, capitalised at 5%.

5. Non-Residential Market

- 5.1 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the study.
- 5.2 The CIL Regulations and CIL Guidance require the use of existing available evidence and for the viability testing to be appropriate to the likelihood of raising CIL. There is no need to consider all types of development in all situations – and certainly no point in testing the types of scheme that are unlikely to come forward – or which are unlikely to be viable.
- 5.3 Although development schemes do have similarities, every scheme is unique, even schemes on neighbouring sites. Market conditions will broadly reflect a combination of national economic circumstances and local supply and demand factors. However even within a town there will be particular localities, and ultimately site specific factors, that generate different values and costs.

National Overview

- 5.4 The various non-residential markets in the SCC area reflect national trends. An improved sentiment has been reported in the press:

The Q1 2017 RICS UK Commercial Property Market Survey shows both rental and capital value growth projections strengthening at an aggregate level, with sentiment still strongest across the industrial sector. Meanwhile, the office and retail areas of the market appear a little flatter in comparison. Demand indicators remain mixed across the London occupier market, although activity on the investment side saw some improvement according to the latest results.

Nationally, tenant demand increased at the all-sector level for the third consecutive quarter, albeit the pace of growth remained only modest. The sector breakdown again shows office and retail demand struggling for momentum, posting net balances of -1% and +4%, respectively. Availability continues to decline sharply in the industrial sector, with 33% more respondents noting a fall (as opposed to an increase) during Q1. By way of contrast, space available for occupancy increased marginally in the retail segment (the first reported rise since 2013). Given these demand and supply dynamics, rents are expected to rise most firmly in the industrial sector, both over the near term and at the twelve month horizon. At the same time, offices are expected to see only modest growth, while rents are anticipated to hold steady in the retail segment.

Looking more closely at the twelve month view, prime and secondary industrial rents are projected to chalk up the strongest growth on a sectoral comparison. Prime office rents are expected to post some gains but the outlook is broadly flat for secondary locations. Projections remain negative across the secondary retail sector although respondents do envisage marginal growth in prime retail rents.

The regional breakdown again shows subdued trends in the London occupier market. Indeed, occupier demand fell in both the office and retail segments, although the industrial sector did see an increase. Consequently, rental expectations for the year ahead are negative in both the prime and secondary office sectors across the capital. Secondary retail rents are also anticipated to decline but prime retail space may prove more resilient. Across all other parts of the UK, headline rental expectations remain positive to a greater or lesser degree. The East and South East of England display the strongest twelve month projections, with prime office and industrial leading the way in each case.

On the investment side of the market, enquiries continue to increase across all sectors with a net balance of +18% of respondents reporting a pick-up in demand in Q1. Overseas investment demand grew at a similar pace in each market segment, although the overall demand indicator remains most

elevated in the industrial sector. Alongside this, the supply of property for investment purposes fell significantly in the office and industrial sectors while the decline was more modest in the retail sector.

Capital value expectations rose noticeably in the industrial sector, with a net balance of 44% respondents anticipating prices to rise over the next three months (the firmest reading since Q4 2015). What's more, the twelve month view on capital values also strengthened across both prime and secondary areas of the industrial market. Near term projections across the office sector also ticked up slightly and the twelve month view for prime offices remained solid as a net balance of 42% of respondents anticipate capital value growth (43% previously). Prime retail assets are expected to see growth over the coming twelve months although projections are flat for properties in secondary locations.

Across the UK, the headline investment demand indicator has now turned positive, to a greater or lesser degree, in virtually all areas. Scotland is the sole exception, but even here investment enquiries reportedly stabilised (having fallen in the three previous quarters). Feedback continues to highlight uncertainty surrounding a second independence referendum as an impediment to momentum.

In central London, investment enquiries rose at the sharpest pace since the tail end of 2015, while demand from overseas buyers continued to increase across all sectors. Interestingly, Northern Ireland was the only part of the UK to see a fall in foreign investment enquiries, marking the fourth straight quarter of declining demand. It also recorded the highest proportion of respondents seeing enquiries from businesses looking to relocate because of uncertainty about the future relationship with the EU (42% against a headline UK figure of 16%).

All-property capital value expectations have moved into positive territory in London for the first time since Q1 2016, although respondents anticipate secondary retail assets may continue to come under slight downward pressure. Meanwhile, the East of England is now the area in which the strongest capital value gains are expected over the year ahead, with prime office and industrial units anticipated to outperform.

The vast majority of respondents continue to view commercial real estate prices to be either at or below fair at present (83%), with the proportion taking this view holding fairly constant over recent quarters. In London, around 50% of contributors sense current valuations are somewhat stretched relative to fundamentals. Nevertheless, this is still noticeably less than the 68% who were of this opinion at the start of 2016.

RICS Commercial Market Survey UK Q1 2017

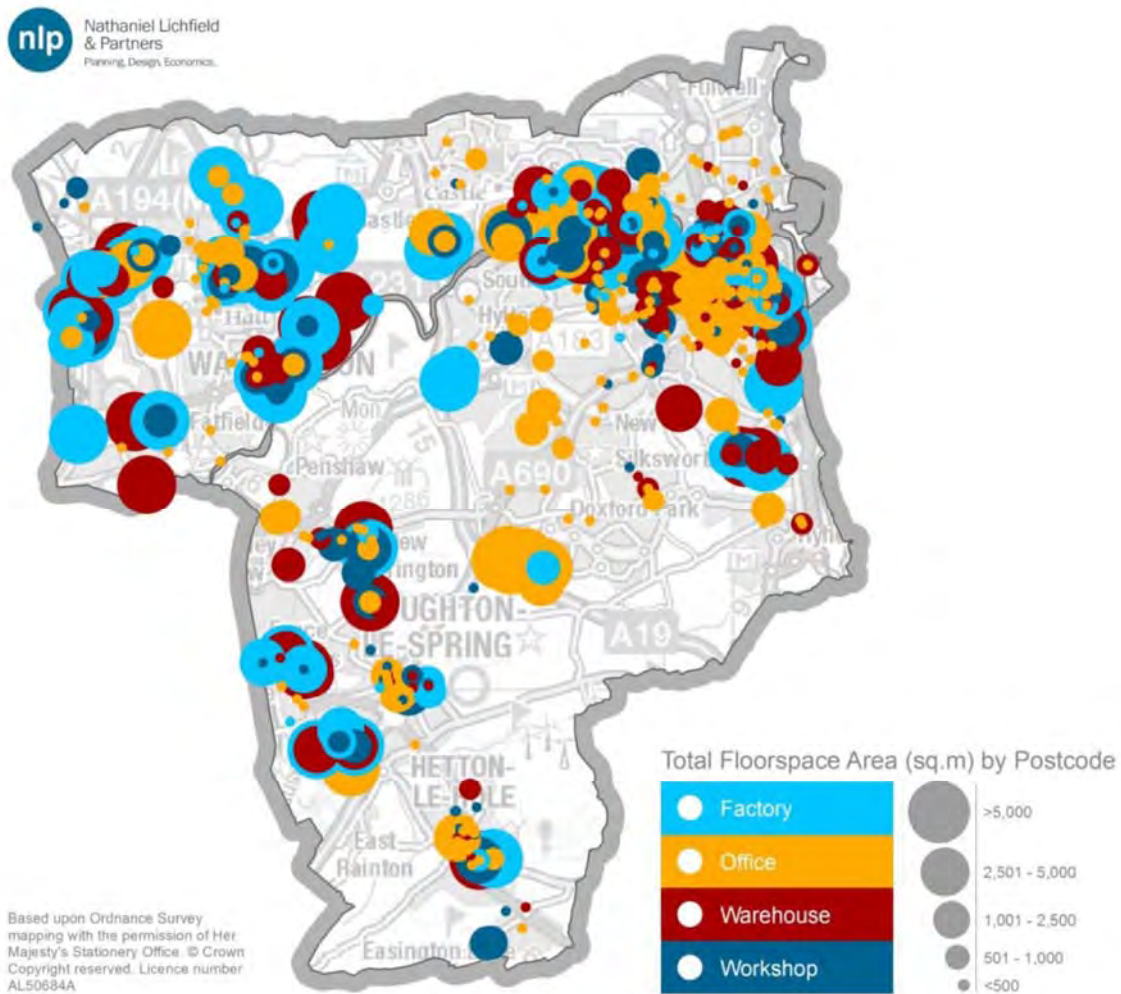
Sunderland City Council Area Overview

- 5.5 The local markets are driven by local factors – however the strong influence of the Newcastle-focused Tyneside conurbation underpins the market. Sunderland City is a significant centre, as is Washington to a lesser extent. The market is described in some detail in the Council's Sunderland Employment Land Review: Final Report NLP (March 2016) so that will not be repeated in full here. It is usefully summarised as follows:

Market Area Profiles

5.15 As noted above the market for employment premises in Sunderland can be divided into three distinct market areas: the Sunderland urban area; the Washington urban area; and the more dispersed settlements of the former Coalfield. The graphic below illustrates some of the differences between these market areas, by identifying amounts of floorspace in different uses across the local authority area.

5.16 In the Sunderland urban area there is a clear concentration of employment floorspace along the riverbanks, where there is a range of different uses; whereas there are substantial clusters of office floorspace in the city centre and at Doxford. In Washington, much of the office floorspace is located in the town centre, whereas elsewhere in the town employment floorspace largely comprises factories, workshops and warehouses. In the former Coalfield area the various towns have a mix of uses but overall the scale of provision tends to be smaller.



Source Page 38 Sunderland Employment Land Review: Final Report NLP (March 2016)

- 5.6 This study is concerned with new property that is likely to be purpose built, there is little variance in price for newer premises more suited to modern business across the area.
- 5.7 Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.com). In addition, information from CoStar (a subscription service) has been used. Clearly much of this commercial space is 'second-hand' and not of the configuration, type and condition of new space that may come forward in the future (and be subject to CIL), so is likely to command a lower rent than new property in a convenient well accessed location with car parking and that is well suited to the modern business environment.
- 5.8 **Appendix 6** includes a selection of non-residential properties currently available (September 2016) in and around the District. There are very few units available. **Appendix 7** includes market data from CoStar.

Offices

- 5.9 Feedback from local agents suggests that the very best offices are likely to achieve rents in excess of £120/m². Generally good quality modern offices are in the £90/m²/annum to £110/m²/annum range. Rents for non-purpose built units are rather lower than this, being below £50/m²/annum for older accommodation with less good parking – for example in the town centres.
- 5.10 There is little evidence to support different levels of rent for different sized units.
- 5.11 The capital value of offices is dependent on a range of factors including the quality of the tenant, the terms of the letting, the flexibility of the accommodation as well as the passing rent and location of the building. Nationally, typical yields are in the range of 5.25%³⁹ for good units to 9% or 10% for units that are less attractive to investors. It is unlikely that units in Sunderland would achieve prime yields. A yield of 6.5% had been assumed to give a value of £1,690/m².
- 5.12 These findings are in line with the findings of the ELR that said (at page 45):

Of importance to this study is the level of rent that is achievable for new office premises as this determines the viability of development and thus demand for employment land. In the recent fragile market conditions not only have there confidential achieved rents and incentives to avoid setting unwelcome precedents for future lettings or rent reviews. As a result reported rents may not tell the whole story. In particular long rent free periods have been granted to attract occupiers to new out-of-town office parks. At Spectrum Point, Seaham, Durham County Council took 30,000 sq ft on a 20 year lease and was able to negotiate a 7½ year rent free period, which reduced the headline rent of £12 psf to an effective rent of £7.70 psf. The table below provides examples of recent lettings of modern office stock within Sunderland.

Table 5.10

Property	Size		Date of letting	Analysis £ psf
	(Sq m)	(sq ft)		
Alexander House, Rainton Bridge S	2,897	31,183	15 yrs wef Dec 2014	£14.50 asking
Teleport, Grayling Ct, Doxford	411	4,429	9 yrs wef Dec 2014	£10.00
Unit 3, Colima Ave, Sunderland EP	215	2,312	5 yrs wef Aug 2014	£8.00
1 Victory Way, Doxford	2,983	32,104	Aug 2014	£10.25
Chase House, Rainton Bridge South	1,254	13,500	Nov 2013	£13.50 asking
Quayside House, Low Street	220	2,370	June 2013	£9.00
Suite 1a, Echo 24, West Wear St	326	3,506	Dec 2009	£13.00
Quay West Business Park	56	602	Nov 2009	£12.00

Industrial and Distribution

- 5.13 The rents for good quality modern industrial buildings are generally in the range of £27/m²/annum (£2.50/sqft) to £75/m²/annum (£7/sqft). For less good space, rents are as low as £21.50/m² (£2/sqft) – although these should be considered exceptional. Generally, and

³⁹ The capitalisation of rents using the yields and Year's Purchase is widely used by Chartered Surveyors and others. The Year's Purchase is the factor by which the rent is multiplied to calculate the capital value (calculated at 1/yield).

dependent on the quality and situation of the building, rents for new units are about £55/m²/annum (£6/sqft).

- 5.14 There is little evidence to support different levels of rent for different sized units or to differentiate between industrial (B1 and B2) used and distribution (B8) uses.
- 5.15 As with the office sector, the capital value of industrial space is dependent on a range of factors including the quality of the tenant, the terms of the letting, the flexibility of the accommodation as well as the passing rent and location of the building. Typically, yields are in the range of 5.25% for large units, to 9% or 10% for older units that are less attractive to investors. As for office uses it is unlikely that developments in SCC will achieve prime yields so 6.5% is assumed to give a value of £850/m².

Retail

- 5.16 Activity in the retail property market is concentrated in Sunderland City Centre and, to a lesser extent Washington town centre. Houghton-le-Spring is a significantly smaller centre. The major regional centre of Newcastle (with its good transport links) has rather overshadowed the local shopping offer.
- 5.17 In addition, there is some out of town retail activity. There is little recent activity recorded outside of these areas. Rents for small units in the best central locations are currently over £250/m² although generally they are well below this level in all than the best locations. A capital value of £3,850/m² is assumed for shop based retail (based on a 6.5% yield).
- 5.18 The rents for town centre shops vary greatly, particularly as one moves away from the best locations into the secondary situations where rents normally range from below £100/m²/annum (£9.30/sqft) to £150/m²/annum (£14/sqft), although yields are rather higher at around 8% to give a value of £1,875/m² or so.
- 5.19 Consideration has been given to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the area, however drawing on wider experience it is assumed that supermarket rents are generally in the region of £220/m² with a yield of 5.5% to give a value of £4,000/m². This yield is somewhat higher than would have been used a year or so ago. This reflects the current challenges facing the traditional supermarket operators.
- 5.20 As well as mainstream supermarkets, the smaller units developed by operators such as Lidl and Aldi have been considered, in this case a rent of £215/m² and a 6.0% yield is assumed, to give a value of £3,580/m².
- 5.21 In the case of retail warehouses, a rent of £150/m² and a yield of 6.5% is assumed giving a value of £2,300/m².

Hotels

- 5.22 As well as the above development types we have assumed a rental of £5,000/room/year for newbuild hotels to apply across the area. Assuming a yield of 6% and room size of 22m² this equates to a value of about £83,300. Having factored in 30% or so circulation space this equates to £2,910/m².
- 5.23 It is important to note that this study is only concerned with newbuild hotels. We do acknowledge that there are older units available at substantially lower values than these.

Appraisal Assumptions

- 5.24 There is a large variance in the levels of rents and values. The following rents and yields are used in reaching the assumptions for non-residential capital values:

Table 5.1 Non- Residential Value Assumptions					
		Rent £/m ² /year	Yield	Capitalised Rent £/m ²	Appraisal Assumption £/m ²
Office		110	6.50%	1,690	1,700
Industrial		55	6.50%	850	850
Retail	Primary Shop	250	6.50%	3,850	3,850
	Secondary Shop	150	8.00%	1,875	1,900
	Supermarkets	220	5.50%	4,000	4,000
	Smaller Supermarkets	215	6.00%	3,580	3,580
	Retail Warehouses	150	6.50%	2,300	2,300
Hotel					2,900

Source: HDH May 2016

- 5.25 The above prices were presented to consultees on 28th June 2016. No substantive comments were received.

6. Land Prices

- 6.1 The methodology used in this study to assess viability is set out in Chapters 2 and 3. An important element of the assessment, under both sets of guidance, is the value of the land. Under the method recommended in the Harman Guidance, the worth of the land before consideration of any increase in value, from a use that may be permitted through a planning consent, is the Existing Use Value (EUV) or Alternative Use Value (AUV). This is the starting point for the assessment as this is one of the key variables in the financial development appraisals.
- 6.2 In this chapter, the values of different types of land are considered. The value of land relates closely to the use to which it can be put and will range considerably from site to site; however, as this is a high level study, the three main uses, being agricultural, residential and industrial have been assessed. The amount of uplift that may be required to ensure that land will come forward and be released for development has then been considered.

Current and Alternative Use Values

- 6.3 In order to assess development viability, it is necessary to analyse Existing and Alternative Use Values. EUV refers to the value of the land in its current use before planning consent is granted, for example, as agricultural land. AUV refers to any other potential use for the site. For example, a brownfield site may have an alternative use as industrial land, generally the EUV and AUV are interchangeable.
- 6.4 The PPG includes a definition of land value as follows:

Land Value

Central to the consideration of viability is the assessment of land or site value. The most appropriate way to assess land or site value will vary but there are common principles which should be reflected.

In all cases, estimated land or site value should:

- *reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge;*
- *provide a competitive return to willing developers and land owners (including equity resulting from those building their own homes); and*
- *be informed by comparable, market-based evidence wherever possible. Where transacted bids are significantly above the market norm, they should not be used as part of this exercise.*

PPG ID: 10-014-20140306

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

PPG ID: 10-015-20140306

- 6.5 It is important to fully appreciate that land value should reflect emerging policy requirements and planning obligations. When considering comparable sites, the value will need to be adjusted to reflect this requirement.
- 6.6 To assess viability, the value of the land for the particular scheme needs to be compared with the AUV, to determine if there is another use which would derive more revenue for the landowner. If the Residual Value does not exceed the AUV, then the development is not viable; if there is a surplus (i.e. profit) over and above the ‘normal’ developer’s profit having paid for the land, then there is scope to pay CIL.
- 6.7 For the purpose of the present study, it is necessary to take a comparatively simplistic approach to determining the alternative use value. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis the outcome might still be contentious.
- 6.8 Our ‘model’ approach is outlined below:
- i. For sites previously in agricultural use, then agricultural land represents the existing use value. It is assumed that the sites of 0.5ha or more fall into this category.
 - ii. For paddock and garden land on the edge of or in a smaller settlement a ‘paddock’ value has been adopted. It is assumed the sites of less than 0.5ha fall in this category.
 - iii. Where the development is on brownfield land an industrial value is assumed.

Residential Land

- 6.9 Data from the Valuation Office Agency (VOA) relating to residential land values has been considered. Land values vary dramatically depending upon the development characteristics (size and nature of the site, density permitted etc.) and any affordable or other development contribution.
- 6.10 The VOA published figures for residential land in the Property Market Report. These cover areas which generate sufficient activity to discern a market pattern. That means locally there are figures for Leeds and Newcastle. These values can only provide broad guidance, they can therefore be only indicative, and it is likely that values for ‘oven ready’ land (i.e. land with planning consent and ready for immediate building) with no affordable provision or other contribution, or servicing requirement, are in fact higher.

Table 6.1 Residential Land Values at January 2011 Bulk Land	
£/ha (£/acre)	
Leeds	1,360,000 (550,000)
Newcastle	1,280,000 (518,000)

Source: VOA Property Market Report 2011

- 6.11 The values in the Property Market Report are based on the assumption that land is situated in a typically average greenfield edge of centre/suburban location for the area and it has been assumed that services are available to the edge of the site and that it is ripe for development with planning permission being available. The values provided assume a maximum of a two storey construction with density, S106 provision and affordable housing ratios to be based on market expectations for the locality. The report cautions that the values should be regarded as illustrative rather than definitive and represent typical levels of value for sites with no abnormal site constraints and a residential planning permission of a type generally found in the area. It is important to note that these values are net – that is to say they relate to the net developable area and do not take into account open space that may form part of the scheme.
- 6.12 It should be noted that the above values may assume that grant was available to assist the delivery of affordable housing. This grant is now very restricted so these figures should be given limited weight. Further, due to the date of the report, these values are before the introduction of CIL or similar tariff, so do not reflect this potential new charge on development. As acknowledged by the RICS Guidance, a new charge such as CIL will inevitably have an impact (a negative one) on land values.
- 6.13 More recently (December 2015) DCLG published *Land value estimates for policy appraisal*⁴⁰. This sets out land values as at 1st March 2015 and was prepared by the VOA. The Sunderland figure is £1,320,000/ha. It is important to note this figure assumes nil affordable housing. As stressed in the paper this is a hypothetical situation and ‘the figures on this basis, therefore, may be significantly higher than could be reasonably obtained in the actual market’⁴¹.
- 6.14 The Valuation Office Agency assumed that each site is 1 hectare in area, of regular shape, with services provided up to the boundary, without contamination or abnormal development costs, not in an underground mining area, with road frontage, without risk of flooding, with planning permission granted and that no grant funding is available; the site will have a net developable area equal to 80% of the gross area. For those local authorities outside London, the hypothetical scheme is for a development of 35 two storey, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.
- 6.15 There is little building land being marketed for sale at the time of this study and that that there is tends to be small sites for just a few units (so not a good indication of values for larger schemes).

⁴⁰ Land value estimates for policy appraisal. Department for Communities and Local Government, February 2015

⁴¹ Point 2, Page 14, Land value estimates for policy appraisal. DCLG, February 2015

Table 6.2 Residential Development Land for Sale – September 2016					
Location	Consent	Existing use	Area (ha)	£/site	£/plot
Silksworth, Silksworth Hall Drive	3 large detached houses	Residential	0.61	£1,400,000	£466,667
Humbledon Hill	8 serviced plots for sale individually	Greenfield	0.7465	£1,800,000	£225,000
Roker Marina, Beacon Drive	8 to 10 story building	Brownfield		£850,000	£106,250
Hetton-le-Hole, Front Street	30 Unit Scheme for Private Residential Nursing Home	Brownfield	0.106	£300,000	£10,000
Houghton-le-Spring, Church Street	6 two storey houses	Residential	0.2	£300,000	£50,000
Murton, Church Street	14 dwellings	Ex Club	0.356	£165,000	£11,786
Washington, Vigo Lane	Single Plot			£145,000	£145,000
Houghton-le-Spring, Easington Lane	7 units	Brownfield / Industrial	0.107	£140,000	£20,000
Hetton-le-Hole, Houghton Rd	2 units	Backland		£140,000	£70,000
Houghton-le-Spring, Newbottle	Garden and paddock	Paddock		£140,000	
Philadelphia, Wetherby Close	6 individual fully serviced plots			£125,000	£125,000
Hetton-le-Hole, Edward St	7 terraced houses	Urban infil	0.083	£120,000	£17,143
Murton	Single Plot			£55,000	£55,000
Sunderland, Empress St	Single Plt	End of terrace		£16,000	£16,000

Source: Market Survey (September 2016)

- 6.16 These are asking prices rather than achieved prices. It is not easy to draw conclusions from what are a very varied group of sites in a range of situations and of differing characteristics. The average asking price is about £70,000 per unit.
- 6.17 Following the consultation event recent transactions have been researched based on planning consents over the last few years and price paid information from the Land Registry:

Table 6.3 Recent Sales of Development Land

Planning Reference	ADDRESS	PROPOSAL	SITE AREA	TOTAL DWELLINGS	Affordable %	£106 £	Sale Date	Price Paid	£/ha	£/unit
14/00506/OUT	Land Bounded by Durham Road, Helton Brideway/Footpath 9, and Markle Grove, Helton-le-Hole, Sunderland	Outline application for residential development all matters reserved except for access.	4.4	96	10%	326,144				
14/00090/FUL	Land to the East of Former Broomhill Estate, Helton-le-Hole, Houghton-le-Spring	Construction of 102 dwellings with associated garages, roads and infrastructure and public open space. Development to include stopping up of section of brideway and change of use of section of brideway to all-purpose highway and provision of new crossing point for brideway users.	4.17	102	0%	80,000				
14/01804/OUT	Land South of Redburn Road and Black Boy Road, Chilton Moor, Houghton-le-Spring	Outline application for residential development of Sites A & B consisting of 27 no. dwellings - approval sought for layout, scale & access.	1.45	27		120,108	03.10.2007			
15/00123/FUL	Land at Kildminster Road, Rhondda Road, Ravenna Road and Robertson Square, Sunderland	The erection of 88 dwellings consisting of 2,3 and 4 bed homes with associated hard and soft landscaping. To include stopping up and diversion of highway.	4.3	88	56%	61,888	28.6.2016			
14/01647/FUL	Land North of Redburn Row, Houghton-le-Spring	Erection of 70no. residential dwellings with associated infrastructure and landscaping. Stopping up and diversion of public footpath and associated highway improvements	4.5	70	10%	398,239				
14/02833/FUL	Land at Former Homelands Estate - Incorporating Chestnut Crescent, Coronation Crescent and part of Beechwood Terrace.	78 dwellings with associated garages and landscaping, construction of new estate roads and site access from Coaley Lane and demolition of 2 existing dwellings, and associated stopping up of highway	3.35	78		292,941	07.04.2016	£1,073,252	£320,374	£13,760
14/02837/SUB	Land South East of Pattinson Road, Pattinson Industrial Estate, Washington	Residential development comprising 43no. dwellings and associated access, infrastructure and landscaping. (Resubmission)	2	43	0%	71,334	18.06.2015	£1,708,115	£854,058	£39,724
15/01629/OU4	Land at Grangtown Autos, Ryhope Road, Sunderland, SR2 0SP	Demolition of existing buildings and development of up to 22 dwellings.	0.66	22	9%	67,524.72	22.09.2004			
15/00815/HYB	Land at Coaley Lane, Houghton-le-Spring	Hybrid planning application	10.59			1,058,375	17.03.2016	£8,975,694	£847,563	
		Full planning application for proposed development of 147 residential dwellings with associated infrastructure, landscaping, open space and highway improvements; and		147	10%					
		Outline planning application for the proposed development of approximately 130 residential dwellings with associated infrastructure landscaping, open space and highway improvements with all matters reserved except for access.		130						
14/00292/OUT	Land at Castletown Way/Riverside Road, Sunderland, SR5 3JF	Erection of 140 dwellings with associated access (Amended Drawings received 29.07.2014).	3.99	140	10%	324,031	28.06.2005	£5,800,000	£1,453,634	£41,429
12/00333/FUL	Land North of Station Road/North West of Pattinson Road and Adjacent to Barmston Road, Washington	Residential development comprising of 170 houses with associated access, parking and landscaping, to include public open space. Stopping up of highways and change of use to residential.	6.14	170	0%	380,728				
13/01617/FUL	Land East of Gillias Lane, Houghton-le-Spring	Erection of 63no. dwellings with associated landscaping, public open space and infrastructure.	2.46	63	0%	478,524				

Source: SCC and Land Registry

- 6.18 There is little transactional evidence available. The lack of evidence is recognised in the PPG that says that comparable evidence should be used ‘wherever possible’ (PPG ID: 10-014-20140306).
- 6.19 It is necessary to make an assumption about the value of residential land. We have assumed a value of £450,000/ha (net) for residential land. This amount is on a net basis so does not include the areas of open space.

Industrial Land

- 6.20 The VOA’s typical industrial land values for the nearby locations are set out in the table below.

Table 6.4 Industrial land values £/ha (/acre)	
Leeds	600,000 (243,000)
Newcastle	235,000 (95,000)

Source: VOA Property Market Report 2011

- 6.21 The more recent (December 2015) DCLG published *Land value estimates for policy appraisal*⁴² referred to above sets out industrial land values as at 1st March 2015 as typically being around £400,000/ha in the North West.
- 6.22 We have sought further evidence as to industrial values in Sunderland and there is very little. **Appendix 4** includes data from CoStar with regard to land transactions. This suggests that industrial land values may be a little lower than the DCLG figure. From informal discussions with agents there is a general feeling that prices have improved somewhat and the best land does achieve higher values. There are however sites that have been available for many years that have little prospect of being sold.
- 6.23 In this study a value of £380,000/ ha (£140,000/acre) is used.

Agricultural and Paddocks

- 6.24 The RICS/RAU Rural Land Market Survey reports agricultural land values on a regular basis. The most recent report (H2 2015) suggests values of £25,000/ha (£10,000/acre) for arable land and £16,000/ha (£6,500/acre) for pasture. A benchmark of £20,000/ha is assumed to apply here.
- 6.25 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive

⁴² Land value estimates for policy appraisal. Department for Communities and Local Government, February 2015

to neighbouring households for pony paddocks or simply to own to provide some protection and privacy. A higher value of £50,000/ha for village and town edge paddocks is assumed.

Use of Alternative Use Benchmarks

6.26 The results from the appraisals are compared with the Existing Use Values set out above in order to form a view about each of the sites' viability. This is a controversial part of the viability process and the area of conflicting guidance (the Harman Guidance versus the RICS Guidance). In the context of this report, it is important to note that it does not automatically follow that, if the Residual Value produces a surplus over the Existing Use Value (EUV) or Alternative Use Value (AUV) benchmark, the site is viable. The land market is more complex than this and as recognised by paragraph 173 of the NPPF, the landowner and developer must receive a 'competitive return'. The phrase *competitive return* is not defined in the NPPF, nor in the Guidance.

6.27 Competitive return has not been fully defined through planning appeals and the court system⁴³. The RICS Guidance includes the following definition:

Competitive returns - A term used in paragraph 173 of the NPPF and applied to 'a willing land owner and willing developer to enable development to be deliverable'. A 'Competitive Return' in the context of land and/or premises equates to the Site Value as defined by this guidance, i.e. the Market Value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan. A 'Competitive Return' in the context of a developer bringing forward development should be in accordance with a 'market risk adjusted return' to the developer, as defined in this guidance, in viably delivering a project.

6.28 As set out above, the PPG includes the following section:

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

PPG ID: 10-015-20140306.

6.29 Whilst this is useful it does not provide any guidance as to the size of that return. To date there has been much discussion within the industry and amongst planners as to what may and may not be a competitive return, as yet the term has not been given a firm definition through the appeal, planning examination or legal processes. The Shinfield Appeal (January 2013) does shed some light in this. A number of key paragraphs are copied below as, whilst these do not provide a strict definition of competitive return, the inspector (Clive Hughes BA (Hons) MA

⁴³ In this context the following CIL Examination are relevant. Mid Devon District Council by David Hogger BA MSc MRTPI MCIHT, Date: 20 February 2013 and Greater Norwich Development Partnership – for Broadland District Council, Norwich City Council and South Norfolk Council. by Keith Holland BA (Hons) Dip TP, MRTPI ARICS Date: 4 December 2012

DMS MRTPI) does set out his analysis clearly. The following paragraphs are the only current steer, in this regard we have included all that are relevant.

64. *Determining what constitutes a competitive return inevitably involves making a subjective judgement based upon the evidence. Two very different viewpoints were put forward at the Inquiry with the appellants seeking a land value of £4,750,000 which is roughly the mid-point between the EUV/CUV and the RLV with planning permission for housing and no obligations. This ties in with the 50:50 split between the community and the landowner sought by the appellants. The Council considered that a sum of £1.865m would ensure a competitive return; that is to say the Council's calculation of the EUV/CUV.*

65. *Paragraph 173 of the Framework says that the costs of any requirements should provide competitive returns to a willing landowner and willing developer to enable the development to be deliverable. The paragraph heading is "Ensuring viability and deliverability"; it is clear that its objective is to ensure that land comes forward for development. I am not convinced that a land value that equates to the EUV/CUV would provide any incentive to the landowner to sell the site. Due to the particular circumstances of this site, including the need to remediate the highly significant level of contamination, such a conclusion would not provide any incentive to the landowner to carry out any remediation work. There would be no incentive to sell the land and so such a low return would fail to achieve the delivery of this site for housing development. In these circumstances, and given the fact that in this case only two very different viewpoints on what constitutes a competitive return have been put forward, the appellants' conclusions are to be preferred. In the scenario preferred by the Council, I do not consider that the appellants would be a willing vendor.*

Viable amount of Affordable Housing

66. *The RICS GN says that any planning obligations imposed on a development will need to be paid out of the uplift in the value of the land but it cannot use up the whole of the difference, other than in exceptional circumstances, as that would remove the likelihood of land being released for development. That is exactly what is at issue here in that the Council's valuation witness, in cross examination, stated that a landowner should be content to receive what the land is worth, that is to say the SV. In his opinion this stands at £1.865m. I accept that, if this figure was agreed (and it is not), it would mean that the development would be viable. However, it would not result in the land being released for development. Not only is this SV well below that calculated by the appellants, there is no incentive to sell. In short, the appellants would not be willing landowners. If a site is not willingly delivered, development will not take place. The appellants, rightly in my opinion, say that this would not represent a competitive return. They argue that the uplift in value should be split 50:50 between the landowner and the Council. This would, in this instance, represent the identified s106 requirements being paid as well as a contribution of 2% of the dwellings as affordable housing.*

70. *I conclude on this issue that, allowing the landowner a competitive return of 50% of the uplift in value, the calculations in the development appraisal allowing for 2% affordable housing are reasonable and demonstrate that at this level of affordable housing the development would be viable (Document 26). The only alterations to these calculations are the relatively minor change to the s106 contribution to allow for a contribution to country parks and additions to the contributions to support sustainable modes of travel. These changes would have only a limited impact on the return to the landowner. The development would remain viable and I am satisfied that the return would remain sufficiently competitive to enable the land to come forward for development. Overall, therefore I conclude that the proposed amount of affordable housing (2%) would be appropriate in the context of the viability of the development, the Framework, development plan policy and all other material planning considerations.*

6.30 Further clarification has been added in the Oxenholme Road Appeal (October 2014). The inspector confirmed that the principle set out in Shinfield is very site specific and should only be given limited weight. At Oxenholme Road, the inspector said:

47. *The parties refer to an appeal decision for land at Shinfield, Berkshire, which is quoted in the LADPD Viability Study. However, little weight can be given to that decision in the present case, as the nature of the site was quite different, being partly previously developed, and the positions taken by the parties on the proportion of uplift in site value that should be directed to the provision of affordable housing were*

at odds with those now proposed. There is no reason in the present case to assume that either 100% or 50% of the uplift in site value is the correct proportion to fund community benefits.

48. Both the RICS Guidance Note and the Harman report comment on the danger of reliance on historic market land values, which do not take adequate account of future policy demands.....

- 6.31 It is clear that for land to be released for development, the uplift over the EUV needs to be sufficiently large to provide an incentive to the landowner to release the site and cover any other appropriate costs required to bring the site forward for development. It is therefore appropriate and an important part of this assessment to have regard to the market value of land as it stands. However, the Shinfield appeal was determined on the specific circumstances that were put forward to the inspector. Whilst it sets out an approach it does not form a binding precedent, appeals will continue to be determined on the facts that relate to the particular site in question. At Shinfield the inspector only considered the two approaches put to him and did not consider the landowners' competitive return in any other ways. The appellant's method and approach was preferred to the Council's – but it should not be considered to be the only acceptable approach.
- 6.32 The RICS Guidance recognises that the value of land will be influenced by the requirements imposed by planning authorities. It recognises that the cost to the developer of providing affordable housing, building to increased environmental standards, and paying CIL, all have a cumulative effect on viability and are reflected in the ultimate price of the land. A central question for this study is at what point do the requirements imposed by the planning authorities make the price payable for land so unattractive that it does not provide competitive returns to the landowner, and so does not induce the owner to make the land available for development?
- 6.33 The reality of the market is that each and every landowner has different requirements and different needs and will judge whether or not to sell by their own criteria. We therefore have to consider how large such an 'uplift' or 'cushion' should be for each type of site to broadly provide a competitive return. The assumptions must be a generalisation as, in practice, the size of the uplift will vary from case to case depending on how many landowners are involved, each landowner's attitude and their degree of involvement in the current property market, the location of the site and so on. An 'uplift' of, say, 5% or £25,000/ha might be sufficient in some cases, whilst in a particular case it might need to be five times that figure, or even more. As set out in Chapter 2 above the PPG refers to an incentive for the landowner to sell '*in comparison with the other options available*'.
- 6.34 Initially and as discussed at the consultation event, it was assumed that the Viability Threshold (being the amount that the Residual Value must exceed for a site to be viable) of the EUV / AUV plus a 20% uplift on all sites would be sufficient. This is supported both by work done elsewhere and by appeal decisions (see Chapter 2). A further adjustment for those sites coming forward on greenfield land has been made, based on our knowledge of rural development, and from working with farmers, landowners and their agents. A further £250,000/ha (£100,000/acre) has been added to reflect this premium. This amount is also added to sites that were modelled on land that was previously paddock. It is fully accepted that this is a simplification of the market, however in a high-level study of this type that is based on modelled sites, simplifications and general assumptions need to be made.

- 6.35 This methodology does reflect a very considerable uplift for a landowner selling a greenfield site with consent for development⁴⁴. In the event of the grant of planning consent they would receive over ten times the value compared with before consent was granted. This approach is the one suggested in the Harman Guidance (see Chapter 2 above) and by the Planning Advisory Service (PAS). The approach was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012⁴⁵.
- 6.36 Consideration has been given as to how these amounts relate to prices for land in the market (see above) and with a view to providing competitive returns to the landowner. Whilst there are certainly land transactions at higher values than these are not appropriate for a study of this type.
- 6.37 It is useful to consider the assumptions used in other studies in other parts of England. These are set out in the table below.

Table 6.5 Viability thresholds used elsewhere	
Local Authority	Threshold Land Value
Babergh	£370,000/ha
Cannock Chase	£100,000-£400,000/ha
Christchurch & East Dorset	£308,000/ha (un-serviced)
	£1,235,000/ha (serviced)
East Hampshire	£450,000/ha
Erewash	£300,000/ha
Fenland	£1-2m/ha (serviced)
GNDP	£370,000-£430,000/ha
Reigate & Banstead	£500,000/ha
Stafford	£250,000/ha
Staffordshire Moorlands	£1.26-£1.41m/ha (serviced)
Warrington	£100,000-£300,000/ha

Source: Planning Advisory Service (collated by URS)

- 6.38 Care has to be taken drawing on such general figures without understanding the wider context and other assumptions in the studies, but generally the assumptions used in this work are within the range.

⁴⁴ See Chapter 2 for further details and debate around EUV plus v Market Value methodologies.

⁴⁵ Paragraphs 7 to 9 of REPORT ON THE EXAMINATION OF THE DRAFT MAYORAL COMMUNITY INFRASTRUCTURE LEVY CHARGING SCHEDULE by Keith Holland BA (Hons) DipTP MRTPI ARICS an Examiner appointed by the Mayor Date: 27th January 2012

6.39 There is no doubt that CIL will be an additional cost on some development sites, and that some sites may not be able to bear the costs of all the requirements a planning authority makes – such as delivering affordable homes and higher environmental standards. This is noted in the RICS Guidance which recognises that there may well be a period of adjustment in the price of land following the introduction of CIL.

6.40 The following alternative land prices were put to the consultation event:

- | | | |
|------|-------------------|--------------|
| i. | Agricultural Land | £20,000/ha |
| ii. | Paddock Land | £50,000/ha |
| iii. | Industrial Land | £400,000/ha |
| iv. | Residential Land | £450,000/ha. |

6.41 It is acknowledged that there are sales of development land that are well above this level, however when considered against the requirements of the PPG that says (at paragraph 10-015-20140306).

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

6.42 There is no doubt that a threshold at these levels provides a very substantial return relative to the existing use value of the land.

6.43 Through the consultation process it was suggested it was suggested that Threshold Land Values ranging from £500,000/ha in North Sunderland to £900,000/ha in the Washington and South Sunderland areas should be used. Alternatively, it was suggested assumptions from £617,000/net developable ha in the Coalfields, to £1,482,600/ha in South Sunderland.

6.44 When considering the approach to be taken it is necessary to do so in the context of the PPG that says:

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

PPG ID: 10-015-20140306

6.45 When considering the viability threshold, it is clearly necessary to consider the uplift over and above the EUV. It is not clear that this does vary for area to place across the SCC area. Following the consultation process and consideration of the above data, the land price assumptions have been updated as follows:

- | | | |
|------|-------------------|-------------|
| i. | Agricultural Land | £20,000/ha |
| ii. | Paddock Land | £50,000/ha |
| iii. | Industrial Land | £400,000/ha |

iv. Residential Land £550,000/ha.

6.46 In this iteration of the report, it has been assumed that the Viability Threshold (being the amount that the Residual Value must exceed for a site to be viable) of the EUV / AUV plus a 20% uplift on brownfield sites is sufficient in all areas. A further £350,000/ha is added on greenfield sites.

6.47 In addition, in recognition of the consultation responses, a second test is applied in relation to greenfield sites where, rather than the 20% plus £350,000/ha, the following viability thresholds have been used to reflect the competitive return to the willing developer. This amount is taken to apply on both agricultural and paddock land and applied to the net area.

- | | | |
|----|--------------------|---------------|
| a. | Central Sunderland | No greenfield |
| b. | North Sunderland | £500,000 |
| c. | South Sunderland | £900,000 |
| d. | Washington Area | £900,000 |
| e. | Coalfield area | £500,000. |

7. Development Costs

- 7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the development sites and typologies.

Development Costs

Construction costs: baseline costs

- 7.2 The cost assumptions are based on the Building Cost Information Service (BCIS)⁴⁶ data – using the figures re-based for Sunderland. There has been an increase in construction costs since the earlier viability work and this is an important area of change. The cost figure for ‘Estate Housing – Generally’ is £945/m² at the time of this study⁴⁷ (being a 4% increase from £907/m² at the time of the first draft). Consultees confirmed that this was the appropriate basis for assessing build costs.
- 7.3 The Council is involved in the direct procurement of housing development. Over the 12 months, we understand that costs range from a low of £795/m² excluding site costs etc (so directly comparable to the basis of the BCIS costs). This is notably lower than the BCIS Lower Quartile costs of £829/m². The average ‘all in’ figure (so including site works, etc – see below), but excluding abnormals is £1,024/m² and £1,151/m² for high quality schemes. Bearing in mind the allowances set out below, the construction costs in this study are taken to be the mid-point between the median figure and the lower quartile figure, which is £887/m² for Estate Housing – Generally.
- 7.4 In August 2015, a report was published that considered the construction costs on smaller sites. *Housing development: the economics of small sites – the effect of project size on the cost of housing construction* (August 2015) was carried out by BCIS, having been commissioned by the Federation of Small Businesses. This study concluded that the construction price for schemes of 1 to 5 units was about 13% higher than the for schemes of over 10 units and that the construction price for schemes of 1 to 10 units was about 6% higher than for schemes of over 10 units. These adjustments have been made to the small schemes modelled in this report.
- 7.5 At this stage the Council has not reached a decision in relation to policies relating to the construction and environmental standards of new buildings. The base assumption in this report is that homes are built to the basic Building Regulation Part L 2010 Standards but not to higher environmental standards. This is in line with the Government announcement made

⁴⁶ BCIS is the Building Cost Information Service of the Royal Institution of Chartered Surveyors.

⁴⁷ BCIS Rebased to Sunderland £/m² study, Rate per m² gross internal floor area for the building cost including prelims. Last updated: 22nd July 2017.

at the time of the Summer Budget in the *Fixing the foundations productivity report*⁴⁸ concerning its intention not to proceed with the zero carbon buildings policy.

... repeat its successful target from the previous Parliament to reduce net regulation on housebuilders. The government does not intend to proceed with the zero carbon Allowable Solutions carbon offsetting scheme, or the proposed 2016 increase in on-site energy efficiency standards, but will keep energy efficiency standards under review, recognising that existing measures to increase energy efficiency of new buildings should be allowed time to become established

- 7.6 As a result, there will be no uplift to Part L of the Building Regulations during 2016, and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings will be dropped, including the Allowable Solutions programme.
- 7.7 The Department for Communities and Local Government (DCLG) publishes occasional reviews of the costs of building to the Code for Sustainable Homes (CfSH). Whilst the CfSH is not being pursued as a result of the Standards Review, these provide useful guidance as to the costs of the implementation of the various environmental standards. Bearing in mind the move towards higher standards with the amendments to Building Regulations, we have referred to *Cost of building to the Code for Sustainable Homes, Updated cost review. (DCLG, Aug 2011)*. The national policies in relation to climate change and overall national minimum building standards have been clarified and not all the requirements of CfSH Level 4 will become mandatory (and are not a requirement of the emerging Local Plan). Having said this, environmental standards are increasing.
- 7.8 Based on the best currently available information, the costs of building to the now clarified, enhanced building standards is estimated to be between 1% and 2% of the BCIS costs. In this viability assessment, the median BCIS costs are used. For residential property this has been increased by 1.5% to reflect the increases in environmental standards contained in the Building Regulations.
- 7.9 It is assumed that all new non-residential development is built to the BREEAM Very Good standard. It is assumed the additional cost of this is negligible as outlined in recent research⁴⁹ by BRE.

Construction costs: affordable dwellings

- 7.10 The procurement route for affordable housing is assumed to be through construction by the developer and then disposal to a housing association on completion. In the past, when considering the build cost of affordable housing provided through this route, we took the view that it should be possible to make a saving on the market housing cost figure, on the basis that one might expect the affordable housing to be built to a slightly different specification than

⁴⁸ <https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation>

⁴⁹ Delivering sustainable buildings: Savings and payback. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014

market housing. However, the pressures of increasingly demanding standards for housing association properties have meant that, for conventional schemes of houses at least, it is no longer appropriate to use a reduced build cost; the assumption is of parity.

Other normal development costs

- 7.11 In addition to the BCIS £/m² build cost figures described above, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs). Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad-brush study and the approach taken is in line with the PPG and the Harman Guidance.
- 7.12 Nevertheless, it is possible to generalise. Drawing on experience and the comments of stakeholders it is possible to determine an allowance related to total build costs. This is normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be used more efficiently. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site.
- 7.13 In the light of these considerations a scale of allowances for the residential sites has been used, ranging from 10% of build costs for the smaller sites, to 20% for the larger greenfield, multi outlet/phase schemes. On the high density, flatted schemes 5% is assumed.

Abnormal development costs and brownfield sites

- 7.14 The NPPF says (with emphasis) at Paragraph 174:
- ... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable...*
- 7.15 To a large extent, abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of a study of this type to standardise land prices across an area.
- 7.16 The treatment of abnormals was considered at Gedling Council's Examination in Public. There is an argument, as set out in Gedling⁵⁰, that it may not be appropriate for abnormals to be built into appraisals in a high level study of this type. Councils should not plan for the worst case scenario – rather for the norm. For example, if two similar sites were offered to the market and one was previously in industrial use with significant contamination, and one was 'clean' then

⁵⁰ REPORT TO GEDLING BOROUGH COUNCIL, THE PLANNING INSPECTORATE REF PINS/N3020/429/4, MAY 2015

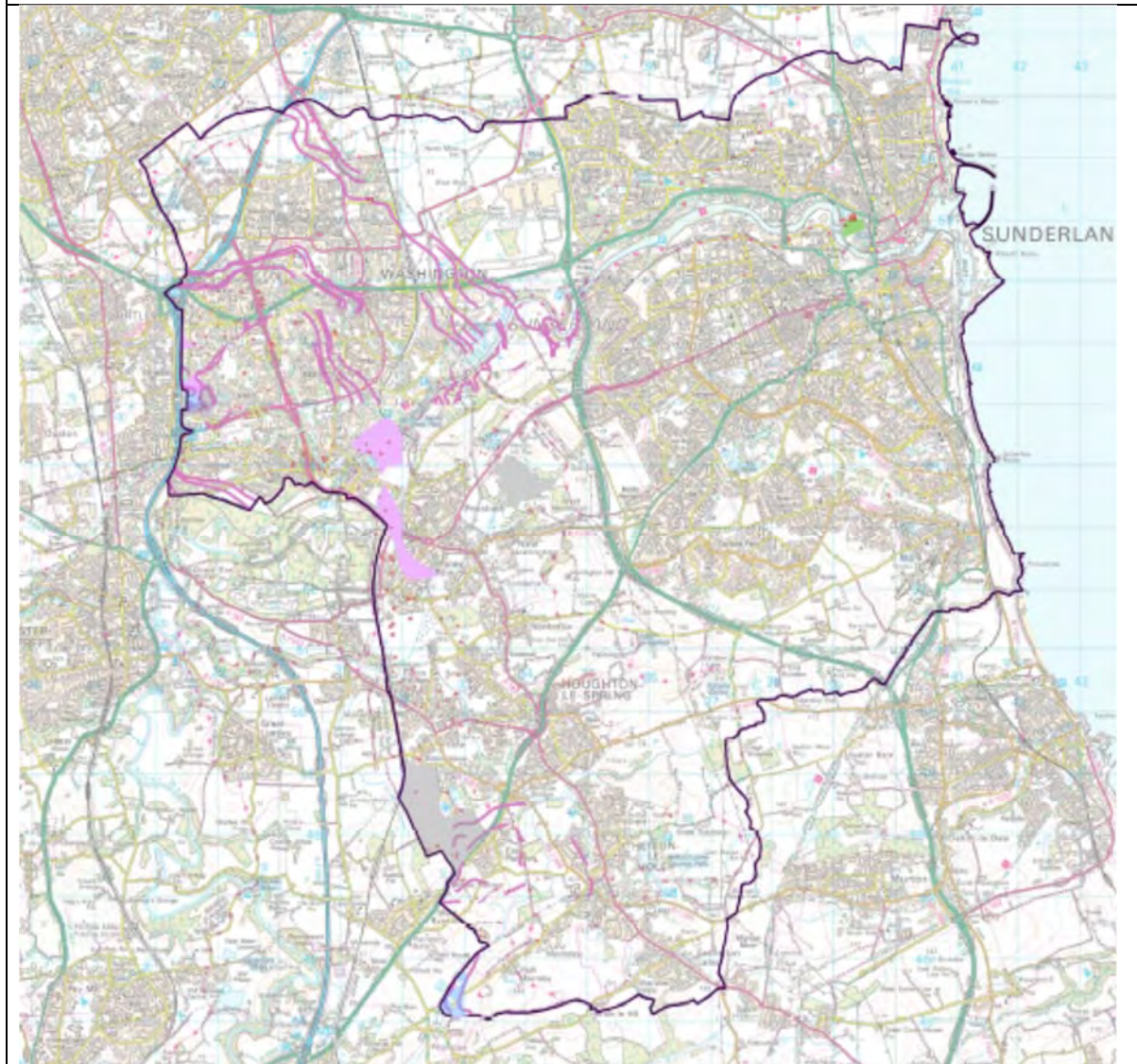
the landowner of the contaminated site would have to take a lower land receipt for the same form of development due to the condition of the land. The Inspector said:

... demolition, abnormal costs and off site works are excluded from the VA, as the threshold land values assume sites are ready to develop, with no significant off site secondary infrastructure required. While there may be some sites where there are significant abnormal construction costs, these are unlikely to be typical and this would, in any case, be reflected in a lower threshold land value for a specific site. In addition such costs could, at least to some degree, be covered by the sum allowed for contingencies.

7.17 In some cases, where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures; flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on. An allowance for abnormal costs associated with brownfield sites has been made of 10% of the BCIS costs. This is an increase from 5% put to consultees and a change in response to the comments received.

7.18 Some of the area is subject to mining legacy issues. These are shown on the following plans:

Figure 7.1 Mining Legacy Areas



Source:

https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/531915/2016_Sunderland_District_B_Specific_Risk_Map.pdf

- 7.19 These are very constrained and very little development is anticipated in such areas. It is not appropriate to make a general assumption in this regard.
- 7.20 Abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs. It is not the purpose of a study of this type to standardise land prices across an area.
- 7.21 This approach was not accepted by some consultees who contended that a more substantial allowance should be made in all cases. We do not accept this, instead preferring the Gedling approach set out above.

Fees

- 7.22 For residential development on reasonably sized sites professional fees are assumed to amount to 10% of build costs. This is an increase from the 8% put to the consultation.
- 7.23 For non-residential development 8% is assumed.

Contingencies

- 7.24 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% is made, with a higher figure of 5% on more risky types of development, previously developed land and on central locations. So the 5% figure was used on the brownfield sites and the 2.5% figure on the remainder.
- 7.25 A developer contended that 5% should be used in all cases. We do not agree as this will vary depending on the risks associated with the scheme.

S106 Contributions and the costs of infrastructure

- 7.26 For many years, the Council has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The Council has a number of 'calculators' to work out the contributions per development. The Council is now working towards the possible introduction of a CIL (subject to the outcome of the ongoing Government review expected to be announced alongside the Autumn Statement).
- 7.27 In this study, it is important that the costs of mitigation are reflected in the analysis. As a starting point, it has been assumed, that all the modelled sites will contribute £1,000 per unit towards infrastructure – either site specific or more general. A developer sought clarification of how the £1,000/unit assumption was derived. The Council's recent track record of receiving s106 costs is summarised below:

Table 7.1 S106 Track Record					
Planning Reference	ADDRESS	AREA	Units	s106 £	£/unit
14/00506/OUT	Land Bounded by Durham Road, Hetton Bridleway/Footpath 9, and Markle Grove, Hetton-le-Hole, Sunderland	4.4	96	326,144	3,397
14/00090/FUL	Land to the East of Former Broomhill Estate, Hetton-le-Hole, Houghton-le-Spring	4.17	102	80,000	784
14/01804/OUT	Land South of Redburn Road and Black Boy Road, Chilton Moor, Houghton-le-Spring	1.45	27	120,108	4,448
15/00123/FUL	Land at Kidderminster Road, Rhondda Road, Ravenna Road and Robertson Square, Sunderland	4.3	88	61,688	701
14/01647/FUL	Land North of Redburn Row, Houghton-le-Spring	4.5	70	398,239	5,689
14/02833/FUL	Land at Former Homelands Estate - Incorporating Chestnut Crescent, Coronation Crescent and part of Beechwood Terrace.	3.35	78	292,941	3,756
14/02837/SUB	Land South East of Pattinson Road, Pattinson Industrial Estate, Washington	2	43	71,334	1,659
15/01629/OU4	Land at Grangetown Autos, Ryhope Road, Sunderland, SR2 0SP	0.66	22	67,524.72	3,069
15/00815/HYB	Land at Coaley Lane, Houghton-le-Spring	10.59	277	1,058,375	3,821
14/00292/OUT	Land at Castletown Way/Riverside Road, Sunderland, SR5 3JF	3.99	140	324,031	2,315
12/00333/FUL	Land North of Station Road/North West of Pattinson Road and Adjacent to Barmston Road, Washington	6.14	170	380,728	2,240
13/01617/FUL	Land East of Gillas Lane, Houghton-le-Spring	2.46	63	478,524	7,596

Source: SCC Data

- 7.28 Historically the average payment, on sites where a payment is made (not all sites contribute), is £3,122/unit.
- 7.29 The CIL Regulations will result in changes to this area of policy. Historically many of the contributions from smaller sites either relate to very local matters (such as improvements to the highway close to or adjacent to the site) or more usually to more general contributions to off-site education and open spaces that are now limited though the restrictions on pooling s106 payments from five or more sites that came into effect on April 2015 (see Chapter 2 above). In the analysis in relation to CIL it is assumed that a s106 payment of £1,000 per unit will continue after the adoption of CIL or other similar infrastructure tariff. This is a cautious approach that it may be appropriate to revisit when the local impacts of CIL Regulations 122 and 123 are better known.

- 7.30 A range of infrastructure costs have been tested ranging from £0 to £30,000 per unit. No distinction is made as to how this is paid, be that through s106 or through CIL.

Financial and Other Appraisal Assumptions

VAT

- 7.31 For simplicity, it has been assumed throughout, that either VAT does not arise, or that it can be recovered in full.
- 7.32 One developer suggested that VAT should be allowed for on the site assessment costs at the early stage of the project – when the developer is assessing whether or not to take the project forward at all. Costs of this nature are overhead costs and not included in these appraisals.
- 7.33 It is acknowledged (in line with a developer's comment) that in some cases VAT may be due on the land price, and that this will have the consequence of increasing the Stamp Duty (as the SDLT is paid on the land plus VAT price. No adjustment is made in this regard as it is not possible to know whether VAT will be due or not – it will depend on the vendor's VAT status.

Interest rate

- 7.34 Initially the appraisals assume 6% per year for total debit balances, we have made no allowance for any equity provided by the developer. This does not reflect the current working of the market nor the actual business models used by developers. In most cases the smaller (non-plc) developers are required to provide between 30% and 40% of the funds themselves, from their own resources, so as to reduce the risk to which the lender is exposed. The larger plc developers tend to be funded through longer term rolling arrangements across multiple sites.
- 7.35 The 6% assumption may seem high given the very low base rate figure (0.25% September 2016). Developers that have a strong balance sheet, and good track record, can undoubtedly borrow less expensively than this, but this reflects banks' view of risk for housing developers in the present situation. In the residential appraisals, we have prepared a simple cashflow to calculate interest.
- 7.36 For the non-residential appraisals, and in line with the 'high level' nature of this study, a developer's rule of thumb to calculate the interest has been used– being the amount due over one year on half the total cost. This is a simplification, however, due to the high level and broad-brush nature of this analysis, we believe that it is proportionate bearing in mind the requirements of the NPPF and CIL Regulations.
- 7.37 The relatively high assumption of the 6% interest rate, and the assumption that interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest as most developers are required to put some equity into most projects. In this study, a cautious approach is being taken, so we believe this is a sound assumption.
- 7.38 An arrangement fee of 1% of the peak borrowing requirement is included.

- 7.39 Several developers commented that that a higher cost of borrowing should be used, and point to examples used in other nearby authorities. It is important to note that in this study additional adjustments are made for finance fees, so no adjustment is made.

Developers' profit

- 7.40 An allowance needs to be made for developers' profit / return and to reflect the risk of development. Neither the NPPF, nor the CIL Regulations, nor the CIL Guidance provide useful guidance in this regard so, in reaching this decision, the RICS's '*Financial Viability in Planning*' (August 2012), the Harman Guidance *Viability Testing Local Plans, Advice for planning practitioners* (June 2012), have been considered and referred to the HCA's Economic Appraisal Tool. None of these documents are prescriptive, but they do set out some different approaches.

- 7.41 RICS's '*Financial Viability in Planning*' (August 2012) says:

3.3.2 The benchmark return, which is reflected in a developer's profit allowance, should be at a level reflective of the market at the time of the assessment being undertaken. It will include the risks attached to the specific scheme. This will include both property-specific risk, i.e. the direct development risks within the scheme being considered, and also broader market risk issues, such as the strength of the economy and occupational demand, the level of rents and capital values, the level of interest rates and availability of finance. The level of profit required will vary from scheme to scheme, given different risk profiles as well as the stage in the economic cycle. For example, a small scheme constructed over a shorter timeframe may be considered relatively less risky and therefore attract a lower profit margin, given the exit position is more certain, than a large redevelopment spanning a number of years where the outturn is considerably more uncertain.

- 7.42 The Harman Guidance says:

Return on development and overhead

The viability assessment will require assumptions to be made about the average level of developer overhead and profit (before interest and tax).

The level of overhead will differ according to the size of developer and the nature and scale of the development. A 'normal' level of developer's profit margin, adjusted for development risk, can be determined from market evidence and having regard to the profit requirements of the providers of development finance. The return on capital employed (ROCE) is a measure of the level of profit relative to level of capital required to deliver a project, including build costs, land purchase, infrastructure, etc.

As with other elements of the assessment, the figures used for developer return should also be considered in light of the type of sites likely to come forward within the plan period. This is because the required developer return varies with the risk associated with a given development and the level of capital employed.

Smaller scale, urban infill sites will generally be regarded as lower risk investments when compared with complex urban regeneration schemes or large scale urban extensions.

Appraisal methodologies frequently apply a standard assumed developer margin based upon either a percentage of Gross Development Value (GDV) or a percentage of development cost. The great majority of housing developers base their business models on a return expressed as a percentage of anticipated gross development value, together with an assessment of anticipated return on capital employed. Schemes with high upfront capital costs generally require a higher gross margin in order to improve the return on capital employed. Conversely, small scale schemes with low infrastructure and servicing costs provide a better return on capital employed and are generally lower risk investments. Accordingly, lower gross margins may be acceptable.

This sort of modelling – with residential developer margin expressed as a percentage of GDV – should be the default methodology, with alternative modelling techniques used as the exception. Such an exception might be, for example, a complex mixed use development with only small scale specialist housing such as affordable rent, sheltered housing or student accommodation.

- 7.43 The HCA's Economic Appraisal Tool – the accompanying guidance for the tool kit says:

Developer's Return for Risk and Profit (including developer's overheads)

Open Market Housing

The developer 'profit' (before taxation) on the open market housing as a percentage of the value of the open market housing. A typical figure currently may be in the region of 17.5-20% and overheads being deducted, but this is only a guide as it will depend on the state of the market and the size and complexity of the scheme. Flatted schemes may carry a higher risk due to the high capital employed before income is received.

Affordable Housing

The developer 'profit' (before taxation) on the affordable housing as a percentage of the value of the affordable housing (excluding SHG). A typical figure may be in the region of 6% (the profit is less than that for the open market element of the scheme, as risks are reduced), but this is only a guide.

- 7.44 It is unfortunate that the above are not consistent, but it is clear that the purpose of including a developers' profit figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' profit in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.

- 7.45 At the Shinfield appeal⁵¹ (January 2013) the inspector considered this specifically saying:

Developer's profit

43. The parties were agreed that costs⁵² should be assessed at 25% of costs or 20% of gross development value (GDV). The parties disagreed in respect of the profit required in respect of the affordable housing element of the development with the Council suggesting that the figure for this should be reduced to 6%. This does not greatly affect the appellants' costs, as the affordable housing element is 2%, but it does impact rather more upon the Council's calculations.

44. The appellants supported their calculations by providing letters and emails from six national housebuilders who set out their net profit margin targets for residential developments. The figures ranged from a minimum of 17% to 28%, with the usual target being in the range 20-25%. Those that differentiated between market and affordable housing in their correspondence did not set different profit margins. Due to the level and nature of the supporting evidence, I give great weight [to] it. I conclude that the national housebuilders' figures are to be preferred and that a figure of 20% of GDV, which is at the lower end of the range, is reasonable.

- 7.46 Generally, linking the developer's profit to GDV is not reflective of risk, as the risk relates to the cost of a scheme – the cost being the money put at risk as the scheme is developed. As an example (albeit an extreme one to illustrate the point) two schemes, A and B, each with a GDV £1,000,000, but scheme A has a development cost of £750,000 and scheme B a lesser

⁵¹ APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

⁵² i.e. the developers profit / competitive return.

cost of £500,000. All other things being equal, in A the developer stands to lose £750,000 (and make a profit of £250,000), but in B 'only' £500,000 (and make a profit of £500,000). Scheme A is therefore more risky, and it therefore follows that the developer will wish (and need) a higher return. By calculating profit on costs, the developer's return in scheme A would be £150,000 and in scheme B would be £100,000 and so reflect the risk – whereas if calculated on GDV the profits would be £200,000 in both.

7.47 Broadly there are four different approaches that could be taken:

- a. To set a different rate of return on each site to reflect the risk associated with the development of that site. This would result in a lower rate on the smaller and simpler sites – such as the greenfield sites, and a higher rate on the brownfield sites.
- b. To set a rate for the different types of unit produced – say 20% for market housing and 6% for affordable housing, as suggested by the HCA.
- c. To set the rate relative to costs – and thus reflect the risks of development.
- d. To set the rate relative to the gross development value.

7.48 In deciding which option to adopt, it is important to note that this study is not trying to re-create any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.

7.49 The argument is sometimes made that financial institutions require a 20% return on development value and if that is not shown they will not provide development funding. In the pre-Credit Crunch era there were some lenders who did take a relatively simplistic view to risk analysis but that is no longer the case. Most financial institutions now base their decisions behind providing development finance on sophisticated financial modelling that it is not possible to replicate in a study of this type. They require the developer to demonstrate a sufficient margin, to protect them in the case of changes in prices or development costs, but they will also consider a wide range of other factors, including the amount of equity the developer is contributing – both on a loan to value and loan to cost basis, the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantee, and the number of pre-sold units.

7.50 In the 2014 *Economic viability of affordable housing requirements study* for SCC (arc4) it was assumed that Developers' Profit would be 20% of gross development value.

7.51 This is a high-level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (either site by site or split between market and affordable housing) it is appropriate to make some broad assumptions.

7.52 The developer's return (profit) is calculated to reflect risk from development as 20% of Gross Development Value. This assumption should be considered with the assumption about interest rates in the previous section, where a cautious approach was taken with a relatively high interest rate, and the assumption that interest is charged on the whole of the development

cost. Further consideration should also be given to the contingency sum in the appraisals which is also reflective of the risks.

- 7.53 It is useful to consider the assumptions used in other studies in other parts of England. These are set out in the table below.

Table 7.2 Developer's Return Assumptions Used Elsewhere	
Local Authority	Developer's Profit
Babergh	17%
Cannock Chase	20% on GDV
Christchurch & East Dorset	20% on GDC
East Hampshire	20% market/ 6% Affordable
Erewash	17%
Fenland	15-20%
GNDP	20% market/17.5% large sites/ 6% Affordable
Reigate & Banstead	17.5% market/ 6% Affordable
Stafford	20% (comprising 5% for internal overheads).
Staffordshire Moorlands	17.5% market/ 6% Affordable
Warrington	17.5%

Source: Planning Advisory Service (collated by URS)

- 7.54 The assumptions with regard to developers' return / profit are at the upper end of the range. Together these assumptions illustrate the generally cautious approach taken through the viability work and the comments made by the development industry through the consultation process.

Voids

- 7.55 On a scheme comprising mainly individual houses, one would normally assume only a nominal void period as the housing would not be progressed if there was no demand. In the case of apartments in blocks this flexibility is reduced. Whilst these may provide scope for early marketing, the ability to tailor construction pace to market demand is more limited.
- 7.56 For the present study, a three-month void period is assumed for residential developments. A nine-month void period is assumed for non-residential developments.

Phasing and timetable

- 7.57 A pre-construction period of six months is assumed for all of the sites. Each dwelling is assumed to be built over a nine-month period. The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, the size and the expected level of market demand. A consultee suggested that these rates were optimistic. In practice the appraisals are based on a quarterly cash flow, a cautious set of assumptions are used and the modelling is based

on the receipt on the sales proceeds in the 7th quarter (i.e. during months 19 to 21) after the purchase of the site. No adjustment has been made.

- 7.58 The rate of delivery will be an important factor when the Council is considering the release of sites so as to manage the delivery of housing and infrastructure. Two aspects have been considered, the first is the number of outlets that a development site may have, and secondly the number of units that an outlet may deliver.
- 7.59 It is assumed a maximum, per outlet, delivery rate of 40 units per year. On the smaller sites it is have assumed much slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward.
- 7.60 These assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and Harman Guidance.

Site Acquisition and Disposal Costs

Site holding costs and receipts

- 7.61 Each site is assumed to proceed immediately (following a 6 month mobilisation period) and so, other than interest on the site cost during construction, there is no allowance for holding costs, or indeed income, arising from ownership of the site.

Acquisition costs

- 7.62 A simplistic approach is taken and an allowance 1.5% assumed for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates. One developer pointed out that these vary and the norm may be a little higher. No adjustment has been made.

Disposal costs

- 7.63 For the market and the affordable housing, sales and promotion and legal fees are assumed to amount to some 3.5% of receipts. For disposals of affordable housing, these figures can be reduced significantly depending on the category, so in fact the marketing and disposal of the affordable element is probably less expensive than this.
- 7.64 One developer suggested an uplift in this assumption however there was a general consensus that 3.5% was appropriate.

8. Local Plan Requirements

- 8.1 Sunderland City Council published the Draft Core Strategy and Development Management Policies in August 2013. Since then the Council has continued to develop the Plan and the policies within it – although at the time of the draft report produced at the time of the November 2016 consultation the next iterations of policy wordings had not been worked up. In this version of this study the policies set out in the June 2017 iteration of the **Draft Core Strategy and Development Plan 2017-2033 – Draft Plan** have been considered.
- 8.2 The purpose of this study is to assess the deliverability of development set out in the new Plan and the effect that CIL or similar infrastructure tariff may have on development viability. In this chapter, the main topics to be tested are set out. To assist readers the main headings from the draft Plan are used as headings. It is important to note that the policies tested are taken from a working document and may be subject to further change through the plan making process.
- 8.3 In each case it is considered whether or not they add to the costs of development over and above the base costs (derived from the BCIS costs etc. as set out in Chapter 7 above). In due course, when the policy wording is finalised, it may be necessary to revisit this part of this report at the publication stage if significant changes are made.

Spatial Strategy

- 8.4 The policies in this section set out the overall principles of the distribution of development and sustainable development. In themselves they do not introduce specific requirements that add to the costs of development that are over and above national standards.
- 8.5 The general principles of development has informed the modelling of the development (in terms of typologies – see Chapter 9) used to assess viability.

Health and Wellbeing

- 8.6 The overall principle is:

SP1 Improving and protecting citizens' health, promoting healthy lifestyles and ensuring the development of facilities to enable lifelong learning to reduce inequality and ensure a high quality of life.

- 8.7 The policies in this section set out the overall principles of the distribution of development and sustainable development. In themselves they do not introduce specific requirements that add to the costs of development that are over and above national standards.

Homes

- 8.8 The policies in this section have a significant impact on the nature of development in the SCC area. The overriding principles are:

SP1. Providing enough land to meet the city’s housing requirement and ensuring a range and choice of housing types and tenures, including increased provision of affordable and larger family homes.

SP2. Developing cohesive, inclusive and attractive sustainable neighbourhoods and neighbourhoods that are well integrated with schools, shops, services, facilities and open space whilst ensuring that the diverse needs of the city’s different communities are met.

8.9 The principle requirements, for this study, are:

H3: Housing Mix

8.10 H3 seeks to deliver housing that meets local requirements. The modelling in this report is informed by the Sunderland Strategic Housing Market Assessment Update 2017 - Final Report (arc4, May 2017) (the SHMA) which researched housing aspirations (rather than need)⁵³, exploring the types of property that households would like and expect, comparing this to the current housing stock. The following housing mix is recommended:

Table 8.1 Suggested dwelling mix by market and affordable dwellings			
Overall dwelling size mix	Market (%)	Affordable (%)	Overall (%)
1/2 Beds	32.1	93.9	41.3
3 Beds	43.0	6.1	37.4
4 Beds	25.0	0.0	21.2
Total	100.0	100.0	100.0
Base	653	115	768

Table 7.11 Sunderland Strategic Housing Market Assessment Update 2017 - Final Report (arc4, May 2017)

8.11 This has informed the mix of housing in the modelling – with affordable units generally being smaller (in terms of bedrooms).

8.12 The SHMA also sets out the housing aspirations of various groups, including those of older people. One of the preferences expressed is for bungalows. Whilst the requirements of older people can often be met through ‘level access’ and building to Lifetime Homes Standards there is clearly a demand for this format of housing. This is tested in the modelling.

8.13 The policy seeks ‘Lifetime Homes Standards where possible’. As set out in Chapter 2, Lifetime Homes Standards (and other standards that go above national standards) have largely been superseded by part M of the building regulations:

8.14 The additional costs of building the increased standards (as set out in the draft Approved Document M amendments included at Appendix B4) are set out in the table below. The key

⁵³ Chapter 7, Sunderland Strategic Housing Market Assessment Update 2017 - Final Report (arc4, May 2017)

features of the 3 level standard (as summarised in the DCLG publication *Housing Standards Review – Cost Impacts* (EC Harris, September 2014)), reflect accessibility as follows:

- Category 1 – Dwellings which provide reasonable accessibility
- Category 2 – Dwellings which provide enhanced accessibility and adaptability
- Category 3 – Dwellings which are accessible and adaptable for occupants who use a wheelchair.

Table 8.2 Additional Costs of Building to the draft Approved Document M amendments included at Appendix B4.

Table 45 – Access costs summary

	1B Apartment	2B Apartment	2B Terrace	3B Semi-detached	4B Detached
Cost all dwellings (extra over current industry practice)					
Category 1	-	-	-	-	-
Category 2	£940	£907	£523	£521	£520
Category 3 Adaptable	£7,607	£7,891	£9,754	£10,307	£10,568
Category 3 Accessible	£7,764	£8,048	£22,238	£22,791	£23,052

Table 45a – Access related space cost summary

	1B Apartment		2B Apartment		2B Terrace		3B Semi-detached		4B Detached	
Cost increase for additional m2										
Category 2	+ 1 sq.m	£722	+ 1 sq.m	£722	+ 2 sq.m	£1,444	+ 3 sq.m	£2,166	+ 3 sq.m	£2,166
Category 3	+ 8 sq.m	£5,776	+ 14 sq.m	£10,108	+ 21 sq.m	£15,162	+ 24 sq.m	£17,328	+ 24 sq.m	£17,328

Table 45b – Access related space cost after Space cost recovery

	1B Apartment		2B Apartment		2B Terrace		3B Semi-detached		4B Detached	
Category 2	+ 1 sq.m	£289	+ 1 sq.m	£289	+ 2 sq.m	£578	+ 3 sq.m	£866	+ 3 sq.m	£866
Category 3	+ 8 sq.m	£2,310	+ 14 sq.m	£4,043	+ 21 sq.m	£6,065	+ 24 sq.m	£6,931	+ 24 sq.m	£6,931

Source: Page 38, DCLG publication *Housing Standards Review – Cost Impacts* (EC Harris, September 2014)

- 8.15 The additional costs of building to the 'accessible and adaptable' are considered.
- 8.16 The Council is not currently seeking to introduce minimum space standards. In March 2015 the Government published *Nationally Described Space Standard – technical requirements*. This says

This standard deals with internal space within new dwellings and is suitable for application across all tenures. It sets out requirements for the Gross Internal (floor) Area of new dwellings at a defined level of occupancy as well as floor areas and dimensions for key parts of the home, notably bedrooms, storage and floor to ceiling height.

8.17 The following unit sizes are set out⁵⁴:

Table 8.3 National Space Standards. Minimum gross internal floor areas and storage (m²)					
number of bedrooms	number of bed spaces	1 storey dwellings	2 storey dwellings	3 storey dwellings	built-in storage
1b	1p	39(37)*			1
	2p	50	58		1.5
2b	3p	61	70		2
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4
	8p	125	132	138	

Source: Table 1, Technical housing standards – nationally described space standard (March 2015)

8.18 The modelling in this study is based on these National Space Standards, although it is understood that the majority of new homes delivered in SCC have been above these sizes.

8.19 The Council is not currently planning to introduce these optional space standards (which would apply to both market and affordable housing) however the modelling in this study is generally in compliance with these standards.

8.20 The policy also seeks consideration 'of self-build and custom housebuilding plots as part of larger housing developments and identifying appropriate small sites, where there is an identified need'. This is assessed.

⁵⁴

https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/524531/160519_Nationally_Described_Space_Standard_Final_Web_version.pdf

8.21 In addition to the above it is necessary to consider the Residential Design Guide SPD (October 2008). It is understood that the requirements will be carried forward following the implementation of the new Core Strategy Plan. It is however necessary to note that this is an advisory document, rather than one that is prescriptive, recognising that design will be site specific and locally appropriate.

8.22 This SPD does not add to the costs of development over and above the costs included in the BCIS costs.

H4: Affordable Housing

8.23 This policy requires:

In order to deliver affordable housing to meet identified needs, all housing developments over 10 dwellings, or on sites of 0.5ha or more, will be expected to provide at least 15% affordable housing provision in accordance with the following requirements:

- 1. Affordable housing provision should be provided on-site as part of the development;*
- 2. The size and tenure split of the affordable housing provided should be consistent with local needs as identified through the Council's most up-to-date SHMA;*
- 3. All affordable housing provided as part of a development scheme should be retained in affordable use in perpetuity; and*
- 4. Affordable housing should be provided to the same design and building standard as the market housing and be pepper-potted throughout the site*
- 5. Where an applicant considers that the provision of affordable housing in accordance with the requirements of this policy would make a scheme unviable, they must submit a full detailed viability assessment to demonstrate that this is the case and to show the maximum level of affordable housing that could be delivered on the site. The applicant will be expected to deliver the maximum level of affordable housing achievable.*
- 6. The Council will expect all affordable housing to be delivered on site, in order to help achieve mixed and balanced communities, however, in exceptional circumstances the Council may agree to the provision of affordable housing off-site. In very exceptional circumstances the council may accept a financial contribution to be made in lieu of on-site provision.*

8.24 This is a policy that is costly to developers so has been tested.

Economic Prosperity

8.25 The policies in this section are enabling policies and generally do not impose additional requirements on developers.

8.26 In themselves they do not introduce specific requirements that add to the costs of development that are over and above national standards.

Environment

8.27 The policies in this section concern protecting and improving the natural and built environment. Some of the policies will impact directly on developers (in terms of cost):

E7: Biodiversity and Geodiversity

- 8.28 Parts of the SCC area fall under the European coastal SPA and SAC designations. The Council will seek planning obligation contributions from developers towards habitats impact mitigation where applications fall within the Council's Habitats Regulations Assessment (HRA) impact zones. Further details will be set out in the forthcoming Planning Obligations SPD. A range of developer contributions has been tested.
- 8.29 An HRA is required by the applicant of all planning applications in close proximity to these European designations, but the Council's wider Plan-based HRA evidence base studies of protected coastal bird species and visitors to the coast evidence base studies suggest that developments within a much wider area should contribute towards mitigation of the likely potential impacts on the Northumbria Coast Special Protection Area (SPA) and Durham Coast Special Area of Conservation (SAC). The HRAs for planning applications are at the cost of the applicants, but the Council is required to keep the evidence base on HRA coastal birds and visitors surveys up-to-date on a regular basis through commissioning specialist studies to support the Local Plan and justify the need for requiring mitigation and associated contributions.
- 8.30 The costs of an HRA are covered in the 10% assumption for professional fees.

E9: Greenspace

- 8.31 This a broad policy but includes specific requirements for greenspace to be incorporated into developments:
6. *In new residential developments of more than 40 bedspaces, amenity greenspace / casual playspace should be provided as follows:*
 - i. *A minimum of 0.9ha per 1,000 bedspaces where the site lies within an area shown to have quantities of amenity greenspace below the city average, as identified in the Greenspace Report*
 - ii. *A minimum of 0.4ha per 1,000 bedspaces where the site lies within an area shown to have quantities of amenity greenspace above the city average.*
- 8.32 These requirements are incorporated into the modelling.

Climate Change

- 8.33 These policies have two main parts, Carbon Management and Flooding.

Carbon Management

- 8.34 In themselves they do not introduce specific requirements that add to the cost of development that are over and above national standards.

Water and Flooding

- 8.35 It is assumed that the requirements of these policies will largely be met through Sustainable Drainage Schemes (SuDS).

- 8.36 SuDS and the like can add to the costs of a scheme – although in larger projects these can be incorporated into public open space. It is assumed that SuDS are covered in the additional 10% of construction costs on brownfield sites. On the larger greenfield sites it is assumed that SuDS will be incorporated into the green spaces and be delivered through soft landscaping within the wider site costs.

CM8: Sustainable Design and Construction

- 8.37 This is a broad policy but it is understood that the Council is not seeking to impose or seek standards that are over and above the national standards. The modelling in this report is based on the national standards.
- 8.38 In relation to new non-domestic developments, as set out in Chapter 7 above, it is assumed that all new non-residential development is built to the BREEAM Very Good standard. It is assumed the additional cost of this is negligible as outlined in recent research⁵⁵ by BRE.

Transport and Accessibility

- 8.39 These are a broad set of policies that, amongst other things, require developers to mitigate the impact of development and make contributions to the transport system.
- 8.40 A range of developer contributions are tested.

Minerals and Waste

- 8.41 The policies in this section are enabling policies and generally do not impose additional requirements on developers.
- 8.42 In themselves they do not introduce specific requirements that add to the costs of development that are over and above national standards.

Infrastructure

- 8.43 The overall purpose of these policies is to ‘ensure that the City has the infrastructure in place to support its future growth and prosperity’.

ID1: Delivering Infrastructure & ID2: Planning Obligations

- 8.44 For this study, these policies need to be read together They require developers to contribute towards mitigating the impact of development under a range of headings,

⁵⁵ Delivering sustainable buildings: Savings and payback. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014

either directly or through developer contributions. The main headings are (taken from ID2):

- i. provision of infrastructure, whether transport, education, health, libraries, sport and leisure, emergency services and cultural and community provision;*
- ii. local public realm improvements including streetscape, local public open space, Green Infrastructure, play facilities and community safety;*
- iii. mitigation of impacts on and or enhancement to habitats*
- iv. mitigation of impacts on and/or enhancement of heritage assets;*
- v. transport improvement including highways and traffic works; and local walking and cycling improvements; and*
- vi. maintenance and management arrangements.*

8.45 It is necessary to consider these in the context of the CIL Regulations 122 and 123 which restrict the use of tariff based systems. The Council is preparing separate guidance on developer contributions⁵⁶.

8.46 These requirements may be met through any CIL or similar tariff and s106 contributions. The future approach to such payments is, as set out in Chapter 2 above, restricted by CIL Regulations 122 and 123. At this stage, a range of developer contributions up to £30,000 per unit have been tested.

⁵⁶ <http://www.sunderland.gov.uk/index.aspx?articleid=3241>

9. Modelled Sites

- 9.1 The previous chapters set out the general assumptions to be inputted into the development appraisals. This chapter sets out the modelling. It is timely to stress that this is a high level study that is seeking to capture the generality rather than the specific. The purpose is to establish the cumulative impact of the Council's policies on development viability and to inform the CIL setting process. This information will be used with the other information gathered by the Council to assess whether or not the sites are actually deliverable.
- 9.2 The approach is to model a set of residential development sites that are broadly representative of the type of development that is likely to come forward in the SCC area.

Residential Development

- 9.3 The Council's database that will be used for its Strategic Housing Availability Assessment (SHLAA) includes the 134 sites that are being considered for allocation. This has been refined since the initial iteration of this report so the analysis has been updated⁵⁷.
- 9.4 The site selection process is ongoing but a good deal of information is known about many of the sites because they have been previously identified. The modelling in this study is based on the SHLAA sites.
- 9.5 The range of sites has been considered by current use, by size and by geographic distribution:

⁵⁷ Being based on the July 2017 version.

Table 9.1 SHLAA Sites – Current Use						
Coalfield						
	Count		Units		Ha	
Greenfield	23	51.11%	1,926	45.46%	80.23	42.83%
Mixed	11	24.44%	1,269	29.95%	62.16	33.18%
PDL	11	24.44%	1,042	24.59%	44.94	23.99%
Total	45	100.00%	4,237	100.00%	187.33	100.00%
Sunderland Central						
	Count		Units		Ha	
Greenfield	0	0.00%	0	0.00%	0.00	0.00%
Mixed	1	6.25%	69	9.49%	4.59	26.33%
PDL	15	93.75%	658	90.51%	12.84	73.67%
Total	16	100.00%	727	100.00%	17.43	100.00%
Sunderland North						
	Count		Units		Ha	
Greenfield	6	33.33%	407	33.01%	18.35	40.76%
Mixed	4	22.22%	496	40.23%	15.44	34.30%
PDL	8	44.44%	330	26.76%	11.23	24.94%
Total	18	100.00%	1,233	100.00%	45.02	100.00%
Sunderland South						
	Count		Units		Ha	
Greenfield	15	36.59%	3,105	47.70%	182.86	57.62%
Mixed	2	4.88%	938	14.41%	36.43	11.48%
PDL	24	58.54%	2,467	37.90%	98.04	30.90%
Total	41	100.00%	6,510	100.00%	317.33	100.00%
Washington						
	Count		Units		Ha	
Greenfield	5	35.71%	211	16.63%	11.30	25.75%
Mixed	2	14.29%	246	19.39%	13.44	30.63%
PDL	7	50.00%	812	63.99%	19.14	43.62%
Total	14	100.00%	1,269	100.00%	43.88	100.00%
SCC						
	Count		Units		Ha	
Greenfield	49	36.57%	5,649	40.42%	292.73	47.91%
Mixed	20	14.93%	3,018	21.59%	132.06	21.61%
PDL	65	48.51%	5,309	37.99%	186.19	30.47%
Total	134	100.00%	13,976	100.00%	610.99	100.00%

Source: SCC SHLAA (HDH Analysis, July 2017)

- 9.6 Overall, just under 40% of sites are greenfield and about 50% brownfield. In terms of capacity, about 50% of units are on greenfield sites and nearly 50% of the area is greenfield.

Table 9.2 SHLAA Sites by Area (ha) and Capacity (units)		
	Ha	Units
Coalfield		
Count	45	45
Total	187.33	4,237
Minimum	0.08	1
Average	4.16	94
Maximum	27.36	500
Sunderland Central		
Count	16	16
Total	17.43	727
Minimum	0.01	5
Average	1.09	45
Maximum	5.86	201
Sunderland North		
Count	18	18
Total	45.02	1,233
Minimum	0.18	6
Average	2.50	69
Maximum	5.65	279
Sunderland South		
Count	41	41
Total	317.33	6,510
Minimum	0.05	2
Average	7.74	159
Maximum	84.50	955
Washington		
Count	14	14
Total	43.88	1,269
Minimum	0.05	6
Average	3.13	91
Maximum	12.46	566
SCC		
Count	134	134
Total	610.99	13,976
Minimum	0.01	1
Average	4.56	104
Maximum	84.50	955

Source: SCC SHLAA (HDH Analysis. July 2017)

9.7 Many of the sites already benefit from planning consent or are subject to live planning applications:

Table 9.3 SHLAA Sites by Planning Status						
	Coalfield	Sunderland Central	Sunderland North	Sunderland South	Washington	Total
Application	8 5.97%	0 0.00%	2 1.49%	4 2.99%	2 1.49%	16 11.94%
Lapsed	1 0.75%	0 0.00%	0 0.00%	1 0.75%	0 0.00%	2 1.49%
None	16 11.94%	5 3.73%	12 8.96%	14 10.45%	7 5.22%	54 40.30%
Permitted	11 8.21%	9 6.72%	3 2.24%	12 8.96%	4 2.99%	39 29.10%
Under construction	9 6.72%	2 1.49%	1 0.75%	9 6.72%	1 0.75%	22 16.42%
Unknown	0 0.00%	0 0.00%	0 0.00%	1 0.75%	0 0.00%	1 0.75%
Grand Total	45 33.58%	16 11.94%	18 13.43%	41 30.60%	14 10.45%	134 100.00%

Source: SCC SHLAA (HDH Analysis. July 2017)

9.8 The sites to be used in the SHLAA have been modelled through a relatively detailed process in which development densities have been applied to each site based on its location and context. The following illustrates the open space assumptions that have been used:

Table 9.4 – Residential Net Developable Areas	
up to 0.4ha	100%
0.4ha – 2ha	75%-90%
2ha and larger	50%-75%

Source: Paragraph 2.7 SCC SHLAA - Draft for Consultation (May 2016)

9.9 The density assumptions are based on the sites characteristics but are typically in the range of 20 to 40 units/ha on greenfield sites, with greater densities in the central areas.

- 9.10 To inform the modelling the characteristics of the sites were considered in terms of location, size and suggested use as set out in the tables above and a set of typologies developed. In addition, the appraisals for the South Sunderland Growth Area⁵⁸ have been updated.
- 9.11 In discussion with the Council it has been decided not to model the former Vaux Brewery site. The former Vaux Brewery site is a proposal for an office-led mixed-use development on the north-western edge of the city centre. The site has full planning permission⁵⁹ for the first office building and outline permission for the remainder of the site consisting of further office buildings, 201 residential units, hotel, leisure and retail uses. The site is being delivered by Siglion which is a Joint Venture Partnership between Sunderland City Council and Carillion. It is proposed that the allocation in the Plan would be consistent with the approved planning application.
- 9.12 The following sites have been modelled:
- a. 4 large greenfield sites representative of the sites on the South Sunderland Growth Area.
 - b. 7 larger and medium greenfield sites representative of those larger sites in the Plan. 2 of these are modelled at lower density with an element of bungalows.
 - c. 4 larger and medium brownfield sites representative of those in the main urban areas.
 - d. A range of small sites of 10 or fewer units so to be able to consider the impact on smaller sites.
 - e. 2 sites of urban flats of the type that may come forward in the urban centre.
- 9.13 It is acknowledged that modelling is never totally representative, however the aim of this work is to broadly test development viability of sites likely to come forward over the plan-period. This will assist with developing the Plan and the policies within it as well as to inform the Council's CIL setting process. The work is high level, so there are likely to be sites that will not be able to deliver the affordable housing target and indeed, as set out at the start of this report, there are some sites that will be unviable even without any policy requirements (for example brownfield sites with high remediation costs). If CIL is adopted, there is little scope for exemptions to be granted, however, where the affordable housing target and other policy requirements cannot be met, the developer will continue to be able to negotiate with the planning authority. The planning authority will have to weigh up the factors for and against a scheme, and the ability to deliver affordable housing will be an important factor. The modelled

⁵⁸ As set out in the South Sunderland Growth Area Infrastructure Delivery Study - Viability Assessment, HDH Planning and Development (December 2014).

⁵⁹ Details of the approved permission can be accessed at <http://www.sunderland.gov.uk/online-applications/applicationDetails.do?activeTab=summary&keyVal=NZPGCNBB00Q00>

sites are reflective of development sites in the study area that are likely to come forward during the plan-period.

- 9.14 The set of typologies developed responds to the variety of development situations and densities typical in the SCC area, and this is used to inform development assumptions for sites. The typology enables a view about floorspace density, based on the amount of development, measured in net floorspace per hectare, to be accommodated upon the site. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the Residual Value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).
- 9.15 The 'normal' expected density in the current market is used as a base or benchmark typical of post-PPG3/PPS3 built form which would provide development at between 3,000m²/ha to 3,550m²/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be between 30 and 35/net ha. This has become a common development format. It provides for a majority of houses but with a small element of flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout.
- 9.16 Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m²/ha and dwelling densities of 100units/ha upwards; and schemes of lower density, in the rural edge situations.
- 9.17 The main characteristics of the modelled sites, based on the SHLAA and the SHMA are set out in the tables below. It is important to note that these are modelled sites and not actual sites. These modelled typologies have been informed by the sites that are included in the SHLAA, both in terms of scale and location. A proportion of the housing to come forward over the plan-period will be on smaller sites, therefore several smaller sites have been included.
- 9.18 The modelling incorporates two sites (7 and 10, marked LD) that are modelled with 10% of the units as bungalows. On these sites, the density has been reduced to reflect the greater land requirements.

Table 9.5 Summary of modelled sites

Table 9.5 Summary of modelled sites				
1	SSGA Chapel Garth	Units	650	Part of the SSGA. Modelling carried forward from SSGA Viability Study.
		Area	49.93	
		Units/ha	29.55	
2	SSGA North of Burdon Lane	Units	955	Part of the SSGA. Modelling carried forward from SSGA Viability Study.
		Area	88.61	
		Units/ha	35.01	
3	SSGA Cherry Knowle	Units	770	Part of the SSGA. Modelling carried forward from SSGA Viability Study.
		Area	37.48	
		Units/ha	25.00	
4	SSGA South Ryhope	Units	450	Part of the SSGA. Modelling carried forward from SSGA Viability Study.
		Area	22.50	
		Units/ha	34.99	
5	Large Green 350	Units	350	Mix of family housing as per SHMA. 75% net developable (10ha).
		Area	13.33	
		Units/ha	35.00	
6	Large Green 175	Units	175	Mix of family housing as per SHMA. 75% net developable (5ha).
		Area	6.67	
		Units/ha	35.00	
7	Large Green 175 LD	Units	175	Mix of family housing as per SHMA with 10% bungalows. 75% net developable (5.83ha).
		Area	7.78	
		Units/ha	30.00	
8	Large Green 75	Units	75	Mix of family housing as per SHMA. 75% net developable (2.14ha).
		Area	2.86	
		Units/ha	35.00	
9	Medium Green 35	Units	35	Mix of family housing as per SHMA. 85% net developable (1ha).
		Area	1.18	
		Units/ha	35.00	
10	Medium Green 35 LD	Units	35	Mix of family housing as per SHMA with 10% bungalows. 90% net developable (1.17ha).
		Area	1.30	
		Units/ha	30.00	

11	Medium Green 15	Units	15	Mix of family housing as per SHMA. 90% net developable (0.43ha).
		Area	0.48	
		Units/ha	35.00	
12	Large Brown 500	Units	500	Brownfield site. Mix of family housing. 75% net developable area (14.29ha).
		Area	19.05	
		Units/ha	35.00	
13	Large Brown 150	Units	150	Brownfield site. Mix of family housing. 75% net developable area (3.75ha).
		Area	5.00	
		Units/ha	40.00	
14	Large Brown 60	Units	60	Brownfield site. Mix of family housing. 89% net developable area (1.71ha) as per policy E9.
		Area	1.92	
		Units/ha	35.00	
15	Medium Brown 25	Units	25	Brownfield site. Mix of family housing. 87% net developable area (3.75ha) as per policy E9.
		Area	0.71	
		Units/ha	40.00	
16	Medium Brown 15	Units	15	Brownfield site. Mix of family housing. 89% net developable area (3.75ha) as per policy E9.
		Area	0.48	
		Units/ha	35.00	
17	Small Green 7	Units	7	Small greenfield site. 100% net developable area.
		Area	0.23	
		Units/ha	30.00	
18	Small Green 4	Units	4	Small greenfield site. 100% net developable area.
		Area	0.16	
		Units/ha	25.00	
19	Green Plot	Units	1	Small greenfield site. 100% net developable area.
		Area	0.05	
		Units/ha	20.00	
20	Small Brown 11	Units	11	Small brownfield. 100% net developable area.
		Area	0.28	
		Units/ha	40.00	
21	Small Brown 7	Units	7	Small brownfield. 100% net developable area.
		Area	0.14	
		Units/ha	50.00	

Small Brown 4 22	Units	4	Small brownfield. 100% net developable area.
	Area	0.10	
	Units/ha	40.00	
Brown Plot 23	Units	1	Small brownfield. 100% net developable area.
	Area	0.03	
	Units/ha	30.00	
Urban Flats 75 24	Units	75	Town centre site. 73% net developable area (0.5ha) as per policy E9.
	Area	0.69	
	Units/ha	150.00	
Urban Flats 20 25	Units	20	Town centre site. 73% net developable area (0.27ha) as per policy E9.
	Area	0.69	
	Units/ha	75.00	

Source: HDH 2017. Note Area given as gross area but density calculated on net area

9.19 The gross and net areas and the site densities are summarised below.

Table 9.6 Summary of Modelled Sites – Areas and Densities

	Current Use	Units	Area Ha		Density Units/ha		Density m2/ha	
			Gross	Net	Gross	Net		
1	SSGA Chapel Garth	Green	650	49.93	22.00	13.02	29.55	3,735
2	SSGA North of Burdon Lane	Green	995	88.61	27.28	11.23	36.47	3,828
3	SSGA Cherry Knowle	Green	770	37.48	30.80	20.54	25.00	3,014
4	SSGA South Ryhope	Green	450	22.50	12.86	20.00	34.99	3,585
5	Large Green 350	Green	350	13.33	10.00	26.25	35.00	3,222
6	Large Green 175	Green	175	6.67	5.00	26.25	35.00	3,241
7	Large Green 175 LD	Green	175	7.78	5.83	22.50	30.00	2,745
8	Large Green 75	Green	75	2.86	2.14	26.25	35.00	3,227
9	Medium Green 35	Green	35	1.18	1.00	29.75	35.00	3,284
10	Medium Green 35 LD	Green	35	1.30	1.17	27.00	30.00	2,823
11	Medium Green 15	Green	15	0.48	0.43	31.38	35.00	3,179
12	Large Brown 500	Brown	500	19.05	14.29	26.25	35.00	3,224
13	Large Brown 150	Brown	150	5.00	3.75	30.00	40.00	3,693
14	Large Brown 60	Brown	60	1.91	1.71	31.33	35.00	3,189
15	Medium Brown 25	Brown	25	0.71	0.63	35.19	40.00	3,730
16	Medium Brown 15	Brown	15	0.48	0.43	31.38	35.00	3,179
17	Small Green 7	Green	7	0.23	0.23	30.00	30.00	3,009
18	Small Green 4	Green	4	0.16	0.16	25.00	25.00	2,650
19	Green Plot	Green	1	0.05	0.05	20.00	20.00	2,600
20	Small Brown 11	Brown	11	0.28	0.28	40.00	40.00	3,287
21	Small Brown 7	Brown	7	0.14	0.14	50.00	50.00	4,343
22	Small Brown 4	Brown	4	0.10	0.10	40.00	40.00	3,170
23	Brown Plot	Brown	1	0.03	0.03	30.00	30.00	3,450
24	Urban Flats 75	Brown	75	0.68	0.50	110.22	150.00	10,333
25	Urban Flats 20	Brown	20	0.31	0.27	65.30	75.00	5,025

Source: HDH 2017

9.20 The price of units is one of the most significant inputs into the appraisals. This applies not just to the market homes but also the affordable uses (intermediate, social rented and affordable rented). Informed by the findings set out in Chapter 4, we have used the prices set out towards the end of that chapter.

Older People's Housing

- 9.21 A private sheltered/retirement and an extracare scheme have been modelled, each on a 0.5ha site as follows.
- 9.22 A private sheltered/retirement scheme of 20 x 1 bed units of 50m² and 25 x 2 bed units of 75m² to give a net saleable area (GIA) of 2,875m². A further 20% non-saleable service and common areas is assumed to give a scheme GIA of 3,450m².
- 9.23 An extracare scheme of 36 x 1 bed units of 65m² and 24 x 2 bed units of 80m² to give a net saleable area (GIA) of 4,260m². A further 35% non-saleable service and common areas is assumed to give a scheme GIA of 5,751m².

Non-Residential Sites

- 9.24 For the purpose of this study a number of non-residential development types have also been modelled:
- a. **Offices.** These typically are more than 500m², will be of steel frame construction, and will be located on larger business parks. Typical units in the SCC area are around 750m² – this is the basis of the modelling. Two storey construction and 10% circulation space is assumed. 66% coverage is assumed, which based on the two stories.
 - b. **Large industrial.** Modern industrial units of over 500m². There is little new space being constructed. Typical units in the SCC area are around 1,000m² with 5% circulation space – this is the basis of the modelling. 40% site coverage is assumed, which based on the single storey construction.
 - c. **Distribution.** A large 'shed' of 3,000m² of steel portal frame construction. 50% site coverage is assumed which based on the single storey.
- 9.25 The plethora of other types of commercial and employment development beyond office and industrial/storage uses have not been explored in this study. The NPPF, the PPG and CIL Regulations require the use of 'proportionate' evidence and the purpose of the viability testing is in the context of the delivery of the Plan. There is no need to explore every conceivable development type – rather to test those main development types being planned for by the Council.

Hotels and Leisure

- 9.26 The leisure industry is very diverse and ranges from conventional hotels and roadside budget hotels, to cinemas, theatres, historic attractions, equestrian centres, stables and ménages. We have reviewed this sector and a number of units have come forward recently. Having considered this with the Council, a modern hotel on a town edge site (both Travelodge and Premier Inn are seeking sites in the area) has been modelled.

- 9.27 A 60 bedroom product (60x22.5m²+30% circulation space = 1,755m²) with ample car parking on a 0.4 ha (1 acre) site has been modelled.

Community and Institutional

- 9.28 This includes development used for the provision of any medical or health services and development used wholly or mainly for the provision of education as a school or college under the Education Acts or as an institution of higher education. The majority of development in this sector is mainly brought forward by the public sector or by not-for-profit organisations – many of which have charitable status (thus making them potentially exempt from CIL).

Retail

- 9.29 This assessment is looking at the ability of new projects to bear the Council's policy requirements and an element of CIL – it is only therefore necessary to look at the main types of development likely to come forward in the future. The following distinct types of retail development have been modelled – although it should be noted that no such development is scheduled to take place on the specific sites.

- a. **Supermarkets.** Two typologies have been modelled.

First is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m². It is assumed to require 400 car parking spaces, and to occupy a total site area of 1.6ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.

Second is based on a smaller supermarket, typical of the units that may be developed by operators such as Aldi and Lidl. We have assumed a 1,200m² unit on a 0.4ha site (30% coverage) to allow for car parking.

- b. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m². It is assumed to require 150 car parking spaces, and to occupy a total site area of 0.8ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
- c. **Shop** is a brick built development on two storeys, of 150 m². No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.019ha.

- 9.30 In line with the CIL Regulations, developments of over 100m² have been modelled. There are other types of retail development, such as small single farm shops, petrol filling stations and garden centres. These are not included in this high-level study due to the great diversity of project that may arise.

10. Residential Appraisals

- 10.1 At the start of this chapter it is important to stress that the results of the appraisals do not, in themselves, determine policy or set CIL. In due course, the evidence will be used to inform the plan-making process and to inform the CIL setting process. The results of this study are one of a number of factors that the Council will consider, including the need for infrastructure, other available evidence, such as the Council's track record in delivering affordable housing and collecting payments under s106 and, importantly, the results of the consultation process with developers. The purpose of the appraisals is to provide an indication of the viability in different areas under different scenarios. In due course, the Council will have to take a view as to whether or not to proceed with CIL.
- 10.2 The appraisals use the residual valuation approach – that is, they are designed to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents and an appropriate amount of developers' profit. The Residual Value would represent the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the Existing Use Value by a satisfactory margin. This is discussed in Chapter 6 above.
- 10.3 In order to assist the Council, several sets of appraisals have been run. The appraisals' main output is the Residual Value.
- 10.4 Development appraisals are sensitive to changes in price so appraisals have been run with various changes in the cost of construction and an increase and decrease in prices.
- 10.5 As set out above, for each development type the Residual Value has been calculated. In the tables in this chapter the results are colour-coded using a simple traffic light system:
- a. **Green Viable** – where the Residual Value per hectare exceeds the indicative Viability Threshold Value per hectare (being the EUV plus the appropriate uplift to provide a competitive return for the landowner).
 - b. **Amber Marginal** – where the Residual Value per hectare exceeds the EUV, but not the Viability Threshold Value per hectare. These sites should not be considered as viable when measured against the test set out – however, depending on the nature of the site and the owner, they may come forward.
 - c. **Red Non-viable** – where the Residual Value does not exceed the EUV.
- 10.6 The results are set out and presented for each site and per gross hectare to allow comparison between sites.
- 10.7 It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is

actually happening on the ground in terms of development and what planning applications are being determined – and on what basis.

10.8 The detailed appraisal base results are included in **Appendix 8**.

Base Appraisals – full draft policy requirements

10.9 The financial appraisals for each of the modelled and strategic residential sites are based on the following assumptions:

- a) Affordable Housing 15% (25% as Intermediate to buy and 75% Affordable Rent)⁶⁰ on sites of 11 and larger.
- b) Environmental Standards Enhanced Building Regulations (Part L) (BCIS +1.5%) and accessible and adaptable.
- c) CIL and s106 £1,000 per unit (market and affordable).

⁶⁰ At the time of this report the Council are considering a 10% affordable housing target on the SSGA sites. The analysis in this report is based on the draft policy wording of 15%. In addition, the analysis in this iteration of the report is based on a tenure mix of 75% affordable rented and 25% intermediate tenure. It is likely that this will be adjusted to a tenure mix of 80% affordable rented and 20% intermediate tenure in the Plan.

Table 10.1a Residential Development – Residual Values
15% Affordable, s106 £1,000/unit – South Sunderland

							Area (ha)		Units	Residual Value (£)		
							Gross	Net		Gross ha	Net ha	Site
Site 1	SSGA Chapel Garth	SSGA	Green	Agricultural	49.93	22.00	650	705,607	1,601,408	35,230,982		
Site 2	SSGA North of Burdon Lane	SSGA	Green	Agricultural	88.61	27.28	995	382,192	1,241,425	33,866,072		
Site 3	SSGA Cherry Knowle	SSGA	Green	Agricultural	37.48	30.80	770	1,023,097	1,244,989	38,345,667		
Site 4	SSGA South Ryhope	SSGA	Green	Agricultural	22.50	12.86	450	628,527	1,099,677	14,141,846		
Site 5	Large Green 350	S Sunderland	Green	Agricultural	13.33	10.00	350	708,151	944,202	9,442,019		
Site 6	Large Green 175	S Sunderland	Green	Agricultural	6.67	5.00	175	692,587	923,449	4,617,244		
Site 7	Large Green 175 LD	S Sunderland	Green	Agricultural	7.78	5.83	175	569,471	759,295	4,429,222		
Site 8	Large Green 75	S Sunderland	Green	Agricultural	2.86	2.14	75	713,547	951,395	2,038,705		
Site 9	Medium Green 35	S Sunderland	Green	Agricultural	1.18	1.00	35	755,997	889,408	889,408		
Site 10	Medium Green 35 LD	S Sunderland	Green	Agricultural	1.30	1.17	35	675,097	750,108	875,126		
Site 11	Medium Green 15	S Sunderland	Green	Agricultural	0.48	0.43	15	786,172	876,975	375,846		
Site 12	Large Brown 500	S Sunderland	Brown	Industrial	19.05	14.29	500	-117,223	-156,297	-2,232,813		
Site 13	Large Brown 150	S Sunderland	Brown	Industrial	5.00	3.75	150	-202,401	-269,867	-1,012,003		
Site 14	Large Brown 60	S Sunderland	Brown	Industrial	1.91	1.71	60	-247,146	-276,080	-473,281		
Site 15	Medium Brown 25	S Sunderland	Brown	Industrial	0.71	0.63	25	-145,614	-165,534	-103,459		
Site 16	Medium Brown 15	S Sunderland	Brown	Industrial	0.48	0.43	15	-106,638	-118,954	-50,980		
Site 17	Small Green 7	S Sunderland	Green	Paddock	0.23	0.23	7	1,571,427	1,571,427	366,666		
Site 18	Small Green 4	S Sunderland	Green	Paddock	0.16	0.16	4	1,241,107	1,241,107	198,577		
Site 19	Green Plot	S Sunderland	Green	Paddock	0.05	0.05	1	1,242,058	1,242,058	62,103		
Site 20	Small Brown 11	S Sunderland	Brown	Industrial	0.28	0.28	11	-138,237	-138,237	-38,015		
Site 21	Small Brown 7	S Sunderland	Brown	Industrial	0.14	0.14	7	-306,786	-306,786	-42,950		
Site 22	Small Brown 4	S Sunderland	Brown	Industrial	0.10	0.10	4	-485,864	-485,864	-48,586		
Site 23	Brown Plot	S Sunderland	Brown	Industrial	0.03	0.03	1	-533,968	-533,968	-17,799		
Site 24	Urban Flats 75	S Sunderland	Brown	Industrial	0.68	0.50	75	-3,252,033	-4,425,692	-2,212,846		
Site 25	Urban Flats 20	S Sunderland	Brown	Industrial	0.31	0.27	20	-1,739,486	-1,997,800	-532,747		

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.1b Residential Development – Residual Values
15% Affordable, s106 £1,000/unit – North Sunderland

							Area (ha)		Units	Residual Value (£)		
							Gross	Net		Gross ha	Net ha	Site
Site 5	Large Green 350	N Sunderland	Green	Agricultural	13.33	10.00	350	406,118	541,491	5,414,906		
Site 6	Large Green 175	N Sunderland	Green	Agricultural	6.67	5.00	175	628,202	837,603	4,188,016		
Site 7	Large Green 175 LD	N Sunderland	Green	Agricultural	7.78	5.83	175	515,021	686,695	4,005,722		
Site 8	Large Green 75	N Sunderland	Green	Agricultural	2.86	2.14	75	646,306	861,742	1,846,590		
Site 9	Medium Green 35	N Sunderland	Green	Agricultural	1.18	1.00	35	755,997	889,408	889,408		
Site 10	Medium Green 35 LD	N Sunderland	Green	Agricultural	1.30	1.17	35	675,097	750,108	875,126		
Site 11	Medium Green 15	N Sunderland	Green	Agricultural	0.48	0.43	15	786,172	876,975	375,846		
Site 12	Large Brown 500	N Sunderland	Brown	Industrial	19.05	14.29	500	-117,223	-156,297	-2,232,813		
Site 13	Large Brown 150	N Sunderland	Brown	Industrial	5.00	3.75	150	-202,203	-269,605	-1,011,017		
Site 14	Large Brown 60	N Sunderland	Brown	Industrial	1.91	1.71	60	-246,631	-275,506	-472,295		
Site 15	Medium Brown 25	N Sunderland	Brown	Industrial	0.71	0.63	25	-145,614	-165,534	-103,459		
Site 16	Medium Brown 15	N Sunderland	Brown	Industrial	0.48	0.43	15	-106,638	-118,954	-50,980		
Site 17	Small Green 7	N Sunderland	Green	Paddock	0.23	0.23	7	1,571,427	1,571,427	366,666		
Site 18	Small Green 4	N Sunderland	Green	Paddock	0.16	0.16	4	1,241,107	1,241,107	198,577		
Site 19	Green Plot	N Sunderland	Green	Paddock	0.05	0.05	1	1,242,058	1,242,058	62,103		
Site 20	Small Brown 11	N Sunderland	Brown	Industrial	0.28	0.28	11	-138,237	-138,237	-38,015		
Site 21	Small Brown 7	N Sunderland	Brown	Industrial	0.14	0.14	7	-306,786	-306,786	-42,950		
Site 22	Small Brown 4	N Sunderland	Brown	Industrial	0.10	0.10	4	-485,864	-485,864	-48,586		
Site 23	Brown Plot	N Sunderland	Brown	Industrial	0.03	0.03	1	-504,412	-504,412	-16,814		
Site 24	Urban Flats 75	N Sunderland	Brown	Industrial	0.68	0.50	75	-3,250,585	-4,423,721	-2,211,861		
Site 25	Urban Flats 20	N Sunderland	Brown	Industrial	0.31	0.27	20	-1,739,486	-1,997,800	-532,747		

Source: SCC Whole Plan Viability Assessment, July 2017

**Table 10.1c Residential Development – Residual Values
15% Affordable, s106 £1,000/unit – Central Sunderland**

							Area (ha)		Units	Residual Value (£)		
							Gross	Net		Gross ha	Net ha	Site
Site 12	Large Brown 500	C Sunderland	Brown	Industrial	19.05	14.29	500	17,162	22,883	326,901		
Site 13	Large Brown 150	C Sunderland	Brown	Industrial	5.00	3.75	150	-45,855	-61,140	-229,275		
Site 14	Large Brown 60	C Sunderland	Brown	Industrial	1.91	1.71	60	-76,585	-85,551	-146,659		
Site 15	Medium Brown 25	C Sunderland	Brown	Industrial	0.71	0.63	25	53,245	60,529	37,830		
Site 16	Medium Brown 15	C Sunderland	Brown	Industrial	0.48	0.43	15	64,979	72,484	31,065		
Site 20	Small Brown 11	C Sunderland	Brown	Industrial	0.28	0.28	11	91,079	91,079	25,047		
Site 21	Small Brown 7	C Sunderland	Brown	Industrial	0.14	0.14	7	-13,493	-13,493	-1,889		
Site 22	Small Brown 4	C Sunderland	Brown	Industrial	0.10	0.10	4	-261,984	-261,984	-26,198		
Site 23	Brown Plot	C Sunderland	Brown	Industrial	0.03	0.03	1	-288,989	-288,989	-9,633		
Site 24	Urban Flats 75	C Sunderland	Brown	Industrial	0.68	0.50	75	-3,012,338	-4,099,491	-2,049,745		
Site 25	Urban Flats 20	C Sunderland	Brown	Industrial	0.31	0.27	20	-1,604,085	-1,842,292	-491,278		

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.1d Residential Development – Residual Values
15% Affordable, s106 £1,000/unit – Washington

							Area (ha)		Units	Residual Value (£)		
							Gross	Net		Gross ha	Net ha	Site
Site 5	Large Green 350	Washington	Green	Agricultural	13.33	10.00	350	587,296	783,061	7,830,610		
Site 6	Large Green 175	Washington	Green	Agricultural	6.67	5.00	175	563,537	751,382	3,756,910		
Site 7	Large Green 175 LD	Washington	Green	Agricultural	7.78	5.83	175	460,330	613,773	3,580,345		
Site 8	Large Green 75	Washington	Green	Agricultural	2.86	2.14	75	578,409	771,212	1,652,597		
Site 9	Medium Green 35	Washington	Green	Agricultural	1.18	1.00	35	675,711	794,954	794,954		
Site 10	Medium Green 35 LD	Washington	Green	Agricultural	1.30	1.17	35	602,013	668,903	780,387		
Site 11	Medium Green 15	Washington	Green	Agricultural	0.48	0.43	15	702,490	783,628	335,841		
Site 12	Large Brown 500	Washington	Brown	Industrial	19.05	14.29	500	-117,223	-156,297	-2,232,813		
Site 13	Large Brown 150	Washington	Brown	Industrial	5.00	3.75	150	-202,401	-269,867	-1,012,003		
Site 14	Large Brown 60	Washington	Brown	Industrial	1.91	1.71	60	-247,146	-276,080	-473,281		
Site 15	Medium Brown 25	Washington	Brown	Industrial	0.71	0.63	25	-145,614	-165,534	-103,459		
Site 16	Medium Brown 15	Washington	Brown	Industrial	0.48	0.43	15	-106,638	-118,954	-50,980		
Site 17	Small Green 7	Washington	Green	Paddock	0.23	0.23	7	1,571,427	1,571,427	366,666		
Site 18	Small Green 4	Washington	Green	Paddock	0.16	0.16	4	1,241,107	1,241,107	198,577		
Site 19	Green Plot	Washington	Green	Paddock	0.05	0.05	1	1,242,058	1,242,058	62,103		
Site 20	Small Brown 11	Washington	Brown	Industrial	0.28	0.28	11	-138,237	-138,237	-38,015		
Site 21	Small Brown 7	Washington	Brown	Industrial	0.14	0.14	7	-306,786	-306,786	-42,950		
Site 22	Small Brown 4	Washington	Brown	Industrial	0.10	0.10	4	-485,864	-485,864	-48,586		
Site 23	Brown Plot	Washington	Brown	Industrial	0.03	0.03	1	-533,968	-533,968	-17,799		
Site 24	Urban Flats 75	Washington	Brown	Industrial	0.68	0.50	75	-1,356,346	-1,845,851	-922,926		
Site 25	Urban Flats 20	Washington	Brown	Industrial	0.31	0.27	20	-652,888	-749,842	-199,958		

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.1e Residential Development – Residual Values
15% Affordable, s106 £1,000/unit – Coalfield

							Area (ha)		Units	Residual Value (£)		
							Gross	Net		Gross ha	Net ha	Site
Site 5	Large Green 350	Coalfield	Green				13.33	10.00	350	587,296	783,061	7,830,610
Site 6	Large Green 175	Coalfield	Green				6.67	5.00	175	563,537	751,382	3,756,910
Site 7	Large Green 175 LD	Coalfield	Green				7.78	5.83	175	460,330	613,773	3,580,345
Site 8	Large Green 75	Coalfield	Green				2.86	2.14	75	578,409	771,212	1,652,597
Site 9	Medium Green 35	Coalfield	Green				1.18	1.00	35	675,711	794,954	794,954
Site 10	Medium Green 35 LD	Coalfield	Green				1.30	1.17	35	602,013	668,903	780,387
Site 11	Medium Green 15	Coalfield	Green				0.48	0.43	15	702,490	783,628	335,841
Site 12	Large Brown 500	Coalfield	Brown				19.05	14.29	500	-117,223	-156,297	-2,232,813
Site 13	Large Brown 150	Coalfield	Brown				5.00	3.75	150	-202,401	-269,867	-1,012,003
Site 14	Large Brown 60	Coalfield	Brown				1.91	1.71	60	-247,146	-276,080	-473,281
Site 15	Medium Brown 25	Coalfield	Brown				0.71	0.63	25	-145,614	-165,534	-103,459
Site 16	Medium Brown 15	Coalfield	Brown				0.48	0.43	15	-106,638	-118,954	-50,980
Site 17	Small Green 7	Coalfield	Green				0.23	0.23	7	1,571,427	1,571,427	366,666
Site 18	Small Green 4	Coalfield	Green				0.16	0.16	4	1,241,107	1,241,107	198,577
Site 19	Green Plot	Coalfield	Green				0.05	0.05	1	1,242,058	1,242,058	62,103
Site 20	Small Brown 11	Coalfield	Brown				0.28	0.28	11	-138,237	-138,237	-38,015
Site 21	Small Brown 7	Coalfield	Brown				0.14	0.14	7	-306,786	-306,786	-42,950
Site 22	Small Brown 4	Coalfield	Brown				0.10	0.10	4	-485,864	-485,864	-48,586
Site 23	Brown Plot	Coalfield	Brown				0.03	0.03	1	-533,968	-533,968	-17,799
Site 24	Urban Flats 75	Coalfield	Brown				0.68	0.50	75	-1,356,346	-1,845,851	-922,926
Site 25	Urban Flats 20	Coalfield	Brown				0.31	0.27	20	-652,888	-749,842	-199,958

Source: SCC Whole Plan Viability Assessment, July 2017

10.10 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of each site. The additional costs associated with brownfield



sites result in significantly lower values. The Residual Value is not a good indication of viability by itself, being the maximum price, a developer may bid for a parcel of land and still make an adequate return (competitive return).

10.11 In the following tables, we have compared the Residual Value with the Viability Threshold. The Viability Threshold being an amount over and above the Existing Use Value that is sufficient to provide the willing landowner with a competitive return and induce them to sell the land for development as set out in Chapter 6 above.

Table 10.2a Residual Values compared to Viability Threshold						
15% Affordable, s106 £1,000/unit – South Sunderland						
				Alternative Use Value	Viability Threshold	Residual Value
Site 1	SSGA Chapel Garth	Green	Agricultural	20,000	374,000	705,607
Site 2	SSGA North of Burdon Lane	Green	Agricultural	20,000	374,000	382,192
Site 3	SSGA Cherry Knowle	Green	Agricultural	20,000	374,000	1,023,097
Site 4	SSGA South Ryhope	Green	Agricultural	20,000	374,000	628,527
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	708,151
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	692,587
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	569,471
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	713,547
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	755,997
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	675,097
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	786,172
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-117,223
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-202,401
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-247,146
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-145,614
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-106,638
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,571,427
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,241,107
Site 19	Green Plot	Green	Paddock	50,000	410,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-3,252,033
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,739,486

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.2b Residual Values compared to Viability Threshold
15% Affordable, s106 £1,000/unit – North Sunderland

				Alternative Use Value	Viability Threshold	Residual Value
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	406,118
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	628,202
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	515,021
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	646,306
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	755,997
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	675,097
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	786,172
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-117,223
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-202,203
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-246,631
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-145,614
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-106,638
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,571,427
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,241,107
Site 19	Green Plot	Green	Paddock	50,000	410,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-504,412
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-3,250,585
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,739,486

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.2c Residual Values compared to Viability Threshold
15% Affordable, s106 £1,000/unit – Central Sunderland

				Alternative Use Value	Viability Threshold	Residual Value
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	17,162
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-45,855
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-76,585
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	53,245
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	64,979
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	91,079
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-13,493
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-261,984
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-288,989
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-3,012,338
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,604,085

Source: SCC Whole Plan Viability Assessment, July 2017

**Table 10.2d Residual Values compared to Viability Threshold
15% Affordable, s106 £1,000/unit – Washington**

				Alternative Use Value	Viability Threshold	Residual Value
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	587,296
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	563,537
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	460,330
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	578,409
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	675,711
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	602,013
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	702,490
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-117,223
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-202,401
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-247,146
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-145,614
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-106,638
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,571,427
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,241,107
Site 19	Green Plot	Green	Paddock	50,000	410,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-1,356,346
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-652,888

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.2e Residual Values compared to Viability Threshold						
15% Affordable, s106 £1,000/unit –Coalfield						
				Alternative Use Value	Viability Threshold	Residual Value
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	587,296
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	563,537
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	460,330
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	578,409
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	675,711
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	602,013
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	702,490
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-117,223
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-202,401
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-247,146
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-145,614
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-106,638
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,571,427
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,241,107
Site 19	Green Plot	Green	Paddock	50,000	410,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-1,356,346
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-652,888

Source: SCC Whole Plan Viability Assessment, July 2017

10.12 The above results indicate that the typologies representing the brownfield development are unable to bear the 15% affordable housing, however the other sites, including the four SSGA sites are shown as viable. As set out in Chapter 6, some concern was raised about the level of the Viability Threshold. This is explored later in this chapter.

10.13 In Chapter 2 above, footnotes 11 and 12 of the NPPF were set out. These are repeated below:

¹¹ To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence that schemes will not be implemented within five years, for example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.

¹² To be considered developable, sites should be in a suitable location for housing development and there should be a reasonable prospect that the site is available and could be viably developed at the point envisaged.

10.14 All the greenfield sites are shown as viable and the Council can be confident that they will be forthcoming. The Council should be cautious about relying on the brownfield sites, including those in Central Sunderland (for example within the five-year land supply assessment).

- 10.15 It is important to note that brownfield sites are coming forward and whilst some of these may have benefitted from some public intervention (maybe, for example, site assembly or site remediation), others are coming forward as the developer may have purchased the site at a lower cost or is able to develop the site at less than the costs used in this study (which are generally cautious). The Council should be cautious about relying on the brownfield sites in the plan-making process, unless they are confident that the schemes will be forthcoming (for example where there is a recent planning consent or known public intervention).
- 10.16 The modelling incorporates two sites (7 and 10, marked LD) that are modelled with 10% of the units as bungalows. On these sites, the density has been reduced to reflect the greater land requirements. In both cases the Residual Value is lower than the similar sized (in terms of units) site indicating less viability. This is a factor of the higher costs of construction and the lower density. It is recommended that the Council is cautious about developing a rigid policy in this regard that could put pressure on the provision of infrastructure or the delivery of affordable housing. In this regard, it is relevant to note that the catalyst for this testing was the Sunderland SHMA Update 2017 - Final Report (arc4, May 2017) (the SHMA) which researched housing aspirations (rather than need), exploring the types of property that households would like and expect, comparing this to the current housing stock. To a large extent the housing needs of older people do not require bungalows to meet their housing needs, rather their needs can be met through design such as the provision of level access, ground floor flats or the provision of lifts, or adoption of accessible and adaptable standards (which have been incorporated in the base modelling).
- 10.17 The results do give rise to some concerns about the delivery of some types of site, based on current assumptions. This is explored further below. It is recommended that the Council continues to engage with the owners in line with the advice set out in the Harman Guidance (page 23):

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

- 10.18 To assist the Council a range of other appraisals has been run.

Alternative Viability Test

- 10.19 Through the consultation process (as set out at the end of Chapter 6 above) an alternative viability test was suggested. The following alternative viability thresholds have been used to reflect the competitive return to the willing developer. This amount is taken to apply on both agricultural and paddock land and is applied to the net area.

- | | | |
|----|--------------------|---------------|
| a. | Central Sunderland | No greenfield |
| b. | North Sunderland | £500,000 |
| c. | South Sunderland | £900,000 |
| d. | Washington Area | £900,000 |

e. Coalfield area £500,000.

10.20 The following analysis compares the residual value per net ha with both the £500,000/ha and £900,000/ha.

Table 10.3a Residual Values compared to Alternative Viability Thresholds 15% Affordable, s106 £1,000/unit – South Sunderland							
				Viability Threshold	Residual Value	Viability Threshold	Residual Value
Site 1	SSGA Chapel Garth	Green	Agricultural	500,000	1,601,408	900,000	1,601,408
Site 2	SSGA North of Burdon Lane	Green	Agricultural	500,000	1,241,425	900,000	1,241,425
Site 3	SSGA Cherry Knowle	Green	Agricultural	500,000	1,244,989	900,000	1,244,989
Site 4	SSGA South Ryhope	Green	Agricultural	500,000	1,099,677	900,000	1,099,677
Site 5	Large Green 350	Green	Agricultural	500,000	944,202	900,000	944,202
Site 6	Large Green 175	Green	Agricultural	500,000	923,449	900,000	923,449
Site 7	Large Green 175 LD	Green	Agricultural	500,000	759,295	900,000	759,295
Site 8	Large Green 75	Green	Agricultural	500,000	951,395	900,000	951,395
Site 9	Medium Green 35	Green	Agricultural	500,000	889,408	900,000	889,408
Site 10	Medium Green 35 LD	Green	Agricultural	500,000	750,108	900,000	750,108
Site 11	Medium Green 15	Green	Agricultural	500,000	876,975	900,000	876,975
Site 12	Large Brown 500	Brown	Industrial	480,000	-156,297	480,000	-156,297
Site 13	Large Brown 150	Brown	Industrial	480,000	-269,867	480,000	-269,867
Site 14	Large Brown 60	Brown	Industrial	480,000	-276,080	480,000	-276,080
Site 15	Medium Brown 25	Brown	Industrial	480,000	-165,534	480,000	-165,534
Site 16	Medium Brown 15	Brown	Industrial	480,000	-118,954	480,000	-118,954
Site 17	Small Green 7	Green	Paddock	500,000	1,571,427	900,000	1,571,427
Site 18	Small Green 4	Green	Paddock	500,000	1,241,107	900,000	1,241,107
Site 19	Green Plot	Green	Paddock	500,000	1,242,058	900,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	480,000	-138,237	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	480,000	-306,786	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	480,000	-485,864	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	480,000	-533,968	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	480,000	-4,425,692	480,000	-4,425,692
Site 25	Urban Flats 20	Brown	Industrial	480,000	-1,997,800	480,000	-1,997,800

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.3b Residual Values compared to Alternative Viability Thresholds
15% Affordable, s106 £1,000/unit – North Sunderland

				Viability Threshold	Residual Value	Viability Threshold	Residual Value
Site 5	Large Green 350	Green	Agricultural	500,000	541,491	900,000	541,491
Site 6	Large Green 175	Green	Agricultural	500,000	837,603	900,000	837,603
Site 7	Large Green 175 LD	Green	Agricultural	500,000	686,695	900,000	686,695
Site 8	Large Green 75	Green	Agricultural	500,000	861,742	900,000	861,742
Site 9	Medium Green 35	Green	Agricultural	500,000	889,408	900,000	889,408
Site 10	Medium Green 35 LD	Green	Agricultural	500,000	750,108	900,000	750,108
Site 11	Medium Green 15	Green	Agricultural	500,000	876,975	900,000	876,975
Site 12	Large Brown 500	Brown	Industrial	480,000	-156,297	480,000	-156,297
Site 13	Large Brown 150	Brown	Industrial	480,000	-269,605	480,000	-269,605
Site 14	Large Brown 60	Brown	Industrial	480,000	-275,506	480,000	-275,506
Site 15	Medium Brown 25	Brown	Industrial	480,000	-165,534	480,000	-165,534
Site 16	Medium Brown 15	Brown	Industrial	480,000	-118,954	480,000	-118,954
Site 17	Small Green 7	Green	Paddock	500,000	1,571,427	900,000	1,571,427
Site 18	Small Green 4	Green	Paddock	500,000	1,241,107	900,000	1,241,107
Site 19	Green Plot	Green	Paddock	500,000	1,242,058	900,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	480,000	-138,237	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	480,000	-306,786	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	480,000	-485,864	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	480,000	-504,412	480,000	-504,412
Site 24	Urban Flats 75	Brown	Industrial	480,000	-4,423,721	480,000	-4,423,721
Site 25	Urban Flats 20	Brown	Industrial	480,000	-1,997,800	480,000	-1,997,800

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.3c Residual Values compared to Alternative Viability Thresholds
15% Affordable, s106 £1,000/unit – Central Sunderland

				Viability Threshold	Residual Value	Viability Threshold	Residual Value
Site 12	Large Brown 500	Brown	Industrial	480,000	22,883	480,000	22,883
Site 13	Large Brown 150	Brown	Industrial	480,000	-61,140	480,000	-61,140
Site 14	Large Brown 60	Brown	Industrial	480,000	-85,551	480,000	-85,551
Site 15	Medium Brown 25	Brown	Industrial	480,000	60,529	480,000	60,529
Site 16	Medium Brown 15	Brown	Industrial	480,000	72,484	480,000	72,484
Site 20	Small Brown 11	Brown	Industrial	480,000	91,079	480,000	91,079
Site 21	Small Brown 7	Brown	Industrial	480,000	-13,493	480,000	-13,493
Site 22	Small Brown 4	Brown	Industrial	480,000	-261,984	480,000	-261,984
Site 23	Brown Plot	Brown	Industrial	480,000	-288,989	480,000	-288,989
Site 24	Urban Flats 75	Brown	Industrial	480,000	-4,099,491	480,000	-4,099,491
Site 25	Urban Flats 20	Brown	Industrial	480,000	-1,842,292	480,000	-1,842,292

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.3d Residual Values compared to Alternative Viability Thresholds
15% Affordable, s106 £1,000/unit – Washington

				Viability Threshold	Residual Value	Viability Threshold	Residual Value
Site 5	Large Green 350	Green	Agricultural	500,000	783,061	900,000	783,061
Site 6	Large Green 175	Green	Agricultural	500,000	751,382	900,000	751,382
Site 7	Large Green 175 LD	Green	Agricultural	500,000	613,773	900,000	613,773
Site 8	Large Green 75	Green	Agricultural	500,000	771,212	900,000	771,212
Site 9	Medium Green 35	Green	Agricultural	500,000	794,954	900,000	794,954
Site 10	Medium Green 35 LD	Green	Agricultural	500,000	668,903	900,000	668,903
Site 11	Medium Green 15	Green	Agricultural	500,000	783,628	900,000	783,628
Site 12	Large Brown 500	Brown	Industrial	480,000	-156,297	480,000	-156,297
Site 13	Large Brown 150	Brown	Industrial	480,000	-269,867	480,000	-269,867
Site 14	Large Brown 60	Brown	Industrial	480,000	-276,080	480,000	-276,080
Site 15	Medium Brown 25	Brown	Industrial	480,000	-165,534	480,000	-165,534
Site 16	Medium Brown 15	Brown	Industrial	480,000	-118,954	480,000	-118,954
Site 17	Small Green 7	Green	Paddock	500,000	1,571,427	900,000	1,571,427
Site 18	Small Green 4	Green	Paddock	500,000	1,241,107	900,000	1,241,107
Site 19	Green Plot	Green	Paddock	500,000	1,242,058	900,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	480,000	-138,237	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	480,000	-306,786	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	480,000	-485,864	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	480,000	-533,968	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	480,000	-1,845,851	480,000	-1,845,851
Site 25	Urban Flats 20	Brown	Industrial	480,000	-749,842	480,000	-749,842

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.3e Residual Values compared to Alternative Viability Thresholds
15% Affordable, s106 £1,000/unit – Coalfield

				Viability Threshold	Residual Value	Viability Threshold	Residual Value
Site 5	Large Green 350	Green	Agricultural	500,000	783,061	900,000	783,061
Site 6	Large Green 175	Green	Agricultural	500,000	751,382	900,000	751,382
Site 7	Large Green 175 LD	Green	Agricultural	500,000	613,773	900,000	613,773
Site 8	Large Green 75	Green	Agricultural	500,000	771,212	900,000	771,212
Site 9	Medium Green 35	Green	Agricultural	500,000	794,954	900,000	794,954
Site 10	Medium Green 35 LD	Green	Agricultural	500,000	668,903	900,000	668,903
Site 11	Medium Green 15	Green	Agricultural	500,000	783,628	900,000	783,628
Site 12	Large Brown 500	Brown	Industrial	480,000	-156,297	480,000	-156,297
Site 13	Large Brown 150	Brown	Industrial	480,000	-269,867	480,000	-269,867
Site 14	Large Brown 60	Brown	Industrial	480,000	-276,080	480,000	-276,080
Site 15	Medium Brown 25	Brown	Industrial	480,000	-165,534	480,000	-165,534
Site 16	Medium Brown 15	Brown	Industrial	480,000	-118,954	480,000	-118,954
Site 17	Small Green 7	Green	Paddock	500,000	1,571,427	900,000	1,571,427
Site 18	Small Green 4	Green	Paddock	500,000	1,241,107	900,000	1,241,107
Site 19	Green Plot	Green	Paddock	500,000	1,242,058	900,000	1,242,058
Site 20	Small Brown 11	Brown	Industrial	480,000	-138,237	480,000	-138,237
Site 21	Small Brown 7	Brown	Industrial	480,000	-306,786	480,000	-306,786
Site 22	Small Brown 4	Brown	Industrial	480,000	-485,864	480,000	-485,864
Site 23	Brown Plot	Brown	Industrial	480,000	-533,968	480,000	-533,968
Site 24	Urban Flats 75	Brown	Industrial	480,000	-1,845,851	480,000	-1,845,851
Site 25	Urban Flats 20	Brown	Industrial	480,000	-749,842	480,000	-749,842

Source: SCC Whole Plan Viability Assessment, July 2017

10.21 When considered on this basis, the results comparing the Residual Value with the £500,000/ha Viability Threshold show a similar pattern to those using the 'EUV plus' analysis – although the margin (or cushion) between the Residual Value and Viability Threshold is greater – that is to say the margin of viability is greater.

10.22 The results comparing the Residual Value with the £900,000/ha Viability Threshold are less good, indicating that no sites, greenfield or brownfield, are likely to be viable in either the Washington area or North Sunderland. This does not reflect the Council's experience on the ground where development is coming forward and bearing both developer contributions and affordable housing. In this context it is necessary to refer back to the PPG which provides clear guidance in this regard. As set out in Chapter 2 above, a competitive return for the landowner is defined as follows:

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

PGG ID: 10-015-20140306

10.23 It is our firm view that this points towards the use of the 'EUV plus' methodology used in the main analysis in this report.

10.24 In order to inform the Council's further policy development several further sets of appraisals have been run.

Impact of Affordable Housing.

10.25 The Council's current draft policy requirement is for 15% affordable housing. The following tables set out the results for appraisals run with no affordable housing through to 30% affordable housing. This is tested on all sites, including those below the national threshold.

**Table 10.4a Residual Values compared to Viability Threshold
0% to 30% Affordable, s106 £1,000/unit – South Sunderland**

				Alternative Use Value	Viability Threshold	Residual Value	0%	5%	10%	15%	20%	25%	30%
Site 1	SSGA Chapel Garth	Green	Agricultural	20,000	374,000	874,647	818,301	761,954	705,607	649,261	592,914	536,568	
Site 2	SSGA North of Burdon Lane	Green	Agricultural	20,000	374,000	487,725	452,548	417,370	382,192	347,015	311,837	276,660	
Site 3	SSGA Cherry Knowle	Green	Agricultural	20,000	374,000	1,270,472	1,188,013	1,105,555	1,023,097	940,638	858,180	775,214	
Site 4	SSGA South Ryhope	Green	Agricultural	20,000	374,000	809,721	749,419	688,973	628,527	568,080	507,634	447,187	
Site 5	Large Green 350	Green	Agricultural	20,000	374,000	922,796	851,704	779,928	708,151	636,375	564,598	492,822	
Site 6	Large Green 175	Green	Agricultural	20,000	374,000	919,719	844,008	768,298	692,587	616,876	541,165	465,454	
Site 7	Large Green 175 LD	Green	Agricultural	20,000	374,000	761,912	697,765	633,618	569,471	505,325	441,178	377,031	
Site 8	Large Green 75	Green	Agricultural	20,000	374,000	952,482	872,837	793,192	713,547	633,901	554,256	474,611	
Site 9	Medium Green 35	Green	Agricultural	20,000	374,000	1,016,326	929,549	842,773	755,997	669,220	582,444	495,667	
Site 10	Medium Green 35 LD	Green	Agricultural	20,000	374,000	911,125	832,449	753,773	675,097	596,421	517,746	439,070	
Site 11	Medium Green 15	Green	Agricultural	20,000	374,000	1,056,993	966,719	876,446	786,172	695,898	605,624	515,130	
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	17,862	-26,550	-71,298	-117,223	-163,857	-212,459	-262,828	
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-48,642	-99,695	-150,748	-202,401	-255,132	-307,863	-360,594	
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-79,690	-134,948	-190,205	-247,146	-304,140	-361,134	-418,129	
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	54,797	-12,007	-78,811	-145,614	-212,418	-280,868	-349,766	
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	57,078	2,506	-52,066	-106,638	-161,210	-216,479	-272,778	
Site 17	Small Green 7	Green	Paddock	50,000	410,000	1,571,427	1,444,514	1,317,601	1,190,689	1,063,554	932,963	802,372	
Site 18	Small Green 4	Green	Paddock	50,000	410,000	1,241,107	1,125,140	1,009,174	892,334	774,082	655,831	537,579	
Site 19	Green Plot	Green	Paddock	50,000	410,000	1,242,058	1,125,401	1,008,744	892,087	775,429	658,772	542,115	
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-138,237	-194,165	-250,429	-308,144	-365,859	-423,575	-481,290	
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-306,786	-414,441	-522,557	-630,673	-738,789	-847,139	-956,876	
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-485,864	-565,970	-646,077	-726,184	-806,291	-886,398	-966,504	
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-533,968	-621,629	-709,290	-796,951	-884,612	-972,273	-1,059,934	
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-2,901,247	-3,018,175	-3,135,104	-3,252,033	-3,368,962	-3,485,891	-3,602,820	
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,522,003	-1,594,046	-1,666,209	-1,739,486	-1,812,764	-1,886,041	-1,959,318	

Source: SCC Whole Plan Viability Assessment, July 2017

**Table 10.4c Residual Values compared to Viability Threshold
0% to 30% Affordable, s106 £1,000/unit – Central Sunderland**

					Residual Value	0%	5%	10%	15%	20%	25%	30%
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	158,215	111,248	64,231	17,162	-33,539	-84,543	-137,658
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	124,791	69,284	12,386	-45,855	-104,293	-162,551	-222,199
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	111,728	49,568	-13,766	-76,585	-139,918	-203,277	-268,607
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	278,572	204,349	128,797	53,245	-23,694	-99,246	-174,798
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	253,293	189,835	128,437	64,979	3,581	-59,877	-121,275
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	91,079	28,380	-37,902	-104,183	-166,882	-233,389	-301,772
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-13,493	-130,719	-247,944	-366,474	-487,242	-600,974	-721,742
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-261,984	-351,466	-440,948	-530,430	-619,911	-709,393	-798,875
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-288,989	-386,897	-484,817	-553,180	-651,100	-749,020	-846,940
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-2,632,940	-2,758,923	-2,886,354	-3,012,338	-3,139,769	-3,265,762	-3,393,184
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-1,370,885	-1,449,690	-1,525,279	-1,604,085	-1,680,305	-1,760,447	-1,840,588

Source: SCC Whole Plan Viability Assessment, July 2017

10.26 The analysis indicates that whilst the brownfield sites are unlikely to be viable, even without affordable housing, the greenfield sites are likely to be able to bear a greater percentage than the current 15% requirement.

Affordable Housing Tenure

10.27 The analysis is based on a tenure mix of 75% affordable rented and 25% intermediate tenure. The current preference is for the affordable housing for rent to be provided as Affordable Rent rather than Social Rent.

10.28 In the following tables the results of appraisals assuming affordable housing, including those below the national thresholds, are set out for Affordable Rent, Social Rent, intermediate housing to buy and the Council's preferred mix.

10.29 Additionally, as set out in Chapter 2 above, the Government is continuing to consult in the introduction of Starter Homes. The following tables also show the appraisal results where the first 10% of the housing on the site is provided as Starter Homes in lieu of the equivalent amount of Affordable Rent affordable housing.

- 10.30 The results for the higher value Affordable Rent are better than for the lower value Social Rent. The introduction of intermediate housing to buy results in an increase in the Residual Values and therefore viability. Whilst it is recommended that the Council continues to specify the preferred mix, it should also recognise that some flexibility around the mix may be necessary on sites where viability is marginal or less good as a way of facilitating development.
- 10.31 As would be expected, due to the higher values of Starter Homes relative to the value of affordable homes as affordable to rent or intermediate housing, the Residual Values are somewhat higher than for the current policy requirements. It would be premature to develop a detailed policy prior to the Governmental announcements expected in the Autumn 2017, however the Council can be reassured that should a national requirement be introduced, then it would have a positive impact on viability.
- 10.32 The Council's draft affordable housing policy is based on the national threshold, applying to sites of 11 units and larger). The smaller greenfield sites that are below this threshold are able to bear the 15% affordable housing target.

Impact of Developer Contributions

- 10.33 The above analysis considers the impact of different levels of affordable housing (and Starter Homes) on viability. In addition to affordable housing, development is required to meet its strategic infrastructure and mitigation costs. The following tables show the results of the appraisals, without affordable housing but with developer contributions of up to £30,000 per unit.

- 10.34 The analysis shows that the Residual Value decreases with the increased levels of developer contributions. The Council should have confidence that the development on greenfield sites has considerable capacity to bear developer contributions where the affordable housing requirement is zero.
- 10.35 The following tables repeat the analysis in the above tables, but based on the 15% affordable housing requirement.

10.36 As would be expected the Residual Values are notably lower when based on the full policy requirement including 15% affordable housing than when not. This demonstrates that there is capacity for development on greenfield sites to bear some developer contributions.

Local Infrastructure Tariff (LIT)

10.37 As set out in Chapter 2, one of the recommendations of the CIL Review⁶¹ was a new Local Infrastructure Tariff (LIT) that would apply to all development and be set at between 1.75% and 2.5% of the GDV. Whilst the details of such a tariff are not known, such a tariff has been tested.

⁶¹ From section 5.1.1

10.38 It is premature to put significant weight on these results, but they do show that a LIT type levy is unlikely to have an adverse impact on viability in the SCC area.

Impact of Price and Cost Change

10.39 It is important that, whatever policies are adopted, the Plan is not unduly sensitive to future changes in prices and costs. Several variables have been tested. In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 14.6% over the next 3 years⁶². Increased build costs are tested.

10.40 As set out in Chapter 4, there is a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. Five price change scenarios have been tested, minus 10% and 5%, and plus 15%, 10% and 5%. In this analysis, it is assumed all other matters in the base appraisals remain unchanged. It is important to note that, in the following table, only the costs of construction and the value of the market housing are altered.

⁶² See Table 1.1 (Page 7) of in Quarterly Review of Building Prices (Issue No 144 – March 2017)

Table 10.9a Residual Values Compared to Viability (£/ha)
Sensitivity to Price and Cost Change – South Sunderland

Site	Description	Colour	Alternative Use Value	Viability Threshold	Residual Value	BCIS		Value					
						+15%	+10%	+5%	-5%	-10%	+5%	+10%	+15%
Site 1	SSGA Chapel Garth	Green	20,000	374,000	504,943	572,606	639,177	504,242	605,091	705,607	806,124	906,640	1,006,891
Site 2	SSGA North of Burdon Lane	Green	20,000	374,000	236,902	285,829	334,264	249,614	316,209	382,192	448,175	514,159	580,142
Site 3	SSGA Cherry Knowle	Green	20,000	374,000	715,511	818,637	921,762	719,468	872,178	1,023,097	1,173,920	1,324,744	1,475,568
Site 4	SSGA South Ryhope	Green	20,000	374,000	368,566	455,979	542,253	397,150	512,838	628,527	744,215	858,625	972,861
Site 5	Large Green 350	Green	20,000	374,000	392,814	498,217	603,184	433,533	570,842	708,151	845,395	980,793	1,116,191
Site 6	Large Green 175	Green	20,000	374,000	346,713	462,004	577,296	399,055	545,821	692,587	839,352	986,118	1,132,767
Site 7	Large Green 175 LD	Green	20,000	374,000	274,291	372,684	471,078	321,187	445,329	569,471	693,614	817,756	941,819
Site 8	Large Green 75	Green	20,000	374,000	349,266	470,693	592,120	406,529	560,038	713,547	867,055	1,020,564	1,174,073
Site 9	Medium Green 35	Green	20,000	374,000	324,731	468,486	612,241	399,229	577,613	755,997	934,380	1,112,764	1,291,148
Site 10	Medium Green 35 LD	Green	20,000	374,000	280,598	412,098	543,598	350,339	512,718	675,097	837,477	999,856	1,162,235
Site 11	Medium Green 15	Green	20,000	374,000	336,130	488,688	637,912	414,931	602,073	786,172	970,271	1,154,370	1,338,469
Site 12	Large Brown 500	Brown	400,000	480,000	-588,028	-410,598	-256,885	-391,683	-247,152	-117,223	5,370	117,939	227,714
Site 13	Large Brown 150	Brown	400,000	480,000	-688,455	-524,667	-363,030	-496,044	-348,639	-202,401	-60,031	79,873	214,987
Site 14	Large Brown 60	Brown	400,000	480,000	-775,120	-597,741	-421,722	-563,801	-404,684	-247,146	-92,546	60,370	208,421
Site 15	Medium Brown 25	Brown	400,000	480,000	-735,268	-537,869	-340,470	-514,409	-328,740	-145,614	34,607	214,756	390,379
Site 16	Medium Brown 15	Brown	400,000	480,000	-612,590	-443,020	-273,450	-425,948	-264,914	-106,638	49,672	205,982	361,353
Site 17	Small Green 7	Green	50,000	410,000	1,101,161	1,257,916	1,414,671	1,093,753	1,332,590	1,571,427	1,810,264	2,049,101	2,287,938
Site 18	Small Green 4	Green	50,000	410,000	782,586	937,421	1,089,265	802,013	1,022,869	1,241,107	1,459,345	1,674,341	1,886,432
Site 19	Green Plot	Green	50,000	410,000	783,246	936,183	1,089,121	802,984	1,022,521	1,242,058	1,461,596	1,681,133	1,900,671
Site 20	Small Brown 11	Brown	400,000	480,000	-769,610	-556,931	-345,965	-554,889	-344,943	-138,237	65,549	269,335	473,122
Site 21	Small Brown 7	Brown	400,000	480,000	-1,124,820	-850,216	-578,270	-835,158	-570,713	-306,786	-50,155	206,477	463,106
Site 22	Small Brown 4	Brown	400,000	480,000	-1,127,220	-913,435	-699,649	-877,652	-681,758	-485,864	-289,969	-98,834	91,313
Site 23	Brown Plot	Brown	400,000	480,000	-1,236,689	-1,002,449	-769,209	-962,703	-748,336	-533,968	-319,601	-110,636	97,442
Site 24	Urban Flats 75	Brown	400,000	480,000	-4,933,600	-4,373,078	-3,812,555	-4,023,691	-3,637,862	-3,262,033	-2,866,204	-2,480,375	-2,097,778
Site 25	Urban Flats 20	Brown	400,000	480,000	-2,688,201	-2,371,963	-2,055,725	-2,185,320	-1,962,403	-1,739,486	-1,518,510	-1,298,887	-1,079,265

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.9b Residual Values Compared to Viability (£/ha)
Sensitivity to Price and Cost Change – North Sunderland

	Alternative Use Value	Viability Threshold	Residual Value	BCS					Value				
				+15%	+10%	+5%	-5%	-10%	+15%	+10%	+5%	-5%	-10%
Site 5	20,000	374,000	82,676	191,752	299,436	157,645	282,382	406,118	528,171	650,224	772,276	1,058,663	
Site 6	20,000	374,000	282,329	316,234	416,628	341,194	484,698	628,202	771,707	915,211	1,058,663	879,148	
Site 7	20,000	374,000	219,841	316,234	416,628	272,255	393,638	515,021	636,405	757,788	879,148	1,058,663	
Site 8	20,000	374,000	282,026	403,453	524,880	346,111	496,209	646,306	796,404	946,501	1,096,599	1,291,148	
Site 9	20,000	374,000	324,731	468,486	612,241	399,229	577,613	755,997	934,380	1,112,764	1,291,148	1,486,533	
Site 10	20,000	374,000	280,598	412,098	543,598	350,339	512,718	675,097	837,477	999,856	1,162,235	1,338,469	
Site 11	20,000	374,000	336,130	488,688	637,912	414,931	602,073	786,172	970,271	1,154,370	1,338,469	1,522,714	
Site 12	400,000	480,000	-568,028	-410,598	-256,885	-391,683	-247,162	-117,223	5,370	117,939	227,714	347,489	
Site 13	400,000	480,000	-688,257	-524,470	-362,833	-495,847	-348,442	-202,203	-59,834	80,061	215,175	347,489	
Site 14	400,000	480,000	-774,606	-597,226	-421,208	-563,286	-404,170	-246,631	-92,032	60,884	208,912	347,489	
Site 15	400,000	480,000	-735,268	-537,869	-340,470	-514,409	-328,740	-145,614	34,607	214,756	390,370	520,912	
Site 16	400,000	480,000	-612,590	-443,020	-273,450	-425,948	-264,914	-106,638	49,672	205,982	361,353	520,912	
Site 17	50,000	410,000	1,101,161	1,257,916	1,414,671	1,093,753	1,332,590	1,571,427	1,810,264	2,049,101	2,287,932	2,526,769	
Site 18	50,000	410,000	782,586	937,421	1,089,265	802,013	1,022,869	1,241,107	1,459,345	1,674,341	1,886,432	2,093,523	
Site 19	50,000	410,000	783,246	936,183	1,089,121	802,984	1,022,521	1,242,058	1,461,596	1,681,133	1,900,671	2,119,208	
Site 20	400,000	480,000	-769,610	-566,931	-345,965	-554,889	-344,943	-138,237	65,549	269,335	473,122	677,009	
Site 21	400,000	480,000	-1,124,820	-850,216	-578,270	-835,158	-570,713	-306,786	-50,155	206,477	463,108	667,009	
Site 22	400,000	480,000	-1,127,220	-913,435	-699,649	-877,652	-681,758	-485,864	-289,969	-98,834	91,313	312,313	
Site 23	400,000	480,000	-1,207,132	-972,892	-738,652	-933,146	-718,779	-504,412	-290,045	-81,079	126,999	327,009	
Site 24	400,000	480,000	-4,932,152	-4,371,630	-3,811,107	-4,022,243	-3,636,414	-3,250,585	-2,864,756	-2,478,927	-2,096,330	-1,714,681	
Site 25	400,000	480,000	-2,688,201	-2,371,963	-2,055,725	-2,185,320	-1,962,403	-1,739,486	-1,518,510	-1,298,887	-1,079,265	-859,653	

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.9c Residual Values Compared to Viability (£/ha)
Sensitivity to Price and Cost Change – Central Sunderland

										Value							
										Alternative Use Value	Viability Threshold	Residual Value	BCIS				
										+15%	+10%	+5%	+/-0%	-5%	-10%	-15%	
Site 12	Large Brown 500	Brown	Industrial	400,000	480,000	-405,011	-253,309	-114,298	-248,549	-111,596	17,162	135,245	250,541	365,294			
Site 13	Large Brown 150	Brown	Industrial	400,000	480,000	-524,063	-362,748	-202,119	-350,216	-195,853	-45,855	100,890	243,510	386,131			
Site 14	Large Brown 60	Brown	Industrial	400,000	480,000	-597,973	-422,285	-247,709	-405,713	-239,423	-76,585	84,702	239,827	393,660			
Site 15	Medium Brown 25	Brown	Industrial	400,000	480,000	-530,356	-332,957	-138,637	-330,127	-136,989	53,245	242,853	427,226	608,528			
Site 16	Medium Brown 15	Brown	Industrial	400,000	480,000	-435,724	-266,154	-99,852	-266,975	-100,015	64,979	229,972	393,397	554,293			
Site 20	Small Brown 11	Brown	Industrial	400,000	480,000	-531,543	-320,576	-113,995	-342,528	-124,353	91,079	306,510	521,941	733,664			
Site 21	Small Brown 7	Brown	Industrial	400,000	480,000	-820,003	-548,058	-277,836	-563,159	-284,789	-13,493	257,803	529,099	800,395			
Site 22	Small Brown 4	Brown	Industrial	400,000	480,000	-903,341	-689,555	-475,770	-676,161	-469,073	-261,984	-60,805	140,208	341,221			
Site 23	Brown Plot	Brown	Industrial	400,000	480,000	-991,698	-757,458	-523,218	-742,211	-515,594	-288,989	-69,020	150,948	370,916			
Site 24	Urban Flats 75	Brown	Industrial	400,000	480,000	-4,693,905	-4,133,382	-3,572,860	-3,808,110	-3,410,224	-3,012,338	-2,614,452	-2,218,015	-1,826,009			
Site 25	Urban Flats 20	Brown	Industrial	400,000	480,000	-2,562,095	-2,235,857	-1,919,619	-2,063,146	-1,833,263	-1,604,085	-1,377,599	-1,151,114	-924,628			

Source: SCC Whole Plan Viability Assessment, July 2017

Table 10.9d Residual Values Compared to Viability (£/ha)
Sensitivity to Price and Cost Change – Washington

	Alternative Use Value	Viability Threshold	Residual Value	BCS					Value				
				+15%	+10%	+5%	-5%	-10%	+15%	+10%	+5%	-5%	-10%
Site 5	20,000	374,000	289,273	376,957	482,328	324,139	456,089	587,296	718,503	849,601	978,981		
Site 6	20,000	374,000	217,663	332,954	448,245	223,051	423,294	563,537	703,779	844,022	984,265		
Site 7	20,000	374,000	165,149	263,543	361,936	223,081	341,705	460,330	578,955	697,579	816,204		
Site 8	20,000	374,000	214,128	335,555	456,982	285,036	431,723	578,409	725,095	871,781	1,018,468		
Site 9	20,000	374,000	244,445	388,201	531,956	327,051	501,381	675,711	850,041	1,024,371	1,198,700		
Site 10	20,000	374,000	207,514	339,014	470,513	284,635	443,324	602,013	760,702	919,391	1,078,080		
Site 11	20,000	374,000	248,768	402,581	554,231	337,435	522,565	702,490	882,405	1,062,321	1,242,236		
Site 12	400,000	480,000	-568,028	-410,598	-256,885	-391,683	-247,152	-117,223	5,370	117,939	227,714		
Site 13	400,000	480,000	-688,455	-524,667	-363,030	-496,044	-348,639	-202,401	-60,031	79,873	214,987		
Site 14	400,000	480,000	-775,120	-597,741	-421,722	-583,801	-404,684	-247,146	-92,546	60,370	208,421		
Site 15	400,000	480,000	-735,268	-537,869	-340,470	-514,409	-328,740	-145,614	34,607	214,756	390,370		
Site 16	400,000	480,000	-612,590	-443,020	-273,450	-425,948	-264,914	-106,638	49,672	205,982	361,353		
Site 17	50,000	410,000	1,101,161	1,257,916	1,414,671	1,093,753	1,332,590	1,571,427	1,810,264	2,049,101	2,287,936		
Site 18	50,000	410,000	782,586	937,421	1,089,265	802,013	1,022,869	1,241,107	1,459,345	1,674,341	1,886,432		
Site 19	50,000	410,000	783,246	936,183	1,089,121	802,984	1,022,521	1,242,058	1,461,596	1,681,133	1,900,671		
Site 20	400,000	480,000	-769,610	-566,931	-345,965	-554,889	-344,943	-138,237	65,549	269,335	473,122		
Site 21	400,000	480,000	-1,124,820	-850,216	-578,270	-835,158	-570,713	-306,786	-50,155	206,477	463,108		
Site 22	400,000	480,000	-1,127,220	-913,435	-699,649	-877,652	-681,758	-485,864	-289,969	-98,834	91,313		
Site 23	400,000	480,000	-1,236,689	-1,002,449	-768,209	-962,703	-748,336	-533,968	-319,601	-110,636	97,442		
Site 24	400,000	480,000	-3,023,277	-2,464,051	-1,910,198	-2,306,664	-1,831,505	-1,356,346	-881,187	-412,800	48,418		
Site 25	400,000	480,000	-1,591,012	-1,278,304	-965,596	-1,201,944	-927,416	-652,888	-378,442	-111,968	154,505		

Source: SCC Whole Plan Viability Assessment, July 2017



Table 10.9e Residual Values Compared to Viability (£/ha)
Sensitivity to Price and Cost Change - Coalfield

	Alternative Use Value	Viability Threshold	Residual Value	BCS					Value				
				+15%	+10%	+5%	-5%	-10%	+15%	+10%	+5%	-5%	-10%
Site 5	20,000	374,000	289,273	376,957	482,328	324,139	456,089	587,296	718,503	849,601	978,981		
Site 6	20,000	374,000	217,663	332,954	448,245	223,051	423,294	563,537	703,779	844,022	984,265		
Site 7	20,000	374,000	165,149	263,543	361,936	223,081	341,705	460,330	578,955	697,579	816,204		
Site 8	20,000	374,000	214,128	335,555	456,982	285,036	431,723	578,409	725,095	871,781	1,018,468		
Site 9	20,000	374,000	244,445	388,201	531,956	327,051	501,381	675,711	850,041	1,024,371	1,198,700		
Site 10	20,000	374,000	207,514	339,014	470,513	284,635	443,324	602,013	760,702	919,391	1,078,080		
Site 11	20,000	374,000	248,768	402,581	554,231	337,435	522,565	702,490	882,405	1,062,321	1,242,236		
Site 12	400,000	480,000	-568,028	-410,598	-256,885	-391,683	-247,152	-117,223	5,370	117,939	227,714		
Site 13	400,000	480,000	-688,455	-524,667	-363,030	-496,044	-348,639	-202,401	-60,031	79,873	214,987		
Site 14	400,000	480,000	-775,120	-597,741	-421,722	-583,801	-404,684	-247,146	-92,546	60,370	208,421		
Site 15	400,000	480,000	-735,268	-537,869	-340,470	-514,409	-328,740	-145,614	34,607	214,756	390,370		
Site 16	400,000	480,000	-612,590	-443,020	-273,450	-425,948	-264,914	-106,638	49,672	205,982	361,353		
Site 17	50,000	410,000	1,101,161	1,257,916	1,414,671	1,093,753	1,332,590	1,571,427	1,810,264	2,049,101	2,287,936		
Site 18	50,000	410,000	782,586	937,421	1,089,265	802,013	1,022,869	1,241,107	1,459,345	1,674,341	1,886,432		
Site 19	50,000	410,000	783,246	936,183	1,089,121	802,984	1,022,521	1,242,058	1,461,596	1,681,133	1,900,671		
Site 20	400,000	480,000	-769,610	-566,931	-345,965	-554,889	-344,943	-138,237	65,549	269,335	473,122		
Site 21	400,000	480,000	-1,124,820	-850,216	-578,270	-835,158	-570,713	-306,786	-50,155	206,477	463,108		
Site 22	400,000	480,000	-1,127,220	-913,435	-699,649	-877,652	-681,758	-485,864	-289,969	-98,834	91,313		
Site 23	400,000	480,000	-1,236,689	-1,002,449	-768,209	-962,703	-748,336	-533,968	-319,601	-110,636	97,442		
Site 24	400,000	480,000	-3,023,277	-2,464,051	-1,910,198	-2,306,664	-1,831,505	-1,356,346	-881,187	-412,800	48,418		
Site 25	400,000	480,000	-1,591,012	-1,278,304	-965,596	-1,201,944	-927,416	-652,888	-378,442	-111,968	154,505		

Source: SCC Whole Plan Viability Assessment, July 2017



- 10.41 The analysis demonstrates that a relatively small increase in build costs will adversely impact on the deliverability of some of the smaller greenfield sites. Conversely, a relatively modest 10% increase in house prices is sufficient (all other things being unchanged) to lift some brownfield sites, particularly those in Central Sunderland, into viability. This is particularly important as the Council's interventions and improvements to the wider environment through public realm and other regeneration works do have the capacity to lift areas to the extent that development is viable and is likely to be forthcoming.
- 10.42 It is clear, across all sites, that small changes in price and costs can have a significant impact on the Residual Value and that there is sensitivity to changes in prices and costs. This is particularly important when it comes to considering larger sites that will be delivered over many years through multiple phases.
- 10.43 On larger sites, where developers make a case for a lower affordable housing requirement on the grounds of viability, it is recommended that the Council gives consideration to a review mechanism being incorporated to allow the affordable housing requirements to be adjusted over the life of the project.

Review

- 10.44 At the time of this report the Government has consulted on changes to the NPPF and published the CIL Review and a Housing White Paper. These do not yet provide clarity around Starter Homes or make changes to the CIL regime (or to the wider plan-making system). It will be necessary for the Council to have regard to the changes and consider their impacts on viability as and when they are announced. It may be necessary to revisit the draft Plan.

Older People's Housing

- 10.45 As well as mainstream housing, the sheltered and extracare sectors have been considered separately. Appraisals were run for sheltered and extracare schemes with a range of affordable housing requirements. The results of these are summarised as follows. In each case allowance has been made for a s106 developer contributions of £25,000 (to cover infrastructure and mitigation). The full appraisals are set out in **Appendix 9** below:

Table 10.10 Older People’s Housing, Appraisal Results (£/ha)

Greenfield	AFFORDABLE %	Sheltered							
		CIL £/m2	0%	5%	10%	15%	20%	25%	30%
Residual Land Worth		Site	-165,246	-368,041	-539,962	-711,862	-883,803	-1,055,723	-1,227,644
Existing Use Value		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Viability Threshold		£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000
Residual Value		£/ha	-330,492	-736,083	-1,079,924	-1,423,765	-1,767,606	-2,111,447	-2,455,288
Brownfield									
Greenfield	AFFORDABLE %	Sheltered							
		CIL £/m2	0%	5%	10%	15%	20%	25%	30%
Residual Land Worth		Site	-1,113,718	-1,316,514	-1,488,434	-1,660,355	-1,832,275	-2,004,196	-2,176,116
Existing Use Value		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Viability Threshold		£/ha	480,000	480,000	480,000	480,000	480,000	480,000	480,000
Residual Value		£/ha	-2,227,436	-2,633,027	-2,976,868	-3,320,709	-3,664,550	-4,008,391	-4,352,232
Greenfield									
Greenfield	AFFORDABLE %	Extracare							
		CIL £/m2	0%	5%	10%	15%	20%	25%	30%
Residual Land Worth		Site	-1,665,347	-1,887,787	-2,079,363	-2,270,918	-2,462,484	-2,654,049	-2,845,615
Existing Use Value		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Viability Threshold		£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000
Residual Value		£/ha	-3,330,693	-3,775,574	-4,158,705	-4,541,836	-4,924,967	-5,308,098	-5,691,229
Brownfield									
Greenfield	AFFORDABLE %	Extracare							
		CIL £/m2	0%	5%	10%	15%	20%	25%	30%
Residual Land Worth		Site	-2,576,435	-2,798,875	-2,990,441	-3,182,006	-3,373,572	-3,565,137	-3,756,702
Existing Use Value		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Viability Threshold		£/ha	480,000	480,000	480,000	480,000	480,000	480,000	480,000
Residual Value		£/ha	-5,152,869	-5,597,750	-5,980,881	-6,364,012	-6,747,143	-7,130,274	-7,513,405

Source: SCC Whole Plan Viability Assessment, July 2017

10.46 In practice, extracare housing often falls under the definition of residential institutions rather than dwelling houses so is not normally considered to be subject to the Council’s affordable housing policies. We have not pursued this further.

10.47 The sheltered housing is not shown as viable on either greenfield sites or brownfield sites. There is not scope to bear affordable housing or developer contributions.



Conclusions

10.48 The consequences of the above results are discussed in Chapter 12 below.

11. Non-Residential Appraisals

- 11.1 In the preceding chapters we set out the assumptions for the non-residential development appraisals and concluded – at least initially – that the main cost and income assumptions apply across the SCC. Based on the assumptions set out previously, we have run a set of development financial appraisals for the non-residential development types. The detailed appraisal results are set out in **Appendix 10** and summarised in the table below.
- 11.2 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability we have used the same methodology with regard to the Viability Thresholds (Existing / Alternative Land Use 'plus').
- 11.3 When testing the non-residential development types we have not run multiple sets of appraisals for different levels of policy requirement as the Council does not seek to impose layers of policy requirements on these types of development.

Table 11.1 Appraisal Results showing Approximate Residual Value

	Greenfield										
	Offices	Industrial	Distribution	Shops - Central	Shops - Other	Supermarket	Smaller Supermarket	Retail Warehouse	Hotel		
	£/m2	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
CIL	0	0	0	0	0	0	0	0	0	0	0
RESIDUAL VALUE	-321,697	-280,575	-309,191			7,459,989	1,508,662	4,644,062	1,772,379		
Existing Use Value	20,000	20,000	20,000			20,000	20,000	20,000	20,000		
Viability Threshold	274,000	274,000	274,000			274,000	274,000	274,000	274,000		
Residual Value	-2,830,937	-1,122,298	-412,254			4,662,493	3,771,656	3,483,047	4,376,243		
	Brownfield										
	Offices	Industrial	Distribution	Shops - Central	Shops - Other	Supermarket	Smaller Supermarket	Retail Warehouse	Hotel		
	£/m2	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha	£/ha
CIL	0	0	0	0	0	0	0	0	0	0	0
RESIDUAL VALUE	-412,687	-348,796	-492,414	306,493	37,230	6,941,530	1,348,152	4,371,187	1,595,410		
Existing Use Value	400,000	400,000	400,000	4,000,000	400,000	400,000	400,000	400,000	400,000		
Viability Threshold	400,000	400,000	400,000	4,800,000	480,000	480,000	480,000	480,000	480,000		
Residual Value	-3,631,647	-1,395,183	-656,551	16,346,309	1,985,598	4,338,456	3,370,379	3,278,390	3,939,285		

Source: SCC Whole Plan Viability Assessment, July 2017

11.4 To a large extent the above results are reflective of the current market in the SCC area and more widely. Office and industrial development are shown as being unviable, however this is not just a SCC issue – a finding supported by the fact that such development is only being



brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward (and it is coming forward), it tends to be for operational reasons – rather than to make a return through property development, or on sites that have been enabled through external subsidy or funding.

- 11.5 It is important to note that the analysis in this report is carried out in line with the Harman Guidance and in the context of the NPPF and PPG. It assumes that development takes place for its own sake and is a goal in its own right. It assumes that a developer buys land, develops it and then disposes of it, in a series of steps with the sole aim of making a profit from the development. As set out in Chapters 2 and 3 above, the Guidance does not reflect the broad range of business models under which developers and landowners operate. Some developers have owned land for many years and are building a broad income stream over multiple properties over the long term. Such developers are able to release land for development at less than the arms-length value at which it may be released to third parties and take a long-term view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in SCC is 'user-led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.
- 11.6 It is clear that non-residential development is challenging in the current market, but it is improving. The Council should be cautious in relation to setting policy requirements for employment uses that would unduly impact on viability.
- 11.7 Retail development is shown as viable, on both greenfield sites and brownfield sites, with the Residual Value exceeding the Viability Threshold by a substantial margin (indicating the ability to make developer contributions). The Plan supports the development of retail uses in the city, town, district and local centres, but there are limited remaining opportunities within these centres beyond those being currently pursued.
- 11.8 The analysis includes hotel use. This is shown to be viable on both greenfield and on brownfield land.

Conclusions

- 11.9 The delivery of non-residential space is an important part of the Plan. The Council will need to consider how this can be facilitated.

12. Local Plan Viability

- 12.1 This document sets out the methodology used, the key assumptions adopted, and the results, and has been prepared to assist the Council with the assessment of the viability of the emerging Local Plan. The NPPF, the PPG, the CIL Guidance and the Harman Viability Guidance all require stakeholder engagement – particularly with members of the development industry. Consultation has taken place and, whilst there was not universal agreement, a broad consensus on most matters was achieved.

Cumulative Impact of Policies

- 12.2 In Chapters 10 and 11 the results of a range of appraisals considering the impact on viability of the policies in the Plan are set out. The purpose of this analysis is to inform the plan-making process. As set out in Chapter 2 above, the NPPF introduced a requirement to assess the viability of the delivery of Local Plan and the impact on development of policies contained within it saying:

173. Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.

- 12.3 This needs to be considered with the fourth bullet point of paragraph 182 of the NPPF that requires that the Plan is effective.

Residential Development

- 12.4 In the appraisals set out in Chapter 10 above, the strategic sites (including the South Sunderland Growth Area – SSGA) and the typologies were modelled and appraised relative to their ability to bear the Council's affordable housing and other requirements and to pay developer contributions.
- 12.5 The results vary across the modelled sites, although this is largely due to the different assumptions around the nature of the site. The additional costs associated with brownfield sites result in significantly lower values. The typologies representing the brownfield development are unable to bear the 15% affordable housing, however the other sites, including the four SSGA sites, are shown as viable.
- 12.6 All the greenfield sites are shown as deliverable, and the Council can be confident that they will be forthcoming. The Council should be cautious about relying on the brownfield sites, including those in Central Sunderland, (for example within the five-year land supply assessment).

- 12.7 Brownfield sites are coming forward and whilst some of these may have benefitted from some public intervention (for example, site assembly or site remediation), others are coming forward as the developer may have purchased the site at a lower cost or is able to develop the site at less than the costs used in this study. The Council should be cautious about relying on the brownfield sites in the plan-making process, unless they are confident that the schemes will be forthcoming (for example where there is a recent planning consent or known public intervention).
- 12.8 The modelling incorporates two sites that are modelled with 10% of the units as bungalows. The Residual Value is lower than the similar sized (in terms of units) sites indicating less viability. This is a factor of the higher costs of construction and the lower density. It is recommended that the Council is cautious about developing a rigid policy in this regard. The catalyst for this testing was the SHMA Update 2017 which researched housing aspirations (rather than need), exploring the types of property that households would like and expect, comparing this to the current housing stock. To a large extent the housing needs of older people do not require bungalows to meet their housing needs, rather their needs can be met through design such as the provision of level access, ground floor flats or the provision of lifts, or adoption of accessible and adaptable standards.
- 12.9 The results do give rise to some concerns about the delivery of some types of site, based on current assumptions. This is explored further below. It is recommended that the Council continues to engage with the owners in line with the advice set out in the Harman Guidance (page 23):
- Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.*
- 12.10 Through the consultation process an alternative viability test was suggested with alternative viability thresholds of £500,000/ha and £900,000/ha depending on the area. When considered on this basis, the results comparing the Residual Value with the £500,000/ha Viability Threshold show a similar pattern to those using the EUV plus analysis – although the margin (or cushion) between the Residual Value and Viability Threshold is greater – that is to say the margin of viability is greater.
- 12.11 The results comparing the Residual Value with the £900,000/ha Viability Threshold are less good, indicating that no sites, greenfield or brownfield, are likely to be viable in either the Washington area or North Sunderland. This does not reflect the Council's experience on the ground where development is coming forward and bearing both developer contributions and affordable housing. In this context it is necessary to refer back to the PPG which provides clear guidance in this regard. As set out in Chapter 2 above, a competitive return for the landowner is defined as follows:

A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to

sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

PGG ID: 10-015-20140306

- 12.12 It is our firm view that this points towards the use of the EUV plus methodology used in the main analysis in this report.

Impact of Affordable Housing.

- 12.13 The Council's current draft policy requirement is for 15% affordable housing. The analysis indicates that, whilst the brownfield sites are unlikely to be viable, even without affordable housing, the greenfield sites are likely to be able to bear a greater percentage than the current 15% requirement.
- 12.14 Different tenures of affordable housing, including Starter Homes have been tested. This has been done on all sites, including those below the national thresholds. The results for the higher value Affordable Rent are better than for the lower value Social Rent. The introduction of intermediate housing to buy results in an increase in the Residual Values and therefore viability. Whilst it is recommended that the Council continues to specify the preferred mix, it should also recognise that some flexibility around the mix may be necessary on sites where viability is marginal or less good as a way of facilitating development.
- 12.15 As would be expected, due to the higher values of Starter Homes relative to the value of affordable homes as affordable to rent or intermediate housing, the Residual Values are somewhat higher than for the current policy requirements. It would be premature to develop a detailed policy prior to the Governmental announcements expected in the Autumn 2017, however the Council can be reassured that should a national requirement be introduced, then it would have a positive impact on viability.
- 12.16 The Council's draft affordable housing policy is based on the national threshold, applying to sites of 11 units and larger. The smaller greenfield sites that are below this threshold are also able to bear the 15% affordable housing target. There is no evidence to support the use of varied affordable housing thresholds across the SCC area.

Impact of Developer Contributions

- 12.17 Development is required to meet its strategic infrastructure and mitigation costs. Different levels of developer contribution, up to £30,000/unit, have been tested. The analysis has been carried out in two scenarios, firstly with no affordable housing and then with the 15% affordable housing policy requirement.
- 12.18 The analysis shows that the Residual Value decreases with the increased levels of developer contributions. The Council should have confidence that the development on greenfield sites has considerable capacity to bear developer contributions.

12.19 As would be expected, the Residual Values are notably lower when based on the full policy requirement including 15% affordable housing than when not. This demonstrates that there is capacity for development on greenfield sites to bear some developer contributions.

Community Infrastructure Levy (CIL)

12.20 It is beyond the scope of this report to make specific recommendations in relation to CIL, it is however within the remit to consider the scope for CIL. If, following the consideration of this report, the Council decides to pursue CIL, it will be necessary to prepare a Preliminary Draft Charging Schedule (PDCS) and consult on this with the development industry and other interested parties. This process will include publishing the proposed rates, as well as the supporting evidence and rationale for the charges.

12.21 Viability does not determine the rates of CIL, but is one of a number of factors that the Council may consider when setting CIL. In setting CIL there are three main elements that need to be brought together:

- a. Evidence of the infrastructure requirements
- b. Viability evidence
- c. The input of stakeholders.

12.22 The Council has carried out a substantial amount of work looking at the infrastructure requirements of the area. The latest information indicates the total costs of providing the infrastructure to support the future residential development. In striking a balance between the different rates of CIL, the Council needs to consider a range of factors including those set out below.

12.23 An important principle of CIL is that the Levy is set on the assumption that all other policy requirements (such as affordable housing, environmental standards etc.) are paid first. That is to say CIL should be set on the assumption that the full affordable housing requirement is achieved.

12.24 CIL Regulation 14 (as amended) sets out the core principle for setting CIL:

In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between— (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area....

12.25 Viability testing in the context of CIL concerns the 'effects' on development viability of the imposition of CIL. The Council has taken into account the importance of the provision of infrastructure on the ability of the Council to meet its objectives through development and deliver its Development Plan.

12.26 The test is whether the sites and the scale of development identified in the Plan are subject to such a scale of obligations and policy burdens (when considered together) that their ability to

be developed viably is threatened by CIL. The viability evidence has considered the full range of the Council's policy requirements, including the need for infrastructure funding. The test is whether CIL threatens the Development Plan as a whole – it is important to note that the CIL Regulation 14 is clear that the purpose of the viability testing is to establish '*the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area*' rather than on specific sites.

- 12.27 In Chapter 2 above, the restrictions on future use of s106 agreements is set out. In the modelling in this report a s106 payment of £1,000/unit was included across all sites (including the SSGA sites). The SSGA may put significant pressure on the infrastructure, and improvements may be required that will not be sufficiently site specific to pass the tests for payments to be required through s106. These items may be funded through a range of other sources.
- 12.28 Under the pre-April 2015 s106 regime, the delivery of site specific infrastructure largely fell to the developer of a site. If improvements to the infrastructure were required, then normally it was for the developer to procure and construct those items – albeit under the supervision of the relevant authority. The use of s106 agreements to deliver infrastructure and mitigation measures is now limited through CIL Regulations 122 and 123.
- 12.29 The advantage of the earlier system was that, to a large extent, the developer had control of the process and could carry out (directly or indirectly) the works required to enable a scheme to come forward. By way of an example, these may be to provide a new roundabout and upgrade a stretch of road, and on a very big scheme provide community buildings such as a school. Under s106, the developer carries much of the financial and development risk associated with the process⁶³.
- 12.30 If the Council moves to a system whereby CIL is set at the upper limit of viability, it is likely that the delivery of these infrastructure items will fall to the Council. The Council will need to consider the practicalities of this. Does it want to take responsibility for delivering infrastructure that is currently delivered by developers under the s106 regime, and if so, how it will manage and fund it? If the Council does not have a mechanism in place (that may involve borrowing monies), the Development Plan could be put at risk as consented schemes may not be able to proceed.
- 12.31 The Council has a mechanism for collecting contributions under the s106 system. This evidence is presented outside of this report.
- 12.32 The consideration of CIL is made in the context of the Council's planning policies as set out in the emerging Local Plan. This is an evolving document and a number of policy areas are yet

⁶³ It should be noted that there is some uncertainty around how the provision of infrastructure sits within the EU Procurement Rules and whether the provision of such items should be subject to competitive tendering. We recommend that the Council takes independent legal advice in this regard.

to be finalised. As the Council continues through the plan-making process it will be necessary to ensure that the advice in relation to CIL remains appropriate, relative to the Council's wider policy requirements.

- 12.33 CIL may be set for different development types and by different areas – although it is necessary to keep any charging schedule simple.
- 12.34 Drawing on the viability evidence set out in Chapters 10 above there is some scope to introduce CIL on residential development on greenfield sites⁶⁴. It is understood that the SSGA sites are bearing their own infrastructure requirements under the s106 regime. There is not scope to introduce CIL on residential development on brownfield sites.
- 12.35 The recommendations in this study are 'a consultant's view' and do not reflect the particular priorities and emphasis that Sunderland City Council may put on different parts of its Development Plan. If the Council wishes to pursue CIL it would be necessary to undertake some further analysis.

Local Infrastructure Tariff (LIT)

- 12.36 As set out in Chapter 2, one of the recommendations of the CIL Review⁶⁵ was a new Local Infrastructure Tariff (LIT) that would apply to all development and be set at between 1.75% and 2.5% of the GDV. Whilst the details of such a tariff are not known, such a tariff has been tested. It is premature to put significant weight on the results, but they do show that a LIT type levy is unlikely to have an adverse impact on viability in the SCC area.

Impact of Price and Cost Change

- 12.37 It is important that, whatever policies are adopted, the Plan is not unduly sensitive to future changes in prices and costs. Several variables have been tested. In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 14.6% over the next 3 years⁶⁶. Increased build costs are tested.
- 12.38 As set out in Chapter 4, there is a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. Five price change scenarios have been tested, minus 10% and 5%, and plus 15%, 10% and 5%.

⁶⁴ Under CIL Regulation 12, where differential rates are applied to particular areas they must be marked on an Ordnance Survey map. This precludes straight forward greenfield / brownfield rates being set.

⁶⁵ From section 5.1.1.

⁶⁶ See Table 1.1 (Page 7) of in Quarterly Review of Building Prices (Issue No 144 – March 2017).

- 12.39 The analysis demonstrates that a relatively small increase in build costs will adversely impact on the deliverability of some of the smaller greenfield sites. Conversely, a relatively modest 10% increase in house prices is sufficient (all other things being unchanged) to lift some brownfield sites, particularly those in Central Sunderland into viability. This is particularly important as the Council's interventions and improvements to the wider environment through public realm and other regeneration works do have the capacity to lift areas to the extent that development is viable and is likely to be forthcoming.
- 12.40 It is clear, across all sites, that small changes in price and costs can have a significant impact on the Residual Value and that there is sensitivity to changes in prices and costs. This is particularly important when it comes to considering larger sites that will be delivered over many years through multiple phases.
- 12.41 On larger sites, where developers make a case for a lower affordable housing requirement on the grounds of viability, it is recommended that the Council gives consideration to a review mechanism being incorporated to allow the affordable housing requirements to be adjusted over the life of the project.
- 12.42 At the time of this report the Government has consulted on changes to the NPPF and published the CIL Review and a Housing White Paper. These do not yet provide clarity around Starter Homes or make changes to the CIL regime (or to the wider plan-making system). It will be necessary for the Council to have regard to the changes and consider their impacts on viability as and when they are announced. It may be necessary to revisit the draft Plan.

Older People's Housing

- 12.43 As well as mainstream housing, the sheltered and extracare sectors have been considered separately. Appraisals were run for a range of affordable housing requirements.
- 12.44 In practice, extracare housing often falls under the definition of residential institutions rather than dwelling houses so is not normally considered to be subject to the Council's affordable housing policies. We have not pursued this further. The sheltered housing is not shown as viable on either greenfield sites or brownfield sites. There is not scope to bear affordable housing or developer contributions.

Non-Residential Appraisal Results

- 12.45 To a large extent the results are reflective of the current market in the North East England and more widely. Office and industrial/distribution development are shown as being unviable, however this is not just a local issue – a finding supported by the fact that such development is only being brought forward to a limited extent on a speculative basis by the development industry. Where development is coming forward, it tends to be from existing businesses for operational reasons – rather than to make a return through property development.
- 12.46 It is clear that non-residential development is challenging in the current market, but it is improving. The Council currently takes a light touch approach to policy requirements for employment uses. It would be necessary to be cautious about taking a different approach.

- 12.47 Supermarket development and retail warehouses are both shown as viable, on greenfield sites and brownfield sites, with the Residual Value exceeding the Viability Threshold by a substantial margin (indicating the ability to make developer contributions). Other town centre retailing is shown as viable (by the shop typology that represents typical high street shops). This finding should, however, be treated with caution as town centre development is most likely to be on land that is currently in a retail use and will have higher costs. In the current market such development is unlikely to be viable and it is important to note that there are multiple empty premises in prime locations, and more in the locations around the periphery of the primary shopping areas.
- 12.48 The lack of viability is not as a result of the cumulative impact of the Council's policies rendering development unviable through imposing layers of additional costs. The Council has few policies adding to the costs of development in this area. The cumulative impact of the Council's policies does not put employment uses at serious risk, however the employment development has little capacity to bear developer contributions.
- 12.49 The test of soundness of the Plan goes beyond simply demonstrating that the cumulative impact of the Council's policies does not put employment uses at serious risk. As set out in paragraph 174 of the NPPF, it should also 'facilitate development throughout the economic cycle'. The Council is doing much in this regard already, including:
- a. Working closely with the North East LEP to secure infrastructure funding to support employment uses (amongst other things).
 - b. Recognising the Council's limited supply of employment land and continuing to work with neighbouring authorities to bring forward employment land in appropriate locations.

Conclusions

- 12.50 The Sunderland City Council area is not a high value area, but much of it is able to support an active housing market. The market is perceived to be challenging in places but development is coming forward and delivering affordable housing and bearing infrastructure and mitigation costs.
- 12.51 The areas adjacent to the main settlements are attractive places to develop, particularly with higher quality modern homes that are different to the existing stock.
- 12.52 This viability assessment is carried out at a point in time, during the plan-making process. In due course, it may be necessary to revisit the study if there is a significant change in the market or if there is significant change in the policy requirements sought.
- 12.53 In the current market, the analysis in this report confirms that residential development is not put at serious risk by the cumulative impact of the Council's policies and can bear reasonable developer contributions without threatening development. The ability to bear developer contributions is likely to be limited at higher rates of affordable housing.

- 12.54 Whilst there is scope to bear developer contributions, there is only limited scope to pursue CIL.
- 12.55 Whilst some non-residential uses are not viable, they are not rendered unviable by the cumulative impact of the Council's policies, rather by the general market conditions. The employment uses (office and industrial), are unlikely to be able to bear additional developer contributions.
- 12.56 The Government published the *Housing White Paper* during February 2017, which sets out the Government's plans, for consultation, to deal with some aspects of the housing market and planning system. At the same time, *A New Approach to Developer Contributions* was released suggesting changes to the existing CIL process (including a fundamental replacement of CIL with LIT). It is highly likely that these two documents will lead to changes in the planning system. As far as possible, the anticipated changes have been tested and the analysis indicates that the proposed changes will not impose additional requirements on development that negatively impact on viability. The changes should be kept under review.

Appendix 1 – Consultees

Date: 21 November 2016

Attendees:	Simon Drummond-Hay	(HDH Planning & Development Ltd)
	Louise Moody	(Sunderland City Council)
	Gary Baker	(Sunderland City Council)
	Cheryl Askill	(Sunderland City Council)
	Liz McEvoy	(Sunderland City Council)
	Linzi Milley	(Sunderland City Council)
	David Gustard	(Sunderland City Council)
	Joe Ridgeon	(Avant Homes)
	James Reid	(Barratt Homes)
	Caroline Strugnell	(Bellway)
	Gavin Cordwell-Smith	(Hellens)
	Katie Rumble	(Hellens)
	Adam McVickers	(Persimmon)
	Neil Hartley	(Siglion)
	Alan Davies	(Miller Homes)
	Rob Flucker	(Knight Frank)
	Richard Swann	(Cundall)
	J Platts	(Knight Frank)
	M Wilks	(HCA)

Appendix 2 – November 2016 Consultation Presentation

The pages in this appendix are not numbered.



Local Plan Viability Assessment (with CIL scoping)

Consultation Event Methodology, Assumptions

21st November 2016



Agenda

NPPF, NPPG and Guidance

Methodology

- Harman Guidance / RICS Guidance / NPPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test

Moving Forward

2



Key issues

- Will the Local Plan deliver what the Council wants it to deliver (will it work)?
- Is there scope to introduce CIL – if so at, what level?

3



NPPF 182

The Local Plan will be examined by an independent inspector whose role is to assess whether the plan has been prepared in accordance with the Duty to Cooperate, legal and procedural requirements, and whether it is sound. A local planning authority should submit a plan for examination which it considers is “sound” – namely that it is:

- **Positively prepared** – the plan should be prepared based on a strategy which seeks to meet objectively assessed development and infrastructure requirements, including unmet requirements from neighbouring authorities where it is reasonable to do so and consistent with achieving sustainable development;
- **Justified** – the plan should be the
- **Effective** – the plan should be deliverable over its period and based on effective joint working on cross-boundary strategic priorities; and
- **Consistent with national policy** – the plan should

4



NPPF 173

Ensuring viability and deliverability

Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, **provide competitive returns** to a willing land owner and willing developer to enable the development to be deliverable.

5



NPPF 174

Ensuring viability and deliverability

Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at **serious risk**, and **should facilitate development throughout the economic cycle**. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.

6



CIL Regulations

Regulation 14 - Setting rates

- (1) In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—
 - (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and
 - (b) **the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.**
- (2)

7



CIL Guidance

The levy is expected to have a positive economic effect on development across a local plan area. When deciding the levy rates, an appropriate balance must be struck between additional investment to support development and the potential effect on the viability of developments.

This balance is at the centre of the charge-setting process. In meeting the regulatory requirements (see Regulation 14(1)), charging authorities should be able to show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant plan and support development across their area. .

As set out in the National Planning Policy Framework in England (paragraphs 173 – 177), the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened...

8



Positively Prepared

In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at **serious risk** and **should facilitate development throughout the economic cycle**.

NPPF 174

... evidence has been provided that shows the proposed rate or rates would not threaten delivery of the relevant Plan as a whole.

CIL Guidance



Viability Testing - Guidance

THERE IS NO STATUTORY GUIDANCE

NPPF says:

'Evidence supporting the assessment should be proportionate, using only appropriate available evidence'.

The CIL guidance says:

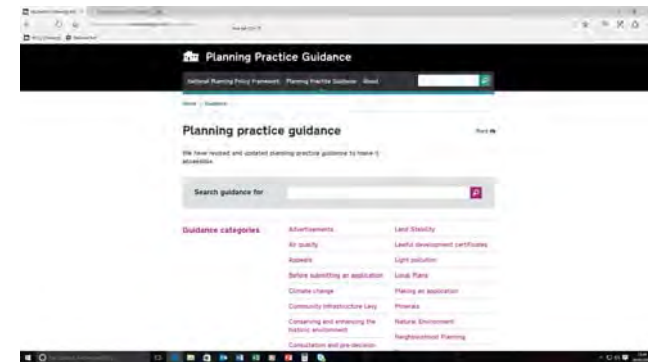
A charging authority must use 'appropriate available evidence' (as defined in the Planning Act 2008 section 211(7A)) to inform their draft charging schedule. The Government recognises that the available data is unlikely to be fully comprehensive. Charging authorities need to demonstrate that their proposed levy rate or rates are informed by 'appropriate available' evidence and consistent with that evidence across their area as a whole.



Harman / RICS



PPG



What does the PPG expect on viability?

Understanding Local Plan viability is critical to the overall assessment of deliverability. Local Plans should present visions for an area in the context of an understanding of local economic conditions and market realities. This should not undermine ambition for high quality design and wider social and environmental benefit but such ambition should be tested against the realistic likelihood of delivery.

13



What are the underlying principles for understanding viability in planning? 1

- **Evidence based judgement:** assessing viability requires judgements which are informed by the relevant available facts. It requires **a realistic understanding of the costs and the value of development in the local area and an understanding of the operation of the market.**

Understanding past performance, such as in relation to **build rates** and the scale of **historic planning obligations** can be a useful start. Direct engagement with the development sector may be helpful in accessing evidence.

14



What are the underlying principles for understanding viability in planning? 2

- **Collaboration:** a collaborative approach involving the local planning authority, business community, developers and landowners will improve understanding of deliverability and viability. **Transparency of evidence is encouraged wherever possible.** Where communities are preparing a neighbourhood plan (or Neighbourhood Development Order), local planning authorities are encouraged to share evidence to ensure that local viability assumptions are clearly understood.

15



What are the underlying principles for understanding viability in planning? 3

- **A consistent approach:** LPAs are encouraged to ensure that their evidence base for housing, economic and retail policy is fully supported by a **comprehensive and consistent understanding of viability across their areas.** The NPPF requires LPAs to consider district-wide development costs when Local Plans are formulated, and where possible to plan for infrastructure and prepare development policies in parallel. A masterplan approach can be helpful in creating sustainable locations, identifying cumulative infrastructure requirements of development across the area and assessing the impact on scheme viability...LPAs should align the preparation of their CIL and Local Plans as far as practical.

16



Land Value

Central to the consideration of viability is the assessment of land or site value. The most appropriate way to assess land or site value will vary but there are common principles which should be reflected.

In all cases, estimated land or site value should:

- **reflect emerging policy** requirements and planning obligations and, where applicable, any CIL charge;
- **provide a competitive return** to willing developers and land owners (including equity resulting from self build developments); and
- be informed by comparable, market-based evidence wherever possible. Where transacted bids are significantly above the market norm, they should not be used as part of this exercise.



Competitive return to developers and land owners

- This return will vary significantly between projects to reflect the size and risk profile of the development and the risks to the project. A ***rigid approach to assumed profit levels should be avoided*** and comparable schemes or data sources reflected wherever possible.
- A competitive return for the land owner is the price at which a ***reasonable*** land owner would be willing to sell their land for the development. ***The price will need to provide an incentive for the land owner to sell in comparison with the other options available.*** Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.

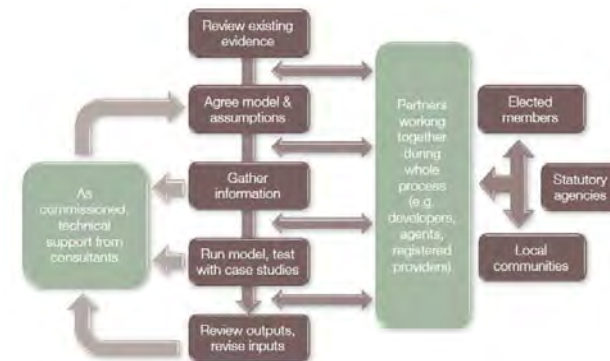
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19



Engagement Phases



20



Large Sites

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage..... This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

Harman Guidance – Page 23

21



Methodology

22



Standard Viability Test

STEP 1

Gross Development Value

(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

=

RESIDUAL VALUE

STEP 2

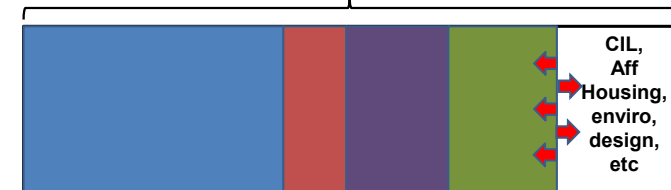
Residual Value v Existing / Alternative Use Value

23



Gross Development Value

All income from a Scheme



Construction
Site Remediation
Abnormals
S106
Etc.

Fees
Design
Engineer
Sales
Etc.

Profit
Developers
Builders

Land
Existing /
Alternative
Land Value
+ uplift

24



Additional Profit

Gross Development Value

(The combined value of the complete development including x% affordable housing)

LESS

Cost of creating the asset, including a profit margin

(land* + construction + fees + finance charges + developers' profit)

=

Additional Profit

* Where 'land' is the Alternative Use Value and uplift'



Modelling

- Residential typologies informed by SHLAA
- Non-residential typologies informed by expected development.

26



Evidence

- **Economic Viability of Affordable Housing Requirements Study** for Sunderland District Council, arc4 (March 2014).
- **South Sunderland Growth Area Infrastructure Delivery Study - Viability Assessment** HDH Planning and Development (December 2014).
- Site Specific Viability Appraisals
- Track record of delivery

27



Key Assumptions

28



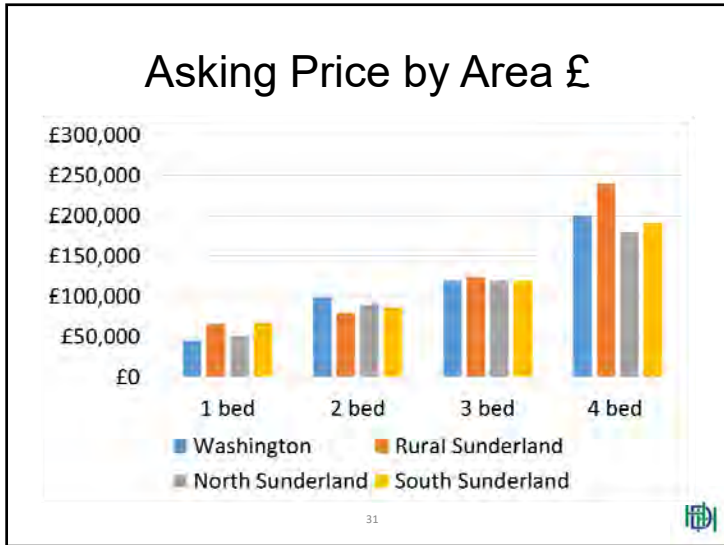
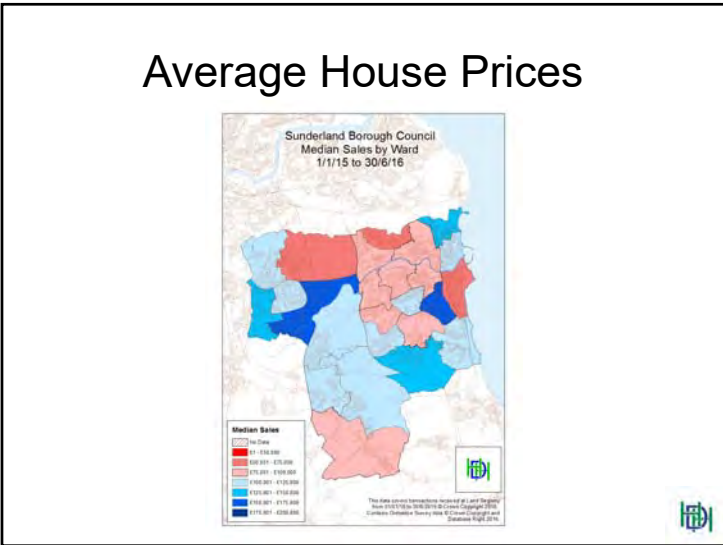
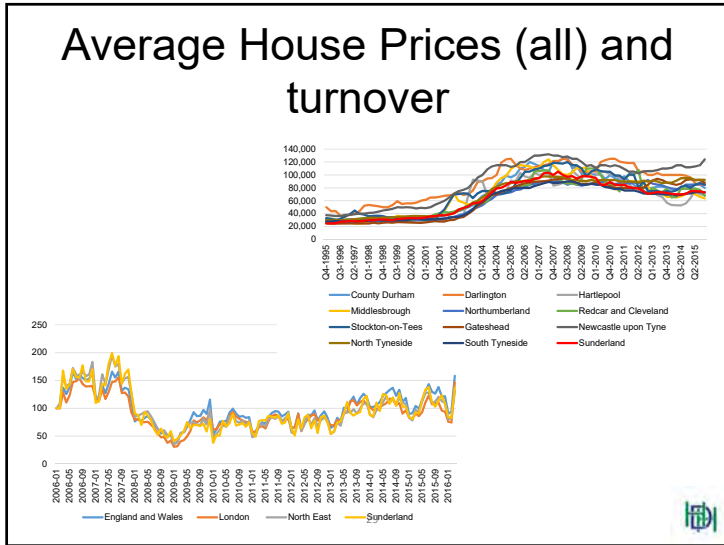


Table 4.1 All Residential Sales – from 1/1/2015

	Detached	Flats	Semi-detached	Terraced	All
SCC Area					
Count	813	420	1,833	1,818	4,884
Average	£226,777	£73,304	£126,672	£94,444	£126,750
NE District					
Count	15	2	16	21	54
Average	£233,248	£105,750	£139,141	£109,986	£152,707
Houghton Le Spring					
Count	294	17	299	298	908
Average	£209,905	£61,024	£113,280	£79,355	£132,454
Sunderland City					
Count	282	271	1,228	1,146	2,927
Average	£223,396	£84,902	£128,402	£97,523	£121,436
Washington					
Count	222	130	290	352	994
Average	£252,979	£50,235	£132,864	£95,975	£135,821

Table 4.2 Average Values by Area

	Detached	Flats	Semi-detached	Terraced	All
SCC Area					
Count	160	2	77	19	258
Average	£221,023	£91,250	£154,731	£144,259	£194,579
£/m2	£1,951	£1,480	£1,849	£1,754	£1,902
Houghton Le Spring					
Count	76	0	24	9	109
Average	£217,384		£147,263	£150,396	£196,413
£/m2	£1,717		£1,571	£1,456	£1,663
Sunderland					
Count	43	2	33	3	81
Average	£200,424	£91,250	£149,308	£136,617	£174,540
£/m2	£1,880	£1,480	£1,833	£1,882	£1,851
Washington					
Count	46	0	22	8	76
Average	£249,027		£168,303	£134,688	£213,624
£/m2	£2,191		£2,010	£1,822	£2,100

New Build Asking Prices

Table 4.3 New Build Asking Prices

Developer	Address	Town	Price per m2		
			Minimum	Average	Maximum
Barratt	Teal Park Farm	Washington	£1,805	£2,023	£2,279
David Wilson	Teal Farm Village	Washington		£2,294	
David Wilson	Elba Park	Houghton le Spring	£1,439	£2,055	£2,419
Miller Homes	Scholars Gate	Houghton le Spring	£1,795	£2,136	£2,727
Kimmit Roberts	Tivoli Buildings	Houghton le Spring		£1,200	
Martin & Co	Tunstall Village Green	Sunderland		£1,655	
Gleeson Homes	Henry Court	Sunderland	£1,512	£1,642	£1,827

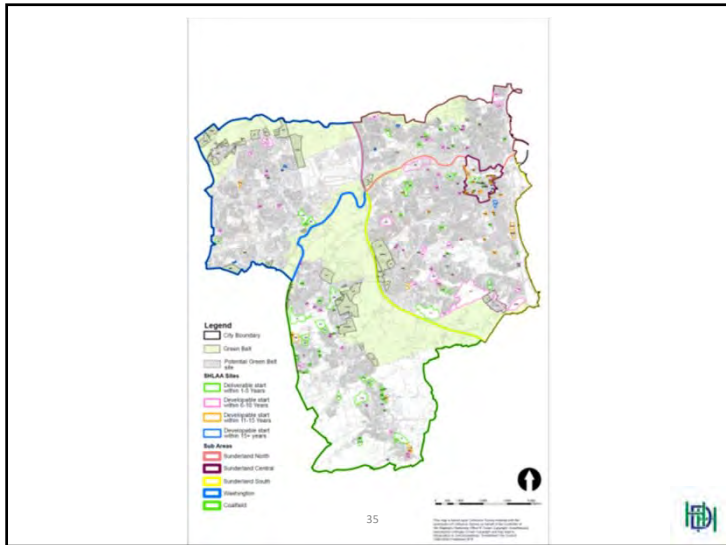
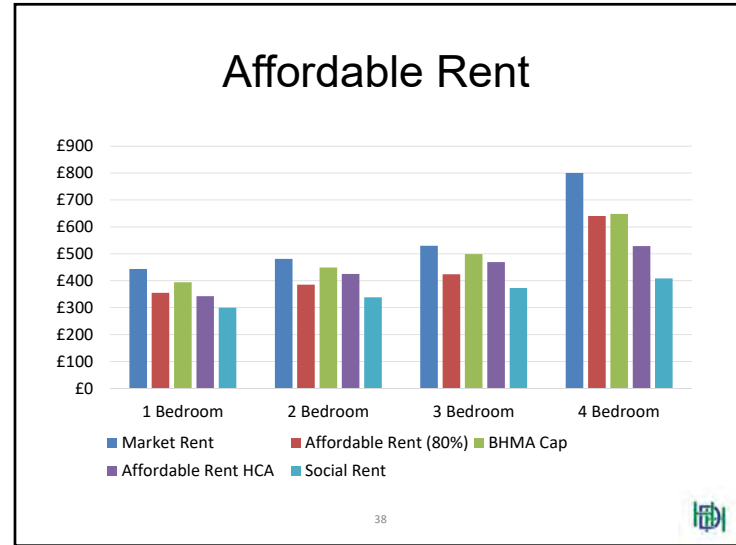
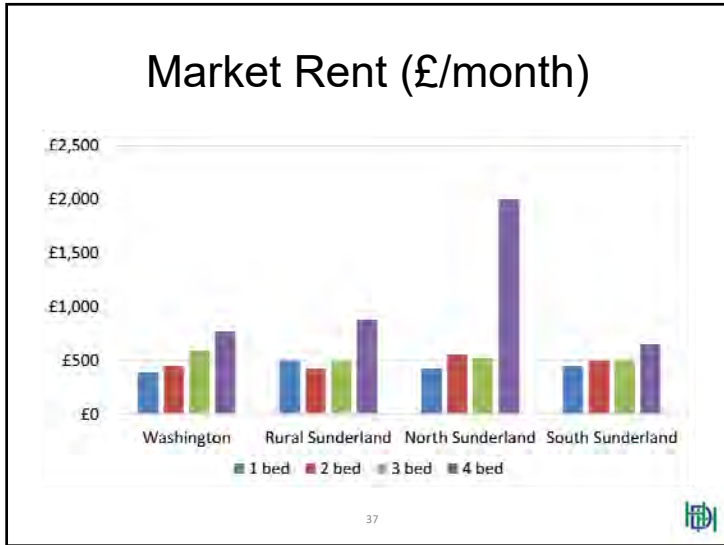


Table 4.5 Price Assumptions £/m²

	Central Sunderland	North Sunderland	South Sunderland	Washington Area	Coalfield area
Large Greenfield	N/A	N/A	£2,500	£2,300	£2,300
Medium Greenfield	N/A	2,325	£2,400	£2,275	£2,275
Small Greenfield	N/A	£2,500	£2,500	£2,500	£2,500
Large and Medium Brownfield	£1,900	£1,800	£1,800	£1,800	£1,800
Small Brown Infill	£1,850	£1,750	£1,750	£1,750	£1,750
Urban Flat	£1,650	£1,600	£1,600	N/A	N/A



- ### Affordable Housing (1)
- Affordable Rent
 - 80% of Median Rent / LHA Cap
 - Management 10%
 - Voids and bad debts 4%
 - Repairs 6%
 - Yield 6% (YP 16.6)
- £940/m²
- 39

Affordable Housing (2)

Social Rent (£) Fiscal Calendar 2015				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Per week	£69.12	£78.06	£86.08	£94.20
Per Month	£299.50	£338.25	£373.02	£408.20
Per Year	£3,594.00	£4,059.05	£4,476.28	£4,898.39

- Social Rent
 - Management 10%
 - Voids and bad debts 4%
 - Repairs 6%
 - Yield 5.5% (YP 18)

£890/m²

40

Affordable Housing (3)

- Intermediate
 - Share 50%
 - Rent 2.75% pa (3% max)
 - Management 10%
 - Yield 5.5% (YP18)
- 65% OMV

41



Older Peoples Housing

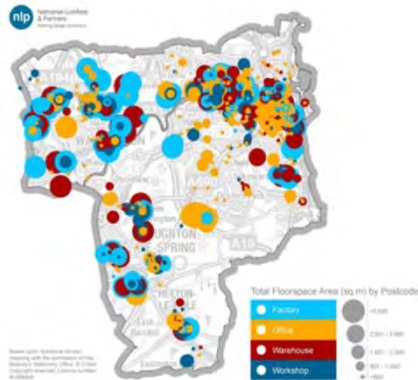
Table 4.13 Worth of Retirement and Extracare

Sunderland	Area (m ²)	£	£/m ²
3 bed semi-detached		157,000	
1 bed Sheltered	50	117,750	2,355
2 bed Sheltered	75	147,188	1,963
1 bed Extracare	65	157,000	2,415
2 bed Extracare	80	193,797	2,422

42



Non Residential



Non Residential Prices

Table 5.1 Non- Residential Value Assumptions

	Rent £/m ² /year	Yield	Capitalised Rent £/m ²	Appraisal Assumption £/m ²	
Office	110	6.50%	1,690	1,700	
Industrial	55	6.50%	850	850	
Retail	Primary Shop	250	6.50%	3,850	3,850
	Secondary Shop	150	8.00%	1,875	1,900
	Supermarkets	220	5.50%	4,000	4,000
	Smaller supermarkets	215	6.00%	3,580	3,580
	Retail warehouses	150	6.50%	2,300	2,300
Hotel				2,960	

44



Alternative Use Value £/ha

- Residential £450,000
- Industrial £400,000
- Agricultural £20,000
- Paddock £50,000

45



Development Costs (1)

- Construction
 - BCIS (Estate Housing £907/m²)
 - Building Regs +1.5%
 - Small sites +6% and +13%
 - BREAM Very Good +0%
- Site Costs
 - 5% to 20%
 - Large Greenfield single phase 15%
 - Large Greenfield multi phase 20%

46



Development Costs (2)

- Abnormals
 - Brownfield +5%
 - Other sites 0% (as per Gedling)
- Fees
 - Residential 8%
 - Non Res 8%
 - Disposal 3.5%
 - Acquisition 1.5%
- Interest
 - 6%pa on debit balances



Development Costs (3)

- Contingencies
 - Greenfield 2.5%
 - Brownfield 5%
- S106
 - Range from £2,000 to £20,000 / unit
 - Refine in due course based on IDP
- Phasing
 - 35 market units/year max

48



Development Costs (4)

- Developers' return
 - 20% Total Development Value

49



Cumulative Impact of Policy

Based on issues and options and discussion with officers

50



Affordable Housing

Require provision of 10% affordable housing on all housing developments proposing a minimum of 15 dwellings or on sites of 0.5ha or more

- *The Strategic Housing Market Assessment (SHMA) 2013 identifies an imbalance of house types amongst the city's housing stock, with low levels of family, detached and 'executive' type dwellings. This lack of choice is a major cause of out-migration to areas with more appropriate housing and is one of the main reasons behind the longstanding population decline in the city. It is necessary to ensure that an adequate and appropriate supply of housing is provided across the city in terms of type, tenure, design and price, to meet the needs of existing and future residents. A flexible housing stock that can satisfy change in household size, ageing population and diverse lifestyle choices is required.*

51



Housing Mix

- Based on the mix of housing need identified in the SHMA.
- In line with Table B9 (page 147) of the SHMA, 75% of affordable housing will be 1 and 2 bed units and the balance 3+ bed units.
- The SHMA suggests 'a particular focus on the delivery of three bedroom and four bedroom houses and bungalows and goes on to provide various aspiration and expectation based mixes. The modelling is based on a mix of family housing that is typical of commercial housing development in the region.



Developer Contributions

- Moving away from ‘tariff’ based system due to CIL Regulations 122 and 123
- Current headings
 - *i. open space and recreation (including leisure and sports facilities), ii. strategic green infrastructure and biodiversity enhancement/mitigation, iii. transport (including footpaths, bridleways, cycleways, highways, public transport, car parks and travel planning), iv. community facilities (including meeting halls, youth activities, play facilities, library and information services, cultural facilities and places of worship), v. employment, Training and Enterprise and Targeted Recruitment, vi. education, health and social care and community safety, vii. enhancement of historic environment, viii. utilities infrastructure and renewable energy, ix. emergency and essential services, x. environmental improvements, xi. drainage/flood prevention and protection, xii. waste recycling facilities, xiii. public art and heritage*
- Assumptions
 - Base appraisals £1,000/unit
 - Test £0/unit to £20,000/unit



Modelling

Table 9.1 SHELAA Sites – Current Use

North					
	Count		Units		Ha
Greenfield	7	21.21%	617	35.02%	34
Brownfield	18	54.55%	510	28.94%	14
Mixed	8	24.24%	635	36.04%	25
	33	100.00%	1,762	100.00%	74
Central					
	Count		Units		Ha
Greenfield	0	0.00%	0	0.00%	0
Brownfield	34	97.14%	2,122	99.25%	31
Mixed	1	2.86%	16	0.75%	0
	35	100.00%	2,138	100.00%	31
Washington					
	Count		Units		Ha
Greenfield	27	57.45%	5,443	78.87%	361
Brownfield	19	40.43%	1,258	18.23%	51
Mixed	1	2.13%	200	2.90%	11
	47	100.00%	6,901	100.00%	424
South					
	Count		Units		Ha
Greenfield	28	37.84%	7,637	58.65%	486
Brownfield	42	56.76%	4,520	34.71%	160
Mixed	4	5.41%	865	6.64%	36
	74	100.00%	13,022	100.00%	683
Coalfield					
	Count		Units		Ha
Greenfield	69	69.70%	7,013	70.01%	420
Brownfield	24	24.24%	1,660	16.57%	67
Mixed	6	6.06%	1,344	13.42%	73
	99	100.00%	10,017	100.00%	559



Table 9.3 SHLAA Sites by Size

Coalfield				
1 to 5	0	0.00%	0	0.00%
6 to 10	7	7.07%	52	0.52%
11 to 15	11	11.11%	151	1.51%
16 to 20	8	8.08%	143	1.43%
21 to 50	22	22.22%	703	7.02%
51 to 100	18	18.18%	1,226	12.24%
101 to 300	25	25.25%	4,101	40.94%
301 to 1,000	8	8.08%	3,641	36.35%
1,000 plus	0	0.00%	0	0.00%
	99	100.00%	10,017	100.00%

55



Modelling

Table 9.4 – Residential Net Developable Areas

up to 0.4ha	100%
0.4 – 2ha	90%
2 and larger	75%

56



Typologies

No	Site Name	PPSA	Current Use	Lands	Area Ha		Density Units/ha		Density	
					Green	Net	Green	Net		
1	PPSA Chapel Grove	PPSA	Green	Agricultural	884	48.85	22.00	10.50	28.00	3.000
2	PPSA North of Burdon Lane	PPSA	Green	Agricultural	888	88.81	17.28	10.78	38.01	3.257
3	PPSA Cherry Avenue	PPSA	Green	Agricultural	774	37.40	10.00	20.00	38.00	3.000
4	PPSA Smart Highway	PPSA	Green	Agricultural	403	22.62	10.00	22.00	34.00	3.000
5	Large Greenfield 250	General	Green	Agricultural	282	12.50	10.00	28.00	38.00	3.200
6	Large Greenfield 278	General	Green	Agricultural	478	18.87	10.00	28.00	38.00	3.500
7	Medium Greenfield 29	General	Green	Agricultural	18	2.88	2.14	28.00	38.00	3.571
8	Medium Greenfield 35	General	Green	Agricultural	38	1.71	1.00	28.00	38.00	3.500
9	Medium Greenfield 30	General	Green	Agricultural	18	0.48	0.40	28.00	38.00	3.500
10	Large Brownfield 308	General	Brown	Industrial	103	2.88	2.28	28.00	38.00	4.147
11	Medium Brownfield 30	General	Brown	Industrial	38	1.71	1.00	28.00	38.00	4.000
12	Medium Brownfield 26	General	Brown	Industrial	28	0.48	0.40	28.00	38.00	4.000
13	Small Green 7	General	Green	Public	7	0.28	0.20	28.00	38.00	3.000
14	Small Green 8	General	Green	Public	4	0.16	0.16	28.00	38.00	3.000
15	Single Plot Brown	General	Brown	Public	1	0.08	0.08	28.00	38.00	3.000
16	Small Brown 7	General	Brown	Industrial	7	0.16	0.16	28.00	38.00	3.000
17	Small Brown 8	General	Brown	Industrial	4	0.16	0.16	28.00	38.00	3.000
18	Single Plot Brown	General	Brown	Industrial	1	0.08	0.08	28.00	38.00	4.000
19	Urban Plot 25	General	Brown	Industrial	18	0.88	0.88	28.00	38.00	10.491
20	Urban Plot 20	General	Brown	Industrial	28	0.27	0.27	28.00	38.00	6.857

57



A Pragmatic Viability Test

We are NOT trying to replicate a particular business model
Test should be broadly representative

'Existing use value plus'
– reality checked against market value

- Will EUV Plus provide competitive returns?
- Land owner's have expectations (*life changing?*)
- Will land come forward?

58



A Pragmatic Viability Test

Existing Use Value

- Plus 20%
- Plus £200,000/ha on greenfield for residential
- Plus £200,000/ha on greenfield for employment

59



Early Results

60



Non-Residential

Greenfield										
	CFP/Res	In Allow	Greenfield	Shops - Central	Shops - Other	Development	Residential	Other	Total	Value
CFP	Res	0	0	0	0	0	0	0	0	0
Development	Res	200,000	100,000	200,000			7,100,000	1,000,000	8,500,000	1,100,000
Development Value	CFP	200,000	100,000	200,000			7,100,000	1,000,000	8,500,000	1,100,000
Development Threshold	CFP	200,000	200,000	200,000			200,000	200,000	200,000	200,000
Development Value	CFP	200,000	200,000	200,000			200,000	200,000	200,000	200,000
Brownfield										
	CFP/Res	In Allow	Greenfield	Shops - Central	Shops - Other	Development	Residential	Other	Total	Value
CFP	Res	0	0	0	0	0	0	0	0	0
Development	Res	1,000,000	1,000,000	1,000,000			1,000,000	1,000,000	4,000,000	5,000,000
Development Value	CFP	1,000,000	1,000,000	1,000,000			1,000,000	1,000,000	4,000,000	5,000,000
Development Threshold	CFP	1,000,000	1,000,000	1,000,000			1,000,000	1,000,000	1,000,000	1,000,000
Development Value	CFP	1,000,000	1,000,000	1,000,000			1,000,000	1,000,000	1,000,000	1,000,000

65



And Now?

- Circulate slides
- Responses – to Council
- Further Viability event at Preferred Option stage

Any Further Questions

66



Appendix 3 – Record of November 2016 Consultation

Sunderland Viability Stakeholder Workshop

Venue: Sunderland Software Centre (Boardroom)

Date: 21 November 2016 (10am – MIDDAY)

Minutes

Summary of discussion

1. Louise Moody (LM) provided an update of the preparation of the Local Plan and the purpose of the workshop.
2. Simon Drummond-Hay (SDH) presented the initial findings of the viability modelling work which had been undertaken. It was agreed that the slides would be sent to attendees and the other invitees who were unable to attend to provide comments in writing. All comments should be received within two weeks of the workshop (i.e. by 5 December 2016). SDH invited questions throughout the presentation on the assumptions made within the report and the areas of discussion are highlighted below:
 - Joe Ridgeon (JR) commented that sales values vary significantly within the city and this needed to be taken into consideration. Others agreed with this point. SDH indicated it is necessary to make some assumptions and to bring together a range of evidence sources, that are often inconsistent and certainly not clear cut. SDH will review this (see below).
 - Gordon Cordwell-Smith (GCS) indicated that the development industry generally used Imperial measurements in their costings rather than metric. SDH advised that he would add the key figures in imperial within the final report for clarity.
 - Caroline Strugnell (CS) suggested the sales values used seemed higher than the evidence suggested. All attendees agreed that the sales values, particularly for greenfield sites appeared to be too high. SDH indicated that most of the sales evidence had been drawn from brownfield sites rather than greenfield sites and therefore he had looked at greenfield sales values from the wider area to arrive at his figure. However, attendees agreed that using greenfield sales values from Newcastle and North Tyneside would not be appropriate for Sunderland where sales values are lower. CS Suggested that SDH used sales values from greenfield sites in the city that are currently under development.
 - It was put forward that sale values were broadly consistent between greenfield and brownfield sites, therefore any uplift to greenfield values should only be marginally higher.

- GCS suggested that the modelling was over-complicated and that sales values didn't really differ as a result of site size, except on the largest greenfield sites of over 500 units or so, it was mainly down to the area.
- GCS suggested the following sales values were broadly indicative in each sub-area. Those in attendance were generally in agreement of these levels:

Coalfield:	£150-£170 per sq ft
Washington:	£170-£200 per sq ft
South Sunderland:	£180-£190 per sq ft
North Sunderland:	£150-£170 per sq ft
Central:	£145-£170 per sq ft...although it was acknowledged that the market varied street by street.

- SDH indicated he would review the assumptions presented in light of the above, but asked that those present to provide evidence of these sales values.
- Limited comments received regarding affordable housing assumptions, but it was suggested that developers generally work off transfer values rather than price per square foot.
- SDH provided his assumptions for starter homes and his expectation that more information would be published on how these would be delivered soon. M Wilks (MW) indicated that he was there on behalf of the HCA and that the guidance wouldn't be published until 2017 at the earliest.
- GCS commented that the yield of 5.5% for intermediate housing seemed quite low. Alan Davies (AD) suggested it was more like 6%. SDH explained that he has arrived at this based on his experience and was aware of yields being agreed at much lower values (less than 4%) elsewhere recently.
- SDH advised that for residential uses, no allowance has been made for purchasers costs, although this had been factored in for commercial development. SDH indicated that this would be made clear in the report.
- Older persons sales values – no specific feedback.
- No feedback was received on commercial sales values, but SDH asked for attendees to speak to others in their office with greater experience in this area and feedback.
- Alternative use values – It was queried whether these were standardised across the city. SDH indicated that for paddock, agricultural and industrial uses they had been. GCS suggested that this would vary by area. For example industrial values in Washington would be higher than elsewhere. GCS suggested that the industrial value used, would probably be representative of Washington (if not slightly high for there even), but that elsewhere it would be lower. SDH asked that those in attendance provide examples of transactions to demonstrate these values.

- For residential land values GCS made the following suggestions by area. These were generally agreed by those in attendance:

Coalfield:	£250k-£450k per acre
Washington:	£450k-£650k/£750k per acre
South Sunderland:	£450k-£750k per acre
North Sunderland:	£250k-£450k per acre
Central:	£250k-£450k per acre

- Development costs – There was some discussion over why abnormal costs have not been applied to greenfield sites. SDH indicated that this was high level study and was only seeking to look at ‘normal abnormal’ costs. Any ‘abnormal abnormal’ would be looked at on a site by site basis. It was generally agreed by those in attendance that the £907 figure used sounded ok.
- It was generally agreed by those in attendance that a max build out rate of 35 market dwellings per year was about right.
- CS commented that the densities shown in the site typology table seemed a little high. SDH advised that for greenfield sites, this had been drawn from the South Sunderland Growth Area sites as a benchmark. Despite this, CS still felt that they were a little high.
- In the context of the competitive return for the willing landowner, GCS cited the ‘Shinfield’ appeal case. SDH advised that the ‘Shinfield’ case was not a general precedent as the Inspector had based their decision on the information in front of them and the only evidence put forward on sales values was this one point. There are lots of other appeal decisions which differ from the ‘Shinfield’ case, so this approach had been discounted.
- CS indicated that it would be useful to use some sensitivity testing for abnormals due to the former mining in some areas of the city etc. SDH agreed to undertake sensitivity testing for abnormals as part of the final report.
- It was asked why only £1,000 per unit was used for S106 contributions. This was lower than experienced by those in attendance. SDH advised that due a lack of information he had used the figure as a starting point but had done sensitivity testing up to £20,000 per unit. SDH indicated that it was about getting the right balance between contributions for infrastructure and affordable housing provision.
- James Reid (JR) made reference to para 4.23 in the draft report and the use of the floor area within the EPC register as a guide of a GIA. JR advised that this wasn’t a true reflection of the GIA as for Barratt’s the figure reported on the EPC register didn’t truly reflected the SA instead of the GIA, which was often much higher once the garaging had been taken into account. SDH acknowledged this, but suggested he had used a median to try and account for this.

3. SDH thanked everyone for attending and welcomed their contributions. SDH agreed that the slides would be circulated and 2 weeks given for people to submit their comments. It was also agreed that the appendices to the draft report would also be circulated.

Appendix 4 – New Build Sales, Land Registry PPD and EPC

June 2015 to July 2016

Date	Price Paid	Type	saon	paon	street	locality	town	postcode	M2	£/m2
30/06/2015	£247,000	D		24	WATERGATE		HOUGHTON LE SPRING	DH4 6GL	111	£2,225
30/06/2015	£289,950	D		39	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	158	£1,835
30/06/2015	£299,950	D		50	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	184	£1,630
30/06/2015	£224,950	D		57	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	108	£2,083
30/06/2015	£229,995	D		11	ROCKLIFFE		SUNDERLAND	SR2 0EL	118	£1,949
30/06/2015	£239,995	D		10	GARESFIELD		SUNDERLAND	SR2 0EQ	126	£1,905
30/06/2015	£139,950			59	FLINT ROAD		SUNDERLAND	SR4 6EG		
30/06/2015	£164,950	S		97	FLINT ROAD		SUNDERLAND	SR4 6EG	106	£1,556
30/06/2015	£134,950			35	CORNING ROAD		SUNDERLAND	SR4 6EE		
30/06/2015	£140,000			49	CORNING ROAD		SUNDERLAND	SR4 6EE		
30/06/2015	£229,995	D		23	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	93	£2,473
02/07/2015	£204,950	D		30	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	117	£1,752
02/07/2015	£169,995	S		21	KINGFISHER ROAD		WASHINGTON	NE38 0AN	81	£2,099
03/07/2015	£178,950	D		1	CAMPION CLOSE		HOUGHTON LE SPRING	DH4 5JE	92	£1,945
03/07/2015	£204,995	D		2	ROOKHOPE		HOUGHTON LE SPRING	DH4 6JS	122	£1,680
03/07/2015	£179,995	S		27	CHILLINGHAM CLOSE		WASHINGTON	NE38 8FJ	97	£1,856
06/07/2015	£162,000	S		23	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	86	£1,884
10/07/2015	£209,995	D		4	ROOKHOPE		HOUGHTON LE SPRING	DH4 6JS	122	£1,721
10/07/2015	£182,995	D		43	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	108	£1,694
16/07/2015	£177,995	S		15	DRYSLWYN ROAD		WASHINGTON	NE38 8FN	93	£1,914
17/07/2015	£197,995	D		5	ROOKHOPE		HOUGHTON LE SPRING	DH4 6JS	106	£1,868
17/07/2015	£150,995	D		37A	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	83	£1,819
17/07/2015	£162,000	S		22	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	86	£1,884
17/07/2015	£122,995	S		41	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	79	£1,557
17/07/2015	£212,695	D		4	DRYSLWYN ROAD		WASHINGTON	NE38 8FN	113	£1,882
17/07/2015	£164,495	S		22	KINGFISHER ROAD		WASHINGTON	NE38 0AN	81	£2,031
23/07/2015	£182,995	S		4	KINGFISHER ROAD		WASHINGTON	NE38 0AN	88	£2,079
24/07/2015	£199,950	D		17	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	117	£1,709
24/07/2015	£60,000			17	RYDALE PARK		SUNDERLAND	SR2 7RG		
24/07/2015	£204,995	D		20	KINGFISHER ROAD		WASHINGTON	NE38 0AN	91	£2,253
27/07/2015	£217,995	D		3	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	122	£1,787
27/07/2015	£204,995	D		18	KINGFISHER ROAD		WASHINGTON	NE38 0AN	91	£2,253
27/07/2015	£244,995	D		3	DRYSLWYN ROAD		WASHINGTON	NE38 8FN	125	£1,960
29/07/2015	£165,000	S		22	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	77	£2,143
30/07/2015	£194,995	D		11	GARESFIELD		SUNDERLAND	SR2 0EQ	101	£1,931
30/07/2015	£199,995	S		29	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	108	£1,852
31/07/2015	£199,950	D		15	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	123	£1,626
31/07/2015	£124,950			24	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB		

31/07/2015	£259,995	D	16	GARESFIELD		SUNDERLAND	SR2 0EQ	150	£1,733
31/07/2015	£199,950		69	CORNING ROAD		SUNDERLAND	SR4 6EE		
31/07/2015	£299,995	D	31	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	164	£1,829
31/07/2015	£179,995	S	15	GARESFIELD		SUNDERLAND	SR2 0EQ	89	£2,022
31/07/2015	£199,995	S	28	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	108	£1,852
31/07/2015	£199,995	D	22	WAXWING		WASHINGTON	NE38 0AJ	91	£2,198
31/07/2015	£209,995	D	24	CHILLINGHAM CLOSE		WASHINGTON	NE38 8FJ	113	£1,858
31/07/2015	£209,695	D	29	CHILLINGHAM CLOSE		WASHINGTON	NE38 8FJ	113	£1,856
31/07/2015	£160,000	S	1	ARBURY CLOSE		WASHINGTON	NE38 8BU	77	£2,078
31/07/2015	£153,995	S	3	ARBURY CLOSE		WASHINGTON	NE38 8BU	63	£2,444
03/08/2015	£117,995	S	15	FIELD SQUARE		SUNDERLAND	SR4 0DF	71	£1,662
07/08/2015	£194,995	D	2	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	106	£1,840
07/08/2015	£168,495	D	51	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	102	£1,652
07/08/2015	£173,995	S	7	KINGFISHER ROAD		WASHINGTON	NE38 0AN	83	£2,096
10/08/2015	£229,995	D	5	ROCKLIFFE		SUNDERLAND	SR2 0EL	118	£1,949
13/08/2015	£128,995	S	39	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	79	£1,633
13/08/2015	£174,995	S	14	DRYSLWYN ROAD		WASHINGTON	NE38 8FN	93	£1,882
14/08/2015	£164,995	D	41	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	102	£1,618
14/08/2015	£194,995	D	12	GARESFIELD		SUNDERLAND	SR2 0EQ	101	£1,931
14/08/2015	£221,995	D	8	GARESFIELD		SUNDERLAND	SR2 0EQ	118	£1,881
14/08/2015	£199,995	S	27	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	108	£1,852
14/08/2015	£162,000	S	24	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	77	£2,104
17/08/2015	£169,995	T	49	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	102	£1,667
17/08/2015	£134,995	D	5	FAWN ROAD		SUNDERLAND	SR4 0DG	91	£1,483
21/08/2015	£225,000	D	14	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	119	£1,891
21/08/2015	£198,995	D	1	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	106	£1,877
21/08/2015	£193,995	D	36	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	102	£1,902
21/08/2015	£124,950		25	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB		
21/08/2015	£245,000	D	4	PADDOCK LANE		SUNDERLAND	SR3 2BX	150	£1,633
21/08/2015	£199,995	S	26	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	108	£1,852
21/08/2015	£160,000	T	26	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	77	£2,078
28/08/2015	£174,995	D	4	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	100	£1,750
28/08/2015	£172,450	D	37	FLINT ROAD		SUNDERLAND	SR4 6EG	89	£1,938
28/08/2015	£179,995	S	7	WOODHAM DRIVE		SUNDERLAND	SR2 0FA	94	£1,915
28/08/2015	£109,995	S	9	FIELD SQUARE		SUNDERLAND	SR4 0DF	71	£1,549
28/08/2015	£260,495	D	19	WAXWING		WASHINGTON	NE38 0AJ	124	£2,101
11/09/2015	£208,995	D	5	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	122	£1,713
11/09/2015	£169,995	S	45	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	116	£1,465
11/09/2015	£144,995	D	30	MARLEY CRESCENT		SUNDERLAND	SR5 5BL	99	£1,465
16/09/2015	£170,000	D	6	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	100	£1,700
16/09/2015	£124,950	T	9	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	71	£1,760
18/09/2015	£249,995	D	11	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	114	£2,193
18/09/2015	£254,995	D	19	KINGFISHER ROAD		WASHINGTON	NE38 0AN	118	£2,161
22/09/2015	£149,950	D	2	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	79	£1,898
22/09/2015	£323,500	D	28	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	139	£2,327
24/09/2015	£172,950	D	8	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	102	£1,696
24/09/2015	£144,950	T	35	KNIGHTSWOOD		SUNDERLAND	SR3 2FE	64	£2,265

24/09/2015	£264,995	D	10	WOODLARK	WASHINGTON	NE38 0AT	124	£2,137	
25/09/2015	£175,995	D	7	AUCKLAND CLOSE	HOUGHTON LE SPRING	DH4 6GG	88	£2,000	
25/09/2015	£300,000	D	17	WATERGATE	HOUGHTON LE SPRING	DH4 6GL	139	£2,158	
25/09/2015	£169,995	D	45	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	102	£1,667
25/09/2015	£300,000	D	92	NEWCASTLE ROAD	SUNDERLAND	SR5 1JJ	164	£1,829	
25/09/2015	£415,000	D	20	DOVESTONE CLOSE	WASHINGTON	NE38 8FD	223	£1,861	
25/09/2015	£222,500	D	29	DOVESTONE CLOSE	WASHINGTON	NE38 8FD	93	£2,392	
25/09/2015	£217,500	D	8	RUSHTON WAY	WASHINGTON	NE38 8FF	93	£2,339	
25/09/2015	£159,995	S	1	WETTONMILL CLOSE	WASHINGTON	NE38 8FP	63	£2,540	
30/09/2015	£149,950	D	6	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	79	£1,898
30/09/2015	£139,950		45	FLINT ROAD	SUNDERLAND	SR4 6EG			
02/10/2015	£235,000	D	19	PRIMROSE LANE	HOUGHTON LE SPRING	DH4 5JB	127	£1,850	
02/10/2015	£254,995	D	21	WAXWING	WASHINGTON	NE38 0AJ	118	£2,161	
08/10/2015	£125,000	F	8	PIER MARINE WALK	SUNDERLAND	SR6 0PP	70	£1,786	
				POINT					
09/10/2015	£194,995	D	16	KINGFISHER ROAD	WASHINGTON	NE38 0AN	88	£2,216	
09/10/2015	£269,995	D	17	BARMSTON ROAD	WASHINGTON	NE38 8BB	112	£2,411	
12/10/2015	£274,995	D	20	WAXWING	WASHINGTON	NE38 0AJ	127	£2,165	
16/10/2015	£194,995	D	16	AUCKLAND CLOSE	HOUGHTON LE SPRING	DH4 6GG	107	£1,822	
16/10/2015	£159,950	D	5	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	90	£1,777
23/10/2015	£213,995	D	18	AUCKLAND CLOSE	HOUGHTON LE SPRING	DH4 6GG	122	£1,754	
23/10/2015	£149,995	D	59	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	88	£1,704
23/10/2015	£149,995	D	61	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	88	£1,704
23/10/2015	£204,995	D	14	WETHERALL CLOSE	SUNDERLAND	SR5 1JU	90	£2,278	
23/10/2015	£57,500	F	14	BIRCH COURT	SUNDERLAND	SR3 2TN	49	£1,173	
28/10/2015	£154,950	D	6	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	79	£1,961
29/10/2015	£108,995	S	5	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	72	£1,514
29/10/2015	£114,995	S	6	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	72	£1,597
29/10/2015	£240,000	D	11	DRYSLWYN ROAD	WASHINGTON	NE38 8FN	116	£2,069	
30/10/2015	£304,000	D	16	WATERGATE	HOUGHTON LE SPRING	DH4 6GL	139	£2,187	
30/10/2015	£400,000	D	12	BURNHOPE WAY	HOUGHTON LE SPRING	DH4 6GR	186	£2,151	
30/10/2015	£171,000	D	28	GREENFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GG	108	£1,583
30/10/2015	£245,052		2	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY			
30/10/2015	£299,950		31	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY			
30/10/2015	£239,950		55	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY			
30/10/2015	£222,000	D	7	GARESFIELD	SUNDERLAND	SR2 0EQ	118	£1,881	
30/10/2015	£133,995	D	100	FORDFIELD ROAD	SUNDERLAND	SR4 0DE	71	£1,887	
30/10/2015	£229,995	D	15	WETHERALL CLOSE	SUNDERLAND	SR5 1JU	104	£2,211	
30/10/2015	£268,500	D	19	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	112	£2,397	
30/10/2015	£260,000	D	24	DOVESTONE CLOSE	WASHINGTON	NE38 8FD	129	£2,016	
30/10/2015	£169,995	S	5	WETTONMILL CLOSE	WASHINGTON	NE38 8FP	77	£2,208	
30/10/2015	£127,500	T	23	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	63	£2,024	
02/11/2015	£425,000	D	4	BURNHOPE WAY	HOUGHTON LE SPRING	DH4 6GR	186	£2,285	
05/11/2015	£265,995	D	21	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	108	£2,463	
06/11/2015	£176,995	D	20	AUCKLAND CLOSE	HOUGHTON LE SPRING	DH4 6GG	88	£2,011	
06/11/2015	£299,950	D	33	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY	184	£1,630	
06/11/2015	£124,995	T	7	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	72	£1,736

09/11/2015	£120,995	D	26	MULBERRY AVENUE	SUNDERLAND	SR5 5AZ	72	£1,680	
10/11/2015	£275,950		34	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY			
12/11/2015	£136,995	D	76	FOREST ROAD	SUNDERLAND	SR4 0DY	91	£1,505	
12/11/2015	£129,950	T	47	CORNING ROAD	SUNDERLAND	SR4 6EE	71	£1,830	
13/11/2015	£208,995	D	21	AUCKLAND CLOSE	HOUGHTON LE SPRING	DH4 6GG	122	£1,713	
13/11/2015	£280,000	D	5	BURNHOPE WAY	HOUGHTON LE SPRING	DH4 6GR	137	£2,044	
13/11/2015	£194,995	D	63	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	122	£1,598
13/11/2015	£199,995	D	65	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	125	£1,600
16/11/2015	£130,145	D	84	FOREST ROAD	SUNDERLAND	SR4 0DY	91	£1,430	
17/11/2015	£254,995	D	17	KINGFISHER ROAD	WASHINGTON	NE38 0AN	118	£2,161	
20/11/2015	£199,995	D	22	AUCKLAND CLOSE	HOUGHTON LE SPRING	DH4 6GG	106	£1,887	
20/11/2015	£183,000	S	18	WETHERALL CLOSE	SUNDERLAND	SR5 1JU	103	£1,777	
20/11/2015	£165,000	T	27	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	77	£2,143	
23/11/2015	£154,950	D	7	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	79	£1,961
23/11/2015	£194,995	D	11	KINGFISHER ROAD	WASHINGTON	NE38 0AN	88	£2,216	
23/11/2015	£194,995	D	12	KINGFISHER ROAD	WASHINGTON	NE38 0AN	88	£2,216	
24/11/2015	£125,000	T	24	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	63	£1,984	
25/11/2015	£405,000	D	7	BURNHOPE WAY	HOUGHTON LE SPRING	DH4 6GR	186	£2,177	
27/11/2015	£420,000	D	6	BURNHOPE WAY	HOUGHTON LE SPRING	DH4 6GR	186	£2,258	
27/11/2015	£169,995		34	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH		
27/11/2015	£284,950	D	30	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY	149	£1,912	
27/11/2015	£149,995	S	23	AUCKLAND CLOSE	HOUGHTON LE SPRING	DH4 6GG	80	£1,875	
27/11/2015	£209,500	S	79	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GP	116	£1,806	
27/11/2015	£209,995	D	20	WETHERALL CLOSE	SUNDERLAND	SR5 1JU	108	£1,944	
27/11/2015	£209,995	D	21	WETHERALL CLOSE	SUNDERLAND	SR5 1JU	108	£1,944	
27/11/2015	£179,995	S	9	ROCKLIFFE	SUNDERLAND	SR2 0EL	94	£1,915	
27/11/2015	£119,695	S	78	FOREST ROAD	SUNDERLAND	SR4 0DY	71	£1,686	
27/11/2015	£125,995	S	80	FOREST ROAD	SUNDERLAND	SR4 0DY	71	£1,775	
27/11/2015	£189,995	S	17	WETHERALL CLOSE	SUNDERLAND	SR5 1JU	103	£1,845	
30/11/2015	£113,995	S	74	FOREST ROAD	SUNDERLAND	SR4 0DY	71	£1,606	
01/12/2015	£99,990		1	GRANGWOOD COURT	HOUGHTON LE SPRING	DH4 4RS			
03/12/2015	£134,759	D	42	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	102	£1,321
04/12/2015	£199,995	D	47	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	125	£1,600
04/12/2015	£177,950	D	9	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	102	£1,745
04/12/2015	£249,995	S	73	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GP	111	£2,252	
04/12/2015	£129,995	S	51	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,646
04/12/2015	£116,185	T	22	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	87	£1,335
04/12/2015	£57,321		FLAT 10	NILE STREET	SUNDERLAND	SR1 1EY			
04/12/2015	£57,321		FLAT 11	NILE STREET	SUNDERLAND	SR1 1EY			
04/12/2015	£57,321		FLAT 12	NILE STREET	SUNDERLAND	SR1 1EY			
04/12/2015	£69,056		FLAT 16	NILE STREET	SUNDERLAND	SR1 1EY			
04/12/2015	£55,645		FLAT 2	NILE STREET	SUNDERLAND	SR1 1EY			
04/12/2015	£55,645		FLAT 3	NILE STREET	SUNDERLAND	SR1 1EY			
04/12/2015	£56,483		FLAT 5	NILE STREET	SUNDERLAND	SR1 1EY			
04/12/2015	£56,483		FLAT 6	NILE STREET	SUNDERLAND	SR1 1EY			
04/12/2015	£54,500		FLAT 7	NILE STREET	SUNDERLAND	SR1 1EY			
04/12/2015	£56,483		FLAT 8	NILE STREET	SUNDERLAND	SR1 1EY			

04/12/2015	£339,995	D	17	SKYLARK		WASHINGTON	NE38 0AL	150	£2,267
07/12/2015	£164,950	S	99	FLINT ROAD		SUNDERLAND	SR4 6EG	80	£2,062
09/12/2015	£264,995	D	3	BURNHOPE WAY		HOUGHTON LE SPRING	DH4 6GR	111	£2,387
09/12/2015	£129,950	S	16	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	71	£1,830
11/12/2015	£200,450	D	6	STARLING CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GZ	115	£1,743
11/12/2015	£209,995	D	3	WOODHAM DRIVE		SUNDERLAND	SR2 0FA	91	£2,308
11/12/2015	£179,950	D	79	CORNING ROAD		SUNDERLAND	SR4 6EE	90	£1,999
11/12/2015	£289,995	D	16	SKYLARK		WASHINGTON	NE38 0AL	127	£2,283
11/12/2015	£194,995	D	8	WOODLARK		WASHINGTON	NE38 0AT	88	£2,216
14/12/2015	£179,995	S	14	GARESFIELD		SUNDERLAND	SR2 0EQ	89	£2,022
14/12/2015	£259,995	D	30	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	129	£2,015
17/12/2015	£232,702	D	37	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,877
17/12/2015	£154,500	S	27	PRIMROSE LANE		HOUGHTON LE SPRING	DH4 5JB	76	£2,033
17/12/2015	£208,000	T	71	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,793
17/12/2015	£169,950	D	58	CORNING ROAD		SUNDERLAND	SR4 6EE	81	£2,098
17/12/2015	£229,995	D	19	WETHERALL CLOSE		SUNDERLAND	SR5 1JU	90	£2,556
18/12/2015	£186,200	D	19	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	106	£1,757
18/12/2015	£219,950	D	38	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	108	£2,037
18/12/2015	£123,495	D	3	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	75	£1,647
18/12/2015	£199,950	D	77	FLINT ROAD		SUNDERLAND	SR4 6EG	107	£1,869
18/12/2015	£144,950	S	59	CORNING ROAD		SUNDERLAND	SR4 6EE	71	£2,042
18/12/2015	£139,950	S	61	CORNING ROAD		SUNDERLAND	SR4 6EE	71	£1,971
18/12/2015	£159,950	S	99A	FLINT ROAD		SUNDERLAND	SR4 6EG	80	£1,999
18/12/2015	£225,000	D	2	DRYSLWYN ROAD		WASHINGTON	NE38 8FN	113	£1,991
22/12/2015	£167,996	S	77	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,448
22/12/2015	£134,950	T	47A	FLINT ROAD		SUNDERLAND	SR4 6EG	87	£1,551
22/12/2015	£100,000	S	34	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	70	£1,429
22/12/2015	£100,000	S	35	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	70	£1,429
22/12/2015	£100,000	T	36	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	70	£1,429
22/12/2015	£100,000	T	37	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	70	£1,429
22/12/2015	£150,000	T	38	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	86	£1,744
22/12/2015	£150,000	T	39	BURGHLEY CLOSE		WASHINGTON	NE38 8BR	86	£1,744
23/12/2015	£169,950	D	56	CORNING ROAD		SUNDERLAND	SR4 6EE	81	£2,098
07/01/2016	£144,995	D	32	MARLEY CRESCENT		SUNDERLAND	SR5 5BL	99	£1,465
08/01/2016	£183,995	D	40	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	108	£1,704
14/01/2016	£209,950	D	58	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	108	£1,944
14/01/2016	£94,995	S	14	EPPLETON ESTATE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BD	61	£1,557
15/01/2016	£149,995	S	24	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	79	£1,899
15/01/2016	£119,995	S	49	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,519
15/01/2016	£199,950	D	81	FLINT ROAD		SUNDERLAND	SR4 6EG	100	£2,000
15/01/2016	£119,995	S	68	FOREST ROAD		SUNDERLAND	SR4 0DY	71	£1,690
15/01/2016	£169,995	S	9	KINGFISHER ROAD		WASHINGTON	NE38 0AN	81	£2,099
18/01/2016	£182,995	D	38	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	108	£1,694
18/01/2016	£244,950	D	36	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,975
18/01/2016	£119,995		66	FOREST ROAD		SUNDERLAND	SR4 0DY		
18/01/2016	£162,995	S	8	KINGFISHER ROAD		WASHINGTON	NE38 0AN	81	£2,012
21/01/2016	£94,995	S	15	EPPLETON ESTATE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BD	61	£1,557

22/01/2016	£449,000	D	18	WATERGATE		HOUGHTON LE SPRING	DH4 6GL	220	£2,041
22/01/2016	£227,995	D	1	WOODHAM DRIVE		SUNDERLAND	SR2 0FA	110	£2,073
22/01/2016	£269,995	D	23	KINGFISHER ROAD		WASHINGTON	NE38 0AN	124	£2,177
25/01/2016	£160,995	D	82	FOREST ROAD		SUNDERLAND	SR4 0DY	99	£1,626
28/01/2016	£204,450	D	77	CORNING ROAD		SUNDERLAND	SR4 6EE	111	£1,842
29/01/2016	£234,950	D	40	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,895
29/01/2016	£184,995	S	5	WOODHAM DRIVE		SUNDERLAND	SR2 0FA	94	£1,968
29/01/2016	£219,995	D	15	SKYLARK		WASHINGTON	NE38 0AL	88	£2,500
29/01/2016	£191,995	D	10	KINGFISHER ROAD		WASHINGTON	NE38 0AN	83	£2,313
29/01/2016	£262,995	D	4	ARBURY CLOSE		WASHINGTON	NE38 8BU	108	£2,435
29/01/2016	£230,000	D	7	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	93	£2,473
29/01/2016	£199,995	S	15	MELDON CLOSE		WASHINGTON	NE38 8FL	97	£2,062
02/02/2016	£125,395	D	10	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	75	£1,672
05/02/2016	£199,995	D	53	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	125	£1,600
05/02/2016	£210,000	T	65	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,810
12/02/2016	£269,995	D	15	KINGFISHER ROAD		WASHINGTON	NE38 0AN	127	£2,126
19/02/2016	£178,995	D	28	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	100	£1,790
19/02/2016	£169,950	D	25	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,888
19/02/2016	£121,995	S	67	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	79	£1,544
24/02/2016	£209,995	D	23	BARMSTON ROAD		WASHINGTON	NE38 8BB	88	£2,386
25/02/2016	£136,995	D	70	FOREST ROAD		SUNDERLAND	SR4 0DY	91	£1,505
26/02/2016	£199,995	S	19	BARMSTON ROAD		WASHINGTON	NE38 8BB	121	£1,653
26/02/2016	£199,995	S	20	BARMSTON ROAD		WASHINGTON	NE38 8BB	121	£1,653
04/03/2016	£189,950	D	27	WESTERWOOD		SUNDERLAND	SR3 2WD	91	£2,087
04/03/2016	£249,995	D	26	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	129	£1,938
07/03/2016	£214,950	D	31	WESTERWOOD		SUNDERLAND	SR3 2WD	117	£1,837
09/03/2016	£189,950	D	26	WESTERWOOD		SUNDERLAND	SR3 2WD	91	£2,087
10/03/2016	£130,950	S	24	WESTERWOOD		SUNDERLAND	SR3 2WD	60	£2,183
10/03/2016	£130,950	S	25	WESTERWOOD		SUNDERLAND	SR3 2WD	60	£2,183
11/03/2016	£132,995	S	69	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	79	£1,683
11/03/2016	£249,950	D	28	WESTERWOOD		SUNDERLAND	SR3 2WD	137	£1,824
11/03/2016	£169,995	S	7	WOODLARK		WASHINGTON	NE38 0AT	81	£2,099
14/03/2016	£274,995	D	2	WOODLARK		WASHINGTON	NE38 0AT	127	£2,165
16/03/2016	£99,450	T	7	GRANGEWOOD COURT		HOUGHTON LE SPRING	DH4 4RS	78	£1,275
17/03/2016	£119,995	S	72	FOREST ROAD		SUNDERLAND	SR4 0DY	71	£1,690
18/03/2016	£235,000	D	34	WESTERWOOD		SUNDERLAND	SR3 2WD	122	£1,926
24/03/2016	£154,950	D	28	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,961
24/03/2016	£208,995	S	59	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,802
24/03/2016	£214,950	D	35	WESTERWOOD		SUNDERLAND	SR3 2WD	117	£1,837
24/03/2016	£319,995	D	1	WOODLARK		WASHINGTON	NE38 0AT	150	£2,133
24/03/2016	£249,995	D	27	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	129	£1,938
01/04/2016	£249,995	D	31	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	129	£1,938
04/04/2016	£198,545	S	61	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,712
08/04/2016	£199,995	T	67	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,724
08/04/2016	£172,950	S	2	HURDWICK		SUNDERLAND	SR3 2FH	85	£2,035
08/04/2016	£265,500	D	3	WOODLARK		WASHINGTON	NE38 0AT	124	£2,141
22/04/2016	£214,950	D	1	HURDWICK		SUNDERLAND	SR3 2FH	117	£1,837

22/04/2016	£261,500	D	2	APPLEBY CLOSE	WASHINGTON	NE38 8BX	108	£2,421
22/04/2016	£267,500	D	3	APPLEBY CLOSE	WASHINGTON	NE38 8BX	112	£2,388
27/04/2016	£119,995	S	62	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,690
28/04/2016	£154,845	D	52	FOREST ROAD	SUNDERLAND	SR4 0DX	99	£1,564
28/04/2016	£119,995	S	54	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,690
29/04/2016	£125,995	S	50	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,775
29/04/2016	£119,995	S	56	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,690
29/04/2016	£190,000		10	DANESFIELD ROAD	WASHINGTON	NE38 8BZ		
05/05/2016	£113,995	S	48	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,606
13/05/2016	£204,250	S	2	WETTONMILL CLOSE	WASHINGTON	NE38 8FP	88	£2,321
19/05/2016	£105,995	S	60	FOREST ROAD	SUNDERLAND	SR4 0DY	61	£1,738
20/05/2016	£105,995	S	58	FOREST ROAD	SUNDERLAND	SR4 0DX	61	£1,738
26/05/2016	£235,000		23	WESTERWOOD	SUNDERLAND	SR3 2WD		

April 2016 to July 2017

Date	Price Paid	Type	SAON	PAON	Street	Locality	Town	Postcode	m2	£/m2
01/04/2016	£249,995	D		31	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	129	£1,938
01/04/2016	£177,995	D		34	AUCKLAND CLOSE		HOUGHTON LE SPRING	DH4 6GG	88	£2,023
04/04/2016	£198,545	S		61	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,712
08/04/2016	£199,995	T		67	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,724
08/04/2016	£208,995	S		57	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,802
08/04/2016	£172,950	S		2	HURDWICK		SUNDERLAND	SR3 2FH	85	£2,035
08/04/2016	£265,500	D		3	WOODLARK		WASHINGTON	NE38 0AT	124	£2,141
21/04/2016	£214,950	D		36	WESTERWOOD		SUNDERLAND	SR3 2WD	117	£1,837
22/04/2016	£214,950	D		1	HURDWICK		SUNDERLAND	SR3 2FH	117	£1,837
22/04/2016	£172,950	S		3	HURDWICK		SUNDERLAND	SR3 2FH	85	£2,035
22/04/2016	£267,500	D		3	APPLEBY CLOSE		WASHINGTON	NE38 8BX	112	£2,388
22/04/2016	£261,500	D		2	APPLEBY CLOSE		WASHINGTON	NE38 8BX	108	£2,421
27/04/2016	£119,995	S		62	FOREST ROAD		SUNDERLAND	SR4 0DX	71	£1,690
27/04/2016	£189,950	D		60	CORNING ROAD		SUNDERLAND	SR4 6EE	100	£1,900
28/04/2016	£154,845	D		52	FOREST ROAD		SUNDERLAND	SR4 0DX	99	£1,564
28/04/2016	£119,995	S		54	FOREST ROAD		SUNDERLAND	SR4 0DX	71	£1,690
28/04/2016	£239,950	D		46	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,935
28/04/2016	£219,950	D		35	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	110	£2,000
29/04/2016	£119,995	S		56	FOREST ROAD		SUNDERLAND	SR4 0DX	71	£1,690
29/04/2016	£177,950	D		1	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	102	£1,745
29/04/2016	£125,995	S		50	FOREST ROAD		SUNDERLAND	SR4 0DX	71	£1,775
29/04/2016	£189,950	D		62	CORNING ROAD		SUNDERLAND	SR4 6EE	102	£1,862
29/04/2016	£157,950	D		50	WHITETHROAT CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GB	79	£1,999

29/04/2016	£133,000	S	4	APPLEBY CLOSE	WASHINGTON	NE38 8BX	63	£2,111	
29/04/2016	£312,075	D	63	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GP	139	£2,245	
29/04/2016	£324,950	D	32	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY	84	£3,868	
29/04/2016	£190,000	S	10	DANESFIELD ROAD	WASHINGTON	NE38 8BZ			
04/05/2016	£99,990	T	9	GRANGWOOD COURT	HOUGHTON LE SPRING	DH4 4RS	78	£1,282	
05/05/2016	£113,995	S	48	FOREST ROAD	SUNDERLAND	SR4 0DX	71	£1,606	
06/05/2016	£194,950	D	73	CORNING ROAD	SUNDERLAND	SR4 6EE	111	£1,756	
06/05/2016	£164,950	D	54	CORNING ROAD	SUNDERLAND	SR4 6EE	81	£2,036	
11/05/2016	£204,950	D	2	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	117	£1,752
11/05/2016	£224,995	D	11	WETTONMILL CLOSE	WASHINGTON	NE38 8FP	93	£2,419	
13/05/2016	£137,950	T	105	FLINT ROAD	SUNDERLAND	SR4 6EG	87	£1,586	
13/05/2016	£169,995	S	33	AUCKLAND CLOSE	HOUGHTON LE SPRING	DH4 6GG	100	£1,700	
13/05/2016	£149,995	D	75	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	84	£1,786
13/05/2016	£194,000	D	5	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	106	£1,830	
13/05/2016	£234,995	D	18	BARMSTON ROAD	WASHINGTON	NE38 8BB	105	£2,238	
13/05/2016	£204,250	S	2	WETTONMILL CLOSE	WASHINGTON	NE38 8FP	88	£2,321	
19/05/2016	£210,995	T	51	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GP	116	£1,819	
19/05/2016	£105,995	S	60	FOREST ROAD	SUNDERLAND	SR4 0DY			
20/05/2016	£105,995	S	58	FOREST ROAD	SUNDERLAND	SR4 0DX	61	£1,738	
20/05/2016	£177,000	D	7	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	100	£1,770	
20/05/2016	£179,995	D	6	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	100	£1,800	
20/05/2016	£219,950	D	44	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY	108	£2,037	
20/05/2016	£234,995	S	75	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GP	111	£2,117	
20/05/2016	£119,995	T	10	WETTONMILL CLOSE	WASHINGTON	NE38 8FB			
23/05/2016	£127,995	D	8	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	75	£1,707
26/05/2016	£220,000	D	1	DRYSLWYN ROAD	WASHINGTON	NE38 8FN	116	£1,897	
26/05/2016	£235,000	D	23	WESTERWOOD	SUNDERLAND	SR3 2WD			
27/05/2016	£109,950	T	8	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	71	£1,549
27/05/2016	£116,995	D	37	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	75	£1,560
27/05/2016	£114,995	S	35	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	72	£1,597
27/05/2016	£114,950	T	7	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	71	£1,619
27/05/2016	£132,995	S	32	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,683
27/05/2016	£215,000	D	9	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	122	£1,762	
27/05/2016	£208,500	S	88	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GN	116	£1,797	
27/05/2016	£208,995	S	55	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GP	116	£1,802	
27/05/2016	£152,995	D	73	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	84	£1,821
27/05/2016	£186,950	D	79	FLINT ROAD	SUNDERLAND	SR4 6EG	102	£1,833	
27/05/2016	£169,950	D	49	WHITETHROAT CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GB	90	£1,888
27/05/2016	£205,995	D	10	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	106	£1,943	
27/05/2016	£187,500	D	12	WETTONMILL CLOSE	WASHINGTON	NE38 8FP	95	£1,974	
27/05/2016	£157,500	S	24	BARMSTON ROAD	WASHINGTON	NE38 8BB	77	£2,045	

27/05/2016	£157,500	S	10	APPLEBY CLOSE		WASHINGTON	NE38 8BX	77	£2,045
01/06/2016	£177,950	D	3	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	102	£1,745
02/06/2016	£100,695	D	38	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	71	£1,418
03/06/2016	£145,950	S	27	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,847
07/06/2016	£119,995	S	64	FOREST ROAD		SUNDERLAND	SR4 0DX	71	£1,690
10/06/2016	£119,995	S	30	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,519
10/06/2016	£197,995	D	24	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	116	£1,707
10/06/2016	£206,500	S	90	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GN	116	£1,780
10/06/2016	£164,950	D	30	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,833
10/06/2016	£219,950	D	48	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	108	£2,037
16/06/2016	£110,000	S	28	ROCKINGHAM ROAD		SUNDERLAND	SR5 5HU	71	£1,549
16/06/2016	£149,995	T	9	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	93	£1,613
17/06/2016	£120,645	D	1	LINDSAY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9AT	75	£1,609
17/06/2016	£200,000	D	10	TEAL CLOSE	HETTON-LE-HOLE	HOUGHTON LE SPRING	DH5 0GY	115	£1,739
17/06/2016	£101,000	T	117	FLINT ROAD		SUNDERLAND	SR4 6EG	57	£1,772
17/06/2016	£146,000	S	11	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	80	£1,825
17/06/2016	£159,950	D	50	FLINT ROAD		SUNDERLAND	SR4 6FB	81	£1,975
17/06/2016	£255,000	D	14	SKYLARK		WASHINGTON	NE38 0AL	118	£2,161
17/06/2016	£195,000	S	15	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	88	£2,216
20/06/2016	£189,950	D	101	FLINT ROAD		SUNDERLAND	SR4 6EG	102	£1,862
20/06/2016	£198,995	S	6	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	106	£1,877
20/06/2016	£174,950	D	29	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,944
23/06/2016	£142,950	S	26	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,809
23/06/2016	£273,500	D	1	APPLEBY CLOSE		WASHINGTON	NE38 8BX	113	£2,420
23/06/2016	£275,995	D	5	APPLEBY CLOSE		WASHINGTON	NE38 8BX	113	£2,442
24/06/2016	£111,965	S	41	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,317
24/06/2016	£116,845	D	12	EPPLETON ESTATE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BD	72	£1,623
24/06/2016	£132,995	S	26	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,683
24/06/2016	£182,000	S	94	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GN	106	£1,717
24/06/2016	£192,500	S	25	BARMSTON ROAD		WASHINGTON	NE38 8BB	110	£1,750
24/06/2016	£192,500	S	26	BARMSTON ROAD		WASHINGTON	NE38 8BB	110	£1,750
24/06/2016	£194,950	D	11	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	111	£1,756
24/06/2016	£179,995	D	22	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	102	£1,765
24/06/2016	£251,950	D	2	FAIRHAVEN		SUNDERLAND	SR3 2FL	137	£1,839
24/06/2016	£234,950	D	45	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,895
24/06/2016	£149,995	S	12	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	79	£1,899
24/06/2016	£329,950	D	24	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	171	£1,930
24/06/2016	£185,000	D	16	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	95	£1,947
24/06/2016	£237,950	D	1	FAIRHAVEN		SUNDERLAND	SR3 2FL	122	£1,950
24/06/2016	£139,950	S	55	CORNING ROAD		SUNDERLAND	SR4 6EE	71	£1,971
24/06/2016	£139,950	S	57	CORNING ROAD		SUNDERLAND	SR4 6EE	71	£1,971

24/06/2016	£179,950	D	3	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	90	£1,999
24/06/2016	£220,000	D	22	BARMSTON ROAD		WASHINGTON	NE38 8BB	105	£2,095
24/06/2016	£260,000	D	18	WAXWING		WASHINGTON	NE38 0AJ	124	£2,097
24/06/2016	£250,000	D	4	WOODLARK		WASHINGTON	NE38 0AT	118	£2,119
24/06/2016	£264,995	D	14	KINGFISHER ROAD		WASHINGTON	NE38 0AN	124	£2,137
24/06/2016	£249,995	D	5	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	111	£2,252
24/06/2016	£274,995	D	7	APPLEBY CLOSE		WASHINGTON	NE38 8BX	112	£2,455
24/06/2016	£150,000	D	10	SPRING MEADOWS		HOUGHTON LE SPRING	DH5 9PD		
24/06/2016	£226,995	D	9	RUSHTON WAY		WASHINGTON	NE38 8FF		
27/06/2016	£232,950	D	41	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,879
28/06/2016	£189,950	D	48	FLINT ROAD		SUNDERLAND	SR4 6FB	100	£1,900
29/06/2016	£213,500	D	18	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	92	£2,321
30/06/2016	£111,965	S	42	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,317
30/06/2016	£150,000	T	52	CORNING ROAD		SUNDERLAND	SR4 6EE	105	£1,429
30/06/2016	£149,950	T	50	CORNING ROAD		SUNDERLAND	SR4 6EE	99	£1,515
30/06/2016	£116,995	D	34	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	75	£1,560
30/06/2016	£112,995	D	33	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	71	£1,591
30/06/2016	£194,950	D	4	FIELDFARE CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GU	111	£1,756
30/06/2016	£189,950	D	83	FLINT ROAD		SUNDERLAND	SR4 6EG	107	£1,775
30/06/2016	£152,450	T	26	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,794
30/06/2016	£209,950	D	34	WINDBROOK		SUNDERLAND	SR2 0FE	113	£1,858
30/06/2016	£146,950	S	14	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,860
30/06/2016	£234,950	D	25	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,895
30/06/2016	£214,950	D	42	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	108	£1,990
30/06/2016	£259,995	D	19	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	129	£2,015
30/06/2016	£184,950	D	28	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	90	£2,055
30/06/2016	£217,500	D	17	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	92	£2,364
01/07/2016	£114,950	T	20	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	87	£1,321
01/07/2016	£124,995	S	18	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GJ	79	£1,582
01/07/2016	£132,995	S	57	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	79	£1,683
01/07/2016	£132,995	S	16	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GJ	79	£1,683
01/07/2016	£218,995	D	15	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	122	£1,795
01/07/2016	£224,995	D	14	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	122	£1,844
01/07/2016	£252,950	D	3	FAIRHAVEN		SUNDERLAND	SR3 2FL	137	£1,846
01/07/2016	£209,995	S	14	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	88	£2,386
11/07/2016	£105,995	S	20	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	60	£1,767
11/07/2016	£125,995	S	46	FOREST ROAD		SUNDERLAND	SR4 0DX	71	£1,775
12/07/2016	£105,995	S	18	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	61	£1,738
13/07/2016	£105,995	S	19	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	61	£1,738
15/07/2016	£154,995	D	53	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	88	£1,761
15/07/2016	£236,950	D	4	FAIRHAVEN		SUNDERLAND	SR3 2FL	122	£1,942

18/07/2016	£119,995	S		12	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	71	£1,690	
18/07/2016	£119,995	S		14	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	71	£1,690	
21/07/2016	£139,995	D		22	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	75	£1,867	
21/07/2016	£139,995	D		23	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	75	£1,867	
22/07/2016	£174,995	T		42	HEBDEN COURT	WASHINGTON	NE38 8FQ	100	£1,750	
22/07/2016	£174,995	S		43	HEBDEN COURT	WASHINGTON	NE38 8FQ	100	£1,750	
22/07/2016	£264,995	D		2	HEBDEN COURT	WASHINGTON	NE38 8FQ	129	£2,054	
26/07/2016	£136,995	D		16	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	91	£1,505	
26/07/2016	£136,995	D		17	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	91	£1,505	
27/07/2016	£56,495	F	10	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	82.76	£683	
27/07/2016	£56,495	F	12	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	78.4	£721	
27/07/2016	£56,495	F	21	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	78.4	£721	
27/07/2016	£56,495	F	15	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	77.48	£729	
27/07/2016	£56,495	F	9	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	76.44	£739	
27/07/2016	£53,495	F	6	QUAYSIDE HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AY	62	£863	
27/07/2016	£56,495	F	7	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	63.28	£893	
27/07/2016	£56,495	F	14	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	58	£974	
27/07/2016	£56,495	F	17	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	58	£974	
27/07/2016	£56,495	F	19	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	58	£974	
27/07/2016	£52,000	F	4	QUAYSIDE HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AY	53.34	£975	
27/07/2016	£53,495	F	5	QUAYSIDE HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AY	53.41	£1,002	
27/07/2016	£53,495	F	3	QUAYSIDE HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AY	53.26	£1,004	
27/07/2016	£53,495	F	7	QUAYSIDE HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AY	50.26	£1,064	
27/07/2016	£56,495	F	11	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	52.79	£1,070	
27/07/2016	£53,495	F	22	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	48	£1,114	
27/07/2016	£56,495	F	16	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	49	£1,153	
27/07/2016	£56,495	F	5	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	48	£1,177	
27/07/2016	£139,995	D		15	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	75	£1,867	
27/07/2016	£53,495	F		2 QUAYSIDE HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AU			
27/07/2016	£53,495	F		FLAT 8 QUAYSIDE HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AU			
28/07/2016	£51,500	F	18	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	52.82	£975	
28/07/2016	£53,495	F	20	BODLEWELL HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AS	48	£1,114	
28/07/2016	£174,950	S		6	FAIRHAVEN	SUNDERLAND	SR3 2FL	88	£1,988	
28/07/2016	£254,995	D		5	WOODLARK	WASHINGTON	NE38 0AT	118	£2,161	
29/07/2016	£139,995	D		11	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	91	£1,538	
29/07/2016	£179,995	D		51	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	108	£1,667
29/07/2016	£119,995	S		27	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	71	£1,690	
29/07/2016	£172,995	T		40	HEBDEN COURT	WASHINGTON	NE38 8FQ	100	£1,730	
29/07/2016	£126,995	D		31	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	72	£1,764
29/07/2016	£169,995	T		39	HEBDEN COURT	WASHINGTON	NE38 8FQ	87	£1,954	
29/07/2016	£199,995	S		2	LOUISA CLOSE	HOUGHTON LE SPRING	DH4 6GS	95	£2,105	

02/08/2016	£115,000	S		4	ROCKINGHAM SQUARE	SUNDERLAND	SR5 5HX	71	£1,620	
05/08/2016	£197,995	D		49	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	116	£1,707
05/08/2016	£174,995	T		41	HEBDEN COURT		WASHINGTON	NE38 8FQ	100	£1,750
05/08/2016	£311,495	D		4	HEBDEN COURT		WASHINGTON	NE38 8FQ	156	£1,997
08/08/2016	£251,950	D		7	FAIRHAVEN		SUNDERLAND	SR3 2FL	137	£1,839
12/08/2016	£163,995	D		28	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	99	£1,657
12/08/2016	£284,950	D		26	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	159	£1,792
12/08/2016	£143,995	S		18	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	80	£1,800
12/08/2016	£162,800	D		16	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	88	£1,850
12/08/2016	£216,950	D		8	FAIRHAVEN		SUNDERLAND	SR3 2FL	117	£1,854
12/08/2016	£239,950	D		47	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	124	£1,935
16/08/2016	£105,000	S		6	ROCKINGHAM SQUARE		SUNDERLAND	SR5 5HX	59	£1,780
18/08/2016	£320,000	D		4	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	139	£2,302
19/08/2016	£53,495	F	4		BODLEWELL HOUSE		SUNDERLAND	SR1 2AS	52.67	£1,016
19/08/2016	£124,995	S		47	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	79	£1,582
19/08/2016	£105,995	S		24	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	61	£1,738
19/08/2016	£175,000	D		17	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	100	£1,750
25/08/2016	£289,950	D		23	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	159	£1,824
26/08/2016	£122,995	S		55	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	79	£1,557
26/08/2016	£114,950	S		14	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	71	£1,619
26/08/2016	£189,995	T		47	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,638
26/08/2016	£126,345	D		32	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	76	£1,662
26/08/2016	£132,995	S		45	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	79	£1,683
26/08/2016	£182,995	S		92	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GN	106	£1,726
26/08/2016	£129,995	D		30	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	75	£1,733
26/08/2016	£216,950	D		15	SWANMORE		SUNDERLAND	SR3 2FN	117	£1,854
26/08/2016	£146,950	S		12	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,860
26/08/2016	£189,950	D		103	FLINT ROAD		SUNDERLAND	SR4 6EG	102	£1,862
26/08/2016	£186,995	D		20	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	100	£1,870
26/08/2016	£149,995	S		19	WESTGATE		HOUGHTON LE SPRING	DH4 6GW	79	£1,899
26/08/2016	£299,995	D		53	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	139	£2,158
30/08/2016	£107,995	S		36	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	72	£1,500
30/08/2016	£125,995	D		29	HENRY STREET	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 9BH	72	£1,750
31/08/2016	£105,995	S		25	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	61	£1,738
01/09/2016	£114,950	S		15	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	71	£1,619
01/09/2016	£299,950	D		22	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	159	£1,886
01/09/2016	£259,995	D		20	WETTONMILL CLOSE		WASHINGTON	NE38 8FP	129	£2,015
02/09/2016	£124,995	S		28	GOLDFINCH ROAD	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GH	79	£1,582
02/09/2016	£202,995	D		43	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	125	£1,624
07/09/2016	£220,000	D			PLOT 3 BELFORD MANOR	BELFORD CLOSE	SUNDERLAND	SR2 7TY	82	£2,683
07/09/2016	£225,000	D			PLOT 4 BELFORD MANOR	BELFORD CLOSE	SUNDERLAND	SR2 7TY	81.7	£2,754

09/09/2016	£103,000	S	5	ROCKINGHAM SQUARE	SUNDERLAND	SR5 5HX	59	£1,746	
09/09/2016	£182,995	D	21	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	88	£2,079	
09/09/2016	£173,700	S	4	ABERFORD DRIVE	HOUGHTON LE SPRING	DH4 4ZH	76	£2,286	
09/09/2016	£269,995	D	9	APPLEBY CLOSE	WASHINGTON	NE38 8BX	112	£2,411	
16/09/2016	£189,995	D	10	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GJ	108	£1,759
16/09/2016	£189,950	D	85	FLINT ROAD	SUNDERLAND	SR4 6EG	107	£1,775	
16/09/2016	£216,950	D	9	FAIRHAVEN	SUNDERLAND	SR3 2FL	117	£1,854	
16/09/2016	£403,745	D	5	HEBDEN COURT	WASHINGTON	NE38 8FQ	216	£1,869	
16/09/2016	£201,495	D	22	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	107	£1,883	
16/09/2016	£134,995	T	11	LOUISA CLOSE	HOUGHTON LE SPRING	DH4 6GS	67	£2,015	
16/09/2016	£192,950	D	11	SWANMORE	SUNDERLAND	SR3 2FN			
20/09/2016	£113,995	S	26	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	71	£1,606	
22/09/2016	£127,500	T	10	LOUISA CLOSE	HOUGHTON LE SPRING	DH4 6GS	78	£1,635	
22/09/2016	£220,000	D		PLOT 8 BELFORD MANOR	BELFORD CLOSE	SUNDERLAND	SR2 7TY	62.85	£3,500
23/09/2016	£144,950	S	2	MUNRO WAY	SUNDERLAND	SR5 5FB	91	£1,593	
23/09/2016	£189,995	T	49	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GP	116	£1,638	
23/09/2016	£200,995	D	12	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GJ	116	£1,733
23/09/2016	£144,950	S	33	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,835
23/09/2016	£169,950	D	31	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,888
23/09/2016	£204,995	D	23	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	107	£1,916	
23/09/2016	£167,000	S	18	RUSHTON WAY	WASHINGTON	NE38 8FF	77	£2,169	
23/09/2016	£213,500	D	19	RUSHTON WAY	WASHINGTON	NE38 8FF	92	£2,321	
23/09/2016	£192,950	D	12	SWANMORE	SUNDERLAND	SR3 2FN			
26/09/2016	£144,950	S	1	MUNRO WAY	SUNDERLAND	SR5 5FB	91	£1,593	
26/09/2016	£329,950	D	21	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY	171	£1,930	
27/09/2016	£255,000	D	8	APPLEBY CLOSE	WASHINGTON	NE38 8BX	108	£2,361	
28/09/2016	£53,495	F	1	QUAYSIDE HOUSE	HIGH STREET EAST	SUNDERLAND	SR1 2AY	62	£863
28/09/2016	£259,995	D	33	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	112	£2,321	
29/09/2016	£304,995	D	38	HEBDEN COURT	WASHINGTON	NE38 8FQ	152	£2,007	
30/09/2016	£149,950	T	46	CORNING ROAD	SUNDERLAND	SR4 6EE	105	£1,428	
30/09/2016	£144,950	T	48	CORNING ROAD	SUNDERLAND	SR4 6EE	99	£1,464	
30/09/2016	£164,995	D	51	FOREST ROAD	SUNDERLAND	SR4 0DY	99	£1,667	
30/09/2016	£119,995	S	53	FOREST ROAD	SUNDERLAND	SR4 0DY	71	£1,690	
30/09/2016	£149,950	T	107	WOODHAM DRIVE	SUNDERLAND	SR2 0FB	85	£1,764	
30/09/2016	£125,995	S	55	FOREST ROAD	SUNDERLAND	SR4 0DY	71	£1,775	
30/09/2016	£189,950	D	75	FLINT ROAD	SUNDERLAND	SR4 6EG	107	£1,775	
30/09/2016	£152,950	T	105	WOODHAM DRIVE	SUNDERLAND	SR2 0FB	85	£1,799	
30/09/2016	£143,950	S	32	REDSHANK DRIVE	HETTON-LE-HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£1,822
30/09/2016	£154,950	T	103	WOODHAM DRIVE	SUNDERLAND	SR2 0FB	85	£1,823	
30/09/2016	£224,995	D	24	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	122	£1,844	
30/09/2016	£157,450	T	109	WOODHAM DRIVE	SUNDERLAND	SR2 0FB	85	£1,852	

30/09/2016	£216,950	D		14	SWANMORE	SUNDERLAND	SR3 2FN	117	£1,854	
30/09/2016	£259,950	D		7	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY	139	£1,870	
30/09/2016	£189,950	D		54	FLINT ROAD	SUNDERLAND	SR4 6FB	100	£1,900	
30/09/2016	£349,950	D		20	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY	184	£1,902	
30/09/2016	£176,950	D		35	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,966
30/09/2016	£314,995	D		37	HEBDEN COURT	WASHINGTON	NE38 8FQ	156	£2,019	
30/09/2016	£269,995	D		35	HEBDEN COURT	WASHINGTON	NE38 8FQ	129	£2,093	
03/10/2016	£53,495	F	8		BODLEWELL HOUSE	SUNDERLAND	SR1 2AS	52.8	£1,013	
07/10/2016	£206,995	D		16	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	125	£1,656
07/10/2016	£425,000	D		1	HEBDEN COURT	WASHINGTON	NE38 8FQ	216	£1,968	
10/10/2016	£132,995	D		57A	FOREST ROAD	SUNDERLAND	SR4 0DY	75	£1,773	
10/10/2016	£249,995	D		21	BARMSTON ROAD	WASHINGTON	NE38 8BB	108	£2,315	
13/10/2016	£217,950	D		3	SWANMORE	SUNDERLAND	SR3 2FN	117	£1,863	
14/10/2016	£206,995	D		25	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	106	£1,953	
17/10/2016	£159,995	D		14	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GJ	88	£1,818
17/10/2016	£174,950	S		5	FAIRHAVEN	SUNDERLAND	SR3 2FL	88	£1,988	
20/10/2016	£128,995	S		29	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	99	£1,303	
20/10/2016	£131,950	S		5	SWANMORE	SUNDERLAND	SR3 2FN	60	£2,199	
21/10/2016	£203,995	D		15	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	116	£1,759
21/10/2016	£218,000	D		26	WESTGATE	HOUGHTON LE SPRING	DH4 6GW	122	£1,787	
21/10/2016	£128,995	S		30	FELIXSTOWE ROAD	SUNDERLAND	SR4 0BF	71	£1,817	
21/10/2016	£194,995	S		7	LOUISA CLOSE	HOUGHTON LE SPRING	DH4 6GS	106	£1,840	
21/10/2016	£161,995	D		14	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	88	£1,841
21/10/2016	£314,995	D		3	HEBDEN COURT	WASHINGTON	NE38 8FQ	152	£2,072	
21/10/2016	£189,950	D		7	WINDBROOK	SUNDERLAND	SR2 0FE	79	£2,404	
27/10/2016	£179,950	D		27	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY	90	£1,999	
27/10/2016	£239,950	D		5	ABERFORD DRIVE	HOUGHTON LE SPRING	DH4 4ZH			
28/10/2016	£127,500	T		14	LOUISA CLOSE	HOUGHTON LE SPRING	DH4 6GS	78	£1,635	
28/10/2016	£119,950	S		12	TEAL CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GY	71	£1,689
28/10/2016	£140,000	S		74	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GN	78	£1,795	
28/10/2016	£264,950	D		8	CRESTA VIEW	HOUGHTON LE SPRING	DH5 8BY	139	£1,906	
28/10/2016	£164,950	S		55	ABERFORD DRIVE	HOUGHTON LE SPRING	DH4 4ZH	76	£2,170	
28/10/2016	£164,950	S		56	ABERFORD DRIVE	HOUGHTON LE SPRING	DH4 4ZH	76	£2,170	
28/10/2016	£379,995	D		3	DOVESTONE CLOSE	WASHINGTON	NE38 8FD	171	£2,222	
28/10/2016	£169,950	S		54	ABERFORD DRIVE	HOUGHTON LE SPRING	DH4 4ZH	76	£2,236	
28/10/2016	£169,950	S		57	ABERFORD DRIVE	HOUGHTON LE SPRING	DH4 4ZH	76	£2,236	
28/10/2016	£279,950	D		6	ABERFORD DRIVE	HOUGHTON LE SPRING	DH4 4ZH			
28/10/2016	£255,500	D		78	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GN			
04/11/2016	£194,995	D		12	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	116	£1,681
04/11/2016	£139,995	S		72	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GN	78	£1,795	
04/11/2016	£142,495	S		34	EASTGATE	HOUGHTON LE SPRING	DH4 6GX	79	£1,804	

04/11/2016	£198,995	S	8	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	106	£1,877
04/11/2016	£187,995	D	35	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	100	£1,880
04/11/2016	£131,950	S	4	SWANMORE		SUNDERLAND	SR3 2FN	60	£2,199
10/11/2016	£239,950	D	1	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB	127	£1,889
11/11/2016	£189,995	D	11	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	108	£1,759
11/11/2016	£199,950	D	7	BLACKCAP CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GW	111	£1,801
11/11/2016	£144,995	S	70	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GN	78	£1,859
18/11/2016	£204,995	D	9	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	125	£1,640
18/11/2016	£194,995	D	10	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	116	£1,681
18/11/2016	£119,950	S	4	STARLING CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GZ	71	£1,689
18/11/2016	£184,950	D	8	BLACKCAP CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GW	102	£1,813
18/11/2016	£217,950	D	7	SWANMORE		SUNDERLAND	SR3 2FN	117	£1,863
18/11/2016	£117,950	S	7	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	60	£1,966
18/11/2016	£174,995	S	9	HEBDEN COURT		WASHINGTON	NE38 8FQ	87	£2,011
21/11/2016	£203,995	T	1	DOVESTONE CLOSE		WASHINGTON	NE38 8FD	93	£2,193
22/11/2016	£174,950	D	11	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,944
23/11/2016	£164,950	S	83	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	71	£2,323
25/11/2016	£144,395	S	33	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	80	£1,805
25/11/2016	£184,950	D	10	BLACKCAP CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GW	102	£1,813
25/11/2016	£217,950	D	8	SWANMORE		SUNDERLAND	SR3 2FN	117	£1,863
25/11/2016	£117,950	S	6	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	60	£1,966
25/11/2016	£184,950	D	4	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB	91	£2,032
25/11/2016	£197,950	D	2	WINDBROOK		SUNDERLAND	SR2 0FE	90	£2,199
25/11/2016	£229,950	D	75	ABERFORD DRIVE		HOUGHTON LE SPRING	DH4 4ZH	103	£2,233
25/11/2016	£204,950	D	1	WINDBROOK		SUNDERLAND	SR2 0FE	90	£2,277
25/11/2016	£319,995	D	24	CENTURY WAY	EAST RAINTON	HOUGHTON LE SPRING	DH5 9RY	129	£2,481
28/11/2016	£125,995	S	36	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	71	£1,775
28/11/2016	£133,946	D	32	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	75	£1,786
29/11/2016	£164,995	D	31	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	99	£1,667
29/11/2016	£119,995	S	35	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	71	£1,690
30/11/2016	£114,950	S	2	STARLING CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GZ	71	£1,619
30/11/2016	£105,995	S	33	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	60	£1,767
30/11/2016	£105,995	S	34	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	60	£1,767
30/11/2016	£264,950	D	14	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	139	£1,906
01/12/2016	£136,995	S	48	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GN	67	£2,045
02/12/2016	£184,995	T	69	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GP	116	£1,595
02/12/2016	£238,950	D	2	SWANMORE		SUNDERLAND	SR3 2FN	122	£1,959
02/12/2016	£175,000	D	32	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	88	£1,989
08/12/2016	£159,950	D	34	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	79	£2,025
09/12/2016	£149,950	D	8	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	91	£1,648
09/12/2016	£197,995	D	4	SKYLARK WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GP	116	£1,707

09/12/2016	£189,995	D	3	SKYLARK WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GP	108	£1,759
09/12/2016	£180,000	D	31	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	100	£1,800
09/12/2016	£144,995	S	44	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GN	78	£1,859
09/12/2016	£180,000	T	84	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GN	95	£1,895
09/12/2016	£129,995	T	12	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	67	£1,940
09/12/2016	£164,950	T	8	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,941
09/12/2016	£194,950	D	4	WINDBROOK		SUNDERLAND	SR2 0FE	90	£2,166
09/12/2016	£154,995	T	6	RUSHTON WAY		WASHINGTON	NE38 8FF	63	£2,460
13/12/2016	£175,500	D	4	RUSHTON WAY		WASHINGTON	NE38 8FF	77	£2,279
15/12/2016	£135,410	T	7	RUSHTON WAY		WASHINGTON	NE38 8FF	63	£2,149
16/12/2016	£174,950	D	35	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	114	£1,535
16/12/2016	£174,950	D	36	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	114	£1,535
16/12/2016	£199,950	D	35	WINDBROOK		SUNDERLAND	SR2 0FE	113	£1,769
16/12/2016	£209,500	D	5	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB	117	£1,791
16/12/2016	£209,500	D	6	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB	117	£1,791
16/12/2016	£128,995	S	10	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	71	£1,817
16/12/2016	£157,950	T	10	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,858
16/12/2016	£144,995	S	46	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GN	78	£1,859
16/12/2016	£124,995	T	5	RUSHTON WAY		WASHINGTON	NE38 8FF	66	£1,894
16/12/2016	£170,500	D	36	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	88	£1,938
16/12/2016	£174,950	D	6	BLACKCAP CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GW	90	£1,944
16/12/2016	£209,995	D	4	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	107	£1,963
16/12/2016	£210,000	D	5	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	107	£1,963
16/12/2016	£139,950	S	30	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,971
16/12/2016	£308,000	D	7	HEBDEN COURT		WASHINGTON	NE38 8FQ	156	£1,974
16/12/2016	£279,950	D	64	CRESTA VIEW		HOUGHTON LE SPRING	DH5 8BY	139	£2,014
16/12/2016	£234,950	D	101	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	111	£2,117
16/12/2016	£194,950	D	10	FAIRHAVEN		SUNDERLAND	SR3 2FL	91	£2,142
16/12/2016	£194,950	D	11	FAIRHAVEN		SUNDERLAND	SR3 2FL	91	£2,142
16/12/2016	£164,995	T	28	BARMSTON ROAD		WASHINGTON	NE38 8BB	77	£2,143
16/12/2016	£142,500	T	29	BARMSTON ROAD		WASHINGTON	NE38 8BB	63	£2,262
16/12/2016	£339,995	D	21	CENTURY WAY	EAST RAINTON	HOUGHTON LE SPRING	DH5 9RY	132	£2,576
19/12/2016	£129,950	S	27	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,830
19/12/2016	£167,500	S	2	RUSHTON WAY		WASHINGTON	NE38 8FF	77	£2,175
19/12/2016	£239,995	D	22	CENTURY WAY	EAST RAINTON	HOUGHTON LE SPRING	DH5 9RY	96	£2,500
20/12/2016	£119,950	T	6	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	85	£1,411
20/12/2016	£124,950	T	8	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	85	£1,470
20/12/2016	£204,995	D	8	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	125	£1,640
20/12/2016	£156,950	T	9	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,846
20/12/2016	£208,995	D	6	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	106	£1,972
20/12/2016	£234,950	D	86	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	111	£2,117

20/12/2016	£189,950	D	8	BRAMBLE CLOSE		HOUGHTON LE SPRING	DH4 6TQ	79	£2,404
21/12/2016	£124,950	T	5	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	85	£1,470
21/12/2016	£108,465	S	90	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	71	£1,528
21/12/2016	£199,950	D	9	BLACKCAP CLOSE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GW	117	£1,709
21/12/2016	£128,995	S	9	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	71	£1,817
21/12/2016	£139,950	S	29	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,971
21/12/2016	£167,995	S	3	RUSHTON WAY		WASHINGTON	NE38 8FF	77	£2,182
22/12/2016	£154,500	S	1	NORTH MOOR FARM		SUNDERLAND	SR3 3BG	125	£1,236
22/12/2016	£108,465	S	92	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	71	£1,528
22/12/2016	£124,950	S	4	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	77	£1,623
22/12/2016	£199,995	S	52	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GN	106	£1,887
22/12/2016	£169,950	D	15	REDSHANK DRIVE	HETTON LE HOLE	HOUGHTON LE SPRING	DH5 0GX	90	£1,888
22/12/2016	£214,950	D	3	BRIMSTONE CLOSE		HOUGHTON LE SPRING	DH4 6PS	100	£2,150
22/12/2016	£211,995	S	58	WHITWORTH PARK DRIVE		HOUGHTON LE SPRING	DH4 6GN	97	£2,186
22/12/2016	£244,950	D	3	BRAMBLE CLOSE		HOUGHTON LE SPRING	DH4 6TQ	112	£2,187
22/12/2016	£429,250	D	2	BURNHOPE WAY		HOUGHTON LE SPRING	DH4 6GR	186	£2,308
22/12/2016	£189,950	D	9	BRAMBLE CLOSE		HOUGHTON LE SPRING	DH4 6TQ	79	£2,404
23/12/2016	£85,000	T	20	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£85,000	T	21	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£85,000	T	22	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£85,000	T	23	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£85,000	S	39	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£85,000	S	40	WINDBROOK		SUNDERLAND	SR2 0FE	85	£1,000
23/12/2016	£76,000	T	36	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,070
23/12/2016	£76,000	T	37	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,070
23/12/2016	£76,000	T	38	WINDBROOK		SUNDERLAND	SR2 0FE	71	£1,070
23/12/2016	£106,995	S	6	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	61	£1,754
23/12/2016	£106,995	S	7	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	61	£1,754
23/12/2016	£133,945	D	8	FELIXSTOWE ROAD		SUNDERLAND	SR4 0BF	75	£1,786
23/12/2016	£234,950	D	99	WOODHAM DRIVE		SUNDERLAND	SR2 0FB	111	£2,117
23/12/2016	£189,950	D	97	WOODHAM DRIVE		SUNDERLAND	SR2 0FB		
16/01/2017	£213,995	D	16	LOUISA CLOSE		HOUGHTON LE SPRING	DH4 6GS	97	£2,206
16/01/2017	£177,950	S	3	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB		
19/01/2017	£300,000	D	10	HEBDEN COURT		WASHINGTON	NE38 8FQ	157	£1,911
20/01/2017	£415,495	D	6	HEBDEN COURT		WASHINGTON	NE38 8FQ	216	£1,924
20/01/2017	£176,950	S	14	FAIRHAVEN		SUNDERLAND	SR3 2FL	88	£2,011
20/01/2017	£184,950	D	7	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB		
23/01/2017	£176,950	S	12	FAIRHAVEN		SUNDERLAND	SR3 2FL	88	£2,011
24/01/2017	£239,950	D	8	BUTTERCUP LANE		HOUGHTON LE SPRING	DH4 5AB		
26/01/2017	£139,995	T	27	BARMSTON ROAD		WASHINGTON	NE38 8BB	63	£2,222
26/01/2017	£239,995	D	19	CENTURY WAY	EAST RAINTON	HOUGHTON LE SPRING	DH5 9RY	96	£2,500

27/01/2017	£155,000	S	3	NORTH MOOR FARM	NORTH MOOR LANE		SUNDERLAND	SR3 3BG	125	£1,240
27/01/2017	£190,995	D		5	SKYLARK WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GP	108	£1,768
27/01/2017	£199,950	D		6	OAKDALE		SUNDERLAND	SR3 2FJ	91	£2,197
03/02/2017	£146,950	S		10	GRASMOOR VIEW		SUNDERLAND	SR5 5EG	91	£1,615
10/02/2017	£43,000	F	FLAT 14	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	64	£672
10/02/2017	£43,000	F	FLAT 24	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	64	£672
10/02/2017	£43,000	F	FLAT 34	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	64	£672
10/02/2017	£43,000	F	FLAT 44	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	64	£672
10/02/2017	£43,000	F	FLAT 6	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	62	£694
10/02/2017	£43,000	F	FLAT 3	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	50	£860
10/02/2017	£43,000	F	FLAT 2	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	49	£878
10/02/2017	£48,000	F	FLAT 16	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	54	£889
10/02/2017	£48,000	F	FLAT 26	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	54	£889
10/02/2017	£48,000	F	FLAT 36	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	54	£889
10/02/2017	£48,000	F	FLAT 46	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	54	£889
10/02/2017	£48,000	F	FLAT 10	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 12	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 21	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 23	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 31	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 33	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 41	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 43	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	53	£906
10/02/2017	£48,000	F	FLAT 18	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	52	£923
10/02/2017	£48,000	F	FLAT 28	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	52	£923
10/02/2017	£48,000	F	FLAT 38	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	52	£923
10/02/2017	£48,000	F	FLAT 48	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	52	£923
10/02/2017	£43,000	F	FLAT 17	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 20	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 27	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 37	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 47	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 9	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	44	£977
10/02/2017	£43,000	F	FLAT 4	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	41	£1,049
10/02/2017	£43,000	F	FLAT 19	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 29	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 30	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 39	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 40	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 49	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075
10/02/2017	£43,000	F	FLAT 5	WEARDALE HOUSE	WASHINGTON CENTRE		WASHINGTON	NE37 1GZ	40	£1,075

10/02/2017	£43,000	F	FLAT 11	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	39	£1,103	
10/02/2017	£43,000	F	FLAT 22	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	39	£1,103	
10/02/2017	£43,000	F	FLAT 32	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	39	£1,103	
10/02/2017	£43,000	F	FLAT 42	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	39	£1,103	
10/02/2017	£43,000	F	FLAT 7	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	39	£1,103	
10/02/2017	£43,000	F	FLAT 15	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	38	£1,132	
10/02/2017	£43,000	F	FLAT 25	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	38	£1,132	
10/02/2017	£43,000	F	FLAT 35	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	38	£1,132	
10/02/2017	£43,000	F	FLAT 45	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	38	£1,132	
10/02/2017	£48,000	F	FLAT 8	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	41	£1,171	
10/02/2017	£48,000	F	FLAT 1	WEARDALE HOUSE	WASHINGTON CENTRE	WASHINGTON	NE37 1GZ	39	£1,231	
10/02/2017	£289,995	D		33	HEBDEN COURT	WASHINGTON	NE38 8FQ	140	£2,071	
10/02/2017	£109,995	T		10	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	53	£2,075	
10/02/2017	£109,995	T		11	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	53	£2,075	
15/02/2017	£224,950	D		7	OAKDALE	SUNDERLAND	SR3 2FJ	117	£1,923	
16/02/2017	£254,995	D		6	APPLEBY CLOSE	WASHINGTON	NE38 8BX	108	£2,361	
17/02/2017	£184,995	D		7	EASTGATE	HOUGHTON LE SPRING	DH4 6GX	88	£2,102	
24/02/2017	£164,995	D		5	KINGFISHER DRIVE	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GE	87.2	£1,892
24/02/2017	£131,950	S		11	OAKDALE	SUNDERLAND	SR3 2FJ	60	£2,199	
03/03/2017	£159,950	S		31	GRASMOOR VIEW	SUNDERLAND	SR5 5EG	108	£1,481	
03/03/2017	£181,995	D		7	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	102	£1,784
03/03/2017	£117,950	S		3	GRASMOOR VIEW	SUNDERLAND	SR5 5EG	60	£1,966	
03/03/2017	£109,995	T		9	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	53	£2,075	
06/03/2017	£155,000	D		9	BELFORD CLOSE	SUNDERLAND	SR2 7TY	70.52	£2,198	
08/03/2017	£290,995	D		2	DOVESTONE CLOSE	WASHINGTON	NE38 8FD	134	£2,172	
10/03/2017	£177,950	D		12	GRASMOOR VIEW	SUNDERLAND	SR5 5EG	107	£1,663	
10/03/2017	£117,950	S		2	GRASMOOR VIEW	SUNDERLAND	SR5 5EG	60	£1,966	
10/03/2017	£289,995	D		31	HEBDEN COURT	WASHINGTON	NE38 8FQ	140	£2,071	
17/03/2017	£125,000	S		76	WHITWORTH PARK DRIVE	HOUGHTON LE SPRING	DH4 6GN	78	£1,603	
17/03/2017	£129,995	T		7	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	68	£1,912	
24/03/2017	£124,995	T		26	ROCKINGHAM DRIVE	WASHINGTON	NE38 8BF	71	£1,760	
24/03/2017	£183,995	D		6	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	102	£1,804
24/03/2017	£189,950	D		5	BRAMBLE CLOSE	HOUGHTON LE SPRING	DH4 6TQ	79	£2,404	
24/03/2017	£190,995	T		6	BELVOIR CLOSE	WASHINGTON	NE38 8BL	53	£3,604	
29/03/2017	£200,995	D		5	GOLDCREST WAY	EASINGTON LANE	HOUGHTON LE SPRING	DH5 0GT	116	£1,733
29/03/2017	£109,995	T		5	BELVOIR CLOSE	WASHINGTON	NE38 8BL	53	£2,075	
29/03/2017	£109,995	T		8	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	53	£2,075	
30/03/2017	£124,995	F		4	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	68	£1,838	
30/03/2017	£99,995	T		22	ROCKINGHAM DRIVE	WASHINGTON	NE38 8BF	50	£2,000	
30/03/2017	£339,995	D		8	CENTURY WAY	EAST RANTON	HOUGHTON LE SPRING	DH5 9RY	132	£2,576
31/03/2017	£192,500	S		5	BURGHLEY CLOSE	WASHINGTON	NE38 8BR	105	£1,833	

31/03/2017	£99,995	T	24	ROCKINGHAM DRIVE		WASHINGTON	NE38 8BF	50	£2,000
31/03/2017	£179,995	T	4	CENTURY WAY	EAST RAINTON	HOUGHTON LE SPRING	DH5 9RY	87	£2,069
06/04/2017	£124,995	T	28	ROCKINGHAM DRIVE		WASHINGTON	NE38 8BF	71	£1,760
13/04/2017	£124,995	S	30	EASTGATE		HOUGHTON LE SPRING	DH4 6GX	62	£2,016
21/04/2017	£169,995	S	11	DANESFIELD ROAD		WASHINGTON	NE38 8BZ	77	£2,208
12/05/2017	£166,995	S	9	DANESFIELD ROAD		WASHINGTON	NE38 8BZ	77	£2,169

Appendix 5 – New Build Asking Prices

August 2016

Developer	Address	Address	Town	Style/Name	Number of Beds	Detached etc	House M2	Price	Price per m2				
Barratt	Teal Park Farm	Barmston Rd	Washington	Turner x2	2	F		£104,995					
				Amber x2	2	T	51	£109,995	£2,157				
				Amethyst x2	2	T	58	£109,995	£1,896				
				Peridot	2	T	63	£129,995	£2,063				
				Cameo x2	2	T	72	£129,995	£1,805				
				Norbury	3	T	100	£192,500	£1,925				
				Somerton	4	D	120	£249,995	£2,083				
				Somerton	4	D	120	£273,500	£2,279				
				David Wilson	Elba Park	Chester Rd	Houghton le Spring	Lindisfarne	2	SD	76	£144,995	£1,908
								Wear	3	T	92	£184,995	£2,011
Hackworth	4	T	132					£189,995	£1,439				
Wear	3	T	92					£194,500	£2,114				
Gibson	3	SD	99					£198,995	£2,013				
Penshaw	3	SD	93					£204,995	£2,207				
Penshaw	3	sd	93					£209,995	£2,260				
Bede	4	D						£295,000					
Bowes	4	D	136					£328,500	£2,419				
Auckland	5	D						£429,250					
Raby	5	D	220					£466,995	£2,125				
David Wilson	Teal Farm Village	Craggs Rd	Washington					Oakfield x2	3	D	85	£194,995	£2,294
Kimmit Roberts	Tivoli Buildings	Philadelphia	Houghton le Spring					x2	3	SD	100	£119,995	£1,200
Martin & Co	Tunstall Village Green	Tunstall	Sunderland						5	D	151	£249,950	£1,655
Miller Homes	Scholars Gate	Success Rd	Houghton le Spring					Orwell X2	3	D	100	£199,950	£2,000
				Esk x2	4	D	110	£299,950	£2,727				
				Glenmuir X2	4	D	126	£247,950	£1,968				
				Buchan x3	4	D	114	£249,950	£2,193				
				Ryton x3	4	D	156	£279,950	£1,795				
				Jura	5	D	150	£319,950	£2,133				
Gleeson Homes	Henry Court		Sunderland	Liffey	3	SD	86	£129,995	£1,512				

Kilkenny	3	SD	81	£125,995	£1,555
Kerry	2	D	52	£94,995	£1,827
Tyrone	3	D	68	£108,995	£1,603

July 2017

Developer	Address	Address	Town	Name	Beds	Type	m2	Price Flat	Price House	£/m2				
Miller Homes	Scholars Gate	Shiney Row	Houghton-le-Spring	Tolkien x5	3	sd			£164,950					
				Eskx3	4	d			£229,950					
				Hawthorne x2	3	sd	75		£159,950	£2,133				
				Burroughsx2	2	sd	67		£139,950	£2,101				
Kimmett & Roberts		Lindsay St	Hetton-le-Hole		3	d		£119,995						
DWH	Elba Park	Shiney Row	Houghton-le-Spring	Binchester	4	t	117		£269,995	£2,308				
				Bede	4	sd	135		£299,995	£2,225				
				Hackworth	4	sd	122		£216,995	£1,779				
				Raby	5	d								
				Woodstone	3	sd	99		£179,995	£1,821				
				Penshaw	3	sd	93		£205,995	£2,217				
				Finchale	4	t	112		£219,995	£1,967				
				Bowes	4	d	136		£319,995	£2,356				
				Gibson	3	sd			£203,995					
				Taylor Wimpey	Signet Grange	Sedgeleitch Way	Houghton-le-Spring	Monkford	4	d	104		£214,995	£2,067
Avant	Rainton Green	East Rainton	Durham	Mortin	3	d	88		£229,995	£2,614				
				Norbury	4	d	144		£324,995	£2,257				
				Rosebury	4	d	121		£349,995	£2,893				
				Honiton	3	t	85		£187,995	£2,212				
				Ashbury	4	d	130		£279,995	£2,154				
				Cotham	5	d	174		£374,995	£2,155				
				Rosebury	4	d	121		£369,950	£3,057				
				Cotham	5	d	174		£384,995	£2,213				
				Avant	Barleygate		Chester-le-Street	Kilmington	3	sd	90		£194,995	£2,167

				Kirkham	5	d	205		£434,995	£2,122
				Norbury	4	d	144		£329,995	£2,292
				Rosebury	4	d	121		£344,995	£2,851
Reeds Rains		Durham Rd	Houghton-le-Spring		3	sd	146		£220,000	£1,507
Linden	The Aspens		Birtley	Beech	4	d			£289,995	
				Hemlock	4	d	130		£331,995	£2,554
				Hickory	4	d	128		£249,995	£1,953
				Elm	3	sd	115		£245,995	£2,139
				Elder	3	sd	112		£219,995	£1,964
Barratt	Teal Park Farm	Barmston Rd	Washington	Folkestone	3	sd	75		£172,500	£2,300
				Hythe	4	sd	129		£229,995	£1,783
				Somerton	4	d	135		£267,500	£1,981
				Windermere	4	d	114		£279,995	£2,456
				Guisboro	4	d	140		£274,995	£1,964
Gleeson	Forge Court	neville Rd	Sunderland	Tyrone	3	sd			£128,995	
				Fergus	3	sd			£129,995	
Michael Hodgson	Belford House		Sunderland		5	d			£695,000	
		Farington Avenue	Sunderland	x4	4	d			£225,000	
Hopwood Homes	Dunn House	North Bridge St	Sunderland		0	f		51000		
	All Saints House	Portobello Rd	Sunderland		0	f		32000		
Martin and Co		Sherbourne Rd	Sunderland		2	sd	69		£110,000	£1,603
Andrew Craig	Swan Court	Hylton Castle			2	sd			£124,950	

Appendix 6 – Non-residential availability

Offices

For Rent £2,075.00 - £30,500.00



- Modern offices - City Centre - Manned reception -24 hour access -Lift access - CCTV & Alarm
- A fantastic office complex in the heart of Sunderland City Centre. The Place is part Victorian terrace and former hotel converted to provide a superb modern office building. Facilities include a manned reception, lift access and superfast broadband. Flexible and tastefully designed offices appeal to a wide variety of occupiers. The development benefits from its location being a short walk from the Bridges Shopping Centre and Sunderland Train Station.

The Place, Atheneum Street, Sunderland, , Sunderland, SR1 1QX
167 - 2453 Sq Ft

For Rent £10.00 Per Sq Ft



The property comprises one self contained pavilion office within a building of four. The office benefits from its own front door access and separate male and female WC facilities.

Unit 2C, Colima Avenue, Sunderland Enterprise Park, Sunderland, SR5 3XB
170.38 Sq M

For Rent £12.50 Sq Ft



The property comprises a modern office building, which currently has planning permission as an office which falls under planning Use Class B1 as defined by the Town & Country Planning (Use Classes) Order.

- Flexible office accommodation

- Less than 1 mile from A19 and A690
Camberwell Way, Sunderland, SR3 3XN
16953 Sq Ft

For Rent £19,950.00 Per Annum



The property comprises first floor office accommodation above a retail parade with occupiers including Greggs and Subway. The property is of brick construction with a structural steel frame. The property benefits from a secure dedicated car park to the rear of the unit with 12 spaces.

Doxford International Business Park is located at the junction of the A19 and the A690, in close proximity to Durham, Newcastle upon Tyne and Sunderland. The park has excellent road communications with direct access from the A19 dual carriageway and A1(M), which lies approximately 8...

1-3 Victory Way, Doxford International Business Park, Sunderland, SR3 3XL
2282 Sq Ft

Industrial

For Rent £18,100.00

New



Small unit on popular estate close to A1231 in Sunderland. - The available property is a modern industrial unit of steel portal frame construction with brick / blockwork walls to dado height and insulated plastisol coated cladding above and to roofs. Access is by way of insulated sectional loading doors (3m wide x 4.5m high) from a shared access road.

Unit 15A, Southwick Industrial Estate, Sunderland, , Sunderland, SR5 3JG
3010 Sq Ft

For Rent £17,000.00



Modern industrial / storage unit with office space - This modern industrial/storage unit is of steel portal frame construction with insulated profile steel cladding to roof and elevations. The unit benefits from an internal clear height of approximately 5.6m and is accessed by an insulated sectional loading door 4.7m high x 3.5m wide. It also benefits from reception area, office and welfare facilities within a single storey block.

Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

Unit 36A Centralway, Pallion Trading Estate, Sunderland, , Sunderland, SR4 6SN

2785 Sq Ft

For Rent£4.71 Sq Ft



The subject premises comprise a modern end terrace industrial unit of steel frame construction with insulated cladding to the elevations and roof. The roof benefits from translucent panels giving a good level of natural light with the warehouse area also having high level strip lighting. The unit also benefits from ground floor office and WC's above which are a mezzanine storage area. - High Quality Industrial/Warehouse unit

General Industrial, Distribution Warehouse, Industrial

, Sunderland, SR4 6SN

1119 - 8299 Sq Ft

For Rent£12,800.00 - £21,200.00



Large workshop units ideal for workshops or storage. Within ½ mile of Port of Sunderland 1 mile east of Sunderland City Centre 4½ miles to A19 - Large terraced workshop/storage units.

Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

Church Street East, Sunderland, , Sunderland, SR1 2BB

2846 - 8900 Sq Ft

For Rent£13,100.00 - £13,900.00



Excellent located workshop/storage units with shared secure compound. Directly opposite Sunderland A.F.C.s Stadium of Light Good road links to A19 Within 1 mile of Sunderland City Centre - Excellent located workshop/storage units. Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

Stobart Street, Sunderland, , Sunderland, SR5 1BW

2186 Sq Ft

For Rent£10,775.00 - £10,825.00



Workshop/storage units within secure estate. Excellent location near to Sunderland AFC Stadium of Light Within one mile of Sunderland City Centre Good road links to A19 - Good quality workshop/storage units within secure estate.

Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

Hay Street, Sunderland, , Sunderland, SR5 1BG

2154 - 4316 Sq Ft

For Rent£10,350.00



Ideal for small or start-up businesses, or for storage Excellent transport links Close proximity to Sunderland City Centre Vehicle repairs/servicing considered - Ideally suited to small and start up business. Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

8 Castellian Road, Wessington North Industrial Estate, Sunderland, , Sunderland, SR5 3BE

2175 Sq Ft

For Rent£65,000.00



Detached factory unit with substantial office space - The premises comprise a 2 bay factory unit which fronted by a two storey office and ancillary block. The factory space is of steel portal framed construction with brick work walls and a pitched mineral felt covered roof supported on metal decking and incorporating glazed roof lights. Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail
Former Remploy Premises, Unit 13 Pallion Way, Pallion Industrial Estate, Sunderland, , Sunderland, SR4 6SL
52014 Sq Ft

For Rent £33,350.00 - £39,000.00



Highly prominent trade park development located on the A183 arterial route from the A19 into Sunderland City Centre. - Pennywell Trade Park will provide 4 trade units ranging from 548 m² (5,900 sq ft) with the potential to combine units to provide up to 2,210 m² (23,800 sq ft). The highly prominent site has attracted neighbouring occupiers including a Marstons Pub & Restaurant, a KFC Drive Thru and an Aldi Supermarket (subject to planning).

Pennywell Trade Park, Pennywell Industrial Estate, Sunderland, , Sunderland, SR4 9EN
3005.64 - 23800 Sq Ft

For Rent £3,900.00 - £8,700.00



Competitively priced workshops Approximately ½ mile of Port of Sunderland Within 1 mile of Sunderland City Centre Vehicle repairs/servicing considered - The units are of traditional brick construction with dual-pitch northern-light roofs with a concrete tile covering supported on steel trusses.

Lombard Street, Sunderland, , Sunderland, SR1 2HS
865 - 1603.82 Sq Ft

For Rent £5,500.00 - £11,500.00



Competitively-priced units ideal for storage or workshops. Close to the Port of Sunderland Within 1 mile of Sunderland City Centre - The properties are of steel portal frame construction with brick/blockwork walls to dado level and profile steel cladding to eaves. The roof areas are double pitched with an insulated profile steel sheet covering incorporated translucent rooflights. Distribution Warehouse, General Industrial, Industrial Park, Retail Park, Warehouse, Industrial, Retail

Glaholm Road, Glaholm Road, Sunderland, , Sunderland, SR1 2NX
1000 - 2302 Sq Ft

Retail

For Rent ROA



The Bridges is the prime retail destination in Sunderland The Bridges has over 100 retailers including Debenhams, Primark, TK Maxx, Boots, Next, H&M, River Island and New Look. The footfall within...

Shopping Centre Unit, Retail
The Bridges, The Bridges, Sunderland, SR1 3DR
515000 Sq Ft

Under Offer For rent: £8,000.00 - £15,000.00 Per Annum



• 129.77sq m (1,397 sq ft) • Prominent busy city centre location • Suitable for Restaurant/Cafe/Bar/Hot Food (A1, A2, A3 and A5 uses, subject to planning) • New full repairing and insuring lease potentially available
General Retail, Retail - High Street, Retail
312 High Street West, SR1 3ET
1397 Sq Ft

For Sale £300,000.00 OR For Rent £37,500.00



The property is located on High street West within close proximity to the eastern entrance to The Bridges Shopping Centre which is a major retail hub for the city. Nearby retailers include Marks & Spencer, Poundland, BhS, McDonalds and RBS Bank.

The property comprises a three storey end of terrace building. The ground floor and part first floor are currently arranged as the retailing area with the remaining first floor and entire second floor designated as storage areas. This could be reconfigured should any ingoing tenants require increased...

General Retail, Shopping Centre Unit, Retail
92 High Street West, , Sunderland, SR1 3BY
844.78 Sq M

Appendix 7 – Non-residential CoStar Data

The pages in this appendix are not numbered.

Deals

99

Asking Rent Per SF

£3.83

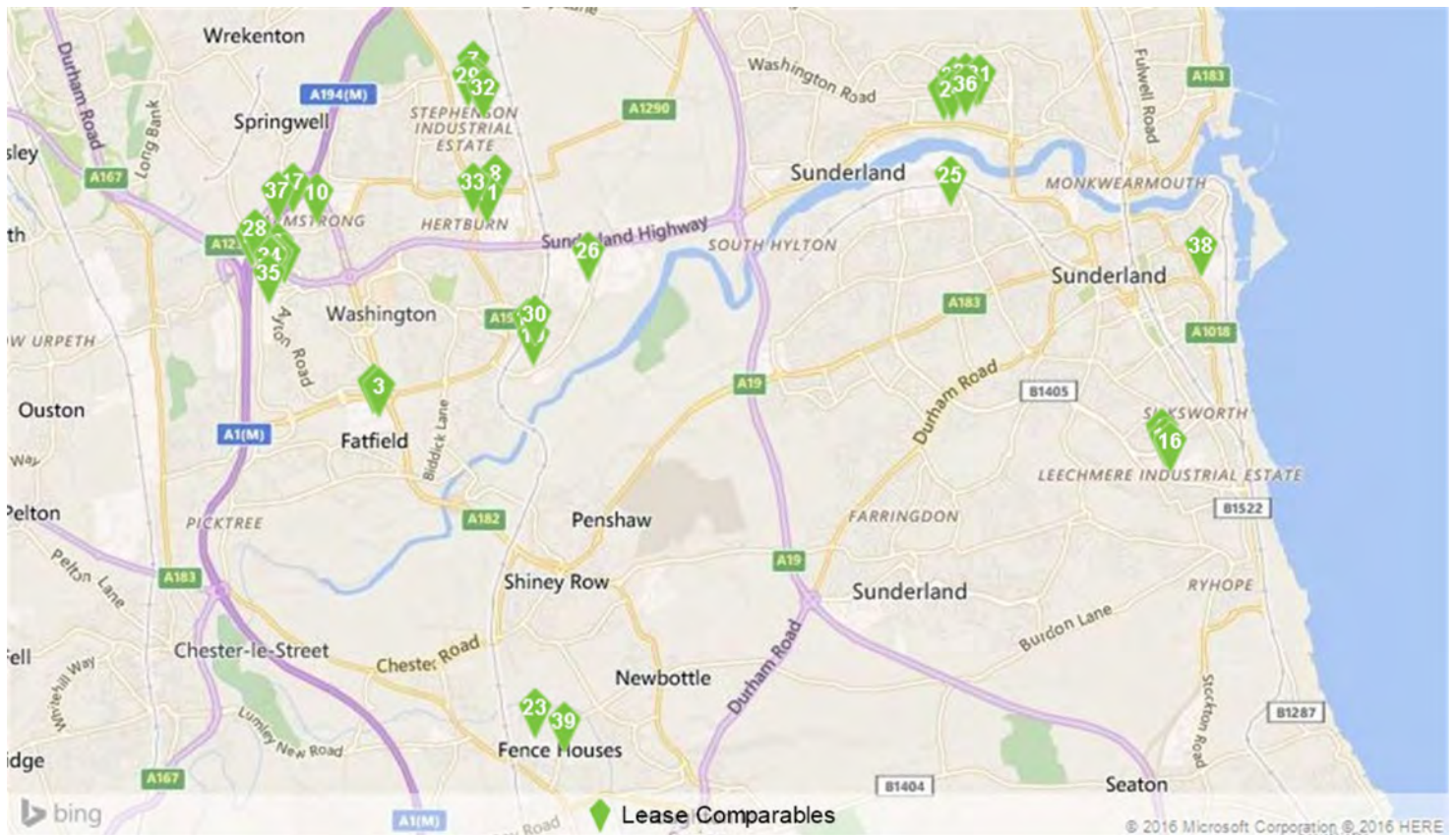
Achieved Rent Per SF

£3.27

Avg. Months On Market

21

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	93	£1.00	£3.83	£4.46	£8.32
Achieved Rent Per SF	22	£1.39	£3.27	£3.89	£6.93
Net Effective Rent Per SF	21	£1.35	£3.20	£4.00	£6.93
Asking Rent Discount	17	-9.9%	5.8%	0.0%	21.3%
Rent Free Months	13	0	4	2	24

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	94	1	21	11	103
Deal Size	99	495	4,736	2,475	59,647
Lease Deal in Years	72	1.0	3.9	3.0	20.0
Floor Number	99	GRND	GRND	GRND	MEZZ

Lease Comp Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Riverside Rd	★★★★★	3,003	GRND	01/07/2016	New	£6.06/iri	Asking
2 Sedling Rd	★★★★★	2,957	GRND	01/07/2016	New	£4.06/fri	Asking
3 Sedling Rd	★★★★★	2,957	GRND	01/07/2016	New	£4.06/fri	Asking
4 Tower Rd	★★★★★	2,452	GRND	26/06/2016	New	£4.89	Asking
5 Ellesmere Ct	★★★★★	495	GRND	01/06/2016	New	£7.88	Asking
6 Harvey Close	★★★★★	2,982	GRND	16/05/2016	New	£3.69	Asking
7 194 Commerce Park Stephenson Rd	★★★★★	1,000	GRND	15/05/2016	New	£7.00/fri	Asking
8 Bentall Business Park Tower Rd	★★★★★	9,919	GRND	15/05/2016	New	-	-
9 Harvey Close	★★★★★	2,965	GRND	09/05/2016	New	£3.71	Asking
10 Elswick Rd	★★★★★	1,450	GRND	01/05/2016	New	£5.27/fri	Effective
11 Tower Rd	★★★★★	5,048	GRND	01/05/2016	New	£4.41/fri	Asking
12 Baird Close	★★★★★	760	GRND	15/04/2016	New	£7.24/fri	Asking
6 Harvey Close	★★★★★	2,982	GRND	15/04/2016	New	£3.69/fri	Asking
13 Phoenix Rd	★★★★★	2,459	GRND	15/04/2016	New	£4.27/fri	Asking
14 Wilden Rd	★★★★★	1,131	GRND	15/04/2016	New	£4.43	Asking
15 Queens Court Carrmere Rd	★★★★★	7,014	GRND	01/04/2016	New	£1.35/fri	Effective
15 Queens Court Carrmere Rd	★★★★★	5,053	GRND	01/04/2016	New	£2.76	Effective
16 Carrmere Rd	★★★★★	1,705	GRND	01/04/2016	New	£6.10	Asking
17 4 Donkin Rd	★★★★★	2,900	GRND	01/04/2016	New	£4.48/fri	Asking
18 Southwick Industrial Estate	★★★★★	549	GRND	01/04/2016	New	£5.40	Asking
19 Stratford Rd	★★★★★	4,401	GRND	01/04/2016	New	£5.07	Asking

Lease Comp Summary

Lease Comps Report







Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
20 Harvey Close	★★★★★	3,022	GRND	22/03/2016	New	£3.02/fri	Effective
21 Hepworth Rd	★★★★★	2,313	GRND	01/03/2016	New	£4.12	Effective
22 North Hylton Rd	★★★★★	5,409	GRND	01/03/2016	New	£3.44/iri	Asking
23 Ash Way	★★★★★	495	GRND	01/03/2016	New	£6.93/iri	Effective
24 Riverside Rd	★★★★★	495	GRND	01/03/2016	New	£7.67/iri	Asking
25 East Way	★★★★★	3,595	GRND	15/02/2016	New	£3.76/fri	Asking
26 Faraday Close	★★★★★	3,137	GRND	15/02/2016	New	£3.83/fri	Asking
27 66 Hutton Close	★★★★★	1,535	GRND	15/02/2016	New	£4.72	Asking
13 Phoenix Rd	★★★★★	2,455	GRND	15/02/2016	New	£4.28/fri	Asking
28 Phoenix Rd	★★★★★	2,475	GRND	15/02/2016	New	£4.24	Asking
14 Wilden Rd	★★★★★	807	GRND	15/02/2016	New	£4.46	Asking
20 13B Harvey Close	★★★★★	2,120	GRND	01/02/2016	New	£4.48/fri	Effective
13 Phoenix Rd	★★★★★	2,473	GRND	16/01/2016	New	£4.25/fri	Asking
29 Stephenson Rd	★★★★★	24,152	GRND	15/01/2016	New	£2.82/fri	Effective
30 Stirling Close	★★★★★	1,650	GRND	15/01/2016	New	£3.94	Asking
10 Elswick Rd	★★★★★	1,450	GRND	03/01/2016	New	£4.81/fri	Effective
31 North Hylton Rd	★★★★★	549	GRND	01/01/2016	New	£5.96/iri	Asking
32 Rutherford Rd	★★★★★	43,013	GRND,M	18/12/2015	New	£3.14/fri	Effective
33 Bridgewater Rd	★★★★★	2,863	GRND	15/12/2015	New	£4.19/fri	Asking
34 Crowther Rd	★★★★★	3,455	GRND,1	15/12/2015	New	£6.15/fri	Effective
31 Southwick Industrial Estate	★★★★★	549	GRND	15/12/2015	New	£5.96/iri	Asking

Lease Comp Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
35 Crowther Industrial Estate Tilley Rd	★ ★ ★ ★ ★	6,961	GRND,1	06/12/2015	New	£3.21/fri	Asking
36 Riverside	★ ★ ★ ★ ★	5,988	GRND,1	05/12/2015	New	£5.00/iri	Asking
37 10 Whitworth Rd	★ ★ ★ ★ ★	3,050	GRND	02/12/2015	New	£2.69/fri	Effective
20 Harvey Close	★ ★ ★ ★ ★	3,977	GRND	01/12/2015	New	£2.86/fri	Effective
35 Crowther Industrial Estate Tilley Rd	★ ★ ★ ★ ★	6,961	GRND,1	28/11/2015	New	£3.21/fri	Asking
38 Addison St	★ ★ ★ ★ ★	6,582	GRND	24/11/2015	New	£3.04/fri	Achieved
12 Baird Close	★ ★ ★ ★ ★	1,057	GRND	15/11/2015	New	£7.10/fri	Asking
39 Cherry Way	★ ★ ★ ★ ★	667	GRND	15/11/2015	New	£6.47/fri	Asking













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	Riverside Rd Sunderland, SR5 3JG <i>Sunderland Submarket</i>	Northern Trust Company Ltd	3,003 New Direct	Jul 2016 3 Years		£1.40/SF	
	Sedling Rd Washington, NE38 9BZ <i>Sunderland Submarket</i>	Crossbale Ltd	2,957 New Direct	Jul 2016		£1.67/SF	
	Sedling Rd Washington, NE38 9BZ <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Ltd Partn...	2,957 New Direct	Jul 2016		£1.72/SF	
	Tower Rd Washington, NE37 2SH <i>Sunderland Submarket</i>	Arch (Commercial Enterprise) Ltd	2,452 New Direct	Jun 2016		£2.21/SF	
	Ellesmere Ct Sunderland, SR2 9UA <i>Sunderland Submarket</i>	Northern Trust Company Ltd	495 New Direct	Jun 2016 3 Years		£3.34/SF	
	Harvey Close Washington, NE38 0AB <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	2,982 New Direct	May 2016 3 Years		£1.82/SF	













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	194 Commerce Park Stephenson Rd Washington, NE37 3HT <i>Sunderland Submarket</i>	In-Site Property Solutions	1,000 New Direct	May 2016			
	Bentall Business Park Tower Rd Washington, NE37 3JD <i>Sunderland Submarket</i>	Industrious Ltd	9,919 New Direct	May 2016		£1.79/SF	
	Harvey Close Washington, NE38 0AB <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Ltd Partn...	2,965 New Direct	May 2016 3 Years		£1.87/SF	
	Elswick Rd Washington, NE37 1PR <i>Sunderland Submarket</i>	Mr Colin Shaftel Neat Properties Ltd	1,450 New Direct	May 2016 3 Years	£5.52/SF £5.27/SF	Spread Over £2.48/SF	
	Tower Rd Washington, NE37 2SH <i>Sunderland Submarket</i>	Arch (Commercial Enterprise) Ltd	5,048 New Direct	May 2016 3 Years		£2.08/SF	
	Baird Close Washington, NE37 3HL <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	760 New Direct	Apr 2016 3 Years		£3.50/SF	













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Harvey Close Washington, NE38 0AB <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	2,982 New Direct	Apr 2016 3 Years		£1.82/SF	
 	Phoenix Rd Washington, NE38 0AD <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	2,459 New Direct	Apr 2016 3 Years		£1.98/SF	
 	Wilden Rd Washington, NE38 8QB <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	1,131 New Direct	Apr 2016 3 Years		£1.85/SF	
 	Queens Court Carrmere Rd Sunderland, SR2 9TW <i>Sunderland Submarket</i>	Home Living (NE) Ltd QC Space Ltd	7,014 New Direct	Apr 2016 3 Years	£1.39/SF £1.35/SF	1 Mo at Start	
 	Queens Court Carrmere Rd Sunderland, SR2 9TW <i>Sunderland Submarket</i>	Mountstead Ltd QC Space Ltd	5,053 New Direct	Apr 2016 3 Years	£2.85/SF £2.76/SF	1 Mo at Start £2.19/SF	
 	Carrmere Rd Sunderland, SR2 9TW <i>Sunderland Submarket</i>	Northern Trust Company Ltd	1,705 New Direct	Apr 2016 3 Years		£2.52/SF	













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Donkin Rd Washington, NE37 1PF <i>Sunderland Submarket</i>	Cable Properties & Investments Ltd	2,900 New Direct	Apr 2016		£1.87/SF	
 	North Hylton Rd Sunderland, SR5 3TX <i>Sunderland Submarket</i>	Northern Trust Company Ltd	549 New Direct	Apr 2016 3 Years		£2.66/SF	
 	Stratford Rd Washington, NE38 8QP <i>Sunderland Submarket</i>	Northern Trust Company Ltd	4,401 New Direct	Apr 2016 3 Years		£1.93/SF	
 	Harvey Close Washington, NE38 0AB <i>Sunderland Submarket</i>	S B Engineering UK Plexline Ltd	3,022 New Direct	Mar 2016 3 Years	£2.78/SF £3.02/SF	£1.84/SF	
 	Hepworth Rd Sunderland, SR5 3JT <i>Sunderland Submarket</i>	UK Gates Direct Ltd Prospect Estates Ltd	2,313 New Direct	Mar 2016 1 Year	£4.12/SF £4.12/SF		
 	North Hylton Rd Sunderland, SR5 3TX <i>Sunderland Submarket</i>	Northern Trust Company Ltd	5,409 New Direct	Mar 2016 3 Years		£1.69/SF	













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Penshaw Way Houghton Le Spring, DH4 6JW <i>Sunderland Submarket</i>	Garden Home Store Northern Trust Company Ltd	495 New Direct	Mar 2016 3 Years	£6.93/SF £6.93/SF	£2.99/SF	
 	Riverside Rd Sunderland, SR5 3JG <i>Sunderland Submarket</i>	Northern Trust Company Ltd	495 New Direct	Mar 2016 3 Years		£2.89/SF	
 	East Way Sunderland, SR4 6AD <i>Sunderland Submarket</i>	Hansteen Holdings plc	3,595 New Direct	Feb 2016 3 Years		£1.95/SF	
 	Faraday Close Washington, NE38 8QA <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	3,137 New Direct	Feb 2016 3 Years		£1.77/SF	
 	Hutton Close Washington, NE38 0AH <i>Sunderland Submarket</i>	Gutter Clear UK Ashtenne Industrial Fund Limited ...	1,535 New Direct	Feb 2016 3 Years		£2.45/SF	
 	Phoenix Rd Washington, NE38 0AD <i>Sunderland Submarket</i>	Rhino Blue Weddings Ashtenne Industrial Fund Limited ...	2,455 New Direct	Feb 2016 3 Years		£1.95/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Phoenix Rd Washington, NE38 0AD <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	2,475 New Direct	Feb 2016 3 Years		£1.97/SF	
 	Wilden Rd Washington, NE38 8QB <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	807 New Direct	Feb 2016 3 Years		£1.92/SF	
 	Harvey Close Washington, NE38 0AB <i>Sunderland Submarket</i>	Bull Products Ltd Plexline Ltd	2,120 New Direct	Feb 2016 3 Years	£4.48/SF £4.48/SF	£2.23/SF	
 	Phoenix Rd Washington, NE38 0AD <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	2,473 New Direct	Feb 2016 3 Years		£2.04/SF	
 	Stephenson Rd Washington, NE37 3HR <i>Sunderland Submarket</i>	T.K.T. Cosy Foam Ltd Ashtenne Industrial Fund Limited ...	24,152 New Direct	Jan 2016 3 Years	£2.82/SF £2.82/SF	£1.39/SF	
 	Stirling Close Washington, NE38 8QD <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	1,650 New Direct	Jan 2016 3 Years		£1.60/SF	



Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Elswick Rd Washington, NE37 1PR <i>Sunderland Submarket</i>	Mr David Rae Neat Properties Ltd	1,450 New Direct	Jan 2016 3 Years	£4.48/SF £4.81/SF	0 Mos £2.48/SF	Jul 2017
 	North Hylton Rd Sunderland, SR5 3TX <i>Sunderland Submarket</i>	Northern Trust Company Ltd	549 New Direct	Jan 2016 3 Years		£2.68/SF	
 	3 Rutherford Rd Washington, NE37 3HX <i>Sunderland Submarket</i>	Tor Coatings Ltd The Shlomo Memorial Fund Ltd	43,013 New Direct	Mar 2016 5 Years	£3.14/SF £3.14/SF	£1.42/SF	Mar 2018...
 	Bridgewater Rd Washington, NE37 2SG <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	2,863 New Direct	Dec 2015 3 Years			
 	Crowther Rd Washington, NE38 0AQ <i>Sunderland Submarket</i>	Costain Ltd Hepburn Properties Ltd	3,455 New Direct	Dec 2015 10 Years	£6.15/SF £6.15/SF	£2.10/SF	Dec 2019
 	North Hylton Rd Sunderland, SR5 3TX <i>Sunderland Submarket</i>	Northern Trust Company Ltd	549 New Direct	Dec 2015 3 Years		£2.68/SF	











Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Crowther Industrial Estate Tilley Rd Washington, NE38 0AE <i>Sunderland Submarket</i>	Go Plant Ltd Aberdeen Asset Management plc	6,961 New Direct	Feb 2016		£3.07/SF	
 	Riverside Rd Sunderland, SR5 2TX <i>Sunderland Submarket</i>	Ashford Orthodontics North East Property Partnership Ltd	5,988 New Direct	Feb 2016		£1.77/SF	
 	Whitworth Rd Washington, NE37 1PP <i>Sunderland Submarket</i>	Techmarx IO Asset Management LLP	3,050 New Direct	Dec 2015 3 Years	£3.28/SF £2.69/SF	3 Mos at Start £1.82/SF	Jun 2017
 	Harvey Close Washington, NE38 0AB <i>Sunderland Submarket</i>	Plexline Ltd	3,977 New Direct	Dec 2015 5 Years	£2.77/SF £2.86/SF	Spread Over	Nov 2017
 	Crowther Industrial Estate Tilley Rd Washington, NE38 0AE <i>Sunderland Submarket</i>	Welding Engineers (Mersey) Ltd Aberdeen Asset Management plc	6,961 New Direct	Jan 2016			
 	Addison St Sunderland, SR2 8BL <i>Sunderland Submarket</i>	Brandon Hire Barnsdale Properties Ltd	6,582 New Direct	Nov 2015 15 Years	£3.04/SF		

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Baird Close Washington, NE37 3HL <i>Sunderland Submarket</i>	Status Security Systems Ltd Ashtenne Industrial Fund Limited ...	1,057 New Direct	Nov 2015 3 Years		£3.69/SF	
 	Cherry Way Houghton Le Spring, DH4 5RJ <i>Sunderland Submarket</i>	Northern Trust Company Ltd	667 New Direct	Nov 2015 3 Years		£2.29/SF	
 	Stirling Close Washington, NE38 8QD <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	1,989 New Direct	Nov 2015 3 Years		£1.71/SF	
 	Tower Rd Washington, NE37 2SH <i>Sunderland Submarket</i>	Arch (Commercial Enterprise) Ltd	3,090 New Direct	Nov 2015 3 Years		£1.99/SF	
 	Carrmere Rd Sunderland, SR2 9TW <i>Sunderland Submarket</i>	Northern Trust Company Ltd	2,470 New Direct	Oct 2015 3 Years		£2.15/SF	
 	Ellesmere Ct Sunderland, SR2 9UA <i>Sunderland Submarket</i>	Northern Trust Company Ltd	753 New Direct	Oct 2015		£2.06/SF	








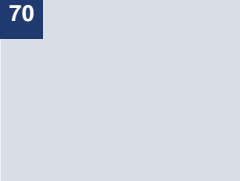




Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	North Hylton Rd Sunderland, SR5 3TX <i>Sunderland Submarket</i>	Northern Trust Company Ltd	549 New Direct	Nov 2015 3 Years		£2.68/SF	
 	Penshaw Way Houghton Le Spring, DH4 6JW <i>Sunderland Submarket</i>	County Durham Building & Joinery... Northern Trust Company Ltd	495 New Direct	Oct 2015 3 Years		£2.99/SF	
 	Spire Rd Washington, NE37 3ES <i>Sunderland Submarket</i>	Northern Trust Company Ltd	1,470 New Direct	Oct 2015 3 Years		£2.92/SF	
 	20C-20D Pearsons Industrial Estate Houghton Le Spring, DH5 0BG <i>Sunderland Submarket</i>	Beautiful Homes Olnato Ltd	31,675 New Direct	Mar 2016			
 	11 Riverside Rd Sunderland, SR5 3JG <i>Sunderland Submarket</i>	SR2 Fitness Ltd	5,863 New Direct	Oct 2015 5 Years			
 	The Parade Sunderland, SR2 8NT <i>Sunderland Submarket</i>		3,996 New Direct	Oct 2015 3 Years		£1.23/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Glover Rd Washington, NE37 3JD <i>Sunderland Submarket</i>	Hillarys Blinds Ltd Max Industrial LP	59,647 New Direct	Sep 2015 20 Years			Sep 2025... Sep 2020...
 	Hutton Close Washington, NE38 0AH <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	3,155 New Direct	Sep 2015 3 Years		£1.84/SF	
 	Spire Rd Washington, NE37 3HB <i>Sunderland Submarket</i>	Chameleon Vocational Training Ltd Network Space Ltd	2,366 New Direct	Sep 2015			
	7A-7D Carrmere Rd Sunderland, SR2 9TW <i>Sunderland Submarket</i>	Eurocell Building Plastics Ltd Northern Trust Company Ltd	3,488 New Direct	Sep 2015 5 Years		£1.91/SF	
 	Spire Rd Washington, NE37 3ES <i>Sunderland Submarket</i>	Dyson Energy Services Ltd Northern Trust Company Ltd	4,994 New Direct	Oct 2015		£2.17/SF	
 	Tilley Rd Washington, NE38 0AB <i>Sunderland Submarket</i>	Kenmore Group Ltd	12,020 New Direct	Dec 2015 8 Years	£3.00/SF £3.00/SF	£1.49/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Elswick Rd Washington, NE37 1LH <i>Sunderland Submarket</i>	Washington Air Rifle Range Neat Properties Ltd	2,950 New Direct	Aug 2015 5 Years	£4.66/SF £4.42/SF	Spread Over £1.68/SF	Aug 2017
 	Spire Rd Washington, NE37 3ES <i>Sunderland Submarket</i>	Northern Trust Company Ltd	550 New Direct	Aug 2015		£3.07/SF	
 	Bridgewater Rd Washington, NE37 2SG <i>Sunderland Submarket</i>	4Louis Ashtenne Industrial Fund Limited ...	2,843 New Direct	Jul 2015 3 Years		£1.66/SF	
 	7A-7D Carrmere Rd Sunderland, SR2 9TW <i>Sunderland Submarket</i>	Westerhope Tile Centre Northern Trust Company Ltd	3,417 New Direct	Jul 2015		£1.85/SF	
 	East Way Sunderland, SR4 6AD <i>Sunderland Submarket</i>	Hansteen Holdings plc	3,260 New Direct	Jul 2015 3 Years			
 	Ellesmere Ct Sunderland, SR2 9UA <i>Sunderland Submarket</i>	Northern Trust Company Ltd	495 New Direct	Jul 2015		£3.07/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Ellesmere Ct Sunderland, SR2 9UA <i>Sunderland Submarket</i>	Northern Trust Company Ltd	1,001 New Direct	Jul 2015		£2.78/SF	
 	Ellesmere Ct Sunderland, SR2 9UA <i>Sunderland Submarket</i>	Northern Trust Company Ltd	1,001 New Direct	Jul 2015		£2.78/SF	
 	Elswick Rd Washington, NE37 1PR <i>Sunderland Submarket</i>	Mr D M Ali Neat Properties Ltd	1,451 New Direct	Jul 2015 5 Years	£5.51/SF £5.22/SF	Spread Over £2.51/SF	Jan 2017...
 	North Hylton Rd Sunderland, SR5 3TX <i>Sunderland Submarket</i>	D & S Sloanes Northern Trust Company Ltd	549 New Direct	Jul 2015		£2.66/SF	
 	Penshaw Way Houghton Le Spring, DH4 6JN <i>Sunderland Submarket</i>	Cliff Taxits Northern Trust Company Ltd	1,292 New Direct	Jul 2015		£2.59/SF	
 	Phoenix Rd Washington, NE38 0AD <i>Sunderland Submarket</i>	First Industrial Tyres Ltd Ashtenne Industrial Fund Limited ...	2,450 New Direct	Jul 2015 3 Years		£1.97/SF	













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Phoenix Rd Washington, NE38 0AD <i>Sunderland Submarket</i>	Zig Zags Ashtenne Industrial Fund Limited ...	2,461 New Direct	Jul 2015 3 Years		£1.96/SF	
 	Phoenix Rd Washington, NE38 0AD <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	2,475 New Direct	Jul 2015 3 Years		£1.88/SF	
 	Riverside Rd Sunderland, SR5 3JG <i>Sunderland Submarket</i>	Towncentre Gas Northern Trust Company Ltd	495 New Direct	Jul 2015 3 Years		£2.62/SF	
 	Stirling Close Washington, NE38 8QD <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	1,487 New Direct	Jul 2015 3 Years		£1.71/SF	
 	Stirling Close Washington, NE38 8QD <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	1,537 New Direct	Jul 2015 3 Years		£1.57/SF	
 	Wilden Rd Washington, NE38 8QB <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	807 New Direct	Jul 2015 3 Years			






Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	Industrial Premises Spire Rd Washington, NE37 3ES <i>Sunderland Submarket</i>	Mitsui & Co	8,325 New Direct	Sep 2015		£2.53/SF	
	Sedling Rd Washington, NE38 9BZ <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Ltd Partn...	2,957 New Direct	Aug 2015		£1.63/SF	
	Spire Rd Washington, NE37 3ES <i>Sunderland Submarket</i>	Impact Pyrotechnics Ltd	5,504 New Direct	Jul 2015 10 Years	£5.00/SF £4.30/SF	Spread Over £1.75/SF	Jun 2020
	Whitworth Rd Washington, NE37 1PP <i>Sunderland Submarket</i>	Windsor Engineering (Hull) Ltd IO Asset Management LLP	3,150 New Direct	Jun 2015 3 Years 3 Months	£4.00/SF £4.00/SF		Sep 2017
	Riverside Rd Sunderland, SR5 3JG <i>Sunderland Submarket</i>	Flame Heating Spares Ltd Northern Trust Company Ltd	1,453 New Direct	May 2015		£2.12/SF	
	Whitworth Rd Washington, NE37 1PP <i>Sunderland Submarket</i>	Pro Hydro Ltd IO Asset Management LLP	3,050 New Direct	May 2015 3 Years	£3.77/SF £3.09/SF	Spread Over £1.82/SF	Nov 2016

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Sedling Rd Washington, NE38 9BZ <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Ltd Partn...	2,957 New Direct	Jun 2015		£1.63/SF	
 	Teal Farm Way Washington, NE38 8BG <i>Sunderland Submarket</i>	Thor Carparts and Accessories Ltd Hellens Group Ltd	11,000 New Direct	Aug 2015 5 Years	£4.50/SF £4.16/SF	Spread Over	Jul 2015
 	Ferryboat Ln Sunderland, SR5 3RX <i>Sunderland Submarket</i>	Vernon Holdings Ltd	30,188 New Direct	May 2015		£1.76/SF	
 	North Hylton Rd Sunderland, SR5 3TX <i>Sunderland Submarket</i>	City Building Services (NE) Ltd Northern Trust Company Ltd	549 New Direct	May 2015		£2.62/SF	
 	Phoenix Rd Washington, NE38 0AD <i>Sunderland Submarket</i>	Mia Interiors Ashtenne Industrial Fund Limited ...	2,450 New Direct	May 2015 3 Years		£1.97/SF	
 	Phoenix Rd Washington, NE38 0AD <i>Sunderland Submarket</i>	Dragonville Cars Ltd Ashtenne Industrial Fund Limited ...	2,475 New Direct	May 2015 3 Years		£1.89/SF	

Lease Comparables

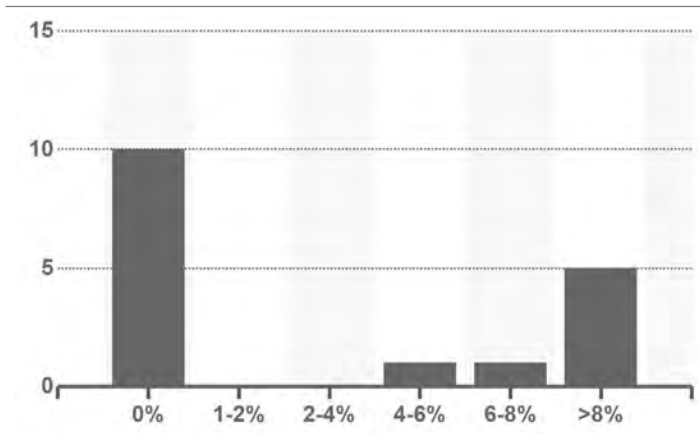
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Riverside Rd Sunderland, SR5 3JG <i>Sunderland Submarket</i>	Northern Trust Company Ltd	1,453 New Direct	May 2015			
 	Sedling Rd Washington, NE38 9BZ <i>Sunderland Submarket</i>	Washington Waterjet Ltd Fairgrieve Composites Ltd	15,394 Renewal Direct	May 2015 10 Years	£2.27/SF £2.27/SF		Apr 2020
 	Wilden Rd Washington, NE38 8QB <i>Sunderland Submarket</i>	Ashtenne Industrial Fund Limited ...	2,052 New Direct	May 2015 3 Years		£1.63/SF	

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£3.83	£3.27	£3.20	4.1

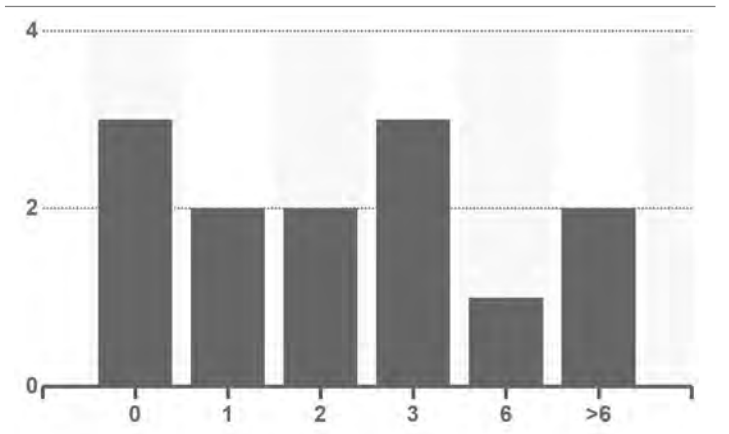
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT














DEALS BY RENT FREE MONTHS















Quick Stats Report







Comps Statistics					
	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£600,000	£625,000	£625,000	£650,000	2
Sold Transactions	£41,950	£830,681	£450,000	£4,475,000	34
NIA					
For Sale & UC/Pending	30,650 SF	35,456 SF	35,456 SF	40,262 SF	2
Sold Transactions	559 SF	25,586 SF	11,773 SF	215,807 SF	97
Price per SF					
For Sale & UC/Pending	£14.90	£17.63	£18.05	£21.21	2
Sold Transactions	£2.32	£21.38	£23.39	£86.94	34
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	6.97%	8.86%	8.75%	10.58%	7
Days on Market					
For Sale & UC/Pending	298	376	376	455	2
Sold Transactions	19	729	273	2,975	55
Sale Price to Asking Price Ratio					
Sold Transactions	28.00%	79.32%	81.82%	100.00%	20
Totals					
For Sale & UC/Pending	Asking Price Total:	£1,250,000	Total For Sale Transactions:		2
Sold Transactions	Total Sales Volume:	£28,243,157	Total Sales Transactions:		97
	Total Included in Analysis:	£29,493,157	Total Included in Analysis:		99
Survey Criteria					
<p>basic criteria: Type of Property - Industrial; Sale Date - from 01/01/2010; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes</p> <p>geography criteria: Submarket - Sunderland (Newcastle upon Tyne)</p> <p>additional criteria: - * This result set has been amended with criteria to add and/or remove records.</p>					







1	Portfolio	PENDING
2 Industrial buildings in Sunderland, TWR, having total size of 40,262 SF.		
Asking Price: £600,000 Price/SF: £14.90 Days on Market: 298 Sale Status: Pending Net Initial Yield: -	Sale Type: Owner/User # Properties: 2 Total Size: 40,262 SF Total Land Area: 0 AC Sale Conditions: -	
2	UNITS 1-7 - Industrial Unit, Unit 3 - Addison St (Part of Multi-Unit)	SOLD
Sunderland, SR2 8BL		
Sale Date: 22/03/2016 (19 days on mkt) Sale Price: - Price/SF: -	Tyne And Wear County Unit Type: 3,120 SF Industrial Unit Year Built/Age: Built 1984 Age: 31 NIA: 3,120 SF	
Reversionary Yield: - Net Initial Yield: - Comp ID: 3687167 Research Status: In Progress Sale Conditions: -		
3	UNITS 1-7 - Industrial Unit, Unit 4 - Addison St (Part of Multi-Unit)	SOLD
Sunderland, SR2 8BL		
Sale Date: 22/03/2016 (19 days on mkt) Sale Price: - Price/SF: -	Tyne And Wear County Unit Type: 3,120 SF Industrial Unit Year Built/Age: Built 1984 Age: 31 NIA: 3,120 SF	
Reversionary Yield: - Net Initial Yield: - Comp ID: 3687167 Research Status: In Progress Sale Conditions: -		
4	UNITS 1-7 - Industrial Unit, Unit 5-6 - Addison St (Part of Multi-Unit)	SOLD
Sunderland, SR2 8BL		
Sale Date: 22/03/2016 (19 days on mkt) Sale Price: - Price/SF: -	Tyne And Wear County Unit Type: 6,582 SF Industrial Unit Year Built/Age: Built 1984 Age: 31 NIA: 6,582 SF	
Reversionary Yield: - Net Initial Yield: - Comp ID: 3687167 Research Status: In Progress Sale Conditions: -		
5	UNITS 1-7 - Industrial Unit, Unit 7 - Addison St (Part of Multi-Unit)	SOLD
Sunderland, SR2 8BL		
Sale Date: 22/03/2016 (19 days on mkt) Sale Price: - Price/SF: -	Tyne And Wear County Unit Type: 3,447 SF Industrial Unit Year Built/Age: Built 1984 Age: 31 NIA: 3,447 SF	
Reversionary Yield: - Net Initial Yield: - Comp ID: 3687167 Research Status: In Progress Sale Conditions: -		
6	Workshop/Development Opportunity - Back Harlow St	SOLD
Sunderland, SR4 7AR		
Sale Date: 01/03/2016 (43 days on mkt) Sale Price: - Price/SF: -	Tyne And Wear County Bldg Type: IndustrialService Year Built/Age: Built 1920 Age: 96 NIA: 1,867 SF	
Reversionary Yield: - Net Initial Yield: - Comp ID: 3552716 Research Status: Research Complete Sale Conditions: -		







7	Garage - Back Joannah St	SOLD
Sunderland, SR5 1NF	Tyne And Wear County	
Sale Date: 04/10/2010	Bldg Type: IndustrialWarehouse	
Sale Price: £41,950 - Confirmed	Year Built/Age: Built 1990 Age: 20	
Price/SF: £75.04	NIA: 559 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2412374	Sale Conditions: -	
Research Status: Confirmed		
8	Vigo2 - Birtley Rd	SOLD
Washington, NE38 9DA	Tyne And Wear County	
Sale Date: 02/05/2011	Bldg Type: IndustrialManufacturing	
Sale Price: £3,950,000 - Confirmed	Year Built/Age: Built 2005 Age: 5	
Price/SF: £30.17	NIA: 130,919 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2418330	Sale Conditions: -	
Research Status: Confirmed		
9	Hertburn Industrial Estate - 17-18 Brindley Rd	SOLD
Washington, NE37 2SF	Tyne And Wear County	
Sale Date: 30/08/2013	Bldg Type: IndustrialWarehouse	
Sale Price: £440,000 - Confirmed	Year Built/Age: Built 1990 Age: 23	
Price/SF: £21.88	NIA: 20,112 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2881506	Sale Conditions: -	
Research Status: Confirmed		
10	Hertburn Industrial Estate - 20-22 Brindley Rd	PENDING
Washington, NE37 2SF	Tyne And Wear County	
Asking Price: £650,000	Sale Type: Owner/User	
Price/SF: £21.21	Bldg Type: IndustrialWarehouse	
Days on Market: 455	Bldg Status: Built 1973	
Sale Status: Pending	NIA: 30,650 SF	
Net Initial Yield: -		
	Sale Conditions: -	
11	Doxford International Technology Pk - Camberwell Way	SOLD
Sunderland, SR3 3XN	Tyne And Wear County	
Sale Date: 15/07/2015	Bldg Type: IndustrialManufacturing	
Sale Price: £4,475,000 - Confirmed	Year Built/Age: Built 1999 Age: 16	
Price/SF: £30.44	NIA: 146,988 SF	
Reversionary Yield: -		
Net Initial Yield: 8.45%		
Comp ID: 3429071	Sale Conditions: -	
Research Status: Confirmed		
12	21A-21B - Dubmire Industrial Estate - Cherry Way (Part of Portfolio)	SOLD
Houghton Le Spring, DH4 5RJ	Tyne And Wear County	
Sale Date: 22/06/2015 (122 days on mkt)	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1994 Age: 21	
Price/SF: -	NIA: 7,719 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3330384	Sale Conditions: Bulk/Portfolio Sale, Distress Sale	
Research Status: Research Complete		







13	Dubmire Industrial Estate - 22A-22B Cherry Way (Part of Portfolio)	SOLD
<p>Houghton Le Spring, DH4 5RJ Tyne And Wear County</p> <p>Sale Date: 22/06/2015 (122 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1997 Age: 17 Price/SF: - NIA: 13,681 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3330384 Sale Conditions: Bulk/Portfolio Sale, Distress Sale Research Status: Research Complete</p> 		
14	Dubmire Industrial Estate - 23A-23D Cherry Way (Part of Portfolio)	SOLD
<p>Houghton Le Spring, DH4 5RJ Tyne And Wear County</p> <p>Sale Date: 22/06/2015 (122 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1996 Age: 18 Price/SF: - NIA: 8,992 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3330384 Sale Conditions: Bulk/Portfolio Sale, Distress Sale Research Status: Research Complete</p> 		
15	Units 1-5 - 1 Church St E	SOLD
<p>Sunderland, SR1 2BB Tyne And Wear County</p> <p>Sale Date: 03/01/2012 Bldg Type: IndustrialWarehouse Sale Price: £87,000 - Confirmed Year Built/Age: Built 1976 Age: 35 Price/SF: £5.19 NIA: 16,748 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2445679 Sale Conditions: - Research Status: Confirmed</p> 		
16	Unit Bt94/2 - Leechmere Industrial Estate - Claymere Rd	SOLD
<p>Sunderland, SR2 9TQ Tyne And Wear County</p> <p>Sale Date: 01/04/2016 Bldg Type: IndustrialWarehouse Sale Price: £335,000 - Confirmed Year Built/Age: Built 1990 Age: 25 Price/SF: £21.36 NIA: 15,683 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3574165 Sale Conditions: - Research Status: Confirmed</p> 		
17	Unit E - Enterprise Park West - Colima Ave	SOLD
<p>Sunderland, SR5 3XB Tyne And Wear County</p> <p>Sale Date: 29/03/2016 Bldg Type: IndustrialWarehouse Sale Price: £715,000 - Confirmed Year Built/Age: Built 1995 Age: 21 Price/SF: £48.52 NIA: 14,736 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3559400 Sale Conditions: - Research Status: Confirmed</p> 		
18	Chemviron Unit - Commerce Way	SOLD
<p>Houghton Le Spring, DH4 5PP Tyne And Wear County</p> <p>Sale Date: 01/06/2015 Bldg Type: IndustrialWarehouse Sale Price: £1,193,000 - Confirmed Year Built/Age: Built 2000 Age: 15 Price/SF: £47.45 NIA: 25,143 SF</p> <p>Reversionary Yield: - Net Initial Yield: 8.75% Comp ID: 3341947 Sale Conditions: - Research Status: Confirmed</p> 		







19	Warehouse/Offices - Commercial Rd	SOLD
<p>Sunderland, SR2 8QS Tyne And Wear County</p> <p>Sale Date: 01/05/2015 (969 days on mkt) Bldg Type: IndustrialManufacturing Sale Price: £500,000 - Confirmed Year Built/Age: Built 1960 Age: 55 Price/SF: £2.32 NIA: 215,807 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3340414 Sale Conditions: - Research Status: Confirmed</p> 		
20	Robinson Terrace - Commercial Rd	SOLD
<p>Sunderland, SR2 8QR Tyne And Wear County</p> <p>Sale Date: 17/05/2014 (571 days on mkt) Bldg Type: IndustrialManufacturing Sale Price: - Year Built/Age: Built 1960 Age: 54 Price/SF: - NIA: 124,799 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3118838 Sale Conditions: - Research Status: Research Complete</p> 		
21	2 Crowther Rd	SOLD
<p>Washington, NE38 0AQ Tyne And Wear County</p> <p>Sale Date: 01/04/2014 (411 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1980 Age: 34 Price/SF: - NIA: 90,130 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3092901 Sale Conditions: - Research Status: Unconfirmed</p> 		
22	Unit 3 - Armstrong Industrial Estate - Elswick Rd	SOLD
<p>Washington, NE37 1LH Tyne And Wear County</p> <p>Sale Date: 01/10/2010 Bldg Type: IndustrialWarehouse Sale Price: £700,000 - Confirmed Year Built/Age: Built 1965 Age: 45 Price/SF: £18.80 NIA: 37,233 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2362400 Sale Conditions: - Research Status: Confirmed</p> 		
23	Units 15-20 - Pattinson Industrial Estate North - 15 Faraday Clos	SOLD
<p>Washington, NE38 8QA Tyne And Wear County</p> <p>Sale Date: 03/01/2012 Bldg Type: IndustrialWarehouse Sale Price: £187,200 - Confirmed Year Built/Age: Built 1984 Age: 27 Price/SF: £6.77 NIA: 27,670 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2344558 Sale Conditions: - Research Status: Confirmed</p> 		
24	Unit 2A - Sunrise Enterprise Park - Ferryboat Ln	SOLD
<p>Sunderland, SR5 3RX Tyne And Wear County</p> <p>Sale Date: 23/12/2013 (2,856 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £460,000 - Confirmed Year Built/Age: Built 1983 Age: 30 Price/SF: £10.93 NIA: 42,073 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2946087 Sale Conditions: - Research Status: Confirmed</p> 		







25	Units 5-6 - Industrial Unit, Unit 5 - Ferryboat Ln (Part of Multi-Unit)	SOLD
<p>Sunderland, SR5 3RX Tyne And Wear County</p> <p>Sale Date: 13/07/2012 Unit Type: 11,229 SF Industrial Unit Sale Price: - Year Built/Age: Built 2000 Age: 12 Price/SF: - NIA: 11,229 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2582136 Sale Conditions: - Research Status: Research Complete</p>		
		
26	Units 5-6 - Industrial Unit, Unit 5 - Ferryboat Ln (Part of Multi-Unit)	SOLD
<p>Sunderland, SR5 3RX Tyne And Wear County</p> <p>Sale Date: 13/07/2012 Unit Type: 1,516 SF Industrial Unit Sale Price: - Year Built/Age: Built 2000 Age: 12 Price/SF: - NIA: 1,516 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2582136 Sale Conditions: - Research Status: Research Complete</p>		
		
27	10 - Harvey Clos	SOLD
<p>Washington, NE38 0AB Tyne And Wear County</p> <p>Sale Date: 01/07/2010 Bldg Type: IndustrialWarehouse Sale Price: £125,000 - Confirmed Year Built/Age: Built 1985 Age: 24 Price/SF: £20.74 NIA: 6,028 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2389123 Sale Conditions: - Research Status: Confirmed</p>		
		
28	Units 25-31 - Crowther Industrial Estate - Harvey Clos	SOLD
<p>Washington, NE38 0AB Tyne And Wear County</p> <p>Sale Date: 15/02/2010 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1978 Age: 31 Price/SF: - NIA: 20,936 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2338843 Sale Conditions: - Research Status: Confirmed</p>		
		
29	Furniture 2 Go Direct - Hendon Rd	SOLD
<p>Sunderland, SR1 2JD Tyne And Wear County</p> <p>Sale Date: 12/05/2015 (816 days on mkt) Bldg Type: Industrial Sale Price: £200,000 - Confirmed Year Built/Age: Built 1970 Age: 45 Price/SF: £17.54 NIA: 11,403 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3302254 Sale Conditions: - Research Status: Confirmed</p>		
		
30	Units 13-25 - Industrial Unit, Unit 22 - Hepworth Rd	SOLD
<p>Sunderland, SR5 3JT Tyne And Wear County</p> <p>Sale Date: 01/12/2015 (1,889 days on mkt) Unit Type: 2,314 SF Industrial Unit Sale Price: £90,000 - Approximate Year Built/Age: Built 2007 Age: 8 Price/SF: £38.89 NIA: 2,314 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3586625 Sale Conditions: - Research Status: Approximate</p>		
		







31	Units 13-25 - Industrial Unit, Unit 19 - Hepworth Rd	SOLD
<p>Sunderland, SR5 3JT Tyne And Wear County</p> <p>Sale Date: 01/05/2014 (2,005 days on mkt) Unit Type: 2,313 SF Industrial Unit Sale Price: £90,000 - Confirmed Year Built/Age: Built 2007 Age: 7 Price/SF: £38.91 NIA: 2,313 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3586627 Sale Conditions: - Research Status: Confirmed</p> 		
32	Unit 26 - North Hylton Enterprise Park - Hepworth Rd (Part of Portfolio)	SOLD
<p>Sunderland, SR5 3JT Tyne And Wear County</p> <p>Sale Date: 18/01/2016 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 2007 Age: 9 Price/SF: - NIA: 13,377 SF</p> <p>Reversionary Yield: - Net Initial Yield: 6.10% Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale Research Status: In Progress</p> 		
33	Units 1-5 - North Hylton Enterprise Park - Hepworth Rd (Part of Portfolio)	SOLD
<p>Sunderland, SR5 3JT Tyne And Wear County</p> <p>Sale Date: 18/01/2016 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 2007 Age: 9 Price/SF: - NIA: 11,472 SF</p> <p>Reversionary Yield: - Net Initial Yield: 6.10% Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale Research Status: In Progress</p> 		
34	Units 55-64 - Crowther Industrial Estate - Hutton Clos	SOLD
<p>Washington, NE38 0AH Tyne And Wear County</p> <p>Sale Date: 01/11/2011 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1973 Age: 38 Price/SF: - NIA: 29,970 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2426387 Sale Conditions: - Research Status: Confirmed</p> 		
35	Industrial Unit, Unit 43 - 37-44 Hutton Clos	SOLD
<p>Washington, NE38 0AH Tyne And Wear County</p> <p>Sale Date: 09/04/2014 (1,062 days on mkt) Unit Type: 3,116 SF Industrial Unit Sale Price: £95,000 - Confirmed Year Built/Age: Built 1983 Age: 30 Price/SF: £30.49 NIA: 3,116 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2998570 Sale Conditions: - Research Status: Confirmed</p> 		
36	UNIT 2 - Pennywell Industrial Estate - Hylton Rd	SOLD
<p>Sunderland, SR4 9EN Tyne And Wear County</p> <p>Sale Date: 01/03/2010 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 2008 Age: 1 Price/SF: - NIA: 3,565 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2371487 Sale Conditions: - Research Status: Confirmed</p> 		







37	Echo House - Hylton Rd	SOLD
Sunderland, SR4 9ER	Tyne And Wear County	
Sale Date: 15/08/2015 (681 days on mkt)	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1990 Age: 25	
Price/SF: -	NIA: 89,963 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3391311	Sale Conditions: -	
Research Status: Research Complete		
38	Washington MOT Centre - Industrial Rd	SOLD
Washington, NE37 2SA	Tyne And Wear County	
Sale Date: 01/10/2014	Bldg Type: IndustrialWarehouse	
Sale Price: £650,000 - Confirmed	Year Built/Age: Built 1980 Age: 34	
Price/SF: £40.14	NIA: 16,193 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3132282	Sale Conditions: -	
Research Status: Confirmed		
39	Washington MOT Centre, Unit Ainscough Crane Hire - Industrial Rd	SOLD
Washington, NE37 2SA	Tyne And Wear County	
Sale Date: 01/10/2015	Unit Type: 5,711 SF Industrial Unit	
Sale Price: £496,500 - Confirmed	Year Built/Age: Built 1980 Age: 35	
Price/SF: £86.94	NIA: 5,711 SF	
Reversionary Yield: -		
Net Initial Yield: 6.97%		
Comp ID: 3505607	Sale Conditions: -	
Research Status: Confirmed		
40	Units 1-12 - Inkerman St (Part of Portfolio)	SOLD
Sunderland, SR5 2BN	Tyne And Wear County	
Sale Date: 07/02/2013	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1987 Age: 25	
Price/SF: -	NIA: 26,922 SF	
Reversionary Yield: -		
Net Initial Yield: 8.70%		
Comp ID: 2676739	Sale Conditions: Bulk/Portfolio Sale	
Research Status:		
41	Units 1-12 - Inkerman St (Part of Portfolio)	SOLD
Sunderland, SR5 2BN	Tyne And Wear County	
Sale Date: 18/01/2016	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1987 Age: 28	
Price/SF: -	NIA: 26,922 SF	
Reversionary Yield: -		
Net Initial Yield: 6.10%		
Comp ID: 3526351	Sale Conditions: Bulk/Portfolio Sale	
Research Status: In Progress		
42	Halfords - Inkerman St (Part of Portfolio)	SOLD
Sunderland, SR5 2BN	Tyne And Wear County	
Sale Date: 18/01/2016	Bldg Type: IndustrialService	
Sale Price: -	Year Built/Age: Built 1990 Age: 26	
Price/SF: -	NIA: 6,656 SF	
Reversionary Yield: -		
Net Initial Yield: 6.10%		
Comp ID: 3526351	Sale Conditions: Bulk/Portfolio Sale	
Research Status: In Progress		







43	20 Inkerman St (Part of Portfolio)	SOLD
Sunderland, SR5 2BN	Tyne And Wear County	
Sale Date: 18/01/2016	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1995 Age: 21	
Price/SF: -	NIA: 3,030 SF	
Reversionary Yield: -		
Net Initial Yield: 6.10%		
Comp ID: 3526351	Sale Conditions: Bulk/Portfolio Sale	
Research Status: In Progress		
44	Units 1-5 - Industrial Unit, Unit 1 - 1 Lee Clos	SOLD
Washington, NE38 8QF	Tyne And Wear County	
Sale Date: 31/01/2014 (437 days on mkt)	Unit Type: 4,275 SF Industrial Unit	
Sale Price: £100,000	Year Built/Age: Built 1976 Age: 37	
Price/SF: £23.39	NIA: 4,275 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2946698	Sale Conditions: -	
Research Status: Research Complete		
45	New City House - Market Place Industrial E	SOLD
Houghton Le Spring, DH5 8AW	Tyne And Wear County	
Sale Date: 12/07/2012 (311 days on mkt)	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 2008 Age: 3	
Price/SF: -	NIA: 10,308 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2508298	Sale Conditions: -	
Research Status: Research Complete		
46	Hogg Engineering Premises - Market Place Industrial E	SOLD
Houghton Le Spring, DH5 8AW	Tyne And Wear County	
Sale Date: 02/04/2012 (273 days on mkt)	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1987 Age: 24	
Price/SF: -	NIA: 4,876 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2516841	Sale Conditions: -	
Research Status: Research Complete		
47	Workshop/yard - Mill Ter	SOLD
Houghton Le Spring, DH4 4QZ	Tyne And Wear County	
Sale Date: 12/07/2012 (933 days on mkt)	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1971 Age: 40	
Price/SF: -	NIA: 3,260 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2508295	Sale Conditions: -	
Research Status: Research Complete		
48	Building 1 - Monument Park	SOLD
Washington, NE38 8QU	Tyne And Wear County	
Sale Date: 01/01/2014 (86 days on mkt)	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1995 Age: 19	
Price/SF: -	NIA: 60,234 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3204927	Sale Conditions: -	
Research Status: Research Complete		







49	53 Nile St	SOLD
<p>Sunderland, SR1 1EY Tyne And Wear County</p> <p>Sale Date: 01/09/2014 (2,272 days on mkt) Bldg Type: Industrial Warehouse Sale Price: - Year Built/Age: Built 1967 Age: 47 Price/SF: - NIA: 4,468 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3275956 Sale Conditions: - Research Status: Research Complete</p>		
		
50	Warehouse - North Hylton Rd	SOLD
<p>Sunderland, SR5 3TX Tyne And Wear County</p> <p>Sale Date: 01/01/2014 Bldg Type: Industrial Warehouse Sale Price: £500,000 - Confirmed Year Built/Age: Built 1970 Age: 44 Price/SF: £5.91 NIA: 84,575 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3051097 Sale Conditions: - Research Status: Confirmed</p>		
		
51	9-10 Parsons Rd	SOLD
<p>Washington, NE37 1HB Tyne And Wear County</p> <p>Sale Date: 14/07/2010 Bldg Type: Industrial Manufacturing Sale Price: - Year Built/Age: Built 1999 Age: 11 Price/SF: - NIA: 104,051 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2331344 Sale Conditions: - Research Status: Confirmed</p>		
		
52	Unit 40 - Crowther Industrial Estate - Phoenix Rd	SOLD
<p>Washington, NE38 0AD Tyne And Wear County</p> <p>Sale Date: 23/02/2015 (75 days on mkt) Bldg Type: Industrial Warehouse Sale Price: £2,250,000 - Confirmed Year Built/Age: Built 2000 Age: 15 Price/SF: £40.87 NIA: 55,059 SF</p> <p>Reversionary Yield: 8.53% Net Initial Yield: 8.25% Comp ID: 3253055 Sale Conditions: - Research Status: Confirmed</p>		
		
53	Units 13-17 - Inkerman Street Trade Centre - Pottery Rd (Part of Portfolio)	SOLD
<p>Sunderland, SR5 2BT Tyne And Wear County</p> <p>Sale Date: 07/02/2013 Bldg Type: Industrial Warehouse Sale Price: - Year Built/Age: Built 1984 Age: 29 Price/SF: - NIA: 14,319 SF</p> <p>Reversionary Yield: - Net Initial Yield: 8.70% Comp ID: 2676739 Sale Conditions: Bulk/Portfolio Sale Research Status:</p>		
		
54	Units 13-17 - Inkerman Street Trade Centre - Pottery Rd (Part of Portfolio)	SOLD
<p>Sunderland, SR5 2BT Tyne And Wear County</p> <p>Sale Date: 18/01/2016 Bldg Type: Industrial Warehouse Sale Price: - Year Built/Age: Built 1984 Age: 32 Price/SF: - NIA: 14,319 SF</p> <p>Reversionary Yield: - Net Initial Yield: 6.10% Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale Research Status: In Progress</p>		
		







55	Low Southwick Ind. Estate - 18-24 Pottery Rd (Part of Portfolio)	SOLD
<p>Sunderland, SR5 2BT Tyne And Wear County</p> <p>Sale Date: 07/02/2013 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1997 Age: 15 Price/SF: - NIA: 14,485 SF</p> <p>Reversionary Yield: - Net Initial Yield: 8.70% Comp ID: 2676739 Sale Conditions: Bulk/Portfolio Sale Research Status:</p> 		
56	Low Southwick Ind. Estate - 18-24 Pottery Rd (Part of Portfolio)	SOLD
<p>Sunderland, SR5 2BT Tyne And Wear County</p> <p>Sale Date: 18/01/2016 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1997 Age: 18 Price/SF: - NIA: 14,485 SF</p> <p>Reversionary Yield: - Net Initial Yield: 6.10% Comp ID: 3526351 Sale Conditions: Bulk/Portfolio Sale Research Status: In Progress</p> 		
57	Production Facility - Rainhill Rd	SOLD
<p>Washington, NE37 3HP Tyne And Wear County</p> <p>Sale Date: 01/08/2012 Bldg Type: IndustrialManufacturing Sale Price: £3,300,000 - Confirmed Year Built/Age: Built 1994 Age: 18 Price/SF: £21.85 NIA: 151,037 SF</p> <p>Reversionary Yield: - Net Initial Yield: 9.50% Comp ID: 2598686 Sale Conditions: - Research Status: Confirmed</p> 		
58	Units 7-12 - Sandmere Rd (Part of Portfolio)	SOLD
<p>Sunderland, SR2 9TP Tyne And Wear County</p> <p>Sale Date: 01/10/2011 (122 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1990 Age: 21 Price/SF: - NIA: 23,140 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2584589 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p> 		
59	Units 14-15 - Industrial Unit, Unit 14 - Sedling Rd	SOLD
<p>Washington, NE38 9BZ Tyne And Wear County</p> <p>Sale Date: 16/02/2016 (102 days on mkt) Unit Type: 15,394 SF Industrial Unit Sale Price: £360,000 - Confirmed Year Built/Age: Built 1977 Age: 38 Price/SF: £23.39 NIA: 15,394 SF</p> <p>Reversionary Yield: - Net Initial Yield: 9.50% Comp ID: 3547293 Sale Conditions: - Research Status: Confirmed</p> 		
60	Units 26-29 - Wear Industrial Estate - Sedling Rd	SOLD
<p>Washington, NE38 9BZ Tyne And Wear County</p> <p>Sale Date: 03/01/2013 (394 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £75,000 - Confirmed Year Built/Age: Built 1985 Age: 27 Price/SF: £6.37 NIA: 11,773 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2640880 Sale Conditions: - Research Status: Confirmed</p> 		







61	40 - Wear Industrial Estate - Sedling Rd	SOLD
Washington, NE38 9BZ	Tyne And Wear County	
Sale Date: 01/09/2014	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1984 Age: 30	
Price/SF: -	NIA: 70,900 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3165744	Sale Conditions: -	
Research Status: Research Complete		
62	12-13 Sedling Rd	SOLD
Washington, NE38 9BZ	Tyne And Wear County	
Sale Date: 22/11/2013 (2,045 days on mkt)	Bldg Type: IndustrialWarehouse	
Sale Price: £500,000 - Confirmed	Year Built/Age: Built 1984 Age: 28	
Price/SF: £18.16	NIA: 27,532 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2900304	Sale Conditions: -	
Research Status: Confirmed		
63	Hillarys Blinds - Spire Rd	SOLD
Washington, NE37 3ES	Tyne And Wear County	
Sale Date: 19/06/2012	Bldg Type: IndustrialWarehouse	
Sale Price: £2,700,000 - Confirmed	Year Built/Age: Built 2008 Age: 4	
Price/SF: £38.47	NIA: 70,180 SF	
Reversionary Yield: -		
Net Initial Yield: 10.58%		
Comp ID: 2496347	Sale Conditions: -	
Research Status: Confirmed		
64	Nor-House - 15-16 St Luke's Rd	SOLD
Sunderland, SR4 6SN	Tyne And Wear County	
Sale Date: 01/03/2011	Bldg Type: IndustrialWarehouse	
Sale Price: £70,000 - Confirmed	Year Built/Age: Built 1968 Age: 42	
Price/SF: £3.03	NIA: 23,106 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2381602	Sale Conditions: -	
Research Status: Confirmed		
65	Unit 2a - Stephenson Industrial Estate - Stephenson Rd	SOLD
Washington, NE37 3HW	Tyne And Wear County	
Sale Date: 01/12/2015	Bldg Type: IndustrialWarehouse	
Sale Price: £1,910,007 - Confirmed	Year Built/Age: Built 1990 Age: 25	
Price/SF: £28.75	NIA: 66,444 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3600052	Sale Conditions: -	
Research Status: Confirmed		
66	Unit 1 - Stephenson Industrial Estate - Stephenson Rd	SOLD
Washington, NE37 3HR	Tyne And Wear County	
Sale Date: 21/12/2015	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1990 Age: 25	
Price/SF: -	NIA: 31,657 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3486367	Sale Conditions: -	
Research Status: In Progress		

67	Units 11-12 - Crowther Industrial Estate - Tilley Rd	SOLD
Washington, NE38 0AE	Tyne And Wear County	
Sale Date: 19/05/2014 (102 days on mkt)	Bldg Type: IndustrialWarehouse	
Sale Price: £500,000 - Confirmed	Year Built/Age: Built 1996 Age: 17	
Price/SF: £21.01	NIA: 23,797 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3059121	Sale Conditions: -	
Research Status: Confirmed		
68	Unit 13 - Tilley Rd	SOLD
Washington, NE38 0AE	Tyne And Wear County	
Sale Date: 17/10/2014 (44 days on mkt)	Bldg Type: IndustrialManufacturing	
Sale Price: £325,000 - Confirmed	Year Built/Age: Built 1990 Age: 24	
Price/SF: £26.97	NIA: 12,052 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3188000	Sale Conditions: -	
Research Status: Confirmed		
69	Unit 16 - Phoenix House - Walton Rd	SOLD
Washington, NE38 8QE	Tyne And Wear County	
Sale Date: 01/02/2012	Bldg Type: IndustrialManufacturing	
Sale Price: £625,000 - Confirmed	Year Built/Age: Built 1991 Age: 20	
Price/SF: £45.85	NIA: 13,630 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2427820	Sale Conditions: -	
Research Status: Confirmed		
70	Pattinson Industrial Estate - 2A Walton Rd	SOLD
Washington, NE38 8QA	Tyne And Wear County	
Sale Date: 01/09/2015 (314 days on mkt)	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1985 Age: 30	
Price/SF: -	NIA: 6,783 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3390588	Sale Conditions: -	
Research Status: Research Complete		
71	IAC Group Ltd - Wayfarer Rd	SOLD
Sunderland, SR5 3XA	Tyne And Wear County	
Sale Date: 13/01/2015 (119 days on mkt)	Bldg Type: IndustrialManufacturing	
Sale Price: -	Year Built/Age: Built 1991 Age: 24	
Price/SF: -	NIA: 27,766 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3339876	Sale Conditions: -	
Research Status: Research Complete		
72	48 Wear St	SOLD
Sunderland, SR5 2BH	Tyne And Wear County	
Sale Date: 01/01/2015 (100 days on mkt)	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1980 Age: 35	
Price/SF: -	NIA: 3,658 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3394574	Sale Conditions: -	
Research Status: Research Complete		

73	Units 3A & 3B - Industrial Unit - Wellmere Rd	SOLD
<p>Sunderland, SR2 9TE Tyne And Wear County</p> <p>Sale Date: 01/12/2013 (681 days on mkt) Unit Type: 5,186 SF Industrial Unit Sale Price: - Year Built/Age: Built 1977 Age: 36 Price/SF: - NIA: 5,186 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2960869 Sale Conditions: - Research Status: Research Complete</p>		
		
74	Purdy House - Wellmere Rd (Part of Portfolio)	SOLD
<p>Sunderland, SR2 9TG Tyne And Wear County</p> <p>Sale Date: 03/09/2013 (1,553 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1970 Age: 43 Price/SF: - NIA: 84,627 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2881509 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p>		
		
75	Units 3A & 3B - Industrial Unit - Wellmere Rd (Part of Multi-Unit)	SOLD
<p>Sunderland, SR2 9TE Tyne And Wear County</p> <p>Sale Date: 01/12/2013 (681 days on mkt) Unit Type: 5,186 SF Industrial Unit Sale Price: - Year Built/Age: Built 1977 Age: 36 Price/SF: - NIA: 5,186 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2955129 Sale Conditions: - Research Status: Research Complete</p>		
		
76	Units 3A & 3B - Industrial Unit - Wellmere Rd (Part of Multi-Unit)	SOLD
<p>Sunderland, SR2 9TE Tyne And Wear County</p> <p>Sale Date: 01/12/2013 (681 days on mkt) Unit Type: 685 SF Industrial Unit Sale Price: - Year Built/Age: Built 1977 Age: 36 Price/SF: - NIA: 685 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2955129 Sale Conditions: - Research Status: Research Complete</p>		
		
77	Warehouse Premises - Westburn Ter	SOLD
<p>Sunderland, SR6 9RB Tyne And Wear County</p> <p>Sale Date: 01/11/2015 (1,313 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1968 Age: 47 Price/SF: - NIA: 3,990 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3445834 Sale Conditions: - Research Status: Research Complete</p>		
		
78	Units 7-12 - Armstrong Industrial Estate - Whitworth Rd	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 18/08/2011 Bldg Type: IndustrialWarehouse Sale Price: £102,500 - Confirmed Year Built/Age: Built 1973 Renov 2015 Age: 37 Price/SF: £5.60 NIA: 18,300 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2459754 Sale Conditions: - Research Status: Confirmed</p>		
		

79	Units 13-18 - Industrial Unit, Unit 14 - Whitworth Rd	SOLD
Washington, NE37 1PP	Tyne And Wear County	
Sale Date: 05/05/2015 (1,846 days on mkt)	Unit Type: 3,050 SF Industrial Unit	
Sale Price: £95,000 - Confirmed	Year Built/Age: Built 1983 Renov 2015 Age: 32	
Price/SF: £31.15	NIA: 3,050 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3336322	Sale Conditions: -	
Research Status: Confirmed		
80	Units 19-22 - Armstrong Industrial Estate - Whitworth Rd (Part of Multi-Property)	SOLD
Washington, NE37 1PP	Tyne And Wear County	
Sale Date: 10/12/2013	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1981 Renov 2015 Age: 32	
Price/SF: -	NIA: 25,461 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3207713	Sale Conditions: -	
Research Status: Research Complete		
81	Units 1-6 - Armstrong Industrial Estate - Whitworth Rd (Part of Multi-Property)	SOLD
Washington, NE37 1PP	Tyne And Wear County	
Sale Date: 10/12/2013	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1981 Renov 2015 Age: 32	
Price/SF: -	NIA: 22,603 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3207713	Sale Conditions: -	
Research Status: Research Complete		
82	Units 13-18 - Armstrong Industrial Estate - Whitworth Rd (Part of Multi-Property)	SOLD
Washington, NE37 1PP	Tyne And Wear County	
Sale Date: 10/12/2013	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1983 Renov 2015 Age: 30	
Price/SF: -	NIA: 18,300 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3207713	Sale Conditions: -	
Research Status: Research Complete		
83	Units 7-12 - Armstrong Industrial Estate - Whitworth Rd (Part of Multi-Property)	SOLD
Washington, NE37 1PP	Tyne And Wear County	
Sale Date: 10/12/2013	Bldg Type: IndustrialWarehouse	
Sale Price: -	Year Built/Age: Built 1973 Renov 2015 Age: 40	
Price/SF: -	NIA: 18,300 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3207713	Sale Conditions: -	
Research Status: Research Complete		
84	Units 13-18 - Industrial Unit, Unit 17 - Whitworth Rd (Part of Multi-Unit)	SOLD
Washington, NE37 1PP	Tyne And Wear County	
Sale Date: 01/07/2015 (1,903 days on mkt)	Unit Type: 3,050 SF Industrial Unit	
Sale Price: -	Year Built/Age: Built 1983 Renov 2015 Age: 32	
Price/SF: -	NIA: 3,050 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3465475	Sale Conditions: -	
Research Status: In Progress		

85	Units 13-18 - Industrial Unit, Unit 16 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 01/07/2015 (1,903 days on mkt) Unit Type: 3,050 SF Industrial Unit Sale Price: - Year Built/Age: Built 1983 Renov 2015 Age: 32 Price/SF: - NIA: 3,050 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3465475 Sale Conditions: - Research Status: In Progress</p>		
86	Units 19-22 - Industrial Unit, Unit 21 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 6,236 SF Industrial Unit Sale Price: - Year Built/Age: Built 1981 Renov 2015 Age: 35 Price/SF: - NIA: 6,236 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p>		
87	Units 13-18 - Industrial Unit, Unit 18 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 3,050 SF Industrial Unit Sale Price: - Year Built/Age: Built 1983 Renov 2015 Age: 33 Price/SF: - NIA: 3,050 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p>		
88	Units 13-18 - Industrial Unit, Unit 15 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 3,050 SF Industrial Unit Sale Price: - Year Built/Age: Built 1983 Renov 2015 Age: 33 Price/SF: - NIA: 3,050 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p>		
89	Units 7-12 - Industrial Unit, Unit 8 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 3,050 SF Industrial Unit Sale Price: - Year Built/Age: Built 1973 Renov 2015 Age: 42 Price/SF: - NIA: 3,050 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p>		
90	Units 7-12 - Industrial Unit, Unit 10 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 3,050 SF Industrial Unit Sale Price: - Year Built/Age: Built 1973 Renov 2015 Age: 42 Price/SF: - NIA: 3,050 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p>		

91	Units 1-6 - Industrial Unit, Unit 3 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 3,150 SF Industrial Unit Sale Price: - Year Built/Age: Built 1981 Renov 2015 Age: 34 Price/SF: - NIA: 3,150 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p> 		
92	Units 1-6 - Industrial Unit, Unit 1 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 3,150 SF Industrial Unit Sale Price: - Year Built/Age: Built 1981 Renov 2015 Age: 34 Price/SF: - NIA: 3,150 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p> 		
93	Units 1-6 - Industrial Unit, Unit 2 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 3,150 SF Industrial Unit Sale Price: - Year Built/Age: Built 1981 Renov 2015 Age: 34 Price/SF: - NIA: 3,150 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p> 		
94	Units 1-6 - Industrial Unit, Unit 4 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 3,150 SF Industrial Unit Sale Price: - Year Built/Age: Built 1981 Renov 2015 Age: 34 Price/SF: - NIA: 3,150 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p> 		
95	Units 7-12 - Industrial Unit, Unit 7 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 3,050 SF Industrial Unit Sale Price: - Year Built/Age: Built 1973 Renov 2015 Age: 42 Price/SF: - NIA: 3,050 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p> 		
96	Units 19-22 - Industrial Unit, Unit 22 - Whitworth Rd (Part of Multi-Unit)	SOLD
<p>Washington, NE37 1PP Tyne And Wear County</p> <p>Sale Date: 21/02/2016 (205 days on mkt) Unit Type: 6,250 SF Industrial Unit Sale Price: - Year Built/Age: Built 1981 Renov 2015 Age: 35 Price/SF: - NIA: 6,250 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3548789 Sale Conditions: - Research Status: Research Complete</p> 		

97 Units 7-12 - Industrial Unit, Unit 11 - Whitworth Rd**SOLD**

Washington, NE37 1PP Tyne And Wear County
 Sale Date: 01/07/2015 (2,975 days on mkt) Unit Type: 3,050 SF Industrial Unit
 Sale Price: - Year Built/Age: Built 1973 Renov 2015 Age: 41
 Price/SF: - NIA: 3,050 SF

Reversionary Yield: -
 Net Initial Yield: -
 Comp ID: 3336725 Sale Conditions: -
 Research Status: Research Complete

**98 Units 13-18 - Industrial Unit, Unit 13 - Whitworth Rd****SOLD**

Washington, NE37 1PP Tyne And Wear County
 Sale Date: 01/01/2015 (2,794 days on mkt) Unit Type: 3,050 SF Industrial Unit
 Sale Price: - Year Built/Age: Built 1983 Renov 2015 Age: 31
 Price/SF: - NIA: 3,050 SF

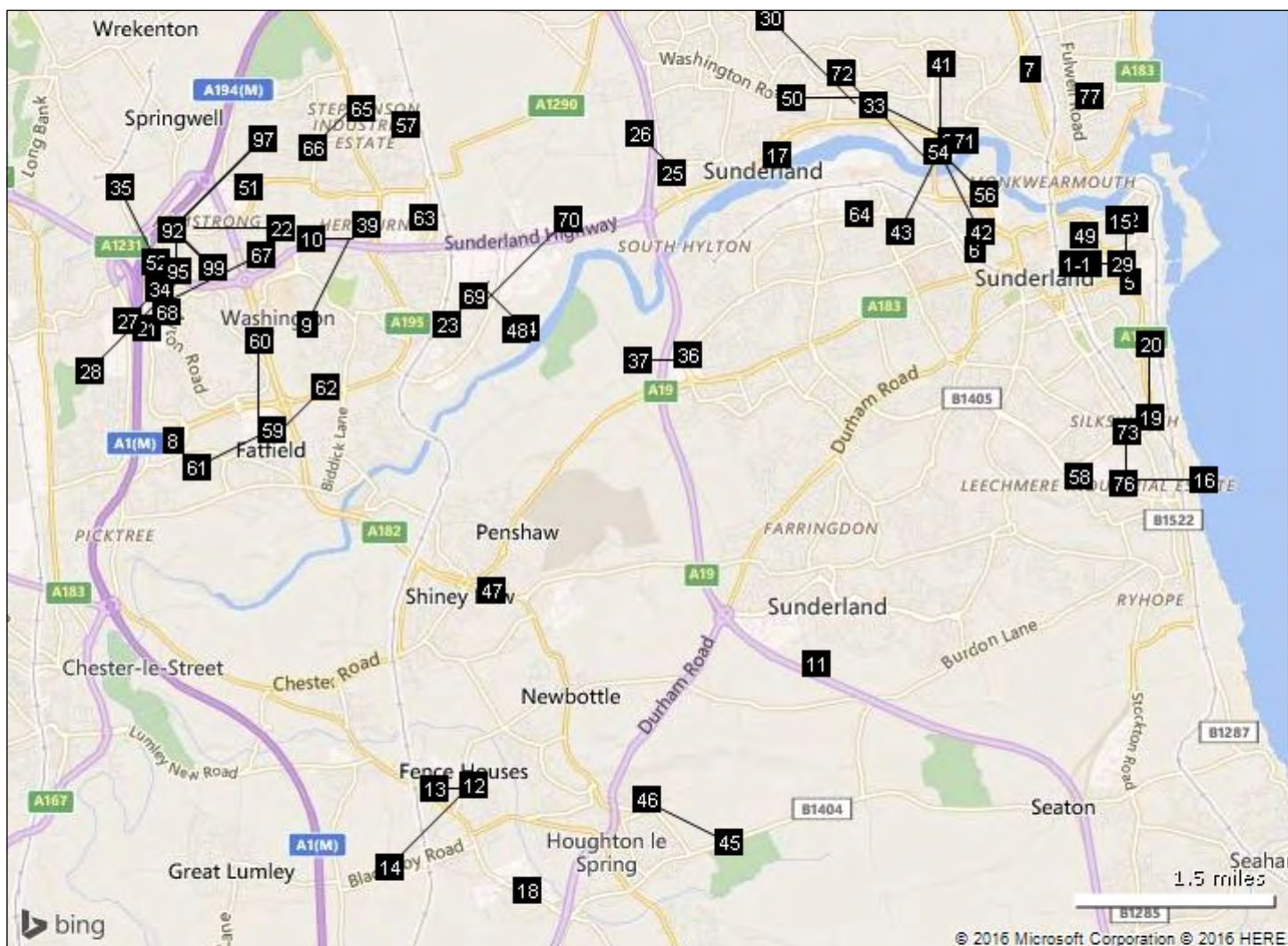
Reversionary Yield: -
 Net Initial Yield: -
 Comp ID: 3465461 Sale Conditions: -
 Research Status: In Progress

**99 Units 19-22 - Industrial Unit, Unit 20 - Whitworth Rd****SOLD**

Washington, NE37 1PP Tyne And Wear County
 Sale Date: 01/12/2015 (2,056 days on mkt) Unit Type: 6,250 SF Industrial Unit
 Sale Price: - Year Built/Age: Built 1981 Renov 2015 Age: 34
 Price/SF: - NIA: 6,250 SF

Reversionary Yield: -
 Net Initial Yield: -
 Comp ID: 3499360 Sale Conditions: -
 Research Status: In Progress





	Address	City	Property Info	Sale Info
1-1	Woodbine St	Sunderland	15,975 SF Industrial/Warehouse	Portfolio Pending: w/Asking Price of £600,000 (£14.90/SF)
1-2	Woodbine St	Sunderland	24,287 SF Industrial/Warehouse	Portfolio Pending: w/Asking Price of £600,000 (£14.90/SF)
2	Addison St, 3/Ground (Part of Multi-Unit Sale)	Sunderland	3,120 SF Industrial/Warehouse	Sold: -
3	Addison St, 4/Ground (Part of Multi-Unit Sale)	Sunderland	3,120 SF Industrial/Warehouse	Sold: -
4	Addison St, 5-6/Ground (Part of Multi-Unit Sale)	Sunderland	6,582 SF Industrial/Warehouse	Sold: -
5	Addison St, 7/Ground (Part of Multi-Unit Sale)	Sunderland	3,447 SF Industrial/Warehouse	Sold: -
6	Workshop/Development Opportunity, Back Harlow St	Sunderland	1,867 SF Industrial/Service	Sold: -
7	Garage, Back Joannah St	Sunderland	559 SF Industrial/Warehouse	Sold: £41,950 (£75.04/SF)
8	Vigo2, Birtley Rd	Washington	130,919 SF Industrial/Manufacturing	Sold: £3,950,000 (£30.17/SF)
9	17-18 Brindley Rd	Washington	20,112 SF Industrial/Warehouse	Sold: £440,000 (£21.88/SF)
10	20-22 Brindley Rd	Washington	30,650 SF Industrial/Warehouse	Pending: w/Asking Price of £650,000 (£21.21/SF)
11	Camberwell Way	Sunderland	146,988 SF Industrial/Manufacturing	Sold: £4,475,000 (£30.44/SF)
12	Dubmire Industrial Estate, Cherry Way (Part of Portfolio)	Houghton Le Spring	7,719 SF Industrial/Warehouse	Sold: -

13	Dubmire Industrial Estate, 22A-22B Cherry Way (Part of Portfolio)	Houghton Le Spring	13,681 SF Industrial/Warehouse	Sold: -
14	Dubmire Industrial Estate, 23A-23D Cherry Way (Part of Portfolio)	Houghton Le Spring	8,992 SF Industrial/Warehouse	Sold: -
15	1 Church St E	Sunderland	16,748 SF Industrial/Warehouse	Sold: £87,000 (£5.19/SF)
16	Leechmere Industrial Estate, Claymere Rd	Sunderland	15,683 SF Industrial/Warehouse	Sold: £335,000 (£21.36/SF)
17	Colima Ave	Sunderland	14,736 SF Industrial/Warehouse	Sold: £715,000 (£48.52/SF)
18	Chemviron Unit, Commerce Way	Houghton Le Spring	25,143 SF Industrial/Warehouse	Sold: £1,193,000 (£47.45/SF)
19	Robinson Terrace, Commercial Rd	Sunderland	124,799 SF Industrial/Manufacturing	Sold: -
20	Warehouse/Offices, Commercial Rd	Sunderland	215,807 SF Industrial/Manufacturing	Sold: £500,000 (£2.32/SF)
21	2 Crowther Rd	Washington	90,130 SF Industrial/Warehouse	Sold: -
22	Armstrong Industrial Estate, Elswick Rd	Washington	37,233 SF Industrial/Warehouse	Sold: £700,000 (£18.80/SF)
23	15 Faraday Clos	Washington	27,670 SF Industrial/Warehouse	Sold: £187,200 (£6.77/SF)
24	Ferryboat Ln, Unit 5/1st Floor (Part of Multi-Unit Sale)	Sunderland	1,516 SF Industrial/Warehouse	Sold: -
25	Ferryboat Ln, Unit 5/Ground (Part of Multi-Unit Sale)	Sunderland	11,229 SF Industrial/Warehouse	Sold: -
26	Ferryboat Ln	Sunderland	42,073 SF Industrial/Warehouse	Sold: £460,000 (£10.93/SF)
27	Harvey Clos	Washington	20,936 SF Industrial/Warehouse	Sold: -
28	Harvey Clos	Washington	6,028 SF Industrial/Warehouse	Sold: £125,000 (£20.74/SF)
29	Furniture 2 Go Direct, Hendon Rd	Sunderland	11,403 SF Industrial	Sold: £200,000 (£17.54/SF)
30	Hepworth Rd (Part of Portfolio)	Sunderland	11,472 SF Industrial/Warehouse	Sold: -
31	Hepworth Rd (Part of Portfolio)	Sunderland	13,377 SF Industrial/Warehouse	Sold: -
32	Hepworth Rd	Sunderland	2,314 SF Industrial/Warehouse	Sold: £90,000 (£38.89/SF)
33	Hepworth Rd	Sunderland	2,313 SF Industrial/Warehouse	Sold: £90,000 (£38.91/SF)
34	Hutton Clos	Washington	29,970 SF Industrial/Warehouse	Sold: -
35	37-44 Hutton Clos	Washington	3,116 SF Industrial/Warehouse	Sold: £95,000 (£30.49/SF)
36	Hylton Rd	Sunderland	3,565 SF Industrial/Warehouse	Sold: -
37	Echo House, Hylton Rd	Sunderland	89,963 SF Industrial/Warehouse	Sold: -
38	Washington MOT Centre, Industrial Rd	Washington	16,193 SF Industrial/Warehouse	Sold: £650,000 (£40.14/SF)
39	Washington MOT Centre, Industrial Rd	Washington	5,711 SF Industrial/Warehouse	Sold: £496,500 (£86.94/SF)
40	Inkerman St (Part of Portfolio)	Sunderland	26,922 SF Industrial/Warehouse	Sold: -
41	Inkerman St (Part of Portfolio)	Sunderland	26,922 SF Industrial/Warehouse	Sold: -
42	Halfords, Inkerman St (Part of Portfolio)	Sunderland	6,656 SF Industrial/Service	Sold: -
43	20 Inkerman St (Part of Portfolio)	Sunderland	3,030 SF Industrial/Warehouse	Sold: -
44	1 Lee Clos	Washington	4,275 SF Industrial/Warehouse	Sold: £100,000 (£23.39/SF)
45	New City House, Market Place Industrial E	Houghton Le Spring	10,308 SF Industrial/Warehouse	Sold: -
46	Hogg Engineering Premises, Market Place Industrial E	Houghton Le Spring	4,876 SF Industrial/Warehouse	Sold: -

47	Workshop/yard, Mill Ter	Houghton Le Spring	3,260 SF Industrial/Warehouse	Sold: -
48	Building 1, Monument Park	Washington	60,234 SF Industrial/Warehouse	Sold: -
49	53 Nile St	Sunderland	4,468 SF Industrial/Warehouse	Sold: -
50	Warehouse, North Hylton Rd	Sunderland	84,575 SF Industrial/Warehouse	Sold: £500,000 (£5.91/SF)
51	9-10 Parsons Rd	Washington	104,051 SF Industrial/Manufacturing	Sold: -
52	Crowther Industrial Estate, Phoenix Rd	Washington	55,059 SF Industrial/Warehouse	Sold: £2,250,000 (£40.87/SF)
53	Pottery Rd (Part of Portfolio)	Sunderland	14,319 SF Industrial/Warehouse	Sold: -
54	Pottery Rd (Part of Portfolio)	Sunderland	14,319 SF Industrial/Warehouse	Sold: -
55	18-24 Pottery Rd (Part of Portfolio)	Sunderland	14,485 SF Industrial/Warehouse	Sold: -
56	18-24 Pottery Rd (Part of Portfolio)	Sunderland	14,485 SF Industrial/Warehouse	Sold: -
57	Production Facility, Rainhill Rd	Washington	151,037 SF Industrial/Manufacturing	Sold: £3,300,000 (£21.85/SF)
58	Units 7-12, Sandmere Rd (Part of Portfolio)	Sunderland	23,140 SF Industrial/Warehouse	Sold: -
59	Sedling Rd	Washington	11,773 SF Industrial/Warehouse	Sold: £75,000 (£6.37/SF)
60	Sedling Rd	Washington	70,900 SF Industrial/Warehouse	Sold: -
61	Sedling Rd	Washington	15,394 SF Industrial/Warehouse	Sold: £360,000 (£23.39/SF)
62	12-13 Sedling Rd	Washington	27,532 SF Industrial/Warehouse	Sold: £500,000 (£18.16/SF)
63	Hillarys Blinds, Spire Rd	Washington	70,180 SF Industrial/Warehouse	Sold: £2,700,000 (£38.47/SF)
64	Nor-House, 15-16 St Luke's Rd	Sunderland	23,106 SF Industrial/Warehouse	Sold: £70,000 (£3.03/SF)
65	Stephenson Rd	Washington	31,657 SF Industrial/Warehouse	Sold: -
66	Stephenson Rd	Washington	66,444 SF Industrial/Warehouse	Sold: £1,910,007 (£28.75/SF)
67	Tilley Rd	Washington	23,797 SF Industrial/Warehouse	Sold: £500,000 (£21.01/SF)
68	Tilley Rd	Washington	12,052 SF Industrial/Manufacturing	Sold: £325,000 (£26.97/SF)
69	Phoenix House, Walton Rd	Washington	13,630 SF Industrial/Manufacturing	Sold: £625,000 (£45.85/SF)
70	2A Walton Rd	Washington	6,783 SF Industrial/Warehouse	Sold: -
71	IAC Group Ltd, Wayfarer Rd	Sunderland	27,766 SF Industrial/Manufacturing	Sold: -
72	48 Wear St	Sunderland	3,658 SF Industrial/Warehouse	Sold: -
73	Purdy House, Wellmere Rd (Part of Portfolio)	Sunderland	84,627 SF Industrial/Warehouse	Sold: -
74	Wellmere Rd (Part of Multi-Unit Sale)	Sunderland	685 SF Industrial/Warehouse	Sold: -
75	Wellmere Rd (Part of Multi-Unit Sale)	Sunderland	5,186 SF Industrial/Warehouse	Sold: -
76	Wellmere Rd	Sunderland	5,186 SF Industrial/Warehouse	Sold: -
77	Warehouse Premises, Westburn Ter	Sunderland	3,990 SF Industrial/Warehouse	Sold: -
78	Whitworth Rd	Washington	18,300 SF Industrial/Warehouse	Sold: £102,500 (£5.60/SF)
79	Whitworth Rd (Part of Multi-Property Sale)	Washington	18,300 SF Industrial/Warehouse	Sold: -
80	Whitworth Rd (Part of Multi-Property Sale)	Washington	22,603 SF Industrial/Warehouse	Sold: -

81	Whitworth Rd (Part of Multi-Property Sale)	Washington	25,461 SF Industrial/Warehouse	Sold: -
82	Whitworth Rd (Part of Multi-Property Sale)	Washington	18,300 SF Industrial/Warehouse	Sold: -
83	Whitworth Rd	Washington	3,050 SF Industrial/Warehouse	Sold: £95,000 (£31.15/SF)
84	Whitworth Rd	Washington	3,050 SF Industrial/Warehouse	Sold: -
85	Whitworth Rd	Washington	3,050 SF Industrial/Warehouse	Sold: -
86	Whitworth Rd, 16 (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
87	Whitworth Rd, 17 (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
88	Whitworth Rd	Washington	6,250 SF Industrial/Warehouse	Sold: -
89	Whitworth Rd, 1/Ground (Part of Multi-Unit Sale)	Washington	3,150 SF Industrial/Warehouse	Sold: -
90	Whitworth Rd, 10/Ground (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
91	Whitworth Rd, 15/Ground (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
92	Whitworth Rd, 18/Ground (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
93	Whitworth Rd, 2/Ground (Part of Multi-Unit Sale)	Washington	3,150 SF Industrial/Warehouse	Sold: -
94	Whitworth Rd, 21/Ground (Part of Multi-Unit Sale)	Washington	6,236 SF Industrial/Warehouse	Sold: -
95	Whitworth Rd, 22/Ground (Part of Multi-Unit Sale)	Washington	6,250 SF Industrial/Warehouse	Sold: -
96	Whitworth Rd, 3/Ground (Part of Multi-Unit Sale)	Washington	3,150 SF Industrial/Warehouse	Sold: -
97	Whitworth Rd, 4/Ground (Part of Multi-Unit Sale)	Washington	3,150 SF Industrial/Warehouse	Sold: -
98	Whitworth Rd, 7/Ground (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -
99	Whitworth Rd, 8/Ground (Part of Multi-Unit Sale)	Washington	3,050 SF Industrial/Warehouse	Sold: -

Lease Comp Summary

Lease Comps Report

Deals

87

Asking Rent Per SF

£10.13

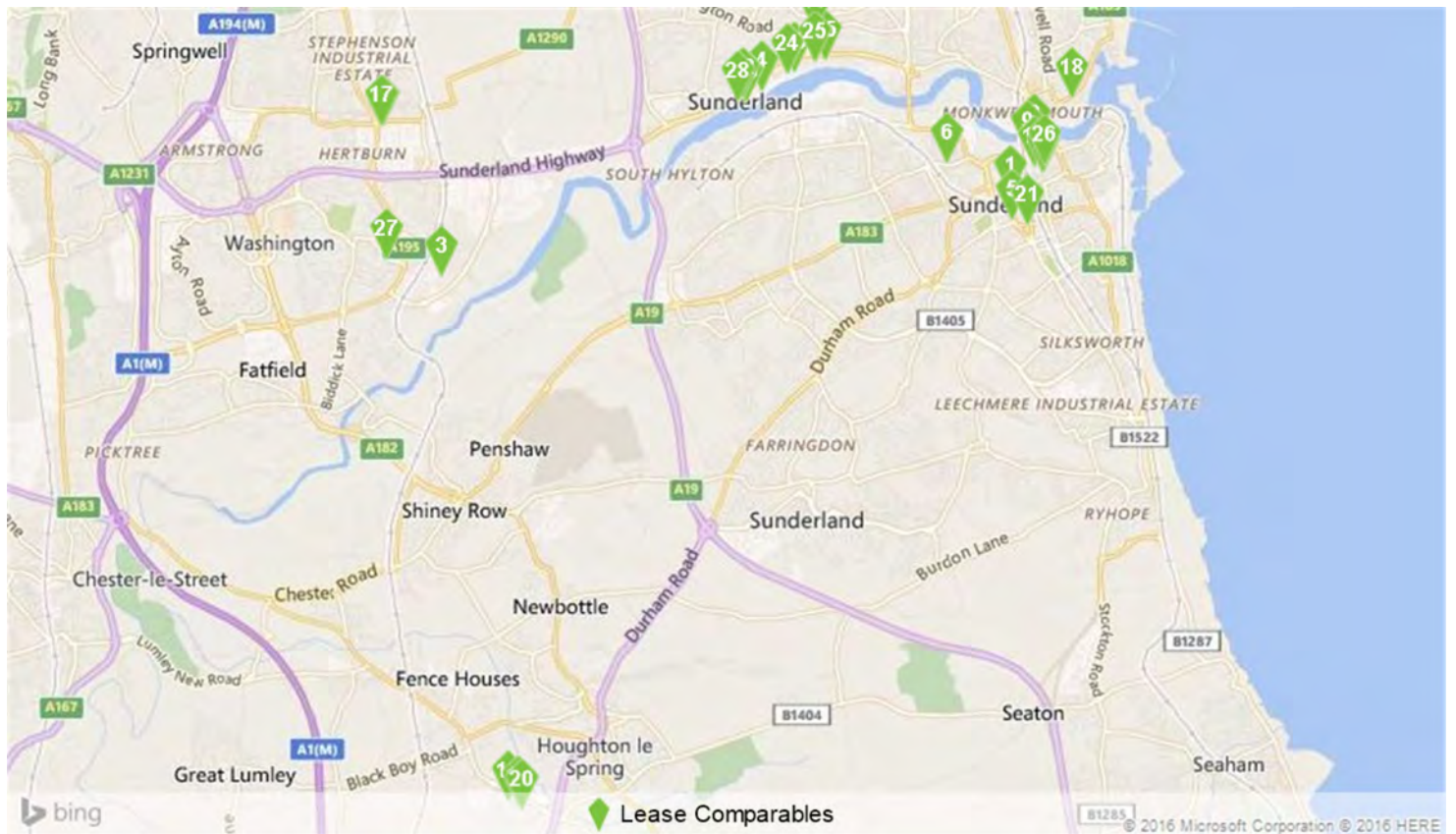
Achieved Rent Per SF

£10.31

Avg. Months On Market

36

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	72	£3.84	£10.13	£9.90	£135.36
Achieved Rent Per SF	34	£2.02	£10.31	£8.00	£14.00
Net Effective Rent Per SF	19	£4.42	£10.68	£8.00	£13.00
Asking Rent Discount	20	-100.0%	15.2%	0.2%	55.5%
Rent Free Months	7	0	9	3	24

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	67	0	36	33	100
Deal Size	87	225	6,075	1,660	217,339
Lease Deal in Years	50	1.0	5.4	5.0	20.0
Floor Number	84	LL	GRND	GRND	4

Lease Comp Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 22A Olive St	★★★★★	448	1st	01/08/2016	New	£8.38/fri	Effective
2 Echo 24 West Wear St	★★★★★	4,352	Unkwn	26/02/2016	New	£9.19/fri	Achieved
3 Teal House Teal Farm Park	★★★★★	1,755	2nd	01/02/2016	New	£9.87/fri	Asking
4 Loftus House Colima Ave	★★★★★	19,621	GRND,1	23/01/2016	New	£6.97/fri	Effective
5 13 Grange Ter	★★★★★	484	GRND	01/01/2016	New	£9.81/fri	Asking
6 74 Hylton Rd	★★★★★	361	GRND	15/10/2015	New	-	-
7 44 Frederick St	★★★★★	782	BSMT	01/10/2015	New	£6.39/iri	Asking
8 Cuthbert House Tower Rd	★★★★★	1,863	GRND	01/10/2015	New	£7.78/fri	Asking
9 Bridge House Bridge St	★★★★★	514	GRND	01/09/2015	New	£135.36	Asking
10 Rainton House Cygnet Way	★★★★★	217,339	GRND,1-3	03/08/2015	New	£12.00/fri	Effective
11 59 John St	★★★★★	1,677	1-2	02/08/2015	New	£3.88	Asking
12 Defender Ct	★★★★★	1,142	GRND,1	01/08/2015	New	£8.76/fri	Asking
13 9 Defender Ct	★★★★★	1,140	GRND,1	01/07/2015	New	£10.00/fri	Asking
13 10 Defender Ct	★★★★★	1,140	GRND,1	01/07/2015	New	£10.00/fri	Asking
14 46 Frederick St	★★★★★	1,610	LL,GRN...	01/07/2015	New	£10.90/fri	Asking
15 Hylton Park	★★★★★	2,013	GRND	01/07/2015	New	£4.42/iri	Effective
16 St Andrews House Riverbank Rd	★★★★★	9,509	GRND,1	01/07/2015	New	£8.68/fri	Effective
17 Bede House Tower Rd	★★★★★	1,863	GRND	16/06/2015	New	£5.64/fri	Achieved
8 Cuthbert House Tower Rd	★★★★★	1,863	GRND	10/06/2015	New	£5.37/fri	Effective
9 Bridge House Bridge St	★★★★★	872	2nd	15/05/2015	New	£10.39	Asking
18 North Sands Business Ce...	★★★★★	315	GRND	15/05/2015	New	£11.24	Asking

Lease Comp Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
18 North Sands Business Ce...	★★★★★	307	GRND	15/05/2015	New	£11.34	Asking
19 Franklin Rainton Bridge	★★★★★	8,860	GRND	01/05/2015	New	£14.50/fri	Asking
20 Alexander Mandarin Way	★★★★★	7,216	GRND	08/04/2015	New	£14.50/fri	Asking
9 Bridge House Bridge St	★★★★★	970	1st	01/04/2015	New	£10.04	Asking
9 Bridge House Bridge St	★★★★★	872	1st	01/04/2015	New	£10.66/iro	Asking
21 Temple Chambers Douro Ter	★★★★★	1,464	GRND	01/04/2015	New	£7.00/iri	Asking
18 North Sands Business Ce...	★★★★★	365	1st	01/04/2015	New	£12.26	Asking
18 North Sands Business Ce...	★★★★★	665	1st	01/04/2015	New	£10.92	Asking
18 North Sands Business Ce...	★★★★★	435	1st	01/04/2015	New	£13.52	Asking
18 North Sands Business Ce...	★★★★★	401	GRND	01/04/2015	New	£10.00	Asking
18 North Sands Business Ce...	★★★★★	885	GRND	01/04/2015	New	£10.00	Asking
18 North Sands Business Ce...	★★★★★	420	GRND	01/04/2015	New	£11.43	Asking
18 North Sands Business Ce...	★★★★★	436	GRND	01/04/2015	New	£10.00	Asking
18 North Sands Business Ce...	★★★★★	225	GRND	01/04/2015	New	£12.80	Asking
18 North Sands Business Ce...	★★★★★	765	1st	01/04/2015	New	£10.00	Asking
18 North Sands Business Ce...	★★★★★	225	1st	01/04/2015	New	£10.00	Asking
18 North Sands Business Ce...	★★★★★	371	1st	01/04/2015	New	£10.00	Asking
22 Investor House Colima Ave	★★★★★	3,650	GRND	26/03/2015	New	£8.00/fri	Asking
23 Chapter House St Catherines Ct	★★★★★	18,066	GRND,1	25/03/2015	New	£8.00	Effective
24 Tower House St Catherines Ct	★★★★★	11,242	GRND,1	25/03/2015	New	£8.00/fri	Effective
24 Tower House St Catherines Ct	★★★★★	3,640	GRND	25/03/2015	New	£8.00/fri	Effective

Lease Comp Summary













Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
24 Tower House St Catherines Ct	★★★★☆	1,976	1st	25/03/2015	New	£8.00/fri	Effective
25 Hylton Park Rd	★★★★☆	2,824	GRND	01/02/2015	New	£6.02/iri	Asking
26 39 West Sunnyside	★★★☆☆	2,061	LL,GRN...	01/02/2015	New	£5.82/fri	Asking
20 Alexander Mandarin Way	★★★★☆	9,019	2nd	06/01/2015	New	£13.00	Effective
27 Alexander House Station Rd	★★★★☆	1,117	GRND	01/01/2015	New	£5.37	Asking
28 3 Colima Ave	★★★★☆	6,865	GRND	11/11/2014	New	£7.28	Achieved
24 Tower House St Catherines Ct	★★★★☆	1,987	GRND	23/09/2014	New	£8.00/fri	Effective
24 Tower House St Catherines Ct	★★★★☆	7,408	2nd	23/09/2014	New	£10.12/fri	Achieved






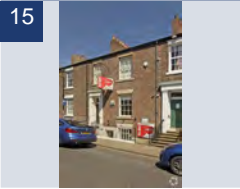






Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	 22-22A Olive St Sunderland, SR1 3PE Sunderland Submarket	Kids Club Care Ltd Mercantile Estates Ltd	448 New Direct	Aug 2016 5 Years	£8.71/SF £8.38/SF	2 Mos at Start	Jul 2016
2	 Echo 24 West Wear St Sunderland, SR1 1XD Sunderland Submarket	ATOS IT Solutions and Services Ltd Adriatic Land 1 (GR4) Ltd	4,352 New Direct	Feb 2016 3 Years	£9.19/SF		
3	 Teal House Teal Farm Park Washington, NE38 8BG Sunderland Submarket	Jennings Hellens Group Ltd	1,755 New Direct	Feb 2016		£2.02/SF	
4	 Loftus House Colima Ave Sunderland, SR5 3XB Sunderland Submarket	RTC Helena (UK) Ltd	19,621 New Direct	Apr 2016 10 Years	£8.00/SF £6.97/SF	12 Mos at Start	Apr 2021 Apr 2021
5	 13 Grange Ter Sunderland, SR2 7DF Sunderland Submarket	Choccards	484 New Direct	Jan 2016		£3.89/SF	
6	 74 Hylton Rd Sunderland, SR4 7BB Sunderland Submarket		361 New Direct	Oct 2015			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	44 Frederick St Sunderland, SR1 1NF Sunderland Submarket	Ashford Orthodontics Ltd	782 New Direct	Oct 2015 3 Years		£1.26/SF	
 	Cuthbert House Tower Rd Washington, NE37 2SH Sunderland Submarket	Noble Fund Managers Ltd	1,863 New Direct	Oct 2015		£4.40/SF	
 	Bridge House Bridge St Sunderland, SR1 1TE Sunderland Submarket	Varde Partners	514 New Direct	Sep 2015		£1.71/SF	
 	Rainton House Cygnet Way Houghton Le Spring, DH4 5QZ Sunderland Submarket	NPower Ltd Carey Wp Co Inc	217,339 New Direct	Aug 2015 10 Years	£12.00/SF £12.00/SF		Aug 2020
 	59 John St Sunderland, SR1 1QH Sunderland Submarket	Premier Training	1,677 New Sublease	Sep 2015 5 Years		£2.53/SF	
 	Defender Ct Sunderland, SR5 3PE Sunderland Submarket	Westhome Care Services Ltd Defender Court Management Ltd	1,142 New Direct	Sep 2015 3 Years		£9.07/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Defender Ct Sunderland, SR5 3PE Sunderland Submarket	Absolute Care Training & Branch Insurance Brokers	1,140 New Direct	Jul 2015 3 Years		£2.58/SF	
 	Defender Ct Sunderland, SR5 3PE Sunderland Submarket	New Leaf Estate Agents Branch Insurance Brokers	1,140 New Direct	Jul 2015 3 Years		£2.58/SF	
 	46 Frederick St Sunderland, SR1 1NF Sunderland Submarket	Monumental Training Ltd	1,610 New Direct	Jul 2015 3 Years		£2.55/SF	
 	Hylton Park Sunderland, SR5 3HD Sunderland Submarket	Avampace Ltd Buildings For Business Ltd	2,013 New Direct	Jul 2015 5 Years	£8.00/SF £4.42/SF	Spread Over	
 	St Andrews House Riverbank Rd Sunderland, SR5 3JJ Sunderland Submarket	Kingsway Claims	9,509 New Direct	Jul 2015 10 Years	£6.31/SF £8.68/SF		Jul 2022
 	Bede House Tower Rd Washington, NE37 2SH Sunderland Submarket	Intelligent Communication Noble Fund Managers Ltd	1,863 New Direct	Jul 2015 4 Years	£5.64/SF	£4.17/SF	



Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	 Cuthbert House Tower Rd Washington, NE37 2SH Sunderland Submarket	Ms Jessica Davies Noble Fund Managers Ltd	1,863 New Direct	Jun 2015 1 Year 6 Months	£5.37/SF £5.37/SF	0 Mos £3.83/SF	Jun 2016
20	 Bridge House Bridge St Sunderland, SR1 1TE Sunderland Submarket	Bizspace Ltd	872 New Direct	May 2015 1 Year			
21	 North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	315 New Direct	May 2015 1 Year			
22	 North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	307 New Direct	May 2015 1 Year			
23	 Franklin Rainton Bridge Houghton Le Spring, DH4 5PH Sunderland Submarket	UK Independent Medical	8,860 New Direct	Jul 2015 5 Years		£3.60/SF	
24	 Alexander Mandarin Way Houghton Le Spring, DH4 5PH Sunderland Submarket	Salecycle Ltd	7,216 New Direct	Jun 2015 5 Years		£3.66/SF	













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Bridge House Bridge St Sunderland, SR1 1TE Sunderland Submarket	Bizspace Ltd	970 New Direct	Apr 2015 1 Year		£1.76/SF	
 	Bridge House Bridge St Sunderland, SR1 1TE Sunderland Submarket	Bizspace Ltd	872 New Direct	Apr 2015 1 Year		£1.77/SF	
 	Temple Chambers Douro Ter Sunderland, SR2 7DX Sunderland Submarket	Durham Estates Ltd	1,464 New Direct	Apr 2015			
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	401 New Direct	Apr 2015			
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	885 New Direct	Apr 2015			
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	420 New Direct	Apr 2015			





Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	436 New Direct	Apr 2015			
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	225 New Direct	Apr 2015			
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	365 New Direct	Apr 2015			
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	665 New Direct	Apr 2015			
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	435 New Direct	Apr 2015			
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	765 New Direct	Apr 2015			








Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	225 New Direct	Apr 2015			
 	North Sands Business Centre Sunderland, SR6 0QA Sunderland Submarket	Bizspace Ltd	371 New Direct	Apr 2015			
 	Investor House Colima Ave Sunderland, SR5 3XE Sunderland Submarket	Nissan Trading Europe Ltd UK Land Estates Ltd	3,650 New Direct	Mar 2015		£7.15/SF	
 	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	BGL Group Ltd	11,242 New Direct	Mar 2015 5 Years	£8.00/SF £8.00/SF	£0.84/SF	
 	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	BGL Group Ltd	3,640 New Direct	Dec 2015 4 Years 3 Months	£8.00/SF £8.00/SF	£4.82/SF	
 	Chapter House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	BGL Group Ltd	18,066 New Direct	Mar 2015 5 Years	£8.00/SF £8.00/SF		



Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	BGL Group Ltd	1,976 New Direct	Aug 2015 4 Years 7 Months	£8.00/SF £8.00/SF	£4.83/SF	
 	Hylton Park Sunderland, SR5 3HD Sunderland Submarket	Wessington Dental UK Land Estates Ltd	2,824 New Direct	Mar 2015 20 Years			
 	39 West Sunnyside Sunderland, SR1 1BU Sunderland Submarket	Everyday Loans Ltd	2,061 New Direct	Feb 2015		£1.40/SF	
 	Alexander Mandarin Way Houghton Le Spring, DH4 5PH Sunderland Submarket	Johnson Publishing	9,019 New Direct	Jan 2015 15 Years	£13.00/SF £13.00/SF	£3.54/SF	Jan 2025
 	Alexander House Station Rd Washington, NE38 7BD Sunderland Submarket	Fashion Bible Kennedy Services Ltd	1,117 New Direct	Jan 2015		£2.75/SF	
 	3 Colima Ave Sunderland, SR5 3XB Sunderland Submarket	Commercial & Domestic Investigati...	6,865 New Direct	Nov 2014 10 Years	£7.28/SF		Nov 2019 Nov 2019

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	Vishay Ltd	1,987 New Direct	Sep 2014 6 Years	£8.00/SF £8.00/SF	£4.80/SF	
 	Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	BGL Group Ltd	7,408 New Direct	Sep 2014 5 Years	£10.12/SF		
 	3 Colima Ave Sunderland, SR5 3XB Sunderland Submarket	Physio World Limited	2,312 New Direct	Oct 2014 5 Years	£8.00/SF	3 Mos at Start £3.70/SF	Aug 2018
 	Defender Ct Sunderland, SR5 3PE Sunderland Submarket	Beechwood Aesthetics Defender Court Management Ltd	541 New Direct	Aug 2014		£4.16/SF	
 	Defender Ct Sunderland, SR5 3PE Sunderland Submarket	Absolute Care Training & Defender Court Management Ltd	1,140 New Direct	Aug 2014		£4.65/SF	
 	44 Frederick St Sunderland, SR1 1NF Sunderland Submarket	First Glance Photography	793 New Direct	Aug 2014		£0.82/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	14 Waterloo Pl Sunderland, SR1 3HT Sunderland Submarket	Slim Holdings Ltd	1,389 New	Aug 2014 10 Years	£6.69/SF £6.69/SF		Aug 2019
 	1 Victory Way Sunderland, SR3 3XF Sunderland Submarket	Parseq Ltd Commercial Estates Group Ltd	32,104 New Direct	Jul 2014 10 Years	£5.12/SF £8.43/SF	£12.77/SF	Jul 2019 Jul 2019
 	110-112A High St W Sunderland, SR1 1TX Sunderland Submarket	Healthwatch Sunderland	1,386 New Direct	May 2014			
 	3-7 St Thomas St Sunderland, SR1 1NW Sunderland Submarket	Penshaw View Training The Local Shopping REIT plc	2,773 New Direct	May 2014			
 	The Nike Building Camberwell Way Sunderland, SR3 3XN Sunderland Submarket	Parseq Limited	23,071 New Direct	May 2014 10 Years	£10.25/SF		Apr 2019 Apr 2019
 	9-11 Green Ter Sunderland, SR1 3PZ Sunderland Submarket	Harvey M & A Ltd	1,158 New Direct	May 2014 3 Years		£2.97/SF	


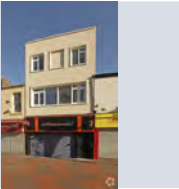










Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
61	 35 West Sunnyside Sunderland, SR1 1BU Sunderland Submarket	Impact Family Services	2,224 New Direct	Mar 2014		£5.96/SF	
62	 Pennine House Horsecroft Rd Washington, NE37 1LY Sunderland Submarket	Mollscar Publishing Ltd Kempton Real Estate Ltd	837 New Direct	Feb 2014 5 Years	£7.17/SF £7.17/SF	£3.83/SF	Feb 2017
63	 44 West Sunnyside Sunderland, SR1 1BA Sunderland Submarket	Regional Collection Services Ltd	1,915 New Direct	Mar 2014		£6.27/SF	
64	 9-11 Green Ter Sunderland, SR1 3PZ Sunderland Submarket		701 New Direct	Jan 2014		£3.12/SF	
65	 Tower House St Catherines Ct Sunderland, SR5 3XJ Sunderland Submarket	Bibby Factors Northeast Ltd	3,661 Renewal Direct	Jan 2014 5 Years	£10.37/SF £10.37/SF		Jul 2016
66	 Alexander Mandarin Way Houghton Le Spring, DH4 5PH Sunderland Submarket	EDF Energy Renewables Ltd	8,820 New Direct	Oct 2013 10 Years	£13.00/SF	£5.37/SF	Oct 2018 Oct 2018

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
67	 Hylton Park Sunderland, SR5 3HD Sunderland Submarket	Counted 4 UK Land Estates Ltd	2,813 New Direct	Aug 2013			
68	 Quayside House Low St Sunderland, SR1 2AD Sunderland Submarket	Tombola Bingo	2,370 New Direct	Aug 2013			
69	 W Quay Ct Sunderland, SR5 2TE Sunderland Submarket	UK Land Estates Ltd	1,660 New Direct	Aug 2013		£3.93/SF	
70	 Pennine House Horsecroft Rd Washington, NE37 1LY Sunderland Submarket	S and U Plc Kempton Real Estate Ltd	1,341 New Direct	Jun 2013 5 Years	£6.52/SF	£3.76/SF	
71	 58 John St Sunderland, SR1 1QH Sunderland Submarket	Hardings Solicitors Ltd	2,026 New Direct	Apr 2013		£5.68/SF	
72	 9-10 Pickersgill Ct Sunderland, SR4 6UG Sunderland Submarket	North European Marine Services L... Adderstone Group Ltd	3,571 New Direct	Jan 2013 5 Years	£10.08/SF £10.08/SF		

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	26 Blandford St Sunderland, SR1 3JH Sunderland Submarket	LI2 Incorporation Ltd Newcastle City Council	2,475 New Direct	Dec 2012 4 Years	£2.02/SF		Dec 2014
 	Admiral House 2 Admiral Way Sunderland, SR3 3XW Sunderland Submarket	Royal Mail Group Ltd	36,350 New Direct	Nov 2012 10 Years	£10.73/SF	Spread Over	Nov 2017 Nov 2014
 	Cuthbert House Tower Rd Washington, NE37 2SH Sunderland Submarket	Panda Sourcing Noble Fund Managers Ltd	1,895 New	Sep 2012 5 Years	£7.92/SF		
 	Bridge House Bridge St Sunderland, SR1 1TE Sunderland Submarket	NECA Bizspace Ltd	485 New Direct	Aug 2012 1 Year	£10.00/SF	£3.53/SF	
 	18-20 Speculation Pl Washington, NE37 2AP Sunderland Submarket	Apple Kitchens Ltd Newcastle City Council	818 New Direct	Jul 2012 3 Years	£6.72/SF	Spread Over	Jul 2013...
 	22 Athenaeum St Sunderland, SR1 1DH Sunderland Submarket	Prestige Nursing & Care	1,042 New Direct	May 2012 3 Years		£3.12/SF	

Lease Comparables

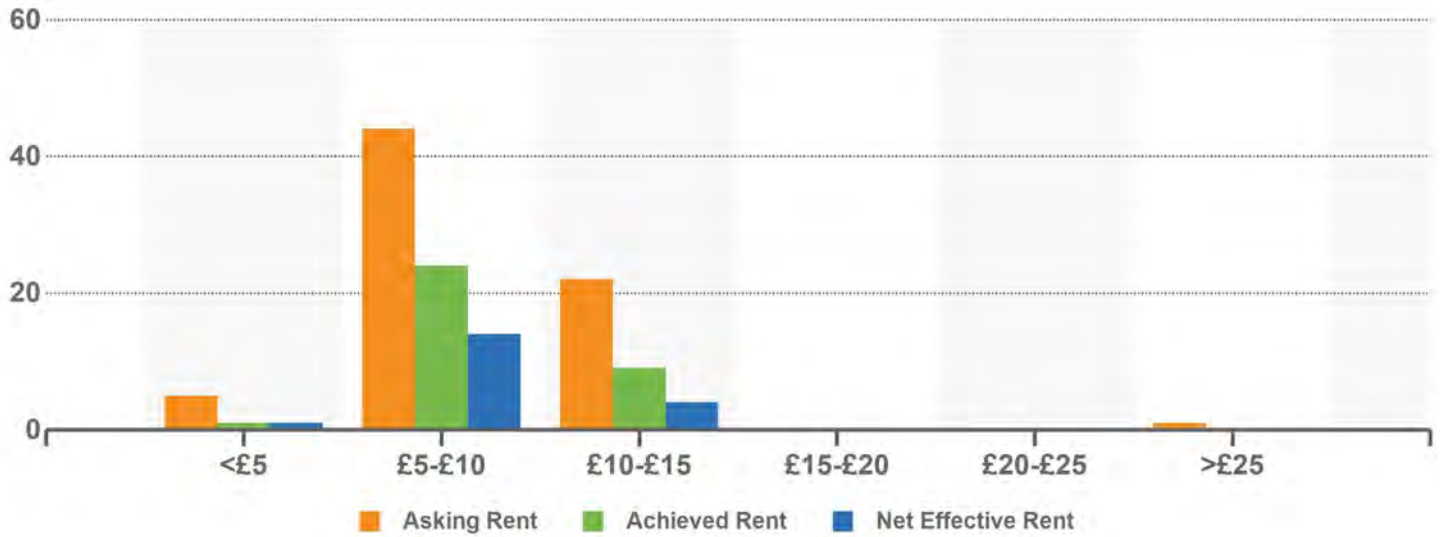
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 79	Investor House Colima Ave Sunderland, SR5 3XE Sunderland Submarket	UK Land Estates Ltd	1,592 New	Apr 2012			
 80	Bede House Tower Rd Washington, NE37 2SH Sunderland Submarket	BTCV Enterprises Ltd Noble Fund Managers Ltd	1,863 New Direct	Jun 2012 3 Years	£8.05/SF £8.05/SF	£4.49/SF	
 81	27-32 Borough Rd Sunderland, SR1 1LN Sunderland Submarket		966 New				
 82	Lynas House 13-16 Frederick St Sunderland, SR1 1NA Sunderland Submarket		7,227 New				
 83	Cuthbert House Tower Rd Washington, NE37 2SH Sunderland Submarket	Banardos Noble Fund Managers Ltd	1,935 New	Feb 2012 5 Years	£7.24/SF		Feb 2013...
 84	13 Grange Ter Sunderland, SR2 7DF Sunderland Submarket		1,520 New				

Lease Comparables

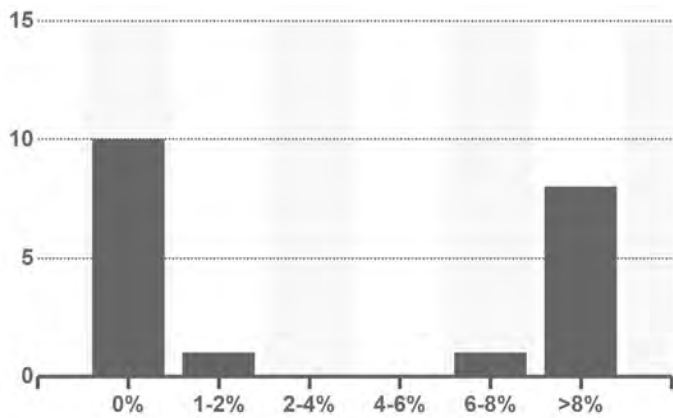
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
85	 <p>Bede House Tower Rd Washington, NE37 2SH Sunderland Submarket</p>	SSE Services Plc Noble Fund Managers Ltd	1,863 New Direct	Dec 2011 5 Years	£8.80/SF £8.80/SF		
86	 <p>1-5 Pickersgill Ct Sunderland, SR5 2AQ Sunderland Submarket</p>		608 New				
87	 <p>Alexander Mandarin Way Houghton Le Spring, DH4 5PH Sunderland Submarket</p>	Bowmer & Kirkland Ltd	3,904 New	Sep 2011 5 Years	£14.00/SF		

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£10.13	£10.31	£10.68	9.3

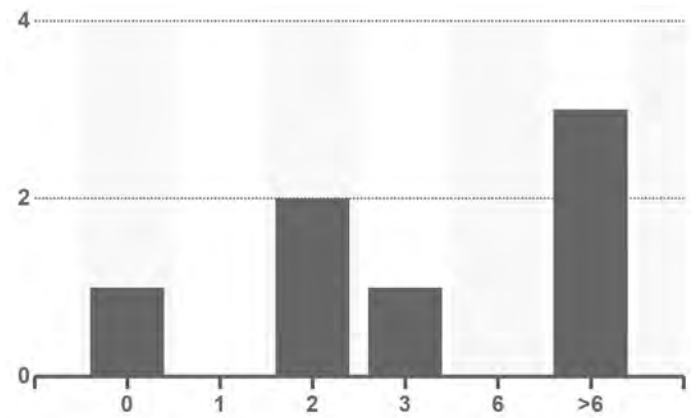
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS















Quick Stats Report







Comps Statistics					
	Low	Average	Median	High	Count
Office					
Price					
For Sale & UC/Pending	£120,000	£5,155,000	£145,000	£15,200,000	3
Sold Transactions	£11,000	£2,122,018	£225,000	£32,500,000	28
NIA					
For Sale & UC/Pending	1,722 SF	38,977 SF	3,032 SF	112,177 SF	3
Sold Transactions	239 SF	14,527 SF	3,610 SF	217,339 SF	71
Price per SF					
For Sale & UC/Pending	£47.82	£132.26	£69.69	£135.50	3
Sold Transactions	£5.80	£99.48	£55.25	£154.06	28
Net Initial Yield					
For Sale & UC/Pending	5.80%	5.80%	5.80%	5.80%	1
Sold Transactions	5.00%	12.82%	12.15%	25.00%	12
Days on Market					
For Sale & UC/Pending	188	395	481	516	3
Sold Transactions	2	481	355	2,783	49
Sale Price to Asking Price Ratio					
Sold Transactions	40.00%	108.97%	101.22%	220.00%	23
Specialty					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£30,000	£30,000	£30,000	£30,000	1
Building Size					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	3,096 SF	3,096 SF	3,096 SF	3,096 SF	1
Price per SF					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£9.69	£9.69	£9.69	£9.69	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	1,188	1,188	1,188	1,188	1
Sale Price to Asking Price Ratio					
Sold Transactions	150.00%	150.00%	150.00%	150.00%	1







Quick Stats Report







	Low	Average	Median	High	Count
Totals					
For Sale & UC/Pending		Asking Price Total: £15,465,000		Total For Sale Transactions:	3
Sold Transactions		Total Sales Volume: £59,446,500		Total Sales Transactions:	72
		<hr/> Total Included in Analysis: £74,911,500		<hr/> Total Included in Analysis:	75
Survey Criteria					
<p>basic criteria: Type of Property - Office; Sale Date - from 01/01/2010; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes</p> <p>geography criteria: Submarket - Sunderland (Newcastle upon Tyne)</p>					







1	Admiral House - 2 Admiral Way	SOLD
Sunderland, SR3 3XW	Tyne And Wear County	
Sale Date: 02/02/2016 (168 days on mkt)	Bldg Type: Office	
Sale Price: £4,150,000 - Confirmed	Year Built/Age: Built 1995 Age: 21	
Price/SF: £114.17	NIA: 36,350 SF	
Reversionary Yield: -		
Net Initial Yield: 8.88%		
Comp ID: 3511537	Sale Conditions: -	
Research Status: Confirmed		
2	Admiral House - 2 Admiral Way	SOLD
Sunderland, SR3 3XW	Tyne And Wear County	
Sale Date: 19/11/2013 (180 days on mkt)	Bldg Type: Office	
Sale Price: £2,525,000 - Confirmed	Year Built/Age: Built 1995 Age: 18	
Price/SF: £69.46	NIA: 36,350 SF	
Reversionary Yield: -		
Net Initial Yield: 14.60%		
Comp ID: 2908229	Sale Conditions: -	
Research Status: Confirmed		
3	Tyne House - 3-5 Admiral Way	SOLD
Sunderland, SR3 3XW	Tyne And Wear County	
Sale Date: 01/11/2011	Bldg Type: Office	
Sale Price: £8,600,000 - Confirmed	Year Built/Age: Built 1998 Age: 13	
Price/SF: £154.06	NIA: 55,821 SF	
Reversionary Yield: -		
Net Initial Yield: 7.75%		
Comp ID: 3517910	Sale Conditions: -	
Research Status: Confirmed		
4	Teleport House - 4 Admiral Way	SOLD
Sunderland, SR3 3XW	Tyne And Wear County	
Sale Date: 01/06/2013	Bldg Type: Office	
Sale Price: £1,230,000 - Confirmed	Year Built/Age: Built 1995 Age: 18	
Price/SF: £47.23	NIA: 26,045 SF	
Reversionary Yield: -		
Net Initial Yield: 24.50%		
Comp ID: 2809688	Sale Conditions: -	
Research Status: Confirmed		
5	Teleport House - 4 Admiral Way	SOLD
Sunderland, SR3 3XW	Tyne And Wear County	
Sale Date: 01/09/2010	Bldg Type: Office	
Sale Price: £1,000,000 - Confirmed	Year Built/Age: Built 1995 Age: 15	
Price/SF: £38.40	NIA: 26,045 SF	
Reversionary Yield: -		
Net Initial Yield: 15.30%		
Comp ID: 2325242	Sale Conditions: -	
Research Status: Confirmed		
6	Teleport House - 4 Admiral Way (Part of Portfolio)	SOLD
Sunderland, SR3 3XW	Tyne And Wear County	
Sale Date: 17/01/2013 (105 days on mkt)	Bldg Type: Office	
Sale Price: -	Year Built/Age: Built 1995 Age: 18	
Price/SF: -	NIA: 26,045 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2669258	Sale Conditions: Bulk/Portfolio Sale, Distress Sale	
Research Status:		







7	Armstrong House - Armstrong Rd	SOLD
Washington, NE37 1PR	Tyne And Wear County	
Sale Date: 01/10/2011	Bldg Type: Office	
Sale Price: £200,000 - Confirmed	Year Built/Age: Built 1989 Age: 22	
Price/SF: £6.26	NIA: 31,934 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2457242	Sale Conditions: -	
Research Status: Confirmed		
8	26 Blandford St	SOLD
Sunderland, SR1 3JH	Tyne And Wear County	
Sale Date: 01/04/2014 (431 days on mkt)	Bldg Type: Office	
Sale Price: £250,000 - Confirmed	Year Built/Age: Built 1920 Age: 94	
Price/SF: £67.82	NIA: 3,686 SF	
Reversionary Yield: -		
Net Initial Yield: 14.39%		
Comp ID: 3134578	Sale Conditions: -	
Research Status: Confirmed		
9	Bridge House - Bridge St (Part of Portfolio)	SOLD
Sunderland, SR1 1TE	Tyne And Wear County	
Sale Date: 22/06/2015 (122 days on mkt)	Bldg Type: Office	
Sale Price: -	Year Built/Age: Built 1980 Age: 34	
Price/SF: -	NIA: 22,162 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3330384	Sale Conditions: Bulk/Portfolio Sale, Distress Sale	
Research Status: Research Complete		
10	Units 2A-D - Office Unit, Unit 2A-B - Colima Ave (Part of Multi-Property)	SOLD
Sunderland, SR5 3XB	Tyne And Wear County	
Sale Date: 12/10/2015 (490 days on mkt)	Unit Type: 3,610 SF Office Unit	
Sale Price: -	Year Built/Age: Built 1997 Age: 18	
Price/SF: -	NIA: 3,610 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3413171	Sale Conditions: -	
Research Status: Research Complete		
11	Units 2A-D - Office Unit, Unit 2C - Colima Ave (Part of Multi-Property)	SOLD
Sunderland, SR5 3XB	Tyne And Wear County	
Sale Date: 12/10/2015 (490 days on mkt)	Unit Type: 1,834 SF Office Unit	
Sale Price: -	Year Built/Age: Built 1997 Age: 18	
Price/SF: -	NIA: 1,834 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3413171	Sale Conditions: -	
Research Status: Research Complete		
12	Units 2A-D - Office Unit, Unit 2D - Colima Ave (Part of Multi-Property)	SOLD
Sunderland, SR5 3XB	Tyne And Wear County	
Sale Date: 12/10/2015 (490 days on mkt)	Unit Type: 1,913 SF Office Unit	
Sale Price: -	Year Built/Age: Built 1997 Age: 18	
Price/SF: -	NIA: 1,913 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3413171	Sale Conditions: -	
Research Status: Research Complete		







13	Units 3A-3D - Sunderland Enterprise Park - 3 Colima Ave (Part of Multi-Property)	SOLD
<p>Sunderland, SR5 3XB Tyne And Wear County</p> <p>Sale Date: 12/10/2015 (490 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 2005 Age: 10 Price/SF: - NIA: 9,187 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3413171 Sale Conditions: - Research Status: Research Complete</p> 		
14	Former Maranatha Gospel Church Hall - Corporation Rd	SOLD
<p>Sunderland, SR2 8PL Tyne And Wear County</p> <p>Sale Date: 01/03/2012 Bldg Type: Office Sale Price: £35,000 - Confirmed Year Built/Age: Built 1978 Age: 33 Price/SF: £18.13 NIA: 1,930 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2340744 Sale Conditions: - Research Status: Confirmed</p> 		
15	Rainton House - Cygnet Way	SOLD
<p>Houghton Le Spring, DH4 5QZ Tyne And Wear County</p> <p>Sale Date: 31/07/2015 (151 days on mkt) Bldg Type: Office Sale Price: £32,500,000 - Confirmed Year Built/Age: Built 2008 Age: 7 Price/SF: £149.54 NIA: 217,339 SF</p> <p>Reversionary Yield: - Net Initial Yield: 7.36% Comp ID: 3390444 Sale Conditions: Sale Leaseback Research Status: Confirmed</p> 		
16	The Villa - Dairy Ln	SOLD
<p>Houghton Le Spring, DH4 5BH Tyne And Wear County</p> <p>Sale Date: 14/07/2015 (1,223 days on mkt) Bldg Type: Office Sale Price: £60,000 - Confirmed Year Built/Age: Built 1836 Age: 179 Price/SF: £14.38 NIA: 4,172 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3342775 Sale Conditions: Auction Sale Research Status: Confirmed</p> 		
17	Houghton Le Spring Police Station - Dairy Ln	SOLD
<p>Houghton Le Spring, DH4 5BH Tyne And Wear County</p> <p>Sale Date: 10/06/2015 (1,188 days on mkt) Unit Type: 3,096 SF Speciality Unit Sale Price: £30,000 - Confirmed Year Built/Age: Built 1832 Age: 183 Price/SF: £9.69 NIA: 3,096 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3361784 Sale Conditions: - Research Status: Confirmed</p> 		
18	Wear View House - 1 Eden St W (Part of Portfolio)	SOLD
<p>Sunderland, SR1 3EY Tyne And Wear County</p> <p>Sale Date: 15/02/2016 Bldg Type: Office Sale Price: - Year Built/Age: Built 1995 Age: 21 Price/SF: - NIA: 63,785 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3579307 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p> 		







19	Cassaton House - 43-49 Fawcett St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1RR Tyne And Wear County</p> <p>Sale Date: 14/05/2015 (227 days on mkt) Unit Type: 239 SF Office Unit Sale Price: - Year Built/Age: Built 1971 Age: 43 Price/SF: - NIA: 239 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3383264 Sale Conditions: - Research Status: Research Complete</p>		
		
20	Cassaton House - 43-49 Fawcett St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1RR Tyne And Wear County</p> <p>Sale Date: 14/05/2015 (227 days on mkt) Unit Type: 6,053 SF Office Unit Sale Price: - Year Built/Age: Built 1971 Age: 43 Price/SF: - NIA: 6,053 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3383264 Sale Conditions: - Research Status: Research Complete</p>		
		
21	Cassaton House - 43-49 Fawcett St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1RR Tyne And Wear County</p> <p>Sale Date: 14/05/2015 (227 days on mkt) Unit Type: 6,058 SF Office Unit Sale Price: - Year Built/Age: Built 1971 Age: 43 Price/SF: - NIA: 6,058 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3383264 Sale Conditions: - Research Status: Research Complete</p>		
		
22	Cassaton House - 43-49 Fawcett St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1RR Tyne And Wear County</p> <p>Sale Date: 14/05/2015 (227 days on mkt) Unit Type: 6,049 SF Office Unit Sale Price: - Year Built/Age: Built 1971 Age: 43 Price/SF: - NIA: 6,049 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3383264 Sale Conditions: - Research Status: Research Complete</p>		
		
23	North of England House - 50 Fawcett St	SOLD
<p>Sunderland, SR1 1RF Tyne And Wear County</p> <p>Sale Date: 14/05/2015 (736 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1970 Age: 45 Price/SF: - NIA: 20,379 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3310049 Sale Conditions: - Research Status: Research Complete</p>		
		
24	24 Foyle St	SOLD
<p>Sunderland, SR1 1LE Tyne And Wear County</p> <p>Sale Date: 03/01/2011 Bldg Type: Office Sale Price: - Year Built/Age: Built 1893 Age: 117 Price/SF: - NIA: 1,900 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2446380 Sale Conditions: - Research Status: Confirmed</p>		
		







25	7 Frederick St	SOLD	
Sunderland, SR1 1NA		Tyne And Wear County	
Sale Date: 02/08/2015		Bldg Type: Office	
Sale Price: £93,000 - Confirmed		Year Built/Age: Built 1830 Age: 185	
Price/SF: £54.32		NIA: 1,712 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3379975		Sale Conditions: -	
Research Status: Confirmed			
			
26	32 Frederick St	PENDING	
Sunderland, SR1 1LN		Tyne And Wear County	
Asking Price: £120,000		Sale Type: Owner/User	
Price/SF: £69.69		Bldg Type: Office	
Days on Market: 481		Bldg Status: Built 1910	
Sale Status: Pending		NIA: 1,722 SF	
Net Initial Yield: -		Sale Conditions: -	
			
27	48 Frederick St	SOLD	
Sunderland, SR1 1NF		Tyne And Wear County	
Sale Date: 01/06/2013		Bldg Type: Office	
Sale Price: -		Year Built/Age: Built 1834 Age: 179	
Price/SF: -		NIA: 1,585 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 2797842		Sale Conditions: -	
Research Status: Research Complete			
			
28	53 Frederick St	SOLD	
Sunderland, SR1 1NF		Tyne And Wear County	
Sale Date: 15/08/2014 (1,509 days on mkt)		Bldg Type: Office	
Sale Price: -		Year Built/Age: Built 1951 Age: 63	
Price/SF: -		NIA: 1,606 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3108623		Sale Conditions: -	
Research Status: Research Complete			
			
29	58 Frederick St	SOLD	
Sunderland, SR1 1NF		Tyne And Wear County	
Sale Date: 10/11/2015 (445 days on mkt)		Bldg Type: Office	
Sale Price: -		Year Built/Age: Built 1920 Age: 95	
Price/SF: -		NIA: 1,506 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3440975		Sale Conditions: -	
Research Status: Research Complete			
			
30	65-69 Front St	SOLD	
Houghton Le Spring, DH4 6LP		Tyne And Wear County	
Sale Date: 25/10/2011		Bldg Type: Office	
Sale Price: £55,000 - Confirmed		Year Built/Age: -	
Price/SF: £56.18		NIA: 979 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 2434213		Sale Conditions: -	
Research Status: Confirmed			
			







31	PENSHAW SALVATION ARMY HALL - Front St W	SOLD
Houghton Le Spring, DH4 7EX	Tyne And Wear County	
Sale Date: 09/09/2013	Bldg Type: Office	
Sale Price: -	Year Built/Age: -	
Price/SF: -	NIA: 779 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2852593	Sale Conditions: -	
Research Status: Research Complete		
32	12 Grange Cres	SOLD
Sunderland, SR2 7BN	Tyne And Wear County	
Sale Date: 01/07/2011	Bldg Type: Office	
Sale Price: £110,000 - Confirmed	Year Built/Age: Built 1849 Age: 162	
Price/SF: £47.97	NIA: 2,293 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2448238	Sale Conditions: -	
Research Status: Confirmed		
33	North of England House - 1 Grayling Ct (Part of Multi-Property)	SOLD
Sunderland, SR3 3XG	Tyne And Wear County	
Sale Date: 05/09/2013	Bldg Type: Office	
Sale Price: -	Year Built/Age: Built 2000 Age: 13	
Price/SF: -	NIA: 49,983 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2839229	Sale Conditions: -	
Research Status: Research Complete		
34	Solar House - 3 Grayling Ct (Part of Multi-Property)	SOLD
Sunderland, SR3 3XG	Tyne And Wear County	
Sale Date: 05/09/2013	Bldg Type: Office	
Sale Price: -	Year Built/Age: Built 2000 Age: 13	
Price/SF: -	NIA: 22,675 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2839229	Sale Conditions: -	
Research Status: Research Complete		
35	Weardale House - Horsecroft Rd	SOLD
Washington, NE37 1LW	Tyne And Wear County	
Sale Date: 11/07/2012	Bldg Type: Office	
Sale Price: £340,000 - Confirmed	Year Built/Age: Built 2000 Age: 12	
Price/SF: £12.77	NIA: 26,628 SF	
Reversionary Yield: -		
Net Initial Yield: 5.00%		
Comp ID: 2847305	Sale Conditions: Auction Sale	
Research Status: Confirmed		
36	15-16 John St	SOLD
Sunderland, SR1 1ED	Tyne And Wear County	
Sale Date: 01/04/2015 (1,360 days on mkt)	Bldg Type: Office	
Sale Price: -	Year Built/Age: Built 1855 Age: 159	
Price/SF: -	NIA: 10,958 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3296820	Sale Conditions: -	
Research Status: Research Complete		







37	17 John St	SOLD
<p>Sunderland, SR1 1ED Tyne And Wear County</p> <p>Sale Date: 01/04/2015 (1,668 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1888 Age: 126 Price/SF: - NIA: 6,008 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3296821 Sale Conditions: - Research Status: Research Complete</p> 		
38	20 John St	SOLD
<p>Sunderland, SR1 1JF Tyne And Wear County</p> <p>Sale Date: 01/05/2015 (2,783 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1841 Age: 173 Price/SF: - NIA: 2,414 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3304843 Sale Conditions: - Research Status: Research Complete</p> 		
39	51 John St	SOLD
<p>Sunderland, SR1 1QN Tyne And Wear County</p> <p>Sale Date: 01/05/2015 (228 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1830 Age: 185 Price/SF: - NIA: 3,122 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3304842 Sale Conditions: - Research Status: Research Complete</p> 		
40	56 John St	SOLD
<p>Sunderland, SR1 1QH Tyne And Wear County</p> <p>Sale Date: 02/01/2013 (280 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1843 Age: 169 Price/SF: - NIA: 3,443 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2682664 Sale Conditions: Auction Sale Research Status: Research Complete</p> 		
41	Office Unit - 58 John St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1QH Tyne And Wear County</p> <p>Sale Date: 30/06/2012 (355 days on mkt) Unit Type: 707 SF Office Unit Sale Price: - Year Built/Age: Built 1830 Age: 182 Price/SF: - NIA: 707 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2512322 Sale Conditions: - Research Status: Research Complete</p> 		
42	Office Unit - 58 John St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1QH Tyne And Wear County</p> <p>Sale Date: 30/06/2012 (355 days on mkt) Unit Type: 702 SF Office Unit Sale Price: - Year Built/Age: Built 1830 Age: 182 Price/SF: - NIA: 702 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2512322 Sale Conditions: - Research Status: Research Complete</p> 		

43	Office Unit - 58 John St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1QH Tyne And Wear County</p> <p>Sale Date: 30/06/2012 (355 days on mkt) Unit Type: 785 SF Office Unit Sale Price: - Year Built/Age: Built 1830 Age: 182 Price/SF: - NIA: 785 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2512322 Sale Conditions: - Research Status: Research Complete</p> 		
44	Office Unit - 58 John St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1QH Tyne And Wear County</p> <p>Sale Date: 30/06/2012 (355 days on mkt) Unit Type: 539 SF Office Unit Sale Price: - Year Built/Age: Built 1830 Age: 182 Price/SF: - NIA: 539 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2512322 Sale Conditions: - Research Status: Research Complete</p> 		
45	Office Unit - 58 John St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1QH Tyne And Wear County</p> <p>Sale Date: 24/01/2014 (536 days on mkt) Unit Type: 707 SF Office Unit Sale Price: - Year Built/Age: Built 1830 Age: 184 Price/SF: - NIA: 707 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2940787 Sale Conditions: - Research Status: Research Complete</p> 		
46	Office Unit - 58 John St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1QH Tyne And Wear County</p> <p>Sale Date: 24/01/2014 (536 days on mkt) Unit Type: 702 SF Office Unit Sale Price: - Year Built/Age: Built 1830 Age: 184 Price/SF: - NIA: 702 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2940787 Sale Conditions: - Research Status: Research Complete</p> 		
47	Office Unit - 58 John St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1QH Tyne And Wear County</p> <p>Sale Date: 24/01/2014 (536 days on mkt) Unit Type: 785 SF Office Unit Sale Price: - Year Built/Age: Built 1830 Age: 184 Price/SF: - NIA: 785 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2940787 Sale Conditions: - Research Status: Research Complete</p> 		
48	Office Unit - 58 John St (Part of Multi-Unit)	SOLD
<p>Sunderland, SR1 1QH Tyne And Wear County</p> <p>Sale Date: 24/01/2014 (536 days on mkt) Unit Type: 539 SF Office Unit Sale Price: - Year Built/Age: Built 1830 Age: 184 Price/SF: - NIA: 539 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2940787 Sale Conditions: - Research Status: Research Complete</p> 		

49	Ellison House - 1 Moor Ter	SOLD
Sunderland, SR1 2JH	Tyne And Wear County	
Sale Date: 10/08/2012 (436 days on mkt)	Bldg Type: Office	
Sale Price: £175,000 - Confirmed	Year Built/Age: Built 1975 Age: 37	
Price/SF: £21.02	NIA: 8,327 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2534189	Sale Conditions: -	
Research Status: Confirmed		
50	106 Newbottle St	SOLD
Houghton Le Spring, DH4 4AJ	Tyne And Wear County	
Sale Date: 06/04/2015 (480 days on mkt)	Bldg Type: Office	
Sale Price: £70,000 - Confirmed	Year Built/Age: Built 1960 Age: 55	
Price/SF: £38.91	NIA: 1,799 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3292373	Sale Conditions: Bankruptcy Sale	
Research Status: Confirmed		
51	172 Newcastle Rd	SOLD
Sunderland, SR5 1NW	Tyne And Wear County	
Sale Date: 01/11/2011	Bldg Type: Office	
Sale Price: £200,000 - Confirmed	Year Built/Age: Built 1955 Age: 56	
Price/SF: £63.80	NIA: 3,135 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2441151	Sale Conditions: -	
Research Status: Confirmed		
52	11 Norfolk St	SOLD
Sunderland, SR1 1EA	Tyne And Wear County	
Sale Date: 01/01/2014	Bldg Type: Office	
Sale Price: -	Year Built/Age: Built 1924 Age: 89	
Price/SF: -	NIA: 2,510 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2940879	Sale Conditions: -	
Research Status: Research Complete		
53	19 Norfolk St	SOLD
Sunderland, SR1 1EA	Tyne And Wear County	
Sale Date: 19/07/2013	Bldg Type: Office	
Sale Price: -	Year Built/Age: Built 1955 Age: 58	
Price/SF: -	NIA: 1,567 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2797862	Sale Conditions: -	
Research Status: Research Complete		
54	27 Norfolk St	SOLD
Sunderland, SR1 1EE	Tyne And Wear County	
Sale Date: 09/06/2015 (217 days on mkt)	Bldg Type: Office	
Sale Price: £130,000 - Confirmed	Year Built/Age: Built 1920 Age: 95	
Price/SF: £72.67	NIA: 1,789 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3383115	Sale Conditions: -	
Research Status: Confirmed		

55	North Sands Business Cent (Part of Portfolio)	SOLD
<p>Sunderland, SR6 0QA Tyne And Wear County</p> <p>Sale Date: 22/06/2015 (122 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1990 Age: 25 Price/SF: - NIA: 43,637 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3330384 Sale Conditions: Bulk/Portfolio Sale, Distress Sale Research Status: Research Complete</p> 		
56	The Venter Building - Rainton Bridge South	SOLD
<p>Houghton Le Spring, DH4 5RA Tyne And Wear County</p> <p>Sale Date: 27/05/2016 (1,393 days on mkt) Bldg Type: Office Sale Price: £695,000 - Confirmed Year Built/Age: Built 2007 Age: 9 Price/SF: £59.99 NIA: 11,585 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3634233 Sale Conditions: - Research Status: Confirmed</p> 		
57	St Andrews House - Riverbank Rd	SOLD
<p>Sunderland, SR5 3JJ Tyne And Wear County</p> <p>Sale Date: 08/06/2016 (49 days on mkt) Bldg Type: Office Sale Price: £720,000 - Confirmed Year Built/Age: Built 2001 Age: 15 Price/SF: £75.72 NIA: 9,509 SF</p> <p>Reversionary Yield: - Net Initial Yield: 11.80% Comp ID: 3640297 Sale Conditions: - Research Status: Confirmed</p> 		
58	St Andrews House - Riverbank Rd (Part of Portfolio)	SOLD
<p>Sunderland, SR5 3JJ Tyne And Wear County</p> <p>Sale Date: 13/08/2015 Bldg Type: Office Sale Price: - Year Built/Age: Built 2001 Age: 14 Price/SF: - NIA: 9,509 SF</p> <p>Reversionary Yield: - Net Initial Yield: 11.20% Comp ID: 3443073 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p> 		
59	Shackleton House - Silksworth Row	SOLD
<p>Sunderland, SR1 3QR Tyne And Wear County</p> <p>Sale Date: 13/01/2014 Bldg Type: Office Sale Price: - Year Built/Age: Built 1999 Age: 14 Price/SF: - NIA: 30,695 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2945590 Sale Conditions: - Research Status: Unconfirmed</p> 		
60	Chapter House - St Catherines Ct (Part of Multi-Property)	SOLD
<p>Sunderland, SR5 3XJ Tyne And Wear County</p> <p>Sale Date: 01/08/2015 (79 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1994 Age: 21 Price/SF: - NIA: 18,066 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3429168 Sale Conditions: - Research Status: Research Complete</p> 		

61	Tower House - St Catherines Ct (Part of Multi-Property)	SOLD
<p>Sunderland, SR5 3XJ Tyne And Wear County</p> <p>Sale Date: 01/08/2015 (79 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1994 Age: 21 Price/SF: - NIA: 29,872 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3429168 Sale Conditions: - Research Status: Research Complete</p> 		
62	Victoria House - Toward Rd	SOLD
<p>Sunderland, SR1 2QF Tyne And Wear County</p> <p>Sale Date: 17/09/2010 Bldg Type: Office Sale Price: - Year Built/Age: Built 1968 Age: 42 Price/SF: - NIA: 6,778 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2328655 Sale Conditions: - Research Status: Confirmed</p> 		
63	4 Toward Rd	PENDING
<p>Sunderland, SR1 2QG Tyne And Wear County</p> <p>Asking Price: £145,000 Sale Type: Owner/User Price/SF: £47.82 Bldg Type: Office Days on Market: 516 Bldg Status: Built 1890 Sale Status: Pending NIA: 3,032 SF</p> <p>Net Initial Yield: - Sale Conditions: -</p> 		
64	Cuthbert House, Unit 2 - Tower Rd	SOLD
<p>Washington, NE37 2SH Tyne And Wear County</p> <p>Sale Date: 22/05/2013 (2 days on mkt) Unit Type: 1,895 SF Office Unit Sale Price: £48,000 - Confirmed Year Built/Age: Built 1982 Age: 30 Price/SF: £25.33 NIA: 1,895 SF</p> <p>Reversionary Yield: - Net Initial Yield: 25.00% Comp ID: 2776672 Sale Conditions: Auction Sale Research Status: Confirmed</p> 		
65	Cuthbert House, Unit 1 - Tower Rd	SOLD
<p>Washington, NE37 2SH Tyne And Wear County</p> <p>Sale Date: 22/05/2013 (2 days on mkt) Unit Type: 1,870 SF Office Unit Sale Price: £43,500 - Confirmed Year Built/Age: Built 1982 Age: 30 Price/SF: £23.26 NIA: 1,870 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2776657 Sale Conditions: Auction Sale Research Status: Confirmed</p> 		
66	Cuthbert House, Unit 3 - Tower Rd	SOLD
<p>Washington, NE37 2SH Tyne And Wear County</p> <p>Sale Date: 22/05/2013 (2 days on mkt) Unit Type: 1,935 SF Office Unit Sale Price: £42,000 - Confirmed Year Built/Age: Built 1982 Age: 30 Price/SF: £21.71 NIA: 1,935 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2776681 Sale Conditions: Auction Sale Research Status: Confirmed</p> 		

67	Cuthbert House, Unit 4 - Tower Rd	SOLD
Washington, NE37 2SH	Tyne And Wear County	
Sale Date: 22/05/2013 (2 days on mkt)	Unit Type: 1,895 SF Office Unit	
Sale Price: £11,000 - Confirmed	Year Built/Age: Built 1982 Age: 30	
Price/SF: £5.80	NIA: 1,895 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2771115	Sale Conditions: Auction Sale	
Research Status: Confirmed		
68	Phoenix House - 1-7 Union St	SOLD
Sunderland, SR1 3BT	Tyne And Wear County	
Sale Date: 05/12/2014 (106 days on mkt)	Bldg Type: Office	
Sale Price: £1,900,000 - Confirmed	Year Built/Age: Built 1968 Age: 46	
Price/SF: £61.04	NIA: 31,129 SF	
Reversionary Yield: -		
Net Initial Yield: 6.70%		
Comp ID: 3205183	Sale Conditions: Distress Sale	
Research Status: Confirmed		
69	Endeavour House - 2 Victory Way	PENDING
Sunderland, SR3 3XL	Tyne And Wear County	
Asking Price: £15,200,000	Sale Type: Investment	
Price/SF: £135.50	Bldg Type: Office	
Days on Market: 188	Bldg Status: Built 1995	
Sale Status: Pending	NIA: 112,177 SF	
Net Initial Yield: 5.80%		
	Sale Conditions: -	
70	Warwick Street Church - Warwick St	SOLD
Sunderland, SR5 1DL	Tyne And Wear County	
Sale Date: 01/03/2012 (357 days on mkt)	Bldg Type: Office	
Sale Price: -	Year Built/Age: -	
Price/SF: -	NIA: 2,439 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2490190	Sale Conditions: -	
Research Status: Research Complete		
71	Waterside House - Wearfield	SOLD
Sunderland, SR5 2TZ	Tyne And Wear County	
Sale Date: 01/11/2011	Bldg Type: Office	
Sale Price: £3,375,000 - Confirmed	Year Built/Age: Built 1991 Age: 20	
Price/SF: £90.95	NIA: 37,110 SF	
Reversionary Yield: -		
Net Initial Yield: 12.50%		
Comp ID: 2449789	Sale Conditions: -	
Research Status: Confirmed		
72	Purdy House Offices - Wellmere Rd (Part of Portfolio)	SOLD
Sunderland, SR2 9TE	Tyne And Wear County	
Sale Date: 03/09/2013 (1,553 days on mkt)	Bldg Type: Office	
Sale Price: -	Year Built/Age: Built 1980 Age: 33	
Price/SF: -	NIA: 7,997 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2881509	Sale Conditions: Bulk/Portfolio Sale	
Research Status: Research Complete		

73 43 West Sunnyside**SOLD**

Sunderland, SR1 1BA Tyne And Wear County
Sale Date: 01/04/2016 (553 days on mkt) Bldg Type: Office
Sale Price: - Year Built/Age: Built 1830 Age: 186
Price/SF: - NIA: 2,288 SF

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 3573605 Sale Conditions: -
Research Status: Research Complete

**74 Echo 24 - West Wear St****SOLD**

Sunderland, SR1 1XD Tyne And Wear County
Sale Date: 07/07/2016 (20 days on mkt) Bldg Type: OfficeOffice/Residential
Sale Price: £600,000 - Confirmed Year Built/Age: Built 2007 Age: 8
Price/SF: £56.24 NIA: 10,668 SF

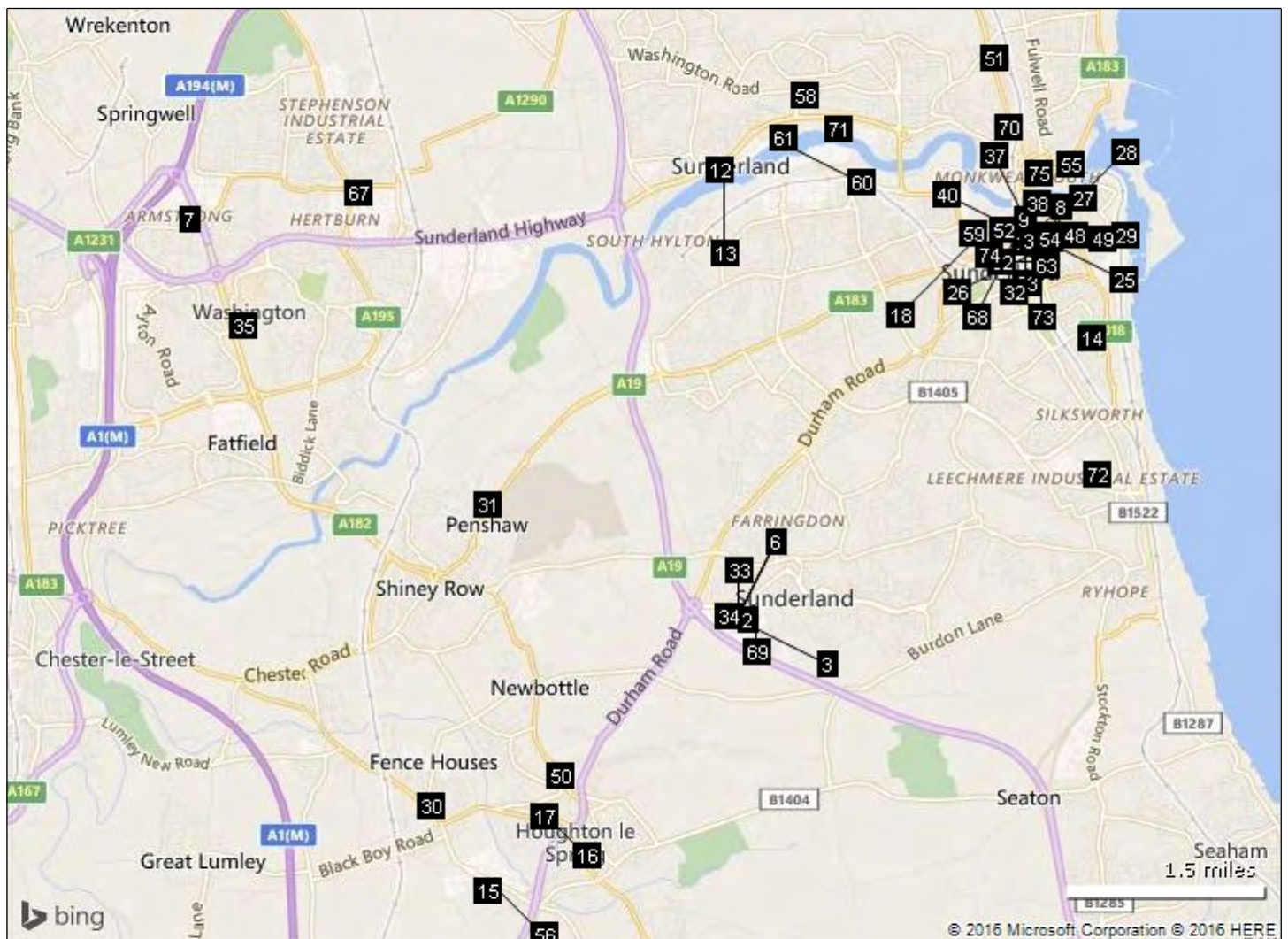
Reversionary Yield: -
Net Initial Yield: -
Comp ID: 3643094 Sale Conditions: Auction Sale
Research Status: Confirmed

**75 1 Williamson Ter****SOLD**

Sunderland, SR6 0DF Tyne And Wear County
Sale Date: 20/02/2013 (286 days on mkt) Bldg Type: Office
Sale Price: £259,000 - Confirmed Year Built/Age: Built 1999 Age: 13
Price/SF: £77.08 NIA: 3,360 SF

Reversionary Yield: -
Net Initial Yield: -
Comp ID: 2683617 Sale Conditions: -
Research Status: Confirmed





	Address	City	Property Info	Sale Info
1	Admiral House, 2 Admiral Way	Sunderland	36,350 SF Office	Sold: £2,525,000 (£69.46/SF)
2	Admiral House, 2 Admiral Way	Sunderland	36,350 SF Office	Sold: £4,150,000 (£114.17/SF)
3	Tyne House, 3-5 Admiral Way	Sunderland	55,821 SF Office	Sold: £8,600,000 (£154.06/SF)
4	Teleport House, 4 Admiral Way	Sunderland	26,045 SF Office	Sold: £1,000,000 (£38.40/SF)
5	Teleport House, 4 Admiral Way (Part of Portfolio)	Sunderland	26,045 SF Office	Sold: -
6	Teleport House, 4 Admiral Way	Sunderland	26,045 SF Office	Sold: £1,230,000 (£47.23/SF)
7	Armstrong House, Armstrong Rd	Washington	31,934 SF Office	Sold: £200,000 (£6.26/SF)
8	26 Blandford St	Sunderland	3,686 SF Office	Sold: £250,000 (£67.82/SF)
9	Bridge House, Bridge St (Part of Portfolio)	Sunderland	22,162 SF Office	Sold: -
10	Colima Ave, 2A-B/Ground (Part of Multi-Property Sale)	Sunderland	3,610 SF Office	Sold: -
11	Colima Ave, 2C/Ground (Part of Multi-Property Sale)	Sunderland	1,834 SF Office	Sold: -
12	Colima Ave, 2D/Ground (Part of Multi-Property Sale)	Sunderland	1,913 SF Office	Sold: -
13	3 Colima Ave (Part of Multi-Property Sale)	Sunderland	9,187 SF Office	Sold: -

14	Former Maranatha Gospel Church Hall, Corporation Rd	Sunderland	1,930 SF Office	Sold: £35,000 (£18.13/SF)
15	Rainton House, Cygnet Way	Houghton Le Spring	217,339 SF Office	Sold: £32,500,000 (£149.54/SF)
16	The Villa, Dairy Ln	Houghton Le Spring	4,172 SF Office	Sold: £60,000 (£14.38/SF)
17	Houghton Le Spring Police Station, Dairy Ln	Houghton Le Spring	3,096 SF Specialty/Police / Fire Station	Sold: £30,000 (£9.69/SF)
18	Wear View House, 1 Eden St W (Part of Portfolio)	Sunderland	63,785 SF Office	Sold: -
19	Cassaton House, 43-49 Fawcett St, 1st Floor (Part of Multi-Unit Sale)	Sunderland	6,053 SF Office	Sold: -
20	Cassaton House, 43-49 Fawcett St, 2nd Floor (Part of Multi-Unit Sale)	Sunderland	6,058 SF Office	Sold: -
21	Cassaton House, 43-49 Fawcett St, 3rd Floor (Part of Multi-Unit Sale)	Sunderland	6,049 SF Office	Sold: -
22	Cassaton House, 43-49 Fawcett St, Ground (Part of Multi-Unit Sale)	Sunderland	239 SF Office	Sold: -
23	North of England House, 50 Fawcett St	Sunderland	20,379 SF Office	Sold: -
24	24 Foyle St	Sunderland	1,900 SF Office	Sold: -
25	7 Frederick St	Sunderland	1,712 SF Office	Sold: £93,000 (£54.32/SF)
26	32 Frederick St	Sunderland	1,722 SF Office	Pending: w/Asking Price of £120,000 (£69.69/SF)
27	48 Frederick St	Sunderland	1,585 SF Office	Sold: -
28	53 Frederick St	Sunderland	1,606 SF Office	Sold: -
29	58 Frederick St	Sunderland	1,506 SF Office	Sold: -
30	65-69 Front St	Houghton Le Spring	979 SF Office	Sold: £55,000 (£56.18/SF)
31	PENSHAW SALVATION ARMY HALL, Front St W	Houghton Le Spring	779 SF Office	Sold: -
32	12 Grange Cres	Sunderland	2,293 SF Office	Sold: £110,000 (£47.97/SF)
33	North of England House, 1 Grayling Ct (Part of Multi-Property Sale)	Sunderland	49,983 SF Office	Sold: -
34	Solar House, 3 Grayling Ct (Part of Multi-Property Sale)	Sunderland	22,675 SF Office	Sold: -
35	Weardale House, Horsecroft Rd	Washington	26,628 SF Office	Sold: £340,000 (£12.77/SF)
36	15-16 John St	Sunderland	10,958 SF Office	Sold: -
37	17 John St	Sunderland	6,008 SF Office	Sold: -
38	20 John St	Sunderland	2,414 SF Office	Sold: -
39	51 John St	Sunderland	3,122 SF Office	Sold: -
40	56 John St	Sunderland	3,443 SF Office	Sold: -
41	58 John St, 1st Floor (Part of Multi-Unit Sale)	Sunderland	785 SF Office	Sold: -
42	58 John St, 2nd Floor (Part of Multi-Unit Sale)	Sunderland	539 SF Office	Sold: -
43	58 John St, Ground (Part of Multi-Unit Sale)	Sunderland	702 SF Office	Sold: -
44	58 John St, Ground (Part of Multi-Unit Sale)	Sunderland	707 SF Office	Sold: -

45	58 John St, 1st Floor (Part of Multi-Unit Sale)	Sunderland	785 SF Office	Sold: -
46	58 John St, 2nd Floor (Part of Multi-Unit Sale)	Sunderland	539 SF Office	Sold: -
47	58 John St, Ground (Part of Multi-Unit Sale)	Sunderland	702 SF Office	Sold: -
48	58 John St, Ground (Part of Multi-Unit Sale)	Sunderland	707 SF Office	Sold: -
49	Ellison House, 1 Moor Ter	Sunderland	8,327 SF Office	Sold: £175,000 (£21.02/SF)
50	106 Newbottle St	Houghton Le Spring	1,799 SF Office	Sold: £70,000 (£38.91/SF)
51	172 Newcastle Rd	Sunderland	3,135 SF Office	Sold: £200,000 (£63.80/SF)
52	11 Norfolk St	Sunderland	2,510 SF Office	Sold: -
53	19 Norfolk St	Sunderland	1,567 SF Office	Sold: -
54	27 Norfolk St	Sunderland	1,789 SF Office	Sold: £130,000 (£72.67/SF)
55	North Sands Business Cent (Part of Portfolio)	Sunderland	43,637 SF Office	Sold: -
56	The Venter Building, Rainton Bridge South	Houghton Le Spring	11,585 SF Office	Sold: £695,000 (£59.99/SF)
57	St Andrews House, Riverbank Rd (Part of Portfolio)	Sunderland	9,509 SF Office	Sold: -
58	St Andrews House, Riverbank Rd	Sunderland	9,509 SF Office	Sold: £720,000 (£75.72/SF)
59	Shackleton House, Silksworth Row	Sunderland	30,695 SF Office	Sold: -
60	Tower House, St Catherines Ct (Part of Multi-Property Sale)	Sunderland	29,872 SF Office	Sold: -
61	Chapter House, St Catherines Ct (Part of Multi-Property Sale)	Sunderland	18,066 SF Office	Sold: -
62	Victoria House, Toward Rd	Sunderland	6,778 SF Office	Sold: -
63	4 Toward Rd	Sunderland	3,032 SF Office	Pending: w/Asking Price of £145,000 (£47.82/SF)
64	Cuthbert House, Tower Rd	Washington	1,895 SF Office	Sold: £11,000 (£5.80/SF)
65	Cuthbert House, Tower Rd	Washington	1,870 SF Office	Sold: £43,500 (£23.26/SF)
66	Cuthbert House, Tower Rd	Washington	1,895 SF Office	Sold: £48,000 (£25.33/SF)
67	Cuthbert House, Tower Rd	Washington	1,935 SF Office	Sold: £42,000 (£21.71/SF)
68	Phoenix House, 1-7 Union St	Sunderland	31,129 SF Office	Sold: £1,900,000 (£61.04/SF)
69	Endeavour House, 2 Victory Way	Sunderland	112,177 SF Office	Pending: w/Asking Price of £15,200,000 (£135.50/SF)
70	Warwick Street Church, Warwick St	Sunderland	2,439 SF Office	Sold: -
71	Waterside House, Wearfield	Sunderland	37,110 SF Office	Sold: £3,375,000 (£90.95/SF)
72	Purdy House Offices, Wellmere Rd (Part of Portfolio)	Sunderland	7,997 SF Office	Sold: -
73	43 West Sunnyside	Sunderland	2,288 SF Office	Sold: -
74	Echo 24, West Wear St	Sunderland	10,668 SF Office/Office/Residential	Sold: £600,000 (£56.24/SF)
75	1 Williamson Ter	Sunderland	3,360 SF Office	Sold: £259,000 (£77.08/SF)

Lease Comp Summary

Lease Comps Report

Deals

99

Asking Rent Per SF

£13.81

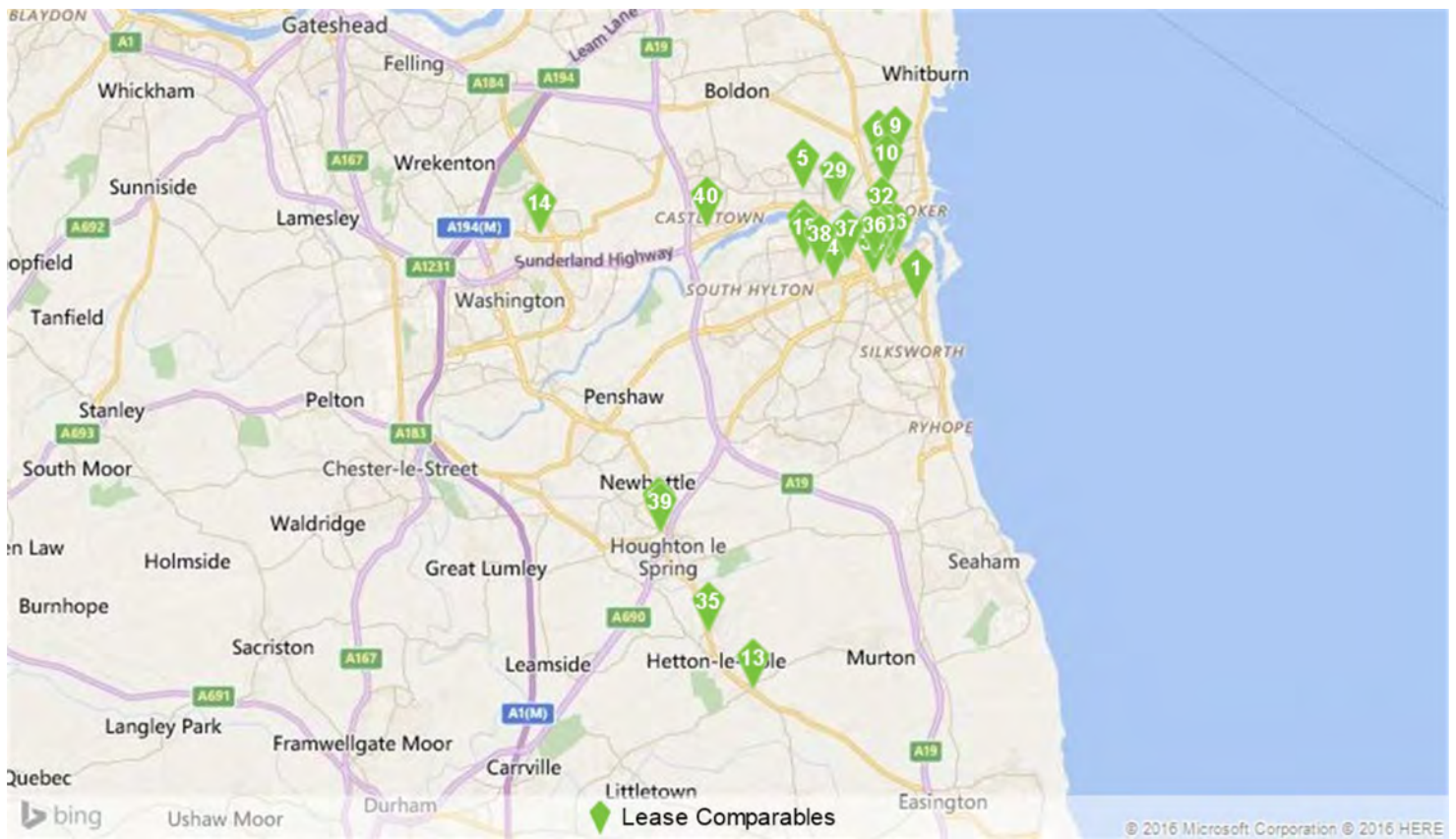
Achieved Rent Per SF

£12.40

Avg. Months On Market

13

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	81	£2.32	£13.81	£14.06	£96.39
Achieved Rent Per SF	49	£1.99	£12.40	£13.37	£52.45
Net Effective Rent Per SF	25	£2.61	£12.25	£12.97	£39.77
Asking Rent Discount	39	-33.3%	21.8%	4.8%	75.0%
Rent Free Months	21	0	2	2	9

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	85	1	13	9	74
Deal Size	99	182	2,793	1,122	24,335
Lease Deal in Years	74	1.0	6.0	5.0	25.0
Floor Number	99	LL	LBBY	GRND	MEZZ

Lease Comp Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 64 Mainsforth Ter W	★★★★★	182	GRND	13/07/2016	New	£22.86/fri	Effective
2 17A Frederick St	★★★★★	460	LL	01/07/2016	New	£5.98/fri	Effective
3 The Bridges	★★★★★	1,063	GRND	06/06/2016	New	£72.91/fri	Asking
4 204 Chester	★★★★★	273	GRND	01/06/2016	New	£15.00/iri	Effective
4 202 Chester	★★★★★	843	GRND	01/06/2016	New	£8.05/iri	Effective
5 North Hylton Rd	★★★★★	969	GRND	27/05/2016	New	£9.53/fri	Effective
6 7 Station Rd	★★★★★	1,081	GRND	21/05/2016	New	£12.97/fri	Effective
7 8 St Lukes Ter	★★★★★	637	GRND	05/05/2016	New	£15.70/fri	Effective
8 260-261 High St W	★★★★★	3,270	GRND,1	01/05/2016	New	£13.76/fri	Asking
9 66 Sea Rd	★★★★★	468	GRND	01/05/2016	New	£17.09/fri	Effective
10 2-6 Moray St	★★★★★	700	GRND	29/04/2016	New	£8.57	Effective
3 Unit 36 The Bridges Shop...	★★★★★	7,221	GRND,1	28/04/2016	New	£18.70/fri	Effective
11 11A Front St	★★★★★	561	GRND	15/04/2016	New	£13.37/fri	Effective
12 58 John St	★★★★★	707	LL	01/04/2016	New	£7.00/fri	Asking
13 Unit 4 Turnbolls Yard, Ea...	★★★★★	204	GRND	01/04/2016	New	£17.84/fri	Asking
14 20 Speculation Pl	★★★★★	670	GRND	16/03/2016	New	£14.93/fri	Effective
15 68 Newbottle St	★★★★★	1,062	BSMT,G...	05/03/2016	New	£9.42/fri	Asking
16 52 Frederick St	★★★★★	395	BSMT	01/03/2016	New	£13.16/fri	Asking
17 St Thomas St	★★★★★	1,233	BSMT,G...	01/03/2016	New	£12.17/fri	Asking
3 The Bridges	★★★★★	1,122	GRND,1	01/03/2016	New	£24.51/fri	Effective
18 9B Martin Ter	★★★★★	534	GRND	15/02/2016	New	£10.71/iri	Asking

Lease Comp Summary

Lease Comps Report


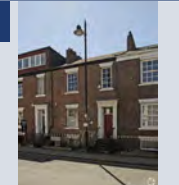




Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
19 203 High St W	★★★★★	1,310	BSMT,G...	01/02/2016	New	£5.80/fri	Asking
19 204 High St W	★★★★★	1,070	BSMT,G...	01/02/2016	New	£4.67/iri	Asking
20 281 Southwick Rd	★★★★★	960	GRND,1	01/02/2016	New	£14.06/fri	Asking
3 The Bridges Shopping Ce...	★★★★★	830	GRND	01/02/2016	New	£36.14/fri	Effective
21 23-24 Frederick St	★★★★★	1,066	LL	16/01/2016	New	£9.85/fri	Asking
22 1-2 John St	★★★★★	7,051	GRND,1-2	15/01/2016	New	£3.19/iri	Asking
23 244-246 High St W	★★★★★	4,648	GRND	10/01/2016	New	£10.04/fri	Effective
24 1-4 Blandford St	★★★★★	9,593	GRND,1	01/01/2016	New	£7.82/fri	Effective
25 214 High St W	★★★★★	5,737	BSMT,G...	22/12/2015	New	£2.61	Effective
26 139 High St W	★★★★★	1,321	GRND	15/12/2015	New	£5.68/fri	Asking
27 314-315 High St W	★★★★★	796	GRND,1	15/12/2015	New	£15.08/fri	Asking
28 10-11 Maritime Ter	★★★★★	1,097	GRND,1	15/12/2015	New	£20.51/fri	Asking
29 18A The Green	★★★★★	1,296	GRND,1	15/12/2015	New	£11.57/fri	Asking
3 Union St	★★★★★	4,400	GRND	01/12/2015	Renewal	£39.77	Effective
3 25a The Bridges Shoppin...	★★★★★	3,960	GRND,1	02/11/2015	New	£23.99/fri	Effective
30 5 Blandford St	★★★★★	1,613	GRND,1	01/11/2015	New	£17.36/fri	Asking
31 Bud Bigallows Low Row	★★★★★	9,879	LL,GRND	01/11/2015	New	-	-
32 Dunn House North Bridge St	★★★★★	638	GRND	21/10/2015	New	£4.69/iri	Achieved
33 Central 32 Bridge St	★★★★★	1,005	GRND	15/10/2015	New	£1.99	Achieved
34 22 Derwent St	★★★★★	633	GRND	01/10/2015	New	£11.85/fri	Effective
35 13 Front St	★★★★★	766	GRND	01/10/2015	New	£11.42/fri	Asking

Lease Comp Summary






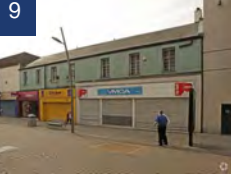

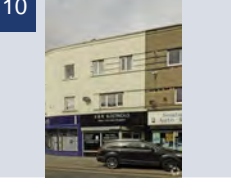




Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
36 Arndale House 60 High St W	★★★★★	2,975	GRND,1-2	01/10/2015	New	£10.92/fri	Asking
36 Arndale House 56 High St W	★★★★★	1,000	GRND,1	01/10/2015	New	£20.00/fri	Asking
37 57-59 Hylton Rd	★★★★★	1,183	GRND	01/10/2015	New	-	-
38 220 Hylton Rd	★★★★★	323	GRND	01/10/2015	New	£13.68/fri	Achieved
3 The Bridges Shopping Ce...	★★★★★	1,142	GRND,1	01/10/2015	New	£41.59/fri	Achieved
3 Union St	★★★★★	1,142	GRND	01/10/2015	New	£19.26	Achieved
39 16a Newbottle St	★★★★★	2,070	BSMT,G...	29/09/2015	New	£4.71	Achieved
40 Gravity Force Ferryboat Ln	★★★★★	24,335	GRND,1	28/09/2015	New	£4.52/fri	Asking


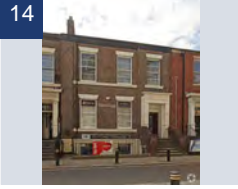





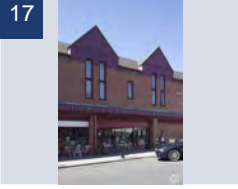


Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	 61-64 Mainsforth Ter W Sunderland, SR2 8JX Sunderland Submarket	Ramesh Dewan	182 New Direct	Jul 2016 10 Years	£4,160 PA £4,160 PA	0 Mos	Jul 2018... Jul 2019...
2	 17-17A Frederick St Sunderland, SR1 1LT Sunderland Submarket	Mercantile Estates Ltd	460 New Direct	Jul 2016 5 Years	£2,860 PA £2,751 PA	2 Mos at Start	Jun 2018
3	 Union St Sunderland, SR1 3DR Sunderland Submarket	Fizzylicious AEW Capital Management	1,063 New Direct	Jul 2016		£47,082 PA	
4	 202-204 Chester Rd Sunderland, SR4 7HE Sunderland Submarket		273 New Direct	Jun 2016 3 Years	£4,500 PA £4,094 PA	Spread Over £1,491 PA	
5	 202-204 Chester Rd Sunderland, SR4 7HE Sunderland Submarket		843 New Direct	Jun 2016 3 Years	£7,000 PA £6,789 PA	Spread Over £2,734 PA	
6	 North Hylton Rd Sunderland, SR5 3TU Sunderland Submarket	Mr Serkan Topuz North East Convenience Stores Ltd	969 New Direct	May 2016 10 Years	£10,000 PA £9,238 PA	4 Mos at Start £1,295 PA	



Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	7 Station Rd Sunderland, SR6 9AA Sunderland Submarket	Mr Mark Redman & Mr Stephen Pi... Mr Vetii	1,081 New Direct	May 2016 6 Years	£15,000 PA £14,017 PA	2 Mos at Start £4,961 PA	May 2019
 	8 St Lukes Ter Sunderland, SR4 6NQ Sunderland Submarket	Claim It! Sunderland Ltd Greentime Ltd	637 New Direct	May 2016 5 Years	£10,000 PA £10,000 PA	0 Mos £4,141 PA	
 	259-261 High St W Sunderland, SR1 3DH Sunderland Submarket	Uniheights Ltd	3,270 New Direct	May 2016		£35,186 PA	
 	66 Sea Rd Sunderland, SR6 9DB Sunderland Submarket	Signature Hair Alfred Pallas	468 New Direct	May 2016 6 Years	£8,000 PA £8,000 PA	0 Mos £3,944 PA	Apr 2019 Apr 2019
 	2-6 Moray St Sunderland, SR6 9RR Sunderland Submarket	Ms Terry Underwood Mr John Vetti	700 New Direct	Apr 2016 6 Years	£6,000 PA £6,000 PA	0 Mos £2,410 PA	Apr 2019 Apr 2019
 	Union St Sunderland, SR1 3DR Sunderland Submarket	Holland & Barrett AEW Capital Management	7,221 New Direct	Apr 2016 10 Years	£135,000 PA £134,999 PA	£103,530 PA	












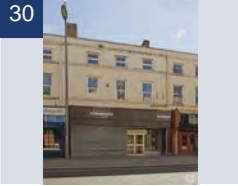
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	11-11A Front St Washington, NE37 2BN Sunderland Submarket	Ms Maggie Richards Mr Amin	561 New Direct	Apr 2016 3 Years	£7,500 PA £7,500 PA	£3,451 PA	
 	58 John St Sunderland, SR1 1QH Sunderland Submarket		707 New Direct	Apr 2016 3 Years		£2,810 PA	
 	Unit 4 Turnbolls Yard, Easington Lane Houghton Le Spring, DH5 0JT Sunderland Submarket		204 New Direct	Apr 2016			
 	18-20 Speculation Pl Washington, NE37 2AP Sunderland Submarket	The Magic Pan Newcastle City Council	670 New Direct	Mar 2016 5 Years	£10,000 PA £10,000 PA	£7,900 PA	
 	66-76 Newbottle St Houghton Le Spring, DH4 4GB Sunderland Submarket	Sunderland City Council	1,062 New Direct	Apr 2016		£1,208 PA	
 	52 Frederick St Sunderland, SR1 1NF Sunderland Submarket	Harvey M & A Ltd	395 New Direct	Mar 2016		£1,759 PA	






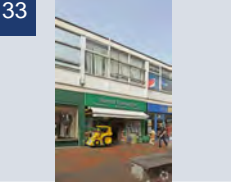






Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	St Thomas St Sunderland, SR1 1QD Sunderland Submarket		1,233 New Direct	Mar 2016 3 Years		£7,351 PA	
 	Union St Sunderland, SR1 3DR Sunderland Submarket	Amplifon AEW Capital Management	1,122 New Direct	Mar 2016 5 Years	£27,500 PA £27,500 PA	£22,308 PA	
 	9A-9B Martin Ter Sunderland, SR4 6JD Sunderland Submarket	Empire Investment Properties Ltd	534 New Direct	Feb 2016 3 Years		£1,602 PA	
 	202-205 High St W Sunderland, SR1 1UA Sunderland Submarket	Morley Fund Management Ltd	1,310 New Direct	Feb 2016 3 Years		£1,766 PA	
 	202-205 High St W Sunderland, SR1 1UA Sunderland Submarket	Morley Fund Management Ltd	1,070 New Direct	Feb 2016 3 Years		£2,217 PA	
 	281 Southwick Rd Sunderland, SR5 2AB Sunderland Submarket		960 New Direct	Feb 2016		£1,013 PA	








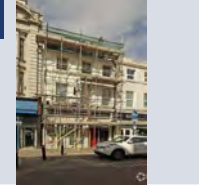

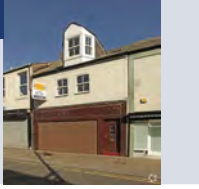


Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	Union St Sunderland, SR1 3DR Sunderland Submarket	AEW Capital Management	830 New Direct	Feb 2016 2 Years	£30,000 PA £30,000 PA	£43,630 PA	Feb 2017
 	23-24 Frederick St Sunderland, SR1 1LT Sunderland Submarket	B & G Consultants Ltd	1,066 New Direct	Feb 2016 3 Years		£4,067 PA	
 	1-2 John St Sunderland, SR1 1DX Sunderland Submarket		7,051 New Direct	Jan 2016 3 Years		£13,804 PA	
 	241-246 High St W Sunderland, SR1 3DE Sunderland Submarket	Shelter Thames Land Ltd	4,648 New Direct	Jan 2016 10 Years	£58,000 PA £46,658 PA	9 Mos at Start £62,611 PA	Jan 2021 Jan 2021
 	1-4 Blandford St Sunderland, SR1 3JP Sunderland Submarket	Peacocks Leveys Holdings Ltd	9,593 New Direct	Jan 2016 10 Years	£75,000 PA £75,000 PA	£50,779 PA	Dec 2020
 	214 High St W Sunderland, SR1 1UA Sunderland Submarket	Mr Sean Hordon Sencia Ltd	5,737 New Direct	Dec 2015 3 Years	£15,000 PA £15,000 PA	£4,289 PA	Dec 2016

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	139 High St W Sunderland, SR1 1UN Sunderland Submarket	Gibbons (UK) Property Ltd	1,321 New Direct	Dec 2015 3 Years		£1,832 PA	
 	314-315 High St W Sunderland, SR1 3ET Sunderland Submarket	Independent Sunderland Ltd	796 New Direct	Dec 2015 3 Years		£4,338 PA	
 	10-11 Maritime Ter Sunderland, SR1 3JT Sunderland Submarket	Heysarbor Investments Ltd	1,097 New Direct	Dec 2015 5 Years		£11,809 PA	
 	14-24 The Green Sunderland, SR5 2JE Sunderland Submarket	Barnardo's Sheet Anchor Investments Ltd	1,296 New Direct	Dec 2015 5 Years		£5,061 PA	
 	Union St Sunderland, SR1 3DR Sunderland Submarket	Card Factory AEW Capital Management	4,400 Renewal Direct	Dec 2015 5 Years	£175,000 PA £175,000 PA		
 	Union St Sunderland, SR1 3DR Sunderland Submarket	Tiger AEW Capital Management	3,960 New Direct	Nov 2015 10 Years	£95,000 PA £95,000 PA	£71,978 PA	Nov 2020









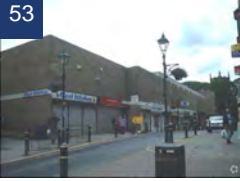


Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	5 Blandford St Sunderland, SR1 3JP Sunderland Submarket	FACT Ashwood Property Developments	1,613 New Direct	Nov 2015 3 Years		£12,717 PA	
 	Bud Bigallows Low Row Sunderland, SR1 3PT Sunderland Submarket	Workman LLP	9,879 New Direct	Nov 2015			
 	Dunn House 50-56 North Bridge St Sunderland, SR5 1AH Sunderland Submarket	Ms Emma O'Conner County & District Properties Ltd	638 New Direct	Oct 2015 1 Year 6 Months	£2,995 PA	2 Mos at Start	
 	Central 32 Bridge St Sunderland, SR1 1TQ Sunderland Submarket	Mr Mark Adams Mr A Yuen	1,005 New Direct	Oct 2015 15 Years	£2,000 PA	0 Mos £8,628 PA	
 	22 Derwent St Sunderland, SR1 3NU Sunderland Submarket	Bad Blood Ltd	633 New Direct	Oct 2015 10 Years	£7,500 PA £7,501 PA	£3,205 PA	
 	13 Front St Houghton Le Spring, DH5 9PF Sunderland Submarket	St Benedicts Hospice	766 New Direct	Oct 2015 5 Years		£4,437 PA	













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43	 Arndale House 56-62 High St W Sunderland, SR1 3DP Sunderland Submarket	Tameside Metropolitan Borough C...	2,975 New Direct	Oct 2015		£18,734 PA	
44	 Arndale House 56-62 High St W Sunderland, SR1 3DP Sunderland Submarket	Tameside Metropolitan Borough C...	1,000 New Direct	Oct 2015		£14,051 PA	
45	 57-59 Hylton Rd Sunderland, SR4 7AF Sunderland Submarket		1,183 New Direct	Oct 2015			
46	 220 Hylton Rd Sunderland, SR4 7UZ Sunderland Submarket	The Carvery	323 New Direct	Oct 2015 5 Years	£4,420 PA		
47	 Union St Sunderland, SR1 3DR Sunderland Submarket	Claire's Accessories AEW Capital Management	1,142 New Direct	Oct 2015	£47,500 PA	£28,101 PA	
48	 Union St Sunderland, SR1 3DR Sunderland Submarket	Fizylicious AEW Capital Management	1,142 New Direct	Oct 2015 1 Year	£22,000 PA		













Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	16a Newbottle St Houghton Le Spring, DH4 4AB Sunderland Submarket	Zazz Theatre Ltd	2,070 New Direct	Sep 2015 5 Years	£9,750 PA	Spread Over £4,920 PA	Sep 2018 Sep 2015
	Gravity Force Ferryboat Ln Sunderland, SR5 3RX Sunderland Submarket	Gravity Force Ltd	24,335 New Direct	Sep 2015 10 Years			Sep 2020 Sep 2020
 	Union St Sunderland, SR1 3DR Sunderland Submarket	Ms Margaret Downey AEW Capital Management	429 New Direct	Sep 2015 5 Years	£22,500 PA		
 	9A-9B Martin Ter Sunderland, SR4 6JD Sunderland Submarket	Ring Tone Empire Investment Properties Ltd	427 New Direct	Oct 2015 3 Years		£1,479 PA	
 	1-11 Newbottle St Houghton Le Spring, DH4 4AN Sunderland Submarket	Istanbul Barbers Doorin Estates Ltd	281 New Direct	Sep 2015		£3,206 PA	
 	Union St Sunderland, SR1 3DR Sunderland Submarket	Menkind Seasonal Ltd AEW Capital Management	2,486 New Direct	Sep 2015 Month-To-Month			


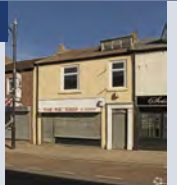
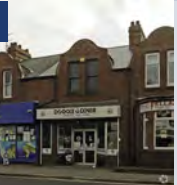


Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	The Galleries Shopping Centre Washington Town Centre Washington, NE38 7RT Sunderland Submarket	DCode Ltd The Prudential Assurance	1,337 New Direct	Sep 2015 5 Years			
 	9 The Crescent Houghton Le Spring, DH5 9JS Sunderland Submarket	Mr Steven Dawson	258 New Direct	Aug 2015 3 Years		0 Mos £0 PA	
 	The Galleries Shopping Centre Washington Town Centre Washington, NE38 7RT Sunderland Submarket	Poundworld Retail Ltd The Prudential Assurance	8,250 New Direct	Sep 2015 10 Years			
 	59 John St Sunderland, SR1 1QH Sunderland Submarket	Premier Training	1,677 New Sublease	Sep 2015 5 Years		£2.53/SF	
 	17 Speculation PI Washington, NE37 2AN Sunderland Submarket	Pizza Hut Mr Sanjeev Bedi	1,761 New Direct	Aug 2015 20 Years	£11,500 PA	£5,664 PA	Aug 2025 Aug 2020
 	Bluebell Fulwell Rd Sunderland, SR6 9AD Sunderland Submarket	Stonegate Pub Company Ltd	10,191 New Direct	Jul 2015 25 Years	£92,451 PA £92,451 PA		Jul 2020...

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	William Doxford Centre Greenside Rd Sunderland, SR3 2NE Sunderland Submarket	Co-operative Funeralcare BNP Paribas SEC Services Trust ...	730 New Direct	Jul 2015 5 Years		£6,628 PA	
 	84-92 Ryhope Rd Sunderland, SR2 9QE Sunderland Submarket	Studio 84	1,027 New Direct	Jul 2015 3 Years		£2,496 PA	
 	Union St Sunderland, SR1 3DR Sunderland Submarket	JD Sports AEW Capital Management	9,387 Renewal	Jul 2015	£215,000 PA		
 	Union St Sunderland, SR1 3DR Sunderland Submarket	Pep&Co AEW Capital Management	12,629 New Direct	Jul 2015 5 Years	£30,000 PA	£158,993 PA	
 	34 West Sunnyside Sunderland, SR1 1BU Sunderland Submarket	Thai Bay Sunnyside Developments Ltd	1,851 New Direct	Jul 2015 3 Years		£6,039 PA	
 	Ryhope St S Sunderland, SR2 0RN Sunderland Submarket	St Benedict's Hospice	1,323 New Direct	Jul 2015 5 Years	£8,000 PA £6,165 PA	6 Mos at Start	












Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
67	 61-64 Mainsforth Ter W Sunderland, SR2 8JX Sunderland Submarket	Dirty Dog Ramesh Dewan	201 New Direct	May 2015 10 Years	£5,200 PA	Spread Over £624 PA	May 2018 May 2018...
68	 21 Olive St Sunderland, SR1 3PE Sunderland Submarket		1,437 New Direct	Jun 2015 5 Years	£13,000 PA	1 Mo at Start £4,157 PA	
69	 18 Blandford St Sunderland, SR1 3JP Sunderland Submarket	Hadleys Family Butchers Ltd	1,844 New Direct	May 2015 5 Years		£13,188 PA	
70	 41 Sea Rd Sunderland, SR6 9BS Sunderland Submarket	Ms Danielle Mendes	709 New Direct	May 2015 3 Years	£10,000 PA	Spread Over £5,302 PA	Apr 2016
71	 Union St Sunderland, SR1 3DR Sunderland Submarket	The Towel Rail Ltd AEW Capital Management	830 New Direct	May 2015		£43,630 PA	
72	 Signal House Athenaeum St Sunderland, SR1 3HP Sunderland Submarket	O'Briens Fitness C.I.C Mr Barry Garner	6,460 New Direct	Apr 2015 10 Years	£14,333 PA	0 Mos £9,959 PA	Apr 2018... Apr 2018...



Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	9-11 Green Ter Sunderland, SR1 3PZ Sunderland Submarket	The Little Waxing Company Harvey M & A Ltd	422 New Direct	Apr 2015 3 Years		£1,350 PA	
 	Empire Cinema High St W Sunderland, SR1 1TX Sunderland Submarket	Papadoms Columbus Capital Management LLP	2,911 New Direct	Apr 2015		£18,788 PA	
 	9 Frederick St Sunderland, SR1 1NA Sunderland Submarket	Emily Charles Ltd Namulas Pension Trustees Ltd	2,069 New Direct	May 2015 3 Years		£8,195 PA	
 	Union St Sunderland, SR1 3DR Sunderland Submarket	Yours Clothing AEW Capital Management	3,953 New Direct	Apr 2015	£40,000 PA	£66,516 PA	
 	15-17 Derwent St Sunderland, SR1 3NU Sunderland Submarket	Holy Smokes Taprich Ltd	2,120 New Direct	Apr 2015 5 Years			
 	251 High St W Sunderland, SR1 3DE Sunderland Submarket	Knight Retail Ltd Cable Properties & Investments Ltd	3,173 New Direct	Mar 2015 1 Year	£18,000 PA	£48,500 PA	


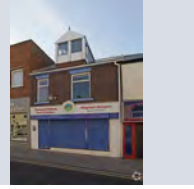
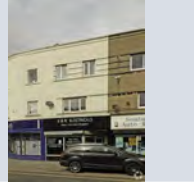
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	The Galleries Shopping Centre Washington Town Centre Washington, NE38 7RT Sunderland Submarket	Yours Clothing Ltd The Prudential Assurance	4,121 New Direct	Mar 2015 5 Years			
 	190-206 Roker Ave Sunderland, SR6 0BN Sunderland Submarket	Justin Oxman Cars	4,738 Renewal Direct	Feb 2015 5 Years	£22,000 PA		
 	190-206 Roker Ave Sunderland, SR6 0BN Sunderland Submarket	Falcon Computers Ltd	5,374 Renewal Direct	Mar 2015 5 Years	£26,500 PA £26,500 PA		
 	190-206 Roker Ave Sunderland, SR6 0BN Sunderland Submarket	Tile Giant Ltd	7,925 Renewal Direct	Mar 2015 5 Years	£40,000 PA £40,021 PA		
 	67-71 High W Sunderland, SR1 3DW Sunderland Submarket	Cannon Estates Ltd	16,944 New Direct	Jan 2015		£54,948 PA	
 	10 St Lukes Ter Sunderland, SR4 6NQ Sunderland Submarket	Card Factory TSB Group plc	826 New Direct	Jan 2015 5 Years	£10,000 PA	£4,820 PA	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
85	 61-64 Mainsforth Ter W Sunderland, SR2 8JX Sunderland Submarket	Homes & Hideaways Ramesh Dewan	376 New Direct	Dec 2014 10 Years	£6,760 PA	Spread Over £1,205 PA	Dec 2017 Dec 2017
86	 33-34 Blandford St Sunderland, SR1 3JJ Sunderland Submarket	J'adore	549 New Direct	Dec 2014 6 Years 11 Months	£18,500 PA	£8,243 PA	
87	 253 High St W Sunderland, SR1 3DH Sunderland Submarket	Miss Star Nails Sun Life Assurance Society plc	3,136 New Direct	Dec 2014		£14,248 PA	
88	 Union St Sunderland, SR1 3DR Sunderland Submarket	Victor Skinner AEW Capital Management	1,220 New Direct	Dec 2014 5 Years	£18,500 PA	£14,822 PA	
89	 41 Blandford St Sunderland, SR1 3JH Sunderland Submarket		1,917 New Direct	Dec 2014		£14,106 PA	
90	 10-10A Derwent St Sunderland, SR1 3NT Sunderland Submarket	The Hair House	727 New Direct	Dec 2014		£3,326 PA	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
91	 Grangewood Ct Houghton Le Spring, DH4 4RS Sunderland Submarket	Gordon Crockett Loopland Estates Ltd	876 New Direct	Dec 2014 6 Years	£5,000 PA	Spread Over £1,856 PA	Nov 2017 Nov 2017
92	 10 Olive St Sunderland, SR1 3PE Sunderland Submarket	Scout	1,051 New Direct	Dec 2014		£1,823 PA	
93	 66 Sea Rd Sunderland, SR6 9DB Sunderland Submarket	K & R Electricals	468 New Direct	Dec 2014 3 Years	£6,300 PA £6,299 PA	£3,768 PA	
94	 Spire Rd Washington, NE37 2PA Sunderland Submarket	Lifestyle Fitness	20,000 New Direct	Dec 2014 25 Years			Nov 2024... Nov 2019...
95	 Union St Sunderland, SR1 3DR Sunderland Submarket	Roman Originals Retail Limited AEW Capital Management	2,953 New Direct	Nov 2014 10 Years	£120,000 PA	£72,782 PA	
96	 142 Newcastle Rd Sunderland, SR5 1NA Sunderland Submarket	Shukriya Tandoori	331 New Direct	Nov 2014		£1,389 PA	

Lease Comparables

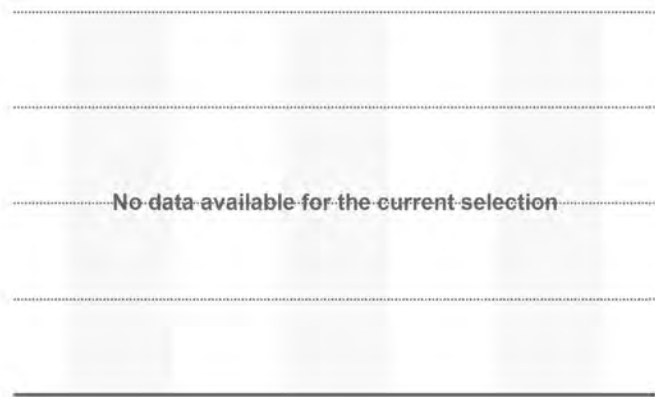
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
97	 <p>11B Sea Rd Sunderland, SR6 9BS Sunderland Submarket</p>	Hunters	916 New Direct	Nov 2014		£6,869 PA	
98	 <p>111-111A Sea Rd Sunderland, SR6 9BN Sunderland Submarket</p>		437 New Direct	Nov 2014		£2,506 PA	
99	 <p>Union St Sunderland, SR1 3DR Sunderland Submarket</p>	West Coast 22 Ltd AEW Capital Management	4,033 New Direct	Nov 2014 2 Years	£95,000 PA		

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£13.81	£12.40	£12.25	2.1

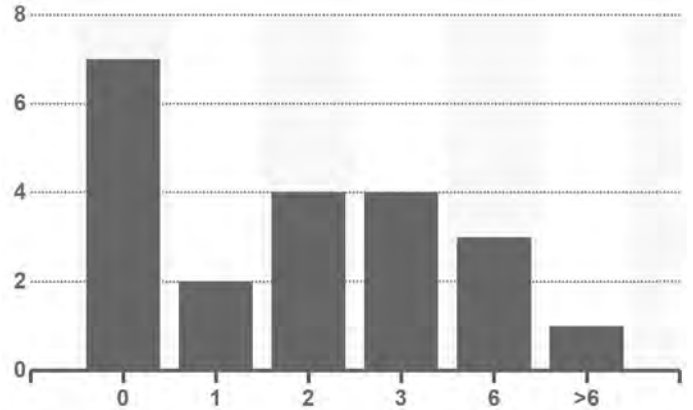
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT















DEALS BY RENT FREE MONTHS















Quick Stats Report







Comps Statistics					
	Low	Average	Median	High	Count
Sale Price	£16,400	£4,587,244	£112,500	£152,700,000	52
Centre Size	91 SF	17,516 SF	2,140 SF	551,203 SF	97
Price per SF	£3.38	£208.66	£68.49	£341.69	52
Net Initial Yield	5.00%	8.99%	7.50%	14.03%	15
Days on Market	13	257	190	1,121	74
Sale Price to Asking Price Ratio	37.86%	99.09%	99.31%	164.00%	37
Totals					
Sold Transactions	Total Sales Volume:	£238,536,674	Total Sales Transactions:		97
Survey Criteria					
<p>basic criteria: Type of Property - Retail; Sale Date - from 01/01/2012; Sale Status - Sold; Return and Search on Portfolio Sales as Individual Properties - Yes</p> <p>geography criteria: Submarket - Sunderland (Newcastle upon Tyne)</p> <p>additional criteria: - * This result set has been amended with criteria to add and/or remove records.</p>					







1	Portfolio Sale - 1 Albion Pl (Part of Portfolio)	SOLD
Sunderland, SR1 3NG	Tyne And Wear County	
Sale Date: 22/05/2014 (349 days on mkt)	Bldg Type: RetailStorefront	
Sale Price: -	Year Built/Age: -	
Price/SF: -	NIA: 931 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3041186	Sale Conditions: Bulk/Portfolio Sale	
Research Status: Research Complete		
2	19-20 Blandford St	SOLD
Sunderland, SR1 3JP	Tyne And Wear County	
Sale Date: 01/04/2015 (26 days on mkt)	Bldg Type: RetailStorefront	
Sale Price: -	Year Built/Age: Built 1970 Age: 45	
Price/SF: -	NIA: 5,349 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3285026	Sale Conditions: Auction Sale	
Research Status: Research Complete		
3	171 Brandling St	SOLD
Sunderland, SR6 0LN	Tyne And Wear County	
Sale Date: 13/01/2014 (364 days on mkt)	Bldg Type: RetailStorefront	
Sale Price: £16,400	Year Built/Age: Built 1960 Age: 54	
Price/SF: £95.91	NIA: 171 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2935669	Sale Conditions: -	
Research Status: Research Complete		
4	The Cauld Lad - Caithness Rd	SOLD
Sunderland, SR5 3RE	Tyne And Wear County	
Sale Date: 22/12/2014 (252 days on mkt)	Bldg Type: RetailStorefront Retail/Residential	
Sale Price: £115,000 - Confirmed	Year Built/Age: Built 1975 Age: 39	
Price/SF: £31.94	NIA: 3,600 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3210739	Sale Conditions: -	
Research Status: Confirmed		
5	112 Castle Vw	SOLD
Sunderland, SR5 3AJ	Tyne And Wear County	
Sale Date: 11/04/2014 (65 days on mkt)	Bldg Type: RetailStorefront	
Sale Price: £110,000 - Confirmed	Year Built/Age: Built 1920 Age: 94	
Price/SF: £18.27	NIA: 6,022 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3002456	Sale Conditions: -	
Research Status: Confirmed		
6	226 Chester Rd	SOLD
Sunderland, SR4 7HR	Tyne And Wear County	
Sale Date: 15/12/2014 (314 days on mkt)	Bldg Type: RetailStorefront Retail/Office	
Sale Price: -	Year Built/Age: Built 1926 Age: 88	
Price/SF: -	NIA: 788 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3204861	Sale Conditions: -	
Research Status: Research Complete		







7	Southwick Social Club - Church Bank	SOLD
<p>Sunderland, SR5 2LN</p> <p>Sale Date: 26/03/2013 (47 days on mkt) Sale Price: £36,000 - Confirmed Price/SF: £3.38</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2713273 Research Status: Confirmed</p>	<p>Tyne And Wear County</p> <p>Bldg Type: RetailBar Year Built/Age: Built 1962 Age: 50 NIA: 10,649 SF</p> <p>Sale Conditions: -</p>	
8	7 Davison Ter	SOLD
<p>Sunderland, SR5 2DL</p> <p>Sale Date: 01/03/2016 (194 days on mkt) Sale Price: - Price/SF: -</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3552718 Research Status: Research Complete</p>	<p>Tyne And Wear County</p> <p>Bldg Type: RetailStorefront Year Built/Age: Built 1930 Age: 86 NIA: 845 SF</p> <p>Sale Conditions: -</p>	
9	9 Ethel Ter	SOLD
<p>Sunderland, SR5 3BQ</p> <p>Sale Date: 24/01/2014 (172 days on mkt) Sale Price: - Price/SF: -</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2940837 Research Status: Research Complete</p>	<p>Tyne And Wear County</p> <p>Bldg Type: RetailStorefront Retail/Residential Year Built/Age: Built 1910 Age: 104 NIA: 515 SF</p> <p>Sale Conditions: -</p>	
10	14 Fawcett St	SOLD
<p>Sunderland, SR1 1SJ</p> <p>Sale Date: 01/05/2012 Sale Price: £575,000 - Confirmed Price/SF: £37.80</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2429909 Research Status: Confirmed</p>	<p>Tyne And Wear County</p> <p>Bldg Type: RetailBank Year Built/Age: Built 1902 Age: 109 NIA: 15,210 SF</p> <p>Sale Conditions: -</p>	
11	14 Fawcett St	SOLD
<p>Sunderland, SR1 1SJ</p> <p>Sale Date: 02/05/2012 Sale Price: - Price/SF: -</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2423147 Research Status: Confirmed</p>	<p>Tyne And Wear County</p> <p>Bldg Type: RetailBank Year Built/Age: Built 1902 Age: 109 NIA: 15,210 SF</p> <p>Sale Conditions: -</p>	
12	33-42 Fawcett St	SOLD
<p>Sunderland, SR1 1RU</p> <p>Sale Date: 30/06/2014 Sale Price: £7,500,000 - Confirmed Price/SF: £68.09</p> <p>Reversionary Yield: - Net Initial Yield: 7.10% Comp ID: 3089909 Research Status: Confirmed</p>	<p>Tyne And Wear County</p> <p>Bldg Type: RetailStorefront Year Built/Age: Built 1965 Age: 49 NIA: 110,155 SF</p> <p>Sale Conditions: -</p>	







13	56-57 Fawcett St	SOLD	
Sunderland, SR1 1SE		Tyne And Wear County	
Sale Date: 01/06/2012 (801 days on mkt)		Bldg Type: RetailStorefront	
Sale Price: -		Year Built/Age: Built 1959 Age: 53	
Price/SF: -		NIA: 3,617 SF	
Reversionary Yield: -			
Net Initial Yield: 7.30%			
Comp ID: 2502522		Sale Conditions: -	
Research Status: Research Complete			
			
14	61-62 Fawcett St	SOLD	
Sunderland, SR1 1SE		Tyne And Wear County	
Sale Date: 19/07/2014 (124 days on mkt)		Bldg Type: RetailStorefront	
Sale Price: -		Year Built/Age: Built 1825 Age: 188	
Price/SF: -		NIA: 8,804 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3122508		Sale Conditions: Distress Sale	
Research Status: Research Complete			
			
15	Lilac House - Fell Way	SOLD	
Gateshead, NE9 7RL		Tyne And Wear County	
Sale Date: 06/06/2013 (30 days on mkt)		Bldg Type: RetailStorefront Retail/Residential	
Sale Price: £45,000 - Confirmed		Year Built/Age: Built 1896 Age: 117	
Price/SF: £87.89		NIA: 512 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 2786833		Sale Conditions: Auction Sale	
Research Status: Confirmed			
			
16	45 Frederick St	SOLD	
Sunderland, SR1 1NF		Tyne And Wear County	
Sale Date: 01/05/2016 (182 days on mkt)		Bldg Type: RetailStorefront	
Sale Price: -		Year Built/Age: Built 1900 Age: 116	
Price/SF: -		NIA: 1,557 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3628679		Sale Conditions: -	
Research Status: In Progress			
			
17	Jolly Potters - 14 Front St	SOLD	
Houghton Le Spring, DH4 4EW		Tyne And Wear County	
Sale Date: 03/04/2013 (337 days on mkt)		Bldg Type: RetailBar	
Sale Price: -		Year Built/Age: -	
Price/SF: -		NIA: 3,380 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 2721058		Sale Conditions: -	
Research Status: Research Complete			
			
18	Bluebell - Fulwell Rd (Part of Portfolio)	SOLD	
Sunderland, SR6 9AD		Tyne And Wear County	
Sale Date: 17/07/2015 (64 days on mkt)		Bldg Type: RetailBar	
Sale Price: -		Year Built/Age: Built 1960 Age: 55	
Price/SF: -		NIA: 10,191 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3332192		Sale Conditions: Auction Sale, Bulk/Portfolio Sale ...	
Research Status: Research Complete			
			







19	The Galen Building - Green Ter	SOLD
Sunderland, SR1 3PZ	Tyne And Wear County	
Sale Date: 01/08/2012 (384 days on mkt)	Bldg Type: RetailBar	
Sale Price: £530,000 - Confirmed	Year Built/Age: Built 1900 Age: 111	
Price/SF: £14.39	NIA: 36,835 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2776998	Sale Conditions: -	
Research Status: Confirmed		
20	The Galen Building, Unit 1 - Green Ter (Part of Multi-Unit)	SOLD
Sunderland, SR1 3PZ	Tyne And Wear County	
Sale Date: 31/01/2014 (23 days on mkt)	Unit Type: 5,081 SF Retail Unit	
Sale Price: -	Year Built/Age: Built 1900 Age: 113	
Price/SF: -	NIA: 5,081 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2960830	Sale Conditions: -	
Research Status: Research Complete		
21	The Galen Building, Unit 1 - Green Ter (Part of Multi-Unit)	SOLD
Sunderland, SR1 3PZ	Tyne And Wear County	
Sale Date: 31/01/2014 (23 days on mkt)	Unit Type: 1,808 SF Retail Unit	
Sale Price: -	Year Built/Age: Built 1900 Age: 113	
Price/SF: -	NIA: 1,808 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2960830	Sale Conditions: -	
Research Status: Research Complete		
22	The Former Winston Public House - Hanover Pl	SOLD
Sunderland, SR4 6BY	Tyne And Wear County	
Sale Date: 20/02/2014	Bldg Type: RetailBar	
Sale Price: £65,000 - Confirmed	Year Built/Age: Built 1931 Age: 83	
Price/SF: £30.43	NIA: 2,136 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2982121	Sale Conditions: Auction Sale	
Research Status: Confirmed		
23	11 Hendon Valley Rd	SOLD
Sunderland, SR2 8LF	Tyne And Wear County	
Sale Date: 25/07/2014 (1,009 days on mkt)	Bldg Type: RetailStorefront Retail/Residential	
Sale Price: £47,000 - Confirmed	Year Built/Age: Built 1958 Age: 56	
Price/SF: £109.56	NIA: 429 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3134679	Sale Conditions: -	
Research Status: Confirmed		
24	Cavern Bar - High St E	SOLD
Sunderland, SR1 2AL	Tyne And Wear County	
Sale Date: 08/02/2013 (631 days on mkt)	Bldg Type: RetailBar	
Sale Price: -	Year Built/Age: Built 1934 Age: 78	
Price/SF: -	NIA: 4,201 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2671863	Sale Conditions: -	
Research Status: Research Complete		







25	The Boars Head - 134 High St E	SOLD
Sunderland, SR1 2BL	Tyne And Wear County	
Sale Date: 22/02/2016 (104 days on mkt)	Bldg Type: RetailBar	
Sale Price: £65,000 - Confirmed	Year Built/Age: Built 1918 Age: 97	
Price/SF: £30.37	NIA: 2,140 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3606231	Sale Conditions: -	
Research Status: Confirmed		
26	Empire Cinema - High St W	SOLD
Sunderland, SR1 1TX	Tyne And Wear County	
Sale Date: 12/05/2014	Unit Type: 91,374 SF Retail Unit	
Sale Price: £13,000,000 - Confirmed	Year Built/Age: Built 1969 Renov 2011 Age: 44	
Price/SF: £142.27	NIA: 91,374 SF	
Reversionary Yield: -		
Net Initial Yield: 7.00%		
Comp ID: 3030994	Sale Conditions: -	
Research Status: Confirmed		
27	67-71 High St W (Part of Portfolio)	SOLD
Sunderland, SR1 3DW	Tyne And Wear County	
Sale Date: 04/05/2012	Bldg Type: RetailStorefront	
Sale Price: -	Year Built/Age: Built 1960 Age: 52	
Price/SF: -	NIA: 34,753 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2599991	Sale Conditions: Bulk/Portfolio Sale	
Research Status: Research Complete		
28	230 High St W	SOLD
Sunderland, SR1 3BN	Tyne And Wear County	
Sale Date: 30/05/2014 (18 days on mkt)	Bldg Type: RetailBank	
Sale Price: £300,000 - Confirmed	Year Built/Age: Built 1930 Age: 84	
Price/SF: £68.89	NIA: 4,355 SF	
Reversionary Yield: -		
Net Initial Yield: 10.07%		
Comp ID: 3036188	Sale Conditions: Auction Sale	
Research Status: Confirmed		
29	Retail Unit, Unit The Londonderry - 287 High St W	SOLD
Sunderland, SR1 3ES	Tyne And Wear County	
Sale Date: 29/07/2016 (141 days on mkt)	Unit Type: 4,415 SF Retail Unit	
Sale Price: -	Year Built/Age: Built 1902 Age: 114	
Price/SF: -	NIA: 4,415 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3686799	Sale Conditions: -	
Research Status: Confirmed		
30	216-218 High Street W	SOLD
Sunderland, SR1 1TZ	Tyne And Wear County	
Sale Date: 01/04/2014 (13 days on mkt)	Bldg Type: Retail	
Sale Price: £150,000 - Confirmed	Year Built/Age: Built 1910 Age: 104	
Price/SF: £35.15	NIA: 4,267 SF	
Reversionary Yield: -		
Net Initial Yield: 14.00%		
Comp ID: 3010217	Sale Conditions: -	
Research Status: Confirmed		







31	The Black Bull - 309 High Street West	SOLD
<p>Sunderland, SR1 3ET Tyne And Wear County</p> <p>Sale Date: 09/07/2014 (173 days on mkt) Bldg Type: RetailBar Sale Price: £220,000 - Confirmed Year Built/Age: Built 1880 Age: 133 Price/SF: £52.33 NIA: 4,204 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3090326 Sale Conditions: - Research Status: Confirmed</p> 		
32	29 Holmeside	SOLD
<p>Sunderland, SR1 3JE Tyne And Wear County</p> <p>Sale Date: 28/11/2014 (353 days on mkt) Bldg Type: RetailStorefront Sale Price: £115,000 - Confirmed Year Built/Age: Built 1960 Age: 54 Price/SF: £49.57 NIA: 2,320 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3173540 Sale Conditions: - Research Status: Confirmed</p> 		
33	Unit 3 - DFS - Hylton Gran (Part of Portfolio)	SOLD
<p>Sunderland, SR5 3HR Tyne And Wear County</p> <p>Sale Date: 26/03/2014 (97 days on mkt) Bldg Type: RetailFreestanding Sale Price: - Year Built/Age: Built 1990 Age: 24 Price/SF: - NIA: 24,216 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3234186 Sale Conditions: Bulk/Portfolio Sale, Distress Sale Research Status: Research Complete</p> 		
34	10 Hylton Rd	SOLD
<p>Sunderland, SR4 7AA Tyne And Wear County</p> <p>Sale Date: 30/09/2013 (66 days on mkt) Bldg Type: RetailStorefront Retail/Residential Sale Price: £21,000 - Confirmed Year Built/Age: Built 1910 Age: 103 Price/SF: £58.17 NIA: 361 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2850289 Sale Conditions: - Research Status: Confirmed</p> 		
35	55 Hylton Rd	SOLD
<p>Sunderland, SR4 7AF Tyne And Wear County</p> <p>Sale Date: 14/06/2012 (1,121 days on mkt) Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1955 Age: 57 Price/SF: - NIA: 386 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2508290 Sale Conditions: - Research Status: Research Complete</p> 		
36	58 Hylton Rd	SOLD
<p>Sunderland, SR4 7AB Tyne And Wear County</p> <p>Sale Date: 03/05/2013 Bldg Type: RetailBar Sale Price: £120,000 - Confirmed Year Built/Age: Built 1881 Age: 132 Price/SF: £49.96 NIA: 2,402 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2770644 Sale Conditions: - Research Status: Confirmed</p> 		







37	157-159 Hylton Rd	SOLD	
Sunderland, SR4 7YF		Tyne And Wear County	
Sale Date: 01/02/2012		Bldg Type: RetailStorefront	
Sale Price: £75,000 - Confirmed		Year Built/Age: Built 1965 Age: 46	
Price/SF: £73.03		NIA: 1,027 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 2462656		Sale Conditions: -	
Research Status: Confirmed			
			
38	176 Hylton Rd	SOLD	
Sunderland, SR4 7YG		Tyne And Wear County	
Sale Date: 11/10/2012 (224 days on mkt)		Bldg Type: RetailStorefront Retail/Residential	
Sale Price: £60,000		Year Built/Age: Built 1892 Age: 120	
Price/SF: £37.17		NIA: 1,614 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 2574412		Sale Conditions: -	
Research Status: Research Complete			
			
39	188 Hylton Rd	SOLD	
Sunderland, SR4 7YA		Tyne And Wear County	
Sale Date: 21/04/2016 (30 days on mkt)		Bldg Type: RetailStorefront Retail/Residential	
Sale Price: £92,000 - Confirmed		Year Built/Age: Built 1898 Age: 118	
Price/SF: £133.33		NIA: 690 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3574451		Sale Conditions: Auction Sale	
Research Status: Confirmed			
			
40	207 Hylton Rd	SOLD	
Sunderland, SR4 7XA		Tyne And Wear County	
Sale Date: 24/01/2014 (529 days on mkt)		Bldg Type: RetailStorefront	
Sale Price: -		Year Built/Age: Built 1901 Age: 112	
Price/SF: -		NIA: 707 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 2940785		Sale Conditions: -	
Research Status: Research Complete			
			
41	207 Hylton Rd	SOLD	
Sunderland, SR4 7XA		Tyne And Wear County	
Sale Date: 12/07/2012 (427 days on mkt)		Bldg Type: RetailStorefront	
Sale Price: -		Year Built/Age: Built 1901 Age: 111	
Price/SF: -		NIA: 707 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 2508317		Sale Conditions: -	
Research Status: Research Complete			
			
42	226 Hylton Rd	SOLD	
Sunderland, SR4 7UZ		Tyne And Wear County	
Sale Date: 01/02/2012		Bldg Type: RetailStorefront	
Sale Price: £50,000 - Confirmed		Year Built/Age: Built 1977 Age: 34	
Price/SF: £77.40		NIA: 646 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 2462673		Sale Conditions: -	
Research Status: Confirmed			
			







43	Victoria Buildings - 1-6 Low Row	SOLD
<p>Sunderland, SR1 3PY Tyne And Wear County</p> <p>Sale Date: 26/02/2014 (15 days on mkt) Bldg Type: RetailBar Sale Price: £720,000 - Confirmed Year Built/Age: Built 1910 Age: 104 Price/SF: £57.76 NIA: 12,465 SF</p> <p>Reversionary Yield: - Net Initial Yield: 9.70% Comp ID: 2971645 Research Status: Confirmed</p> <p>Sale Conditions: Auction Sale</p> 		
44	6 Maritime Ter	SOLD
<p>Sunderland, SR1 3JT Tyne And Wear County</p> <p>Sale Date: 15/12/2015 (259 days on mkt) Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1960 Age: 55 Price/SF: - NIA: 3,206 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3508125 Research Status: Research Complete</p> <p>Sale Conditions: -</p> 		
45	6-32 Market Sq	SOLD
<p>Sunderland, SR1 3HW Tyne And Wear County</p> <p>Sale Date: 01/10/2013 Bldg Type: RetailStorefront Sale Price: £8,600,000 - Confirmed Year Built/Age: Built 1975 Age: 38 Price/SF: £262.70 NIA: 32,737 SF</p> <p>Reversionary Yield: - Net Initial Yield: 10.51% Comp ID: 2889892 Research Status: Confirmed</p> <p>Sale Conditions: -</p> 		
46	1-5 Market St	SOLD
<p>Houghton Le Spring, DH5 9DZ Tyne And Wear County</p> <p>Sale Date: 13/07/2012 (456 days on mkt) Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1974 Age: 38 Price/SF: - NIA: 3,159 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2508749 Research Status: Research Complete</p> <p>Sale Conditions: -</p> 		
47	27 Market St	SOLD
<p>Houghton Le Spring, DH5 9DZ Tyne And Wear County</p> <p>Sale Date: 01/02/2012 (477 days on mkt) Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1926 Age: 85 Price/SF: - NIA: 1,457 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2500516 Research Status: Research Complete</p> <p>Sale Conditions: -</p> 		
48	28 Market St	SOLD
<p>Houghton Le Spring, DH5 9DY Tyne And Wear County</p> <p>Sale Date: 11/01/2013 (535 days on mkt) Bldg Type: RetailStorefront Sale Price: £20,000 - Confirmed Year Built/Age: Built 1955 Age: 57 Price/SF: £26.74 NIA: 748 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2642071 Research Status: Confirmed</p> <p>Sale Conditions: Auction Sale</p> 		







49	40 Market St	SOLD	
Houghton Le Spring, DH5 9DY		Tyne And Wear County	
Sale Date: 01/09/2014 (88 days on mkt)		Bldg Type: RetailStorefront Retail/Residential	
Sale Price: £64,000		Year Built/Age: Built 1970 Age: 44	
Price/SF: £63.87		NIA: 1,002 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3134621		Sale Conditions: Auction Sale	
Research Status: Research Complete			
			
50	9 Mary St	SOLD	
Sunderland, SR1 3NH		Tyne And Wear County	
Sale Date: 01/05/2016 (75 days on mkt)		Bldg Type: RetailStorefront	
Sale Price: -		Year Built/Age: Built 1850 Age: 166	
Price/SF: -		NIA: 2,114 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3628680		Sale Conditions: -	
Research Status: In Progress			
			
51	Travellers Rest - Mill Pit	SOLD	
Houghton Le Spring, DH4 4JT		Tyne And Wear County	
Sale Date: 01/05/2015 (634 days on mkt)		Bldg Type: RetailBar	
Sale Price: -		Year Built/Age: Built 1900 Age: 115	
Price/SF: -		NIA: 4,521 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3297583		Sale Conditions: Auction Sale	
Research Status: Research Complete			
			
52	Retail Unit - 47-49 Newbottle St	SOLD	
Houghton Le Spring, DH4 4AR		Tyne And Wear County	
Sale Date: 01/05/2013 (799 days on mkt)		Unit Type: 907 SF Retail Unit	
Sale Price: £150,000		Year Built/Age: Built 1987 Age: 26	
Price/SF: £165.38		NIA: 907 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 2795367		Sale Conditions: -	
Research Status: Research Complete			
			
53	The Robbie Burns - 71 Newbottle St	SOLD	
Houghton Le Spring, DH4 4AR		Tyne And Wear County	
Sale Date: 01/06/2016 (393 days on mkt)		Bldg Type: Retail	
Sale Price: £140,000 - Confirmed		Year Built/Age: Built 1920 Age: 96	
Price/SF: £57.35		NIA: 2,441 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3684603		Sale Conditions: -	
Research Status: Confirmed			
			
54	89 Newcastle Rd	SOLD	
Sunderland, SR5 1JB		Tyne And Wear County	
Sale Date: 22/10/2015 (28 days on mkt)		Bldg Type: RetailStorefront Retail/Residential	
Sale Price: -		Year Built/Age: Built 1955 Age: 60	
Price/SF: -		NIA: 806 SF	
Reversionary Yield: -			
Net Initial Yield: -			
Comp ID: 3441019		Sale Conditions: -	
Research Status: Research Complete			
			







55	146-148 Newcastle Rd			SOLD
Sunderland, SR5 1NA		Tyne And Wear County		
Sale Date: 01/11/2015 (66 days on mkt)		Bldg Type: RetailStorefront Retail/Residential		
Sale Price: £170,000 - Confirmed		Year Built/Age: Built 1900 Age: 115		
Price/SF: £279.15		NIA: 609 SF		
Reversionary Yield: -		Sale Conditions: -		
Net Initial Yield: -				
Comp ID: 3440963				
Research Status: Confirmed				
56	217-223 Newcastle Rd			SOLD
Sunderland, SR5 1NR		Tyne And Wear County		
Sale Date: 15/02/2012 (231 days on mkt)		Bldg Type: RetailStorefront Retail/Residential		
Sale Price: £199,950		Year Built/Age: Built 1895 Age: 116		
Price/SF: £145.95		NIA: 1,370 SF		
Reversionary Yield: -		Sale Conditions: -		
Net Initial Yield: -				
Comp ID: 2499765				
Research Status: Research Complete				
57	12-13 North Bridge St			SOLD
Sunderland, SR5 1AD		Tyne And Wear County		
Sale Date: 26/03/2013 (20 days on mkt)		Bldg Type: RetailStorefront Retail/Residential		
Sale Price: £41,000 - Confirmed		Year Built/Age: Built 1920 Age: 93		
Price/SF: £13.84		NIA: 2,963 SF		
Reversionary Yield: -		Sale Conditions: -		
Net Initial Yield: -				
Comp ID: 2713285				
Research Status: Confirmed				
58	14 North Bridge St			SOLD
Sunderland, SR5 1AB		Tyne And Wear County		
Sale Date: 03/12/2012 (249 days on mkt)		Bldg Type: RetailStorefront		
Sale Price: -		Year Built/Age: Built 1908 Age: 104		
Price/SF: -		NIA: 4,039 SF		
Reversionary Yield: -		Sale Conditions: -		
Net Initial Yield: -				
Comp ID: 2612334				
Research Status: Research Complete				
59	42-44 North Bridge St			SOLD
Sunderland, SR5 1AH		Tyne And Wear County		
Sale Date: 24/10/2013		Bldg Type: RetailStorefront Retail/Residential		
Sale Price: £275,000 - Confirmed		Year Built/Age: Built 1907 Age: 106		
Price/SF: £55.22		NIA: 4,980 SF		
Reversionary Yield: -		Sale Conditions: Auction Sale		
Net Initial Yield: -				
Comp ID: 2976234				
Research Status: Confirmed				
60	19-19A Olive St			SOLD
Sunderland, SR1 3PE		Tyne And Wear County		
Sale Date: 01/09/2013 (212 days on mkt)		Bldg Type: RetailStorefront		
Sale Price: £105,000 - Confirmed		Year Built/Age: Built 1960 Age: 53		
Price/SF: £80.83		NIA: 1,299 SF		
Reversionary Yield: -		Sale Conditions: Auction Sale		
Net Initial Yield: 14.03%				
Comp ID: 2850387				
Research Status: Confirmed				







61	1-3 Park Ln	SOLD
<p>Sunderland, SR1 3NX Tyne And Wear County</p> <p>Sale Date: 09/10/2013 (173 days on mkt) Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1950 Age: 63 Price/SF: - NIA: 10,000 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2864438 Sale Conditions: - Research Status: Research Complete</p> 		
62	15A-15C Railway Ter	SOLD
<p>Sunderland, SR4 0PE Tyne And Wear County</p> <p>Sale Date: 15/02/2012 (230 days on mkt) Bldg Type: RetailStorefront Sale Price: £43,500 - Confirmed Year Built/Age: - Price/SF: £25.44 NIA: 1,710 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2499767 Sale Conditions: - Research Status: Confirmed</p> 		
63	20 Railway Ter	SOLD
<p>Sunderland, SR4 0PY Tyne And Wear County</p> <p>Sale Date: 20/02/2014 Bldg Type: RetailStorefront Retail/Residential Sale Price: £92,000 - Confirmed Year Built/Age: Built 1911 Age: 103 Price/SF: £131.81 NIA: 698 SF</p> <p>Reversionary Yield: - Net Initial Yield: 12.17% Comp ID: 2986730 Sale Conditions: Auction Sale Research Status: Confirmed</p> 		
64	21-23 Railway Ter	SOLD
<p>Sunderland, SR4 0PY Tyne And Wear County</p> <p>Sale Date: 20/02/2014 (448 days on mkt) Bldg Type: RetailStorefront Retail/Residential Sale Price: £200,000 - Confirmed Year Built/Age: Built 1920 Age: 94 Price/SF: £116.96 NIA: 1,710 SF</p> <p>Reversionary Yield: - Net Initial Yield: 8.75% Comp ID: 2986737 Sale Conditions: Auction Sale Research Status: Confirmed</p> 		
65	Units 1-2 - 190-206 Roker Ave (Part of Multi-Property)	SOLD
<p>Sunderland, SR6 0BN Tyne And Wear County</p> <p>Sale Date: 01/06/2015 (110 days on mkt) Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1994 Age: 21 Price/SF: - NIA: 8,438 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3351443 Sale Conditions: - Research Status: Research Complete</p> 		
66	Units 3-4 - 190-206 Roker Ave (Part of Multi-Property)	SOLD
<p>Sunderland, SR6 0BN Tyne And Wear County</p> <p>Sale Date: 01/06/2015 (110 days on mkt) Bldg Type: RetailFreestanding Sale Price: - Year Built/Age: Built 1980 Age: 35 Price/SF: - NIA: 13,299 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3351443 Sale Conditions: - Research Status: Research Complete</p> 		

67	The Bluebell - Ryhope Street South	SOLD
Sunderland, SR2 0AB	Tyne And Wear County	
Sale Date: 01/09/2013 (107 days on mkt)	Bldg Type: RetailBar	
Sale Price: £80,000	Year Built/Age: Built 1910 Age: 103	
Price/SF: £31.30	NIA: 2,556 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2850291	Sale Conditions: Auction Sale	
Research Status: Research Complete		
68	Burton House - 4-6 Saville Pl	SOLD
Sunderland, SR1 1PA	Tyne And Wear County	
Sale Date: 11/07/2012 (630 days on mkt)	Bldg Type: RetailBar	
Sale Price: £140,000 - Confirmed	Year Built/Age: Built 1842 Age: 169	
Price/SF: £73.49	NIA: 1,905 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2526170	Sale Conditions: -	
Research Status: Confirmed		
69	37 Sea Rd	SOLD
Sunderland, SR6 9BS	Tyne And Wear County	
Sale Date: 15/12/2014 (287 days on mkt)	Bldg Type: RetailStorefront	
Sale Price: -	Year Built/Age: Built 1910 Age: 104	
Price/SF: -	NIA: 761 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3204864	Sale Conditions: -	
Research Status: Research Complete		
70	46 Sea Rd	SOLD
Sunderland, SR6 9BX	Tyne And Wear County	
Sale Date: 01/08/2015 (246 days on mkt)	Bldg Type: RetailStorefront	
Sale Price: -	Year Built/Age: Built 1910 Age: 105	
Price/SF: -	NIA: 897 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3369570	Sale Conditions: -	
Research Status: Research Complete		
71	The Range - Silksworth Ln	SOLD
Sunderland, SR3 1PD	Tyne And Wear County	
Sale Date: 01/08/2014	Bldg Type: RetailFreestanding	
Sale Price: £6,620,000 - Confirmed	Year Built/Age: Built 1995 Age: 19	
Price/SF: £114.02	NIA: 58,061 SF	
Reversionary Yield: -		
Net Initial Yield: 7.40%		
Comp ID: 3154858	Sale Conditions: -	
Research Status: Confirmed		
72	Retail Unit, Unit 37 - 35-37 Silksworth Row	SOLD
Sunderland, SR1 3QJ	Tyne And Wear County	
Sale Date: 25/07/2016 (161 days on mkt)	Unit Type: 1,203 SF Retail Unit	
Sale Price: -	Year Built/Age: Built 1907 Age: 109	
Price/SF: -	NIA: 1,203 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3661066	Sale Conditions: -	
Research Status: In Progress		

73	17 Speculation Pl	SOLD
<p>Washington, NE37 2AN Tyne And Wear County</p> <p>Sale Date: 01/02/2014 (92 days on mkt) Bldg Type: RetailBank Sale Price: £96,000 - Confirmed Year Built/Age: Built 1960 Age: 54 Price/SF: £54.48 NIA: 1,762 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3009153 Sale Conditions: - Research Status: Confirmed</p>		
		
74	Retail Unit, Unit 13 - 13-19 Spout Ln (Part of Multi-Unit)	SOLD
<p>Washington, NE38 7HN Tyne And Wear County</p> <p>Sale Date: 20/02/2014 Unit Type: 497 SF Retail Unit Sale Price: - Year Built/Age: Built 1930 Age: 84 Price/SF: - NIA: 497 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2987138 Sale Conditions: Auction Sale Research Status: Research Complete</p>		
		
75	Retail Unit, Unit 13 - 13-19 Spout Ln (Part of Multi-Unit)	SOLD
<p>Washington, NE38 7HN Tyne And Wear County</p> <p>Sale Date: 20/02/2014 Unit Type: 489 SF Retail Unit Sale Price: - Year Built/Age: Built 1930 Age: 84 Price/SF: - NIA: 489 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2987138 Sale Conditions: Auction Sale Research Status: Research Complete</p>		
		
76	Retail Unit, Unit 13 - 13-19 Spout Ln (Part of Multi-Unit)	SOLD
<p>Washington, NE38 7HN Tyne And Wear County</p> <p>Sale Date: 20/02/2014 Unit Type: 91 SF Retail Unit Sale Price: - Year Built/Age: Built 1930 Age: 84 Price/SF: - NIA: 91 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2987138 Sale Conditions: Auction Sale Research Status: Research Complete</p>		
		
77	41-41A Spout Ln	SOLD
<p>Washington, NE38 7HP Tyne And Wear County</p> <p>Sale Date: 31/01/2014 (99 days on mkt) Bldg Type: RetailStorefront Retail/Residential Sale Price: £105,000 - Confirmed Year Built/Age: Built 1920 Age: 94 Price/SF: £139.63 NIA: 752 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2976631 Sale Conditions: - Research Status: Confirmed</p>		
		
78	18 St Luke's Ter	SOLD
<p>Sunderland, SR4 6NQ Tyne And Wear County</p> <p>Sale Date: 01/10/2015 (34 days on mkt) Bldg Type: RetailStorefront Sale Price: £70,000 - Confirmed Year Built/Age: Built 1950 Age: 65 Price/SF: £137.80 NIA: 508 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3416701 Sale Conditions: - Research Status: Confirmed</p>		
		

79	Former Tribeca - St Thomas St	SOLD
Sunderland, SR1 1NW	Tyne And Wear County	
Sale Date: 01/08/2015 (297 days on mkt)	Bldg Type: Retail	
Sale Price: -	Year Built/Age: -	
Price/SF: -	NIA: 1,081 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3369577	Sale Conditions: -	
Research Status: Research Complete		
80	Portfolio Sale - 41-43 Stockton Rd (Part of Portfolio)	SOLD
Sunderland, SR1 3NR	Tyne And Wear County	
Sale Date: 22/05/2014 (349 days on mkt)	Bldg Type: RetailStorefront Retail/Office	
Sale Price: -	Year Built/Age: -	
Price/SF: -	NIA: 2,094 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3041186	Sale Conditions: Bulk/Portfolio Sale	
Research Status: Research Complete		
81	The Golden Lion - The Broadway	SOLD
Houghton Le Spring, DH4 4BB	Tyne And Wear County	
Sale Date: 02/08/2013 (202 days on mkt)	Bldg Type: RetailBar	
Sale Price: £80,000	Year Built/Age: -	
Price/SF: £124.80	NIA: 641 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2836690	Sale Conditions: -	
Research Status: Research Complete		
82	Former Top Ten Bingo - The Green	SOLD
Sunderland, SR5 2HY	Tyne And Wear County	
Sale Date: 15/09/2014 (186 days on mkt)	Bldg Type: RetailStorefront	
Sale Price: -	Year Built/Age: Built 1920 Age: 94	
Price/SF: -	NIA: 11,984 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3239414	Sale Conditions: -	
Research Status: Research Complete		
83	The Village Tavern - The Village	SOLD
Sunderland, SR2 0NQ	Tyne And Wear County	
Sale Date: 09/05/2014 (315 days on mkt)	Bldg Type: RetailBar	
Sale Price: £210,000 - Confirmed	Year Built/Age: Built 1972 Age: 42	
Price/SF: £49.65	NIA: 4,230 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3041211	Sale Conditions: -	
Research Status: Confirmed		
84	The Thorndale - Thorndale Rd	SOLD
Sunderland, SR3 4JR	Tyne And Wear County	
Sale Date: 08/02/2013 (630 days on mkt)	Bldg Type: RetailStorefront Retail/Residential	
Sale Price: -	Year Built/Age: Built 1895 Age: 117	
Price/SF: -	NIA: 1,138 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2671861	Sale Conditions: -	
Research Status: Research Complete		

85	6-12 Thorndale Rd	SOLD
<p>Sunderland, SR3 4JT Tyne And Wear County</p> <p>Sale Date: 10/12/2014 (19 days on mkt) Bldg Type: RetailStorefront Retail/Residential Sale Price: £280,000 - Confirmed Year Built/Age: Built 1964 Age: 50 Price/SF: £229.51 NIA: 1,220 SF</p> <p>Reversionary Yield: - Net Initial Yield: 7.14% Comp ID: 3186175 Sale Conditions: Auction Sale Research Status: Confirmed</p> 		
86	Units 1A-4 - Hylton Riverside Retail Park - Timber Beach Rd (Part of Multi-Property)	SOLD
<p>Sunderland, SR5 3XG Tyne And Wear County</p> <p>Sale Date: 22/08/2015 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1996 Age: 19 Price/SF: - NIA: 61,972 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3383083 Sale Conditions: - Research Status: Research Complete</p> 		
87	Units 5-9 - Hylton Riverside Retail Park - Timber Beach Rd (Part of Multi-Property)	SOLD
<p>Sunderland, SR5 3XG Tyne And Wear County</p> <p>Sale Date: 22/08/2015 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1996 Age: 19 Price/SF: - NIA: 59,786 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3383083 Sale Conditions: - Research Status: Research Complete</p> 		
88	Units 1-3 - Trimdon Street Retail Park Trimdon - Trimdon St	SOLD
<p>Sunderland, SR4 6DW Tyne And Wear County</p> <p>Sale Date: 24/06/2015 Bldg Type: RetailFreestanding Sale Price: £8,400,000 - Confirmed Year Built/Age: Built 2001 Age: 14 Price/SF: £195.85 NIA: 42,891 SF</p> <p>Reversionary Yield: - Net Initial Yield: 7.50% Comp ID: 3342688 Sale Conditions: - Research Status: Confirmed</p> 		
89	B&Q - Trimdon St (Part of Portfolio)	SOLD
<p>Sunderland, SR4 6DW Tyne And Wear County</p> <p>Sale Date: 06/06/2013 Bldg Type: RetailFreestanding Sale Price: - Year Built/Age: Built 2000 Age: 13 Price/SF: - NIA: 103,392 SF</p> <p>Reversionary Yield: - Net Initial Yield: 7.50% Comp ID: 2792147 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p> 		
90	The Bridges Shopping Centre - Union St	SOLD
<p>Sunderland, SR1 3DR Tyne And Wear County</p> <p>Sale Date: 01/06/2014 Bldg Type: Retail Sale Price: £152,700,000 - Confirmed Year Built/Age: Built 1969 Age: 45 Price/SF: £277.03 NIA: 551,203 SF</p> <p>Reversionary Yield: - Net Initial Yield: 7.18% Comp ID: 3073104 Sale Conditions: - Research Status: Confirmed</p> 		

91	56-56A Villette Rd	SOLD
<p>Sunderland, SR2 8RW Tyne And Wear County</p> <p>Sale Date: 01/09/2013 (212 days on mkt) Bldg Type: RetailStorefront Retail/Residential Sale Price: £31,000 Year Built/Age: Built 1940 Age: 73 Price/SF: £76.92 NIA: 403 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2850392 Sale Conditions: - Research Status: Research Complete</p> 		
92	58 Villette Rd	SOLD
<p>Sunderland, SR2 8RW Tyne And Wear County</p> <p>Sale Date: 25/06/2013 (22 days on mkt) Bldg Type: RetailStorefront Retail/Residential Sale Price: £39,000 - Confirmed Year Built/Age: Built 1940 Age: 73 Price/SF: £74.14 NIA: 526 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2786543 Sale Conditions: - Research Status: Confirmed</p> 		
93	Sainsburys - Wessington Way	SOLD
<p>Sunderland, SR5 3JG Tyne And Wear County</p> <p>Sale Date: 01/03/2012 Bldg Type: RetailSupermarket Sale Price: £35,255,824 - Confirmed Year Built/Age: Built 2013 Price/SF: £341.69 NIA: 103,181 SF</p> <p>Reversionary Yield: - Net Initial Yield: 5.00% Comp ID: 2742939 Sale Conditions: - Research Status: Confirmed</p> 		
94	Oddfellows - 31 Westbourne Ter	SOLD
<p>Houghton Le Spring, DH4 4QT Tyne And Wear County</p> <p>Sale Date: 21/04/2015 (662 days on mkt) Bldg Type: RetailBar Sale Price: £92,000 - Confirmed Year Built/Age: - Price/SF: £54.83 NIA: 1,678 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3281423 Sale Conditions: Auction Sale Research Status: Confirmed</p> 		
95	Units 1-6 - Pallion Retail Park - Woodbine Ter (Part of Multi-Property)	SOLD
<p>Sunderland, SR4 6TY Tyne And Wear County</p> <p>Sale Date: 13/01/2014 (104 days on mkt) Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1993 Age: 21 Price/SF: - NIA: 78,915 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2958000 Sale Conditions: - Research Status: Research Complete</p> 		
96	Unit 7 - Matalan Retail Ltd - Woodbine Ter (Part of Multi-Property)	SOLD
<p>Sunderland, SR4 6TY Tyne And Wear County</p> <p>Sale Date: 13/01/2014 (104 days on mkt) Bldg Type: RetailFreestanding Sale Price: - Year Built/Age: Built 1990 Age: 24 Price/SF: - NIA: 53,007 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2958000 Sale Conditions: - Research Status: Research Complete</p> 		

Sunderland, SR3 1HP

Tyne And Wear County

Sale Date: 01/03/2012

Sale Price: £210,000 - Confirmed

Price/SF: £42.59

Bldg Type: RetailBar

Year Built/Age: Built 1967 Age: 45

NIA: 4,931 SF



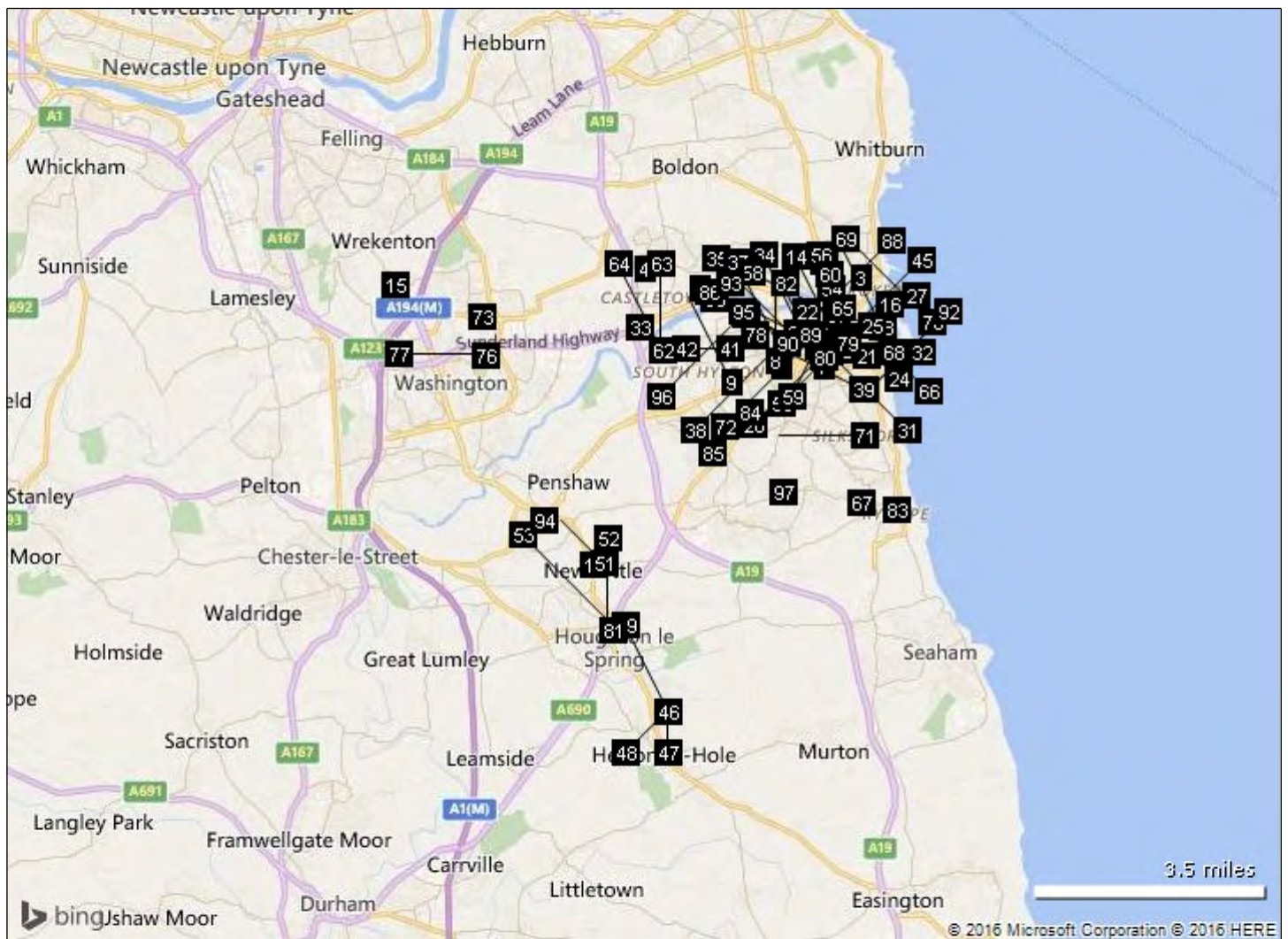
Reversionary Yield: -

Net Initial Yield: -

Comp ID: 2340863

Research Status: Confirmed

Sale Conditions: -



	Address	City	Property Info	Sale Info
1	1 Albion Pl (Part of Portfolio)	Sunderland	931 SF Retail/Storefront	Sold: -
2	19-20 Blandford St	Sunderland	5,349 SF General Retail/Storefront	Sold: -
3	171 Brandling St	Sunderland	171 SF General Retail/Storefront	Sold: £16,400 (£95.91/SF)
4	The Cauld Lad, Caithness Rd	Sunderland	3,600 SF General Retail/Storefront Retail/Residential	Sold: £115,000 (£31.94/SF)
5	112 Castle Vw	Sunderland	6,022 SF General Retail/Storefront	Sold: £110,000 (£18.27/SF)
6	226 Chester Rd	Sunderland	788 SF General Retail/Storefront Retail/Office	Sold: -
7	Southwick Social Club, Church Bank	Sunderland	10,649 SF General Retail/Bar	Sold: £36,000 (£3.38/SF)
8	7 Davison Ter	Sunderland	845 SF General Retail/Storefront	Sold: -
9	9 Ethel Ter	Sunderland	515 SF General Retail/Storefront Retail/Residential	Sold: -
10	14 Fawcett St	Sunderland	15,210 SF General Retail/Bank	Sold: -
11	14 Fawcett St	Sunderland	15,210 SF General Retail/Bank	Sold: £575,000 (£37.80/SF)
12	33-42 Fawcett St	Sunderland	110,155 SF General Retail/Storefront	Sold: £7,500,000 (£68.09/SF)
13	56-57 Fawcett St	Sunderland	3,617 SF General Retail/Storefront	Sold: -
14	61-62 Fawcett St	Sunderland	8,804 SF General Retail/Storefront	Sold: -







15	Lilac House, Fell Way	Gateshead	512 SF General Retail/Storefront Retail/Residential	Sold: £45,000 (£87.89/SF)
16	45 Frederick St	Sunderland	1,557 SF General Retail/Storefront	Sold: -
17	Jolly Potters, 14 Front St	Houghton Le Spring	3,380 SF General Retail/Bar	Sold: -
18	Bluebell, Fulwell Rd (Part of Portfolio)	Sunderland	10,191 SF Retail/Bar	Sold: -
19	The Galen Building, Green Ter	Sunderland	36,835 SF General Retail/Bar	Sold: £530,000 (£14.39/SF)
20	The Galen Building, Green Ter, Unit 1/1st Floor (Part of Multi-Unit Sale)	Sunderland	1,808 SF Retail/Bar	Sold: -
21	The Galen Building, Green Ter, Unit 1/Ground (Part of Multi-Unit Sale)	Sunderland	5,081 SF Retail/Bar	Sold: -
22	The Former Winston Public House, Hanover Pl	Sunderland	2,136 SF General Retail/Bar	Sold: £65,000 (£30.43/SF)
23	11 Hendon Valley Rd	Sunderland	429 SF General Retail/Storefront Retail/Residential	Sold: £47,000 (£109.56/SF)
24	Cavern Bar, High St E	Sunderland	4,201 SF General Retail/Bar	Sold: -
25	The Boars Head, 134 High St E	Sunderland	2,140 SF General Retail/Bar	Sold: £65,000 (£30.37/SF)
26	Empire Cinema, High St W	Sunderland	91,374 SF General Retail/Storefront	Sold: £13,000,000 (£142.27/SF)
27	67-71 High St W (Part of Portfolio)	Sunderland	34,753 SF Retail/Storefront	Sold: -
28	230 High St W	Sunderland	4,355 SF General Retail/Bank	Sold: £300,000 (£68.89/SF)
29	287 High St W	Sunderland	4,415 SF General Retail/Bar	Sold: -
30	216-218 High Street W	Sunderland	4,267 SF General Retail	Sold: £150,000 (£35.15/SF)
31	The Black Bull, 309 High Street West	Sunderland	4,204 SF General Retail/Bar	Sold: £220,000 (£52.33/SF)
32	29 Holmeside	Sunderland	2,320 SF General Retail/Storefront	Sold: £115,000 (£49.57/SF)
33	DFS, Hylton Gran (Part of Portfolio)	Sunderland	24,216 SF Retail/Freestanding	Sold: -
34	10 Hylton Rd	Sunderland	361 SF General Retail/Storefront Retail/Residential	Sold: £21,000 (£58.17/SF)
35	55 Hylton Rd	Sunderland	386 SF General Retail/Storefront	Sold: -
36	58 Hylton Rd	Sunderland	2,402 SF General Retail/Bar	Sold: £120,000 (£49.96/SF)
37	157-159 Hylton Rd	Sunderland	1,027 SF General Retail/Storefront	Sold: £75,000 (£73.03/SF)
38	176 Hylton Rd	Sunderland	1,614 SF General Retail/Storefront Retail/Residential	Sold: £60,000 (£37.17/SF)
39	188 Hylton Rd	Sunderland	690 SF General Retail/Storefront Retail/Residential	Sold: £92,000 (£133.33/SF)
40	207 Hylton Rd	Sunderland	707 SF General Retail/Storefront	Sold: -
41	207 Hylton Rd	Sunderland	707 SF General Retail/Storefront	Sold: -
42	226 Hylton Rd	Sunderland	646 SF General Retail/Storefront	Sold: £50,000 (£77.40/SF)
43	Victoria Buildings, 1-6 Low Row	Sunderland	12,465 SF General Retail/Bar	Sold: £720,000 (£57.76/SF)
44	6 Maritime Ter	Sunderland	3,206 SF General Retail/Storefront	Sold: -
45	6-32 Market Sq	Sunderland	32,737 SF General Retail/Storefront	Sold: £8,600,000 (£262.70/SF)
46	1-5 Market St	Houghton Le Spring	3,159 SF General Retail/Storefront	Sold: -
47	27 Market St	Houghton Le Spring	1,457 SF General Retail/Storefront	Sold: -






48	28 Market St	Houghton Le Spring	748 SF General Retail/Storefront	Sold: £20,000 (£26.74/SF)
49	40 Market St	Houghton Le Spring	1,002 SF General Retail/Storefront Retail/Residential	Sold: £64,000 (£63.87/SF)
50	9 Mary St	Sunderland	2,114 SF General Retail/Storefront	Sold: -
51	Travellers Rest, Mill Pit	Houghton Le Spring	4,521 SF General Retail/Bar	Sold: -
52	47-49 Newbottle St	Houghton Le Spring	907 SF General Retail/Storefront	Sold: £150,000 (£165.38/SF)
53	The Robbie Burns, 71 Newbottle St	Houghton Le Spring	2,441 SF General Retail	Sold: £140,000 (£57.35/SF)
54	89 Newcastle Rd	Sunderland	806 SF General Retail/Storefront Retail/Residential	Sold: -
55	146-148 Newcastle Rd	Sunderland	609 SF General Retail/Storefront Retail/Residential	Sold: £170,000 (£279.15/SF)
56	217-223 Newcastle Rd	Sunderland	1,370 SF General Retail/Storefront Retail/Residential	Sold: £199,950 (£145.95/SF)
57	12-13 North Bridge St	Sunderland	2,963 SF General Retail/Storefront Retail/Residential	Sold: £41,000 (£13.84/SF)
58	14 North Bridge St	Sunderland	4,039 SF General Retail/Storefront	Sold: -
59	42-44 North Bridge St	Sunderland	4,980 SF General Retail/Storefront Retail/Residential	Sold: £275,000 (£55.22/SF)
60	19-19A Olive St	Sunderland	1,299 SF General Retail/Storefront	Sold: £105,000 (£80.83/SF)
61	1-3 Park Ln	Sunderland	10,000 SF General Retail/Storefront	Sold: -
62	15A-15C Railway Ter	Sunderland	1,710 SF General Retail/Storefront	Sold: £43,500 (£25.44/SF)
63	20 Railway Ter	Sunderland	698 SF General Retail/Storefront Retail/Residential	Sold: £92,000 (£131.81/SF)
64	21-23 Railway Ter	Sunderland	1,710 SF General Retail/Storefront Retail/Residential	Sold: £200,000 (£116.96/SF)
65	190-206 Roker Ave (Part of Multi-Property Sale)	Sunderland	8,438 SF Retail/Storefront	Sold: -
66	190-206 Roker Ave (Part of Multi-Property Sale)	Sunderland	13,299 SF Retail/Freestanding	Sold: -
67	The Bluebell, Ryhope Street South	Sunderland	2,556 SF General Retail/Bar	Sold: £80,000 (£31.30/SF)
68	Burton House, 4-6 Saville Pl	Sunderland	1,905 SF General Retail/Bar	Sold: £140,000 (£73.49/SF)
69	37 Sea Rd	Sunderland	761 SF General Retail/Storefront	Sold: -
70	46 Sea Rd	Sunderland	897 SF General Retail/Storefront	Sold: -
71	The Range, Silksworth Ln	Sunderland	58,061 SF General Retail/Freestanding	Sold: £6,620,000 (£114.02/SF)
72	35-37 Silksworth Row	Sunderland	1,203 SF General Retail/Storefront	Sold: -
73	17 Speculation Pl	Washington	1,762 SF General Retail/Bank	Sold: £96,000 (£54.48/SF)
74	13-19 Spout Ln, 13/1st Floor (Part of Multi-Unit Sale)	Washington	489 SF Retail/Storefront Retail/Office	Sold: -
75	13-19 Spout Ln, 13/2nd Floor (Part of Multi-Unit Sale)	Washington	91 SF Retail/Storefront Retail/Office	Sold: -
76	13-19 Spout Ln, 13/Ground (Part of Multi-Unit Sale)	Washington	497 SF Retail/Storefront Retail/Office	Sold: -
77	41-41A Spout Ln	Washington	752 SF General Retail/Storefront Retail/Residential	Sold: £105,000 (£139.63/SF)
78	18 St Luke's Ter	Sunderland	508 SF General Retail/Storefront	Sold: £70,000 (£137.80/SF)
79	Former Tribeca, St Thomas St	Sunderland	1,081 SF General Retail	Sold: -
80	41-43 Stockton Rd (Part of Portfolio)	Sunderland	2,094 SF Retail/Storefront Retail/Office	Sold: -

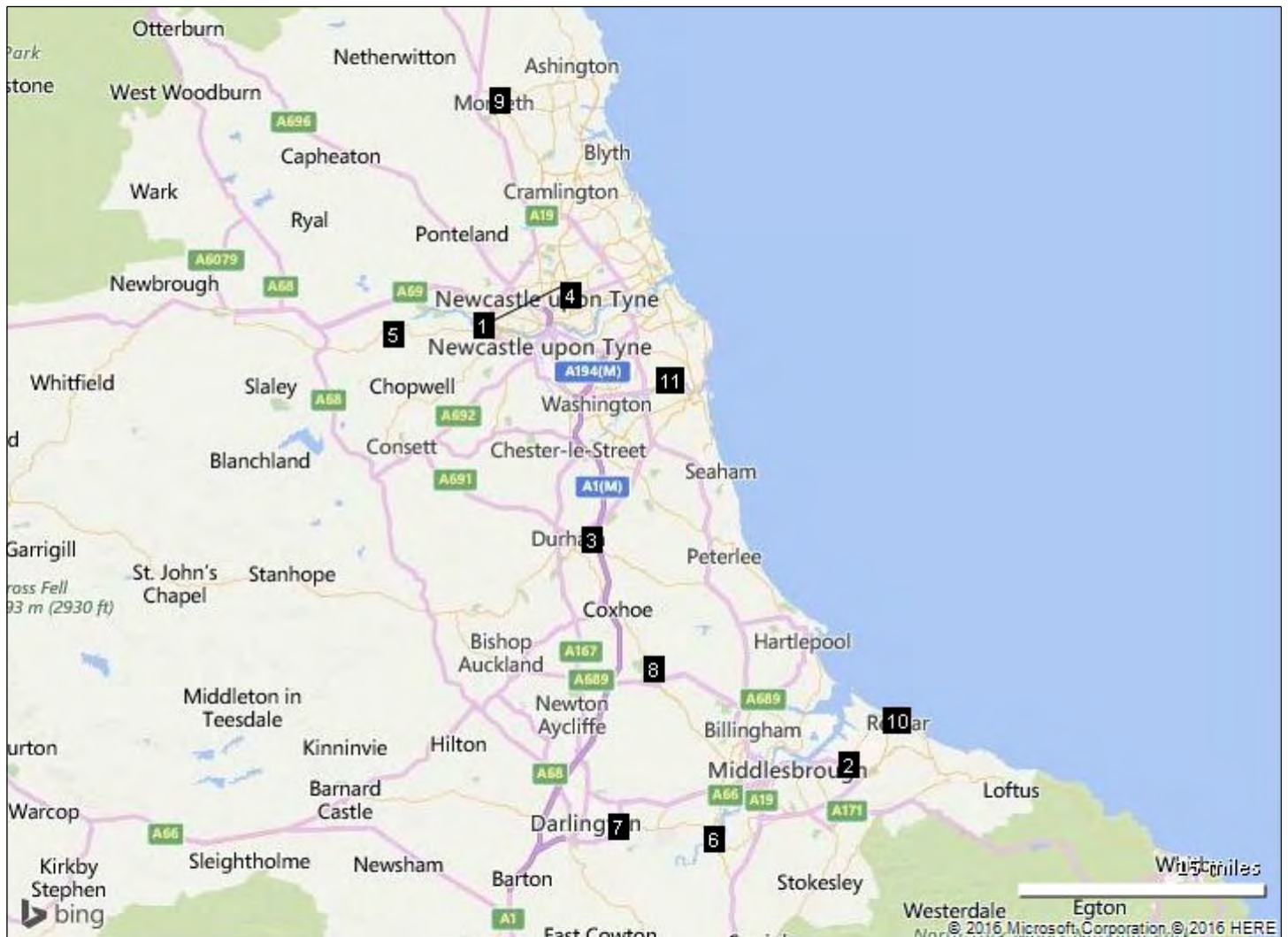
81	The Golden Lion, The Broadway	Houghton Le Spring	641 SF General Retail/Bar	Sold: £80,000 (£124.80/SF)
82	Former Top Ten Bingo, The Green	Sunderland	11,984 SF General Retail/Storefront	Sold: -
83	The Village Tavern, The Village	Sunderland	4,230 SF General Retail/Bar	Sold: £210,000 (£49.65/SF)
84	The Thorndale, Thorndale Rd	Sunderland	1,138 SF General Retail/Storefront Retail/Residential	Sold: -
85	6-12 Thorndale Rd	Sunderland	1,220 SF General Retail/Storefront Retail/Residential	Sold: £280,000 (£229.51/SF)
86	Timber Beach Rd (Part of Multi-Property Sale)	Sunderland	61,972 SF Retail/Storefront	Sold: -
87	Timber Beach Rd (Part of Multi-Property Sale)	Sunderland	59,786 SF Retail/Storefront	Sold: -
88	B&Q, Trimdon St (Part of Portfolio)	Sunderland	103,392 SF Retail/Freestanding	Sold: -
89	Trimdon St	Sunderland	42,891 SF General Retail/Freestanding	Sold: £8,400,000 (£195.85/SF)
90	Union St	Sunderland	551,203 SF General Retail	Sold: £152,700,000 (£277.03/SF)
91	56-56A Vilette Rd	Sunderland	403 SF General Retail/Storefront Retail/Residential	Sold: £31,000 (£76.92/SF)
92	58 Vilette Rd	Sunderland	526 SF General Retail/Storefront Retail/Residential	Sold: £39,000 (£74.14/SF)
93	Sainsburys, Wessington Way	Sunderland	103,181 SF General Retail/Supermarket	Sold: £35,255,824 (£341.69/SF)
94	Oddfellows, 31 Westbourne Ter	Houghton Le Spring	1,678 SF General Retail/Bar	Sold: £92,000 (£54.83/SF)
95	Woodbine Ter (Part of Multi-Property Sale)	Sunderland	78,915 SF Retail/Storefront	Sold: -
96	Matalan Retail Ltd, Woodbine Ter (Part of Multi-Property Sale)	Sunderland	53,007 SF Retail/Freestanding	Sold: -
97	Former Castle Bar, Wynyard St	Sunderland	4,931 SF General Retail/Bar	Sold: £210,000 (£42.59/SF)

Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
Sale Price	£775,000	£19,682,165	£16,100,000	£45,030,000	5
Centre Size	2,848 SF	55,687 SF	31,000 SF	180,849 SF	11
Price per SF	£88.67	£285.29	£329.10	£383.08	5
Net Initial Yield	5.00%	5.65%	5.25%	7.32%	5
Days on Market	12	429	153	1,121	3
Sale Price to Asking Price Ratio	72.09%	72.09%	72.09%	72.09%	1
Totals					
Sold Transactions	Total Sales Volume:	£98,410,824	Total Sales Transactions:		11
Survey Criteria					
<p>basic criteria: Type of Property - Retail; Secondary Type - Supermarket; Sale Date - from 01/01/2011; Sale Status - Sold; Return and Search on Portfolio Sales as Individual Properties - Yes</p> <p>geography criteria: Submarket - Central Newcastle City Core (Newcastle upon Tyne), Central Newcastle Southern (Newcastle upon Tyne), Central Newcastle Western Fringe (Newcastle upon Tyne), North Tyneside (Newcastle upon Tyne), Northumberland (Newcastle upon Tyne), Outer Gateshead (Newcastle upon Tyne), Outer Newcastle (Newcastle upon Tyne), South Tyneside (Newcastle upon Tyne), Sunderland (Newcastle upon Tyne), Darlington (Tees Valley & Durham), Durham (Tees Valley & Durham), Hartlepool (Tees Valley & Durham), Middlesbrough (Tees Valley & Durham), Redcar & Cleveland (Tees Valley & Durham), Stockton-on-Tees (Tees Valley & Durham)</p> <p>additional criteria: - * This result set has been amended with criteria to add and/or remove records.</p>					

1	373 Benton Rd	SOLD
Newcastle Upon Tyne, NE7 7EE	Tyne And Wear County	
Sale Date: 20/10/2014	Bldg Type: RetailSupermarket	
Sale Price: -	Year Built/Age: -	
Price/SF: -	NIA: 4,807 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3152215	Sale Conditions: -	
Research Status: Research Complete		
2	Heron Food Supermarkets - Birchington Ave	SOLD
Middlesbrough, TS6 7HU	Cleveland County	
Sale Date: 11/07/2012 (12 days on mkt)	Bldg Type: RetailSupermarket	
Sale Price: -	Year Built/Age: Built 2011 Age: 1	
Price/SF: -	NIA: 2,848 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2510834	Sale Conditions: -	
Research Status: Research Complete		
3	Tesco Stores Ltd - Dragon Ln (Part of Portfolio)	SOLD
Durham, DH1 2XQ	Co Durham County	
Sale Date: 01/05/2013	Bldg Type: RetailSupermarket	
Sale Price: -	Year Built/Age: Built 2009 Age: 4	
Price/SF: -	NIA: 118,612 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 2759696	Sale Conditions: Bulk/Portfolio SalePartial Interest Transfer (70.00%)	
Research Status: Research Complete		
4	Sainsburys - Etherstone Ave (Part of Portfolio)	SOLD
Newcastle Upon Tyne, NE7 7JW	Tyne And Wear County	
Sale Date: 04/11/2015	Bldg Type: RetailSupermarket	
Sale Price: -	Year Built/Age: Built 2009 Age: 6	
Price/SF: -	NIA: 100,000 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3459701	Sale Conditions: Bulk/Portfolio Sale	
Research Status: In Progress		
5	8-8A Front St (Part of Portfolio)	SOLD
Prudhoe, NE42 5HJ	Northumberland County	
Sale Date: 04/02/2016 (153 days on mkt)	Bldg Type: RetailSupermarket	
Sale Price: -	Year Built/Age: Built 1975 Age: 41	
Price/SF: -	NIA: 10,335 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3529437	Sale Conditions: Bulk/Portfolio Sale	
Research Status: Research Complete		
6	54 High St	SOLD
Yarm, TS15 9AH	Cleveland County	
Sale Date: 01/12/2014	Bldg Type: RetailSupermarket	
Sale Price: £1,250,000 - Confirmed	Year Built/Age: -	
Price/SF: £383.08	NIA: 3,263 SF	
Reversionary Yield: -		
Net Initial Yield: 5.25%		
Comp ID: 3253582	Sale Conditions: -	
Research Status: Confirmed		

7	Morrisons Building - Morton Park Way	SOLD
Darlington, DL1 4PJ	Co Durham County	
Sale Date: 01/01/2015 Sale Price: £45,030,000 - Confirmed Price/SF: £248.99	Bldg Type: RetailSupermarket Year Built/Age: Built 1986 Age: 29 NIA: 180,849 SF	
Reversionary Yield: - Net Initial Yield: 5.70% Comp ID: 3281714 Research Status: Confirmed	Sale Conditions: -	
8	Sainsburys - Salters Ln	SOLD
Stockton On Tees, TS21 3EE	Cleveland County	
Sale Date: 01/09/2012 Sale Price: £16,100,000 - Confirmed Price/SF: £329.10	Bldg Type: RetailSupermarket Year Built/Age: Built 2013 NIA: 48,922 SF	
Reversionary Yield: - Net Initial Yield: 5.00% Comp ID: 2596659 Research Status: Confirmed	Sale Conditions: -	
9	Former Morrisons Supermarket - Stanley Ter	SOLD
Morpeth, NE61 1PA	Northumberland County	
Sale Date: 01/11/2014 Sale Price: - Price/SF: -	Bldg Type: RetailSupermarket Year Built/Age: Built 1990 Age: 24 NIA: 31,000 SF	
Reversionary Yield: - Net Initial Yield: - Comp ID: 3603527 Research Status: In Progress	Sale Conditions: Redevelopment Project	
10	Farm Foods - 99-101 Station Rd	SOLD
Redcar, TS10 1RD	Cleveland County	
Sale Date: 27/03/2013 (1,121 days on mkt) Sale Price: £775,000 - Confirmed Price/SF: £88.67	Bldg Type: RetailSupermarket Year Built/Age: Built 2006 Age: 6 NIA: 8,740 SF	
Reversionary Yield: - Net Initial Yield: 7.32% Comp ID: 2723720 Research Status: Confirmed	Sale Conditions: -	
11	Sainsburys - Wessington Way	SOLD
Sunderland, SR5 3JG	Tyne And Wear County	
Sale Date: 01/03/2012 Sale Price: £35,255,824 - Confirmed Price/SF: £341.69	Bldg Type: RetailSupermarket Year Built/Age: Built 2013 NIA: 103,181 SF	
Reversionary Yield: - Net Initial Yield: 5.00% Comp ID: 2742939 Research Status: Confirmed	Sale Conditions: -	



	Address	City	Property Info	Sale Info
1	373 Benton Rd	Newcastle Upon Tyne	4,807 SF General Retail/Supermarket	Sold: -
2	Heron Food Supermarkets, Birchington Ave	Middlesbrough	2,848 SF General Retail/Supermarket	Sold: -
3	Tesco Stores Ltd, Dragon Ln (Part of Portfolio)	Durham	118,612 SF Retail/Supermarket	Sold: -
4	Sainsburys, Etherstone Ave (Part of Portfolio)	Newcastle Upon Tyne	100,000 SF Retail/Supermarket	Sold: -
5	8-8A Front St (Part of Portfolio)	Prudhoe	10,335 SF Retail/Supermarket	Sold: -
6	54 High St	Yarm	3,263 SF General Retail/Supermarket	Sold: £1,250,000 (£383.08/SF)
7	Morrisons Building, Morton Park Way	Darlington	180,849 SF General Retail/Supermarket	Sold: £45,030,000 (£248.99/SF)
8	Sainsburys, Salters Ln	Stockton On Tees	48,922 SF General Retail/Supermarket	Sold: £16,100,000 (£329.10/SF)
9	Former Morrisons Supermarket, Stanley Ter	Morpeth	31,000 SF General Retail/Supermarket	Sold: -
10	Farm Foods, 99-101 Station Rd	Redcar	8,740 SF General Retail/Supermarket	Sold: £775,000 (£88.67/SF)
11	Sainsburys, Wessington Way	Sunderland	103,181 SF General Retail/Supermarket	Sold: £35,255,824 (£341.69/SF)

Appendix 8 – Development Appraisals Residential

The pages in this appendix are not numbered.

Base APP8a Cover



Sunderland Typologoes - Summer 2017 v2 SOUTH SUNDERLAND



Number 1 Units NET Area Density erage Unit Size Developed Density Total Cost Rate
SSGA Chapel Garth 650 22.00 29.55 126 82,176 3,735 74,025,472 900.82

Locality een/ Brown .Iternative Use

SSGA	Green	Agricultural
Area	Gross	49.930
	Net	22.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45	0.00	10%	999	0
	2	0	62	0.00	10%	999	0
Terrace	2	0	65	0.00		887	0
	3	60	75	4,500.00		887	3,991,500
Semi	2	0	85	0.00		887	0
	3	62	95	5,890.00		887	5,224,430
Det	3	0	110	0.00		887	0
	4	245	135	33,075.00		887	29,337,525
	5	122	150	18,300.00		887	16,232,100
	6	64	200	12,800.00	10%	887	12,488,960
Flat 2 High*	2	0	72.0	0.00	10%	1,027	0
Flat 3 High*	3	0	86.5	0.00	10%	1,027	0
Affordable							
Flat	1	0	45	0.00	10%	999	0
	2	0	67	0.00	10%	999	0
Terrace	2	49	75	3,675.00		887	3,259,725
	3	48	82	3,936.00		887	3,491,232
Semi	2	0	80	0.00		887	0
	3	0	85	0.00		887	0
Det	3	0	86	0.00		887	0
	4	0	100	0.00		887	0
	5	0	125.00	0.00		887	0
Flat 1 High*	1	0	59.5	0.00	10%	1,027	0
Flat 2 High*	2	0	72.0	0.00	10%	1,027	0
Flat 3 High*	3	0	86.5	0.00	10%	1,027	0

Number 2 Units Area Density erage Unit Size Developed Density Total Cost Rate
SSGA North of Burdon Lane 995 27.28 36.47 105 104,416 3,828 93,139,114 892.00

Locality een/Brown .Iternative Use

SSGA	Green	Agricultural
Area	Gross	88.610
	Net	27.280

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	45.00	0.00	10%	999	0
	2	0	62.00	0.00	10%	999	0
Terrace	2	42	65.00	2,730.00		887	2,421,510
	3	169	75.00	12,675.00		887	11,242,725
Semi	2	42	85.00	3,570.00		887	3,166,590
	3	169	95.00	16,055.00		887	14,240,785
Det	3	0	110.00	0.00		887	0
	4	338	135.00	45,630.00		887	40,473,810
	5	86	150.00	12,900.00		887	11,442,300
Flat 1 High*	1	0	200.00	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0
Affordable							
Flat	1	22	45.00	990.00	10%	999	1,087,911
	2	22	67.00	1,474.00	10%	999	1,619,779
Terrace	2	41	75.00	3,075.00		887	2,727,525
	3	41	82.00	3,362.00		887	2,982,094
Semi	2	0	80.00	0.00		887	0
	3	23	85.00	1,955.00		887	1,734,085
Det	3	0	86.00	0.00		887	0
	4	0	100.00	0.00		887	0
	5	0	125.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 3 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

SSGA Cherry Knowle 770 30.80 25.00 121 92,838 3,014 83,954,872 904.32

Locality een/Brown .Iternative Use

SSGA Green Agricultural

Area	Gross	37.480
	Net	30.800

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	45	0.00	10%	999
	2	0	62	0.00	10%	999
Terrace	2	33	65	2,145.00		887
	3	65	75	4,875.00		887
Semi	2	0	85	0.00		887
	3	98	95	9,310.00		887
Det	3	0	110	0.00		887
	4	262	135	35,370.00		887
	5	131	150	19,650.00		887
	6	66	200	13,200.00	10%	887
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	19	45	855.00	10%	999
	2	18	67	1,206.00	10%	999
Terrace	2	31	75	2,325.00		887
	3	31	82	2,542.00		887
Semi	2	0	80	0.00		887
	3	16	85	1,360.00		887
Det	3	0	86	0.00		887
	4	0	100	0.00		887
	5	0	125.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number 4 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

SSGA South Ryhope 450 12.86 34.99 102 46,108 3,585 41,158,857 892.66

Locality een/Brown .Iternative Use

SSGA Green Agricultural

Area	Gross	22.500
	Net	12.860

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	45.00	0.00	10%	999
	2	0	62.00	0.00	10%	999
Terrace	2	38	65.00	2,470.00		887
	3	57	75.00	4,275.00		887
Semi	2	38	85.00	3,230.00		887
	3	76	95.00	7,220.00		887
Det	3	0	110.00	0.00		887
	4	134	135.00	18,090.00		887
	5	40	150.00	6,000.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	11	45.00	495.00	10%	999
	2	11	67.00	737.00	10%	999
Terrace	2	18	75.00	1,350.00		887
	3	18	82.00	1,476.00		887
Semi	2	0	80.00	0.00		887
	3	9	85.00	765.00		887
Det	3	0	86.00	0.00		887
	4	0	100.00	0.00		887
	5	0	125.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number 5 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 350 350 10.00 35.00 92 32,222 3,222 28,904,254 897.05

Locality 'een/Brown .ternative Use

S Sunderlan Green Agricultural

Area	Gross	13.333
	Net	10.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	44	72.00	3,168.00		887	2,810,016
	3	45	86.50	3,892.50		887	3,452,648
Semi	2	45	83.00	3,735.00		887	3,312,945
	3	89	97.00	8,633.00		887	7,657,471
Det	3	0	102.00	0.00		887	0
	4	45	115.00	5,175.00		887	4,590,225
	5	30	130.00	3,900.00		887	3,459,300
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	16	59.50	952.00	10%	999	1,046,153
	2	8	72.00	576.00	10%	999	632,966
Terrace	2	16	72.00	1,152.00		887	1,021,824
	3	12	86.50	1,038.00		887	920,706
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 6 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 175 175 5.00 35.00 93 16,205 3,241 14,535,727 896.99

Locality 'een/Brown .ternative Use

S Sunderlan Green Agricultural

Area	Gross	6.667
	Net	5.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	21	72.00	1,512.00		887	1,341,144
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	22	83.00	1,826.00		887	1,619,662
	3	45	97.00	4,365.00		887	3,871,755
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 7 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 175 LD 175 5.83 30.00 91 16,012 2,745 14,472,644 903.86

Locality een/Brown .ternative Use

S Sunderlan Green Agricultural

Area	Gross	7.778
	Net	5.833

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	22	72.00	1,584.00		887	1,405,008
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	15	83.00	1,245.00		887	1,104,315
	3	37	97.00	3,589.00		887	3,183,443
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	7	70.00	490.00		986	483,140
BUNGALOW	3	7	86.00	602.00		986	593,572
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 8 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 75 75 2.14 35.00 92 6,914 3,227 6,201,056 896.88

Locality een/Brown .ternative Use

S Sunderlan Green Agricultural

Area	Gross	2.857
	Net	2.143

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	9	72.00	648.00		887	574,776
	3	10	86.50	865.00		887	767,255
Semi	2	10	83.00	830.00		887	736,210
	3	19	97.00	1,843.00		887	1,634,741
Det	3	0	102.00	0.00		887	0
	4	10	115.00	1,150.00		887	1,020,050
	5	6	130.00	780.00		887	691,860
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	2	72.00	144.00	10%	999	158,242
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 9 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost £/m2
Medium Green 35 35 1.00 35.00 94 3,284 3,284 2,953,381 899.32

Locality een/Brown .ternative Use

S Sunderlan Green Agricultural

Area	Gross	1.176
	Net	1.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	4	83.00	332.00		887	294,484
	3	9	97.00	873.00		887	774,351
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	5	130.00	650.00		887	576,550
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 10 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost £/m2
Medium Green 35 LD 35 1.17 30.00 94 3,293 2,823 2,976,808 903.98

Locality een/Brown .ternative Use

S Sunderlan Green Agricultural

Area	Gross	1.296
	Net	1.167

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	3	83.00	249.00		887	220,863
	3	7	97.00	679.00		887	602,273
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	6	130.00	780.00		887	691,860
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	1	70.00	70.00		986	69,020
BUNGALOW	3	1	86.00	86.00		986	84,796
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 11 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 15 15 0.43 35.00 91 1,363 3,179 1,221,146 896.25

Locality een/Brown .Iternative Use

S Sunderlan Green Agricultural

Area	Gross	0.478
	Net	0.429

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 12 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Brown 500 500 14.29 35.00 92 46,052 3,224 41,305,490 896.94

Locality een/Brown .Iternative Use

S Sunderlan Brown Industrial

Area	Gross	19.048
	Net	14.286

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	62	72.00	4,464.00		887	3,959,568
	3	64	86.50	5,536.00		887	4,910,432
Semi	2	64	83.00	5,312.00		887	4,711,744
	3	128	97.00	12,416.00		887	11,012,992
Det	3	0	102.00	0.00		887	0
	4	64	115.00	7,360.00		887	6,528,320
	5	43	130.00	5,590.00		887	4,958,330
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	23	59.50	1,368.50	10%	999	1,503,845
	2	11	72.00	792.00	10%	999	870,329
Terrace	2	23	72.00	1,656.00		887	1,468,872
	3	18	86.50	1,557.00		887	1,381,059
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 13 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Brown 150 150 3.75 40.00 92 13,849 3,693 12,417,646 896.68

Locality een/Brown .ternative Use

S Sunderlan Brown Industrial

Area	Gross	5.000
	Net	3.750

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	19	72.00	1,368.00		887
	3	19.0	86.50	1,643.50		887
Semi	2	19	83.00	1,577.00		887
	3	38	97.00	3,686.00		887
Det	3	0	102.00	0.00		887
	4	19	115.00	2,185.00		887
	5	14	130.00	1,820.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	7	59.50	416.50	10%	999
	2	3	72.00	216.00	10%	999
Terrace	2	7.0	72.00	504.00		887
	3	5	86.50	432.50		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number 14 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Brown 60 60 1.71 35.00 91 5,467 3,189 4,901,866 896.71

Locality een/Brown .ternative Use

S Sunderlan Brown Industrial

Area	Gross	1.915
	Net	1.714

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	8	72.00	576.00		887
	3	8	86.50	692.00		887
Semi	2	8.0	83.00	664.00		887
	3	15.0	97.00	1,455.00		887
Det	3	0	102.00	0.00		887
	4	8	115.00	920.00		887
	5	4	130.00	520.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	3	59.50	178.50	10%	999
	2	1	72.00	72.00	10%	999
Terrace	2	3	72.00	216.00		887
	3	2	86.50	173.00		887
Semi	2	0.0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number 15 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Brown 25 25 0.63 40.00 93 2,332 3,730 2,095,905 898.95

Locality een/Brown .ternative Use

Sunderlan Brown Industrial

Area	Gross	0.711
	Net	0.625

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	3	83.00	249.00		887	220,863
	3	6	97.00	582.00		887	516,234
Det	3	0	102.00	0.00		887	0
	4	3	115.00	345.00		887	306,015
	5	3	130.00	390.00		887	345,930
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	1	72.00	72.00		887	63,864
	3	1	86.50	86.50		887	76,726
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 16 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Brown 15 15 0.43 35.00 91 1,363 3,179 1,221,146 896.25

Locality een/Brown .ternative Use

Sunderlan Brown Industrial

Area	Gross	0.478
	Net	0.429

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 17 Units NET Area Density erage Unit Size Developed Density Total Cost Rate
 Small Green 7 7 0.23 30.00 100 702 3,009 622,674 887.00

Locality een/ Brown .Iternative Use
 S Sunderlan Green Paddock

Area	Gross	0.233
	Net	0.233

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	2	83.00	166.00		887	147,242
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 18 Units Area Density erage Unit Size Developed Density Total Cost Rate
 Small Green 4 4 0.16 25.00 106 424 2,650 376,088 887.00

Locality een/Brown .Iternative Use
 S Sunderlan Green Paddock

Area	Gross	0.160
	Net	0.160

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	2	97.00	194.00		887	172,078
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 19 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Green Plot 1 0.05 20.00 130 130 2,600 115,310 887.00

Locality een/Brown .ternative Use
S Sunderlan Green Paddock

Area	Gross	0.050
	Net	0.050

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 20 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Brown 11 11 0.28 40.00 82 904 3,287 827,064 914.89

Locality een/Brown .ternative Use
S Sunderlan Brown Industrial

Area	Gross	0.275
	Net	0.275

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	2	86.50	173.00		887	153,451
Semi	2	3	83.00	249.00		887	220,863
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	21	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality 'een/Brown .ternative Use
Small Brown 7		7	0.14	50.00	87	608	4,343	539,296	887.00	S Sunderlan Brown Industrial

S Sunderlan Brown Industrial

Area	Gross	0.140
	Net	0.140

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	0	83.00	0.00		887
	3	3	97.00	291.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number	22	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality 'een/Brown .ternative Use
Small Brown 4		4	0.10	40.00	79	317	3,170	281,179	887.00	S Sunderlan Brown Industrial

S Sunderlan Brown Industrial

Area	Gross	0.100
	Net	0.100

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number 23 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Brown Plot 1 0.03 30.00 115 115 3,450 102,005 887.00

Locality een/Brown .ternative Use
S Sunderlan Brown Industrial

Area	Gross	0.033
	Net	0.033

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 24 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Urban Flats 75 75 0.50 150.00 69 5,167 10,333 5,836,595 1,129.70

Locality een/Brown .ternative Use
S Sunderlan Brown Industrial

Area	Gross	0.680
	Net	0.500

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	16	58.00	928.00	10%	1,027	1,048,362
Flat 2 High*	2	32	70.00	2,240.00	10%	1,027	2,530,528
Flat 3 High*	3	16	84.00	1,344.00	10%	1,027	1,518,317
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	11	59.50	654.50	10%	1,027	739,389
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	25	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Urban Flats 20		20	0.27	75.00	67	1,340	5,025	1,472,526	1,098.90

Locality 'een/Brown .Iternative Use	
S Sunderlan Brown	Industrial

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	5	59.50	297.50	10%	999	326,923
	2	12	72.00	864.00	10%	999	949,450
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Area	Gross	Net
		0.306
		0.267



SITE NAME: Site 1 SSGA Chapel Garth						
INCOME	Av Size	%	Number	Price	GDV	GA
	m2			£/m2	£	m2
Market Housing	134.8	85%	553	2,655	1,977,910.79	74,488
Shared Ownership	78.5	4%	24	1,726	3,300,597	1,913
Affordable Rent	78.5	11%	73	1,000	5,737,674	5,738
Social Rent	78.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	0
Affordable Rent	Affordable Rent			0	0	0
Social Rent	Social Rent			0	0	0
SITE AREA - Net	22.50	ha	30	ha	206,823,349	82,148
SITE AREA - Gross	49.93	ha	13	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	35,239,882	1,601,498	765,607
Alternative Use Value	599,500	29,000	
Uplift	199,720	4,000	
Plus/Min	599,000	17,475,500	392,000
Viability Threshold	18,673,820	374,000	

Additional Profit	24,736,810	1,133
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DEVELOPMENT COSTS		
LAND	Av/ha or m2	Total
Land	54,202	35,239,882
Stamp Duty		1,751,049
Essentials etc.		0
Legals Acquisition	1.50%	528,465
		2,279,514

PLANNING		
Planning Fee		300,000
Architects	6.00%	5,608,888
QS / PM	0.50%	467,407
Planning Consultants	1.00%	934,815
Other Professional	2.50%	2,337,037
		9,648,148

CONSTRUCTION		
Build Cost - BCIS Based	1.102	90,567,281
s106 / CIL		650,000
Contingency	2.50%	2,294,162
Abnormals		93,481,463

FINANCE		
Fees		476,000
Interest	6.00%	0
Legal and Valuation		476,000

SALES		
Agents	3.0%	6,204,880
Legals	0.5%	1,034,147
Misc.		0
		7,239,027
		148,355,132

Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	41,365,870

Planning fee calc			
Planning acc to	degs	rate	
No depts	650	3%	0
No depts under 1	600	365	231,000
	600	115	69,000
			300,000

Stamp duty calc - Residual	
Land payment	
	35,239,882
	1,751,049

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	0
500,000	1%	3%	0
500,000	3%	4%	0
1,000,000	4%	5%	0
above	6%	6%	0
			933,691

Pre CIL s106	1,000	£/Unit (all)	
			650,000
			650,000

Post CIL s106	1,000	£/Unit (all)	
CIL	0	£/m2	650,000
			650,000

Build Cost	inc	
BCIS	901	1.50%
CSH	14	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extras	0	0%
Small Sites	180	20%
Site Costs	1,192	

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	
INCOME	38	38	38	38	38	46	46	46	46	46	46	46	46	46	46	46	0	0	0	0	0	0	0	0	
UNITS Shared																									
Market Housing	11,563.171	11,563.171	11,563.171	11,563.171	11,563.171	13,997.522	13,997.522	13,997.522	13,997.522	13,997.522	13,997.522	13,997.522	13,997.522	13,997.522	13,997.522	13,997.522	0	0	0	0	0	0	0	0	
Shared Ownership	192,958	192,958	192,958	192,958	192,958	233,581	233,581	233,581	233,581	233,581	233,581	233,581	233,581	233,581	233,581	233,581	0	0	0	0	0	0	0	0	
Affordable Rent	335,433	335,433	335,433	335,433	335,433	406,051	406,051	406,051	406,051	406,051	406,051	406,051	406,051	406,051	406,051	406,051	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE	1,751,049	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Essentials etc.	528,465	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	300,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	5,608,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	467,407	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	934,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	2,337,037	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	5,294,703	5,294,703	5,294,703	5,294,703	5,294,703	5,294,703	6,409,377	6,409,377	6,409,377	6,409,377	6,409,377	6,409,377	6,409,377	6,409,377	6,409,377	6,409,377	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	38,000	38,000	38,000	38,000	38,000	38,000	46,000	46,000	46,000	46,000	46,000	46,000	46,000	46,000	46,000	46,000	0	0	0	0	0	0	0	0	
s106/CIL	132,368	132,368	132,368	132,368	132,368	132,368	160,234	160,234	160,234	160,234	160,234	160,234	160,234	160,234	160,234	160,234	0	0	0	0	0	0	0	0	
Contingency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	476,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	0	362,747	362,747	362,747	362,747	362,747	439,115	439,115	439,115	439,115	439,115	439,115	439,115	439,115	439,115	439,115	0	0	0	0	0	0	0	0	
Legal and Valuation	0	60,458	60,458	60,458	60,458	60,458	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	0	0	0	0	0	0	0	0	
Agents	0	362,747	362,747	362,747	362,747	362,747	439,115	439,115	439,115	439,115	439,115	439,115	439,115	439,115	439,115	439,115	0	0	0	0	0	0	0	0	
Legals	0	60,458	60,458	60,458	60,458	60,458	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	73,186	0	0	0	0	0	0	0	0	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	12,493,660	5,888,275	5,888,275	5,888,275	5,888,275	5,888,275	7,127,912	7,127,912	7,127,912	7,127,912	7,127,912	7,127,912	7,127,912	7,127,912	7,127,912	7,127,912	0	0	0	0	0	0	0	0	
For Residual Valuation	Land	35,239,882	2,868,079	2,657,366	2,444,611	2,219,090	1,980,038	1,726,643	1,379,687	1,011,914	622,074	208,844	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest																									
Profit on Costs																									
Profit on GDV																									
Cash Flow	-47,634,642	3,345,209	3,545,921	3,758,676	3,984,197	4,223,249	5,782,599	6,129,555	6,497,308	6,887,168	7,300,398	7,509,242	7,509,242	7,509,242	7,509,242	7,509,242	0	0	0	0	0	0	0	0	
Opening Balan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balan	-47,634,642	-44,289,433	-40,743,512	-36,984,836	-33,000,639	-28,777,390	-22,994,791	-16,865,236	-10,367,928	-3,480,740	3,819,658	11,328,000	19,838,143	26,347,385	33,856,628	41,365,870	41,365,870	41,365,870	41,365,870	41,365,870	41,365,870	41,365,870	41,365,870	41,365,870	

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5
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SITE NAME: Site 9 Medium Green 35						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	QIA
Market Housing	98.3	85%	35	2,200	6,433,750	2,824
Shared Ownership	67.0	4%	1	1,430	125,761	88
Affordable Rent	67.0	11%	4	1,000	263,813	264
Social Rent	67.0	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	0
Affordable Rent					0	0
Social Rent					0	0
SITE AREA - Net				1.00 ha	35	/ha
SITE AREA - Gross				1.18 ha	30	/ha
					6,823,298	3,276

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value	889,408	889,408	756,937
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Alternative Use Value	23,509	20,000	
Uplift	20%	4,706	4,000
Plus /ha	920,000	411,755	392,000
Viability Threshold	1,440,000		374,000

Additional Profit	494,959	169
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DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	25,412	889,408
Stamp Duty		33,970
Essentials etc.		0
Legals Acquisition	1.50%	13,341
PLANNING		13,475
Planning Fee	13,475	
Architects	214,810	
QS / PM	17,901	
Planning Consultants	1,007	35,802
Other Professional	2,507	88,504
CONSTRUCTION		3,714,092
Build Cost - BCIS Based	1,056	3,458,700
s106 / CIL		35,000
Contingency	2.50%	86,467
Abnormals		3,580,167
FINANCE		34,000
Fees		34,000
Interest	6.00%	0
Legal and Valuation		34,000
SALES		5,161,194
Agents	3.0%	204,699
Legals	0.5%	34,116
Misc.		2,988,155
Developers Profit		1,364,660
% of costs (Before interest)	0.00%	
% of GDV	20.00%	

Planning fee calc			
Planning acc to	degs	rate	
No degs	35	3%	1,050
No degs under 1	35	385	13,475
	0	115	0
Total			13,475

Build Cost		inc
BCIS	889	
CI5H	13	1.50%
Energy	0	
Design	0	
Acc & Adpt	0	
Over-extra 3	0	0%
Small Sites	131	
Site Costs	1,056	10%

Stamp duty calc - Residual		Total
Land payment	889,408	33,970
Total		33,970

Stamp duty calc - Add Profit		Total
Land payment	440,000	17,600
125,000	0%	1%
250,000	1%	2%
500,000	3%	4%
1,000,000	4%	0%
above	6%	4%
Total		17,600

Pre CIL s106		Total
1,000	£/Unit (all)	35,000
CIL	0	£/m2
Total		35,000

LIT	% GDV	0.00%
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
LNITS Shared	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	0	0	974,797	974,797	1,754,562	1,754,562	1,364,660	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty	33,970	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	13,341	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	13,475	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	107,405	0	107,405	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	8,950	0	8,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	17,901	0	17,901	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	44,752	0	44,752	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	164,700	329,400	0	626,860	757,620	823,500	527,040	230,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	1,667	3,333	0	6,333	7,667	8,333	5,333	2,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	4,117	8,235	0	15,646	18,940	20,587	13,176	5,794	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	34,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	0	0	29,243	29,243	52,637	52,637	40,940	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	4,874	4,874	8,773	8,773	6,823	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	273,795	0	349,493	349,968	647,840	784,227	886,537	579,666	300,688	61,410	47,763	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation	Land	889,402																							
Interest	17,448	17,710	23,218		28,681	38,828	51,174	50,619	45,451	24,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs																									
Profit on GDV																									
Cash Flow	-1,163,203	-17,448	-367,202	-364,186	-476,520	-823,056	37,045	344,473	1,400,203	1,668,837	1,316,897	0	0	0	0	0	0	0	0	0	0	0	0	-1,364,660	
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	-1,163,203	-1,180,651	-1,547,853	-1,912,039	-2,388,559	-3,411,615	-3,374,559	-3,030,087	-1,621,074	47,763	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	1,364,660	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	440,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	17,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	6,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,475	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	107,405	0	107,405	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	8,950	0	8,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	17,901	0	17,901	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	44,752	0	44,752	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	164,700	329,400	626,860	757,620																		



SITE NAME Site 11 Medium Green 15						
INCOME	Av Size	%	Number	Price	GDV	GM2
	m2			£/m2	£	
Market Housing	94.7	80%	13	2,200	2,868,119	1,207
Shared Ownership	65.8	4%	1	1,430	92,886	37
Affordable Rent	65.8	11%	2	1,000	110,953	111
Social Rent	65.8	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.43	ha	35	ha	2,819,960	1,355
SITE AREA - Gross	0.48	ha	31	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	375,846	876,975	786,172
Alternative Use Value	9,561	220,000	
Uplift	1,912	4,000	
Plus/ha	920,000	187,555	392,000
Viability Threshold	178,759		374,000

Additional Profit	209,281	173
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RUN Residual MACRO correct

RUN CIL MACRO correct

Check on phasing App8a correct

DEVELOPMENT COSTS			
LAND	Avail or m2	Total	
Land	25,566	375,846	
Stamp Duty		8,292	
Essenments etc.		0	
Legals Acquisition	1.50%	5,638	13,800
PLANNING			
Planning Fee		5,775	
Architects	6.00%	88,594	
QS / PM	0.50%	7,383	
Planning Consultants	1.00%	14,766	
Other Professional	2.50%	36,914	153,432
CONSTRUCTION			
Built Cost - BCIS Based	1.052	1,425,922	
s106/ CIL		15,000	
Contingency	2.50%	35,448	
Abnormals		0	1,476,570
FINANCE			
Fees		19,000	
Interest	6.00%	0	19,000
Legal and Valuation		0	
SALES			
Agents	3.0%	84,599	
Legals	0.5%	14,100	
Misc.		0	98,699
Developers Profit			2,137,477
% of costs (Before interest)	0.00%		
% of GDV	20.00%		563,992

Planning fee calc			
Planning acc fe	degs	rate	
No degs	15	385	5,775
No degs under 1	0	115	0
			5,775

Build Cost		inc
BCIS	896	1.50%
CSH	13	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extra 3	0	0%
Small Sites	134	19%
Site Costs	1,092	

Stamp duty calc - Residual		Total
Land payment		375,846
		8,292

Stamp duty calc - Add Profit		Total
Land payment		178,759
125,000	0%	1%
250,000	1%	3%
500,000	3%	0%
1,000,000	4%	0%
above	6%	3%
		5,381

Pre CIL s106		Total
1,000 £/Unit (all)		15,000
		0
		15,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	8,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	8,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essenments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	5,638	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	44,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	7,383	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	18,457	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	158,436	316,872	475,307	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	1,667	3,333	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	3,961	7,922	11,883	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	19,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	0	28,200	28,200	28,200	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	0	4,700	4,700	4,700	0	0	0	0	0	0	0	0	0	0	0	0		
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	112,933	0	237,892	328,127	492,190	328,127	196,963	32,900	32,900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	375,846																						
Interest		7,326	7,436	11,115	16,204	23,830	29,109	18,401	5,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								563,992
Cash Flow	-488,380	-7,206	-245,327	-339,242	-508,384	-351,957	713,914	888,686	902,017	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-563,992
Opening Balance	-488,380																							
Closing Balance	-488,380	-495,705	-741,033	-1,080,275	-1,588,659	-1,840,626	-1,226,711	-338,025	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	178,759	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Land	178,759	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	5,364	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essenments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,682	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	44,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	7,383	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	18,457	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	0	158,436	316,872	475,307	316,872	158,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	3,961	7,922	11,883	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	19,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	0	28,200	28,200	28,200	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0</																			



SITE NAME: Site 16 Medium Brown 15						
INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	m2
Market Housing	94.7	80%	13	1,800	2,173,188	1,307
Shared Ownership	65.8	4%	1	1,170	43,272	27
Affordable Rent	65.8	11%	2	1,000	110,953	111
Social Rent	65.8	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.43	ha	35	ha	2,327,413	1,355
SITE AREA - Gross	0.48	ha	31	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value	50,989	-119,954	-136,639
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Alternative Use Value	191,229	400,000	
Uplift	20%	38,246	80,000
Plus/Min	0	0	0
Viability Threshold	229,474	480,000	

Additional Profit	297,426	-246	
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DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	3,399	50,989
Stamp Duty		0
Essentials etc.		0
Legals Acquisition	1.50%	-765

PLANNING		
Planning Fee		5,775
Architects	6.00%	95,098
QS / PM	0.50%	7,925
Planning Consultants	1.00%	15,850
Other Professional	2.50%	39,694
		164,272

CONSTRUCTION		
Built Cost - BCIS Based	1.007	1,365,189
s106 / CIL		15,000
Contingency	5.00%	68,259
Abnormals		196,519
		1,584,967

FINANCE		
Fees		11,000
Interest	6.00%	0
Legal and Valuation		11,000

SALES		
Agents	3.0%	69,822
Legals	0.5%	11,637
Misc.		0
		81,459
		1,789,953

Developers Profit		465,483
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Planning fee calc			
Planning acc to	degs	rate	
No degs	15	385	5,775
No degs under 1	0	115	0
			5,775

Total	5,775
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Stamp duty calc - Residual	
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Land payment	50,989
Total	0

Stamp duty calc - Add Profit	
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Land payment	229,474
Total	0

Pre CIL s106	1,000	£/Unit (all)
Total	15,000	

Post CIL s106	1,000	£/Unit (all)
Total	15,000	

Built Cost	inc
BCIS	896
CSH	13
Energy	0
Design	0
Acc & Adm	8
Over-extras 3	0
Small Sites	0%
Site Costs	80
	1,007

LIT	% GDV	0.00%
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483
EXPENDITURE																								
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	-765	0	0	0	-765	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0
Architects	47,549	0	0	0	47,549	0	0	0	47,549	0	0	0	47,549	0	0	0	47,549	0	0	0	47,549	0	0	0
QS	3,962	0	0	0	3,962	0	0	0	3,962	0	0	0	3,962	0	0	0	3,962	0	0	0	3,962	0	0	0
Planning Consultants	7,925	0	0	0	7,925	0	0	0	7,925	0	0	0	7,925	0	0	0	7,925	0	0	0	7,925	0	0	0
Other Professional	19,812	0	0	0	19,812	0	0	0	19,812	0	0	0	19,812	0	0	0	19,812	0	0	0	19,812	0	0	0
Built Cost - BCIS Base	0	91,013	182,025	273,038	273,038	273,038	273,038	182,025	91,013	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	1,000	2,000	3,000	3,000	3,000	3,000	2,000	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	4,551	9,101	13,652	13,652	13,652	13,652	9,101	4,551	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	11,000	0	0	0	11,000	0	0	0	11,000	0	0	0	11,000	0	0	0	11,000	0	0	0	11,000	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964
Legals	0	0	0	0	0	0	0	0	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	85,299	0	184,913	211,320	316,993	316,993	333,285	227,621	129,856	16,292	16,292	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	50,989	0	0	0	50,989	0	0	0	50,989	0	0	0	50,989	0	0	0	50,989	0	0	0	50,989	0	0	0
Interest	664	674	3,456	6,680	11,535	16,463	14,727	11,380	6,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-44,278	464	-185,587	-214,787	-323,673	-328,528	-116,735	223,136	332,147	442,793	449,191	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	-44,278	-44,942	-230,520	-445,316	-768,989	-1,097,518	-981,783	-758,648	-426,501	16,292	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483
EXPENDITURE																								
Land	229,474	0	0	0	229,474	0	0	0	229,474	0	0	0	229,474	0	0	0	229,474	0	0	0	229,474	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,442	0	0	0	3,442	0	0	0	3,442	0	0	0	3,442	0	0	0	3,442	0	0	0	3,442	0	0	0
Planning Fee	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0
Architects	47,549	0	0	0	47,549	0	0	0	47,549	0	0	0	47,549	0	0	0	47,549	0	0</					



SITE NAME: Site 17 - Small Green 7						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	Q14
Market Housing	100.3	100%	7	2,450	1,719,900	702
Shared Ownership	100.3	0%	0	1,593	0	0
Affordable Rent	100.3	0%	0	1,000	0	0
Social Rent	100.3	0%	0	910	0	0
Grant and Subsidy	Shared Ownership Affordable Rent				0	0
SITE AREA - Net					0.23 ha	30
SITE AREA - Gross					0.23 ha	30
					1,719,900	702

Sales per Quarter	0
Units Built/Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	389,696	1,671,427	3,973,427
Alternative Use Value	11,667	50,000	0
Uplift	2,333	10,000	0
Plus/Min	992,000	81,667	392,000
Viability Threshold	96,667		416,000

Additional Profit	288,992	411
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RUN Residual MACRO correct

Closing balance = 0

RUN CIL MACRO correct

Closing balance = 0

Check on planning Dept note correct

DEVELOPMENT COSTS			
LAND	Avail or m2	Total	
Land	52,381	389,696	
Stamp Duty		7,833	
Essements etc.		0	
Legals Acquisition	1.50%	5,600	13,333
PLANNING			
Planning Fee		2,695	
Architects	6.00%	45,761	
QS / PM	0.50%	3,813	
Planning Consultants	1.00%	7,627	
Other Professional	2.50%	19,967	78,964
CONSTRUCTION			
Built Cost - BCIS Based	1.050	737,258	
s106/ CIL		7,000	
Contingency	2.50%	18,431	
Abnormals		0	762,689
FINANCE			
Fees		12,000	
Interest	6.00%		12,000
Legal and Valuation		0	12,000
SALES			
Agents	3.0%	51,597	
Legals	0.5%	8,600	
Misc.		0	60,197
Developers Profit			1,293,849
% of costs (Before interest)		0.00%	0
% of GDV		20.00%	343,980

Planning fee calc			
Planning acc fe	degs	rate	
No degs	7	385	2,695
No degs under 1	0	115	0
Total			2,695

Build Cost		Amc	
BCIS	897		1.50%
CISW	13		
Energy	0		
Design	0		
Acc & Adm	8		
Over-extra 3	0		6%
Small Sites	93		
Site Costs	88		10%
Total		1,060	

Stamp duty calc - Residual		
Land payment		Stamp duty
389,696		7,833
Total		7,833

Stamp duty calc - Add Profit		
Land payment		Stamp duty
125,000	0%	1%
250,000	1%	3%
500,000	3%	0%
1,000,000	4%	0%
above	6%	3%
Total		2,873

Pre CIL s106		1,000	E/Unit (all)	
Total				Total
7,000				7,000

LIT	% GDV	0.00%	0
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Post CIL s106		1,000	E/Unit (all)	
Total				Total
0				0
Total				7,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	2																											
UNITS Started	3																											
Market Housing	0																											
Shared Ownership	0																											
Affordable Rent	0																											
Social Rent	0																											
Grant and Subsidy	0																											
INCOME	0																											
EXPENDITURE	7,833																											
Stamp Duty	0																											
Essements etc.	5,500																											
Legals Acquisition	2,695																											
Planning Fee	22,881																											
Architects	1,907																											
QS	3,813																											
Planning Consultants	9,534																											
Other Professional	0																											
Built Cost - BCIS Base	0																											
s106/CIL	0																											
Contingency	0																											
Abnormals	0																											
Finance Fees	12,000																											
Legal and Valuation	0																											
Agents	0																											
Legals	0																											
Misc.	0																											
COSTS BEFORE LAND INT AND PROF	66,163																											
For Residual Valuation	359,664																											
Land	6,492																											
Interest	6,590																											
Profit on Costs	8,350																											
Profit on GDV	10,655																											
Cash Flow	-432,829																											
Operating Balance	-432,829																											
Closing Balance	-432,829																											

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	0																											
EXPENDITURE	96,667																											
Land	2,870																											
Stamp Duty	0																											
Essements etc.	1,435																											
Legals Acquisition	2,695																											
Planning Fee	22,881																											
Architects	1,907																											
QS	3,813																											
Planning Consultants	9,534																											
Other Professional	0																											
Built Cost - BCIS Base	0																											
POTENTIAL CIL	0																											
Post CIL s106	0																											
Contingency	0																											
Abnormals	0																											
Finance Fees	12,000																											
Legal and Valuation	0																											
Agents	0																											
Legals	0																											
Misc.	0																											
COSTS BEFORE LAND INT AND PROF	152,801																											
For CIL calculation	2,252																											
Interest	2,326																											
Profit on use	8,342																											
Profit on GDV	10,626																											
Cash Flow	-152,801																											
Operating Balance	-152,801																											
Closing Balance	-152,801																											



SITE NAME: Site 19 Green Plot							
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	Q14	
Market Housing	130.0	100%	1	2,450	318,500	130	
Shared Ownership	130.0	0%	0	1,593	0	0	
Affordable Rent	130.0	0%	0	1,000	0	0	
Social Rent	130.0	0%	0	910	0	0	
Grant and Subsidy	Shared Ownership Affordable Rent			0	0		
Social Rent				0	0		
SITE AREA - Net					0.05 ha	20	ha
SITE AREA - Gross					0.05 ha	20	ha
					318,500	130	

Sales per Quarter	0		
Unit Build Time	3 Quarters		
Whole Site	Per ha NET	Per ha GROSS	
Residual Land Value	62,103	1,242,058	3,242,058
Alternative Use Value	2,500	50,000	10,000
Uplift	20%	500	10,000
Plus Ipa	92,000	17,500	350,000
Viability Threshold	20,500		416,000
Additional Profit	43,318		335

DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	62,103	62,103
Stamp Duty		0
Easements etc.		0
Legals Acquisition	1.50%	932
PLANNING		
Planning Fee		385
Architects	6.00%	8,953
QS / PM	0.50%	746
Planning Consultants	1.00%	1,492
Other Professional	2.50%	3,730
CONSTRUCTION		
Build Cost - BCIS Based	1,112	144,601
s106 / CIL	1,000	1,000
Contingency	2.50%	3,616
Abnormals		149,216
FINANCE		
Fees		2,000
Interest	6.00%	0
Legal and Valuation		2,000
SALES		
Agents	3.0%	9,555
Legals	0.5%	1,593
Misc.		0
Developers Profit		
% of costs (Before interest)	0.00%	0
% of GDV	20.00%	63,700

Planning fee calc			
Planning acc fe	degs	rate	
No degs	1	385	385
No degs under 1	0	115	0
No degs over 1	0		0
Total			385

Build Cost		inc
BCIS	897	1.50%
CSH	13	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extra 3	0	
Small Sites	115	10%
Site Costs	1,112	

Stamp duty calc - Residual	
Land payment	62,103
Total	

Stamp duty calc - Add Profit		
Land payment		20,500
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	6%	0%
Total		

Pre CIL s106		1,000	£/Unit (all)
Total			1,000
Post CIL s106		1,000	£/Unit (all)
CIL	0	£/m2	0
Total			1,000

LIT	% GDV
	0.00%

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	1																											
UNITS Shared	0																											
Market Housing	0																											
Shared Ownership	0																											
Affordable Rent	0																											
Social Rent	0																											
Grant and Subsidy	0																											
INCOME	0																											
EXPENDITURE	0																											
Stamp Duty	0																											
Easements etc.	0																											
Legals Acquisition	932																											
Planning Fee	385																											
Architects	4,476																											
QS	373																											
Planning Consultants	746																											
Other Professional	1,865																											
Build Cost - BCIS Base	48,200																											
s106/CIL	333																											
Contingency	1,205																											
Abnormals	0																											
Finance Fees	2,000																											
Legal and Valuation	0																											
Agents	0																											
Legals	0																											
Misc.	0																											
COSTS BEFORE LAND INT AND PROF	16,777																											
For Residual Valuation	62,103																											
Land	1,093																											
Interest	1,110																											
Profit on Costs	1,984																											
Profit on GDV	2,760																											
Cash Flow	-72,880																											
Opening Balance	0																											
Closing Balance	-72,880																											

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	0																											
EXPENDITURE	0																											
Land	20,500																											
Stamp Duty	0																											
Easements etc.	0																											
Legals Acquisition	308																											
Planning Fee	385																											
Architects	4,476																											
QS	373																											
Planning Consultants	746																											
Other Professional	1,865																											
Build Cost - BCIS Base	48,200																											
POTENTIAL CIL	43,500																											
Post CIL s106	1,000																											
Contingency	1,205																											
Abnormals	0																											
Finance Fees	2,000																											
Legal and Valuation	0																											
Agents	0																											
Legals	0																											
Misc.	0																											
COSTS BEFORE LAND INT AND PROF	36,653																											
For CIL calculation	460																											
Interest	467																											
Profit on Costs	1,979																											
Profit on GDV	2,750																											
Cash Flow	-30,653																											
Opening Balance	0																											
Closing Balance	-30,653																											



SITE NAME: Site 21 Small Browns 7						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	QIA m2
Market Housing	86.9	100%	7	1,750	1,064,000	608
Shared Ownership	86.9	0%	0	1,138	0	0
Affordable Rent	86.9	0%	0	1,000	0	0
Social Rent	86.9	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net				0.14 ha	50	/ha
SITE AREA - Gross				0.14 ha	50	/ha
					1,064,000	608

Sales per Quarter	0
Units Built/Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	42,950	306,788	336,738
Alternative Use Value	52,000	400,000	
Uplift	11,000	80,000	
Plus/Min	0	0	0
Viability Threshold	67,200	480,000	
Additional Profit	-115,938	-191	

RUN Residual MACRO cdf/r Closing balance = 0

RUN CIL MACRO cdf/r Closing balance = 0

Check on phasing steps over correct

DEVELOPMENT COSTS			
LAND	Avail or m2	Total	
Land	4,136	-42,950	
Stamp Duty		0	
Essentials etc.		0	
Legals Acquisition	1.50%	-644	-644
PLANNING			
Planning Fee		2,695	
Architects	6.00%	44,479	
QS / PM	0.50%	3,707	
Planning Consultants	1.00%	7,413	
Other Professional	2.50%	18,533	76,827
CONSTRUCTION			
Build Cost - BCIS Based	1.050	638,537	
s106 / CIL		7,000	
Contingency	5.00%	31,967	
Abnormals		63,654	741,317
FINANCE			
Fees		6,000	
Interest	6.00%	0	6,000
Legal and Valuation		0	6,000
SALES			
Agents	3.0%	31,200	
Legals	0.5%	5,320	
Misc.		0	37,240
			817,790
Developers Profit			
% of costs (Before interest)		0.00%	0
% of GDV		20.00%	212,800

Planning fee calc			
Planning acc fe	degs	rate	
No degs	7	385	2,695
No degs under 7	0	115	0
No degs over 7	0	0	0
			Total 2,695

Build Cost		inc	
BCIS	887		1.50%
C5H	13		
Energy	0		
Design	0		
Acc & Adm	8		
Over-extras 3	0		
Small Sites	53		6%
Site Costs	80		10%
		1,050	

Stamp duty calc - Residual		
Land payment		-42,950
		Total 0

Stamp duty calc - Add Profit		
Land payment		67,200
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	6%	0%
		Total 0

Pre CIL s106		1,000 £/Unit (all)	Total
			7,000
Post CIL s106		1,000 £/Unit (all)	Total
			7,000

LIT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		1	2		2	2																		
Market Housing	0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essentials etc.	0																							
Legals Acquisition	644																							
Planning Fee	2,695																							
Architects	22,240		22,240																					
QS	1,853		1,853																					
Planning Consultants	3,707		3,707																					
Other Professional	9,266		9,266																					
Build Cost - BCIS Base	0	30,407	91,220		152,033	182,439	121,626	60,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	333	1,000		1,667	2,000	1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	1,520	4,961		7,602	9,122	6,081	3,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	3,041	9,122	15,203	18,244	12,163	6,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	4,560	9,120	9,120	9,120	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	760	1,520	1,520	1,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	45,117	0	72,357	165,982	176,504	211,885	146,523	81,242	10,640	10,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land																								
Interest																								
Profit on Costs																								
Profit on GDV																								
Cash Flow	-2,167	-32	-72,490	-107,021	-179,228	-217,218	-139,194	-214,039	287,862	292,169	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0																							
Closing Balance	-2,167	-32	-74,599	-181,620	-369,649	-678,066	-581,261	-387,221	-79,369	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	67,200																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,008																							
Planning Fee	2,695																							
Architects	22,240		22,240																					
QS	1,853		1,853																					
Planning Consultants	3,707		3,707																					
Other Professional	9,266		9,266																					
Build Cost - BCIS Base	0	0	30,407	91,220	152,033	182,439	121,626	60,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	1,520	4,961	7,602	9,122	6,081	3,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,041	9,122	15,203	18,244	12,163	6,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0																



SITE NAME: Site 22 Small Brown 4						
INCOME	Av Size	%	Number	Price	GDV	Q1A
	m2			£/m2	£	
Market Housing	79.3	100%	4	1,750	554,750	317
Shared Ownership	79.3	0%	0	1,138	0	0
Affordable Rent	79.3	0%	0	1,000	0	0
Social Rent	79.3	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.10	ha	40	ha	554,750	317
SITE AREA - Gross	0.10	ha	40	ha		

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-48,598	-485,984	-485,984
Alternative Use Value	40,000	400,000	
Uplift	20%	8,000	80,000
Plus/Min	0	0	0
Viability Threshold	48,000	480,000	
Additional Profit	-100,236	-1,012,316	

DEVELOPMENT COSTS			
LAND	Av Size or m2	Total	
Land	12,147	-48,598	
Stamp Duty		0	
Essements etc.		0	
Legals Acquisition	1.50%	-729	-729
PLANNING			
Planning Fee		1,540	
Architects	6.00%	24,870	
QS / PM	0.50%	2,047	
Planning Consultants	1.00%	4,095	
Other Professional	2.50%	10,237	42,489
CONSTRUCTION			
Build Cost - BCIS Based	1,112	352,604	
s106 / CIL		4,000	
Contingency	5.00%	17,830	
Abnormals		35,960	409,494
FINANCE			
Fees		4,000	
Interest	6.00%	0	4,000
Legal and Valuation		0	4,000
SALES			
Agents	3.0%	16,643	
Legals	0.5%	2,774	
Misc.		0	19,416
Developers Profit			420,085
% of costs (Before interest)	0.00%		0
% of GDV	20.00%		110,950

Planning fee calc			
Planning acc fe	degs	rate	
No degs	4	385	1,540
No degs under 1	0	115	0
			Total 1,540

Build Cost		Amc	
BCIS		887	1.50%
CSH		13	
Energy		0	
Design		0	
Acc & Adm		8	
Over-extra 3		0	
Small Sites		115	10%
Site Costs		81	
		1,112	

Stamp duty calc - Residual		
Land payment		-48,598
		Total 0

Stamp duty calc - Add Profit		
Land payment		48,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	6%	0%
		Total 0

Pre CIL s106		1,000 £/Unit (all)	Total
			4,000
Post CIL s106		1,000 £/Unit (all)	Total
			4,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME			2	2																				
LNITS Shared																								
Market Housing																								
Shared Ownership																								
Affordable Rent																								
Social Rent																								
Grant and Subsidy																								
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essements etc.	0																							
Legals Acquisition	-729																							
Planning Fee	1,540																							
Architects	12,285		12,285																					
QS	1,024		1,024																					
Planning Consultants	2,047		2,047																					
Other Professional	5,119		5,119																					
Build Cost - BCIS Base	0	58,767	117,535		117,535	58,767	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	667	1,333		1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	2,938	5,877		5,877	2,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	5,877	11,753	11,753	5,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	4,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	8,321	8,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,387	1,387	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
COSTS BEFORE LAND INT AND PROF	25,286	0	58,724	136,438	136,438	68,249	9,708	9,708	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land			-48,598																					
Interest			0	0	981	3,044	5,137	6,237	2,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								110,950
Cash Flow	23,300	0	-8,724	-137,479	-130,542	-73,386	261,429	265,351	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-110,950
Opening Balance	0																							
Closing Balance	23,300	23,300	-65,423	-202,903	-142,445	-415,830	154,401	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	48,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	720																							
Planning Fee	1,540																							
Architects	12,285		12,285																					
QS	1,024		1,024																					
Planning Consultants	2,047		2,047																					
Other Professional	5,119		5,119																					
Build Cost - BCIS Base	0	0	58,767	117,535	117,535	58,767	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106																								
Contingency	0	0	2,938	5,877	5,877	2,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	5,877	11,753	5,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	4,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	8,321	8,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,387	1,387	0	0	0	0</												



SITE NAME Site 23 Brown Plot

INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	m2
Market Housing	115.0	100%	1	1,750	201,250	115
Shared Ownership	115.0	0%	0	1,138	0	0
Affordable Rent	115.0	0%	0	1,000	0	0
Social Rent	115.0	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.03 ha		30	/ha		115
SITE AREA - Gross	0.03 ha		30	/ha		201,250

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value	-17,799	-533,988
Alternative Use Value	13,333	400,000
Uplift	2,667	80,000
Plus/Min	0	0
Viability Threshold	16,000	480,000

Additional Profit	-35,978	-300
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DEVELOPMENT COSTS

LAND	Av/lt or m2	Total
Land	17,799	-17,799
Stamp Duty		0
Essentials etc.		0
Legals Acquisition	1.50%	-267

PLANNING

Planning Fee	385	
Architects	4,443	8,886
QS / PM	741	
Planning Consultants	1,851	
Other Professional	3,703	15,195

CONSTRUCTION

Built Cost - BCIS Based	1,112	127,916
s106 / CIL	1,000	
Contingency	5,00%	6,396
Abnormals		12,792
		148,104

FINANCE

Fees	2,000	
Interest		
Legal and Valuation	6.00%	0
		2,000

SALES

Agents	3.0%	6,038
Legals	0.5%	1,006
Misc.		7,044
		154,277

Developers Profit

% of costs (Before interest)	0.00%	0
% of GDV	20.00%	40,250

Planning fee calc

Planning acc fe	degs	rate
No degs	1	385
No degs under 1	0	115
No degs over 1	0	385
Total		385

Stamp duty calc - Residual

Land payment	-17,799
Total	0

Stamp duty calc - Add Profit

Land payment	16,000
125,000	0%
250,000	1%
500,000	3%
1,000,000	4%
above	6%
Total	0

Pre CIL s106

1,000 £/Unit (all)	1,000
Total	1,000

Post CIL s106

1,000 £/Unit (all)	1,000
0 £/m2	0
Total	1,000

Build Cost

BCIS	887	1.50%
CSH	13	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extras	3	
Small Sites	115	10%
Site Costs	881	
Total	1,112	

LIT % GDV

0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		1																						
Market Housing																								
Shared Ownership																								
Affordable Rent																								
Social Rent																								
Grant and Subsidy																								
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essentials etc.	0																							
Legals Acquisition	-267																							
Planning Fee	385																							
Architects	4,443		4,443																					
QS	370		370																					
Planning Consultants	741		741																					
Other Professional	1,851		1,851																					
Built Cost - BCIS Base	0	42,639	42,639		42,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	333	333		333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	2,132	2,132		2,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	4,264	4,264		4,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	2,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	6,623	0	56,773	49,368	49,368	0	7,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	-17,799																							
Interest	0	0	727		1,479	2,242	2,275	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	8,276	0	-56,773	-50,095	-50,847	-2,242	191,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	8,276	8,276	-48,497	-98,593	-149,439	-151,681	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	0
Closing Balance	8,276	8,276	-48,497	-98,593	-149,439	-151,681	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	16,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	240																							
Planning Fee	385																							
Architects	4,443		4,443																					
QS	370		370																					
Planning Consultants	741		741																					
Other Professional	1,851		1,851																					
Built Cost - BCIS Base	0	42,639	42,639		42,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,132	2,132	2,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	4,264	4,264	4,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	2,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0</																

Green/brown field			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	
			SSGA Chapel Garth Green	SSGA North of Burdon Lane Green	SSGA Cherry Knowle Green	SSGA South Ryhope Green	Large Green 350	Large Green 175	Large Green 175 LD Green	Large Green 75	Medium Green 35	Medium Green 35 LD Green	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot Green	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot Brown	Brown Plot Brown	Urban Flats 75 Brown
Use			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial
Site Area	Gross	ha	49.93	88.61	37.48	22.50	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.68	
	Net	ha	22.00	27.28	30.80	12.86	10.00	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.50	
Units			650	995	770	450	350	175	175	75	35	35	15	500	150	60	25	15	7	4	1	11	7	4	1	75	
Mix	Market		85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	85.00%
	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	3.75%
	Affordable Rent		11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	11.25%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	£/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000	400,000	
	£ site		998,600	1,772,200	749,600	450,000	266,667	133,333	155,556	57,143	23,529	25,928	9,561	7,619,048	2,000,000	765,994	284,200	191,229	11,667	8,000	2,500	110,000	56,000	40,000	13,333	272,180	
Uplift	£/ha		354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	354,000	80,000	80,000	80,000	80,000	80,000	360,000	360,000	360,000	80,000	80,000	80,000	80,000	80,000	
	£ site		17,675,220	31,367,940	13,267,920	7,965,000	4,720,000	2,360,000	2,753,333	1,011,429	416,471	458,889	169,237	1,523,810	400,000	153,199	56,840	38,246	84,000	57,600	18,000	22,000	11,200	8,000	2,667	54,436	
Viability Threshold	£/ha		374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	
	£ site		18,673,820	33,140,140	14,017,520	8,415,000	4,986,667	2,483,333	2,908,889	1,068,571	440,000	484,815	178,799	9,142,857	2,400,000	919,193	341,040	229,474	95,667	65,600	20,500	132,000	67,200	48,000	16,000	326,616	
Residual Va Gross	£/ha		705,607	982,192	1,023,097	628,527	708,151	692,587	568,471	713,547	755,997	675,097	786,172	-117,223	-202,401	-247,146	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-3,252,033	
	£/ha		1,601,408	1,241,425	1,244,989	1,039,677	944,202	923,449	759,295	951,395	889,408	750,108	876,975	-156,297	-269,867	-276,080	-165,534	-118,954	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968	-4,425,692	
	£ site		35,230,982	33,866,072	38,345,667	14,141,846	9,442,019	4,617,244	4,429,222	2,038,705	889,408	875,126	375,846	-2,232,813	-1,012,203	-473,281	-103,459	-50,980	366,666	198,577	62,103	-38,015	-42,950	-48,586	-17,799	-2,212,846	
Additional Profit	£ site		24,736,810	1,063,011	35,965,820	8,284,237	5,894,334	2,589,650	1,850,916	1,102,321	494,569	429,231	209,281	-14,379,390	-3,946,570	-1,506,450	-471,380	-297,426	288,592	139,434	43,518	-181,613	-115,938	-100,236	-35,078	-2,599,503	
	£/m2		332	11	426	201	207	181	131	181	169	146	173	-353	-323	-312	-228	-246	411	329	335	-189	-191	-316	-305	-578	

Base - APP8b Cover



Sunderland Typologoes - Summer 2017 v2 - North Sunderland



Number 5 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 350 350 10.00 35.00 92 32,222 3,222 28,904,254 897.05

Locality een/Brown .ternative Use

N Sunderland Green Agricultural

Area	Gross	13.333
	Net	10.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	44	72.00	3,168.00		887	2,810,016
	3	45	86.50	3,892.50		887	3,452,648
Semi	2	45	83.00	3,735.00		887	3,312,945
	3	89	97.00	8,633.00		887	7,657,471
Det	3	0	102.00	0.00		887	0
	4	45	115.00	5,175.00		887	4,590,225
	5	30	130.00	3,900.00		887	3,459,300
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	16	59.50	952.00	10%	999	1,046,153
	2	8	72.00	576.00	10%	999	632,966
Terrace	2	16	72.00	1,152.00		887	1,021,824
	3	12	86.50	1,038.00		887	920,706
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 6 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 175 175 5.00 35.00 93 16,205 3,241 14,535,727 896.99

Locality een/Brown .ternative Use

N Sunderland Green Agricultural

Area	Gross	6.667
	Net	5.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	21	72.00	1,512.00		887	1,341,144
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	22	83.00	1,826.00		887	1,619,662
	3	45	97.00	4,365.00		887	3,871,755
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 7 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 175 LD 175 5.83 30.00 91 16,012 2,745 14,472,644 903.86

Locality een/Brown .ternative Use

N Sunderland Green Agricultural

Area	Gross	7.778
	Net	5.833

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	22	72.00	1,584.00		887	1,405,008
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	15	83.00	1,245.00		887	1,104,315
	3	37	97.00	3,589.00		887	3,183,443
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	7	70.00	490.00		986	483,140
BUNGALOW	3	7	86.00	602.00		986	593,572
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 8 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 75 75 2.14 35.00 92 6,914 3,227 6,201,056 896.88

Locality een/Brown .ternative Use

N Sunderland Green Agricultural

Area	Gross	2.857
	Net	2.143

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	9	72.00	648.00		887	574,776
	3	10	86.50	865.00		887	767,255
Semi	2	10	83.00	830.00		887	736,210
	3	19	97.00	1,843.00		887	1,634,741
Det	3	0	102.00	0.00		887	0
	4	10	115.00	1,150.00		887	1,020,050
	5	6	130.00	780.00		887	691,860
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	2	72.00	144.00	10%	999	158,242
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	9	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Medium Green 35		35	1.00	35.00	94	3,284	3,284	2,953,381	899.32

Locality 'een/Brown .ternative Use

N Sunderland Green Agricultural

Area	Gross	1.176
	Net	1.000

	Beds	No	m2	Total		BCIS	COST
Market							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	4	83.00	332.00		887	294,484
	3	9	97.00	873.00		887	774,351
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	5	130.00	650.00		887	576,550
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	10	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Medium Green 35 LD		35	1.17	30.00	94	3,293	2,823	2,976,808	903.98

Locality 'een/Brown .ternative Use

N Sunderland Green Agricultural

Area	Gross	1.296
	Net	1.167

	Beds	No	m2	Total		BCIS	COST
Market							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	3	83.00	249.00		887	220,863
	3	7	97.00	679.00		887	602,273
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	6	130.00	780.00		887	691,860
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	1	70.00	70.00		986	69,020
BUNGALOW	3	1	86.00	86.00		986	84,796
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 11 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 15 0.43 35.00 91 1,363 3,179 1,221,146 896.25

Locality een/Brown .Iternative Use

N Sunderland Green Agricultural

Area	Gross	0.478
	Net	0.429

	Beds	No	m2	Total	BCIS	COST
Market						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	2	83.00	166.00		887
	3	4	97.00	388.00		887
Det	3	0	102.00	0.00		887
	4	2	115.00	230.00		887
	5	1	130.00	130.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	1	59.50	59.50	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	1	72.00	72.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number 12 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Brown 500 14.29 35.00 92 46,052 3,224 41,305,490 896.94

Locality een/Brown .Iternative Use

N Sunderland Brown Industrial

Area	Gross	19.048
	Net	14.286

	Beds	No	m2	Total	BCIS	COST
Market						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	62	72.00	4,464.00		887
	3	64	86.50	5,536.00		887
Semi	2	64	83.00	5,312.00		887
	3	128	97.00	12,416.00		887
Det	3	0	102.00	0.00		887
	4	64	115.00	7,360.00		887
	5	43	130.00	5,590.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	23	59.50	1,368.50	10%	999
	2	11	72.00	792.00	10%	999
Terrace	2	23	72.00	1,656.00		887
	3	18	86.50	1,557.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number 13 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost £/m2
Large Brown 150 150 3.75 40.00 92 13,849 3,693 12,417,646 896.68

Locality een/Brown .ternative Use
 N Sunderland Brown Industrial

Area	Gross	5,000
	Net	3,750

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	19	72.00	1,368.00		887
	3	19.0	86.50	1,643.50		887
Semi	2	19	83.00	1,577.00		887
	3	38	97.00	3,686.00		887
Det	3	0	102.00	0.00		887
	4	19	115.00	2,185.00		887
	5	14	130.00	1,820.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	7	59.50	416.50	10%	999
	2	3	72.00	216.00	10%	999
Terrace	2	7.0	72.00	504.00		887
	3	5	86.50	432.50		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number 14 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost £/m2
Large Brown 60 60 1.71 35.00 91 5,467 3,189 4,901,866 896.71

Locality een/Brown .ternative Use
 N Sunderland Brown Industrial

Area	Gross	1,915
	Net	1,714

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	8	72.00	576.00		887
	3	8	86.50	692.00		887
Semi	2	8.0	83.00	664.00		887
	3	15.0	97.00	1,455.00		887
Det	3	0	102.00	0.00		887
	4	8	115.00	920.00		887
	5	4	130.00	520.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	3	59.50	178.50	10%	999
	2	1	72.00	72.00	10%	999
Terrace	2	3	72.00	216.00		887
	3	2	86.50	173.00		887
Semi	2	0.0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number 15 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Brown 25 25 0.63 40.00 93 2,332 3,730 2,095,905 898.95

Locality een/Brown .ternative Use

N Sunderland Brown Industrial

Area	Gross	0.711
	Net	0.625

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	3	83.00	249.00		887	220,863
	3	6	97.00	582.00		887	516,234
Det	3	0	102.00	0.00		887	0
	4	3	115.00	345.00		887	306,015
	5	3	130.00	390.00		887	345,930
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	1	72.00	72.00		887	63,864
	3	1	86.50	86.50		887	76,726
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 16 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Brown 15 15 0.43 35.00 91 1,363 3,179 1,221,146 896.25

Locality een/Brown .ternative Use

N Sunderland Brown Industrial

Area	Gross	0.478
	Net	0.429

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 17 Units NET Area Density erage Unit Size Developed Density Total Cost Rate
 £/m2
Small Green 7 7 0.23 30.00 100 702 3,009 622,674 887.00

Locality een/ Brown .Iternative Use
 N Sunderland Green Paddock

Area	Gross	0.233
	Net	0.233

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	2	83.00	166.00		887	147,242
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 18 Units Area Density erage Unit Size Developed Density Total Cost Rate
 £/m2
Small Green 4 4 0.16 25.00 106 424 2,650 376,088 887.00

Locality een/Brown .Iternative Use
 N Sunderland Green Paddock

Area	Gross	0.160
	Net	0.160

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	2	97.00	194.00		887	172,078
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 19 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Green Plot

1 0.05 20.00 130 130 2,600 115,310 887.00

Locality een/Brown .ternative Use

N Sunderland Green Paddock

Area	Gross	0.050
	Net	0.050

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 20 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Brown 11

11 0.28 40.00 82 904 3,287 827,064 914.89

Locality een/Brown .ternative Use

N Sunderland Brown Industrial

Area	Gross	0.275
	Net	0.275

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	2	86.50	173.00		887	153,451
Semi	2	3	83.00	249.00		887	220,863
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 21 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Brown 7 7 0.14 50.00 87 608 4,343 539,296 887.00

Locality een/Brown .ternative Use

N Sunderland Brown		Industrial
Area	Gross	0.140
	Net	0.140

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	0	83.00	0.00		887
	3	3	97.00	291.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number 22 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Brown 4 4 0.10 40.00 79 317 3,170 281,179 887.00

Locality een/Brown .ternative Use

N Sunderland Brown		Industrial
Area	Gross	0.100
	Net	0.100

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number 23 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Brown Plot 1 0.03 30.00 115 115 3,450 102,005 887.00

Locality een/Brown .ternative Use

N Sunderland Brown Industrial

Area	Gross	0.033
	Net	0.033

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 24 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Urban Flats 75 75 0.50 150.00 69 5,167 10,333 5,836,595 1,129.70

Locality een/Brown .ternative Use

N Sunderland Brown Industrial

Area	Gross	0.680
	Net	0.500

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	16	58.00	928.00	10%	1,027	1,048,362
Flat 2 High*	2	32	70.00	2,240.00	10%	1,027	2,530,528
Flat 3 High*	3	16	84.00	1,344.00	10%	1,027	1,518,317
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	11	59.50	654.50	10%	1,027	739,389
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	25	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Urban Flats 20		20	0.27	75.00	67	1,340	5,025	1,472,526	1,098.90

Locality 'een/Brown .Iternative Use	
N Sunderland Brown	Industrial
Area	Gross
	Net

		0.306
		0.267

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	5	59.50	297.50	10%	999	326,923
	2	12	72.00	864.00	10%	999	949,450
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Base - APP8b
For Apps



			Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
			Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20
			Green Agricultural N Sunderland	Green Agricultural N Sunderland	Green Agricultural N Sunderland	Green Agricultural N Sunderland	Green Agricultural N Sunderland	Green Agricultural N Sunderland	Brown Industrial N Sunderland	Brown Industrial N Sunderland	Brown Industrial N Sunderland	Brown Industrial N Sunderland	Brown Industrial N Sunderland	Green Paddock N Sunderland	Green Paddock N Sunderland	Green Paddock N Sunderland	Brown Industrial N Sunderland	Brown Industrial N Sunderland	Brown Industrial N Sunderland	Brown Industrial N Sunderland	Brown Industrial N Sunderland	Brown Industrial N Sunderland
Green/brown field Use Locality																						
Site Area	Gross	ha	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.68	0.31
	Net	ha	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.50	0.27
Units			175	175	75	35	35	15	500	150	60	25	15	7	4	1	11	7	4	1	75	20
Average Unit Size		m2	92.60	91.50	92.19	93.83	94.09	90.83	92.10	92.32	91.11	93.26	90.83	100.29	106.00	130.00	82.18	86.86	79.25	115.00	68.89	67.00
Mix	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%								3.75%	3.75%
	Affordable Rent		11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%								11.25%	11.25%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%								0.00%	0.00%
Price	Market	£/m2	2,200	2,200	2,200	2,200	2,200	2,200	1,800	1,800	1,800	1,800	1,800	2,450	2,450	2,450	1,750	1,750	1,750	1,750	1,600	1,600
	Intermediate to Buy	£/m2	1,430	1,430	1,430	1,430	1,430	1,430	1,170	1,170	1,170	1,170	1,170	1,593	1,593	1,593	1,138	1,138	1,138	1,138	1,040	1,040
	Affordable Rent	£/m2	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
	Social Rent	£/m2	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910
Grant and Subsidy	Intermediate to Buy	£/unit																				
	Affordable Rent	£/unit																				
	Social Rent	£/unit																				
Sales per Quarter																						
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000	400,000	400,000
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000						350,000	350,000	350,000						
Easements etc		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385
	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115
Architects		%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	897	904	897	899	904	896	897	897	897	899	896	887	887	887	915	887	887	887	1,130	1,099
CFSH		%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%
Energy Design		£/m2																				
Acc & Adpt		£/m2	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0
Over-extra 3		£/m2																				
Small Sites		%												6%	13%	13%		6%	13%	13%		
Site Costs		%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	5.0%	5.0%
Pre CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
		£/m2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LIT		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Abnormals		£/site							10.00%	10.00%	10.00%	10.00%	10.00%				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
FINANCE	Fees	£	95,000	93,000	53,000	34,000	34,000	19,000	36,000	38,000	29,000	19,000	11,000	12,000	8,000	2,000	7,000	6,000	4,000	1,000	50,000	15,000
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£																				
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Profit	% of costs (before interest)		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%



SITE NAME: Site 7 Large Green 175 LD						
INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	m2
Market Housing	96.0	80%	149	2,200	31,084,367	14,129
Shared Ownership	71.5	4%	7	1,430	670,883	469
Affordable Rent	71.5	11%	20	1,000	1,407,656	1,408
Social Rent	71.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	5.83	ha	30	ha	33,162,996	16,000
SITE AREA - Gross	7.78	ha	23	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	4,005,722	686,695
Alternative Use Value	155,556	20,000
Uplift	20%	31,111
Plus/Min	90,000	2,722,522
Viability Threshold	2,908,899	374,000

Additional Profit: 1,332,595

DEVELOPMENT COSTS	LAND	Av/ha or m2	Total
Stamp Duty		22,890	4,005,722
Essaments etc.			189,786
Legals Acquisition	1.50%	60,086	249,872

PLANNING	CONSTRUCTION
Planning Fee	Build Cost - BCIS Based
Architects	s106/ CIL
QS / PM	Contingency
Planning Consultants	Abnormals
Other Professional	

FINANCE	SALES
Fees	Agents
Interest	Legals
Legal and Valuation	Misc.

DEVELOPERS PROFIT
% of costs (Before interest)
% of GDV

Planning fee calc
Planning fee
No deeps
No deeps under 1

Stamp duty calc - Residual
Land payment

Stamp duty calc - Add Profit
Land payment
125,000
500,000
500,000
1,000,000

Pre CIL s106
1,000
0

Post CIL s106
1,000
0

Build Cost
BCIS
CSH
Energy
Design
Acc & Adm
Over-extra 3
Small Sites
Site Costs

LIT
% GDV
0.00%

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	189,786																							
Essaments etc.	0																							
Legals Acquisition	60,086																							
Planning Fee	62,500																							
Architects	527,462																							
QS	43,955																							
Planning Consultants	87,910																							
Other Professional	219,776																							
Build Cost - BCIS Base	0	291,129	582,257		873,386	873,386	873,386	873,386	873,386	873,386	873,386	873,386	1,067,471	1,261,557	1,293,904	1,099,819	905,733	873,386	873,386	873,386	582,257	291,129	0	0
s106/CIL	0	3,000	9,000	6,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	11,000	13,000	13,333	11,333	9,333	9,000	9,000	9,000	6,000	3,000	0	0
Contingency	0	7,278	14,556		21,835	21,835	21,835	21,835	21,835	21,835	21,835	21,835	26,687	31,639	32,348	27,495	22,643	21,835	21,835	21,835	14,556	7,278	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	93,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	51,166	51,166	51,166	51,166	51,166	51,166	51,166	51,166	51,166	85,276	85,276	56,851	51,166	51,166	51,166	51,166	
Legals	0	0	0	0	0	0	0	8,528	8,528	8,528	8,528	8,528	8,528	8,528	8,528	8,528	14,213	14,213	9,475	8,528	8,528	8,528	8,528	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	1,284,475	0	1,180,510	669,813	904,220	904,220	963,914	963,914	963,914	963,914	963,914	963,914	1,164,851	1,365,789	1,399,279	1,198,341	1,037,199	1,003,709	970,546	963,914	665,507	361,100	59,693	59,693

For Residual Valuation	Land	Interest	Profit on Costs	Profit on GDV
	4,005,722	79,353	80,543	99,459
Cash Flow	-5,290,197	-79,353	-1,261,063	-702,272
Opening Balance	-5,290,197	-5,369,550	-6,630,603	-7,332,875
Closing Balance	-5,290,197	-5,369,550	-6,630,603	-7,332,875

CASH FLOW FOR CL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	145,444																							
Essaments etc.	0																							
Legals Acquisition	43,633																							
Planning Fee	62,500																							
Architects	527,462																							
QS	43,955																							
Planning Consultants	87,910																							
Other Professional	219,776																							
Build Cost - BCIS Base	0	291,129	582,257		873,386	873,386	873,386	873,386	873,386	873,386	873,386	873,386	1,067,471	1,261,557	1,293,904	1,099,819	905,733	873,386	873,386	873,386	582,257	291,129	0	0
POTENTIAL CIL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	93,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	51,166	51,166	51,166	51,166	51,166	51,166	51,166	51,166	51,166	85,276	85,276	56,851	51,166	51,166	51,166	51,166	
Legals	0	0	0	0	0	0	0	8,528	8,528	8,528	8,528	8,528	8,528	8,528	8,528	8,528	14,213	14,213	9,475	8,528	8,528	8,528	8,528	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	4,132,570	0	1,266,796	686,100	987,207	987,207	1,047,200	1,047,200	1,047,200	1,047,200	1,047,200	1,047,200	1,246,138	1,446,076	1,484,232	1,285,294	1,121,152	1,086,996	970,546	963,914	665,507	367,100	59,693	59,693

For CL calculation	Interest	Profit on Costs	Profit on GDV
	61,889	62,918	82,774
Cash Flow	-4,132,570	-41,889	-1,323,715
Opening Balance	-4,132,570	-4,194,658	-5,018,273
Closing Balance	-4,132,570	-4,194,658	-5,018,273



SITE NAME: Site 8 Large Green 75						
INCOME	Av Size	%	Number	Price	GDV	QIA
	m2			£/m2	£	m2
Market Housing	96.6	80%	64	2,200	13,402,641	6,092
Shared Ownership	72.5	4%	3	1,430	291,769	204
Affordable Rent	72.5	11%	8	1,000	612,102	612
Social Rent	72.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	2.14	ha	35	ha	14,300,912	6,900
SITE AREA - Gross	2.86	ha	25	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,849,590	861,742	646,300
Alternative Use Value	57,143	2,700	20,000
Uplift	20%	11,429	4,000
Plus/ha	950,000	1,000,000	392,000
Viability Threshold	1,068,971	374,000	

Additional Profit	882,204	£/m2	145
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RUN Residual MACRO entry

RUN CIL MACRO entry

Check on planning Dept too correct

DEVELOPMENT COSTS			
LAND	Avail or m2	Total	
Land	24,621	81,829	1,849,590
Stamp Duty		0	
Essenments etc.		0	
Legals Acquisition	1.50%	27,699	109,528
PLANNING			
Planning Fee		12,500	
Architects	6.00%	491,819	
QS / PM	0.50%	37,652	
Planning Consultants	1.00%	75,303	
Other Professional	2.50%	188,258	765,532
CONSTRUCTION			
Build Cost - BCIS Based	1,053	7,273,483	
s106 / CIL		75,000	
Contingency	2.50%	181,487	
Abnormals		0	7,530,321
FINANCE			
Fees		53,000	
Interest	6.00%	0	53,000
Legal and Valuation		0	
SALES			
Agents	3.0%	429,195	
Legals	0.5%	71,533	
Misc.		0	500,728
			10,805,698
Developers Profit			
% of costs (Before interest)	0.00%		
% of GDV	20.00%		2,861,302

Planning fee calc			
Planning acc fe	degs	rate	
No degs	75	3%	0
No degs under 1	25	385	9,625
	25	115	2,875
			12,500

Build Cost		inc
BCIS	897	150%
CISH	13	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extra 3	0	0%
Small Sites	131	15%
Site Costs	1,053	

Stamp duty calc - Residual		Total
Land payment		1,849,590
		81,829

Stamp duty calc - Add Profit			
Land payment	0%	1%	1,068,971
125,000	0%	1%	125,000
500,000	1%	3%	5,000
500,000	3%	4%	15,000
1,000,000	4%	5%	40,000
above	6%	6%	63,871
			125,000
			53,429

Pre CIL s106		1,000 £/Unit (all)	Total
CIL	0	£/Unit (all)	75,000
			75,000

Post CIL s106		1,000 £/Unit (all)	Total
CIL	0	£/Unit (all)	75,000
			75,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	81,829	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essenments etc.	27,699	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	225,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	18,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	37,652	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	94,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	161,633	462,572	743,512	872,818	872,818	872,818	872,818	872,818	872,818	808,165	517,225	226,286	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	1,667	4,667	7,667	9,000	9,000	9,000	9,000	9,000	9,000	8,333	5,333	2,333	0	0	0	0	0	0	0	0	0	0	
Contingency	0	4,041	11,314	16,588	21,820	21,820	21,820	21,820	21,820	21,820	20,204	12,811	5,657	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	53,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	551,544	0	543,856	468,553	769,726	903,638	937,020	963,726	963,726	963,726	896,790	595,077	294,364	60,887	46,735	0	0	0	0	0	0	0	0	
For Residual Valuation	Land	1,849,590																						
Interest	35,972	36,512	45,217	52,934	65,264	79,798	80,743	70,659	60,423	50,033	38,484	22,243	1,240	0	0	0	0	0	0	0	0	0		
Profit on Costs																								
Profit on GDV																							2,861,302	
Cash Flow	-2,398,134	-36,972	-580,368	-513,770	-822,690	-968,902	-63,050	672,312	682,397	692,633	769,959	1,082,711	1,400,174	1,856,454	1,288,540	0	0	0	0	0	0	0	-2,861,302	
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance	-2,398,134	-2,434,106	-3,014,474	-3,528,244	-4,350,934	-5,319,837	-5,362,887	-4,710,575	-4,028,178	-3,335,545	-2,555,586	-1,482,866	-82,691	1,672,763	2,861,302	2,861,302	2,861,302	2,861,302	2,861,302	2,861,302	2,861,302	2,861,302	2,861,302	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	1,068,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Land	53,429	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essenments etc.	16,029	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	225,910	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	18,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	37,652	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	94,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	161,633	462,572	743,512	872,818	872,818	872,818	872,818	872,818	808,165	517,225	226,286	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL	0	0	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	126,001	
Post CIL s106	0	0	4,041	11,314																				



SITE NAME: Site 9 Medium Green 35						
INCOME	Av Size	%	Number	Price	GDV	QIA
	m2			£/m2	£	m2
Market Housing	98.3	85%	35	2,200	6,433,750	2,924
Shared Ownership	67.0	4%	1	1,430	125,761	88
Affordable Rent	67.0	11%	4	1,000	263,813	264
Social Rent	67.0	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	1.50	ha	35	ha	6,823,298	3,276
SITE AREA - Gross	1.18	ha	30	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	889,498	756,937

Alternative Use Value	23,559	20,000
Uplift	20%	4,706
Plus/ha	920,000	411,755
Viability Threshold	1,440,000	374,000

Additional Profit	494,959	169
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RUN Residual MACRO cdfw

RUN CIL MACRO cdfw

Check on phasing steps over correct

DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	25,412	889,498
Stamp Duty		33,970
Essentials etc.		0
Legals Acquisition	1.50%	13,341
PLANNING		
Planning Fee		13,475
Architects	6.00%	214,810
QS / PM	0.50%	17,901
Planning Consultants	1.00%	35,802
Other Professional	2.50%	89,504
CONSTRUCTION		
Build Cost - BCIS Based	1.056	3,458,700
s106 / CIL		35,000
Contingency	2.50%	86,467
Abnormals		3,580,167
FINANCE		
Fees		34,000
Interest	6.00%	0
Legal and Valuation		34,000
SALES		
Agents	3.0%	204,699
Legals	0.5%	34,116
Misc.		238,815
Developers Profit		5,161,194
% of costs (Before interest)	0.00%	0
% of GDV	20.00%	1,364,660

Planning fee calc			
Planning acc fe	degs	rate	
No degs	35	3%	13,475
No degs under 1	35	385	13,475
No degs over 1	0	115	0
Total			13,475

Build Cost		ha/c
BCIS	899	1.50%
CISW	13	
Energy	0	
Design	0	
Acc & Adpt	8	
Over-extra 3	0	0%
Small Sites	0	
Site Costs	133	19%
Total	1,056	

Stamp duty calc - Residual	
Land payment	889,498
Total	33,970

Stamp duty calc - Add Profit	
Land payment	440,000
125,000	0%
250,000	1%
500,000	3%
1,000,000	4%
above	6%
Total	17,650

Pre CIL s106	
1,000	£/Unit (all)
Total	35,000

Post CIL s106	
1,000	£/Unit (all)
0	£/m2
Total	35,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LNITS Shared	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing	0	0	0	0	0	0	0	0	1,654,389	1,654,389	1,286,747	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	32,336	32,336	25,160	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	87,838	87,838	52,763	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	1,754,562	1,754,562	1,364,660	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	33,970	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	13,341	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,475	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	107,405	0	107,405	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	8,950	0	8,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	17,901	0	17,901	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	44,752	0	44,752	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	164,700	329,400	0	625,860	757,620	823,500	527,040	230,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	1,667	3,333	0	6,333	7,667	8,333	5,333	2,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	4,117	8,235	0	15,666	18,940	20,587	13,176	5,794	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	34,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	52,637	52,637	40,940	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	8,773	8,773	6,823	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	273,795	0	349,493	349,968	647,840	784,227	886,537	579,666	300,688	61,410	47,763	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	889,498	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest	17,448	17,710	23,218	0	28,681	38,828	51,174	50,619	45,451	24,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	-1,163,203	-17,448	-367,202	-364,186	-476,520	-823,056	-37,045	344,473	-1,400,203	-1,668,837	-1,316,897	0	0	0	0	0	0	0	0	0	0	0	0	-1,364,660
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	-1,163,203	-1,180,651	-1,547,853	-1,912,039	-2,389,559	-3,411,615	-3,374,559	-3,030,087	-1,621,074	-47,763	-1,364,660	-1,364,660	-1,364,660	-1,364,660	-1,364,660	-1,364,660	-1,364,660	-1,364,660	-1,364,660	-1,364,660	-1,364,660	-1,364,660	-1,364,660	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	440,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	17,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	6,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,475	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	107,405	0	107,405	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	8,950	0	8,950	0	0	0	0	0	0	0	0	0	0	0	0	0								



SITE NAME Site 11 Medium Green 15						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	QIA m2
Market Housing	94.7	80%	13	2,200	2,666,119	1,307
Shared Ownership	65.8	4%	1	1,430	52,886	37
Affordable Rent	65.8	11%	2	1,000	110,953	111
Social Rent	65.8	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net				0.43 ha	35	ha
SITE AREA - Gross				0.48 ha	31	ha
					2,819,960	1,355

Sales per Quarter	0
Units Built Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	375,846	876,975	786,172
Alternative Use Value	9,561	22,000	
Uplift	1,912	4,000	
Plus Ipa	920,000	187,555	392,000
Viability Threshold	178,799		374,000

Additional Profit	209,281	173
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RUN Residual MACRO correct

RUN CIL MACRO correct

Check on phasing AppSb correct

LAND	Avail or m2	Total
Stamp Duty	25,666	375,846
Essgements etc.		0
Legals Acquisition	1,500	5,638

PLANNING		
Planning Fee	5,775	
Architects	88,594	
QS / PM	7,383	
Planning Consultants	14,766	
Other Professional	36,914	153,432

CONSTRUCTION		
Built Cost - BCIS Based	1,052	1,425,922
s106 / CIL	15,000	
Contingency	35,448	
Abnormals		1,476,570

FINANCE		
Fees	19,000	
Interest	6,000	
Legal and Valuation	0	19,000

SALES		
Agents	84,599	3.0%
Legals	14,100	0.5%
Misc.	0	
Total	98,699	2,137,477

Developers Profit	% of costs (Before interest)	% of GDV
0	0.00%	563,992

Planning fee calc	degs	rate
Planning acc fe	15	385
No degs	15	5,775
No degs under 1	0	115
Total		5,775

Build Cost	inc
BCIS	886
CSH	13
Energy	0
Design	0
Acc & Adm	8
Over-extra 3	0
Small Sites	0%
Site Costs	134
Total	1,022

Stamp duty calc - Residual	
Land payment	375,846
Total	375,846

Stamp duty calc - Add Profit	
Land payment	178,799
125,000	0%
500,000	1%
500,000	3%
1,000,000	4%
above	5%
Total	5,361

Pre CIL s106	1,000 £/Unit (all)	Total
		15,000

Post CIL s106	1,000 £/Unit (all)	Total
		15,000

LIT	% GDV	0.00%
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE	8,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Stamp Duty	8,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Essgements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	5,638	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	5,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	44,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	3,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	7,383	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	18,457	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Built Cost - BCIS Base	0	158,436	316,872	475,307	0	158,436	316,872	475,307	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	1,667	3,333	5,000	0	1,667	3,333	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	3,961	7,922	11,883	0	3,961	7,922	11,883	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	19,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	112,933	0	237,892	328,127	492,190	328,127	196,963	32,900	32,900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation	Land	375,846	7,326	7,436	11,115	18,204	23,830	29,109	18,401	5,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest	7,326	7,436	11,115	18,204	23,830	29,109	18,401	5,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow	-488,380	-7,206	-245,327	-339,242	-508,384	-351,957	713,914	888,686	902,017	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-563,992	
Opening Balance	-488,380	-488,705	-741,033	-1,080,075	-1,080,669	-1,840,626	-1,226,711	-338,025	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	0	
Closing Balance	-488,380	-488,705	-741,033	-1,080,075	-1,080,669	-1,840,626	-1,226,711	-338,025	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	563,992	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	178,799	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Land	178,799	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	5,364	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essgements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,682	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	44,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	7,383	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	18,457	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	0	158,436	316,872	475,307	316,872	158,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106	0	0	3,961	7,922	11,883	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0																	



SITE NAME Site 16 Medium Brown 15						
INCOME	Av Size	%	Number	Price	GDV	QIA
	m2			£/m2	£	m2
Market Housing	94.7	80%	13	1,800	2,173,188	1,307
Shared Ownership	65.8	4%	1	1,170	43,272	27
Affordable Rent	65.8	11%	2	1,000	110,953	111
Social Rent	65.8	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.43	ha	35	ha	2,327,413	1,355
SITE AREA - Gross	0.48	ha	31	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS	
Residual Land Value	50,989	119,954	196,639

Alternative Use Value	199,229	400,000	
Uplift	20%	38,246	80,000
Plus/Min	0	0	0
Viability Threshold	229,474	480,000	

Additional Profit	297,426	-246
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DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	3,399	50,989
Stamp Duty		0
Essenments etc.		0
Legals Acquisition	1.50%	-765

PLANNING		
Planning Fee		5,775
Architects	6.00%	95,098
QS / PM	0.50%	7,925
Planning Consultants	1.00%	15,850
Other Professional	2.50%	39,694
		164,272

CONSTRUCTION		
Built Cost - BCIS Based	1.007	1,365,189
s106 / CIL		15,000
Contingency	5.00%	68,259
Abnormals		196,519
		1,584,967

FINANCE		
Fees		11,000
Interest	6.00%	0
Legal and Valuation		11,000

SALES		
Agents	3.0%	69,822
Legals	0.5%	11,637
Misc.		0
		81,459
		1,789,953

Developers Profit		465,483
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% of costs (Before interest)	0.00%	0
% of GDV	20.00%	465,483

Planning fee calc			
Planning acc to	degs	rate	
No degs	15	385	5,775
No degs under 1	0	115	0
			5,775

Total	5,775
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Stamp duty calc - Residual	
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Land payment	50,989
Total	0

Stamp duty calc - Add Profit	
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Land payment	229,474	
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	6%	0%
Total	0	

Pre CIL s106	1,000	£/Unit (all)
Total	15,000	

Post CIL s106	1,000	£/Unit (all)
CIL	0	£/m2
Total	15,000	

Built Cost	inc
BCIS	896
CSH	13
Energy	0
Design	0
Acc & Adm	8
Over-extras 3	0
Small Sites	0%
Site Costs	80
	1,007

LIT	% GDV	0.00%
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
UNITS Shared	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	0	0	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	
EXPENDITURE																									
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Essenments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	-765	0	0	0	-765	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	
Architects	47,549	0	0	0	47,549	0	0	0	47,549	0	0	0	47,549	0	0	0	47,549	0	0	0	47,549	0	0	0	
QS	3,962	0	0	0	3,962	0	0	0	3,962	0	0	0	3,962	0	0	0	3,962	0	0	0	3,962	0	0	0	
Planning Consultants	7,925	0	0	0	7,925	0	0	0	7,925	0	0	0	7,925	0	0	0	7,925	0	0	0	7,925	0	0	0	
Other Professional	19,812	0	0	0	19,812	0	0	0	19,812	0	0	0	19,812	0	0	0	19,812	0	0	0	19,812	0	0	0	
Built Cost - BCIS Base	0	91,013	182,025	273,038	273,038	273,038	273,038	182,025	91,013	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	1,000	2,000	3,000	3,000	3,000	3,000	1,000	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	4,551	9,101	13,652	13,652	13,652	13,652	4,551	4,551	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	11,000	0	0	0	11,000	0	0	0	11,000	0	0	0	11,000	0	0	0	11,000	0	0	0	11,000	0	0	0	
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	0	0	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	13,964	
Legals	0	0	0	0	0	0	0	0	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	85,299	0	184,913	211,320	316,993	316,993	333,285	227,621	129,956	16,292	16,292	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation	Land	50,989																							
Interest	664	674	3,456		6,680	11,535	16,463	14,727	11,380	6,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs																									
Profit on GDV																									
Cash Flow	-44,278	464	-185,587	-214,787	-323,673	-328,528	-116,735	223,136	332,147	442,793	449,191	0	0	0	0	0	0	0	0	0	0	0	0	-465,483	
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance	-44,278	-44,278	-230,520	-445,316	-769,389	-1,097,518	-981,783	-758,648	-426,501	16,292	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	465,483	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
INCOME	0	0	0	0	0	0	0	0	465,483	465,483	465,483	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	229,474	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essenments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,442	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,775	0	0	0	5,7							



SITE NAME Site 17 Small Green 7						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	Q14
Market Housing	100.3	100%	7	2,450	1,719,900	702
Shared Ownership	100.3	0%	0	1,593	0	0
Affordable Rent	100.3	0%	0	1,000	0	0
Social Rent	100.3	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	0
	Affordable Rent				0	0
	Social Rent				0	0
SITE AREA - Net	0.23 ha		30	/ha	1,719,900	702
SITE AREA - Gross	0.23 ha		30	/ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	389,696	1,671,427	3,973,427
Alternative Use Value	11,957	50,000	
Uplift	2,333	10,000	
Plus /ha	92,000	81,667	350,000
Viability Threshold	96,667	416,000	

Additional Profit	288,992	211
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RUN Residual MACRO c/w/

Closing balance = 0

RUN CIL MACRO c/w/

Closing balance = 0

Check on phasing App/ use correct

DEVELOPMENT COSTS		
LAND	Av/lt or m2	Total
Land	52,381	389,696
Stamp Duty		7,833
Essentials etc.		0
Legals Acquisition	1.50%	5,600
13,333		
PLANNING		
Planning Fee		2,695
Architects	6.00%	45,761
QS /PM	0.50%	3,813
Planning Consultants	1.00%	7,627
Other Professional	2.50%	19,967
78,864		
CONSTRUCTION		
Built Cost - BCIS Base	1.050	737,258
s106/ CIL		7,000
Contingency	2.50%	18,431
Abnormals		0
762,689		
FINANCE		
Fees		12,000
Interest	6.00%	0
Legal and Valuation		12,000
SALES		
Agents	3.0%	51,597
Legals	0.5%	8,600
Misc.		0
60,197	1,293,849	
Developers Profit		
% of costs (Before interest)	0.00%	0
% of GDV	20.00%	343,980

Planning fee calc			
Planning acc to	degs	rate	
No degs	7	385	2,695
No degs under 7	0	115	0
No degs over 7	0	0	0
Total			2,695

Build Cost		Price	Rate
BCIS	887	1.50%	
CISW	13		
Energy	0		
Design	0		
Acc & Adm	8		
Over-extra 3	0		
Small Sites	53	6%	
Site Costs	88	10%	
Total	1,690		

Stamp duty calc - Residual		Total
Land payment		389,696
Total		7,833

Stamp duty calc - Add Profit		Total
Land payment		96,667
125,000	0%	1%
250,000	1%	3%
500,000	3%	0%
1,000,000	4%	0%
above	6%	3%
Total		2,870

Pre CIL s106		Total
1,000 £/Unit (all)		7,000
Total		7,000

LIT	% GDV	0.00%	0
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Post CIL s106		Total
1,000 £/Unit (all)		7,000
0 £/m2		0
Total		7,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
UNITS Started	2	2			3																				
Market Housing	0	0	0	0	0	0	0	0	491,400	491,400	737,100	0	0	0	0	0	0	0	0	0	0	0	0		
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	0	0	491,400	491,400	737,100	0	0	0	0	0	0	0	0	0	0	0	0		
EXPENDITURE																									
Stamp Duty	7,833																								
Essentials etc.	0																								
Legals Acquisition	5,500																								
Planning Fee	2,695																								
Architects	22,881		22,881																						
QS	1,907		1,907																						
Planning Consultants	3,813		3,813																						
Other Professional	9,534		9,534																						
Built Cost - BCIS Base	0	70,215	140,430		245,753	175,538	105,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	667	1,333		2,333	1,667	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	1,755	3,511		6,144	4,388	2,633	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	12,000																								
Legal and Valuation	0																								
Agents	0	0	0	0	0	0	0	0	14,742	14,742	22,113	0	0	0	0	0	0	0	0	0	0	0	0		
Legals	0	0	0	0	0	0	0	0	2,457	2,457	3,686	0	0	0	0	0	0	0	0	0	0	0	0		
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	66,163	0	110,772	145,274	354,230	181,593	126,155	17,199	25,799	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																									
Land	389,696																								
Interest	6,492	6,590	8,350		10,655	14,628	17,571	12,356	5,428	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs																									
Profit on GDV																								343,980	
Cash Flow	-432,829	-6,492	-117,361	-153,624	-264,684	-196,221	-347,674	-461,845	705,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-343,980	
Opening Balance	-432,829	-439,321	-556,683	-710,307	-975,192	-1,171,412	-823,738	-361,893	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	0	
Closing Balance																									

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	491,400	491,400	737,100	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																								
Land	96,667																							
Stamp Duty	2,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,435	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,695	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	22,881	0	22,881	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,907	0	1,907	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,813	0	3,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	9,534	0	9,534	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	0	70,215	140,430	245,753	175,538	105,323	0	0	0	0	0	0											



SITE NAME Site 18 Small Green 4						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	Q14
Market Housing	106.0	100%	4	2,450	1,038,800	424
Shared Ownership	106.0	0%	0	1,583	0	0
Affordable Rent	106.0	0%	0	1,000	0	0
Social Rent	106.0	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	0
	Affordable Rent				0	0
	Social Rent				0	0
SITE AREA - Net	0.16 ha		25	/ha	1,038,800	424
SITE AREA - Gross	0.16 ha		25	/ha		

Sales per Quarter	0
Units Built Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	199,577	1,241,107	3,241,107
Alternative Use Value	8,000		20,000
Uplift	20%	1,600	10,000
Plus /ha	950,000	58,000	350,000
Viability Threshold	65,600		416,000

Additional Profit	139,434	0	339
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RUN Residual MACRO cdf/r Closing balance = 0

RUN CIL MACRO cdf/r Closing balance = 0

Check on phasing AppB cost correct

DEVELOPMENT COSTS			
LAND	Av/ha or m2	Total	
Land	49,644	199,577	
Stamp Duty		972	
Essentials etc.		0	
Legals Acquisition	1.50%	2,979	3,950

PLANNING			
Planning Fee		1,540	
Architects	6.00%	29,345	
QS / PM	0.50%	2,437	
Planning Consultants	1.00%	4,874	
Other Professional	2.50%	12,185	50,281

CONSTRUCTION			
Build Cost - BCIS Based	1,112	471,622	
s106 / CIL		4,000	
Contingency	2.50%	11,791	
Abnormals		0	487,412

FINANCE			
Fees		8,000	
Interest	6.00%		8,000
Legal and Valuation		0	8,000

SALES			
Agents	3.0%	31,164	
Legals	0.5%	5,194	
Misc.		0	36,358
Total			784,979

Developers Profit	% of costs (Before interest)	0.00%	0
	% of GDV	20.00%	207,760

Planning fee calc			
Planning acc fe	degs	rate	
No degs	4		1,540
No degs under 1	4	365	1,460
No degs over 1	0	115	0
Total			1,540

Build Cost		Rate	
BCIS	887	1.50%	
CIS4	13		
Energy	0		
Design	0		
Acc & Adm	8		
Over-extras 3	0		
Small Sites	115	10%	
Site Costs	81		
Total	1,112		

Stamp duty calc - Residual			
Land payment		199,577	
Total		972	

Stamp duty calc - Add Profit			
Land payment		65,600	
Total		656	

Pre CIL s106	1,000	£/Unit (all)	
Total			4,000

Post CIL s106	1,000	£/Unit (all)	
CIL	0	£/m2	
Total			4,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
INCOME																										
UNITS Shared		2	2																							
Market Housing					0	0	0	0	519,400	519,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Affordable Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Grant and Subsidy					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
INCOME	0	0	0	0	0	0	0	0	519,400	519,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																										
Stamp Duty	972																									
Essentials etc.	0																									
Legals Acquisition	2,979																									
Planning Fee	1,540																									
Architects	14,822		14,822																							
QS	1,219		1,219																							
Planning Consultants	2,437		2,437																							
Other Professional	6,093		6,093																							
Build Cost - BCIS Base	0	78,604	157,207		157,207	78,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
s106/CIL	0	667	1,333		1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Contingency	0	1,965	3,930		3,930	1,965	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Finance Fees	8,000																									
Legal and Valuation	0																									
Agents	0	0	0	0	0	0	0	0	15,582	15,582	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	2,597	2,597	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
COSTS BEFORE LAND INT AND PROF	37,861	0	105,666	162,421	162,421	81,235	18,179	18,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
For Residual Valuation																										
Land		199,577																								
Interest		3,547	3,600	5,238	7,753	10,307	11,680	4,337	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Profit on Costs																										
Profit on GDV																										
Cash Flow	-236,438	-3,547	-109,206	-167,709	-170,224	-91,542	489,541	496,884	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Opening Balance	-236,438	-239,985	-349,190	-516,899	-687,123	-778,665	-289,124	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	0		
Closing Balance																										

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	65,600																							
Stamp Duty	972	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	14,822	0	14,822	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,219	0	1,219	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,437	0	2,437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	6,093	0	6,093	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	78,604	157,207	157,207	78,604	0	0	0	0	0	0	0	0	0</									



SITE NAME: Site 21 Small Browns 7						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	QIA m2
Market Housing	86.9	100%	7	1,750	1,064,000	608
Shared Ownership	86.9	0%	0	1,138	0	0
Affordable Rent	86.9	0%	0	1,000	0	0
Social Rent	86.9	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.14 ha		50	/ha	1,064,000	608
SITE AREA - Gross	0.14 ha		50	/ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value	42,952	306,788
Alternative Use Value	52,000	400,000
Uplift	11,000	80,000
Plus/Min	0	0
Viability Threshold	67,200	480,000
Additional Profit	-115,938	-191

RUN Residual MACRO cdf/r Closing balance = 0
 RUN CIL MACRO cdf/r Closing balance = 0
 Check on planning Dept use correct

DEVELOPMENT COSTS			
LAND	Avail or m2	Total	
Land	4,136	-42,952	
Stamp Duty		0	
Essassments etc.		0	
Legals Acquisition	1.50%	-644	-644
PLANNING			
Planning Fee		2,695	
Architects	6.00%	44,479	
QS / PM	0.50%	3,707	
Planning Consultants	1.00%	7,413	
Other Professional	2.50%	18,533	76,827
CONSTRUCTION			
Build Cost - BCIS Based	1.050	638,537	
s106 / CIL		7,000	
Contingency	5.00%	31,367	741,317
Abnormals		63,654	
FINANCE			
Fees		6,000	
Interest	6.00%	0	6,000
Legal and Valuation		0	6,000
SALES			
Agents	3.0%	31,200	
Legals	0.5%	5,320	
Misc.		0	37,240
Developers Profit			817,790
% of costs (Before interest)		0.00%	0
% of GDV		20.00%	212,800

Planning fee calc			
Planning acc fe	degs	rate	
No degs	7	385	2,695
No degs under 7	0	115	0
No degs over 7	0	0	0
Total			2,695

Build Cost		inc	
BCIS	887		1.50%
C5H	13		
Energy	0		
Design	0		
Acc & Adm	8		
Over-extra 3	0		
Small Sites	53		6%
Site Costs	80		10%
Total	1,050		

Stamp duty calc - Residual		
Land payment		-42,952
Total		0

Stamp duty calc - Add Profit		
Land payment		67,200
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	6%	0%
Total		0

Pre CIL s106		1,000 £/Unit (all)	Total
			7,000
Post CIL s106		1,000 £/Unit (all)	Total
			7,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Shared		1	2	2	2	2																		
Market Housing	0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essassments etc.	0																							
Legals Acquisition	644																							
Planning Fee	2,695																							
Architects	22,240		22,240																					
QS	1,853		1,853																					
Planning Consultants	3,707		3,707																					
Other Professional	9,266		9,266																					
Build Cost - BCIS Base	0	30,407	91,220		152,033	182,439	121,626	60,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	333	1,000		1,667	2,000	1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	1,520	4,961		7,602	9,122	6,081	3,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	3,041	9,122	15,203	18,244	12,163	6,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	4,560	9,120	9,120	9,120	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	760	1,520	1,520	1,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	45,117	0	72,357	165,982	176,504	211,885	146,523	81,242	10,640	10,640	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land																								
Interest																								
Profit on Costs																								
Profit on GDV																								
Cash Flow	-2,167	-32	-72,490	-107,021	-179,228	-217,218	-139,194	-214,039	287,862	292,169	0	0	0	0	0	0	0	0	0	0	0	0	0	-212,800
Opening Balance	0																							
Closing Balance	-2,167	-32	-74,599	-181,620	-360,849	-678,066	-581,261	-387,221	-79,369	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	67,200																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essassments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,008																							
Planning Fee	2,695																							
Architects	22,240		22,240																					
QS	1,853		1,853																					
Planning Consultants	3,707		3,707																					
Other Professional	9,266		9,266																					
Build Cost - BCIS Base	0	0	30,407	91,220	152,033	182,439	121,626	60,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	1,520	4,961	7,602	9,122	6,081	3,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,041	9,122	15,203	18,244	12,163	6,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000																							



SITE NAME: Site 22 Small Brown 4						
INCOME	Av Size	%	Number	Price	GDV	QIA
	m2			£/m2	£	m2
Market Housing	79.3	100%	4	1,750	554,750	317
Shared Ownership	79.3	0%	0	1,138	0	0
Affordable Rent	79.3	0%	0	1,000	0	0
Social Rent	79.3	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.10	ha	40	ha	554,750	317
SITE AREA - Gross	0.10	ha	40	ha		

Sales per Quarter	0
Units Built Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-48,598	-485,984	-485,984

Alternative Use Value	40,000	400,000
Uplift	20%	80,000
Plus 10%	0	0
Viability Threshold	48,000	480,000

Additional Profit	-100,236	-316
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DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	12,147	-48,598
Stamp Duty		0
Essements etc.		0
Legals Acquisition	1.50%	-729

PLANNING		
Planning Fee	1,540	1,540
Architects	24,570	24,570
QS / PM	2,047	2,047
Planning Consultants	4,095	4,095
Other Professional	10,237	10,237
Total		42,489

CONSTRUCTION		
Build Cost - BCIS Based	1,112	352,604
s106 / CIL	4,000	4,000
Contingency	5,00%	17,630
Abnormals		35,960
Total		409,494

FINANCE		
Fees	4,000	4,000
Interest	6.00%	0
Legal and Valuation		4,000

SALES		
Agents	3.0%	16,643
Legals	0.5%	2,774
Misc.		19,416
Total		42,833

Developers Profit	% of costs (Before interest)	0.00%	0
	% of GDV	20.00%	110,950

Planning fee calc			
Planning acc fe	degs	rate	
No degs	4	385	1,540
No degs under 1	0	115	0
Total			1,540

Build Cost		Rate
BCIS	887	1.50%
CSH	13	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extra 3	0	
Small Sites	115	10%
Site Costs	1,112	

Stamp duty calc - Residual	
Land payment	-48,598
Total	0

Stamp duty calc - Add Profit	
Land payment	48,000
125,000	0%
500,000	1%
500,000	3%
1,000,000	4%
above	5%
Total	0

Pre CIL s106	1,000	£/Unit (all)	
			4,000
Post CIL s106	1,000	£/Unit (all)	
CIL	0	£/m2	4,000
Total			4,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME			2	2																				
UNITS Shared																								
Market Housing																								
Shared Ownership																								
Affordable Rent																								
Social Rent																								
Grant and Subsidy																								
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essements etc.	0																							
Legals Acquisition	-729																							
Planning Fee	1,540																							
Architects	12,285		12,285																					
QS	1,024		1,024																					
Planning Consultants	2,047		2,047																					
Other Professional	5,119		5,119																					
Build Cost - BCIS Base	0	58,767	117,535		117,535	58,767	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	667	1,333		1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	2,938	5,877		5,877	2,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	5,877	11,753	11,753	5,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	4,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	8,321	8,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,387	1,387	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
COSTS BEFORE LAND INT AND PROF	25,286	0	58,724	136,438	136,438	68,249	9,708	9,708	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	-48,598																						
	Interest	0	0	981	3,044	5,137	6,237	2,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																							
	Profit on GDV																							110,950
Cash Flow	23,300	0	-8,724	-137,479	-130,542	-73,386	261,429	265,351	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-110,950
Opening Balance	0																							
Closing Balance	23,300	23,300	-65,423	-202,903	-142,445	-415,830	154,401	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	110,950	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	48,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	720																							
Planning Fee	1,540																							
Architects	12,285		12,285																					
QS	1,024		1,024																					
Planning Consultants	2,047		2,047																					
Other Professional	5,119		5,119																					
Build Cost - BCIS Base	0	0	58,767	117,535	117,535	58,767	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106																								
Contingency	0	0	2,938	5,877	5,877	2,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	5,877	11,753	5,877	0	0	0	0	0	0	0	0										



SITE NAME: Site 23 Brown Plot						
INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	
Market Housing	115.0	100%	1	1,750	201,250	115
Shared Ownership	115.0	0%	0	1,138	0	0
Affordable Rent	115.0	0%	0	1,000	0	0
Social Rent	115.0	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.03 ha		30	/ha		
SITE AREA - Gross	0.03 ha		30	/ha	201,250	115

Sales per Quarter	0
Units Built Time	3 Quarters

Residual Land Value	Whole Site	Per ha NET	Per ha GROSS
	-18,814	-594,412	-594,412

Alternative Use Value	13,333	400,000
Uplift	20%	80,000
Plus / Min	0	0
Viability Threshold	16,000	480,000

Additional Profit	-34,048	-298
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DEVELOPMENT COSTS			
LAND	Av Size	Total	
	Av Size or m2	£	
Land	16,814	-18,814	
Stamp Duty		0	
Essements etc.		0	
Legals Acquisition	1.50%	-252	-252

PLANNING			
Planning Fee		385	
Architects	6.00%	8,866	
QS / PM	0.50%	741	
Planning Consultants	1.00%	1,481	
Other Professional	2.50%	3,703	15,195

CONSTRUCTION			
Built Cost - BCIS Based	1,112	127,916	
s106 / CIL		1,000	
Contingency	5.00%	6,399	
Abnormals		12,792	148,104

FINANCE			
Fees		1,000	
Interest	6.00%	0	1,000

SALES			
Agents	3.0%	6,038	
Legals	0.5%	1,006	
Misc.		0	7,044
Developers Profit			154,277

% of costs (Before interest)	0.00%	0
% of GDV	20.00%	40,250

Stamp duty calc - Residual			
Planning acc fe	degs	rate	
No degs	1	385	385
No degs under 1	0	115	0
Total			385

Stamp duty calc - Add Profit			
Land payment			16,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	6%	0%	
Total			16,000

Pre CIL s106	1,000	£/Unit (all)	
			1,000
Total			1,000

Post CIL s106	1,000	£/Unit (all)	
CIL	0	£/m2	
Total			1,000

Build Cost		Av Size	
BCIS	887		
CSH	13		1.50%
Energy	0		
Design	0		
Acc & Adm	8		
Over-extras 3	0		
Small Sites	115		13%
Site Costs	81		10%
Total	1,112		

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Shared																								
Market Housing																								
Shared Ownership																								
Affordable Rent																								
Social Rent																								
Grant and Subsidy																								
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essements etc.	0																							
Legals Acquisition	-252																							
Planning Fee	385																							
Architects	4,443		4,443																					
QS	370		370																					
Planning Consultants	741		741																					
Other Professional	1,851		1,851																					
Built Cost - BCIS Base	0	42,639	42,639		42,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	333	333		333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	2,132	2,132		2,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	4,264	4,264		4,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	1,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	8,638	0	56,773	49,368	49,368	0	7,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land																								
Interest																								
Profit on Costs																								
Profit on GDV																								
Cash Flow	8,276	0	-56,773	-50,095	-50,847	-2,242	191,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	8,276	8,276	-48,497	-98,503	-149,439	-151,681	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
EXPENDITURE																								
Land	16,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	4,443	0	4,443	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	370	0	370	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	741	0	741	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	1,851	0	1,851	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	0	42,639	42,639	42,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	1,000	1,000	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,132	2,132	2,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	4,264	4,264	4,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0														



SITE NAME Site 24 Urban Flats 75						
INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	m2
Market Housing	70.5	80%	64	1,600	7,191,000	4,684
Shared Ownership	59.5	4%	3	1,040	174,038	147
Affordable Rent	59.5	11%	8	1,000	502,031	502
Social Rent	59.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.50	ha	100	ha	7,867,069	5,164
SITE AREA - Gross	0.68	ha	110	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value	Whole Site	Per ha NET	Per ha GROSS
	-2,211,881	-4,423,721	-3,259,589

Alternative Use Value	0	400,000
Uplift	20%	54,438
Plus/Min	0	80,000
Viability Threshold	326,616	480,000

Additional Profit	-2,598,473	-479
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DEVELOPMENT COSTS		
LAND	Av/ha or m2	Total
Land	-29,491	-2,211,881
Stamp Duty	0	0
Essentials etc.	0	0
Legals Acquisition	1.50%	-33,178

PLANNING		
Planning Fee	12,500	12,500
Architects	436,024	436,024
QS / PM	36,335	36,335
Planning Consultants	72,671	72,671
Other Professional	181,877	739,207

CONSTRUCTION		
Built Cost - BCIS Based	1,211	6,253,975
s106 / CIL	75,000	75,000
Contingency	5,00%	312,699
Abnormals		626,398
		7,267,071

FINANCE		
Fees	50,000	50,000
Interest	6.00%	0
Legal and Valuation	0	50,000

SALES		
Agents	3.0%	236,012
Legals	0.5%	39,335
Misc.	0	275,347
		6,066,987

Developers Profit	% of costs (Before interest)	0.00%	0
	% of GDV	20.00%	1,573,414

Planning fee calc			
Planning acc fe	degs	rate	
No degs	75	9.625	1,500
No degs under 1	25	385	9,625
No degs over 1	25	115	2,875
			13,000

Stamp duty calc - Residual	2,211,881
Land payment	0
	0

Stamp duty calc - Add Profit	326,616		
Land payment	0		
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	6%	0%	
			326,616

Pre CIL s106	1,000	£/Unit (all)	75,000
CIL	0	£/Unit (all)	0
			75,000

Post CIL s106	1,000	£/Unit (all)	75,000
CIL	0	£/Unit (all)	0
			75,000

Build Cost		£/m2
BCIS	1,130	
CSIH	17	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extras	3	
Small Sites	0	0%
Site Costs	56	0%
	1,211	

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
Units Started	26	26			26				2,397,000	2,397,000			2,397,000	0	0	0	0	0	0	0	0	0	0	0
Market Housing	0	0	0	0	0	0	0	0	58,013	58,013	58,013	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	187,344	187,344	187,344	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	2,622,356	2,622,356	2,622,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	-33,178	0	0	0	-33,178	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	12,500	0	0	0	12,500	0	0	0	12,500	0	0	0	12,500	0	0	0	12,500	0	0	0	12,500	0	0	0
Architects	218,012	0	218,012	0	218,012	0	218,012	0	218,012	0	218,012	0	218,012	0	218,012	0	218,012	0	218,012	0	218,012	0	218,012	0
QS	18,168	0	18,168	0	18,168	0	18,168	0	18,168	0	18,168	0	18,168	0	18,168	0	18,168	0	18,168	0	18,168	0	18,168	0
Planning Consultants	36,335	0	36,335	0	36,335	0	36,335	0	36,335	0	36,335	0	36,335	0	36,335	0	36,335	0	36,335	0	36,335	0	36,335	0
Other Professional	90,838	0	90,838	0	90,838	0	90,838	0	90,838	0	90,838	0	90,838	0	90,838	0	90,838	0	90,838	0	90,838	0	90,838	0
Built Cost - BCIS Base	0	694,886	1,389,772	0	2,084,658	1,389,772	694,886	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	8,333	16,667	0	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	34,744	69,489	0	104,233	69,489	34,744	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	69,489	138,977	0	208,466	138,977	69,489	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	50,000	0	0	0	50,000	0	0	0	50,000	0	0	0	50,000	0	0	0	50,000	0	0	0	50,000	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	78,671	78,671	78,671	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	13,112	13,112	13,112	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	392,676	0	1,170,806	1,614,905	2,422,357	1,614,905	899,235	91,782	91,782	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	-2,211,881			14,498	51,051	76,040	51,334	14,445	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Cash Flow	1,819,185	0	-1,170,806	-1,614,905	-2,436,855	-1,665,955	1,847,011	2,473,240	2,516,429	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,573,414
	Opening Balance	1,819,185	1,819,185	648,379	-966,526	-3,403,381	-5,069,336	-3,422,255	-843,015	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	0
	Closing Balance	1,819,185	1,819,185	648,379	-966,526	-3,403,381	-5,069,336	-3,422,255	-843,015	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	1,673,414	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	2,622,356	2,622,356	2,622,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	326,616	0	0	0	326,616	0	0	0	326,616	0	0	0	326,616	0	0	0	326,616	0	0	0	326,616	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,899	0	0	0	4,899	0	0	0	4,899	0	0													



SITE NAME Site 24 Urban Flats 20						
INCOME	Av Size	%	Number	Price	GDV	GA
	m2			£/m2	£	m2
Market Housing	68.3	80%	17	1,600	1,868,400	1,162
Shared Ownership	59.5	4%	1	1,040	46,410	45
Affordable Rent	59.5	11%	2	1,000	133,875	134
Social Rent	59.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	0
	Affordable Rent				0	0
	Social Rent				0	0
SITE AREA - Net	0.27	ha	75	ha		
SITE AREA - Gross	0.31	ha	65	ha	2,038,685	1,340

Sales per Quarter	0
Units Built Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	497,877	4,977,800	4,739,489
Alternative Use Value	122,507	400,000	
Uplift	20%	24,501	80,000
Plus 10%	0	0	0
Viability Threshold	147,008	480,000	

Additional Profit: 497,877 £/m2 -401

DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	26,837	533,747
Stamp Duty	0	0
Essassments etc.	0	0
Legals Acquisition	1,500	-7,991

PLANNING		
Planning Fee	7,700	7,700
Architects	110,148	110,148
QS / PM	9,179	9,179
Planning Consultants	18,358	18,358
Other Professional	45,895	191,280

CONSTRUCTION		
Build Cost - BCIS Based	1,178	1,578,960
s106 / CIL	20,000	20,000
Contingency	79,848	79,848
Abnormals	157,896	1,835,804

FINANCE		
Fees	15,000	15,000
Interest	6,000	6,000
Legal and Valuation	0	15,000

SALES		
Agents	3.0%	61,161
Legals	0.5%	10,193
Misc.	0	71,354
Total		1,872,708

Developers Profit		
	% of costs (Before interest)	
	20.0%	407,737

Planning fee calc			
Planning acc fe	degs	rate	
No degs	20	365	7,300
No degs under 1	0	115	0
Total			7,300

Build Cost		1.50%
	1.50%	
BCIS	1,099	
CSH	16	
Energy	0	
Design	0	
Acc & Adm	0	
Over-extras 3	0	
Small Sites	0	
Site Costs	51	
Total	1,178	

Stamp duty calc - Residual	
Land payment	533,747
Total	0

Stamp duty calc - Add Profit	
Land payment	147,008
125,000	0%
500,000	1%
500,000	3%
1,000,000	4%
above	6%
Total	0

Pre CIL s106		1,000 £/Unit (all)
Total	20,000	
Total	20,000	

Post CIL s106		1,000 £/Unit (all)
Total	20,000	
Total	20,000	

LIT		% GDV
	0.00%	
Total	0	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	10																											
Units Shared	0																											
Market Housing	0																											
Shared Ownership	0																											
Affordable Rent	0																											
Social Rent	0																											
Grant and Subsidy	0																											
INCOME	0																											
EXPENDITURE	0																											
Stamp Duty	0																											
Essassments etc.	0																											
Legals Acquisition	-7,991																											
Planning Fee	7,700																											
Architects	55,074																											
QS	4,990																											
Planning Consultants	9,179																											
Other Professional	22,948																											
Build Cost - BCIS Base	0																											
s106/CIL	0																											
Contingency	0																											
Abnormals	0																											
Finance Fees	15,000																											
Legal and Valuation	0																											
Agents	0																											
Legals	0																											
Misc.	0																											
COSTS BEFORE LAND INT AND PROF	106,499																											
For Residual Valuation	533,747																											
Land	0																											
Interest	0																											
Profit on Costs	8,752																											
Profit on GDV	18,062																											
Cash Flow	426,248																											
Opening Balance	0																											
Closing Balance	426,248																											

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	0																											
EXPENDITURE	147,008																											
Land	0																											
Stamp Duty	0																											
Essassments etc.	0																											
Legals Acquisition	2,205																											
Planning Fee	7,700																											
Architects	55,074																											
QS	4,990																											
Planning Consultants	9,179																											
Other Professional	22,948																											
Build Cost - BCIS Base	0																											
POTENTIAL CIL	407,677																											
Post CIL s106	10,000																											
Contingency	0																											
Abnormals	0																											
Finance Fees	15,000																											
Legal and Valuation	0																											
Agents	0																											
Legals	0																											
Misc.	0																											
COSTS BEFORE LAND INT AND PROF	263,703																											
For CIL calculation	3,956																											
Interest	4,015																											
Profit on Costs	8,605																											
Profit on GDV	17,963																											
Cash Flow	-263,703																											
Opening Balance	0																											
Closing Balance	-263,703																											

			Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25	
			Large Green 350 Green	Large Green 175 Green	Large Green 175 LD Green	Large Green 75 Green	Medium Green 35 Green	Medium Green 35 LD Green	Medium Green 15 Green	Large Brown 500 Brown	Large Brown 150 Brown	Large Brown 60 Brown	Medium Brown 25 Brown	Medium Brown 15 Brown	Small Green 7 Green	Small Green 4 Green	Green Plot Green	Small Brown 11 Brown	Small Brown 7 Brown	Small Brown 4 Brown	Brown Plot Brown	Urban Flats 75 Brown	Urban Flats 20 Brown	
Green/brown field			Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	
Site Area	Gross	ha	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.68	0.31	
Units	Net	ha	10.00	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03	0.50	0.27	
			350	175	175	75	35	35	15	500	150	60	25	15	7	4	1	11	7	4	1	75	20	
Mix	Market		85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	85.00%	85.00%	
	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	3.75%	3.75%	
	Affordable Rent		11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	11.25%	11.25%	
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
Alternative Land Value		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000	400,000	400,000	
		£ site	266,667	133,333	155,556	57,143	23,529	25,926	9,561	7,619,048	2,000,000	765,994	284,200	191,229	11,667	8,000	2,500	110,000	56,000	40,000	13,333	272,180	122,507	
Uplift		£/ha	354,000	354,000	354,000	354,000	354,000	354,000	354,000	80,000	80,000	80,000	80,000	80,000	360,000	360,000	360,000	80,000	80,000	80,000	80,000	80,000	80,000	
		£ site	4,720,000	2,360,000	2,753,333	1,011,429	416,471	458,889	169,237	1,523,810	400,000	153,199	56,840	38,246	84,000	360,000	360,000	18,000	22,000	11,200	8,000	2,667	54,436	24,501
Viability Threshold		£/ha	374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000	480,000	480,000	
		£ site	4,986,667	2,493,333	2,908,889	1,068,571	440,000	484,815	178,799	9,142,857	2,400,000	919,193	341,040	229,474	95,667	65,600	20,500	132,000	67,200	48,000	16,000	326,616	147,008	
Residual Va Gross		£/ha	406,118	628,202	515,021	646,306	755,997	675,097	786,172	-117,223	-202,203	-246,631	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-504,412	-3,250,585	-1,739,486	
	Net	£/ha	541,491	837,603	686,695	861,742	889,408	750,108	876,975	-156,297	-269,605	-275,506	-165,534	-118,954	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-504,412	-4,423,721	-1,997,800	
		£ site	5,414,906	4,188,016	4,005,722	1,846,590	889,408	875,126	375,846	-2,232,813	-1,011,017	-472,295	-103,459	-50,980	366,666	198,577	62,103	-38,015	-42,950	-48,586	-16,814	-2,211,861	-532,747	
Additional Profit		£ site	554,736	2,064,307	1,332,585	882,004	494,569	429,231	209,281	-14,379,390	-3,945,429	-1,505,381	-471,380	-297,426	288,592	139,434	43,518	-181,613	-115,938	-100,236	-34,048	-2,598,473	-697,677	
		£/m2	19	144	94	145	169	146	173	-353	-323	-312	-228	-246	411	329	335	-189	-191	-316	-296	-578	-601	

Base - APP8c Cover



Sunderland Typologoes - Summer 2017 v2 - Central Sunderland



Number	12	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Large Brown 500		500	14.29	35.00	92	46,052	3,224	41,305,490	896.94

Locality 'een/Brown .Iternative Use

C Sunderland Brown	Industrial
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Area	Gross	19,048
	Net	14,286

	Beds	No	m2	Total		BCIS	COST
Market							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	62	72.00	4,464.00		887	3,959,568
	3	64	86.50	5,536.00		887	4,910,432
Semi	2	64	83.00	5,312.00		887	4,711,744
	3	128	97.00	12,416.00		887	11,012,992
Det	3	0	102.00	0.00		887	0
	4	64	115.00	7,360.00		887	6,528,320
	5	43	130.00	5,590.00		887	4,958,330
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	23	59.50	1,368.50	10%	999	1,503,845
	2	11	72.00	792.00	10%	999	870,329
Terrace	2	23	72.00	1,656.00		887	1,468,872
	3	18	86.50	1,557.00		887	1,381,059
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 13 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Brown 150 150 3.75 40.00 92 13,849 3,693 12,417,646 896.68

Locality een/Brown .ternative Use

C Sunderland Brown Industrial

Area	Gross	5.000
	Net	3.750

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	19	72.00	1,368.00		887	1,213,416
	3	19.0	86.50	1,643.50		887	1,457,785
Semi	2	19	83.00	1,577.00		887	1,398,799
	3	38	97.00	3,686.00		887	3,269,482
Det	3	0	102.00	0.00		887	0
	4	19	115.00	2,185.00		887	1,938,095
	5	14	130.00	1,820.00		887	1,614,340
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	7	59.50	416.50	10%	999	457,692
	2	3	72.00	216.00	10%	999	237,362
Terrace	2	7.0	72.00	504.00		887	447,048
	3	5	86.50	432.50		887	383,628
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 14 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Brown 60 60 1.71 35.00 91 5,467 3,189 4,901,866 896.71

Locality een/Brown .ternative Use

C Sunderland Brown Industrial

Area	Gross	1.915
	Net	1.714

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	8	72.00	576.00		887	510,912
	3	8	86.50	692.00		887	613,804
Semi	2	8.0	83.00	664.00		887	588,968
	3	15.0	97.00	1,455.00		887	1,290,585
Det	3	0	102.00	0.00		887	0
	4	8	115.00	920.00		887	816,040
	5	4	130.00	520.00		887	461,240
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	3	72.00	216.00		887	191,592
	3	2	86.50	173.00		887	153,451
Semi	2	0.0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 15 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Medium Brown 25 25 0.63 40.00 93 2,332 3,730 2,095,905 898.95

Locality een/Brown .Iternative Use

C Sunderland Brown Industrial

Area	Gross	0.711
	Net	0.625

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	3	83.00	249.00		887	220,863
	3	6	97.00	582.00		887	516,234
Det	3	0	102.00	0.00		887	0
	4	3	115.00	345.00		887	306,015
	5	3	130.00	390.00		887	345,930
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	1	72.00	72.00		887	63,864
	3	1	86.50	86.50		887	76,726
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 16 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Medium Brown 15 15 0.43 35.00 91 1,363 3,179 1,221,146 896.25

Locality een/Brown .Iternative Use

C Sunderland Brown Industrial

Area	Gross	0.478
	Net	0.429

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	20	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Small Brown 11		11	0.28	40.00	82	904	3,287	827,064	914.89

Locality 'een/Brown .Iterative Use	
C Sunderland Brown	Industrial
Area	Gross
	Net
	0.275
	0.275

	Beds	No	m2	Total		BCIS	COST
Market							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	2	86.50	173.00		887	153,451
Semi	2	3	83.00	249.00		887	220,863
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	21	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Small Brown 7		7	0.14	50.00	87	608	4,343	539,296	887.00

Locality 'een/Brown .lternative Use	
C Sunderland Brown	Industrial

Area	Gross	0.140
	Net	0.140

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	0	83.00	0.00		887
	3	3	97.00	291.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number	22	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Small Brown 4		4	0.10	40.00	79	317	3,170	281,179	887.00

Locality 'een/Brown .lternative Use	
C Sunderland Brown	Industrial

Area	Gross	0.100
	Net	0.100

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number 23 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Brown Plot 1 0.03 30.00 115 115 3,450 102,005 887.00

Locality een/Brown .ternative Use

C Sunderland Brown Industrial

Area	Gross	0.033
	Net	0.033

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 24 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Urban Flats 75 75 0.50 150.00 69 5,167 10,333 5,836,595 1,129.70

Locality een/Brown .ternative Use

C Sunderland Brown Industrial

Area	Gross	0.680
	Net	0.500

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	16	58.00	928.00	10%	1,027	1,048,362
Flat 2 High*	2	32	70.00	2,240.00	10%	1,027	2,530,528
Flat 3 High*	3	16	84.00	1,344.00	10%	1,027	1,518,317
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	11	59.50	654.50	10%	1,027	739,389
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	25	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Urban Flats 20		20	0.27	75.00	67	1,340	5,025	1,472,526	1,098.90

Locality ean/Brown .Iternative Use	
C Sunderland Brown	Industrial

Area	Gross	0.306
	Net	0.267

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	5	59.50	297.50	10%	999	326,923
	2	12	72.00	864.00	10%	999	949,450
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Base - APP8c
For Apps



			Site 12	Site 13	Site 14	Site 15	Site 16	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
			Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75	Urban Flats 20
			Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial
			C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland	C Sunderland
Site Area	Gross	ha	19.05	5.00	1.91	0.71	0.48	0.28	0.14	0.10	0.03	0.68	0.31
	Net	ha	14.29	3.75	1.71	0.63	0.43	0.28	0.14	0.10	0.03	0.50	0.27
Units			500	150	60	25	15	11	7	4	1	75	20
Average Unit Size		m2	92.10	92.32	91.11	93.26	90.83	82.18	86.86	79.25	115.00	68.89	67.00
Mix	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%					3.75%	3.75%
	Affordable Rent		11.25%	11.25%	11.25%	11.25%	11.25%					11.25%	11.25%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%					0.00%	0.00%
Price	Market	£/m2	1,900	1,900	1,900	1,900	1,900	1,850	1,850	1,850	1,850	1,650	1,650
	Intermediate to Buy	£/m2	1,235	1,235	1,235	1,235	1,235	1,203	1,203	1,203	1,203	1,073	1,073
	Affordable Rent	£/m2	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
	Social Rent	£/m2	910	910	910	910	910	910	910	910	910	910	910
Grant and Subsidies	Intermediate to Buy	£/unit											
	Affordable Rent	£/unit											
	Social Rent	£/unit											
Sales per Quarter													
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift		£/ha											
Easements etc		£	0	0	0	0	0	0	0	0	0	0	0
Legals / Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	385	385	385	385	385	385	385	385	385	385	385
	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115
Architects		%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	897	897	897	899	896	915	887	887	887	1,130	1,099
CFSH		%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%
Energy Design		£/m2											
Acc & Adpt		£/m2											
Over-extra 3		£/m2	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0
Small Sites		%						6%	13%	13%			
Site Costs		%	15.0%	15.0%	15.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	5.0%	5.0%
Pre CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
		£/m2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LIT		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Abnormals		%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
		£/site											
FINANCE	Fees	£	63,000	47,000	32,000	20,000	12,000	8,000	6,000	4,000	2,000	52,000	16,000
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£											
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£	0	0	0	0	0	0	0	0	0	0	0
Developers Profit	% of costs (before interest)		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%



SITE NAME Site 14 Large Brown 60						
INCOME	Av Size	%	Number	Price	GDV	QA
	m2			£/m2	£	m2
Market Housing	94.6	80%	51	1,900	9,717,300	4,827
Shared Ownership	71.1	4%	2	1,235	197,446	160
Affordable Rent	71.1	11%	7	1,000	479,625	490
Social Rent	71.1	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	0
Affordable Rent				0	0	0
Social Rent				0	0	0
SITE AREA - Net	1.71	ha	35	ha	9,848,371	5,467
SITE AREA - Gross	1.91	ha	31	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value	Whole Site	Per ha NET	Per ha GROSS
	149,659	85,551	76,593

Alternative Use Value	20%	153,199	80,000
Plus/Min	0	0	0
Viability Threshold		919,193	480,000

Additional Profit	-1,195,968	-239
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DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	-2,444	-146,627
Stamp Duty	0	0
Essassments etc.	0	0
Legals Acquisition	1,500	-2,200

PLANNING		
Planning Fee	5,000	5,000
Architects	400,654	400,654
QS / PM	33,388	33,388
Planning Consultants	166,776	166,776
Other Professional	672,757	672,757

CONSTRUCTION		
Build Cost - BCIS Based	1,053	5,754,406
s106 / CIL	60,000	60,000
Contingency	5,000	287,720
Abnormals	6,775,567	6,775,567

FINANCE		
Fees	32,000	32,000
Interest	6,000	6,000
Legal and Valuation	0	32,000

SALES		
Agents	3.0%	295,451
Legals	0.5%	49,242
Misc.	0	344,693
Developers Profit	20.0%	1,969,674

Planning fee calc			
Planning acc fe	degs	rate	
No degs	60		
No degs under 1	10	385	3,850
	10	115	1,150
			5,000

Build Cost		inc
BCIS	897	15.0%
CSH	13	
Energy	0	
Design	0	
Acc & Adm	0	
Over-extra 3	0	0%
Small Sites	131	19%
Site Costs	1,053	

Stamp duty calc - Residual		
Land payment		
	146,627	-146,627
Total	0	0

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

Pre CIL s106		1,000	£/Unit (all)
Total			60,000
Post CIL s106	1,000	£/Unit (all)	
CIL	0	£/m2	
Total	0		60,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	368,678	0	519,366	370,976	704,854	853,245	1,030,360	1,030,360	1,053,339	904,949	571,070	237,192	51,704	28,724	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	-146,627																						
Cash Flow	-222,020	-3,330	-522,747	-382,107	-721,809	-881,026	-250,659	-254,419	375,343	528,364	871,183	1,218,129	1,421,889	791,973	0	0	0	0	0	0	0	0	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	1,303,859	0	326,195	175,648	538,953	694,094	63,990	64,544	375,472	528,161	866,962	1,214,846	1,421,889	791,973	0	0	0	0	0	0	0	0	0	
For CIL calculation	Interest	19,558	19,851	25,026	28,027	36,111	46,522	47,476	48,444	42,812	34,890	21,855	3,663	0	0	0	0	0	0	0	0	0	0	
Cash Flow	-1,303,859	-19,558	-344,966	-200,074	-538,953	-694,094	-63,990	-64,544	375,472	528,161	866,962	1,214,846	1,421,889	791,973	0	0	0	0	0	0	0	0		



SITE NAME: Site 21 Small Browns 7						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GM2
Market Housing	86.9	100%	7	1,850	1,124,800	608
Shared Ownership	86.9	0%	0	1,203	0	0
Affordable Rent	86.9	0%	0	1,000	0	0
Social Rent	86.9	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	0
	Affordable Rent				0	0
	Social Rent				0	0
SITE AREA - Net	0.14 ha		50	/ha	1,124,800	608
SITE AREA - Gross	0.14 ha		50	/ha		

Sales per Quarter	0
Units Built Time	3 Quarters

Residual Land Value	Whole Site	Per ha NET	Per ha GROSS
	-1,889	-13,493	-13,493

Alternative Use Value	52,000	400,000
Uplift	11,200	80,000
Plus / Min	0	0
Viability Threshold	67,200	480,000

Additional Profit: -72,882 (Min) -116 (Max)

DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	-270	-1,889
Stamp Duty	0	0
Essassments etc.	0	0
Legals Acquisition	1,500%	-28

PLANNING		
Planning Fee	2,695	
Architects	44,479	
QS / PM	3,707	
Planning Consultants	7,413	
Other Professional	18,533	76,827

CONSTRUCTION		
Built Cost - BCIS Based	1,050	638,537
s106 / CIL	7,000	
Contingency	31,567	
Abnormals	63,654	741,317

FINANCE		
Fees	6,000	
Interest	6,000	
Legal and Valuation	0	6,000

SALES		
Agents	3.0%	33,744
Legals	0.5%	5,624
Misc.	0	39,368
Total		81,936

Developers Profit	% of costs (Before interest)	0.00%	0
	% of GDV	20.00%	224,960

Planning fee calc			
Planning acc fe	degs	rate	
No degs	7	385	2,695
No degs under 7	0	115	0
No degs over 7	0		0
Total			2,695

Build Cost		inc	
BCIS	887		1.50%
CSH	13		
Energy	0		
Design	0		
Acc & Adm	8		
Over-extra 3	0		6%
Small Sites	53		
Site Costs	81		10%
Total	1,050		

Stamp duty calc - Residual		
Land payment	1,889	
Total	0	

Stamp duty calc - Add Profit		
Land payment	67,200	
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	6%	0%
Total	0	

Pre CIL s106	1,000	£/Unit (all)	
Total	7,000		

LIT	% GDV	0.00%	0
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Post CIL s106	1,000	£/Unit (all)	
CIL	0	£/m2	
Total	7,000		

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Shared		1	2		2	2																		
Market Housing	0	0	0	0	0	0	160,686	321,371	321,371	321,371	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	160,686	321,371	321,371	321,371	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essassments etc.	0																							
Legals Acquisition	-28																							
Planning Fee	2,695																							
Architects	22,240		22,240																					
QS	1,853		1,853																					
Planning Consultants	3,707		3,707																					
Other Professional	9,266		9,266																					
Built Cost - BCIS Base	0	30,407	91,220		152,033	182,439	121,626	60,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	333	1,000		1,667	2,000	1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	1,520	4,961		7,602	9,122	6,081	3,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	3,041	9,122	15,203	18,244	12,163	6,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	4,821	9,641	9,641	9,641	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	803	1,607	1,607	1,607	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	45,733	0	72,367	166,982	176,504	211,885	146,827	81,850	11,248	11,248	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	-1,889																							
Interest	658	668	1,763		3,376	6,076	9,344	9,277	5,823	1,259	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								224,960
Cash Flow	-43,843	668	-73,034	-107,866	-179,882	-217,881	4,514	230,245	304,300	308,865	0	0	0	0	0	0	0	0	0	0	0	0	0	-224,960
Opening Balance	0																							0
Closing Balance	-43,843	-44,501	-117,536	-225,201	-405,063	-623,864	-618,450	-388,205	-83,905	224,960	224,960	224,960	224,960	224,960	224,960	224,960	224,960	224,960	224,960	224,960	224,960	224,960	224,960	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	160,686	321,371	321,371	321,371	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	67,200																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essassments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,008	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,695	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	22,240	0	22,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,853	0	1,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,707	0	3,707	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	9,266	0	9,266	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	0	30,407	91,220	152,033	182,439	121,626	60,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								



SITE NAME Site 24 Urban Flats 75							
INCOME	Av Size	%	Number	Price	GDV	Q1	
	m2			£/m2	£	m2	
Market Housing	70.5	80%	64	1,650	7,415,179	4,854	
Shared Ownership	59.5	4%	3	1,073	173,476	167	
Affordable Rent	59.5	11%	8	1,000	502,031	502	
Social Rent	59.5	0%	0		910	0	
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net						0.50 ha	100
SITE AREA - Gross						0.68 ha	110
						£/ha	8,097,226
						£/m2	5,164

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value	Whole Site	Per ha NET	Per ha GROSS
	-2,649,745	-4,099,491	-3,012,338

Alternative Use Value	0	400,000
Uplift	20%	54,436
Plus/Min	0	80,000
Viability Threshold	326,616	480,000

Additional Profit	-2,433,966	-344
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DEVELOPMENT COSTS		
LAND	Av/ha or m2	Total
Land	27,230	-2,049,745
Stamp Duty		0
Essenments etc.		0
Legals Acquisition	1.50%	-30,746

PLANNING		
Planning Fee		12,500
Architects	6.00%	436,024
QS / PM	0.50%	36,335
Planning Consultants	1.00%	72,671
Other Professional	2.50%	181,877
739,207		

CONSTRUCTION		
Built Cost - BCIS Based	1,211	6,253,975
s106 / CIL		75,000
Contingency	5.00%	312,669
Abnormals		626,398
7,267,071		

FINANCE		
Fees		52,000
Interest	6.00%	0
Legal and Valuation		52,000

SALES		
Agents	3.0%	242,917
Legals	0.5%	40,486
Misc.		0
283,403		
6,261,190		

Developers Profit	% of costs (Before interest)	0.00%	0
	% of GDV	20.00%	1,619,445

Planning fee calc			
Planning acc to	degs	rate	
No degs	75		0
No degs under 1	25	365	9,625
No degs over 1	25	115	2,875
Total			12,500

Stamp duty calc - Residual	
Land payment	-2,049,745
Total	

Stamp duty calc - Add Profit	
Land payment	326,616
125,000	0%
350,000	1%
500,000	3%
1,000,000	4%
above	6%
Total	

Pre CIL s106	
1,000 £/Unit (all)	75,000
Total	75,000

Post CIL s106	
1,000 £/Unit (all)	0
CIL	0
Total	75,000

Build Cost	
BCIS	1,130
CSIH	17
Energy	0
Design	0
Acc & Adm	8
Over-extras 3	0
Small Sites	0
Site Costs	56
1,211	

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
UNITS Started		26	26		26				2,471,906	2,471,906	2,471,906	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing		0	0	0	0	0	0	0	59,825	59,825	59,825	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership		0	0	0	0	0	0	0	197,344	197,344	197,344	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	0	0	2,699,075	2,699,075	2,699,075	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																									
Stamp Duty	0																								
Essenments etc.	0																								
Legals Acquisition	-30,746																								
Planning Fee	12,500																								
Architects	218,012		218,012																						
QS	18,168		18,168																						
Planning Consultants	36,335		36,335																						
Other Professional	90,838		90,838																						
Built Cost - BCIS Base	0	694,886	1,389,772		2,084,658	1,389,772	694,886	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	8,333	16,667		25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	34,744	69,489		104,233	69,489	34,744	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	69,489	138,977		208,466	138,977	69,489	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	52,000																								
Legal and Valuation	0																								
Agents	0	0	0	0	0	0	0	0	80,972	80,972	80,972	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	0	0	13,495	13,495	13,495	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	397,107	0	1,170,806	1,614,905	2,422,357	1,614,905	901,920	94,468	94,468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation	Land	-2,049,745			16,996	53,586	78,614	52,836	14,559	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Profit on GDV																								
	Cash Flow	1,652,638	0	-1,170,806	-1,614,905	-2,439,353	-1,668,491	1,718,542	2,551,772	2,550,049	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,619,445
	Opening Balance	1,652,638																							
	Closing Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	2,699,075	2,699,075	2,699,075	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	326,616																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essenments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,899	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	12,500																							
Architects	218,012		218,012																					
QS	18,168		18,168																					
Planning Consultants	36,335		36,335																					
Other Professional	90,838		90,838																					
Built Cost - BCIS Base	0	0	694,886	1,389,772	2,084,658	1,389,772	694,886	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	34,744	69,489	104,233	69,489	34,744	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	69,489	138,977	208,466	138,977	69,489	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	69																					



SITE NAME Site 24 Urban Plans 20						
INCOME	Av Size	%	Number	Price	GDV	GA
	m2			£/m2	£	m2
Market Housing	68.3	80%	17	1,650	1,916,475	1,162
Shared Ownership	59.5	4%	1	1,073	47,860	45
Affordable Rent	59.5	11%	2	1,000	133,875	134
Social Rent	59.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	0
	Affordable Rent				0	0
	Social Rent				0	0
SITE AREA - Net	0.27	ha				
SITE AREA - Gross	0.31	ha				
					2,098,210	1,340

Sales per Quarter	0
Units Built Time	3 Quarters

Residual Land Value	Whole Site	Per ha NET	Per ha GROSS
	491,278	-1,642,292	-1,656,089

Alternative Use Value	122,507	400,000
Uplift	20%	24,501
Plus 10%	0	80,000
Viability Threshold	147,008	480,000

Additional Profit	455,370	-364
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DEVELOPMENT COSTS		
LAND	Av/ha or m2	Total
Land	24,814	491,271
Stamp Duty		0
Essentials etc.		0
Legals Acquisition	1.50%	-7,369

PLANNING		
Planning Fee		7,700
Architects	6.00%	110,148
QS / PM	0.50%	9,179
Planning Consultants	1.00%	18,358
Other Professional	2.50%	45,895
		191,280

CONSTRUCTION		
Build Cost - BCIS Based	1,178	1,578,960
s106 / CIL		20,000
Contingency	5.00%	79,348
Abnormals		157,696
		1,835,804

FINANCE		
Fees		16,000
Interest	6.00%	0
Legal and Valuation		16,000

SALES		
Agents	3.0%	62,346
Legals	0.5%	10,491
Misc.		0
		73,437
Developers Profit		1,617,875

% of costs (Before interest)	0.00%	0
% of GDV	20.00%	419,642

Planning fee calc			
Planning acc fe	degs	rate	
No depts	20		7,700
No depts under 1	20	385	7,700
No depts over 1	0	115	0
			Total 7,700

Build Cost		inc
BCIS		1,599
CSH		16
Energy		0
Design		0
Acc & Adm		8
Over-extras 3		0
Small Sites		0%
Site Costs		51
		1,178

Stamp duty calc - Residual	
Land payment	491,271

Total	0
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Stamp duty calc - Add Profit	
Land payment	147,008
125,000	0%
500,000	1%
500,000	3%
1,000,000	4%
above	6%
	Total 0

Pre CIL s106	1,000	£/Unit (all)	Total	20,000
CIL	0	£/Unit (all)	Total	20,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Shared			10	10																				
Market Housing			0	0	0	0	958,238	958,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	23,930	23,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	66,038	66,038	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,048,105	1,048,105	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essentials etc.	0																							
Legals Acquisition	-7,369																							
Planning Fee	7,700																							
Architects	55,074		55,074																					
QS	4,590		4,590																					
Planning Consultants	9,179		9,179																					
Other Professional	22,948		22,948																					
Build Cost - BCIS Base	0	263,160	526,320		526,320	263,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	3,333	6,667		6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	13,158	26,316		26,316	13,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	26,316	52,632	52,632	26,316	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	16,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	31,473	31,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,246	5,246	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	108,121	0	397,758	611,935	611,935	305,967	36,719	36,719	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land																								
Interest																								
Profit on Costs				219	9,401	18,721	23,592	8,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on GDV																								419,642
Cash Flow	383,157	0	-397,758	-612,154	-621,336	-324,689	988,796	1,003,027	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-419,642
Opening Balance	0																							
Closing Balance	383,157	383,157	-14,601	-626,755	-1,248,091	-1,672,779	583,985	419,642	419,642	419,642	419,642	419,642	419,642	419,642	419,642	419,642	419,642	419,642	419,642	419,642	419,642	419,642	419,642	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	1,048,105	1,048,105	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	147,008																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,205	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	7,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	55,074	0	55,074	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,590	0	4,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,179	0	9,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	22,948	0	22,948	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	263,160	526,320	526,320	263,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	10,000	10,000	10,000	10																		

			Site 12	Site 13	Site 14	Site 15	Site 16	Site 20	Site 21	Site 22	Site 23	Site 24
			Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot	Urban Flats 75
Green/brown field			Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown
Use			Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
Site Area	Gross	ha	19.05	5.00	1.91	0.71	0.48	0.28	0.14	0.10	0.03	0.68
	Net	ha	14.29	3.75	1.71	0.63	0.43	0.28	0.14	0.10	0.03	0.50
Units			500	150	60	25	15	11	7	4	1	75
Mix	Market		85.00%	85.00%	85.00%	85.00%	85.00%	100.00%	100.00%	100.00%	100.00%	85.00%
	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%	0.00%	0.00%	0.00%	0.00%	3.75%
	Affordable Rent		11.25%	11.25%	11.25%	11.25%	11.25%	0.00%	0.00%	0.00%	0.00%	11.25%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
		£ site	7,619,048	2,000,000	765,994	284,200	191,229	110,000	56,000	40,000	13,333	272,180
Uplift		£/ha	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
		£ site	1,523,810	400,000	153,199	56,840	38,246	22,000	11,200	8,000	2,667	54,436
Viability Threshold		£/ha	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000
		£ site	9,142,857	2,400,000	919,193	341,040	229,474	132,000	67,200	48,000	16,000	326,616
Residual Va Gross		£/ha	17,162	-45,855	-76,585	53,245	64,979	91,079	-13,493	-261,984	-288,989	-3,012,338
Net		£/ha	22,883	-61,140	-85,551	60,529	72,484	91,079	-13,493	-261,984	-288,989	-4,099,491
		£ site	326,901	-229,275	-146,659	37,830	31,065	25,047	-1,889	-26,198	-9,633	-2,049,745
Additional Profit		£ site	-11,655,804	-3,043,062	-1,155,568	-321,431	-210,353	-114,191	-72,682	-77,512	-26,789	-2,433,986
		£/m2	-287	-249	-239	-156	-174	-119	-120	-245	-233	-542

Base - APP8d Cover



Sunderland Typologoes - Summer 2017 v2 - Washington



Number 5 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 350 350 10.00 35.00 92 32,222 3,222 28,904,254 897.05

Locality 'een/Brown .ternative Use

Washington Green Agricultural

Area	Gross	13.333
	Net	10.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	44	72.00	3,168.00		887	2,810,016
	3	45	86.50	3,892.50		887	3,452,648
Semi	2	45	83.00	3,735.00		887	3,312,945
	3	89	97.00	8,633.00		887	7,657,471
Det	3	0	102.00	0.00		887	0
	4	45	115.00	5,175.00		887	4,590,225
	5	30	130.00	3,900.00		887	3,459,300
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	16	59.50	952.00	10%	999	1,046,153
	2	8	72.00	576.00	10%	999	632,966
Terrace	2	16	72.00	1,152.00		887	1,021,824
	3	12	86.50	1,038.00		887	920,706
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 6 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 175 175 5.00 35.00 93 16,205 3,241 14,535,727 896.99

Locality 'een/Brown .ternative Use

Washington Green Agricultural

Area	Gross	6.667
	Net	5.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	21	72.00	1,512.00		887	1,341,144
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	22	83.00	1,826.00		887	1,619,662
	3	45	97.00	4,365.00		887	3,871,755
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 7 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 175 LD 175 5.83 30.00 91 16,012 2,745 14,472,644 903.86

Locality 'een/Brown .ternative Use

Washington Green Agricultural

Area	Gross	7.778
	Net	5.833

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	22	72.00	1,584.00		887	1,405,008
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	15	83.00	1,245.00		887	1,104,315
	3	37	97.00	3,589.00		887	3,183,443
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	7	70.00	490.00		986	483,140
BUNGALOW	3	7	86.00	602.00		986	593,572
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 8 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Green 75 75 2.14 35.00 92 6,914 3,227 6,201,056 896.88

Locality 'een/Brown .ternative Use

Washington Green Agricultural

Area	Gross	2.857
	Net	2.143

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	9	72.00	648.00		887	574,776
	3	10	86.50	865.00		887	767,255
Semi	2	10	83.00	830.00		887	736,210
	3	19	97.00	1,843.00		887	1,634,741
Det	3	0	102.00	0.00		887	0
	4	10	115.00	1,150.00		887	1,020,050
	5	6	130.00	780.00		887	691,860
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	2	72.00	144.00	10%	999	158,242
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 9 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 35 35 1.00 35.00 94 3,284 3,284 2,953,381 899.32

Locality 'een/Brown .ternative Use

Washington Green Agricultural

Area	Gross	1.176
	Net	1.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	4	83.00	332.00		887	294,484
	3	9	97.00	873.00		887	774,351
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	5	130.00	650.00		887	576,550
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 10 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 35 LD 35 1.17 30.00 94 3,293 2,823 2,976,808 903.98

Locality 'een/Brown .ternative Use

Washington Green Agricultural

Area	Gross	1.296
	Net	1.167

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	3	83.00	249.00		887	220,863
	3	7	97.00	679.00		887	602,273
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	6	130.00	780.00		887	691,860
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	1	70.00	70.00		986	69,020
BUNGALOW	3	1	86.00	86.00		986	84,796
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 11 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Green 15 15 0.43 35.00 91 1,363 3,179 1,221,146 896.25

Locality een/Brown .Iternative Use

Washington Green Agricultural

Area	Gross	0.478
	Net	0.429

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 12 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Brown 500 500 14.29 35.00 92 46,052 3,224 41,305,490 896.94

Locality een/Brown .Iternative Use

Washington Brown Industrial

Area	Gross	19.048
	Net	14.286

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	62	72.00	4,464.00		887	3,959,568
	3	64	86.50	5,536.00		887	4,910,432
Semi	2	64	83.00	5,312.00		887	4,711,744
	3	128	97.00	12,416.00		887	11,012,992
Det	3	0	102.00	0.00		887	0
	4	64	115.00	7,360.00		887	6,528,320
	5	43	130.00	5,590.00		887	4,958,330
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	23	59.50	1,368.50	10%	999	1,503,845
	2	11	72.00	792.00	10%	999	870,329
Terrace	2	23	72.00	1,656.00		887	1,468,872
	3	18	86.50	1,557.00		887	1,381,059
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 13 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Brown 150 150 3.75 40.00 92 13,849 3,693 12,417,646 896.68

Locality 'een/Brown .ternative Use

Washington Brown Industrial

Area	Gross	5.000
	Net	3.750

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	19	72.00	1,368.00		887
	3	19.0	86.50	1,643.50		887
Semi	2	19	83.00	1,577.00		887
	3	38	97.00	3,686.00		887
Det	3	0	102.00	0.00		887
	4	19	115.00	2,185.00		887
	5	14	130.00	1,820.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	7	59.50	416.50	10%	999
	2	3	72.00	216.00	10%	999
Terrace	2	7.0	72.00	504.00		887
	3	5	86.50	432.50		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number 14 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Large Brown 60 60 1.71 35.00 91 5,467 3,189 4,901,866 896.71

Locality 'een/Brown .ternative Use

Washington Brown Industrial

Area	Gross	1.915
	Net	1.714

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	8	72.00	576.00		887
	3	8	86.50	692.00		887
Semi	2	8.0	83.00	664.00		887
	3	15.0	97.00	1,455.00		887
Det	3	0	102.00	0.00		887
	4	8	115.00	920.00		887
	5	4	130.00	520.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	3	59.50	178.50	10%	999
	2	1	72.00	72.00	10%	999
Terrace	2	3	72.00	216.00		887
	3	2	86.50	173.00		887
Semi	2	0.0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number 15 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Brown 25 25 0.63 40.00 93 2,332 3,730 2,095,905 898.95

Locality een/Brown .ternative Use

Washington Brown Industrial

Area	Gross	0.711
	Net	0.625

	Beds	No	m2	Total	BCIS	COST
Market						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	3	72.00	216.00		887
	3	3	86.50	259.50		887
Semi	2	3	83.00	249.00		887
	3	6	97.00	582.00		887
Det	3	0	102.00	0.00		887
	4	3	115.00	345.00		887
	5	3	130.00	390.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	1	59.50	59.50	10%	999
	2	1	72.00	72.00	10%	999
Terrace	2	1	72.00	72.00		887
	3	1	86.50	86.50		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number 16 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Medium Brown 15 15 0.43 35.00 91 1,363 3,179 1,221,146 896.25

Locality een/Brown .ternative Use

Washington Brown Industrial

Area	Gross	0.478
	Net	0.429

	Beds	No	m2	Total	BCIS	COST
Market						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	2	83.00	166.00		887
	3	4	97.00	388.00		887
Det	3	0	102.00	0.00		887
	4	2	115.00	230.00		887
	5	1	130.00	130.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	1	59.50	59.50	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	1	72.00	72.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number	17	Units	NET Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate	Locality een/ Brown .Iternative Use
				Units/ha	m2	m2	m2/ha		£/m2	
Small Green 7		7	0.23	30.00	100	702	3,009	622,674	887.00	Washington Green Paddock

Washington Green Paddock

Area	Gross	Net
		0.233
		0.233

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	2	83.00	166.00		887	147,242
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	18	Units	Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate	Locality een/Brown .Iternative Use
			ha	Units/ha	m2	m2	m2/ha		£/m2	
Small Green 4		4	0.16	25.00	106	424	2,650	376,088	887.00	Washington Green Paddock

Washington Green Paddock

Area	Gross	Net
		0.160
		0.160

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	2	97.00	194.00		887	172,078
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 19 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Green Plot 1 0.05 20.00 130 130 2,600 115,310 887.00

Locality 'een/Brown .ternative Use

Washington Green Paddock

Area	Gross	0.050
	Net	0.050

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 20 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Brown 11 11 0.28 40.00 82 904 3,287 827,064 914.89

Locality 'een/Brown .ternative Use

Washington Brown Industrial

Area	Gross	0.275
	Net	0.275

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	2	86.50	173.00		887	153,451
Semi	2	3	83.00	249.00		887	220,863
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	21	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality 'een/Brown .ternative Use
Small Brown 7		7	0.14	50.00	87	608	4,343	539,296	887.00	Washington Brown Industrial

Washington Brown Industrial

Area	Gross	0.140
	Net	0.140

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	0	83.00	0.00		887
	3	3	97.00	291.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number	22	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality 'een/Brown .ternative Use
Small Brown 4		4	0.10	40.00	79	317	3,170	281,179	887.00	Washington Brown Industrial

Washington Brown Industrial

Area	Gross	0.100
	Net	0.100

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number	23	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Brown Plot		1	0.03	30.00	115	115	3,450	102,005	887.00

Locality 'een/Brown .Iternative Use	
Washington Brown	Industrial

Area	Gross	Net
		0.033
		0.033

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	1	115.00	115.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Base - APP8d
For Apps



			Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23
			Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot
			Green Agricultural Washington	Green Agricultural Washington	Green Agricultural Washington	Green Agricultural Washington	Green Agricultural Washington	Green Agricultural Washington	Green Agricultural Washington	Brown Industrial Washington	Brown Industrial Washington	Brown Industrial Washington	Brown Industrial Washington	Brown Industrial Washington	Green Paddock Washington	Green Paddock Washington	Green Paddock Washington	Brown Industrial Washington	Brown Industrial Washington	Brown Industrial Washington	Brown Industrial Washington
Site Area	Gross	ha	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03
	Net	ha	10.00	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03
Units			350	175	175	75	35	35	15	500	150	60	25	15	7	4	1	11	7	4	1
Average Unit Size		m2	92.06	92.60	91.50	92.19	93.83	94.09	90.83	92.10	92.32	91.11	93.26	90.83	100.29	106.00	130.00	82.18	86.86	79.25	115.00
Mix	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%
	Affordable Rent		11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	2,150	2,150	2,150	2,150	2,150	2,150	2,150	1,800	1,800	1,800	1,800	1,800	2,450	2,450	2,450	1,750	1,750	1,750	1,750
	Intermediate to Buy	£/m2	1,398	1,398	1,398	1,398	1,398	1,398	1,398	1,170	1,170	1,170	1,170	1,170	1,593	1,593	1,593	1,138	1,138	1,138	1,138
	Affordable Rent	£/m2	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
	Social Rent	£/m2	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910
Grant and Subsidies	Intermediate to Buy	£/unit																			
	Affordable Rent	£/unit																			
	Social Rent	£/unit																			
Sales per Quarter																					
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000						350,000	350,000	350,000				
Easements etc		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385
	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115
Architects		%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	897	897	904	897	899	904	896	897	897	897	899	896	887	887	887	915	887	887	887
CFSH		%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%
Energy Design		£/m2																			
Acc & Adpt		£/m2																			
Over-extra 3		£/m2	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0
Small Sites		%													6%	13%	13%		6%	13%	13%
Site Costs		%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Pre CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
		£/m2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LIT		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%
Abnormals		%								10.00%	10.00%	10.00%	10.00%	10.00%				10.00%	10.00%	10.00%	10.00%
		£/site																			
FINANCE	Fees	£	121,000	91,000	89,000	52,000	33,000	33,000	19,000	36,000	39,000	30,000	19,000	11,000	12,000	8,000	2,000	7,000	6,000	4,000	2,000
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£																			
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Profit	% of costs (before interest)		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%



SITE NAME: Site 6 Large Green 175						
INCOME	Av Size	%	Number	Price	GDV	QA
	m2			£/m2	£	m2
Market Housing	96.3	85%	149	2,150	30,792,148	14,322
Shared Ownership	71.5	4%	7	1,308	655,733	469
Affordable Rent	71.5	11%	20	1,000	1,407,656	1,408
Social Rent	71.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	6.00	ha	35	ha	32,855,538	16,199
SITE AREA - Gross	6.67	ha	25	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	3,726,910	751,382
Alternative Use Value	133,333	29,000
Uplift	26,667	4,000
Plus/Min	950,000	2,333,333
Viability Threshold	2,493,933	374,000

Additional Profit	1,536,866	100
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LAND	Avail or m2	Total
Land	21,468	1,726,910
Stamp Duty		177,346
Essentials etc.		0
Legals Acquisition	1,50%	56,354
		233,699

PLANNING		
Planning Fee		62,500
Architects	6.00%	1,059,620
QS / PM	0.50%	88,293
Planning Consultants	1.00%	176,387
Other Professional	2.50%	441,467
		1,828,367

CONSTRUCTION		
Build Cost - BCIS Based	1.053	17,057,238
s106 / CIL		175,000
Contingency	2.50%	426,431
Abnormals		0
		17,658,669

FINANCE		
Fees		91,000
Interest	6.00%	0
Legal and Valuation		91,000

SALES		
Agents	3.0%	985,666
Legals	0.5%	164,278
Misc.		0
		1,149,944
		24,718,589

Developers Profit		
% of costs (Before interest)	0.00%	0
% of GDV	20.00%	4,571,108

Planning fee calc	degs	rate
Planning acc fe	175	
No degs	125	385
No degs under 1	125	115
		14,375
		45,263

Stamp duty calc - Residual		
Land payment		3,726,910
		177,346

Stamp duty calc - Add Profit		
Land payment		2,493,933
125,000	0%	1%
500,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
		124,667

Pre CIL s106	1,000	£/Unit (a)
		175,000
		175,000

Post CIL s106	1,000	£/Unit (a)
		175,000
		175,000

Build Cost	inc
BCIS	897
CSH	13
Energy	0
Design	0
Acc & Adp	8
Over-extra 3	0
Small Sites	0
Site Costs	133
	1,093

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	177,346																							
Essentials etc.	0																							
Legals Acquisition	56,354																							
Planning Fee	62,500																							
Architects	529,760																							
QS	44,147																							
Planning Consultants	88,293																							
Other Professional	220,733																							
Build Cost - BCIS Base	0	292,410	584,820		877,229	877,229	877,229	877,229	877,229	877,229	877,229	877,229	1,072,169	1,267,109	1,299,599	1,104,659	909,719	877,229	877,229	877,229	584,820	292,410	0	0
s106/CIL	0	3,000	6,000		9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	11,000	13,000	13,333	11,333	9,333	9,000	9,000	9,000	6,000	3,000	0	0
Contingency	0	7,310	14,620		21,931	21,931	21,931	21,931	21,931	21,931	21,931	21,931	26,804	31,678	32,490	27,616	22,743	21,931	21,931	21,931	14,620	7,310	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	91,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	84,486	84,486	56,324	50,691	50,691	50,691	50,691	50,691
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	14,081	14,081	9,387	8,449	8,449	8,449	8,449	8,449
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	1,276,133	0	1,185,483	695,440	908,140	908,140	907,300	907,300	907,300	907,300	907,300	907,300	1,169,113	1,370,927	1,494,562	1,202,749	1,040,362	1,006,727	973,871	907,300	664,880	361,866	59,146	59,146
For Residual Valuation																								
Land																								
Interest																								
Profit on Costs																								
Profit on GDV																								
Cash Flow	-5,027,043	-75,406	-1,262,190	-700,910	-1,014,143	-1,029,355	585,776	594,564	603,483	612,535	621,723	631,049	438,701	243,468	213,485	416,500	1,713,640	1,772,980	893,701	722,413	1,025,133	1,327,853	1,630,573	-4,940,534
Opening Balance	-5,027,043	-5,102,449	-6,364,639	-7,065,549	-8,079,692	-8,109,047	-8,523,270	-7,828,705	-7,325,221	-6,712,688	-6,000,965	-5,459,916	-5,021,215	-4,777,746	-4,564,261	-4,145,761	-2,432,121	-659,146	234,561	956,074	1,982,107	3,329,961	4,040,534	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	2,493,333																							
Stamp Duty	177,346																							
Essentials etc.	0																							
Legals Acquisition	37,400																							
Planning Fee	62,500																							
Architects	529,760																							
QS	44,147																							
Planning Consultants	88,293																							
Other Professional	220,733																							
Build Cost - BCIS Base	0	0	292,410	584,820	877,229	877,229	877,229	877,229	877,229	877,229	877,229	877,229	1,072,169	1,267,109	1,299,599	1,104,659	909,719	877,229	877,229	877,229	584,820	292,410	0	0
POTENTIAL CIL	0	0	3,000	6,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	11,000	13,000	13,333	11,333	9,333	9,000	9,000	9,000	6,000	3,000	0	0
Post CIL s106	0	0	7,310	14,620	21,931	21,931	21,931	21,931	21,931	21,931	21,931	21,931	26,804	31,678	32,490	27,616	22,743	21,931	21,931	21,931	14,620	7,310	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	91,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	84,486	84,486	56,324	50,691	50,691	50,691	50,691	50,691
Legals	0	0	0	0	0	0	0	0	0	0	0	0												



SITE NAME: Site 10 Medium Green 35 LD						
INCOME	Av Size	%	Number	Price	GDV	QIA
	m2			£/m2	£	m2/3
Market Housing	98.6	85%	35	2,150	6,306,703	2,933
Shared Ownership	67.0	4%	1	1,398	122,893	88
Affordable Rent	67.0	11%	4	1,000	263,813	264
Social Rent	67.0	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	1.17	ha	30	ha	6,893,408	3,285
SITE AREA - Gross	1.30	ha	27	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	789,387	688,993
Alternative Use Value	25,506	291,000
Uplift	20%	5,185
Plus/ha	920,000	453,004
Viability Threshold	688,993	374,000

Additional Profit: 333,732 (116)

DEVELOPMENT COSTS			
LAND	Avail or m2	Total	
Land	22,297	789,387	
Stamp Duty		28,519	
Essenments etc.		0	
Legals Acquisition	1.50%	11,706	40,225
PLANNING			
Planning Fee		13,475	
Architects	6.00%	216,485	
QS / PM	0.50%	18,040	
Planning Consultants	1.00%	36,081	
Other Professional	2.50%	90,202	374,284
CONSTRUCTION			
Build Cost - BCIS Based	1.061	3,485,942	
s106 / CIL		35,000	
Contingency	2.50%	87,149	
Abnormals		0	3,608,091
FINANCE			
Fees		33,000	
Interest	6.00%		33,000
Legal and Valuation		0	33,000
SALES			
Agents	3.0%	200,802	
Legals	0.5%	33,467	
Misc.		0	234,269
Developers Profit			5,070,256
% of costs (Before interest)	0.00%		0
% of GDV	20.00%		1,338,682

Planning fee calc			
Planning acc fe	degs	rate	
No degs	35	3%	216,485
No degs under 1	35	385	13,475
	0	115	0
			13,475

Build Cost		ha/c
BCIS	904	
CISW	14	
Energy	0	1.50%
Design	0	
Acc & Adpt	8	
Over-extra 3	0	0%
Small Sites	138	
Site Costs	1,061	19%

Stamp duty calc - Residual		Total
Land payment		789,387
		28,519
		11,706
		40,225

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	484,815
500,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	6%	4%	
			19,383

Pre CIL s106		1,000 £/Unit (all)
Total		35,000
Post CIL s106		1,000 £/Unit (all)
CIL	0	0
Total		35,000

LIT	% GDV
	0.00%

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
UNITS Shared	5	5	0	0	0	0	7	0	1,621,724	1,621,724	1,261,341	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing	0	0	0	0	0	0	900,958	900,958	1,621,724	1,621,724	1,261,341	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	0	0	17,556	17,556	31,601	31,601	24,979	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	37,698	37,698	87,838	87,838	52,763	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME	0	0	0	0	0	0	956,201	956,201	1,721,162	1,721,162	1,338,682	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																									
Stamp Duty	28,519																								
Essenments etc.	0																								
Legals Acquisition	11,706																								
Planning Fee	13,475																								
Architects	108,243	108,243																							
QS	9,200	9,200																							
Planning Consultants	18,040	18,040																							
Other Professional	45,101	45,101																							
Build Cost - BCIS Base	0	165,997	331,994		630,790	763,587	829,986	531,191	232,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	1,667	3,333		6,333	7,667	8,333	5,333	2,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	4,150	8,300		15,770	19,090	20,750	13,280	5,810	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	33,000																								
Legal and Valuation	0																								
Agents	0	0	0	0	0	0	0	28,686	28,686	51,635	51,635	40,160	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	0	4,781	4,781	8,606	8,606	6,693	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	267,105	0	352,218	343,628	652,893	790,544	892,536	583,271	300,780	60,241	46,854	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation	Land	789,387																							
Interest	15,712	15,948	21,471		26,947	37,145	49,557	49,345	44,492	23,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs																									
Profit on GDV																									
Cash Flow	-1,047,492	-15,712	-368,166	-365,098	-479,840	-827,488	-14,108	323,584	1,375,800	1,637,066	1,291,826	0	0	0	0	0	0	0	0	0	0	0	0	-1,338,682	
Opening Balance	-1,047,492																								
Closing Balance		-1,063,204	-1,431,371	-1,796,469	-2,476,309	-3,303,797	-3,289,699	-2,965,105	-1,590,214	-46,854	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	1,338,682	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	956,201	956,201	1,721,162	1,721,162	1,338,682	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	484,815																							
Stamp Duty	19,393	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essenments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	7,272	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	13,475	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	108,243	0	108,243	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	9,200	0	9,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	18,040	0	18,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	45,101	0	45,101	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	165,997	331,99																				



SITE NAME Site 11 Medium Green 15						
INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	m2
Market Housing	94.7	80%	13	2,150	2,595,733	1,307
Shared Ownership	65.8	4%	1	1,308	51,696	27
Affordable Rent	65.8	11%	2	1,000	110,953	111
Social Rent	65.8	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.43	ha	35	ha	2,758,392	1,355
SITE AREA - Gross	0.48	ha	31	ha		

Sales per Quarter	0
Units Built Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	339,841	783,628	702,490
Alternative Use Value	9,561	22,000	
Uplift	1,912	4,000	
Plus/Min	950,000	187,555	352,000
Viability Threshold	178,739		374,000

Additional Profit	146,388	137
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DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	22,289	339,841
Stamp Duty		6,292
Essenments etc.		0
Legals Acquisition	1.50%	5,038
Legals Acquisition		11,300

PLANNING		
Planning Fee		5,775
Architects	6.00%	88,594
QS / PM	0.50%	7,383
Planning Consultants	1.00%	14,766
Other Professional	2.50%	36,914
		153,432

CONSTRUCTION		
Built Cost - BCIS Based	1.052	1,425,922
s106 / CIL		15,000
Contingency	2.50%	35,448
Abnormals		0
		1,476,370

FINANCE		
Fees		19,000
Interest	6.00%	0
Legal and Valuation		0
		19,000

SALES		
Agents	3.0%	82,752
Legals	0.5%	13,792
Misc.		0
		96,544
		2,092,716

Developers Profit		
% of costs (Before interest)	0.00%	0
% of GDV	20.00%	551,678

Planning fee calc			
Planning acc to	degs	rate	
No degs	15	385	5,775
No degs under 1	0	115	0
			5,775

Stamp duty calc - Residual	
Land payment	Total
	339,841
	6,292

Stamp duty calc - Add Profit			
Land payment	0%	1%	Total
125,000	0%	1%	178,739
500,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	6%	3%	
			5,361

Pre CIL s106	
1,000 £/Unit (all)	Total
	15,000

Post CIL s106	
1,000 £/Unit (all)	Total
	15,000

Built Cost	Avail	% GDV
BCIS	896	1.50%
CSH	13	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extras 3	0	0%
Small Sites	134	19%
Site Costs	1,092	

LIT	% GDV
	0.00%

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	6	5			6				6				6				6				6			
Market Housing	0	0	0	0	0	0	865,251	865,251	865,251	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	17,229	17,229	17,229	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	36,984	36,984	36,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	919,464	919,464	919,464	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	6,292																							
Essenments etc.	0																							
Legals Acquisition	5,038																							
Planning Fee	5,775																							
Architects	44,297		44,297																					
QS	3,691		3,691																					
Planning Consultants	7,383		7,383																					
Other Professional	18,457		18,457																					
Built Cost - BCIS Base	0	158,436	316,872		475,307	316,872	158,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	1,667	3,333		5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	3,961	7,922		11,883	7,922	3,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	19,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	27,584	27,584	27,584	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,597	4,597	4,597	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	109,933	0	237,892	328,127	492,190	328,127	196,345	32,181	32,181	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land																								
Interest		6,687	6,787	10,457	15,536	23,152	28,421	17,999	4,960	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								551,678
Cash Flow	-445,774	-6,687	-244,679	-338,584	-507,726	-351,276	694,798	869,284	882,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-551,678
Opening Balance	-445,774	-452,460	-697,139	-1,035,723	-1,543,448	-1,894,727	-1,199,928	-330,645	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	0
Closing Balance	-445,774	-452,460	-697,139	-1,035,723	-1,543,448	-1,894,727	-1,199,928	-330,645	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	919,464	919,464	919,464	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	178,739																							
Stamp Duty	5,364	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essenments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,682	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	44,297	0	44,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,691	0	3,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	7,383	0	7,383	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	18,457	0	18,457	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			



SITE NAME Site 12 Large Brown 500						
INCOME	Av Size	%	Number	Price	GDV	GIA
	m2			£/m2	£	m2
Market Housing	96.7	80%	425	1,800	73,220,400	40,678
Shared Ownership	71.6	4%	19	1,170	1,571,740	1,343
Affordable Rent	71.6	11%	56	1,000	4,030,125	4,030
Social Rent	71.6	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	14.29	ha	35	ha	78,822,274	46,052
SITE AREA - Gross	19.05	ha	25	ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-2,232,813	-156,297
Alternative Use Value	7,519,348	420,000
Uplift	1,523,810	80,000
Plus/Min	0	0
Viability Threshold	9,142,857	480,000

RUN Residual MACRO entry	Closing balance = 0
RUN CL MACRO entry	Closing balance = 0
Check on pricing steps were correct	

Additional Profit	-14,379,390	-363
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DEVELOPMENT COSTS		
LAND	Av/lt or m2	Total
Land	-4,466	-2,232,813
Stamp Duty	0	0
Essentials etc.	0	0
Legals Acquisition	1.50%	-33,492

PLANNING		
Planning Fee		225,000
Architects	6.00%	3,375,762
QS / PM	0.50%	281,314
Planning Consultants	1.00%	562,627
Other Professional	2.50%	1,406,568
		5,851,270

CONSTRUCTION		
Build Cost - BCIS Based	1.053	48,489,308
s106 / CIL		500,000
Contingency	5.00%	2,424,465
Abnormals		4,848,931
		56,262,705

FINANCE		
Fees		36,000
Interest	6.00%	0
Legal and Valuation		36,000

SALES		
Agents	3.0%	2,364,668
Legals	0.5%	394,111
Misc.		0
		2,758,780
		62,642,449

Developers Profit		
% of costs (Before interest)	0.00%	0
% of GDV	20.00%	15,764,455

Planning fee calc			
Planning acc fe	degs	rate	
No degs	500	0%	
No degs under 1	450	365	173,250
	450	115	51,750
			225,000

Stamp duty calc - Residual	
Land payment	Total
	2,232,813
	0

Stamp duty calc - Add Profit	
Land payment	Total
125,000	0%
500,000	1%
500,000	3%
1,000,000	4%
above	6%
	9,142,857

Pre CIL s106	1,000	£/Unit (alt)	
			500,000
			0
			500,000

Post CIL s106	1,000	£/Unit (alt)	
			0
			0
			0

Build Cost	inc	
BCIS	897	1.50%
CSH	13	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extras 3	0	0%
Small Sites	13	10%
Site Costs	1,053	

LIT	% GDV	0.00%
		0

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
Market Housing	38	38	38	38	38	46	46	46	46	46	46	34												
Shared Ownership	5,564,750	5,564,750	5,564,750	5,564,750	5,564,750	5,564,750	6,736,277	6,736,277	6,736,277	6,736,277	6,736,277	6,736,277	4,978,987	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	119,453	119,453	119,453	119,453	119,453	119,453	144,601	144,601	144,601	144,601	144,601	144,601	164,894	0	0	0	0	0	0	0	0	0	0	0
Social Rent	308,290	308,290	308,290	308,290	308,290	308,290	370,772	370,772	370,772	370,772	370,772	370,772	274,969	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	5,990,493	5,990,493	5,990,493	5,990,493	5,990,493	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	5,359,915	0	0	0	0	0	0	0	0	0	0	0

EXPENDITURE	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	-33,492	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	225,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	3,375,762	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	281,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	562,627	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	1,406,568	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	3,685,187	3,685,187	3,685,187	3,685,187	3,685,187	3,685,187	4,461,016	4,461,016	4,461,016	4,461,016	4,461,016	4,461,016	3,297,273	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	38,000	38,000	38,000	38,000	38,000	38,000	46,000	46,000	46,000	46,000	46,000	46,000	34,000	0	0	0	0	0	0	0	0	0	0	0
Contingency	184,259	184,259	184,259	184,259	184,259	184,259	223,051	223,051	223,051	223,051	223,051	223,051	164,894	0	0	0	0	0	0	0	0	0	0	0
Abnormals	368,519	368,519	368,519	368,519	368,519	368,519	446,102	446,102	446,102	446,102	446,102	446,102	329,727	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	36,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	179,715	179,715	179,715	179,715	179,715	217,549	217,549	217,549	217,549	217,549	217,549	160,797	0	0	0	0	0	0	0	0	0	0	0
Legals	0	29,952	29,952	29,952	29,952	29,952	36,258	36,258	36,258	36,258	36,258	36,258	26,800	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	5,833,778	4,485,633	4,485,633	4,485,633	4,485,633	4,485,633	5,429,977	5,429,977	5,429,977	5,429,977	5,429,977	5,429,977	4,013,461	0	0	0	0	0	0	0	0	0	0	0

CASH FLOW FOR CL ADDITIONAL PROFIT

INCOME	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
Market Housing	38	38	38	38	38	46	46	46	46	46	46	34												
Shared Ownership	5,564,750	5,564,750	5,564,750	5,564,750	5,564,750	5,564,750	6,736,277	6,736,277	6,736,277	6,736,277	6,736,277	6,736,277	4,978,987	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	119,453	119,453	119,453	119,453	119,453	119,453	144,601	144,601	144,601	144,601	144,601	144,601	164,894	0	0	0	0	0	0	0	0	0	0	0
Social Rent	308,290	308,290	308,290	308,290	308,290	308,290	370,772	370,772	370,772	370,772	370,772	370,772	274,969	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	5,990,493	5,990,493	5,990,493	5,990,493	5,990,493	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	7,251,649	5,359,915	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0																			



SITE NAME Site 15 Medium Brown 25						
INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	m2
Market Housing	97.2	80%	21	1,800	3,718,446	2,066
Shared Ownership	72.5	4%	1	1,170	79,523	698
Affordable Rent	72.5	11%	3	1,000	203,906	204
Social Rent	72.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.63 ha		40	/ha	4,001,876	2,338
SITE AREA - Gross	0.71 ha		35	/ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

RUN Residual MACRO cdfw Closing balance = 0

Whole Site	Per ha NET	Per ha GROSS	
Residual Land Value	-193,959	-185,534	-146,614
Alternative Use Value	296,000	400,000	
Uplift	20%	56,840	80,000
Plus/Min	0	0	0
Viability Threshold	341,040	480,000	

RUN CIL MACRO cdfw Closing balance = 0

Check on phasing steps are correct

Additional Profit	-471,380	-228
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DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	4,138	-103,450
Stamp Duty	0	0
Essentials etc.	0	0
Legals Acquisition	1,500	-1,562

PLANNING		
Planning Fee	9,625	9,625
Architects	82,233	164,466
QS / PM	6,853	13,706
Planning Consultants	13,706	27,411
Other Professional	34,264	68,528
Total		283,735

CONSTRUCTION		
Build Cost - BCIS Based	1,010	2,361,829
s106 / CIL	5,000	25,000
Contingency	118,081	118,081
Abnormals	286,193	2,741,103

FINANCE		
Fees	19,000	19,000
Interest	6,000	19,000
Legal and Valuation	0	19,000

SALES		
Agents	3.0%	120,056
Legals	0.5%	20,409
Misc.	0	140,086
Total		3,078,893

Developers Profit		
	% of costs (Before interest)	
	0.00%	0
	20.00%	800,375

Planning fee calc			
Planning acc fe	degs	rate	
No depts	25	365	9,625
No depts under 1	0	115	0
Total			9,625

Build Cost		inc
BCIS	899	1.50%
C5H4	13	
Energy	0	
Design	0	
Acc & Adm	4	
Over-extras 3	0	0%
Small Sites	0	10%
Site Costs	1,010	

Stamp duty calc - Residual	
Land payment	
	-103,450
Total	0

Stamp duty calc - Add Profit	
Land payment	
125,000	0%
250,000	1%
500,000	3%
1,000,000	4%
above	6%
Total	341,040

Pre CIL s106		1,000 £/Unit (all)
Total		25,000
Post CIL s106	1,000 £/Unit (all)	
CIL	0	0
Total		25,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
UNITS Shared	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	-1,562	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	9,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	82,233	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	6,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	13,706	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	34,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	157,465	314,911	472,366	472,366	472,366	314,911	157,465	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	1,667	3,333	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	7,873	15,746	23,618	23,618	23,618	15,746	7,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	15,746	31,491	47,237	47,237	47,237	31,491	15,746	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	19,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	164,128	0	319,795	365,480	548,221	548,221	576,234	393,484	210,753	28,013	28,013	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation	Land	-103,450																							
Interest	910	924	5,734																						
Profit on Costs																									
Profit on GDV																									
Cash Flow	-60,669	-910	-320,719	-371,215	-559,523	-567,916	-195,927	381,606	570,071	761,362	772,362	0	0	0	0	0	0	0	0	0	0	0	0	-800,375	
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	-60,669	-61,679	-382,208	-753,613	-1,213,037	-1,880,953	-1,695,026	-1,303,418	-733,349	28,013	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Land	341,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	5,116	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	9,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	82,233	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	6,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	13,706	0	0	0	0	0	0	0	0	0	0													



SITE NAME: Site 17 Small Green 7						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	Q14
Market Housing	100.3	100%	7	2,450	1,719,900	702
Shared Ownership	100.3	0%	0	1,593	0	0
Affordable Rent	100.3	0%	0	1,000	0	0
Social Rent	100.3	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	
	Affordable Rent				0	
	Social Rent				0	
SITE AREA - Net	0.23 ha		30	/ha	1,719,900	702
SITE AREA - Gross	0.23 ha		30	/ha		

Sales per Quarter	0
Units Built/Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	389,696	1,671,427	3,973,427
Alternative Use Value	11,667	50,000	
Uplift	2,333	10,000	
Plus /ha	92,000	81,667	350,000
Viability Threshold	96,667	416,000	

Additional Profit	288,992	211
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RUN Residual MACRO c/w/

Closing balance = 0

RUN CIL MACRO c/w/

Closing balance = 0

Check on phasing steps are correct

DEVELOPMENT COSTS		
LAND	Av/lt or m2	Total
Land	52,381	389,696
Stamp Duty		7,833
Essentials etc.		0
Legals Acquisition	1.50%	5,600
13,333		
PLANNING		
Planning Fee		2,695
Architects	6.00%	45,761
QS / PM	0.50%	3,813
Planning Consultants	1.00%	7,627
Other Professional	2.50%	19,967
78,864		
CONSTRUCTION		
Built Cost - BCIS Based	1.050	737,258
s106/ CIL		7,000
Contingency	2.50%	18,431
Abnormals		0
762,689		
FINANCE		
Fees		12,000
Interest	6.00%	0
Legal and Valuation		12,000
SALES		
Agents	3.0%	51,597
Legals	0.5%	8,600
Misc.		0
60,197		1,293,849
Developers Profit		
% of costs (Before interest)	0.00%	0
% of GDV	20.00%	343,980

Planning fee calc			
Planning acc fe	degs	rate	
No degs	7	385	2,695
No degs under 7	0	115	0
No degs over 7	0	2,695	2,695
Total			2,695

Build Cost		Amc	
BCIS	887		1.50%
CIS4	13		
Energy	0		
Design	0		
Acc & Adm	8		
Over-extra 3	0		6%
Small Sites	53		
Site Costs	88		10%
Total	1,050		

Stamp duty calc - Residual		
Land payment		389,696
Total		7,833

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	
350,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	6%	3%	
Total			96,667

Pre CIL s106		1,000 £/Unit (alt)	
Total			7,000
Post CIL s106		1,000 £/Unit (alt)	
CIL	0	Em2	0
Total			7,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	2	2			3																			
Market Housing	0	0	0	0	0	0	0	0	491,400	491,400	0	0	737,100	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	491,400	491,400	737,100	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	7,833																							
Essentials etc.	0																							
Legals Acquisition	5,500																							
Planning Fee	2,695																							
Architects	22,881		22,881																					
QS	1,907		1,907																					
Planning Consultants	3,813		3,813																					
Other Professional	9,534		9,534																					
Built Cost - BCIS Base	0	70,215	140,430		245,753	175,538	105,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	667	1,333		2,333	1,667	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	1,755	3,511		6,144	4,388	2,633	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	12,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	14,742	14,742	22,113	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	2,457	2,457	3,686	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	66,163	0	110,772	145,274	354,230	181,593	126,155	17,199	25,799	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	389,696																							
Interest	6,492	6,590	8,350		10,655	14,628	17,571	12,356	5,428	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								343,980
Cash Flow	-432,829	-6,492	-117,361	-153,624	-264,684	-196,221	-347,674	-461,845	705,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-343,980
Opening Balance	-432,829	-439,321	-556,683	-710,307	-975,192	-1,171,412	-823,738	-361,893	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	0
Closing Balance																								

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	491,400	491,400	737,100	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	96,667																							
Stamp Duty	2,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,435	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,695	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	22,881	0	22,881	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,907	0	1,907	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,813	0	3,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	9,534	0	9,534	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	0	70,215	140,430	245,753	175,538	105,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								



SITE NAME: Site 18 Small Green 4						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	QIA
Market Housing	106.0	100%	4	2,450	1,038,800	424
Shared Ownership	106.0	0%	0	1,593	0	0
Affordable Rent	106.0	0%	0	1,000	0	0
Social Rent	106.0	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	0
	Affordable Rent				0	0
	Social Rent				0	0
SITE AREA - Net				0.16 ha	25	/ha
SITE AREA - Gross				0.16 ha	25	/ha
					1,038,800	424

Sales per Quarter: 0
Units Built Time: 3 Quarters

Residual Land Value	Whole Site	Per ha NET	Per ha GROSS
	199,577	1,241,107	3,241,107
Alternative Use Value	8,000	50,000	200,000
Uplift	20%	1,600	10,000
Plus /ha	990,000	56,000	350,000
Viability Threshold	65,600		416,000

Additional Profit: 139,434

RUN Residual MACRO cdfw
Closing balance = 0

RUN CIL MACRO cdfw
Closing balance = 0

Check on phasing steps over correct

DEVELOPMENT COSTS			
LAND	Avail or m2	Total	
Land	49,644	199,577	
Stamp Duty		972	
Essentials etc.		0	
Legals Acquisition	1.50%	2,979	3,950

PLANNING			
Planning Fee		1,540	
Architects	6.00%	29,345	
QS / PM	0.50%	2,437	
Planning Consultants	1.00%	4,874	
Other Professional	2.50%	12,185	60,281

CONSTRUCTION			
Build Cost - BCIS Based	1,112	471,622	
s106 / CIL		4,000	
Contingency	2.50%	11,791	
Abnormals		0	487,412

FINANCE			
Fees		8,000	
Interest	6.00%		8,000
Legal and Valuation		0	8,000

SALES			
Agents	3.0%	31,164	
Legals	0.5%	5,194	
Misc.		0	36,358
			784,979

Developers Profit: 207,760
% of costs (Before interest): 20.00%

Planning fee calc			
Planning acc fe	degs	rate	
No degs	4	385	1,540
No degs under 1	0	115	0
			Total 1,540

Build Cost		Rate	
BCIS	887	1.50%	
CISW	13		
Energy	0		
Design	0		
Acc & Adm	8		
Over-extra 3	0		
Small Sites	115	10%	
Site Costs	881		
			1,112

Stamp duty calc - Residual
Land payment: 199,577

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	65,600
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	6%	1%	
			Total 656

Pre CIL s106			
	1,000 £/Unit (all)	Total	
		4,000	
			Total 4,000

LIT % GDV: 0.00%

Post CIL s106			
	1,000 £/Unit (all)	Total	
		0	
			Total 0

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME			2	2																				
EXPENDITURE																								
COSTS BEFORE LAND INT AND PROF	37,861	0	105,666	162,421	162,421	81,235	18,179	18,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Cash Flow	-236,438	-3,547	-109,206	-167,709	-170,224	-91,542	489,541	496,884	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Operating Balance	-236,438	-239,985	-349,190	-516,899	-687,123	-778,665	-289,124	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
EXPENDITURE																								
COSTS BEFORE LAND INT AND PROF	101,151	0	244,974	161,137	161,137	82,569	18,179	18,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Cash Flow	-101,151	-1,517	-245,914	-166,366	-170,862	-92,856	489,541	496,884	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Operating Balance	-101,151	-102,668	-348,582	-514,948	-686,609	-778,665	-289,124	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	207,760	0



SITE NAME: Site 20 Small Brown 11						
INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	m2
Market Housing	87.2	100%	11	1,750	1,679,028	959
Shared Ownership	59.5	0%	0	1,138	0	0
Affordable Rent	59.5	0%	0	1,000	0	0
Social Rent	59.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	0
	Affordable Rent			0	0	0
	Social Rent			0	0	0
SITE AREA - Net				0.28 ha	40	ha
SITE AREA - Gross				0.28 ha	40	ha
					1,679,028	959

Sales per Quarter	0
Units Built/Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-38,015	-139,237	-139,237
Alternative Use Value	110,000	400,000	
Uplift	20%	22,000	80,000
Plus/Min	0	0	0
Viability Threshold	132,000		480,000

Additional Profit	-181,813	-181
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DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	-3,466	-38,015
Stamp Duty	0	0
Essements etc.	0	0
Legals Acquisition	1,500	-670

PLANNING		
Planning Fee	4,235	4,235
Architects	60,722	60,722
QS / PM	5,727	5,727
Planning Consultants	11,454	11,454
Other Professional	28,034	118,772

CONSTRUCTION		
Build Cost - BCIS Based	1,028	986,411
s106 / CIL	11,000	11,000
Contingency	5,000	49,521
Abnormals	98,541	1,145,373

FINANCE		
Fees	7,000	7,000
Interest	6,000	6,000
Legal and Valuation	0	7,000

SALES		
Agents	3.0%	50,371
Legals	0.5%	8,395
Misc.	0	58,766
Developers Profit		1,291,235

Planning fee calc			
Planning acc fe	degs	rate	
No degs	11	365	4,235
No degs under 1	0	115	0
Total			4,235

Build Cost		inc
BCIS	915	1.50%
CSH	14	
Energy	0	
Design	0	
Acc & Adm	0	
Over-extra 3	0	0%
Small Sites	0	10%
Site Costs	1,028	

Stamp duty calc - Residual		
Land payment	-38,015	-38,015
Total		0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	132,000
350,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	6%	0%	
Total			0

Pre CIL s106		1,000 £/Unit (all)	Total
CIL	0	£/Unit (all)	11,000
Total			11,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		1	2	2	2	2	2	2																
Market Housing		0	0	0	0	0	0	0	152,639	305,278	305,278	305,278	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	152,639	305,278	305,278	305,278	305,278	305,278	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essements etc.	0																							
Legals Acquisition	-670																							
Planning Fee	4,235																							
Architects	34,361		34,361																					
QS	2,863		2,863																					
Planning Consultants	5,727		5,727																					
Other Professional	14,317		14,317																					
Build Cost - BCIS Base	0	29,891	89,674		149,456	179,348	179,348	179,348	119,565	59,783	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	333	1,000		1,667	2,000	2,000	2,000	1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	1,495	4,484		7,473	9,967	9,967	9,967	5,978	2,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,989	8,967	14,946	17,935	17,935	17,935	11,957	5,978	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	7,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	4,579	9,158	9,158	9,158	9,158	9,158	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	763	1,526	1,526	1,526	1,526	1,526	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	67,933	0	51,977	164,125	173,541	208,250	213,992	218,934	149,518	80,101	10,685	10,685	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	-38,015																							
Interest		449	456	1,842	3,431	6,086	9,301	10,355	9,215	7,017	3,745	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-29,918	-449	-62,432	-105,967	-176,973	-214,336	-20,254	75,988	146,545	218,160	290,849	294,593	0	0	0	0	0	0	0	0	0	0	0	-335,808
Opening Balance	-29,918	-30,367	-122,789	-228,766	-465,739	-630,075	-690,329	-614,340	-467,796	-249,636	41,212	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	0
Closing Balance	-29,918	-30,367	-122,789	-228,766	-465,739	-630,075	-690,329	-614,340	-467,796	-249,636	41,212	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	335,806	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	152,639	305,278	305,278	305,278	305,278	305,278	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	132,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,980																							
Planning Fee	4,235		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	34,361		34,361																					
QS	2,863		2,863																					
Planning Consultants	5,727		5,727																					
Other Professional	14,317		14,317																					
Build Cost - BCIS Base	0	0	29,891	89,674	149,456	179,348	179,348	179,348	119,565	59,783	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	1,495	4,484	7,473	9,967	9,967	9,967	5,978	2,989	0	0	0	0	0	0	0	0	0	0	0	0	0	



SITE NAME Site 21 Small Browns 7						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	QIA m2
Market Housing	86.9	100%	7	1,750	1,064,000	608
Shared Ownership	86.9	0%	0	1,138	0	0
Affordable Rent	86.9	0%	0	1,000	0	0
Social Rent	86.9	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.14 ha		50	/ha	1,064,000	608
SITE AREA - Gross	0.14 ha		50	/ha		

Sales per Quarter	0
Units Built Time	3 Quarters

Residual Land Value	42,850	306,788
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Alternative Use Value	52,000	400,000
Uplift	11,200	80,000
Plus IFA	0	0
Viability Threshold	67,200	480,000

Additional Profit	-115,938	-191
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DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	4,136	42,850
Stamp Duty		0
Essassments etc.		0
Legals Acquisition	1,50%	-644

PLANNING		
Planning Fee		2,695
Architects	6.00%	44,479
QS / PM	0.50%	3,707
Planning Consultants	1.00%	7,413
Other Professional	2.50%	18,533
		76,827

CONSTRUCTION		
Build Cost - BCIS Based	1,050	638,537
s106 / CIL		7,000
Contingency	5.00%	31,367
Abnormals		63,654
		741,317

FINANCE		
Fees		6,000
Interest	6.00%	0
Legal and Valuation		6,000

SALES		
Agents	3.0%	31,200
Legals	0.5%	5,320
Misc.		0
		37,240
		817,790

Developers Profit	% of costs (Before interest)	0.00%	0
	% of GDV	20.00%	212,800

Planning fee calc			
Planning acc fe	degs	rate	
No degs	7	385	2,695
No degs under 7	0	115	0
No degs over 7	0	0	0
			2,695

Build Cost		Avic
BCIS	887	1.50%
CSH	13	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extras 3	0	
Small Sites	53	6%
Site Costs	88	10%
	1,050	

Stamp duty calc - Residual	
Land payment	42,850

Stamp duty calc - Add Profit	
Land payment	67,200

Pre CIL s106	1,000	£/Unit (all)	Total	7,000
Post CIL s106	1,000	£/Unit (all)	Total	7,000
CIL	0	£/m2	Total	7,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME			1	2	2	2																		
UNITS Started																								
Market Housing							152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0		
Shared Ownership							0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Affordable Rent							0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Social Rent							0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Grant and Subsidy							0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
INCOME	0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0		
EXPENDITURE																								
Stamp Duty	0																							
Essassments etc.	0																							
Legals Acquisition	644																							
Planning Fee	2,695																							
Architects	22,240		22,240																					
QS	1,853		1,853																					
Planning Consultants	3,707		3,707																					
Other Professional	9,266		9,266																					
Build Cost - BCIS Base	0	30,407	91,220		152,033	182,439	121,626	60,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	333	1,000		1,667	2,000	1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	1,520	4,961		7,602	9,122	6,081	3,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	3,041	9,122	15,203	18,244	12,163	6,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	4,560	9,120	9,120	9,120	0	0	0	0	0	0	0	0	0	0	0	0		
Legals	0	0	0	0	0	0	760	1,520	1,520	1,520	0	0	0	0	0	0	0	0	0	0	0	0		
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
COSTS BEFORE LAND INT AND PROF	45,117	0	72,357	165,982	176,504	211,885	146,523	81,242	10,640	10,640	0	0	0	0	0	0	0	0	0	0	0	0		
For Residual Valuation																								
Land																								
Interest			32	33	1,119	2,724	5,413	8,671	8,719	5,508	1,191	0	0	0	0	0	0	0	0	0	0	0		
Profit on Costs																								
Profit on GDV																						212,800		
Cash Flow	-2,167	-32	-72,400	-107,021	-179,228	-217,218	-3,194	214,039	287,862	292,169	0	0	0	0	0	0	0	0	0	0	0	-212,800		
Opening Balance	0																					0		
Closing Balance	-2,167	-3,199	-74,599	-181,620	-380,849	-678,066	-581,261	-387,221	-79,369	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800	212,800		

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	152,000	304,000	304,000	304,000	0	0	0	0	0	0	0	0	0	0	0	0		
EXPENDITURE																								
Land	67,200																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Essassments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Legals Acquisition	1,008																							
Planning Fee	2,695																							
Architects	22,240		22,240																					
QS	1,853		1,853																					
Planning Consultants	3,707		3,707																					
Other Professional	9,266		9,266																					
Build Cost - BCIS Base	0	0	30,407	91,220	152,033	182,439	121,626	60,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
POTENTIAL CIL																								
Post CIL s106	0	0	1,520	4,961	7,602	9,122	6,081	3,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Contingency	0	0	3,041	9,122	15,203	18,244	12,163	6,081	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	4,560	9,120	9,120	9,120	0	0	0	0	0	0	0	0	0	0	0	0		
Legals	0	0	0	0	0	0	760	1,520	1,520	1,520	0													



SITE NAME Site 23 Brown Plot

INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	m2
Market Housing	115.0	100%	1	1,750	201,250	115
Shared Ownership	115.0	0%	0	1,138	0	0
Affordable Rent	115.0	0%	0	1,000	0	0
Social Rent	115.0	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.03 ha		30	/ha		
SITE AREA - Gross	0.03 ha		30	/ha	201,250	115

Sales per Quarter	0
Units Built/Time	3 Quarters

Residual Land Value: -17,799 / -533,988 (GROSS)

Alternative Use Value: 13,333 / 400,000

Uplift: 20% / 2,667 / 80,000

Viability Threshold: 16,000 / 480,000

Additional Profit: -35,978 / -300

DEVELOPMENT COSTS

LAND	Av/lt or m2	Total
Land	17,799	-17,799
Stamp Duty		0
Essentials etc.		0
Legals Acquisition	1.50%	-267

PLANNING

Planning Fee	385	
Architects	8,866	
QS / PM	741	
Planning Consultants	1,851	
Other Professional	3,703	15,195

CONSTRUCTION

Built Cost - BCIS Based	1,112	127,916
s106 / CIL	1,000	
Contingency	5,00%	6,396
Abnormals		12,792
		148,104

FINANCE

Fees	2,000	
Interest		
Legal and Valuation	6.00%	0
		2,000

SALES

Agents	3.0%	6,038
Legals	0.5%	1,006
Misc.		7,044
		154,277

Developers Profit

% of costs (Before interest)	0.00%	0
% of GDV	20.00%	40,250

Planning fee calc

Planning acc fe	degs	rate
No degs	1	385
No degs under 1	1	115
No degs over 1	0	385
Total		385

Stamp duty calc - Residual

Land payment	-17,799
Total	0

Stamp duty calc - Add Profit

Land payment	16,000
125,000	0%
250,000	1%
500,000	3%
1,000,000	4%
above	6%
Total	0

Pre CIL s106

1,000	£/Unit (all)	
Total		1,000

Post CIL s106

1,000	£/Unit (all)	
0	£/m2	
Total		1,000

Build Cost

BCIS	887	
CSH	13	
Energy	0	1.50%
Design	0	
Acc & Adm	8	
Over-extra 3	0	
Small Sites	115	10%
Site Costs	881	
Total	1,112	

LIT % GDV

0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	1																							
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	281,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essentials etc.	0																							
Legals Acquisition	-267																							
Planning Fee	385																							
Architects	4,443		4,443																					
QS	370		370																					
Planning Consultants	741		741																					
Other Professional	1,851		1,851																					
Built Cost - BCIS Base	0	42,639	42,639		42,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	333	333		333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	2,132	2,132		2,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	4,264	4,264		4,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	2,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	6,623	0	56,773	49,368	49,368	0	7,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	-17,799																							
Interest	0	0	727		1,479	2,242	2,275	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								40,250
Cash Flow	8,276	0	-56,773	-50,995	-50,847	-2,242	191,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-40,250
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	8,276	8,276	-48,497	-98,503	-149,439	-151,681	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	281,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	16,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	4,443	0	4,443	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	370	0	370	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	741	0	741	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	1,851	0	1,851	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	0	42,639	42,639	42,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	2,132	2,132	2,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,264	4,264	4,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0											

			Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23
			Large Green 350 Green	Large Green 175 Green	Large Green 175 LD Green	Large Green 75 Green	Medium Green 35 Green	Medium Green 35 LD Green	Medium Green 15 Green	Large Brown 500 Brown	Large Brown 150 Brown	Large Brown 60 Brown	Medium Brown 25 Brown	Medium Brown 15 Brown	Small Green 7 Green	Small Green 4 Green	Green Plot Green	Small Brown 11 Brown	Small Brown 7 Brown	Small Brown 4 Brown	Brown Plot Brown
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial
Site Area	Gross	ha	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03
	Net	ha	10.00	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03
Units			350	175	175	75	35	35	15	500	150	60	25	15	7	4	1	11	7	4	1
Mix	Market		85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	£/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000
	£ site		266,667	133,333	155,556	57,143	23,529	25,926	9,561	7,619,048	2,000,000	765,994	284,200	191,229	11,667	8,000	2,500	110,000	56,000	40,000	13,333
Uplift	£/ha		354,000	354,000	354,000	354,000	354,000	354,000	354,000	80,000	80,000	80,000	80,000	80,000	360,000	360,000	360,000	80,000	80,000	80,000	80,000
	£ site		4,720,000	2,360,000	2,753,333	1,011,429	416,471	458,889	169,237	1,523,810	400,000	153,199	56,840	38,246	84,000	57,600	18,000	22,000	11,200	8,000	2,667
Viability Threshold	£/ha		374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000
	£ site		4,986,667	2,493,333	2,908,889	1,068,571	440,000	484,815	178,799	9,142,857	2,400,000	919,193	341,040	229,474	95,667	65,600	20,500	132,000	67,200	48,000	16,000
Residual Va Gross	£/ha		587,296	563,537	460,330	578,409	675,711	602,013	702,490	-117,223	-202,401	-247,146	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968
	Net	£/ha	783,061	751,382	613,773	771,212	794,954	668,903	783,628	-156,297	-269,867	-276,080	-165,534	-118,954	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968
		£ site	7,830,610	3,756,910	3,580,345	1,652,597	794,954	780,387	335,841	-2,232,813	-1,012,003	-473,281	-103,459	-50,980	366,666	198,577	62,103	-38,015	-42,950	-48,586	-17,799
Additional Profit	£ site		3,757,747	1,536,666	811,955	659,533	389,389	323,732	165,388	-14,379,390	-3,946,570	-1,506,450	-471,380	-297,426	288,592	139,434	43,518	-181,613	-115,938	-100,236	-35,078
	£/m2		132	107	57	108	133	110	137	-353	-323	-312	-228	-246	411	329	335	-189	-191	-316	-305

Base - APP8e Cover



Sunderland Typologoes - Summer 2017 v2 - Coalfield

31/07/2017
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Number 5 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Large Green 350 350 10.00 35.00 92 32,222 3,222 28,904,254 897.05

Locality een/Brown .ternative Use
 Coalfield Green Agricultural

Area	Gross	13.333
	Net	10.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	44	72.00	3,168.00		887	2,810,016
	3	45	86.50	3,892.50		887	3,452,648
Semi	2	45	83.00	3,735.00		887	3,312,945
	3	89	97.00	8,633.00		887	7,657,471
Det	3	0	102.00	0.00		887	0
	4	45	115.00	5,175.00		887	4,590,225
	5	30	130.00	3,900.00		887	3,459,300
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	16	59.50	952.00	10%	999	1,046,153
	2	8	72.00	576.00	10%	999	632,966
Terrace	2	16	72.00	1,152.00		887	1,021,824
	3	12	86.50	1,038.00		887	920,706
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 6 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2
Large Green 175 175 5.00 35.00 93 16,205 3,241 14,535,727 896.99

Locality een/Brown .ternative Use
 Coalfield Green Agricultural

Area	Gross	6.667
	Net	5.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	21	72.00	1,512.00		887	1,341,144
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	22	83.00	1,826.00		887	1,619,662
	3	45	97.00	4,365.00		887	3,871,755
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	7	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality 'een/Brown .ternative Use
Large Green 175 LD		175	5.83	30.00	91	16,012	2,745	14,472,644	903.86	Coalfield Green Agricultural

Area	Gross	7.778
	Net	5.833

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	22	72.00	1,584.00		887	1,405,008
	3	22	86.50	1,903.00		887	1,687,961
Semi	2	15	83.00	1,245.00		887	1,104,315
	3	37	97.00	3,589.00		887	3,183,443
Det	3	0	102.00	0.00		887	0
	4	22	115.00	2,530.00		887	2,244,110
	5	17	130.00	2,210.00		887	1,960,270
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	7	70.00	490.00		986	483,140
BUNGALOW	3	7	86.00	602.00		986	593,572
Affordable							
Flat	1	8	59.50	476.00	10%	999	523,076
	2	4	72.00	288.00	10%	999	316,483
Terrace	2	8	72.00	576.00		887	510,912
	3	6	86.50	519.00		887	460,353
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	8	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality 'een/Brown .ternative Use
Large Green 75		75	2.14	35.00	92	6,914	3,227	6,201,056	896.88	Coalfield Green Agricultural

Area	Gross	2.857
	Net	2.143

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	9	72.00	648.00		887	574,776
	3	10	86.50	865.00		887	767,255
Semi	2	10	83.00	830.00		887	736,210
	3	19	97.00	1,843.00		887	1,634,741
Det	3	0	102.00	0.00		887	0
	4	10	115.00	1,150.00		887	1,020,050
	5	6	130.00	780.00		887	691,860
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	2	72.00	144.00	10%	999	158,242
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	9	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality een/Brown .ternative Use
Medium Green 35		35	1.00	35.00	94	3,284	3,284	2,953,381	899.32	Coalfield Green Agricultural

Coalfield Green Agricultural

Area	Gross	1.176
	Net	1.000

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	4	83.00	332.00		887	294,484
	3	9	97.00	873.00		887	774,351
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	5	130.00	650.00		887	576,550
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	10	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality een/Brown .ternative Use
Medium Green 35 LD		35	1.17	30.00	94	3,293	2,823	2,976,808	903.98	Coalfield Green Agricultural

Coalfield Green Agricultural

Area	Gross	1.296
	Net	1.167

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	4	72.00	288.00		887	255,456
	3	4	86.50	346.00		887	306,902
Semi	2	3	83.00	249.00		887	220,863
	3	7	97.00	679.00		887	602,273
Det	3	0	102.00	0.00		887	0
	4	4	115.00	460.00		887	408,020
	5	6	130.00	780.00		887	691,860
BUNGALOW	1	0	58.00	0.00		986	0
BUNGALOW	2	1	70.00	70.00		986	69,020
BUNGALOW	3	1	86.00	86.00		986	84,796
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	2	72.00	144.00		887	127,728
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	11	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality 'een/Brown .ternative Use
Medium Green 15		15	0.43	35.00	91	1,363	3,179	1,221,146	896.25	Coalfield Green Agricultural

Area	Gross	0.478
	Net	0.429

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	12	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality 'een/Brown .ternative Use
Large Brown 500		500	14.29	35.00	92	46,052	3,224	41,305,490	896.94	Coalfield Brown Industrial

Area	Gross	19.048
	Net	14.286

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	62	72.00	4,464.00		887	3,959,568
	3	64	86.50	5,536.00		887	4,910,432
Semi	2	64	83.00	5,312.00		887	4,711,744
	3	128	97.00	12,416.00		887	11,012,992
Det	3	0	102.00	0.00		887	0
	4	64	115.00	7,360.00		887	6,528,320
	5	43	130.00	5,590.00		887	4,958,330
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	23	59.50	1,368.50	10%	999	1,503,845
	2	11	72.00	792.00	10%	999	870,329
Terrace	2	23	72.00	1,656.00		887	1,468,872
	3	18	86.50	1,557.00		887	1,381,059
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	13	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Large Brown 150		150	3.75	40.00	92	13,849	3,693	12,417,646	896.68

Locality een/Brown .Iternative Use

	Coalfield	Brown	Industrial
Area	Gross	5.000	
	Net	3.750	

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	19	72.00	1,368.00		887	1,213,416
	3	19.0	86.50	1,643.50		887	1,457,785
Semi	2	19	83.00	1,577.00		887	1,398,799
	3	38	97.00	3,686.00		887	3,269,482
Det	3	0	102.00	0.00		887	0
	4	19	115.00	2,185.00		887	1,938,095
	5	14	130.00	1,820.00		887	1,614,340
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	7	59.50	416.50	10%	999	457,692
	2	3	72.00	216.00	10%	999	237,362
Terrace	2	7.0	72.00	504.00		887	447,048
	3	5	86.50	432.50		887	383,628
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	14	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Large Brown 60		60	1.71	35.00	91	5,467	3,189	4,901,866	896.71

Locality een/Brown .Iternative Use

	Coalfield	Brown	Industrial
Area	Gross	1.915	
	Net	1.714	

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	8	72.00	576.00		887	510,912
	3	8	86.50	692.00		887	613,804
Semi	2	8.0	83.00	664.00		887	588,968
	3	15.0	97.00	1,455.00		887	1,290,585
Det	3	0	102.00	0.00		887	0
	4	8	115.00	920.00		887	816,040
	5	4	130.00	520.00		887	461,240
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	3	59.50	178.50	10%	999	196,154
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	3	72.00	216.00		887	191,592
	3	2	86.50	173.00		887	153,451
Semi	2	0.0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number	15	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality 'een/Brown .ternative Use
Medium Brown 25	25	0.63	40.00	93	2,332	3,730	2,095,905	898.95	Coalfield Brown Industrial	

Area	Gross	0.711
	Net	0.625

	Beds	No	m2	Total		BCIS	COST
Market							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	3	72.00	216.00		887	191,592
	3	3	86.50	259.50		887	230,177
Semi	2	3	83.00	249.00		887	220,863
	3	6	97.00	582.00		887	516,234
Det	3	0	102.00	0.00		887	0
	4	3	115.00	345.00		887	306,015
	5	3	130.00	390.00		887	345,930
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	1	72.00	72.00	10%	999	79,121
Terrace	2	1	72.00	72.00		887	63,864
	3	1	86.50	86.50		887	76,726
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number	16	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality 'een/Brown .ternative Use
Medium Brown 15	15	0.43	35.00	91	1,363	3,179	1,221,146	896.25	Coalfield Brown Industrial	

Area	Gross	0.478
	Net	0.429

	Beds	No	m2	Total		BCIS	COST
Market							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	2	72.00	144.00		887	127,728
	3	2	86.50	173.00		887	153,451
Semi	2	2	83.00	166.00		887	147,242
	3	4	97.00	388.00		887	344,156
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	1	59.50	59.50	10%	999	65,385
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 17 Units NET Area Density erage Unit Size Developed Density Total Cost Rate
 Small Green 7 7 0.23 30.00 100 702 3,009 622,674 887.00

Locality een/ Brown .Iternative Use

Coalfield	Green	Paddock
Area	Gross	0.233
	Net	0.233

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	2	83.00	166.00		887	147,242
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	1	115.00	115.00		887	102,005
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 18 Units Area Density erage Unit Size Developed Density Total Cost Rate
 Small Green 4 4 0.16 25.00 106 424 2,650 376,088 887.00

Locality een/Brown .Iternative Use

Coalfield	Green	Paddock
Area	Gross	0.160
	Net	0.160

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	2	97.00	194.00		887	172,078
Det	3	0	102.00	0.00		887	0
	4	2	115.00	230.00		887	204,010
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 19 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Green Plot 1 0.05 20.00 130 130 2,600 115,310 887.00

Locality een/Brown .ternative Use

Coalfield Green Paddock

Area	Gross	0.050
	Net	0.050

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	1	130.00	130.00		887	115,310
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0

Number 20 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Brown 11 11 0.28 40.00 82 904 3,287 827,064 914.89

Locality een/Brown .ternative Use

Coalfield Brown Industrial

Area	Gross	0.275
	Net	0.275

	Beds	No	m2	Total		BCIS	COST
Market							0
Flat	1	0	59.50	0.00	10%	999	0
	2	0	72.00	0.00	10%	999	0
Terrace	2	1	72.00	72.00		887	63,864
	3	2	86.50	173.00		887	153,451
Semi	2	3	83.00	249.00		887	220,863
	3	3	97.00	291.00		887	258,117
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	58.00	0.00	10%	1,027	0
Flat 2 High*	2	0	70.00	0.00	10%	1,027	0
Flat 3 High*	3	0	84.00	0.00	10%	1,027	0
Affordable							
Flat	1	2	59.50	119.00	10%	999	130,769
	2	0	72.00	0.00	10%	999	0
Terrace	2	0	72.00	0.00		887	0
	3	0	86.50	0.00		887	0
Semi	2	0	83.00	0.00		887	0
	3	0	97.00	0.00		887	0
Det	3	0	102.00	0.00		887	0
	4	0	115.00	0.00		887	0
	5	0	130.00	0.00		887	0
Flat 1 High*	1	0	59.50	0.00	10%	1,027	0
Flat 2 High*	2	0	72.00	0.00	10%	1,027	0
Flat 3 High*	3	0	86.50	0.00	10%	1,027	0



Number 21 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Brown 7 7 0.14 50.00 87 608 4,343 539,296 887.00

Locality een/Brown .ternative Use

Coalfield	Brown	Industrial
Area	Gross	0.140
	Net	0.140

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	0	83.00	0.00		887
	3	3	97.00	291.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Number 22 Units Area ha Density erage Units/ha Unit Size m2 Developed m2 Density m2/ha Total Cost Rate £/m2

Small Brown 4 4 0.10 40.00 79 317 3,170 281,179 887.00

Locality een/Brown .ternative Use

Coalfield	Brown	Industrial
Area	Gross	0.100
	Net	0.100

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	2	72.00	144.00		887
	3	2	86.50	173.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027



Number	23	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Brown Plot		1	0.03	30.00	115	115	3,450	102,005	887.00

Locality 'een/Brown .Iternative Use

Coalfield	Brown	Industrial
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Area	Gross	0.033
	Net	0.033

	Beds	No	m2	Total	BCIS	COST
Market						0
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	1	115.00	115.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	58.00	0.00	10%	1,027
Flat 2 High*	2	0	70.00	0.00	10%	1,027
Flat 3 High*	3	0	84.00	0.00	10%	1,027
Affordable						
Flat	1	0	59.50	0.00	10%	999
	2	0	72.00	0.00	10%	999
Terrace	2	0	72.00	0.00		887
	3	0	86.50	0.00		887
Semi	2	0	83.00	0.00		887
	3	0	97.00	0.00		887
Det	3	0	102.00	0.00		887
	4	0	115.00	0.00		887
	5	0	130.00	0.00		887
Flat 1 High*	1	0	59.50	0.00	10%	1,027
Flat 2 High*	2	0	72.00	0.00	10%	1,027
Flat 3 High*	3	0	86.50	0.00	10%	1,027

Base - APP8e
For Apps



			Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23
			Large Green 350	Large Green 175	Large Green 175 LD	Large Green 75	Medium Green 35	Medium Green 35 LD	Medium Green 15	Large Brown 500	Large Brown 150	Large Brown 60	Medium Brown 25	Medium Brown 15	Small Green 7	Small Green 4	Green Plot	Small Brown 11	Small Brown 7	Small Brown 4	Brown Plot
			Green Agricultural Coalfield	Green Agricultural Coalfield	Green Agricultural Coalfield	Green Agricultural Coalfield	Green Agricultural Coalfield	Green Agricultural Coalfield	Green Agricultural Coalfield	Brown Industrial Coalfield	Brown Industrial Coalfield	Brown Industrial Coalfield	Brown Industrial Coalfield	Brown Industrial Coalfield	Green Paddock Coalfield	Green Paddock Coalfield	Green Paddock Coalfield	Brown Industrial Coalfield	Brown Industrial Coalfield	Brown Industrial Coalfield	Brown Industrial Coalfield
Site Area	Gross	ha	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03
	Net	ha	10.00	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03
Units			350	175	175	75	35	35	15	500	150	60	25	15	7	4	1	11	7	4	1
Average Unit Size		m2	92.06	92.60	91.50	92.19	93.83	94.09	90.83	92.10	92.32	91.11	93.26	90.83	100.29	106.00	130.00	82.18	86.86	79.25	115.00
Mix	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%
	Affordable Rent		11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	2,150	2,150	2,150	2,150	2,150	2,150	2,150	1,800	1,800	1,800	1,800	1,800	2,450	2,450	2,450	1,750	1,750	1,750	1,750
	Intermediate to Buy	£/m2	1,398	1,398	1,398	1,398	1,398	1,398	1,398	1,170	1,170	1,170	1,170	1,170	1,593	1,593	1,593	1,138	1,138	1,138	1,138
	Affordable Rent	£/m2	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
	Social Rent	£/m2	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910
Grant and Subsidies	Intermediate to Buy	£/unit																			
	Affordable Rent	£/unit																			
	Social Rent	£/unit																			
Sales per Quarter																					
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	350,000						350,000	350,000	350,000				
Easements etc		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385
	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115
Architects		%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
QS / PM		%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
BCIS		£/m2	897	897	904	897	899	904	896	897	897	897	899	896	887	887	887	915	887	887	887
CFSH		%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%
Energy Design		£/m2																			
Acc & Adpt		£/m2																			
Over-extra 3		£/m2	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0	8.0
Small Sites		%													6%	13%	13%		6%	13%	13%
Site Costs		%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Pre CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Post CIL s106		£/Unit	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
		£/m2	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LIT		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%	5.00%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	5.00%
Abnormals		%								10.00%	10.00%	10.00%	10.00%	10.00%				10.00%	10.00%	10.00%	10.00%
		£/site																			
FINANCE	Fees	£	121,000	91,000	89,000	52,000	33,000	33,000	19,000	36,000	39,000	30,000	19,000	11,000	12,000	8,000	2,000	7,000	6,000	4,000	2,000
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£																			
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Profit	% of costs (before interest)		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%



SITE NAME Site 5 Large Green 350						
INCOME	Av Size	%	Number	Price	GDV	GIA
	m2			£/m2	£	m2
Marked Housing	96.6	80%	298	2,150	61,179,702	28,456
Shared Ownership	71.5	4%	13	1,308	1,311,466	938
Affordable Rent	71.5	11%	39	1,000	2,815,313	2,815
Social Rent	71.5	0%	0	910	0	0
Grant and Subsidy					0	0
Affordable Rent					0	0
Social Rent					0	0
SITE AREA - Net	10.00	ha	35	ha	65,306,481	32,209
SITE AREA - Gross	13.33	ha	25	ha		

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	7,839,619	783,961	887,299
Alternative Use Value	266,667	26,667	29,000
Uplift	20%	53,333	4,000
Plus Ipa	950,000	4,666,667	350,000
Viability Threshold	4,586,667	458,667	374,000

Additional Profit	3,787,747	378,774	133
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DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	22,273	7,839,619
Stamp Duty		381,031
Essgements etc.		0
Legals Acquisition	1,50%	117,459
PLANNING		
Planning Fee		150,000
Architects	6.00%	2,106,988
QS / PM	0.50%	175,582
Planning Consultants	1.00%	351,165
Other Professional	2.50%	877,912
CONSTRUCTION		
Build Cost - BCIS Based	1.053	33,918,512
s106 / CIL		350,000
Contingency	2.50%	847,865
Abnormals		35,116,475

FINANCE		
Fees		121,000
Interest	6.00%	0
Legal and Valuation		0
SALES		
Agents	3.0%	1,959,194
Legals	0.5%	326,532
Misc.		0
		2,285,727
Developers Profit		48,513,949

FRANCE		
Fees		121,000
Interest	6.00%	0
Legal and Valuation		0

SALES		
Agents	3.0%	1,959,194
Legals	0.5%	326,532
Misc.		0
		2,285,727
Developers Profit		48,513,949

DEVELOPERS PROFIT		
	% of costs (Before interest)	
	0.00%	0
	20.00%	13,061,296

Planning fee calc			
Planning acc fe	degs	rate	
No degs	350	3%	
No degs under 1	300	385	115,500
	300	115	34,500
			150,000

Stamp duty calc - Residual			
Land payment			
			7,839,619
			381,031

Stamp duty calc - Add Profit			
Land payment			
			4,586,667
			249,333

Pre CIL s106			
	1,000 £/Unit (all)	Total	
			350,000
			0
			350,000

Post CIL s106			
	1,000 £/Unit (all)	Total	
			350,000
			0
			350,000

Build Cost		inc
BCIS	897	1.50%
C5H4	13	
Energy	0	
Design	0	
Acc & Adm	8	
Over-extras 3	0	0%
Small Sites	133	10%
Site Costs	1,053	

LIT		% GDV
		0.00%
		0

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	
INCOME	17	37	37	37	37	37	37	37	37	37	37	37	0	0	0	0	0	0	0	0	0	0	0	0	0
LNITS Shared	2,971,586	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	6,467,568	0	0	0	0	0	0	0	0	0	0	0	0	0
Marked Housing	63,700	138,641	138,641	138,641	138,641	138,641	138,641	138,641	138,641	138,641	138,641	138,641	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	138,744	297,619	297,619	297,619	297,619	297,619	297,619	297,619	297,619	297,619	297,619	297,619	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	3,172,029	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	6,903,828	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty	381,031																								
Essgements etc.	0																								
Legals Acquisition	117,459																								
Planning Fee	150,000																								
Architects	2,106,988																								
QS	175,582																								
Planning Consultants	351,165																								
Other Professional	877,912																								
Build Cost - BCIS Base	1,647,471	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	3,585,671	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	17,000	37,000	37,000	37,000	37,000	37,000	37,000	37,000	37,000	37,000	37,000	37,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	41,187	89,642	89,642	89,642	89,642	89,642	89,642	89,642	89,642	89,642	89,642	89,642	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	121,000																								
Legal and Valuation	0																								
Agents	0	95,161	207,115	207,115	207,115	207,115	207,115	207,115	207,115	207,115	207,115	207,115	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	15,880	34,519	34,519	34,519	34,519	34,519	34,519	34,519	34,519	34,519	34,519	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	4,281,137	1,616,678	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	3,953,947	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																									
Land	7,839,619																								
Interest		726,705	688,986	563,332	409,540	297,119	95,563	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																									
Profit on GDV																									
Cash Flow	-12,111,748	629,646	2,260,895	2,396,549	2,540,341	2,692,762	2,854,328	2,949,881	2,949,881	2,949,881	2,949,881	2,949,881	0	0	0	0	0	0	0	0	0	0	0	0	-13,061,296
Opening Balan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Balance	-12,111,748	-11,483,102	-9,222,207	-6,825,658	-4,285,317	-1,592,555	1,261,772	4,211,653	7,161,534	10,111,415	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	13,061,296	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4
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SITE NAME						
Site 7 Large Green 175 LD						
INCOME	Av Size	%	Number	Price	GDV	QIA
Market Housing	96.0	80%	149	2,150	30,377,896	14,129
Shared Ownership	71.5	4%	7	1,308	655,733	469
Affordable Rent	71.5	11%	20	1,000	1,407,656	1,408
Social Rent	71.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	0
	Affordable Rent				0	0
	Social Rent				0	0
SITE AREA - Net	5.83	ha	30	ha	32,441,284	16,000
SITE AREA - Gross	7.78	ha	23	ha		

Sales per Quarter	0
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS	
Residual Land Value	3,639,945	613,773	469,939
Alternative Use Value	155,556	20,000	
Uplift	20%	31,111	4,000
Plus IFA	90,000	2,722,522	392,000
Viability Threshold	2,908,889		374,000

Additional Profit	811,955	97
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DEVELOPMENT COSTS		
LAND	Av/ha or m2	Total
Land	20,469	1,520,141
Stamp Duty		168,517
Essentials etc.		0
Legals Acquisition	1.50%	53,705
PLANNING		
Planning Fee		62,500
Architects	6.00%	1,054,024
QS / PM	0.50%	87,910
Planning Consultants	1.00%	175,821
Other Professional	2.50%	438,551
CONSTRUCTION		
Build Cost - BCIS Based	1.061	16,982,496
s106 / CIL		175,000
Contingency	2.50%	424,562
Abnormals		17,582,058
FINANCE		
Fees		89,000
Interest	6.00%	0
Legal and Valuation		89,000
SALES		
Agents	3.0%	973,239
Legals	0.5%	162,206
Misc.		0
Developers Profit		1,136,445
% of costs (Before interest)	0.00%	0
% of GDV	20.00%	6,488,237

Planning fee calc			
Planning fee	degs	rate	
No degs	175		48,125
No degs under 1	125	365	45,625
No degs over 1	125	115	14,375
			107,125

Build Cost		inc
BCIS	904	1.50%
C5H	14	
Energy	0	
Design	0	
Acc & Adp	8	
Over-extra 3	0	0%
Small Sites	0	
Site Costs	138	15%
	1,661	

Stamp duty calc - Residual		Total
Land payment		3,540,346
		168,517

Stamp duty calc - Add Profit			
Land payment			Total
125,000	0%	1%	2,508,889
500,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
			145,441

Pre CIL s106		Total
1,000	£/Unit (a)	175,000
	£/m2	0
		175,000

LIT	% GDV	0.00%	0
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Post CIL s106		Total
1,000	£/Unit (a)	175,000
	£/m2	0
		175,000

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	168,517																							
Essentials etc.	0																							
Legals Acquisition	53,705																							
Planning Fee	62,500																							
Architects	527,462																							
QS	43,955																							
Planning Consultants	87,910																							
Other Professional	219,776																							
Build Cost - BCIS Base	0	291,129	582,257		873,386	873,386	873,386	873,386	873,386	873,386	873,386	873,386	1,067,471	1,261,257	1,293,904	1,099,819	905,733	873,386	873,386	873,386	582,257	291,129	0	0
s106/CIL	0	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	11,000	13,000	13,333	11,333	9,333	9,000	9,000	9,000	6,000	3,000	0	0
Contingency	0	7,278	14,556		21,835	21,835	21,835	21,835	21,835	21,835	21,835	21,835	26,687	31,039	32,348	27,495	22,643	21,835	21,835	21,835	14,556	7,278	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	89,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	83,420	83,420	55,614	50,052	50,052	50,052	50,052	50,052
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	13,903	13,903	9,269	8,342	8,342	8,342	8,342	8,342
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	1,253,825	0	1,180,510	692,813	904,220	904,220	902,814	902,814	902,814	902,814	902,814	902,814	1,163,552	1,364,400	1,397,980	1,197,942	1,035,834	1,001,544	969,103	962,614	661,208	359,801	58,394	58,394
For Residual Valuation																								
Land	1,520,141																							
Interest		72,498	73,585	92,396	102,825	117,930	133,263	124,675	115,958	107,110	98,130	89,015	79,793	73,387	69,929	66,921	60,855	35,583	9,429	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								6,488,237
Cash Flow	-4,833,170	-72,498	-1,254,065	-695,210	-1,007,045	-1,022,150	-572,532	-581,120	-589,837	-598,684	-607,665	-616,779	-625,093	-630,532	-600,500	-604,446	-1,684,793	-1,743,555	-875,256	-705,794	-1,007,201	-1,308,608	-1,610,915	-4,876,242
Opening Balance	-4,833,170	-4,905,668	-6,159,762	-6,854,072	-7,662,017	-8,884,167	-8,311,636	-7,730,515	-7,140,679	-6,541,994	-5,934,330	-5,317,600	-4,802,407	-4,661,025	-4,461,425	-4,056,979	-3,272,186	-628,631	246,624	952,419	-1,959,620	-3,289,228	-4,878,242	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	145,444																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	43,633																							
Planning Fee	62,500																							
Architects	527,462																							
QS	43,955																							
Planning Consultants	87,910																							
Other Professional	219,776																							
Build Cost - BCIS Base	0	0	291,129	582,257	873,386	873,386	873,386	873,386	873,386	873,386	873,386	873,386	1,067,471	1,261,257	1,293,904	1,099,819	905,733	873,386	873,386	873,386	582,257	291,129	0	0
POTENTIAL CIL	0	0	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	10,000	10,000	10,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	0	0
Post CIL s106	0	0	7,278	14,556	21,835	21,835	21,835	21,835	21,835	21,835	21,835	21,835	26,687	31,039	32,348	27,495	22,643	21,835	21,835	21,835	14,556	7,278	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	89,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	83,420	83,420	55,614	50,052	50,052	50,052	50,052	50,052
Legals																								



SITE NAME Site 11 Medium Green 15						
INCOME	Av Size	%	Number	Price	GDV	GM2
	m2			£/m2	£	
Market Housing	94.7	80%	13	2,150	2,595,733	1,307
Shared Ownership	65.8	4%	1	1,308	51,696	27
Affordable Rent	65.8	11%	2	1,000	110,953	111
Social Rent	65.8	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.43	ha	35	ha	2,758,392	1,355
SITE AREA - Gross	0.48	ha	31	ha		

Sales per Quarter	0
Units Built Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	339,841	783,628	702,490
Alternative Use Value	9,561	20,000	
Uplift	20%	1,912	4,000
Plus/Min	950,000	187,555	352,000
Viability Threshold	178,739		374,000

Additional Profit: 146,388 (13%)

DEVELOPMENT COSTS		
LAND	Avail or m2	Total
Land	22,289	339,841
Stamp Duty		6,292
Essenments etc.		0
Legals Acquisition	1.50%	5,038
11.300		

PLANNING		
Planning Fee		5,775
Architects	6.00%	88,594
QS / PM	0.50%	7,383
Planning Consultants	1.00%	14,766
Other Professional	2.50%	36,914
153,432		

CONSTRUCTION		
Built Cost - BCIS Based	1.052	1,425,922
s106 / CIL		15,000
Contingency	2.50%	35,448
Abnormals		0
1,476,370		

FINANCE		
Fees		19,000
Interest	6.00%	0
Legal and Valuation		0
19,000		

SALES		
Agents	3.0%	82,752
Legals	0.5%	13,792
Misc.		0
96,544		2,092,716

Developers Profit		
% of costs (Before interest)	0.00%	0
% of GDV	20.00%	551,678

Planning fee calc			
Planning acc fe	degs	rate	
No degs	15	385	5,775
No degs under 1	0	115	0
Total			5,775

Build Cost		inc
BCIS	896	
CSH	13	1.50%
Energy	0	
Design	0	
Acc & Adm	8	
Over-extra 3	0	0%
Small Sites	0	
Site Costs	134	15%
Total	1,092	

Stamp duty calc - Residual	
Land payment	339,841

Stamp duty calc - Add Profit	
Land payment	178,739
125,000	0%
250,000	1%
500,000	3%
1,000,000	4%
above	5%
Total	5,361

Pre CIL s106	
1,000	£/Unit (all)
Total	15,000

Post CIL s106	
1,000	£/Unit (all)
CIL	0
£/m2	0
Total	15,000

LIT	
% GDV	0.00%
0	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Shared	6	5			6	5			6	5			6	5			6	5			6	5		
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	6,292																							
Essenments etc.	0																							
Legals Acquisition	5,038																							
Planning Fee	5,775																							
Architects	44,297																							
QS	3,691																							
Planning Consultants	7,383																							
Other Professional	18,457																							
Built Cost - BCIS Base	0	158,436	316,872		475,307	316,872	158,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	1,667	3,333		5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	3,961	7,922		11,883	7,922	3,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	19,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	109,933	0	237,892	328,127	492,190	328,127	196,345	32,181	32,181	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	339,841																						
Interest	6,687	6,787	10,457		15,536	23,152	28,421	17,999	4,960	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-445,774	-6,687	-244,679	-338,584	-507,726	-351,276	-694,798	-869,284	-882,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	-445,774	-452,460	-697,139	-1,035,723	-1,543,448	-1,894,727	-1,199,928	-330,645	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	551,678	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	178,739																							
Stamp Duty	5,364	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essenments etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,682	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	44,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	7,383	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	18,457	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	0	158,436	316,872	475,307	316,872	158,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	3,961	7,922	11,883	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0</												



SITE NAME Site 15 Medium Brown 25						
INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	m2
Market Housing	97.2	80%	21	1,800	3,718,446	2,066
Shared Ownership	72.5	4%	1	1,170	79,523	698
Affordable Rent	72.5	11%	3	1,000	203,906	204
Social Rent	72.5	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.63	ha	40	ha	4,001,876	2,338
SITE AREA - Gross	0.71	ha	35	ha		

Sales per Quarter	0
Units Built Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	193,959	165,534	145,614
Alternative Use Value	295,000	400,000	
Uplift	20%	56,840	80,000
Plus IFA	0	0	0
Viability Threshold	341,940	480,200	

Additional Profit: -471,380 (-228)

DEVELOPMENT COSTS			
LAND	Av Size	Total	
	m2	£	
Land	4,138	-103,451	
Stamp Duty		0	
Essentials etc.		0	
Legals Acquisition	1.50%	-1,562	-1,562
PLANNING			
Planning Fee		9,625	
Architects	6.00%	164,466	
QS / PM	0.50%	13,706	
Planning Consultants	1.00%	27,411	
Other Professional	2.50%	68,528	263,735
CONSTRUCTION			
Build Cost - BCIS Based	1.010	2,361,829	
s106 / CIL		25,000	
Contingency	5.00%	118,581	
Abnormals		236,193	2,741,103
FINANCE			
Fees		19,000	
Interest	6.00%	0	19,000
Legal and Valuation		0	19,000
SALES			
Agents	3.0%	120,056	
Legals	0.5%	20,409	
Misc.		0	140,066
Developers Profit			800,375
% of costs (Before interest)	0.00%		800,375
% of GDV	20.00%		800,375

Planning fee calc			
Planning acc fe	degs	rate	
No depts	25	365	9,625
No depts under 1	0	115	0
Total			9,625

Build Cost		inc
BCIS	899	1.50%
CSH	13	
Energy	0	
Design	0	
Acc & Adm	4	
Over-extras 3	0	0%
Small Sites	0	10%
Site Costs	80	
Total	1,010	

Stamp duty calc - Residual		
Land payment		
		103,451
Total		0

Stamp duty calc - Add Profit		
Land payment		
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	6%	0%
Total		341,940

Pre CIL s106		1,000 £/Unit (all)
Total		25,000
Post CIL s106	1,000 £/Unit (all)	
CIL	0	0
Total		25,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME																									
UNITS Shared	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																									
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	-1,562	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	9,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	82,233	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	6,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	13,706	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	34,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	157,455	314,911	472,366	472,366	472,366	314,911	157,455	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL	0	1,667	3,333	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	7,873	15,746	23,618	23,618	23,618	15,746	7,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	15,746	31,491	47,237	47,237	31,491	15,746	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	19,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0	0	0	0	0	24,011	24,011	24,011	24,011	24,011	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	4,002	4,002	4,002	4,002	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROF	164,128	0	319,795	365,480	548,221	548,221	576,234	393,494	210,753	28,013	28,013	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation																									
Land	-103,451	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Interest	910	924	5,734	11,303	19,696	28,214	25,275	19,551	11,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Profit on GDV	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow	-60,669	-910	-320,719	-371,215	-559,523	-567,916	-195,927	381,606	570,071	761,362	772,362	0	0	0	0	0	0	0	0	0	0	0	0	-800,375	
Opening Balance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Closing Balance	-60,669	-61,679	-382,208	-753,613	-1,213,037	-1,880,953	-1,695,026	-1,303,418	-733,349	28,013	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	800,375	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	341,940	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	5,116	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	9,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	82,233	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	6,853	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	13,706	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0								



SITE NAME: Site 17 Small Green 7						
INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	
Market Housing	100.3	100%	7	2,450	1,719,900	702
Shared Ownership	100.3	0%	0	1,593	0	0
Affordable Rent	100.3	0%	0	1,000	0	0
Social Rent	100.3	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	0
	Affordable Rent				0	0
	Social Rent				0	0
SITE AREA - Net	0.23 ha		30	/ha	1,719,900	702
SITE AREA - Gross	0.23 ha		30	/ha		

Sales per Quarter	0
Units Built Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	389,696	1,671,427	3,973,427
Alternative Use Value	11,957	50,000	
Uplift	2,333	10,000	
Plus /ha	92,000	81,667	350,000
Viability Threshold	96,667		416,000

Additional Profit	288,992	£/m2	411
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RUN Residual MACRO c/w/

Closing balance = 0

RUN CIL MACRO c/w/

Closing balance = 0

Check on planning App 6e correct

DEVELOPMENT COSTS		
LAND	Av/lt or m2	Total
Land	52,381	389,696
Stamp Duty		7,833
Essentials etc.		0
Legals Acquisition	1.50%	5,600
13,333		
PLANNING		
Planning Fee		2,695
Architects	6.00%	45,761
QS / PM	0.50%	3,813
Planning Consultants	1.00%	7,627
Other Professional	2.50%	19,967
78,864		
CONSTRUCTION		
Built Cost - BCIS Based	1.050	737,258
s106/ CIL		7,000
Contingency	2.50%	18,431
Abnormals		0
762,689		
FINANCE		
Fees		12,000
Interest	6.00%	0
Legal and Valuation		12,000
SALES		
Agents	3.0%	51,597
Legals	0.5%	8,600
Misc.		0
60,197		1,293,849
Developers Profit		
% of costs (Before interest)	0.00%	0
% of GDV	20.00%	343,980

Planning fee calc			
Planning acc fe	degs	rate	
No degs	7		2,695
No degs under 7	7	385	2,695
No degs over 7	0	115	0
Total			2,695

Build Cost		£/m2
BCIS		897
CSH		13
Energy		0
Design		0
Acc & Adm		4
Over-extra 3		0
Small Sites		53
Site Costs		88
Total		1,050

Stamp duty calc - Residual		Total
Land payment		389,696
		7,833

Stamp duty calc - Add Profit		Total
Land payment		96,667
125,000	0%	1%
250,000	1%	3%
500,000	3%	0%
1,000,000	4%	0%
above	6%	3%
Total		2,873

Pre CIL s106		Total
1,000 £/Unit (all)		7,000
Total		7,000

LIT	% GDV	0.00%	0
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Post CIL s106		Total
1,000 £/Unit (all)		7,000
0 £/m2		0
Total		7,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	2	2			3																			
Market Housing									491,400	491,400														
Shared Ownership																								
Affordable Rent																								
Social Rent																								
Grant and Subsidy																								
INCOME	0	0	0	0	0	0	0	0	491,400	491,400	737,100	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	7,833																							
Essentials etc.	0																							
Legals Acquisition	5,500																							
Planning Fee	2,695																							
Architects	22,881		22,881																					
QS	1,907		1,907																					
Planning Consultants	3,813		3,813																					
Other Professional	9,534		9,534																					
Built Cost - BCIS Base	0	70,215	140,430		245,753	175,538	105,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	667	1,333		2,333	1,667	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	1,755	3,511		6,144	4,388	2,633	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	12,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	14,742	14,742	22,113	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	2,457	2,457	3,686	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	66,163	0	110,772	145,274	354,230	181,593	126,155	17,199	25,799	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	389,696																						
Interest		6,492	6,590	8,350	10,655	14,628	17,571	12,356	5,428	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-432,829	-6,492	-117,361	-153,624	-264,684	-196,221	-347,674	-461,845	705,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	0																							
Closing Balance	-432,829	-439,321	-556,683	-710,307	-975,192	-1,171,412	-823,738	-361,893	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	343,980	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	0	0	491,400	491,400	737,100	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	96,667																							
Stamp Duty	2,870	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,435	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,695	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	22,881	0	22,881	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,907	0	1,907	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,813	0	3,813	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	9,534	0	9,534	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	0	70,215	140,430	245,753	175,538	105,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	2,000	2,000	3,000	3,000	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,755	3,511	6,144	4,388	2,633	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0																



SITE NAME: Site 18 Small Green 4						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	Q14
Market Housing	106.0	100%	4	2,450	1,038,800	424
Shared Ownership	106.0	0%	0	1,583	0	0
Affordable Rent	106.0	0%	0	1,000	0	0
Social Rent	106.0	0%	0	910	0	0
Grant and Subsidy	Shared Ownership				0	0
	Affordable Rent				0	0
	Social Rent				0	0
SITE AREA - Net				0.16 ha	25	/ha
SITE AREA - Gross				0.16 ha	25	/ha
					1,038,800	424

Sales per Quarter	0
Units Built Time	3 Quarters

Residual Land Value	Whole Site	Per ha NET	Per ha GROSS
	189,577	1,241,107	3,241,107
Alternative Use Value	8,000	50,000	200,000
Uplift	20%	1,600	10,000
Plus /ha	920,000	58,000	350,000
Viability Threshold	65,600		416,000

Additional Profit	139,434	0	339
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DEVELOPMENT COSTS			
LAND	Avail or m2	Total	
Land	49,644	189,577	
Stamp Duty		972	
Essentials etc.		0	
Legals Acquisition	1.50%	2,979	3,950
PLANNING			
Planning Fee		1,540	
Architects	6.00%	29,345	
QS / PM	0.50%	2,437	
Planning Consultants	1.00%	4,874	
Other Professional	2.50%	12,185	50,281
CONSTRUCTION			
Build Cost - BCIS Based	1,112	471,622	
s106 / CIL		4,000	
Contingency	2.50%	11,791	
Abnormals		0	487,412
FINANCE			
Fees		8,000	
Interest	6.00%		8,000
Legal and Valuation		0	8,000
SALES			
Agents	3.0%	31,164	
Legals	0.5%	5,194	
Misc.		0	36,358
Developers Profit			784,979
% of costs (Before interest)		0.00%	0
% of GDV		20.00%	207,760

Planning fee calc			
Planning acc fe	degs	rate	
No degs	4		1,540
No degs under 4	4	385	1,540
No degs over 4	0	115	0
Total			1,540

Build Cost		inc	
BCIS	887		1.50%
CSH	13		
Energy	0		
Design	0		
Acc & Adm	8		
Over-extra 3	0		13%
Small Sites	115		10%
Site Costs	881		
Total		1,112	

Stamp duty calc - Residual		
Land payment		
	189,577	
Total		972

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	1%	65,600
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	6%	1%	
Total			656

Pre CIL s106		1,000 £/Unit (all)	
Total			
	4,000		
Post CIL s106		1,000 £/Unit (all)	
CIL	0 £/m2		
Total			4,000

LIT	% GDV	0.00%	0
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6											
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
INCOME	2																															
UNITS Shared	2																															
Market Housing	0																															
Shared Ownership	0																															
Affordable Rent	0																															
Social Rent	0																															
Grant and Subsidy	0																															
INCOME	0				0				0				0				0				0											
EXPENDITURE	Stamp Duty 972																															
Essentials etc.	0																															
Legals Acquisition	2,979																															
Planning Fee	1,540																															
Architects	14,822																															
QS	1,219																															
Planning Consultants	2,437																															
Other Professional	6,093																															
Build Cost - BCIS Base	0				78,604				157,207				0				0				0											
s106/CIL	0				667				1,333				0				0				0											
Contingency	0				1,965				3,930				1,965				0				0											
Abnormals	0				0				0				0				0				0											
Finance Fees	8,000																															
Legal and Valuation	0																															
Agents	0				0				0				15,582				15,582				0											
Legals	0				0				0				2,597				2,597				0											
Misc.	0				0				0				0				0				0											
COSTS BEFORE LAND INT AND PROF	37,861				0				105,606				162,471				81,235				18,179				0							
For Residual Valuation	Land 189,577																															
Interest	3,547																															
Profit on Costs	3,600																															
Profit on GDV	5,236																															
	7,753				10,307				11,880				4,337				0				0				0							
Cash Flow	-236,438				-3,547				-109,206				-167,709				-170,224				-91,542				489,541				496,884			
Opening Balance	-236,438				-239,985				-349,180				-516,889				-687,123				-778,665				-289,124				207,760			
Closing Balance	0				0				0				0				0				0				0				0			

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6											
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
INCOME	As Above																															
INCOME	0				0				0				0				0				0											
EXPENDITURE	Land 65,600																															
Stamp Duty	656																															
Essentials etc.	0																															
Legals Acquisition	984																															
Planning Fee	1,540																															
Architects	14,822																															
QS	1,219																															
Planning Consultants	2,437																															
Other Professional	6,093																															
Build Cost - BCIS Base	0				78,604				157,207				0				0				0											
POTENTIAL CIL	0				2,000				2,000				0				0				0											
Post CIL s106	0				1,965				3,930				1,965				0				0											
Abnormals	0				0				0				0				0				0											
Finance Fees	8,000																															
Legal and Valuation	0																															
Agents	0				0				0				15,582				15,582				0											
Legals	0				0				0				2,597				2,597				0											
Misc.	0				0				0				0				0				0											
COSTS BEFORE LAND INT AND PROF	101,151				0				244,974				161,137				92,669				18,179				0							
For CIL calculation	Interest 1,517																															
Profit on use	1,540																															
Profit on GDV	5,229																															
	7,724				10,287				11,880				4,337				0				0				0							
Cash Flow	-101,151				-1,517				-245,914				-166,366				-170,862				-92,856				489,541				496,884			
Opening Balance	-101,151				-102,668				-348,582				-514,948				-686,609				-778,665				-289,124				207,760			
Closing Balance	0				0				0				0				0				0				0				0			



SITE NAME: Site 23 Brown Plot						
INCOME	Av Size	%	Number	Price	GDV	Q1
	m2			£/m2	£	
Market Housing	115.0	100%	1	1,750	201,250	115
Shared Ownership	115.0	0%	0	1,138	0	0
Affordable Rent	115.0	0%	0	1,000	0	0
Social Rent	115.0	0%	0	910	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.03 ha		30	/ha		
SITE AREA - Gross	0.03 ha		30	/ha	201,250	115

Sales per Quarter	0
Units Built Time	3 Quarters

Residual Land Value	-17,799	-533,988	-533,988
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Alternative Use Value	13,333	400,000	
Uplift	2,667	80,000	
Plus / Min	0	0	
Viability Threshold	16,000	480,000	

Additional Profit	-35,078	-300
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DEVELOPMENT COSTS			
LAND	Av/lt or m2	Total	
Land	17,799	-17,799	
Stamp Duty		0	
Essentials etc.		0	
Legals Acquisition	1.50%	-267	-267

PLANNING			
Planning Fee		385	
Architects	6.00%	8,866	
QS / PM	0.50%	741	
Planning Consultants	1.00%	1,481	
Other Professional	2.50%	3,703	15,195

CONSTRUCTION			
Built Cost - BCIS Based	1,112	127,916	
s106 / CIL		1,000	
Contingency	5.00%	6,396	
Abnormals		12,792	148,104

FINANCE			
Fees		2,000	
Interest	6.00%	0	2,000
Legal and Valuation		0	2,000

SALES			
Agents	3.0%	6,038	
Legals	0.5%	1,006	
Misc.		0	7,044
Developers Profit			154,277

% of costs (Before interest)	0.00%	0
% of GDV	20.00%	40,250

Planning fee calc			
Planning acc fe	degs	rate	
No depts	1	385	385
No depts under 1	0	115	0
No depts over 1	0	0	0
Total			385

Build Cost		inc	
BCIS	887		
CSH	13		1.50%
Energy	0		
Design	0		
Acc & Adm	8		
Over-extras 3	0		
Small Sites	115		13%
Site Costs	88		10%
Total	1,112		

Stamp duty calc - Residual		
Land payment	-17,799	
Total	0	

Stamp duty calc - Add Profit		
Land payment	16,000	
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	6%	0%
Total	0	

Pre CIL s106	1,000	£/Unit (all)	
Total	1,000		

LIT	% GDV	0.00%	0
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Post CIL s106	1,000	£/Unit (all)	
CIL	0	£/m2	
Total	1,000		

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Shared																								
Market Housing																								
Shared Ownership																								
Affordable Rent																								
Social Rent																								
Grant and Subsidy																								
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	0																							
Essentials etc.	0																							
Legals Acquisition	-267																							
Planning Fee	385																							
Architects	4,443		4,443																					
QS	370		370																					
Planning Consultants	741		741																					
Other Professional	1,851		1,851																					
Built Cost - BCIS Base	0	42,639	42,639		42,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	333	333		333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	2,132	2,132		2,132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	4,264	4,264		4,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	2,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	6,623	0	56,773	49,368	49,368	0	7,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land																								
Interest																								
Profit on Costs																								
Profit on GDV																								
Cash Flow	8,276	0	-56,773	-50,095	-50,847	-2,242	191,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance	8,276	8,276	-48,497	-98,593	-149,439	-151,681	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	0
Closing Balance	8,276	8,276	-48,497	-98,593	-149,439	-151,681	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	40,250	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	16,000																							
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Essentials etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	385	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	4,443	0	4,443	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	370	0	370	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	741	0	741	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	1,851	0	1,851	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Built Cost - BCIS Base	0	0	42,639	42,639	42,639	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	0	2,132	2,132	2,132	0	0	0	0</															

			Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23
			Large Green 350 Green	Large Green 175 Green	Large Green 175 LD Green	Large Green 75 Green	Medium Green 35 Green	Medium Green 35 LD Green	Medium Green 15 Green	Large Brown 500 Brown	Large Brown 150 Brown	Large Brown 60 Brown	Medium Brown 25 Brown	Medium Brown 15 Brown	Small Green 7 Green	Small Green 4 Green	Green Plot Green	Small Brown 11 Brown	Small Brown 7 Brown	Small Brown 4 Brown	Brown Plot Brown
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial
Site Area	Gross	ha	13.33	6.67	7.78	2.86	1.18	1.30	0.48	19.05	5.00	1.91	0.71	0.48	0.23	0.16	0.05	0.28	0.14	0.10	0.03
	Net	ha	10.00	5.00	5.83	2.14	1.00	1.17	0.43	14.29	3.75	1.71	0.63	0.43	0.23	0.16	0.05	0.28	0.14	0.10	0.03
Units			350	175	175	75	35	35	15	500	150	60	25	15	7	4	1	11	7	4	1
Mix	Market		85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	11.25%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	£/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	50,000	50,000	50,000	400,000	400,000	400,000	400,000
	£ site		266,667	133,333	155,556	57,143	23,529	25,926	9,561	7,619,048	2,000,000	765,994	284,200	191,229	11,667	8,000	2,500	110,000	56,000	40,000	13,333
Uplift	£/ha		354,000	354,000	354,000	354,000	354,000	354,000	354,000	80,000	80,000	80,000	80,000	80,000	360,000	360,000	360,000	80,000	80,000	80,000	80,000
	£ site		4,720,000	2,360,000	2,753,333	1,011,429	416,471	458,889	169,237	1,523,810	400,000	153,199	56,840	38,246	84,000	57,600	18,000	22,000	11,200	8,000	2,667
Viability Threshold	£/ha		374,000	374,000	374,000	374,000	374,000	374,000	374,000	480,000	480,000	480,000	480,000	480,000	410,000	410,000	410,000	480,000	480,000	480,000	480,000
	£ site		4,986,667	2,493,333	2,908,889	1,068,571	440,000	484,815	178,799	9,142,857	2,400,000	919,193	341,040	229,474	95,667	65,600	20,500	132,000	67,200	48,000	16,000
Residual Va Gross	£/ha		587,296	563,537	460,330	578,409	675,711	602,013	702,490	-117,223	-202,401	-247,146	-145,614	-106,638	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968
	Net	£/ha	783,061	751,382	613,773	771,212	794,954	668,903	783,628	-156,297	-269,867	-276,080	-165,534	-118,954	1,571,427	1,241,107	1,242,058	-138,237	-306,786	-485,864	-533,968
		£ site	7,830,610	3,756,910	3,580,345	1,652,597	794,954	780,387	335,841	-2,232,813	-1,012,003	-473,281	-103,459	-50,980	366,666	198,577	62,103	-38,015	-42,950	-48,586	-17,799
Additional Profit	£ site		3,757,747	1,536,666	811,955	659,533	389,389	323,732	165,388	-14,379,390	-3,946,570	-1,506,450	-471,380	-297,426	288,592	139,434	43,518	-181,613	-115,938	-100,236	-35,078
	£/m2		132	107	57	108	133	110	137	-353	-323	-312	-228	-246	411	329	335	-189	-191	-316	-305

Appendix 9 – Development Appraisals, Older People's Housing

Sheltered Green			SHELTERED						
			Greenfield						
AFFORDABLE %			0%	5%	10%	15%	20%	25%	30%
CIL £/m2									
Units	1 bed	50 m2	20	20	20	20	20	20	20
	2 bed	75 m2	25	25	25	25	25	25	25
	Saleable Area		2,875	2,875	2,875	2,875	2,875	2,875	2,875
	Non-saleable	20%	719	719	719	719	719	719	719
	GIA		3,594	3,594	3,594	3,594	3,594	3,594	3,594
£/m2	Market £/m2		2,250	2,250	2,250	2,250	2,250	2,250	2,250
	Market m2		2,875	2,731	2,588	2,444	2,300	2,156	2,013
	Market £		6,468,750	6,145,313	5,821,875	5,498,438	5,175,000	4,851,563	4,528,125
	Affordable £/m2		1,000	1,000	1,000	1,000	1,000	1,000	1,000
	Affordable m2		0	144	288	431	575	719	863
	Affordable £		0	143,750	287,500	431,250	575,000	718,750	862,500
	Ground R _t	£3,850	173,250	173,250	173,250	173,250	173,250	173,250	173,250
	Capital Value		6,642,000	6,462,313	6,282,625	6,102,938	5,923,250	5,743,563	5,563,875
Costs	Land Used	ha	0.50	0.50	0.50	0.50	0.50	0.50	0.50
		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Uplift	£/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000
		20%	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	Cost		137,000	137,000	137,000	137,000	137,000	137,000	137,000
	Costs on Viability Thresh	SDLT 4.0%	5,480	5,480	5,480	5,480	5,480	5,480	5,480
		Costs 1.5%	2,055	2,055	2,055	2,055	2,055	2,055	2,055
	Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Planning		50,000	50,000	50,000	50,000	50,000	50,000	50,000
	Construction	/m2	1,115	1,115	1,115	1,115	1,115	1,115	1,115
		£	4,007,031	4,007,031	4,007,031	4,007,031	4,007,031	4,007,031	4,007,031
	Infrastructure	15.00%	601,055	601,055	601,055	601,055	601,055	601,055	601,055
	Abnormals	0.00%	0	0	0	0	0	0	0
	Fees	8.00%	368,647	368,647	368,647	368,647	368,647	368,647	368,647
	s106	50,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000
	CIL		0	0	0	0	0	0	0
	Contingency	2.50%	115,202	115,202	115,202	115,202	115,202	115,202	115,202
	Finance Costs		70,000	70,000	70,000	70,000	70,000	70,000	70,000
	Sales	3.50%	232,470	226,181	219,892	213,603	207,314	201,025	194,736
	Misc		10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		5,511,940	5,530,651	5,524,362	5,518,073	5,511,784	5,505,495	5,499,206
	Interest	7.00%	192,918	193,573	193,353	193,133	192,912	192,692	192,472
	Profit % GDV	20.00%	1,102,388	1,106,130	1,104,872	1,103,615	1,102,357	1,101,099	1,099,841
	COSTS		6,807,246	6,830,354	6,822,587	6,814,820	6,807,053	6,799,286	6,791,519
	Residual Land Worth		-165,246	-368,041	-539,962	-711,882	-883,803	-1,055,723	-1,227,644
	Existing Use Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000
	Residual Value	£/ha	-330,492	-736,083	-1,079,924	-1,423,765	-1,767,606	-2,111,447	-2,455,288

Sheltered Brown			SHELTERED						
			Brownfield						
AFFORDABLE %			0%	5%	10%	15%	20%	25%	30%
CIL			£/m2	0	0	0	0	0	0
Units	1 bed	50 m2	20	20	20	20	20	20	20
	2 bed	75 m2	25	25	25	25	25	25	25
	Saleable Area		2,875	2,875	2,875	2,875	2,875	2,875	2,875
	Non-saleable	20%	719	719	719	719	719	719	719
	GIA		3,594	3,594	3,594	3,594	3,594	3,594	3,594
£/m2	Market £/m2		2,250	2,250	2,250	2,250	2,250	2,250	2,250
	Market m2		2,875	2,731	2,588	2,444	2,300	2,156	2,013
	Market £		6,468,750	6,145,313	5,821,875	5,498,438	5,175,000	4,851,563	4,528,125
	Affordable £/m2		1,000	1,000	1,000	1,000	1,000	1,000	1,000
	Affordable m2		0	144	288	431	575	719	863
	Affordable £		0	143,750	287,500	431,250	575,000	718,750	862,500
	Ground Rf	£3,850	173,250	173,250	173,250	173,250	173,250	173,250	173,250
	Capital Value		6,642,000	6,462,313	6,282,625	6,102,938	5,923,250	5,743,563	5,563,875
Costs	Land Used	ha	0.50	0.50	0.50	0.50	0.50	0.50	0.50
		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000
		Uplift £/ha	0	0	0	0	0	0	0
		20%	80,000	80,000	80,000	80,000	80,000	80,000	80,000
	Cost		240,000	240,000	240,000	240,000	240,000	240,000	240,000
	Costs on Viability Thresh	SDLT 4.0%	9,600	9,600	9,600	9,600	9,600	9,600	9,600
		Costs 1.5%	3,600	3,600	3,600	3,600	3,600	3,600	3,600
	Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Planning		50,000	50,000	50,000	50,000	50,000	50,000	50,000
	Construction	/m2	1,115	1,115	1,115	1,115	1,115	1,115	1,115
		£	4,007,031	4,007,031	4,007,031	4,007,031	4,007,031	4,007,031	4,007,031
	Infrastructure	15.00%	601,055	601,055	601,055	601,055	601,055	601,055	601,055
	Abnormals	10.00%	400,703	400,703	400,703	400,703	400,703	400,703	400,703
	Fees	8.00%	400,703	400,703	400,703	400,703	400,703	400,703	400,703
	s106	50,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000
	CIL		0	0	0	0	0	0	0
	Contingency	5.00%	250,439	250,439	250,439	250,439	250,439	250,439	250,439
	Finance Costs		70,000	70,000	70,000	70,000	70,000	70,000	70,000
	Sales	3.50%	232,470	226,181	219,892	213,603	207,314	201,025	194,736
	Misc		10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		6,085,602	6,104,313	6,098,024	6,091,734	6,085,445	6,079,156	6,072,867
	Interest	7.00%	212,996	213,651	213,431	213,211	212,991	212,770	212,550
	Profit % GDV	20.00%	1,217,120	1,220,863	1,219,605	1,218,347	1,217,089	1,215,831	1,214,573
	COSTS		7,755,718	7,778,826	7,771,059	7,763,292	7,755,525	7,747,758	7,739,991
	Residual Land Worth		-1,113,718	-1,316,514	-1,488,434	-1,660,355	-1,832,275	-2,004,196	-2,176,116
	Existing Use Value	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000
	Viability Threshold	£/ha	480,000	480,000	480,000	480,000	480,000	480,000	480,000
	Residual Value	£/ha	-2,227,436	-2,633,027	-2,976,868	-3,320,709	-3,664,550	-4,008,391	-4,352,232

Extracare Green			Extracare						
			Greenfield						
AFFORDABLE %			0%	5%	10%	15%	20%	25%	30%
	CIL	£/m2	0	0	0	0	0	0	0
Units	1 bed	65 m2	24	24	24	24	24	24	24
	2 bed	80 m2	16	16	16	16	16	16	16
	Saleable Area		2,840	2,840	2,840	2,840	2,840	2,840	2,840
	Non-saleable	35%	1,529	1,529	1,529	1,529	1,529	1,529	1,529
	GIA		4,369	4,369	4,369	4,369	4,369	4,369	4,369
£/m2	Market £/m2		2,410	2,410	2,410	2,410	2,410	2,410	2,410
	Market m2		2,840	2,698	2,556	2,414	2,272	2,130	1,988
	Market £		6,844,400	6,502,180	6,159,960	5,817,740	5,475,520	5,133,300	4,791,080
	Affordable £/m2		1,000	1,000	1,000	1,000	1,000	1,000	1,000
	Affordable m2		0	142	284	426	568	710	852
	Affordable £		0	142,000	284,000	426,000	568,000	710,000	852,000
	Ground Rf	£3,850	154,000	154,000	154,000	154,000	154,000	154,000	154,000
	Capital Value		6,998,400	6,798,180	6,597,960	6,397,740	6,197,520	5,997,300	5,797,080
Costs	Land Used	ha	0.50	0.50	0.50	0.50	0.50	0.50	0.50
		£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Uplift	£/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000
		20%	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	Cost		137,000	137,000	137,000	137,000	137,000	137,000	137,000
	Costs on Viability Thresh	SDLT	4.0%	5,480	5,480	5,480	5,480	5,480	5,480
		Costs	1.5%	2,055	2,055	2,055	2,055	2,055	2,055
	Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Planning		50,000	50,000	50,000	50,000	50,000	50,000	50,000
	Construction	/m2	1,182	1,182	1,182	1,182	1,182	1,182	1,182
		£	5,164,431	5,164,431	5,164,431	5,164,431	5,164,431	5,164,431	5,164,431
	Infrastructure	15.00%	774,665	774,665	774,665	774,665	774,665	774,665	774,665
	Abnormals	0.00%	0	0	0	0	0	0	0
	Fees	8.00%	475,128	475,128	475,128	475,128	475,128	475,128	475,128
	s106	50,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000
	CIL		0	0	0	0	0	0	0
	Contingency	2.50%	148,477	148,477	148,477	148,477	148,477	148,477	148,477
	Finance Costs		90,000	90,000	90,000	90,000	90,000	90,000	90,000
	Sales	3.50%	244,944	237,936	230,929	223,921	216,913	209,906	202,898
	Misc		10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		7,015,179	7,033,172	7,026,164	7,019,156	7,012,149	7,005,141	6,998,133
	Interest	7.00%	245,531	246,161	245,916	245,670	245,425	245,180	244,935
	Profit % GDV	20.00%	1,403,036	1,406,634	1,405,233	1,403,831	1,402,430	1,401,028	1,399,627
	COSTS		8,663,747	8,685,967	8,677,313	8,668,658	8,660,004	8,651,349	8,642,695
	Residual Land Worth		-1,665,347	-1,887,787	-2,079,353	-2,270,918	-2,462,484	-2,654,049	-2,845,615
	Existing Use Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000
	Residual Value	£/ha	-3,330,693	-3,775,574	-4,158,705	-4,541,836	-4,924,967	-5,308,098	-5,691,229

Extracare Brown			Extracare						
			Brownfield						
AFFORDABLE %			0%	5%	10%	15%	20%	25%	30%
	CIL	£/m2	0	0	0	0	0	0	0
Units	1 bed	65 m2	24	24	24	24	24	24	24
	2 bed	80 m2	16	16	16	16	16	16	16
	Saleable Area		2,840	2,840	2,840	2,840	2,840	2,840	2,840
	Non-saleable	35%	1,529	1,529	1,529	1,529	1,529	1,529	1,529
	GIA		4,369	4,369	4,369	4,369	4,369	4,369	4,369
£/m2	Market £/m2		2,410	2,410	2,410	2,410	2,410	2,410	2,410
	Market m2		2,840	2,698	2,556	2,414	2,272	2,130	1,988
	Market £		6,844,400	6,502,180	6,159,960	5,817,740	5,475,520	5,133,300	4,791,080
	Affordable £/m2		1,000	1,000	1,000	1,000	1,000	1,000	1,000
	Affordable m2		0	142	284	426	568	710	852
	Affordable £		0	142,000	284,000	426,000	568,000	710,000	852,000
	Ground Rf	£3,850	154,000	154,000	154,000	154,000	154,000	154,000	154,000
	Capital Value		6,998,400	6,798,180	6,597,960	6,397,740	6,197,520	5,997,300	5,797,080
Costs	Land Used	ha	0.50	0.50	0.50	0.50	0.50	0.50	0.50
		£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000
		Uplift £/ha	0	0	0	0	0	0	0
		20%	80,000	80,000	80,000	80,000	80,000	80,000	80,000
	Cost		240,000	240,000	240,000	240,000	240,000	240,000	240,000
	Costs on Viability Thresh	SDLT 4.0%	9,600	9,600	9,600	9,600	9,600	9,600	9,600
		Costs 1.5%	3,600	3,600	3,600	3,600	3,600	3,600	3,600
	Strategic Promotion Planning		25,000	25,000	25,000	25,000	25,000	25,000	25,000
			50,000	50,000	50,000	50,000	50,000	50,000	50,000
	Construction	/m2	1,182	1,182	1,182	1,182	1,182	1,182	1,182
		£	5,164,431	5,164,431	5,164,431	5,164,431	5,164,431	5,164,431	5,164,431
	Infrastructure	15.00%	774,665	774,665	774,665	774,665	774,665	774,665	774,665
	Abnormals	10.00%	516,443	516,443	516,443	516,443	516,443	516,443	516,443
	Fees	8.00%	516,443	516,443	516,443	516,443	516,443	516,443	516,443
	s106	50,000	25,000	50,000	50,000	50,000	50,000	50,000	50,000
	CIL		0	0	0	0	0	0	0
	Contingency	5.00%	322,777	322,777	322,777	322,777	322,777	322,777	322,777
	Finance Costs		90,000	90,000	90,000	90,000	90,000	90,000	90,000
	Sales	3.50%	244,944	237,936	230,929	223,921	216,913	209,906	202,898
	Misc		10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		7,752,902	7,770,895	7,763,887	7,756,879	7,749,872	7,742,864	7,735,856
	Interest	7.00%	271,352	271,981	271,736	271,491	271,246	271,000	270,755
	Profit % GDV	20.00%	1,550,580	1,554,179	1,552,777	1,551,376	1,549,974	1,548,573	1,547,171
	COSTS		9,574,835	9,597,055	9,588,401	9,579,746	9,571,092	9,562,437	9,553,782
	Residual Land Worth		-2,576,435	-2,798,875	-2,990,441	-3,182,006	-3,373,572	-3,565,137	-3,756,702
	Existing Use Value	£/ha	400,000	400,000	400,000	400,000	400,000	400,000	400,000
	Viability Threshold	£/ha	480,000	480,000	480,000	480,000	480,000	480,000	480,000
	Residual Value	£/ha	-5,152,869	-5,597,750	-5,980,881	-6,364,012	-6,747,143	-7,130,274	-7,513,405

Appendix 10 – Development Appraisals, Non-Residential Development

Offices		Greenfield	0	20	40	60	80	100	120	Brownfield	0	20	40	60	80	100	120
CIL	£/m ²		750	750	750	750	750	750	750		750	750	750	750	750	750	750
Income	m ²		1,700	1,700	1,700	1,700	1,700	1,700	1,700		1,700	1,700	1,700	1,700	1,700	1,700	1,700
Capital Value	£/m ²		1,147,500	1,147,500	1,147,500	1,147,500	1,147,500	1,147,500	1,147,500		1,147,500	1,147,500	1,147,500	1,147,500	1,147,500	1,147,500	1,147,500
Buyers Costs	4.50%		51,638	51,638	51,638	51,638	51,638	51,638	51,638		51,638	51,638	51,638	51,638	51,638	51,638	51,638
Capital Value			1,095,863	1,095,863	1,095,863	1,095,863	1,095,863	1,095,863	1,095,863		1,095,863	1,095,863	1,095,863	1,095,863	1,095,863	1,095,863	1,095,863
Costs			66%	66%	66%	66%	66%	66%	66%		66%	66%	66%	66%	66%	66%	66%
Land Used	ha		0.114	0.114	0.114	0.114	0.114	0.114	0.114		0.114	0.114	0.114	0.114	0.114	0.114	0.114
Uplift £/ha			20,000	20,000	20,000	20,000	20,000	20,000	20,000		400,000	400,000	400,000	400,000	400,000	400,000	400,000
Site Cost			31,136	31,136	31,136	31,136	31,136	31,136	31,136		0	0	0	0	0	0	0
Stamp Duty (on VT)	4.00%		1,245	1,245	1,245	1,245	1,245	1,245	1,245		45,455	45,455	45,455	45,455	45,455	45,455	45,455
Acquisition	1.50%		467	467	467	467	467	467	467		1,818	1,818	1,818	1,818	1,818	1,818	1,818
Strategic Promotion			10,000	10,000	10,000	10,000	10,000	10,000	10,000		10,000	10,000	10,000	10,000	10,000	10,000	10,000
Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000		10,000	10,000	10,000	10,000	10,000	10,000	10,000
Construction	/m ²		1,134	1,134	1,134	1,134	1,134	1,134	1,134		1,134	1,134	1,134	1,134	1,134	1,134	1,134
Infrastructure	£		850,125	850,125	850,125	850,125	850,125	850,125	850,125		850,125	850,125	850,125	850,125	850,125	850,125	850,125
Abnormals	5.00%		127,519	127,519	127,519	127,519	127,519	127,519	127,519		127,519	127,519	127,519	127,519	127,519	127,519	127,519
Fees	8.00%		78,212	78,212	78,212	78,212	78,212	78,212	78,212		42,506	42,506	42,506	42,506	42,506	42,506	42,506
S106			0	0	0	0	0	0	0		0	0	0	0	0	0	0
CIL	2.5% & 5%		0	15,000	30,000	45,000	60,000	75,000	90,000		0	15,000	30,000	45,000	60,000	75,000	90,000
Contingency			24,441	24,441	24,441	24,441	24,441	24,441	24,441		51,008	51,008	51,008	51,008	51,008	51,008	51,008
Finance Costs			15,000	15,000	15,000	15,000	15,000	15,000	15,000		15,000	15,000	15,000	15,000	15,000	15,000	15,000
Sales	2.50%		14,344	14,344	14,344	14,344	14,344	14,344	14,344		14,344	14,344	14,344	14,344	14,344	14,344	14,344
Misc. Financial			10,000	10,000	10,000	10,000	10,000	10,000	10,000		10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subtotal			1,141,353	1,156,353	1,171,353	1,186,353	1,201,353	1,216,353	1,231,353		1,214,613	1,229,613	1,244,613	1,259,613	1,274,613	1,289,613	1,304,613
Interest	7.00%		39,947	40,472	40,997	41,522	42,047	42,572	43,097		42,511	43,036	43,561	44,086	44,611	45,136	45,661
Profit % GDC	20.00%		256,260	239,365	242,470	245,575	248,680	251,785	254,890		251,425	254,530	257,635	260,740	263,845	266,950	270,055
COSTS			1,417,560	1,436,190	1,454,820	1,473,450	1,492,080	1,510,710	1,529,340		1,508,550	1,527,180	1,545,810	1,564,440	1,583,070	1,601,700	1,620,330
Residual Land Worth	Site		-321,697	-340,327	-358,957	-377,587	-396,217	-414,847	-433,477		-412,687	-431,317	-449,947	-468,577	-487,207	-505,837	-524,467
Existing Use Value	£/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000		400,000	400,000	400,000	400,000	400,000	400,000	400,000
Viability Threshold	£/ha		274,000	274,000	274,000	274,000	274,000	274,000	274,000		400,000	400,000	400,000	400,000	400,000	400,000	400,000
Residual Value	£/ha		-2,850,937	-2,994,381	-3,138,825	-3,282,269	-3,425,713	-3,569,157	-3,804,601		-3,631,647	-3,795,591	-3,959,535	-4,123,479	-4,287,423	-4,451,367	-4,615,311

Distribution		Greenfield												Brownfield											
CIL	£/m ²	0	20	40	60	80	100	120	120	20	40	60	80	100	120	0	20	40	60	80	100	120			
Income	m ²	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000		
£/m ²		850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850		
Capital Value	100.00%	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000	2,550,000		
Buyers Costs	4.50%	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750	114,750		
Capital Value		2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250	2,435,250		
Land Used	Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%		
ha	£/ha	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750	0.750		
Uplift	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000		
20.00%	Site Cost	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000		
4.00%		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000		
1.50%		205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500	205,500		
Stamp Duty (on VT)	4.00%	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220	8,220		
Acquisition	1.50%	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083	3,083		
Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000		
Pre Planning		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000		
Construction	/m ²	557	557	557	557	557	557	557	557	557	557	557	557	557	557	557	557	557	557	557	557	557	557		
Infrastructure	£	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500	1,669,500			
Abnormals	15.00%	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425	250,425		
Fees	8.00%	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594	153,594		
S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
CIL	2.5% & 5%	60,000	120,000	180,000	240,000	300,000	360,000	360,000	360,000	60,000	120,000	180,000	240,000	300,000	360,000	60,000	120,000	180,000	240,000	300,000	360,000	360,000	360,000		
Contingency		47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998	47,998		
Finance Costs	2.50%	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000		
Sales		31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875	31,875		
Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000		
Subtotal		2,209,695	2,269,695	2,329,695	2,389,695	2,449,695	2,509,695	2,569,695	2,569,695	2,357,217	2,417,217	2,477,217	2,537,217	2,597,217	2,657,217	2,357,217	2,417,217	2,477,217	2,537,217	2,597,217	2,657,217	2,717,217	2,717,217		
Interest	7.00%	77,339	79,439	81,539	83,639	85,739	87,839	89,939	89,939	82,503	84,603	86,703	88,803	90,903	93,003	82,503	84,603	86,703	88,803	90,903	93,003	95,103	95,103		
Profit % GDC	20.00%	457,407	469,827	482,247	494,667	507,087	519,507	531,927	531,927	487,944	500,364	512,784	525,204	537,624	550,044	487,944	500,364	512,784	525,204	537,624	550,044	562,464	562,464		
COSTS		2,744,441	2,818,961	2,893,481	2,968,001	3,042,521	3,117,041	3,191,561	3,191,561	2,927,664	3,002,184	3,076,704	3,151,224	3,225,744	3,300,264	2,927,664	3,002,184	3,076,704	3,151,224	3,225,744	3,300,264	3,374,784	3,374,784		
Residual Land Worth	Site	-309,191	-383,711	-458,231	-532,751	-607,271	-681,791	-756,311	-756,311	-492,414	-566,934	-641,454	-715,974	-790,494	-865,014	-492,414	-566,934	-641,454	-715,974	-790,494	-865,014	-939,534	-939,534		
Existing Use Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000		
Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000		
Residual Value	£/ha	-412,294	-511,614	-610,934	-710,254	-809,574	-908,894	-1,008,214	-1,008,214	-656,351	-755,671	-854,991	-954,311	-1,053,631	-1,152,951	-656,351	-755,671	-854,991	-954,311	-1,053,631	-1,152,951	-1,252,271	-1,252,271		

Shops - Central		Greenfield		Brownfield		20	40	60	80	100	120	20	40	60	80	100	120
Income	m2	0	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150
£/m2		3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850
Capital Value	100.00%	577,500	577,500	577,500	577,500	577,500	577,500	577,500	577,500	577,500	577,500	577,500	577,500	577,500	577,500	577,500	577,500
Buyers Costs	4.50%	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988	25,988
Capital Value		551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513	551,513
Costs	Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
Land Used	ha	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019
£/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Uplift £/ha	20.00%	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Site Cost	4.00%	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Stamp Duty (on VT)	4.00%	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206
Acquisition	1.50%	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77
Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Pre Planning		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Construction	/m2	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738
£		110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700
Infrastructure	15.00%	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605
Abnormals	5.00%	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184
Fees	8.00%	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184
S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL	2.5% & 5%	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183
Contingency		6,642	6,642	6,642	6,642	6,642	6,642	6,642	6,642	6,642	6,642	6,642	6,642	6,642	6,642	6,642	6,642
Finance Costs	2.50%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Sales		7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219
Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subtotal		183,173	186,173	186,173	192,173	192,173	195,173	195,173	198,173	201,173	201,173	197,278	203,278	203,278	209,278	212,278	215,278
Interest	7.00%	6,411	6,516	6,621	6,726	6,831	6,936	7,041	7,146	7,251	7,356	7,461	7,566	7,671	7,776	7,881	7,986
Profit % GDC	20.00%	37,917	38,538	39,159	39,780	40,401	41,022	41,643	42,264	42,885	43,506	44,127	44,748	45,369	45,990	46,611	47,232
COSTS		227,501	231,227	234,953	238,679	242,405	246,131	249,857	253,583	257,309	261,035	245,019	248,745	252,471	256,197	259,923	263,649
Residual Land Worth	Site	324,011	320,285	316,559	312,833	309,107	305,381	301,655	306,483	302,757	299,031	306,483	302,757	299,031	295,305	291,579	287,853
Existing Use Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000
Residual Value	£/ha	17,280,598	17,061,978	16,843,358	16,624,738	16,406,118	16,187,498	16,088,278	16,346,309	16,147,589	15,948,869	16,346,309	16,147,589	15,948,869	15,750,149	15,551,429	15,352,709

Shops - Other		Greenfield										Brownfield																
		CIL	£/m ²	0	20	40	60	80	100	120	150	180	200	220	240	260	280	300	320	340	360	380	400	420	440	460	480	500
Income	m ²		150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150
£/m ²			1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900
Capital Value			285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000
Buyers Costs			12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825	12,825
Capital Value			272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175	272,175
Costs			80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
Land Used	ha		0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	
£/ha			20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Uplift £/ha			250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
20.00%			4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Site Cost			5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138	5,138
Stamp Duty (on VT)			206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206	206
Acquisition			77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77	77
Strategic Promotion			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Pre Planning			5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Construction	/m ²		738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738	738
£			110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700	110,700
Infrastructure			16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605	16,605
Abnormals			5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Fees			10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184	10,184
8.00%			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL			0	3,000	6,000	9,000	12,000	15,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000
5.00%			3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183	3,183
Contingency			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Finance Costs			3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563
2.50%			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Sales			3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563
Misc. Financial			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subtotal			179,517	182,517	185,517	188,517	191,517	194,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517	197,517
Interest			6,283	6,388	6,493	6,598	6,703	6,808	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913	6,913
Profit % GDC			37,160	37,781	38,402	39,023	39,644	40,265	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886	40,886
COSTS			222,960	226,866	230,412	234,138	237,864	241,590	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316	245,316
Residual Land Worth	Site		49,215	45,489	41,763	38,037	34,311	30,585	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859	26,859
Existing Use Value	£/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Viability Threshold	£/ha		274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000
Residual Value	£/ha		2,624,788	2,426,668	2,227,348	2,028,628	1,829,908	1,631,188	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468	1,432,468
			1,965,998	1,786,878	1,607,758	1,428,638	1,249,518	1,070,398	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278	891,278

Supermarkets		Greenfield		Brownfield		20	40	60	80	100	120	20	40	60	80	100	120
CIL	£/m ²	0	25%	0	25%	0	25%	0	25%	0	25%	0	25%	0	25%	0	25%
Income	m ²	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
£/m ²		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Capital Value		16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000
Buyers Costs		720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Capital Value		15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000	15,280,000
Costs		25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
Land Used	ha	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
£/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Uplift £/ha		250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Site Cost		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Stamp Duty (on VT)	4.00%	17,536	17,536	17,536	17,536	17,536	17,536	17,536	17,536	17,536	17,536	17,536	17,536	17,536	17,536	17,536	17,536
Acquisition	1.50%	6,576	6,576	6,576	6,576	6,576	6,576	6,576	6,576	6,576	6,576	6,576	6,576	6,576	6,576	6,576	6,576
Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Pre Planning		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Construction	/m ²	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171	1,171
£		4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000	4,684,000
Infrastructure		702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600	702,600
Abnormals	15.00%																
5.00%																	
Fees	8.00%	430,928	430,928	430,928	430,928	430,928	430,928	430,928	430,928	430,928	430,928	430,928	430,928	430,928	430,928	430,928	430,928
5106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL		80,000	80,000	160,000	240,000	320,000	400,000	480,000	480,000	480,000	480,000	80,000	160,000	240,000	320,000	400,000	480,000
Contingency	2.5% & 5%	134,665	134,665	134,665	134,665	134,665	134,665	134,665	134,665	134,665	281,040	281,040	281,040	281,040	281,040	281,040	281,040
Finance Costs		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Sales	2.50%	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Subtotal		6,296,305	6,376,305	6,456,305	6,536,305	6,616,305	6,696,305	6,776,305	6,856,305	6,936,305	7,016,305	6,795,744	6,873,744	6,953,744	7,033,744	7,113,744	7,193,744
Interest	7.00%	220,371	223,171	225,971	228,771	231,571	234,371	237,171	239,971	242,771	245,571	237,781	240,581	243,381	246,181	248,981	251,781
Profit % GDC	20.00%	1,303,335	1,319,895	1,336,455	1,353,015	1,369,575	1,386,135	1,402,695	1,419,255	1,435,815	1,452,375	1,389,745	1,406,305	1,422,865	1,439,425	1,455,985	1,472,545
COSTS		7,820,011	7,919,371	8,018,731	8,118,091	8,217,451	8,316,811	8,416,171	8,515,531	8,614,891	8,714,251	8,437,890	8,537,190	8,636,490	8,735,790	8,835,090	8,934,390
Residual Land Worth	Site	7,459,989	7,360,629	7,261,269	7,161,909	7,062,549	6,963,189	6,863,829	6,764,469	6,665,109	6,565,749	6,944,530	6,842,170	6,742,810	6,643,450	6,544,090	6,444,730
Existing Use Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000
Residual Value	£/ha	4,662,493	4,600,393	4,538,293	4,476,193	4,414,093	4,351,993	4,289,893	4,227,793	4,165,693	4,103,593	4,338,456	4,276,356	4,214,256	4,152,156	4,090,056	4,027,956

Smaller Supermarkets		Greenfield	0	20	40	60	80	100	120	Brownfield	0	20	40	60	80	100	120
Income	m2	CIL	£/m2	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
£/m2				3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580	3,580
Capital Value	100.00%			4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000	4,296,000
Buyers Costs	4.50%			193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320	193,320
Capital Value				4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680	4,102,680
Costs	Land Used	Coverage		30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
	ha	£/ha		0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400
	£/ha	Uplift £/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	20.00%	Site Cost		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	8.00%			109,600	109,600	109,600	109,600	109,600	109,600	109,600	109,600	109,600	109,600	109,600	109,600	109,600	109,600
Stamp Duty (on VT)	4.00%			4,384	4,384	4,384	4,384	4,384	4,384	4,384	4,384	4,384	4,384	4,384	4,384	4,384	4,384
Acquisition	1.50%			1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644
Strategic Promotion				25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Pre Planning				20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Construction	/m2			1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219	1,219
£				1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800	1,462,800
Infrastructure	15.00%			219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420	219,420
Abnormals	5.00%																
Fees	8.00%			134,578	134,578	134,578	134,578	134,578	134,578	134,578	134,578	134,578	134,578	134,578	134,578	134,578	134,578
S106				0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL				24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000
Contingency	2.5% & 5%			42,056	42,056	42,056	42,056	42,056	42,056	42,056	42,056	42,056	42,056	42,056	42,056	42,056	42,056
Finance Costs				100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Sales	2.50%			53,700	53,700	53,700	53,700	53,700	53,700	53,700	53,700	53,700	53,700	53,700	53,700	53,700	53,700
Misc. Financial				25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Subtotal				2,088,581	2,112,581	2,136,581	2,160,581	2,184,581	2,208,581	2,232,581	2,217,817	2,241,817	2,265,817	2,289,817	2,313,817	2,337,817	2,361,817
Interest	7.00%			73,100	73,100	73,100	73,100	73,100	73,100	73,100	73,100	73,100	73,100	73,100	73,100	73,100	73,100
Profit % GDC	20.00%			432,336	432,336	432,336	432,336	432,336	432,336	432,336	432,336	432,336	432,336	432,336	432,336	432,336	432,336
COSTS				2,594,018	2,623,826	2,653,634	2,683,442	2,713,250	2,743,058	2,772,866	2,754,528	2,784,336	2,814,144	2,843,952	2,873,760	2,903,568	2,933,376
Residual Land Worth	Site			1,508,662	1,478,854	1,449,046	1,419,238	1,389,430	1,359,622	1,329,814	1,346,152	1,316,344	1,286,536	1,256,728	1,226,920	1,197,112	1,167,304
Existing Use Value	£/ha			20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Viability Threshold	£/ha			274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000
Residual Value	£/ha			3,771,656	3,697,136	3,622,616	3,548,096	3,473,576	3,399,056	3,324,536	3,370,379	3,295,859	3,221,339	3,146,819	3,072,299	2,997,779	2,923,259

Retail Warehouse		Greenfield										Brownfield											
CIL	£/m ²	0	20	40	60	80	100	120	120	20	40	60	80	100	120	0	20	40	60	80	100	120	
Income	m ²	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
£/m ²		2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300
Capital Value	100.00%	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	9,200,000	
Buyers Costs	4.50%	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	414,000	
Capital Value		8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	8,786,000	
Costs		30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Land Used	ha	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	
£/ha		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	
Uplift £/ha		250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	
20.00%		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	
Site Cost		365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	365,333	
Stamp Duty (on VT)	4.00%	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	14,613	
Acquisition	1.50%	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	5,480	
Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
Pre Planning		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	
Construction	/m ²	600	600	600	600	600	600	600	600	600	600	600	600	600	600	600	600	600	600	600	600	600	
£		2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	
Infrastructure	15.00%	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	
Abnormals																							
Fees	8.00%	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	220,800	
5106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL		80,000	80,000	160,000	240,000	320,000	400,000	480,000	480,000	80,000	160,000	240,000	320,000	400,000	480,000	80,000	160,000	240,000	320,000	400,000	480,000	480,000	
Contingency	2.5% & 5%	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	
Finance Costs		80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	
Sales	2.50%	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	
Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
Subtotal		3,334,893	3,414,893	3,494,893	3,574,893	3,654,893	3,734,893	3,814,893	3,814,893	3,334,893	3,414,893	3,494,893	3,574,893	3,654,893	3,734,893	3,334,893	3,414,893	3,494,893	3,574,893	3,654,893	3,734,893	3,814,893	
Interest	7.00%	116,721	119,521	122,321	125,121	127,921	130,721	133,521	133,521	124,411	127,211	130,011	132,811	135,611	138,411	124,411	127,211	130,011	132,811	135,611	138,411	141,211	
Profit % GDC	20.00%	690,323	706,883	723,443	740,003	756,563	773,123	789,683	789,683	735,802	752,362	768,922	785,482	802,042	818,602	735,802	752,362	768,922	785,482	802,042	818,602	835,162	
COSTS		4,141,998	4,241,298	4,340,658	4,440,018	4,539,378	4,638,738	4,738,098	4,738,098	4,141,998	4,241,298	4,340,658	4,440,018	4,539,378	4,638,738	4,141,998	4,241,298	4,340,658	4,440,018	4,539,378	4,638,738	4,738,098	
Residual Land Worth	Site	4,644,062	4,544,702	4,445,342	4,345,982	4,246,622	4,147,262	4,047,902	4,047,902	4,644,062	4,544,702	4,445,342	4,345,982	4,246,622	4,147,262	4,644,062	4,544,702	4,445,342	4,345,982	4,246,622	4,147,262	4,047,902	
Existing Use Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	
Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	
Residual Value	£/ha	3,483,047	3,408,527	3,334,007	3,259,487	3,184,967	3,110,447	3,035,927	3,035,927	3,483,047	3,408,527	3,334,007	3,259,487	3,184,967	3,110,447	3,483,047	3,408,527	3,334,007	3,259,487	3,184,967	3,110,447	3,035,927	

Hotel		Greenfield	0	20	40	60	80	100	120	Brownfield	0	20	40	60	80	100	120
CIL	£/m ²	0	1,620	1,620	1,620	1,620	1,620	1,620	1,620	0	1,620	1,620	1,620	1,620	1,620	1,620	1,620
Income	m ²	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620	1,620
£/m ²		2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900
Capital Value		4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000	4,698,000
Buyers Costs	4.50%	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410	211,410
Capital Value		4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590	4,486,590
Land Used	Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
ha	£/ha	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405	0.405
Uplift	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Site Cost	20.00%	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0
Stamp Duty (on VT)	4.00%	4,439	4,439	4,439	4,439	4,439	4,439	4,439	4,439	194,400	194,400	194,400	194,400	194,400	194,400	194,400	194,400
Acquisition	1.50%	1,665	1,665	1,665	1,665	1,665	1,665	1,665	1,665	7,776	7,776	7,776	7,776	7,776	7,776	7,776	7,776
Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Construction	/m ²	999	999	999	999	999	999	999	999	999	999	999	999	999	999	999	999
Infrastructure	£	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570	1,617,570
Abnormals	15.00%	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636	242,636
Fees	8.00%	148,816	148,816	148,816	148,816	148,816	148,816	148,816	148,816	80,879	80,879	80,879	80,879	80,879	80,879	80,879	80,879
SI06		0	0	0	0	0	0	0	0	155,287	155,287	155,287	155,287	155,287	155,287	155,287	155,287
CIL		0	32,400	64,800	97,200	129,600	162,000	194,400	194,400	0	32,400	64,800	97,200	129,600	162,000	194,400	194,400
Contingency	2.5% & 5%	46,505	46,505	46,505	46,505	46,505	46,505	46,505	46,505	97,054	97,054	97,054	97,054	97,054	97,054	97,054	97,054
Finance Costs		30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Sales	2.50%	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725	58,725
Misc. Financial		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Subtotal		2,185,355	2,217,755	2,250,155	2,282,555	2,314,955	2,347,355	2,379,755	2,379,755	2,327,842	2,360,242	2,392,642	2,425,042	2,457,442	2,489,842	2,522,242	2,522,242
Interest	7.00%	76,487	77,621	78,755	79,889	81,023	82,157	83,291	83,291	81,474	82,608	83,742	84,876	86,010	87,144	88,278	88,278
Profit % GDC	20.00%	452,369	459,075	465,782	472,489	479,196	485,903	492,609	492,609	481,863	488,570	495,277	501,984	508,690	515,397	522,104	522,104
COSTS		2,714,211	2,754,452	2,794,693	2,834,934	2,875,175	2,915,415	2,955,656	2,955,656	2,891,180	2,931,420	2,971,661	3,011,902	3,052,143	3,092,384	3,132,624	3,132,624
Residual Land Worth	Site	1,772,379	1,732,138	1,691,897	1,651,656	1,611,415	1,571,175	1,530,934	1,530,934	1,598,410	1,558,170	1,517,929	1,477,688	1,437,447	1,397,206	1,356,966	1,356,966
Existing Use Value	£/ha	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Viability Threshold	£/ha	274,000	274,000	274,000	274,000	274,000	274,000	274,000	274,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000	480,000
Residual Value	£/ha	4,376,243	4,276,883	4,177,523	4,078,163	3,978,803	3,879,443	3,780,083	3,780,083	3,959,285	3,839,925	3,740,565	3,641,205	3,541,845	3,442,485	3,343,125	3,343,125



HDH Planning and Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments
- Future Housing Numbers Analysis (post RSS target setting)

HDH Planning and Development have clients throughout England and Wales.

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