

Appendix I: Assumptions Summary



Appendix IIa: Results Summary Farnborough

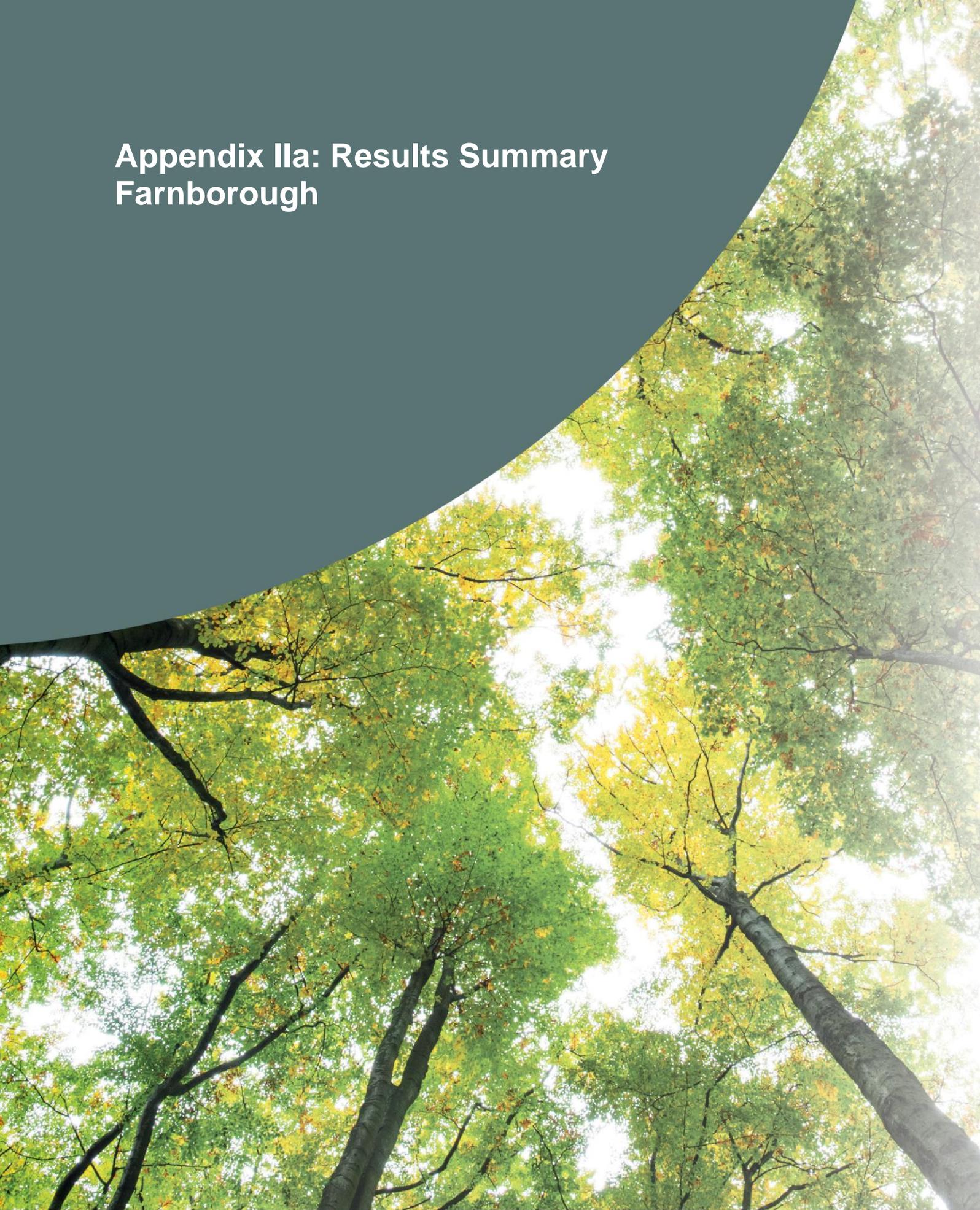


Table 1a: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 1 House

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 1 0% AH	PDL	130	30	1	£3,750	£7,439	£4,993	£2,547	£102	Negative RLV						
				2	£4,000	£30,066	£27,620	£25,175	£22,729	£20,283	£17,838	£15,392	£12,946	£10,500	£8,055	£5,609
				3	£4,300	£57,219	£54,773	£52,327	£49,881	£47,436	£44,990	£42,544	£40,099	£37,653	£35,207	£32,762
				Residual Land Value (£/Ha)												
				1	£3,750	£194,056	£130,255	£66,455	£2,654	Negative RLV						
				2	£4,000	£784,330	£720,529	£656,728	£592,928	£529,127	£465,326	£401,526	£337,725	£273,924	£210,124	£146,323
				3	£4,300	£1,492,658	£1,428,858	£1,365,057	£1,301,256	£1,237,456	£1,173,655	£1,109,854	£1,046,054	£982,253	£918,452	£854,651

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIa Residential Results Farnborough v19.xlsx

Table 1b: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 5 Houses

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 5 0% AH	PDL	509	40	1	£3,750	£399,121	£390,093	£381,064	£372,036	£363,008	£353,980	£344,952	£335,923	£326,895	£317,867	£308,839
				2	£4,000	£482,525	£473,497	£464,468	£455,440	£446,412	£437,384	£428,356	£419,327	£410,299	£401,271	£392,243
				3	£4,300	£582,610	£573,581	£564,553	£555,525	£546,497	£537,469	£528,440	£519,412	£510,384	£501,356	£492,328
				Residual Land Value (£/Ha)												
				1	£3,750	£2,776,492	£2,713,687	£2,650,882	£2,588,077	£2,525,272	£2,462,468	£2,399,663	£2,336,858	£2,274,053	£2,211,248	£2,148,443
				2	£4,000	£3,356,694	£3,293,889	£3,231,084	£3,168,279	£3,105,474	£3,042,669	£2,979,865	£2,917,060	£2,854,255	£2,791,450	£2,728,645
3	£4,300	£4,052,936	£3,990,131	£3,927,326	£3,864,521	£3,801,717	£3,738,912	£3,676,107	£3,613,302	£3,550,497	£3,487,692	£3,424,887				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 5 20% AH/FC	PDL	509	40	1	£3,750	£314,634	£305,606	£296,577	£287,549	£278,521	£269,493	£260,465	£251,436	£242,408	£233,380	£224,352
				2	£4,000	£392,405	£383,377	£374,349	£365,321	£356,292	£347,264	£338,236	£329,208	£320,180	£311,151	£302,123
				3	£4,300	£485,731	£476,703	£467,675	£458,647	£449,618	£440,590	£431,562	£422,534	£413,506	£404,477	£395,449
				Residual Land Value (£/Ha)												
				1	£3,750	£2,188,756	£2,125,951	£2,063,147	£2,000,342	£1,937,537	£1,874,732	£1,811,927	£1,749,122	£1,686,317	£1,623,513	£1,560,708
				2	£4,000	£2,729,776	£2,666,971	£2,604,166	£2,541,361	£2,478,556	£2,415,751	£2,352,947	£2,290,142	£2,227,337	£2,164,532	£2,101,727
3	£4,300	£3,378,999	£3,316,194	£3,253,389	£3,190,585	£3,127,780	£3,064,975	£3,002,170	£2,939,365	£2,876,560	£2,813,755	£2,750,951				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 5 30% AH AH/FC	PDL	509	40	1	£3,750	£272,390	£263,362	£254,334	£245,306	£236,277	£227,249	£218,221	£209,193	£200,165	£190,935	£181,578
				2	£4,000	£347,346	£338,317	£329,289	£320,261	£311,233	£302,205	£293,176	£284,148	£275,120	£266,092	£257,064
				3	£4,300	£437,292	£428,264	£419,236	£410,207	£401,179	£392,151	£383,123	£374,095	£365,066	£356,038	£347,010
				Residual Land Value (£/Ha)												
				1	£3,750	£1,894,888	£1,832,084	£1,769,279	£1,706,474	£1,643,669	£1,580,864	£1,518,059	£1,455,254	£1,392,450	£1,328,245	£1,263,154
				2	£4,000	£2,416,317	£2,353,512	£2,290,707	£2,227,902	£2,165,097	£2,102,292	£2,039,488	£1,976,683	£1,913,878	£1,851,073	£1,788,268
3	£4,300	£3,042,031	£2,979,226	£2,916,421	£2,853,616	£2,790,811	£2,728,006	£2,665,202	£2,602,397	£2,539,592	£2,476,787	£2,413,982				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIa Residential Results Farnborough v19.xlsx

Table 1c: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 5 Flats

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 5 0% AH	PDL	310	75	1	£4,000	£289,443	£283,944	£278,446	£272,947	£267,449	£261,950	£256,452	£250,953	£245,455	£239,956	£234,458
				2	£4,300	£350,398	£344,900	£339,401	£333,903	£328,404	£322,906	£317,407	£311,909	£306,410	£300,912	£295,413
				3	£4,600	£411,354	£405,855	£400,357	£394,858	£389,360	£383,861	£378,363	£372,864	£367,366	£361,867	£356,369
				Residual Land Value (£/Ha)												
				1	£4,000	£3,775,344	£3,703,624	£3,631,904	£3,560,184	£3,488,465	£3,416,745	£3,345,025	£3,273,306	£3,201,586	£3,129,866	£3,058,147
				2	£4,300	£4,570,414	£4,498,694	£4,426,974	£4,355,255	£4,283,535	£4,211,815	£4,140,096	£4,068,376	£3,996,656	£3,924,937	£3,853,217
3	£4,600	£5,365,484	£5,293,764	£5,222,045	£5,150,325	£5,078,605	£5,006,886	£4,935,166	£4,863,446	£4,791,727	£4,720,007	£4,648,287				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 5 20% AH/FC	PDL	310	75	1	£4,000	£234,557	£229,058	£223,560	£218,061	£212,563	£207,065	£201,567	£196,069	£190,571	£185,073	£179,575
				2	£4,300	£291,396	£285,897	£280,399	£274,900	£269,402	£263,903	£258,405	£252,906	£247,408	£241,909	£236,411
				3	£4,600	£348,235	£342,736	£337,238	£331,739	£326,241	£320,742	£315,244	£309,745	£304,247	£298,748	£293,250
				Residual Land Value (£/Ha)												
				1	£4,000	£3,059,438	£2,987,718	£2,915,998	£2,844,279	£2,772,559	£2,700,839	£2,629,119	£2,557,399	£2,485,679	£2,413,959	£2,342,239
				2	£4,300	£3,800,815	£3,729,095	£3,657,376	£3,585,656	£3,513,936	£3,442,217	£3,370,497	£3,298,777	£3,227,058	£3,155,338	£3,083,618
3	£4,600	£4,542,192	£4,470,473	£4,398,753	£4,327,033	£4,255,314	£4,183,594	£4,111,874	£4,040,155	£3,968,435	£3,896,715	£3,824,996				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 5 30% AH/FC	PDL	310	75	1	£4,000	£207,081	£201,383	£195,684	£189,985	£184,287	£178,588	£172,890	£167,191	£161,492	£155,794	£150,095
				2	£4,300	£261,895	£256,396	£250,898	£245,399	£239,900	£234,402	£228,903	£223,405	£217,906	£212,408	£206,909
				3	£4,600	£316,675	£311,177	£305,678	£300,180	£294,681	£289,183	£283,684	£278,186	£272,687	£267,189	£261,690
				Residual Land Value (£/Ha)												
				1	£4,000	£2,701,061	£2,626,731	£2,552,401	£2,478,071	£2,403,741	£2,329,411	£2,255,081	£2,180,751	£2,106,421	£2,032,092	£1,957,762
				2	£4,300	£3,416,016	£3,344,296	£3,272,576	£3,200,857	£3,129,137	£3,057,417	£2,985,698	£2,913,978	£2,842,258	£2,770,539	£2,698,819
3	£4,600	£4,130,547	£4,058,827	£3,987,107	£3,915,388	£3,843,668	£3,771,948	£3,700,228	£3,628,509	£3,556,789	£3,485,069	£3,413,350				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

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Table 1d: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 10 Houses

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL		
Houses 10 0% AH	PDL	1048	40	1	£3,750	£810,141	£792,680	£775,219	£757,758	£739,531	£720,942	£702,354	£683,765	£665,177	£646,588	£627,999		
				2	£4,000	£971,179	£953,718	£936,257	£918,796	£901,335	£883,874	£866,413	£848,952	£831,491	£814,030	£796,569		
				3	£4,300	£1,164,424	£1,146,963	£1,129,502	£1,112,041	£1,094,580	£1,077,119	£1,059,658	£1,042,197	£1,024,736	£1,007,275	£989,814		
				Residual Land Value (£/Ha)														
				1	£3,750	£2,817,881	£2,757,147	£2,696,414	£2,635,680	£2,574,946	£2,514,212	£2,453,478	£2,392,744	£2,332,010	£2,271,276	£2,210,542	£2,149,808	£2,089,074
				2	£4,000	£3,378,013	£3,317,279	£3,256,545	£3,195,811	£3,135,077	£3,074,343	£3,013,609	£2,952,875	£2,892,141	£2,831,407	£2,770,673	£2,709,939	£2,649,205
3	£4,300	£4,050,171	£3,989,437	£3,928,703	£3,867,969	£3,807,235	£3,746,501	£3,685,767	£3,625,033	£3,564,299	£3,503,565	£3,442,831	£3,382,097	£3,321,363				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 10 20% AH/FC	PDL	1048	40	1	£3,750	£639,931	£621,342	£602,754	£584,165	£565,577	£546,988	£528,400	£509,811	£491,223	£472,634	£454,046
				2	£4,000	£796,883	£779,422	£761,961	£744,292	£725,704	£707,115	£688,527	£669,938	£651,350	£632,761	£614,173
				3	£4,300	£977,057	£959,596	£942,135	£924,674	£907,213	£889,752	£872,291	£854,830	£837,369	£819,908	£802,447
				Residual Land Value (£/Ha)												
				1	£3,750	£2,225,847	£2,161,191	£2,096,536	£2,031,880	£1,967,224	£1,902,569	£1,837,913	£1,773,257	£1,708,602	£1,643,946	£1,579,290
				2	£4,000	£2,771,768	£2,711,034	£2,650,300	£2,588,843	£2,524,187	£2,459,532	£2,394,876	£2,330,220	£2,265,565	£2,200,909	£2,136,253
3	£4,300	£3,398,458	£3,337,724	£3,276,990	£3,216,256	£3,155,522	£3,094,789	£3,034,055	£2,973,321	£2,912,587	£2,851,853	£2,791,120				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 10 30% AH/FC	PDL	1048	40	1	£3,750	£552,954	£534,366	£515,777	£497,189	£478,600	£460,012	£441,423	£422,835	£404,246	£385,658	£367,069
				2	£4,000	£707,283	£688,694	£670,106	£651,517	£632,929	£614,340	£595,752	£577,163	£558,575	£539,986	£521,398
				3	£4,300	£883,373	£865,912	£848,451	£830,990	£813,529	£796,068	£778,607	£761,146	£743,685	£725,180	£706,592
				Residual Land Value (£/Ha)												
				1	£3,750	£1,923,319	£1,858,663	£1,794,008	£1,729,352	£1,664,696	£1,600,041	£1,535,385	£1,470,729	£1,406,074	£1,341,418	£1,276,762
				2	£4,000	£2,460,114	£2,395,458	£2,330,802	£2,266,147	£2,201,491	£2,136,835	£2,072,179	£2,007,524	£1,942,868	£1,878,212	£1,813,557
3	£4,300	£3,072,601	£3,011,867	£2,951,133	£2,890,400	£2,829,666	£2,768,932	£2,708,198	£2,647,465	£2,586,731	£2,525,997	£2,465,263				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIa Residential Results Farnborough v19.xlsx

Table 1e: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 11 Houses

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 11 0% AH	PDL	1148	40	1	£3,750	£1,050,691	£1,031,814	£1,012,938	£994,061	£975,184	£956,308	£937,431	£918,554	£899,678	£880,801	£861,924
				2	£4,000	£1,222,334	£1,203,962	£1,185,535	£1,166,658	£1,147,782	£1,128,905	£1,110,029	£1,091,152	£1,072,275	£1,053,399	£1,034,522
				3	£4,300	£1,423,754	£1,405,382	£1,387,010	£1,368,638	£1,350,267	£1,331,895	£1,313,523	£1,295,151	£1,276,779	£1,258,407	£1,240,035
				Residual Land Value (£/Ha)												
				1	£3,750	£3,322,343	£3,262,654	£3,202,965	£3,143,276	£3,083,586	£3,023,897	£2,964,208	£2,904,519	£2,844,830	£2,785,141	£2,725,452
				2	£4,000	£3,865,087	£3,806,994	£3,748,728	£3,689,039	£3,629,350	£3,569,661	£3,509,972	£3,450,283	£3,390,594	£3,330,905	£3,271,216
3	£4,300	£4,501,990	£4,443,897	£4,385,804	£4,327,711	£4,269,618	£4,211,525	£4,153,432	£4,095,339	£4,037,246	£3,979,153	£3,921,060				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 11 20% AH	PDL	897	40	1	£3,750	£814,075	£799,326	£784,576	£769,827	£755,077	£740,328	£724,617	£708,881	£693,146	£677,410	£661,675
				2	£4,000	£957,360	£942,611	£927,862	£913,112	£898,363	£883,613	£868,864	£854,114	£839,365	£824,615	£809,866
				3	£4,300	£1,129,303	£1,114,553	£1,099,804	£1,085,055	£1,070,305	£1,055,556	£1,040,806	£1,026,057	£1,011,307	£996,558	£981,808
				Residual Land Value (£/Ha)												
				1	£3,750	£2,574,150	£2,527,512	£2,480,873	£2,434,235	£2,387,596	£2,340,958	£2,294,320	£2,247,681	£2,201,043	£2,154,404	£2,107,765
				2	£4,000	£3,027,227	£2,980,588	£2,933,950	£2,887,311	£2,840,672	£2,794,034	£2,747,395	£2,700,757	£2,654,118	£2,607,480	£2,560,841
3	£4,300	£3,570,918	£3,524,280	£3,477,641	£3,431,003	£3,384,364	£3,337,725	£3,291,087	£3,244,448	£3,197,810	£3,151,171	£3,104,533				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 11 30% AH	PDL	797	40	1	£3,750	£701,303	£687,322	£673,341	£659,360	£645,379	£631,397	£617,416	£603,435	£589,454	£575,473	£561,491
				2	£4,000	£832,226	£819,121	£806,015	£792,910	£779,805	£766,700	£753,595	£740,490	£726,523	£712,542	£698,561
				3	£4,300	£986,127	£973,021	£959,916	£946,811	£933,706	£920,601	£907,496	£894,391	£881,286	£868,180	£855,075
				Residual Land Value (£/Ha)												
				1	£3,750	£2,217,560	£2,173,350	£2,129,141	£2,084,932	£2,040,723	£1,996,513	£1,952,304	£1,908,095	£1,863,885	£1,819,676	£1,775,467
				2	£4,000	£2,631,544	£2,590,105	£2,548,665	£2,507,226	£2,465,787	£2,424,348	£2,382,909	£2,341,470	£2,297,306	£2,253,142	£2,208,978
3	£4,300	£3,118,187	£3,076,748	£3,035,308	£2,993,869	£2,952,430	£2,910,991	£2,869,552	£2,828,113	£2,786,674	£2,745,234	£2,703,795				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 11 35% AH 40% AH	PDL	718	40	1	£3,750	£626,472	£613,876	£601,281	£588,686	£576,090	£563,495	£550,899	£538,304	£525,709	£513,113	£500,518
				2	£4,000	£750,253	£738,251	£725,656	£713,061	£700,465	£687,870	£675,275	£662,679	£650,084	£637,489	£624,893
				3	£4,300	£889,901	£878,095	£866,289	£854,483	£842,677	£830,871	£819,064	£807,258	£795,452	£783,646	£771,840
				Residual Land Value (£/Ha)												
				1	£3,750	£1,980,938	£1,941,111	£1,901,283	£1,861,456	£1,821,629	£1,781,802	£1,741,975	£1,702,147	£1,662,320	£1,622,493	£1,582,666
				2	£4,000	£2,372,342	£2,334,391	£2,294,564	£2,254,737	£2,214,910	£2,175,083	£2,135,256	£2,095,428	£2,055,601	£2,015,774	£1,975,947
3	£4,300	£2,813,917	£2,776,585	£2,739,254	£2,701,922	£2,664,590	£2,627,259	£2,589,927	£2,552,595	£2,515,264	£2,477,932	£2,440,600				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 1f: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 15 Houses

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 15 0% AH	PDL	1485	40	1	£3,750	£1,331,576	£1,307,811	£1,284,046	£1,260,281	£1,236,516	£1,212,751	£1,188,986	£1,165,068	£1,140,650	£1,116,232	£1,091,814
				2	£4,000	£1,548,700	£1,524,935	£1,501,170	£1,477,405	£1,453,640	£1,429,875	£1,406,109	£1,382,344	£1,358,579	£1,334,814	£1,311,049
				3	£4,300	£1,809,248	£1,785,483	£1,761,718	£1,737,953	£1,714,188	£1,690,423	£1,666,658	£1,642,893	£1,619,128	£1,595,363	£1,571,598
				Residual Land Value (£/Ha)												
				1	£3,750	£3,087,713	£3,032,605	£2,977,498	£2,922,391	£2,867,283	£2,812,176	£2,757,068	£2,701,960	£2,644,986	£2,588,364	£2,531,743
				2	£4,000	£3,591,188	£3,536,081	£3,480,973	£3,425,866	£3,370,758	£3,315,651	£3,260,544	£3,205,436	£3,150,329	£3,095,222	£3,040,114
3	£4,300	£4,195,358	£4,140,251	£4,085,143	£4,030,036	£3,974,929	£3,919,821	£3,864,714	£3,809,606	£3,754,499	£3,699,392	£3,644,284				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 15 20% AH	PDL	1206	40	1	£3,750	£1,056,239	£1,036,408	£1,016,578	£996,748	£976,917	£957,087	£937,257	£917,426	£897,596	£877,766	£857,935
				2	£4,000	£1,244,069	£1,224,769	£1,205,469	£1,186,169	£1,166,660	£1,146,829	£1,126,999	£1,107,169	£1,087,338	£1,067,508	£1,047,678
				3	£4,300	£1,485,842	£1,466,542	£1,447,242	£1,427,941	£1,408,641	£1,389,341	£1,370,041	£1,350,741	£1,331,441	£1,312,141	£1,292,841
				Residual Land Value (£/Ha)												
				1	£3,750	£2,449,249	£2,403,266	£2,357,282	£2,311,299	£2,265,315	£2,219,332	£2,173,349	£2,127,365	£2,081,382	£2,035,398	£1,989,415
				2	£4,000	£2,884,798	£2,840,044	£2,795,290	£2,750,536	£2,705,298	£2,659,314	£2,613,331	£2,567,347	£2,521,364	£2,475,381	£2,429,397
3	£4,300	£3,445,430	£3,400,676	£3,355,923	£3,311,169	£3,266,415	£3,221,661	£3,176,907	£3,132,153	£3,087,399	£3,042,645	£2,997,892				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 15 30% AH	PDL	976	40	1	£3,750	£828,109	£812,061	£796,013	£779,964	£763,916	£747,867	£731,819	£715,771	£699,723	£683,675	£667,627
				2	£4,000	£983,272	£967,224	£951,175	£935,127	£919,078	£903,030	£886,981	£870,933	£854,885	£838,836	£822,788
				3	£4,300	£1,169,467	£1,153,419	£1,137,371	£1,121,322	£1,105,274	£1,089,225	£1,073,177	£1,057,128	£1,041,080	£1,025,031	£1,008,983
				Residual Land Value (£/Ha)												
				1	£3,750	£1,920,254	£1,883,040	£1,845,826	£1,808,612	£1,771,399	£1,734,185	£1,696,971	£1,658,757	£1,620,543	£1,582,329	£1,544,115
				2	£4,000	£2,280,051	£2,242,838	£2,205,624	£2,168,410	£2,131,196	£2,093,982	£2,056,769	£2,019,555	£1,982,341	£1,945,127	£1,907,914
3	£4,300	£2,711,808	£2,674,595	£2,637,381	£2,600,167	£2,562,953	£2,525,740	£2,488,526	£2,451,312	£2,414,098	£2,376,884	£2,339,671				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 15 35% AH 40% AH	PDL	897	40	1	£3,750	£776,319	£761,570	£746,820	£732,071	£716,669	£700,933	£685,198	£669,462	£653,727	£637,992	£622,256
				2	£4,000	£928,029	£913,280	£898,530	£883,781	£869,032	£854,282	£839,533	£824,783	£810,034	£795,284	£780,535
				3	£4,300	£1,110,081	£1,095,332	£1,080,583	£1,065,833	£1,051,084	£1,036,334	£1,021,585	£1,006,835	£992,086	£977,336	£962,587
				Residual Land Value (£/Ha)												
				1	£3,750	£1,800,161	£1,765,959	£1,731,758	£1,697,556	£1,661,840	£1,625,352	£1,588,865	£1,552,377	£1,515,889	£1,479,401	£1,442,913
				2	£4,000	£2,151,952	£2,117,751	£2,083,549	£2,049,347	£2,015,146	£1,980,944	£1,946,743	£1,912,541	£1,878,339	£1,844,138	£1,809,936
3	£4,300	£2,574,102	£2,539,900	£2,505,699	£2,471,497	£2,437,295	£2,403,094	£2,368,892	£2,334,691	£2,300,489	£2,266,287	£2,232,086				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIa Residential Results Farnborough v19.xlsx

Table 1g: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 15 Flats

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 15 0% AH	PDL	910	75	1	£4,000	£729,408	£713,445	£697,481	£681,518	£665,554	£649,591	£633,627	£617,664	£601,701	£585,737	£569,774
				2	£4,300	£894,352	£879,388	£864,425	£849,462	£834,499	£819,536	£804,572	£789,609	£774,646	£759,683	£744,720
				3	£4,600	£1,058,530	£1,043,567	£1,028,603	£1,013,640	£998,677	£983,714	£968,751	£953,787	£938,824	£923,861	£908,898
				Residual Land Value (£/Ha)												
				1	£4,000	£3,171,340	£3,101,934	£3,032,527	£2,963,121	£2,893,715	£2,824,308	£2,754,902	£2,685,496	£2,616,089	£2,546,683	£2,477,277
				2	£4,300	£3,888,485	£3,823,428	£3,758,370	£3,693,313	£3,628,255	£3,563,198	£3,498,141	£3,433,083	£3,368,026	£3,302,968	£3,237,911
3	£4,600	£4,602,303	£4,537,246	£4,472,188	£4,407,131	£4,342,074	£4,277,016	£4,211,959	£4,146,901	£4,081,844	£4,016,787	£3,951,729				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 15 20% AH	PDL	720	75	1	£4,000	£529,598	£516,967	£504,337	£491,706	£479,076	£466,445	£453,815	£441,185	£428,554	£415,924	£403,293
				2	£4,300	£675,267	£662,637	£650,006	£637,376	£624,745	£612,115	£599,485	£586,854	£574,224	£561,593	£548,963
				3	£4,600	£815,871	£804,032	£792,193	£780,354	£768,515	£756,676	£744,837	£732,998	£719,893	£707,263	£694,632
				Residual Land Value (£/Ha)												
				1	£4,000	£2,302,598	£2,247,683	£2,192,769	£2,137,854	£2,082,939	£2,028,024	£1,973,109	£1,918,194	£1,863,279	£1,808,364	£1,753,449
				2	£4,300	£2,935,944	£2,881,029	£2,826,114	£2,771,199	£2,716,284	£2,661,369	£2,606,454	£2,551,540	£2,496,625	£2,441,710	£2,386,795
3	£4,600	£3,547,266	£3,495,792	£3,444,318	£3,392,844	£3,341,370	£3,289,896	£3,238,422	£3,186,948	£3,135,474	£3,084,000	£3,032,526				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 15 30% AH	PDL	600	75	1	£4,000	£385,599	£375,073	£364,548	£354,023	£343,497	£332,972	£322,447	£311,921	£301,396	£290,871	£280,345
				2	£4,300	£508,130	£497,604	£487,079	£476,554	£466,028	£455,503	£444,978	£434,452	£423,927	£413,402	£402,876
				3	£4,600	£630,661	£620,135	£609,610	£599,085	£588,559	£578,034	£567,509	£556,983	£546,458	£535,933	£525,407
				Residual Land Value (£/Ha)												
				1	£4,000	£1,676,517	£1,630,754	£1,584,992	£1,539,229	£1,493,467	£1,447,705	£1,401,942	£1,356,180	£1,310,417	£1,264,655	£1,218,892
				2	£4,300	£2,209,260	£2,163,498	£2,117,735	£2,071,973	£2,026,210	£1,980,448	£1,934,685	£1,888,923	£1,843,161	£1,797,398	£1,751,636
3	£4,600	£2,742,003	£2,696,241	£2,650,479	£2,604,716	£2,558,954	£2,513,191	£2,467,429	£2,421,666	£2,375,904	£2,330,142	£2,284,379				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 15 35% AH 40% AH	PDL	550	75	1	£4,000	£351,725	£342,077	£332,429	£322,781	£313,132	£303,484	£293,836	£284,188	£274,539	£264,891	£255,243
				2	£4,300	£474,189	£464,541	£454,893	£445,244	£435,596	£425,948	£416,300	£406,651	£397,003	£387,355	£377,707
				3	£4,600	£596,653	£587,004	£577,356	£567,708	£558,060	£548,411	£538,763	£529,115	£519,467	£509,818	£500,170
				Residual Land Value (£/Ha)												
				1	£4,000	£1,529,241	£1,487,292	£1,445,343	£1,403,394	£1,361,445	£1,319,496	£1,277,547	£1,235,598	£1,193,650	£1,151,701	£1,109,752
				2	£4,300	£2,061,691	£2,019,742	£1,977,794	£1,935,845	£1,893,896	£1,851,947	£1,809,998	£1,768,049	£1,726,100	£1,684,151	£1,642,202
3	£4,600	£2,594,142	£2,552,193	£2,510,244	£2,468,295	£2,426,346	£2,384,398	£2,342,449	£2,300,500	£2,258,551	£2,216,602	£2,174,653				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 1h: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 25 Houses

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 25 0% AH	PDL	2533	40	1	£3,750	£2,133,403	£2,093,455	£2,053,508	£2,013,560	£1,973,613	£1,933,665	£1,893,718	£1,853,770	£1,813,823	£1,773,875	£1,733,927
				2	£4,000	£2,495,219	£2,455,272	£2,415,324	£2,375,376	£2,335,429	£2,295,481	£2,255,534	£2,215,586	£2,175,639	£2,135,691	£2,095,744
				3	£4,300	£2,929,398	£2,889,451	£2,849,503	£2,809,556	£2,769,608	£2,729,661	£2,689,713	£2,649,766	£2,609,818	£2,569,870	£2,529,923
				Residual Land Value (£/Ha)												
				1	£3,750	£2,968,213	£2,912,634	£2,857,054	£2,801,475	£2,745,896	£2,690,317	£2,634,738	£2,579,158	£2,523,579	£2,468,000	£2,412,421
				2	£4,000	£3,471,609	£3,416,030	£3,360,451	£3,304,872	£3,249,292	£3,193,713	£3,138,134	£3,082,555	£3,026,976	£2,971,396	£2,915,817
				3	£4,300	£4,075,685	£4,020,105	£3,964,526	£3,908,947	£3,853,368	£3,797,789	£3,742,209	£3,686,630	£3,631,051	£3,575,472	£3,519,893

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 25 20% AH	PDL	2096	40	1	£3,750	£1,751,779	£1,718,723	£1,685,668	£1,652,612	£1,619,556	£1,586,501	£1,553,445	£1,520,389	£1,487,334	£1,454,278	£1,421,222
				2	£4,000	£2,067,183	£2,034,127	£2,001,071	£1,968,016	£1,934,960	£1,901,904	£1,868,849	£1,835,793	£1,802,737	£1,769,682	£1,736,626
				3	£4,300	£2,445,667	£2,412,612	£2,379,556	£2,346,500	£2,313,445	£2,280,389	£2,247,333	£2,214,278	£2,181,222	£2,148,166	£2,115,110
				Residual Land Value (£/Ha)												
				1	£3,750	£2,437,258	£2,391,267	£2,345,277	£2,299,286	£2,253,296	£2,207,305	£2,161,315	£2,115,324	£2,069,334	£2,023,343	£1,977,353
				2	£4,000	£2,876,080	£2,830,090	£2,784,099	£2,738,109	£2,692,118	£2,646,128	£2,600,137	£2,554,147	£2,508,156	£2,462,166	£2,416,175
				3	£4,300	£3,402,668	£3,356,677	£3,310,687	£3,264,696	£3,218,706	£3,172,715	£3,126,724	£3,080,734	£3,034,743	£2,988,753	£2,942,762

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 25 30% AH	PDL	1787	40	1	£3,750	£1,414,351	£1,386,169	£1,357,986	£1,329,804	£1,301,621	£1,273,439	£1,245,256	£1,217,074	£1,188,891	£1,160,709	£1,132,526
				2	£4,000	£1,685,617	£1,657,434	£1,629,252	£1,601,069	£1,572,887	£1,544,704	£1,516,522	£1,488,339	£1,460,157	£1,431,974	£1,403,792
				3	£4,300	£2,011,136	£1,982,954	£1,954,771	£1,926,589	£1,898,406	£1,870,224	£1,842,041	£1,813,859	£1,785,676	£1,757,494	£1,729,311
				Residual Land Value (£/Ha)												
				1	£3,750	£1,967,793	£1,928,582	£1,889,372	£1,850,161	£1,810,951	£1,771,741	£1,732,530	£1,693,320	£1,654,109	£1,614,899	£1,575,688
				2	£4,000	£2,345,206	£2,305,996	£2,266,785	£2,227,575	£2,188,364	£2,149,154	£2,109,944	£2,070,733	£2,031,523	£1,992,312	£1,953,102
				3	£4,300	£2,798,102	£2,758,892	£2,719,681	£2,680,471	£2,641,261	£2,602,050	£2,562,840	£2,523,629	£2,484,419	£2,445,208	£2,405,998

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 25 35% AH	PDL	1687	40	1	£3,750	£1,347,332	£1,320,727	£1,294,122	£1,267,516	£1,240,911	£1,214,305	£1,187,700	£1,161,094	£1,134,489	£1,107,884	£1,080,655
				2	£4,000	£1,612,319	£1,585,713	£1,559,108	£1,532,503	£1,505,897	£1,479,292	£1,452,686	£1,426,081	£1,399,475	£1,372,870	£1,346,265
				3	£4,300	£1,930,302	£1,903,697	£1,877,092	£1,850,486	£1,823,881	£1,797,275	£1,770,670	£1,744,065	£1,717,459	£1,690,854	£1,664,248
				Residual Land Value (£/Ha)												
				1	£3,750	£1,874,549	£1,837,533	£1,800,517	£1,763,501	£1,726,484	£1,689,468	£1,652,452	£1,615,436	£1,578,420	£1,541,403	£1,503,520
				2	£4,000	£2,243,226	£2,206,210	£2,169,194	£2,132,177	£2,095,161	£2,058,145	£2,021,129	£1,984,113	£1,947,096	£1,910,080	£1,873,064
				3	£4,300	£2,685,638	£2,648,622	£2,611,606	£2,574,590	£2,537,573	£2,500,557	£2,463,541	£2,426,525	£2,389,508	£2,352,492	£2,315,476

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 25 40% AH	PDL	1587	40	1	£3,750	£1,235,436	£1,210,408	£1,185,380	£1,160,351	£1,135,323	£1,110,295	£1,084,652	£1,058,911	£1,033,170	£1,007,429	£981,688
				2	£4,000	£1,486,139	£1,461,110	£1,436,082	£1,411,054	£1,386,025	£1,360,997	£1,335,969	£1,310,940	£1,285,912	£1,260,884	£1,235,855
				3	£4,300	£1,786,981	£1,761,953	£1,736,925	£1,711,896	£1,686,868	£1,661,840	£1,636,811	£1,611,783	£1,586,755	£1,561,726	£1,536,698
				Residual Land Value (£/Ha)												
				1	£3,750	£1,718,868	£1,684,046	£1,649,224	£1,614,402	£1,579,580	£1,544,758	£1,509,936	£1,475,114	£1,440,292	£1,405,470	£1,370,648
				2	£4,000	£2,067,671	£2,032,849	£1,998,027	£1,963,205	£1,928,383	£1,893,561	£1,858,739	£1,823,917	£1,789,095	£1,754,273	£1,719,451
				3	£4,300	£2,486,235	£2,451,413	£2,416,591	£2,381,769	£2,346,947	£2,312,125	£2,277,303	£2,242,481	£2,207,659	£2,172,837	£2,138,015

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 1i: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 25 Flats

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 25 0% AH	PDL	1550	75	1	£4,000	£1,158,351	£1,133,896	£1,108,756	£1,083,615	£1,058,474	£1,033,333	£1,008,192	£983,051	£957,910	£932,769	£907,628
				2	£4,300	£1,424,035	£1,399,590	£1,375,145	£1,350,701	£1,326,256	£1,301,811	£1,277,366	£1,252,921	£1,228,477	£1,204,032	£1,179,587
				3	£4,600	£1,689,719	£1,665,274	£1,640,830	£1,616,385	£1,591,940	£1,567,495	£1,543,050	£1,518,606	£1,494,161	£1,469,716	£1,445,271
				Residual Land Value (£/Ha)												
				1	£4,000	£3,021,785	£2,957,991	£2,892,406	£2,826,821	£2,761,236	£2,695,651	£2,630,066	£2,564,481	£2,498,896	£2,433,311	£2,367,726
				2	£4,300	£3,714,874	£3,651,105	£3,587,336	£3,523,567	£3,459,798	£3,396,029	£3,332,260	£3,268,491	£3,204,722	£3,140,952	£3,077,183
				3	£4,600	£4,407,963	£4,344,194	£4,280,425	£4,216,656	£4,152,887	£4,089,118	£4,025,349	£3,961,580	£3,897,811	£3,834,041	£3,770,272

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 25 20% AH	PDL	1220	75	1	£4,000	£859,858	£840,070	£820,281	£800,493	£780,705	£760,916	£741,128	£721,340	£701,551	£681,036	£659,878
				2	£4,300	£1,090,132	£1,070,344	£1,050,556	£1,030,767	£1,010,979	£991,191	£971,402	£951,614	£931,826	£912,038	£892,249
				3	£4,600	£1,315,172	£1,295,932	£1,276,691	£1,257,451	£1,238,211	£1,218,970	£1,199,730	£1,180,489	£1,161,249	£1,142,008	£1,122,524
				Residual Land Value (£/Ha)												
				1	£4,000	£2,243,108	£2,191,486	£2,139,864	£2,088,243	£2,036,621	£1,984,999	£1,933,378	£1,881,756	£1,830,134	£1,776,617	£1,721,422
				2	£4,300	£2,843,823	£2,792,202	£2,740,580	£2,688,958	£2,637,337	£2,585,715	£2,534,093	£2,482,472	£2,430,850	£2,379,228	£2,327,607
				3	£4,600	£3,430,884	£3,380,692	£3,330,499	£3,280,307	£3,230,114	£3,179,922	£3,129,730	£3,079,537	£3,029,345	£2,979,152	£2,928,322

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 25 30% AH	PDL	1030	75	1	£4,000	£645,140	£627,277	£609,414	£591,551	£573,688	£555,825	£537,962	£520,099	£502,236	£484,373	£466,511
				2	£4,300	£845,349	£828,643	£811,936	£795,230	£778,523	£761,817	£745,110	£728,404	£711,697	£694,991	£677,284
				3	£4,600	£1,042,100	£1,025,394	£1,008,687	£991,981	£975,274	£958,568	£941,861	£925,155	£908,448	£891,742	£875,035
				Residual Land Value (£/Ha)												
				1	£4,000	£1,682,973	£1,636,374	£1,589,775	£1,543,176	£1,496,577	£1,449,978	£1,403,379	£1,356,781	£1,310,182	£1,263,583	£1,216,984
				2	£4,300	£2,205,259	£2,161,677	£2,118,095	£2,074,512	£2,030,930	£1,987,348	£1,943,766	£1,900,183	£1,856,601	£1,813,019	£1,766,827
				3	£4,600	£2,718,522	£2,674,940	£2,631,358	£2,587,776	£2,544,193	£2,500,611	£2,457,029	£2,413,447	£2,369,864	£2,326,282	£2,282,700

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 25 35% AH	PDL	980	75	1	£4,000	£589,164	£572,168	£555,172	£538,177	£521,181	£504,185	£487,189	£470,194	£453,198	£436,202	£419,206
				2	£4,300	£784,277	£768,381	£752,485	£736,590	£720,694	£704,799	£688,512	£671,516	£654,520	£637,524	£620,529
				3	£4,600	£972,205	£956,310	£940,414	£924,519	£908,623	£892,728	£876,832	£860,937	£845,041	£829,146	£813,250
				Residual Land Value (£/Ha)												
				1	£4,000	£1,536,950	£1,492,613	£1,448,276	£1,403,939	£1,359,602	£1,315,266	£1,270,929	£1,226,592	£1,182,255	£1,137,918	£1,093,582
				2	£4,300	£2,045,939	£2,004,472	£1,963,006	£1,921,539	£1,880,072	£1,838,606	£1,796,118	£1,751,781	£1,707,444	£1,663,107	£1,618,771
				3	£4,600	£2,536,188	£2,494,722	£2,453,255	£2,411,788	£2,370,322	£2,328,855	£2,287,389	£2,245,922	£2,204,456	£2,162,989	£2,121,522

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 25 40% AH	PDL	910	75	1	£4,000	£534,735	£518,953	£503,171	£487,389	£471,607	£455,826	£440,044	£424,262	£408,480	£392,698	£376,917
				2	£4,300	£727,435	£712,675	£697,914	£682,184	£666,403	£650,621	£634,839	£619,057	£603,275	£587,494	£571,712
				3	£4,600	£909,271	£894,511	£879,750	£864,990	£850,230	£835,470	£820,710	£805,950	£791,190	£776,430	£761,669
				Residual Land Value (£/Ha)												
				1	£4,000	£1,394,960	£1,353,790	£1,312,620	£1,271,450	£1,230,280	£1,189,110	£1,147,940	£1,106,771	£1,065,601	£1,024,431	£983,261
				2	£4,300	£1,897,656	£1,859,151	£1,820,646	£1,779,611	£1,738,442	£1,697,272	£1,656,102	£1,614,932	£1,573,762	£1,532,592	£1,491,422
				3	£4,600	£2,372,011	£2,333,506	£2,295,001	£2,256,496	£2,217,992	£2,179,487	£2,140,982	£2,102,478	£2,063,973	£2,025,468	£1,986,964

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 1j: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 30 Flats (Sheltered)

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 30 0% AH	PDL	1660	125	1	£5,000	£1,647,208	£1,603,304	£1,559,400	£1,515,495	£1,471,592	£1,427,687	£1,383,783	£1,339,879	£1,295,975	£1,252,070	£1,208,167
				2	£5,500	£2,263,141	£2,219,236	£2,175,332	£2,131,428	£2,087,524	£2,043,620	£1,999,715	£1,955,812	£1,911,908	£1,868,003	£1,824,100
				3	£6,000	£2,879,073	£2,835,169	£2,791,265	£2,747,361	£2,703,457	£2,659,552	£2,615,648	£2,571,744	£2,527,840	£2,483,936	£2,440,032
				Residual Land Value (£/Ha)												
				1	£5,000	£5,968,146	£5,809,071	£5,650,000	£5,490,926	£5,331,853	£5,172,778	£5,013,707	£4,854,632	£4,695,561	£4,536,486	£4,377,415
				2	£5,500	£8,199,785	£8,040,710	£7,881,637	£7,722,564	£7,563,491	£7,404,422	£7,245,346	£7,086,274	£6,927,203	£6,768,128	£6,609,057
				3	£6,000	£10,431,424	£10,272,351	£10,113,278	£9,954,208	£9,795,132	£9,636,060	£9,476,987	£9,317,914	£9,158,841	£8,999,768	£8,840,695

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 30 20% AH	PDL	1320	125	1	£5,000	£1,098,861	£1,063,932	£1,029,003	£994,074	£959,145	£924,215	£889,286	£854,356	£819,428	£784,498	£749,569
				2	£5,500	£1,624,360	£1,589,431	£1,554,501	£1,519,572	£1,484,643	£1,449,714	£1,414,784	£1,379,855	£1,344,926	£1,309,997	£1,275,067
				3	£6,000	£2,149,859	£2,114,930	£2,080,001	£2,045,072	£2,010,142	£1,975,213	£1,940,284	£1,905,355	£1,870,426	£1,835,496	£1,800,566
				Residual Land Value (£/Ha)												
				1	£5,000	£3,981,381	£3,854,826	£3,728,271	£3,601,716	£3,475,161	£3,348,606	£3,222,051	£3,095,493	£2,968,941	£2,842,386	£2,715,830
				2	£5,500	£5,885,362	£5,758,807	£5,632,251	£5,505,696	£5,379,141	£5,252,585	£5,126,030	£4,999,475	£4,872,920	£4,746,364	£4,619,809
				3	£6,000	£7,789,345	£7,662,790	£7,536,235	£7,409,680	£7,283,125	£7,156,570	£7,030,014	£6,903,459	£6,776,904	£6,650,349	£6,523,790

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 30 30% AH	PDL	1150	125	1	£5,000	£869,246	£838,804	£808,362	£777,920	£747,479	£717,037	£686,594	£656,153	£625,711	£595,270	£564,828
				2	£5,500	£1,346,799	£1,316,357	£1,285,915	£1,255,473	£1,225,032	£1,194,590	£1,164,148	£1,133,705	£1,103,264	£1,072,822	£1,042,381
				3	£6,000	£1,824,352	£1,793,910	£1,763,469	£1,733,026	£1,702,585	£1,672,143	£1,641,700	£1,611,259	£1,580,817	£1,550,376	£1,519,933
				Residual Land Value (£/Ha)												
				1	£5,000	£3,149,442	£3,039,143	£2,928,848	£2,818,551	£2,708,255	£2,597,959	£2,487,661	£2,377,365	£2,267,069	£2,156,774	£2,046,478
				2	£5,500	£4,879,706	£4,769,409	£4,659,113	£4,548,814	£4,438,520	£4,328,223	£4,217,928	£4,107,629	£3,997,334	£3,887,038	£3,776,742
				3	£6,000	£6,609,971	£6,499,675	£6,389,379	£6,279,080	£6,168,785	£6,058,489	£5,948,190	£5,837,895	£5,727,599	£5,617,304	£5,507,004

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 30 35% AH	PDL	1050	125	1	£5,000	£712,237	£684,464	£656,690	£628,916	£601,142	£573,369	£545,595	£517,822	£490,048	£462,274	£434,501
				2	£5,500	£1,167,367	£1,139,593	£1,111,819	£1,084,046	£1,056,272	£1,028,499	£1,000,725	£972,952	£945,178	£917,404	£889,631
				3	£6,000	£1,622,496	£1,594,722	£1,566,949	£1,539,175	£1,511,402	£1,483,628	£1,455,854	£1,428,081	£1,400,307	£1,372,534	£1,344,759
				Residual Land Value (£/Ha)												
				1	£5,000	£2,580,568	£2,479,941	£2,379,311	£2,278,681	£2,178,051	£2,077,426	£1,976,794	£1,876,167	£1,775,536	£1,674,908	£1,574,280
				2	£5,500	£4,229,589	£4,128,959	£4,028,330	£3,927,703	£3,827,073	£3,726,444	£3,625,815	£3,525,187	£3,424,557	£3,323,928	£3,223,300
				3	£6,000	£5,878,609	£5,777,979	£5,677,350	£5,576,719	£5,476,093	£5,375,464	£5,274,833	£5,174,207	£5,073,577	£4,972,948	£4,872,317

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 30 40% AH	PDL	980	125	1	£5,000	£655,385	£566,558	£540,603	£514,649	£488,694	£462,740	£436,787	£410,832	£384,877	£358,923	£332,969
				2	£5,500	£1,022,120	£996,166	£970,211	£944,257	£918,302	£892,348	£866,393	£840,440	£814,485	£788,531	£762,576
				3	£6,000	£1,451,727	£1,425,773	£1,399,819	£1,373,864	£1,347,910	£1,321,955	£1,296,001	£1,270,047	£1,244,092	£1,218,138	£1,192,184
				Residual Land Value (£/Ha)												
				1	£5,000	£2,374,583	£2,052,745	£1,958,708	£1,864,670	£1,770,632	£1,676,596	£1,582,560	£1,488,521	£1,394,482	£1,300,447	£1,206,409
				2	£5,500	£3,703,332	£3,609,296	£3,515,257	£3,421,221	£3,327,182	£3,233,146	£3,139,107	£3,045,071	£2,951,032	£2,856,995	£2,762,957
				3	£6,000	£5,259,882	£5,165,844	£5,071,806	£4,977,769	£4,883,731	£4,789,693	£4,695,656	£4,601,618	£4,507,581	£4,413,543	£4,319,506

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 1k: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 50 Flats

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 50 0% AH	PDL	3100	100	1	£4,000	£2,042,203	£1,994,803	£1,947,402	£1,900,002	£1,852,602	£1,805,201	£1,757,801	£1,710,401	£1,663,000	£1,615,600	£1,568,199
				2	£4,300	£2,548,518	£2,501,117	£2,453,717	£2,406,317	£2,358,916	£2,311,516	£2,264,116	£2,216,715	£2,169,315	£2,121,914	£2,074,514
				3	£4,600	£3,054,832	£3,007,432	£2,960,032	£2,912,631	£2,865,231	£2,817,831	£2,770,430	£2,723,030	£2,675,629	£2,628,229	£2,580,829
				Residual Land Value (£/Ha)												
				1	£4,000	£3,551,658	£3,469,222	£3,386,787	£3,304,351	£3,221,916	£3,139,481	£3,057,045	£2,974,610	£2,892,174	£2,809,739	£2,727,303
				2	£4,300	£4,432,205	£4,349,769	£4,267,334	£4,184,899	£4,102,463	£4,020,028	£3,937,592	£3,855,157	£3,772,721	£3,690,286	£3,607,851
				3	£4,600	£5,312,752	£5,230,317	£5,147,881	£5,065,446	£4,983,010	£4,900,575	£4,818,140	£4,735,704	£4,653,269	£4,570,833	£4,488,398

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 50 20% AH	PDL	2440	100	1	£4,000	£1,461,179	£1,423,871	£1,386,562	£1,349,253	£1,311,944	£1,274,636	£1,237,327	£1,200,018	£1,162,710	£1,125,401	£1,088,092
				2	£4,300	£1,879,395	£1,842,087	£1,804,778	£1,767,469	£1,730,161	£1,692,852	£1,655,543	£1,618,235	£1,580,926	£1,543,617	£1,506,309
				3	£4,600	£2,297,612	£2,260,303	£2,222,994	£2,185,686	£2,148,377	£2,111,068	£2,073,760	£2,036,451	£1,999,142	£1,961,834	£1,924,525
				Residual Land Value (£/Ha)												
				1	£4,000	£2,541,181	£2,476,297	£2,411,412	£2,346,527	£2,281,643	£2,216,758	£2,151,873	£2,086,989	£2,022,104	£1,957,219	£1,892,335
				2	£4,300	£3,268,514	£3,203,629	£3,138,744	£3,073,860	£3,008,975	£2,944,091	£2,879,206	£2,814,321	£2,749,437	£2,684,552	£2,619,667
				3	£4,600	£3,995,846	£3,930,962	£3,866,077	£3,801,192	£3,736,308	£3,671,423	£3,606,538	£3,541,654	£3,476,769	£3,411,884	£3,347,000

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 50 30% AH	PDL	2130	100	1	£4,000	£1,172,987	£1,140,419	£1,107,850	£1,075,281	£1,042,713	£1,010,144	£976,754	£943,188	£909,622	£876,056	£842,490
				2	£4,300	£1,548,683	£1,516,114	£1,483,546	£1,450,977	£1,418,408	£1,385,840	£1,353,271	£1,320,702	£1,288,134	£1,255,565	£1,222,996
				3	£4,600	£1,924,378	£1,891,810	£1,859,241	£1,826,672	£1,794,104	£1,761,535	£1,728,967	£1,696,398	£1,663,829	£1,631,261	£1,598,692
				Residual Land Value (£/Ha)												
				1	£4,000	£2,039,978	£1,983,337	£1,926,696	£1,870,055	£1,813,413	£1,756,772	£1,699,131	£1,642,490	£1,585,849	£1,529,208	£1,472,567
				2	£4,300	£2,693,361	£2,636,720	£2,580,079	£2,523,438	£2,466,797	£2,410,156	£2,353,515	£2,296,874	£2,240,233	£2,183,592	£2,126,951
				3	£4,600	£3,346,745	£3,290,104	£3,233,463	£3,176,822	£3,120,181	£3,063,539	£3,006,898	£2,950,257	£2,893,616	£2,836,975	£2,780,334

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 50 35% AH	PDL	1940	100	1	£4,000	£1,004,394	£973,822	£943,250	£912,679	£882,107	£851,535	£820,964	£790,392	£759,820	£729,249	£698,677
				2	£4,300	£1,355,045	£1,325,382	£1,295,718	£1,266,055	£1,236,392	£1,206,728	£1,177,065	£1,147,401	£1,117,738	£1,088,074	£1,058,411
				3	£4,600	£1,705,502	£1,675,839	£1,646,175	£1,616,512	£1,586,848	£1,557,185	£1,527,521	£1,497,858	£1,468,194	£1,438,531	£1,408,868
				Residual Land Value (£/Ha)												
				1	£4,000	£1,746,772	£1,693,604	£1,640,435	£1,587,267	£1,534,099	£1,480,931	£1,427,763	£1,374,595	£1,321,427	£1,268,258	£1,215,090
				2	£4,300	£2,356,601	£2,305,012	£2,253,423	£2,201,835	£2,150,246	£2,098,658	£2,047,069	£1,995,480	£1,943,892	£1,892,303	£1,840,714
				3	£4,600	£2,966,091	£2,914,502	£2,862,913	£2,811,325	£2,759,736	£2,708,148	£2,656,559	£2,604,970	£2,553,382	£2,501,793	£2,450,204

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 50 40% AH	PDL	1820	100	1	£4,000	£908,806	£880,125	£851,445	£822,764	£794,084	£765,403	£736,722	£708,042	£679,361	£650,680	£622,000
				2	£4,300	£1,250,901	£1,223,072	£1,195,243	£1,167,415	£1,139,586	£1,111,758	£1,083,929	£1,056,100	£1,028,272	£1,000,443	£972,614
				3	£4,600	£1,589,869	£1,562,040	£1,534,211	£1,506,383	£1,478,554	£1,450,726	£1,422,897	£1,395,069	£1,367,240	£1,339,411	£1,311,583
				Residual Land Value (£/Ha)												
				1	£4,000	£1,580,532	£1,530,653	£1,480,774	£1,430,894	£1,381,015	£1,331,135	£1,281,256	£1,231,377	£1,181,497	£1,131,618	£1,081,738
				2	£4,300	£2,175,479	£2,127,082	£2,078,684	£2,030,287	£1,981,889	£1,933,491	£1,885,094	£1,836,696	£1,788,299	£1,739,901	£1,691,503
				3	£4,600	£2,764,989	£2,716,592	£2,668,194	£2,619,797	£2,571,399	£2,523,001	£2,474,604	£2,426,206	£2,377,809	£2,329,411	£2,281,014

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 11: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 50 Mixed

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 0% AH	PDL	4743	50	1	£3,750	£4,000	£3,523,275	£3,450,752	£3,378,230	£3,305,707	£3,233,184	£3,160,662	£3,088,139	£3,015,617	£2,943,094	£2,870,572	£2,798,049
				2	£4,000	£4,300	£4,187,608	£4,115,086	£4,042,563	£3,970,041	£3,897,518	£3,824,996	£3,752,473	£3,679,951	£3,607,428	£3,534,905	£3,462,383
				3	£4,300	£4,600	£4,962,270	£4,889,747	£4,817,225	£4,744,702	£4,672,180	£4,599,657	£4,527,134	£4,454,612	£4,382,089	£4,309,567	£4,237,044
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£3,063,717	£3,000,654	£2,937,591	£2,874,528	£2,811,465	£2,748,402	£2,685,339	£2,622,275	£2,559,212	£2,496,149	£2,433,086
				2	£4,000	£4,300	£3,641,399	£3,578,336	£3,515,272	£3,452,209	£3,389,146	£3,326,083	£3,263,020	£3,199,957	£3,136,894	£3,073,831	£3,010,768
				3	£4,300	£4,600	£4,315,017	£4,251,954	£4,188,891	£4,125,828	£4,062,765	£3,999,702	£3,936,639	£3,873,576	£3,810,512	£3,747,449	£3,684,386

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 20% AH	PDL	3814	50	1	£3,750	£4,000	£2,725,870	£2,667,552	£2,609,234	£2,550,917	£2,492,599	£2,434,281	£2,375,964	£2,317,646	£2,259,328	£2,201,010	£2,142,693
				2	£4,000	£4,300	£3,280,121	£3,221,804	£3,163,486	£3,105,168	£3,046,850	£2,988,533	£2,930,215	£2,871,897	£2,813,579	£2,755,262	£2,696,944
				3	£4,300	£4,600	£3,926,109	£3,867,792	£3,809,474	£3,751,156	£3,692,838	£3,634,521	£3,576,203	£3,517,885	£3,459,568	£3,401,250	£3,342,932
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£2,370,322	£2,319,611	£2,268,900	£2,218,188	£2,167,477	£2,116,766	£2,066,055	£2,015,344	£1,964,633	£1,913,922	£1,863,211
				2	£4,000	£4,300	£2,852,279	£2,801,568	£2,750,857	£2,700,146	£2,649,435	£2,598,724	£2,548,013	£2,497,302	£2,446,591	£2,395,880	£2,345,169
				3	£4,300	£4,600	£3,414,008	£3,363,297	£3,312,586	£3,261,875	£3,211,164	£3,160,453	£3,109,742	£3,059,031	£3,008,320	£2,957,609	£2,906,897

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 30% AH	PDL	3355	50	1	£3,750	£4,000	£2,313,756	£2,262,456	£2,211,157	£2,159,857	£2,108,558	£2,057,259	£2,005,959	£1,954,660	£1,903,360	£1,852,061	£1,800,761
				2	£4,000	£4,300	£2,809,967	£2,758,667	£2,707,368	£2,656,068	£2,604,769	£2,553,470	£2,502,170	£2,450,871	£2,399,571	£2,348,272	£2,296,972
				3	£4,300	£4,600	£3,386,781	£3,335,482	£3,284,182	£3,232,883	£3,181,583	£3,130,284	£3,078,984	£3,027,685	£2,976,386	£2,925,086	£2,873,787
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£2,011,961	£1,967,353	£1,922,745	£1,878,137	£1,833,529	£1,788,920	£1,744,312	£1,699,704	£1,655,096	£1,610,488	£1,565,880
				2	£4,000	£4,300	£2,443,449	£2,398,841	£2,354,233	£2,309,625	£2,265,017	£2,220,408	£2,175,800	£2,131,192	£2,086,584	£2,041,976	£1,997,367
				3	£4,300	£4,600	£2,945,027	£2,900,419	£2,855,811	£2,811,202	£2,766,594	£2,721,986	£2,677,378	£2,632,770	£2,588,161	£2,543,553	£2,498,945

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 35% AH	PDL	3085	50	1	£3,750	£4,000	£2,078,375	£2,031,204	£1,984,033	£1,936,862	£1,889,691	£1,842,520	£1,795,349	£1,748,178	£1,701,007	£1,653,836	£1,606,665
				2	£4,000	£4,300	£2,543,560	£2,496,389	£2,449,218	£2,402,047	£2,354,876	£2,307,705	£2,260,534	£2,213,363	£2,166,192	£2,119,021	£2,071,850
				3	£4,300	£4,600	£3,085,430	£3,038,259	£2,991,088	£2,943,917	£2,896,746	£2,849,575	£2,802,404	£2,755,233	£2,708,062	£2,660,890	£2,613,719
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£1,807,283	£1,766,264	£1,725,246	£1,684,228	£1,643,210	£1,602,191	£1,561,173	£1,520,155	£1,479,137	£1,438,118	£1,397,100
				2	£4,000	£4,300	£2,211,791	£2,170,773	£2,129,755	£2,088,737	£2,047,718	£2,006,700	£1,965,682	£1,924,663	£1,883,645	£1,842,627	£1,801,609
				3	£4,300	£4,600	£2,682,982	£2,641,964	£2,600,946	£2,559,927	£2,518,909	£2,477,891	£2,436,873	£2,395,854	£2,354,836	£2,313,818	£2,272,800

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 40% AH	PDL	2876	50	1	£3,750	£4,000	£1,913,734	£1,869,758	£1,825,783	£1,781,808	£1,737,832	£1,693,857	£1,649,882	£1,605,906	£1,561,931	£1,517,956	£1,473,981
				2	£4,000	£4,300	£2,358,583	£2,314,608	£2,270,632	£2,226,657	£2,182,682	£2,138,707	£2,094,731	£2,050,756	£2,006,781	£1,962,805	£1,918,830
				3	£4,300	£4,600	£2,874,428	£2,830,453	£2,786,477	£2,742,502	£2,698,527	£2,654,551	£2,610,576	£2,566,601	£2,522,626	£2,478,650	£2,434,675
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£1,664,116	£1,625,877	£1,587,637	£1,549,398	£1,511,159	£1,472,919	£1,434,680	£1,396,440	£1,358,201	£1,319,962	£1,281,722
				2	£4,000	£4,300	£2,050,942	£2,012,702	£1,974,463	£1,936,224	£1,897,984	£1,859,745	£1,821,505	£1,783,266	£1,745,027	£1,706,787	£1,668,548
				3	£4,300	£4,600	£2,499,503	£2,461,263	£2,423,024	£2,384,784	£2,346,545	£2,308,306	£2,270,066	£2,231,827	£2,193,587	£2,155,348	£2,117,109

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 1m: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 50 Mixed (Starter Homes sensitivity - as a 20% "top-slice")

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 20% AH	PDL	3831	50	1	£3,750	£4,000	£3,093,057	£3,034,479	£2,975,901	£2,917,324	£2,858,746	£2,800,168	£2,741,591	£2,683,013	£2,624,435	£2,565,858	£2,507,280
				2	£4,000	£4,300	£3,700,607	£3,642,029	£3,583,452	£3,524,874	£3,466,296	£3,407,719	£3,349,141	£3,290,563	£3,231,986	£3,173,408	£3,114,830
				3	£4,300	£4,600	£4,402,098	£4,343,520	£4,284,943	£4,226,365	£4,167,787	£4,109,209	£4,050,632	£3,992,054	£3,933,476	£3,874,899	£3,816,321
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£2,689,615	£2,638,677	£2,587,740	£2,536,803	£2,485,866	£2,434,929	£2,383,992	£2,333,055	£2,282,118	£2,231,181	£2,180,243
				2	£4,000	£4,300	£3,217,919	£3,166,982	£3,116,045	£3,065,108	£3,014,171	£2,963,234	£2,912,297	£2,861,359	£2,810,422	£2,759,485	£2,708,548
3	£4,300	£4,600	£3,827,911	£3,776,974	£3,726,037	£3,675,100	£3,624,163	£3,573,226	£3,522,289	£3,471,351	£3,420,414	£3,369,477	£3,318,540				

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 30% AH	PDL	3343	50	1	£3,750	£4,000	£2,645,712	£2,594,596	£2,543,480	£2,492,364	£2,441,248	£2,390,132	£2,339,017	£2,287,901	£2,236,785	£2,185,669	£2,134,553
				2	£4,000	£4,300	£3,194,471	£3,143,355	£3,092,239	£3,041,123	£2,990,007	£2,938,891	£2,887,775	£2,836,659	£2,785,543	£2,734,427	£2,683,311
				3	£4,300	£4,600	£3,825,411	£3,774,295	£3,723,179	£3,672,064	£3,620,948	£3,569,832	£3,518,716	£3,467,600	£3,416,484	£3,365,368	£3,314,252
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£2,300,619	£2,256,171	£2,211,722	£2,167,273	£2,122,825	£2,078,376	£2,033,927	£1,989,479	£1,945,030	£1,900,581	£1,856,133
				2	£4,000	£4,300	£2,777,801	£2,733,352	£2,688,903	£2,644,455	£2,600,006	£2,555,557	£2,511,109	£2,466,660	£2,422,211	£2,377,763	£2,333,314
3	£4,300	£4,600	£3,326,445	£3,281,996	£3,237,547	£3,193,099	£3,148,650	£3,104,201	£3,059,753	£3,015,304	£2,970,855	£2,926,407	£2,881,958				

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 35% AH	PDL	3085	50	1	£3,750	£4,000	£2,410,197	£2,363,026	£2,315,855	£2,268,684	£2,221,513	£2,174,342	£2,127,171	£2,080,000	£2,032,829	£1,985,658	£1,938,487
				2	£4,000	£4,300	£2,931,468	£2,884,297	£2,837,126	£2,789,955	£2,742,784	£2,695,613	£2,648,442	£2,601,271	£2,554,100	£2,506,929	£2,459,758
				3	£4,300	£4,600	£3,529,424	£3,482,253	£3,435,082	£3,387,911	£3,340,740	£3,293,569	£3,246,398	£3,199,227	£3,152,056	£3,104,885	£3,057,714
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£2,095,824	£2,054,805	£2,013,787	£1,972,769	£1,931,751	£1,890,732	£1,849,714	£1,808,696	£1,767,678	£1,726,659	£1,685,641
				2	£4,000	£4,300	£2,549,103	£2,508,085	£2,467,066	£2,426,048	£2,385,030	£2,344,012	£2,302,993	£2,261,975	£2,220,957	£2,179,939	£2,138,920
3	£4,300	£4,600	£3,069,064	£3,028,046	£2,987,028	£2,946,010	£2,904,991	£2,863,973	£2,822,955	£2,781,937	£2,740,918	£2,699,900	£2,658,882				

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 40% AH	PDL	2906	50	1	£3,750	£4,000	£2,257,116	£2,212,682	£2,168,248	£2,123,814	£2,079,380	£2,034,946	£1,990,512	£1,946,078	£1,901,644	£1,857,210	£1,812,776
				2	£4,000	£4,300	£2,813,348	£2,768,914	£2,724,480	£2,680,046	£2,635,612	£2,591,178	£2,546,744	£2,502,310	£2,457,876	£2,413,442	£2,369,008
				3	£4,300	£4,600	£3,339,526	£3,295,092	£3,250,658	£3,206,224	£3,161,790	£3,117,356	£3,072,922	£3,028,488	£2,984,054	£2,939,620	£2,895,186
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£1,962,710	£1,924,072	£1,885,433	£1,846,795	£1,808,157	£1,769,519	£1,730,880	£1,692,242	£1,653,604	£1,614,965	£1,576,327
				2	£4,000	£4,300	£2,446,390	£2,407,751	£2,369,113	£2,330,475	£2,291,837	£2,253,198	£2,214,560	£2,175,922	£2,137,283	£2,098,645	£2,060,007
3	£4,300	£4,600	£2,903,936	£2,865,298	£2,826,659	£2,788,021	£2,749,383	£2,710,745	£2,672,106	£2,633,468	£2,594,830	£2,556,192	£2,517,553				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIa Residential Results Farnborough v19.xlsx

Table 2n: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 50 Mixed M4(2) Sensitivity Test

Value Levels	Houses	Flats
1	£3,750	£4,000
2	£4,000	£4,300
3	£4,300	£4,600

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																				
					M4(2) 10%			M4(2) 20%			M4(2) 30%			M4(2) 50%			M4(2) 70%			M4(2) 100%					
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3			
Mixed 50% AH	PDL	4743	50	£0	£3,514,594	£4,178,928	£4,953,590	£3,505,914	£4,170,248	£4,944,909	£3,497,234	£4,161,568	£4,936,229	£3,479,873	£4,144,207	£4,918,868	£3,462,512	£4,126,846	£4,901,508	£3,436,472	£4,100,805	£4,875,467			
				£20	£3,442,072	£4,106,406	£4,881,067	£3,433,391	£4,097,725	£4,872,387	£3,424,711	£4,089,045	£4,863,706	£3,407,351	£4,071,684	£4,846,346	£3,389,990	£4,054,324	£4,828,985	£3,363,949	£4,028,283	£4,802,944			
				£40	£3,369,549	£4,033,883	£4,808,544	£3,360,869	£4,025,203	£4,799,864	£3,352,189	£4,016,522	£4,791,184	£3,334,828	£3,999,162	£4,773,823	£3,317,467	£3,981,801	£4,756,463	£3,291,426	£3,955,760	£4,730,422			
				£60	£3,297,027	£3,961,360	£4,736,022	£3,288,346	£3,952,680	£4,727,342	£3,279,666	£3,944,000	£4,718,661	£3,262,305	£3,926,639	£4,701,301	£3,244,945	£3,909,279	£4,683,940	£3,218,904	£3,883,238	£4,657,899			
				£80	£3,224,504	£3,888,838	£4,663,499	£3,215,824	£3,880,158	£4,654,819	£3,207,143	£3,871,477	£4,646,139	£3,189,783	£3,854,117	£4,628,778	£3,172,422	£3,836,756	£4,611,417	£3,146,381	£3,810,715	£4,585,377			
				£100	£3,151,982	£3,816,315	£4,590,977	£3,143,301	£3,807,635	£4,582,296	£3,134,621	£3,798,955	£4,573,616	£3,121,260	£3,781,594	£4,556,256	£3,099,900	£3,764,234	£4,538,895	£3,073,859	£3,738,193	£4,512,854			
				£120	£3,079,459	£3,743,793	£4,518,454	£3,070,779	£3,735,112	£4,509,774	£3,062,098	£3,726,432	£4,501,094	£3,044,738	£3,709,072	£4,483,733	£3,027,377	£3,691,711	£4,466,372	£3,001,336	£3,716,170	£4,440,331			
				£140	£3,006,936	£3,671,270	£4,445,932	£2,998,256	£3,662,590	£4,437,251	£2,989,576	£3,653,910	£4,428,571	£2,972,215	£3,636,549	£4,411,210	£2,954,855	£3,619,188	£4,393,850	£2,928,814	£3,593,147	£4,367,809			
				£160	£2,934,414	£3,598,748	£4,373,409	£2,925,734	£3,590,067	£4,364,729	£2,917,053	£3,635,048	£4,356,048	£2,899,693	£3,564,026	£4,338,688	£2,882,332	£3,546,666	£4,321,327	£2,856,291	£3,520,625	£4,295,286			
				£180	£2,861,891	£3,526,225	£4,300,887	£2,853,211	£3,517,545	£4,292,206	£2,844,531	£3,508,864	£4,283,526	£2,827,170	£3,491,504	£4,266,165	£2,809,809	£3,474,143	£4,248,805	£2,783,769	£3,448,102	£4,222,764			
				£200	£2,789,369	£3,453,703	£4,228,364	£2,780,688	£3,445,022	£4,219,684	£2,772,008	£3,436,342	£4,211,003	£2,754,648	£3,418,981	£4,193,643	£2,737,287	£3,401,621	£4,176,282	£2,711,246	£3,375,580	£4,150,241			
				Residual Land Value (£/Ha)																					
				£0	£3,056,169	£3,633,851	£4,307,469	£3,048,621	£3,626,302	£4,299,921	£3,041,073	£3,618,754	£4,292,373	£3,025,977	£3,603,658	£4,277,277	£3,010,880	£3,588,562	£4,262,181	£2,988,236	£3,565,918	£4,239,536			
				£20	£2,993,106	£3,570,787	£4,244,406	£2,985,558	£3,563,239	£4,236,858	£2,978,010	£3,555,691	£4,229,310	£2,962,914	£3,540,595	£4,214,214	£2,947,817	£3,525,499	£4,199,117	£2,925,173	£3,502,855	£4,176,433			
				£40	£2,930,043	£3,507,724	£4,181,343	£2,922,495	£3,500,176	£4,173,795	£2,914,947	£3,492,628	£4,166,247	£2,899,850	£3,477,532	£4,151,151	£2,884,754	£3,462,436	£4,136,054	£2,862,110	£3,439,792	£4,113,410			
				£60	£2,866,980	£3,444,661	£4,118,280	£2,859,432	£3,437,113	£4,110,732	£2,851,884	£3,423,565	£4,103,184	£2,836,787	£3,414,469	£4,088,087	£2,821,691	£3,399,371	£4,072,991	£2,807,047	£3,376,728	£4,050,347			
				£80	£2,803,917	£3,381,598	£4,055,217	£2,796,369	£3,374,050	£4,047,669	£2,788,820	£3,366,502	£4,040,121	£2,773,724	£3,351,406	£4,025,024	£2,758,628	£3,336,310	£4,009,928	£2,735,984	£3,313,665	£3,987,284			
				£100	£2,740,854	£3,318,535	£3,992,154	£2,733,305	£3,310,987	£3,984,606	£2,725,757	£3,303,439	£3,977,057	£2,710,661	£3,288,343	£3,961,961	£2,695,565	£3,273,247	£3,946,865	£2,672,921	£3,250,602	£3,924,221			
				£120	£2,677,790	£3,255,472	£3,929,091	£2,670,242	£3,247,924	£3,912,542	£2,662,694	£3,240,376	£3,913,994	£2,647,598	£3,225,280	£3,898,898	£2,632,502	£3,210,183	£3,883,802	£2,609,858	£3,187,539	£3,861,158			
				£140	£2,614,727	£3,192,409	£3,866,027	£2,607,179	£3,184,861	£3,858,479	£2,599,631	£3,177,313	£3,850,931	£2,584,535	£3,162,217	£3,835,835	£2,569,439	£3,147,120	£3,820,739	£2,546,794	£3,124,476	£3,798,095			
£160	£2,551,664	£3,129,346	£3,802,964	£2,544,116	£3,121,798	£3,787,868	£2,536,568	£3,114,250	£3,779,810	£2,521,472	£3,099,153	£3,772,772	£2,506,376	£3,084,057	£3,757,676	£2,483,331	£3,061,413	£3,735,032							
£180	£2,488,601	£3,066,283	£3,739,901	£2,481,053	£3,058,735	£3,732,353	£2,473,505	£3,051,187	£3,724,805	£2,458,409	£3,036,090	£3,709,709	£2,443,313	£3,020,994	£3,694,613	£2,420,668	£2,998,350	£3,671,968							
£200	£2,425,538	£3,003,220	£3,676,838	£2,417,990	£2,995,672	£3,669,290	£2,410,442	£2,988,123	£3,661,742	£2,393,346	£2,973,027	£3,646,646	£2,380,249	£2,957,931	£3,631,550	£2,357,605	£2,935,287	£3,608,905							

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																				
					M4(2) 10%			M4(2) 20%			M4(2) 30%			M4(2) 50%			M4(2) 70%			M4(2) 100%					
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3			
Mixed 50% AH	PDL	3814	50	£0	£2,717,312	£3,271,564	£3,917,552	£2,708,754	£3,263,006	£3,908,994	£2,700,196	£3,254,448	£3,900,436	£2,683,081	£3,237,332	£3,883,320	£2,666,965	£3,220,217	£3,866,205	£2,640,292	£3,194,543	£3,840,531			
				£20	£2,658,994	£3,213,246	£3,859,234	£2,650,437	£3,204,688	£3,850,676	£2,641,879	£3,196,130	£3,842,118	£2,624,714	£3,179,014	£3,826,003	£2,607,647	£3,161,899	£3,807,887	£2,581,974	£3,136,225	£3,782,213			
				£40	£2,600,677	£3,154,928	£3,800,916	£2,592,119	£3,146,370	£3,792,358	£2,583,561	£3,137,812	£3,783,800	£2,566,445	£3,120,697	£3,767,685	£2,549,330	£3,103,581	£3,749,569	£2,523,656	£3,077,908	£3,723,896			
				£60	£2,542,359	£3,096,610	£3,742,598	£2,533,801	£3,088,052	£3,734,041	£2,525,243	£3,079,495	£3,725,483	£2,508,128	£3,062,379	£3,708,367	£2,491,012	£3,045,263	£3,691,251	£2,465,338	£3,019,590	£3,665,578			
				£80	£2,484,041	£3,038,293	£3,684,281	£2,475,483	£3,029,735	£3,675,723	£2,466,926	£3,021,177	£3,667,165	£2,449,810	£3,004,061	£3,650,249	£2,407,021	£3,026,946	£3,632,934	£2,381,272	£2,992,607	£3,607,260			
				£100	£2,425,723	£2,979,975	£3,625,963	£2,417,166	£2,971,417	£3,617,405	£2,408,608	£2,962,859	£3,608,847	£2,391,492	£2,945,744	£3,591,732	£2,374,376	£2,928,628	£3,574,616	£2,348,703	£2,902,954	£3,548,942			
				£120	£2,367,406	£2,921,657	£3,567,645	£2,358,848	£2,913,099	£3,559,087	£2,350,520	£2,904,541	£3,550,530	£2,333,174	£2,887,426	£3,533,414	£2,316,059	£2,870,310	£3,516,298	£2,290,385	£2,844,637	£3,490,625			
				£140	£2,309,088	£2,863,339	£3,509,327	£2,300,530	£2,854,782	£3,500,770	£2,291,972	£2,846,224	£3,492,212	£2,274,857	£2,829,108	£3,475,096	£2,257,741	£2,811,992	£3,457,980	£2,232,067	£2,786,319	£3,432,307			
				£160	£2,250,770	£2,805,022	£3,451,010	£2,242,212	£2,796,464	£3,442,452	£2,233,655	£2,787,906	£3,433,894	£2,216,539	£2,770,790	£3,416,778	£2,199,423	£2,753,675	£3,399,663	£2,173,500	£2,727,851	£3,373,989			
				£180	£2,192,452	£2,746,704	£3,392,692	£2,183,895	£2,738,146	£3,384,134	£2,175,337	£2,729,588	£3,375,576	£2,158,221	£2,712,473	£3,358,461	£2,141,105	£2,695,357	£3,341,345	£2,115,432	£2,669,683	£3,315,672			
				£200	£2,134,135	£2,688,386	£3,334,374	£2,125,577	£2,679,828	£3,325,816	£2,117,019	£2,671,270	£3,317,259	£2,099,903	£2,654,155	£3,300,143	£2,082,788	£2,637,039	£3,283,027	£2,057,114	£2,611,366	£3,257,544			
				Residual Land Value (£/Ha)																					
				£0	£2,362,880	£2,844,838	£3,406,567	£2,355,439	£2,837,396	£3,399,125	£2,347,997	£2,829,955	£3,391,683	£2,333,114	£2,815,071	£3,376,800	£2,318,231	£2,800,188	£3,361,917	£2,295,906	£2,777,864	£3,339,592			
				£20	£2,312,169	£2,794,127	£3,355,856	£2,304,727	£2,786,685	£3,348,414	£2,297,286	£2,779,244	£3,340,972	£2,282,403	£2,764,360	£3,326,089	£2,267,519	£2,749,477	£3,311,206	£2,245,195	£2,727,152	£3,288,881			
				£40	£2,261,458	£2,743,416	£3,305,144	£2,254,016	£2,735,974	£3,297,703	£2,246,575	£2,728,532	£3,290,261	£2,231,692	£2,713,649	£3,272,378	£2,216,808	£2,698,766	£3,260,495	£2,194,484	£2,676,441	£3,238,170			
				£60	£2,210,747	£2,692,705	£3,254,433	£2,203,305	£2,685,263	£3,246,992	£2,195,864	£2,677,821	£3,239,550	£2,180,981	£2,662,938	£3,224,667	£2,166,097	£2,648,055	£3,209,784	£2,143,773	£2,625,730	£3,187,459			
				£80	£2,160,036	£2,641,994	£3,203,722	£2,152,594	£2,634,552	£3,196,281	£2,145,153	£2,627,110	£3,188,839	£2,130,269	£2,612,227	£3,173,956	£2,115,386	£2,597,344	£3,159,073	£2,093,051	£2,575,019	£3,136,748			
				£100	£2,109,325	£2,591,282	£3,153,011	£2,101,883	£2,583,841	£3,145,570	£2,094,442	£2,576,399	£3,138,128	£2,079,558	£2,561,516	£3,123,245	£2,064,633								

					Residual Land Value (£)																					
					M4(2) 10%			M4(2) 20%			M4(2) 30%			M4(2) 50%			M4(2) 70%			M4(2) 100%						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CLL Rate £/m ²	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3				
Mixed 50 35% AH	PDL	3085	50	£0	£2,069,940	£2,535,125	£3,076,994	£2,061,504	£2,526,689	£3,068,559	£2,053,069	£2,518,254	£3,060,124	£2,036,198	£2,501,383	£3,043,253	£2,019,328	£2,484,513	£3,026,382	£1,994,022	£2,459,207	£3,001,076				
				£20	£2,022,769	£2,487,954	£3,029,823	£2,014,333	£2,479,518	£3,021,388	£2,005,898	£2,471,083	£3,012,952	£1,989,027	£2,454,212	£2,996,082	£1,972,157	£2,437,342	£2,979,211	£2,446,513	£2,962,211	£1,946,851	£2,412,036	£2,953,905		
				£40	£1,975,598	£2,440,783	£2,982,652	£1,967,162	£2,432,347	£2,974,217	£1,958,727	£2,423,912	£2,965,781	£1,941,856	£2,407,041	£2,948,911	£1,924,986	£2,390,171	£2,932,040	£2,924,986	£1,899,680	£2,364,865	£2,906,734			
				£60	£1,928,427	£2,393,612	£2,935,481	£1,919,991	£2,385,176	£2,927,046	£1,911,556	£2,376,741	£2,918,610	£1,894,685	£2,359,870	£2,901,740	£1,877,815	£2,343,000	£2,884,869	£2,884,869	£1,852,509	£2,317,694	£2,859,563			
				£80	£1,881,256	£2,346,441	£2,888,310	£1,872,820	£2,338,005	£2,879,875	£1,864,385	£2,329,570	£2,871,439	£1,847,514	£2,312,699	£2,854,569	£1,830,644	£2,295,829	£2,837,698	£2,837,698	£1,805,338	£2,270,522	£2,812,392			
				£100	£1,834,085	£2,299,270	£2,841,139	£1,825,649	£2,290,834	£2,832,704	£1,817,214	£2,282,399	£2,824,268	£1,800,343	£2,265,528	£2,807,398	£1,783,473	£2,248,658	£2,790,527	£2,790,527	£1,758,167	£2,223,351	£2,765,221			
				£120	£1,786,914	£2,252,099	£2,793,968	£1,778,478	£2,243,663	£2,785,533	£1,770,043	£2,235,228	£2,777,097	£1,753,172	£2,218,357	£2,760,227	£1,736,302	£2,201,487	£2,743,356	£2,743,356	£1,710,996	£2,176,180	£2,718,050			
				£140	£1,739,743	£2,204,928	£2,746,797	£1,731,307	£2,196,492	£2,738,362	£1,722,872	£2,188,057	£2,729,926	£1,706,001	£2,171,186	£2,713,056	£1,689,131	£2,154,316	£2,696,185	£2,696,185	£1,663,825	£2,129,009	£2,670,799			
				£160	£1,692,572	£2,157,757	£2,699,626	£1,684,136	£2,149,321	£2,691,191	£1,675,701	£2,140,886	£2,682,755	£1,658,830	£2,124,015	£2,666,885	£1,641,960	£2,107,145	£2,649,014	£2,649,014	£1,616,654	£2,081,838	£2,623,708			
				£180	£1,645,401	£2,110,586	£2,652,455	£1,636,965	£2,102,150	£2,644,020	£1,628,530	£2,093,715	£2,635,584	£1,611,659	£2,076,844	£2,618,714	£1,599,789	£2,059,974	£2,601,843	£2,601,843	£1,569,483	£2,034,667	£2,576,537			
				£200	£1,598,230	£2,063,415	£2,605,284	£1,589,794	£2,054,979	£2,596,849	£1,581,359	£2,046,544	£2,588,413	£1,564,488	£2,029,673	£2,571,543	£1,547,618	£2,012,803	£2,554,672	£2,554,672	£1,522,312	£1,987,496	£2,529,366			
				Residual Land Value (£/Ha)																						
				£0	£1,799,948	£2,204,456	£2,675,647	£1,792,613	£2,197,121	£2,668,312	£1,785,277	£2,189,786	£2,660,977	£1,770,607	£2,175,116	£2,646,307	£1,755,937	£2,160,447	£2,631,637	£2,631,637	£1,733,932	£2,138,440	£2,609,631			
				£20	£1,758,929	£2,163,438	£2,634,629	£1,751,594	£2,156,103	£2,627,294	£1,744,259	£2,148,768	£2,613,959	£1,729,589	£2,134,098	£2,605,289	£1,714,919	£2,119,427	£2,590,618	£2,590,618	£1,692,914	£2,097,422	£2,568,613			
				£40	£1,717,911	£2,122,420	£2,593,611	£1,710,576	£2,115,085	£2,586,276	£1,703,241	£2,107,750	£2,573,940	£1,688,571	£2,093,079	£2,564,270	£1,673,901	£2,078,409	£2,549,600	£2,549,600	£1,651,895	£2,056,404	£2,527,595			
				£60	£1,676,893	£2,081,401	£2,552,592	£1,669,558	£2,074,066	£2,545,257	£1,662,223	£2,066,731	£2,532,922	£1,647,552	£2,052,061	£2,523,252	£1,632,882	£2,037,391	£2,508,582	£2,508,582	£1,610,877	£2,015,386	£2,486,577			
				£80	£1,635,875	£2,040,383	£2,511,574	£1,628,539	£2,033,048	£2,504,239	£1,621,204	£2,025,713	£2,496,904	£1,606,534	£2,011,043	£2,482,234	£1,591,864	£1,996,373	£2,467,564	£2,467,564	£1,569,859	£1,974,367	£2,445,558			
				£100	£1,594,856	£1,999,365	£2,470,556	£1,587,521	£1,992,030	£2,463,221	£1,580,186	£1,984,695	£2,455,886	£1,565,516	£1,970,025	£2,441,215	£1,550,846	£1,955,354	£2,426,545	£2,426,545	£1,528,840	£1,933,349	£2,404,544			
				£120	£1,553,838	£1,958,347	£2,429,538	£1,546,503	£1,951,012	£2,422,202	£1,539,168	£1,943,676	£2,414,677	£1,524,498	£1,929,006	£2,400,197	£1,509,828	£1,914,336	£2,385,527	£2,385,527	£1,487,822	£1,892,331	£2,363,522			
				£140	£1,512,820	£1,917,328	£2,388,519	£1,505,485	£1,909,993	£2,381,184	£1,498,150	£1,902,658	£2,373,849	£1,483,479	£1,887,988	£2,359,179	£1,468,809	£1,873,318	£2,344,509	£2,344,509	£1,466,804	£1,851,313	£2,322,503			
				£160	£1,471,802	£1,876,310	£2,347,501	£1,464,466	£1,868,975	£2,340,166	£1,457,131	£1,861,640	£2,332,831	£1,442,461	£1,846,970	£2,318,161	£1,427,791	£1,832,300	£2,303,490	£2,303,490	£1,405,786	£1,810,294	£2,281,485			
£180	£1,430,783	£1,835,292	£2,306,483	£1,423,448	£1,827,957	£2,299,148	£1,416,113	£1,820,622	£2,291,813	£1,401,443	£1,805,952	£2,277,142	£1,386,773	£1,791,281	£2,262,472	£2,262,472	£1,364,767	£1,769,276	£2,240,467							
£200	£1,389,765	£1,794,274	£2,265,464	£1,382,430	£1,786,939	£2,258,129	£1,375,095	£1,779,603	£2,250,794	£1,360,425	£1,764,933	£2,236,124	£1,345,754	£1,750,263	£2,221,454	£2,221,454	£1,323,749	£1,728,258	£2,199,449							

					Residual Land Value (£)																					
					M4(2) 10%			M4(2) 20%			M4(2) 30%			M4(2) 50%			M4(2) 70%			M4(2) 100%						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CLL Rate £/m ²	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3				
Mixed 50 40% AH	PDL	2876	50	£0	£1,905,359	£2,350,209	£2,866,054	£1,896,985	£2,341,835	£2,857,680	£1,888,611	£2,333,461	£2,849,306	£1,871,863	£2,316,713	£2,832,557	£1,855,115	£2,299,964	£2,815,809	£1,829,992	£2,274,842	£2,790,687				
				£20	£1,861,384	£2,306,234	£2,822,079	£1,853,010	£2,297,860	£2,813,704	£1,844,636	£2,289,485	£2,805,330	£1,827,888	£2,272,737	£2,788,582	£1,811,139	£2,255,989	£2,771,834	£2,755,989	£1,786,017	£2,230,867	£2,746,712			
				£40	£1,817,409	£2,262,258	£2,778,103	£1,809,035	£2,253,884	£2,769,729	£1,800,661	£2,245,510	£2,761,355	£1,783,912	£2,228,762	£2,744,607	£1,767,164	£2,212,014	£2,727,859	£2,712,014	£1,742,042	£2,186,891	£2,702,736			
				£60	£1,773,434	£2,218,283	£2,734,128	£1,765,059	£2,209,909	£2,725,754	£1,756,685	£2,201,535	£2,717,380	£1,739,937	£2,184,787	£2,700,631	£1,723,189	£2,168,038	£2,683,883	£2,683,883	£1,698,067	£2,142,916	£2,658,761			
				£80	£1,729,458	£2,174,308	£2,690,153	£1,721,084	£2,165,934	£2,681,779	£1,712,710	£2,157,560	£2,673,404	£1,695,962	£2,140,811	£2,656,656	£1,679,214	£2,124,063	£2,639,908	£2,639,908	£1,654,091	£2,098,941	£2,614,786			
				£100	£1,685,483	£2,130,332	£2,646,177	£1,677,109	£2,121,958	£2,637,803	£1,668,735	£2,113,584	£2,629,429	£1,651,986	£2,096,836	£2,612,681	£1,635,238	£2,080,088	£2,595,933	£2,595,933	£1,610,116	£2,054,965	£2,570,810			
				£120	£1,641,508	£2,086,357	£2,602,202	£1,633,134	£2,077,983	£2,593,828	£1,624,759	£2,069,609	£2,585,454	£1,608,011	£2,052,861	£2,568,706	£1,591,263	£2,036,112	£2,551,957	£2,551,957	£1,566,141	£2,010,990	£2,526,835			
				£140	£1,597,532	£2,042,382	£2,558,227	£1,589,158	£2,034,008	£2,549,853	£1,580,784	£2,025,634	£2,541,478	£1,564,036	£2,008,885	£2,524,730	£1,547,288	£2,000,885	£2,507,982	£2,507,982	£1,522,165	£1,967,015	£2,482,860			
				£160	£1,553,557	£1,998,407	£2,514,251	£1,545,183	£1,990,032	£2,505,877	£1,536,809	£1,981,658	£2,497,503	£1,520,061	£1,964,910	£2,480,755	£1,503,312	£1,948,162	£2,464,007	£2,464,007	£1,478,190	£1,923,040	£2,438,884			
				£180	£1,509,582	£1,954,431	£2,470,276	£1,501,208	£1,946,057	£2,461,902	£1,492,833	£1,937,683	£2,453,528	£1,476,085	£1,920,935	£2,436,780	£1,459,337	£1,904,187	£2,420,031	£2,420,031	£1,434,215	£1,879,064	£2,394,909			
				£200	£1,465,606	£1,910,456	£2,426,301	£1,457,232	£1,902,082	£2,417,927	£1,448,858	£1,893,708	£2,409,553	£1,432,110	£1,876,959	£2,392,804	£1,415,362	£1,860,211	£2,376,056	£2,376,056	£1,390,239	£1,835,089	£2,350,934			
				Residual Land Value (£/Ha)																						
				£0	£1,656,834	£2,043,660	£2,492,221	£1,649,552	£2,036,378	£2,484,939	£1,642,271	£2,029,096	£2,477,657	£1,627,707	£2,014,533	£2,463,093	£1,613,143	£1,999,969	£2,448,530	£2,448,530	£1,591,298	£1,978,123	£2,426,684			
				£20	£1,618,595	£2,005,421	£2,453,981	£1,611,313	£1,998,139	£2,446,700	£1,604,031	£1,990,857	£2,439,418	£1,589,468	£1,976,293	£2,424,854	£1,574,904	£1,961,730	£2,410,290	£2,410,290	£1,553,598	£1,939,884	£2,388,445			
				£40	£1,580,356	£1,967,181	£2,415,742	£1,573,074	£1,959,899	£2,408,460	£1,565,792	£1,952,618	£2,401,178	£1,551,228												

Table 2o: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 50 Mixed M4(3) Sensitivity Test

Value Levels	Houses	Flats
1	£3,750	£4,000
2	£4,000	£4,300
3	£4,300	£4,600

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)												
					M4(3) 5%			M4(3) 10%			M4(3) 20%						
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3				
Mixed 50 0% AH	PDL	4743	50	£0	£3,476,699	£4,141,033	£4,915,694	£3,430,123	£4,094,457	£4,869,119	£3,336,972	£4,001,306	£4,775,967				
				£20	£3,404,176	£4,068,510	£4,843,172	£3,357,601	£4,021,935	£4,796,596	£3,264,450	£3,928,783	£4,703,445				
				£40	£3,331,654	£3,995,988	£4,770,649	£3,285,078	£3,949,412	£4,724,073	£3,191,927	£3,856,261	£4,630,922				
				£60	£3,259,131	£3,923,465	£4,698,127	£3,212,556	£3,876,889	£4,651,551	£3,119,404	£3,783,738	£4,558,400				
				£80	£3,186,609	£3,850,943	£4,625,604	£3,140,033	£3,804,367	£4,579,028	£3,046,882	£3,711,216	£4,485,877				
				£100	£3,114,086	£3,778,420	£4,553,081	£3,067,511	£3,731,844	£4,506,506	£2,974,359	£3,638,693	£4,413,354				
				£120	£3,041,564	£3,705,897	£4,480,559	£2,994,988	£3,659,322	£4,433,983	£2,901,837	£3,566,171	£4,340,832				
				£140	£2,969,041	£3,633,375	£4,408,036	£2,922,465	£3,586,799	£4,361,461	£2,829,314	£3,493,648	£4,268,309				
				£160	£2,896,519	£3,560,852	£4,335,514	£2,849,943	£3,514,277	£4,288,938	£2,756,792	£3,421,125	£4,195,787				
				£180	£2,823,996	£3,488,330	£4,262,991	£2,777,420	£3,441,754	£4,216,416	£2,684,269	£3,348,603	£4,123,264				
				£200	£2,751,473	£3,415,807	£4,190,469	£2,704,898	£3,369,232	£4,143,893	£2,611,747	£3,276,080	£4,050,742				
				Residual Land Value (£/Ha)													
				£0	£3,023,217	£3,600,898	£4,274,517	£2,982,716	£3,560,398	£4,234,016	£2,901,715	£3,479,396	£4,153,015				
				£20	£2,960,153	£3,537,835	£4,211,454	£2,919,653	£3,497,334	£4,170,953	£2,838,652	£3,416,333	£4,089,952				
				£40	£2,897,090	£3,474,772	£4,148,390	£2,856,590	£3,434,271	£4,107,890	£2,775,589	£3,353,270	£4,026,889				
				£60	£2,834,027	£3,411,709	£4,085,327	£2,793,527	£3,371,208	£4,044,827	£2,712,526	£3,290,207	£3,963,826				
				£80	£2,770,964	£3,348,646	£4,022,264	£2,730,464	£3,308,145	£3,981,764	£2,649,462	£3,227,144	£3,900,763				
				£100	£2,707,901	£3,285,583	£3,959,201	£2,667,400	£3,245,082	£3,918,701	£2,586,399	£3,164,081	£3,837,700				
				£120	£2,644,838	£3,222,520	£3,896,138	£2,604,337	£3,182,019	£3,855,638	£2,523,336	£3,101,018	£3,774,636				
				£140	£2,581,775	£3,159,456	£3,833,075	£2,541,274	£3,118,956	£3,792,574	£2,460,273	£3,037,955	£3,711,573				
£160	£2,518,712	£3,096,393	£3,770,012	£2,478,211	£3,055,893	£3,729,511	£2,397,210	£2,974,892	£3,648,510								
£180	£2,455,649	£3,033,330	£3,706,949	£2,415,148	£2,992,830	£3,666,448	£2,334,147	£2,911,829	£3,585,447								
£200	£2,392,586	£2,970,267	£3,643,886	£2,352,085	£2,929,767	£3,603,385	£2,271,084	£2,848,765	£3,522,384								

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)												
					M4(3) 5%			M4(3) 10%			M4(3) 20%						
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3				
Mixed 50 20% AH	PDL	3814	50	£0	£2,680,145	£3,234,396	£3,880,384	£2,634,420	£3,188,671	£3,834,659	£2,542,970	£3,097,221	£3,743,209				
				£20	£2,621,827	£3,176,078	£3,822,067	£2,576,102	£3,130,353	£3,776,341	£2,484,652	£3,038,903	£3,684,891				
				£40	£2,563,509	£3,117,761	£3,763,749	£2,517,784	£3,072,036	£3,718,024	£2,426,334	£2,980,585	£3,626,574				
				£60	£2,505,192	£3,059,443	£3,705,431	£2,459,467	£3,013,718	£3,659,706	£2,368,016	£2,922,268	£3,568,256				
				£80	£2,446,874	£3,001,125	£3,647,113	£2,401,149	£2,955,400	£3,601,388	£2,309,699	£2,863,950	£3,509,938				
				£100	£2,388,556	£2,942,808	£3,588,796	£2,342,831	£2,897,082	£3,543,071	£2,251,381	£2,805,632	£3,451,620				
				£120	£2,330,238	£2,884,490	£3,530,478	£2,284,513	£2,838,765	£3,484,753	£2,193,063	£2,747,314	£3,393,303				
				£140	£2,271,921	£2,826,172	£3,472,160	£2,226,196	£2,780,447	£3,426,435	£2,134,745	£2,688,997	£3,334,985				
				£160	£2,213,603	£2,767,854	£3,413,842	£2,167,878	£2,722,129	£3,368,117	£2,076,428	£2,630,679	£3,276,667				
				£180	£2,155,285	£2,709,537	£3,355,525	£2,109,560	£2,663,811	£3,309,800	£2,018,110	£2,572,361	£3,218,349				
				£200	£2,096,967	£2,651,219	£3,297,207	£2,051,242	£2,605,494	£3,251,482	£1,959,792	£2,514,044	£3,160,032				
				Residual Land Value (£/Ha)													
				£0	£2,330,561	£2,812,518	£3,374,247	£2,290,800	£2,772,758	£3,334,486	£2,211,278	£2,693,236	£3,254,964				
				£20	£2,279,850	£2,761,807	£3,323,536	£2,240,089	£2,722,046	£3,283,775	£2,160,567	£2,642,525	£3,204,253				
				£40	£2,229,139	£2,711,096	£3,272,825	£2,189,378	£2,671,335	£3,233,064	£2,109,856	£2,591,813	£3,153,542				
				£60	£2,178,428	£2,660,385	£3,222,114	£2,138,667	£2,620,624	£3,182,353	£2,059,145	£2,541,102	£3,102,831				
				£80	£2,127,716	£2,609,674	£3,171,403	£2,087,955	£2,569,913	£3,131,642	£2,008,434	£2,490,391	£3,052,120				
				£100	£2,077,005	£2,558,963	£3,120,692	£2,037,244	£2,519,202	£3,080,931	£1,957,722	£2,439,680	£3,001,409				
				£120	£2,026,294	£2,508,252	£3,069,981	£1,986,533	£2,468,491	£3,030,220	£1,907,011	£2,388,969	£2,950,698				
				£140	£1,975,583	£2,457,541	£3,019,270	£1,935,822	£2,417,780	£2,979,509	£1,856,300	£2,338,258	£2,899,987				
£160	£1,924,872	£2,406,830	£2,968,559	£1,885,111	£2,367,069	£2,928,798	£1,805,589	£2,287,547	£2,849,276								
£180	£1,874,161	£2,356,119	£2,917,848	£1,834,400	£2,316,358	£2,878,087	£1,754,878	£2,236,836	£2,798,565								
£200	£1,823,450	£2,305,408	£2,867,136	£1,783,689	£2,265,647	£2,827,376	£1,704,167	£2,186,125	£2,747,854								

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)												
					M4(3) 5%			M4(3) 10%			M4(3) 20%						
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3				
Mixed 50 30% AH	PDL	3355	50	£0	£2,268,881	£2,765,092	£3,341,906	£2,224,007	£2,720,218	£3,297,032	£2,134,257	£2,630,468	£3,207,283				
				£20	£2,217,582	£2,713,793	£3,290,607	£2,172,707	£2,668,918	£3,245,732	£2,082,958	£2,579,169	£3,155,983				
				£40	£2,166,282	£2,662,493	£3,239,308	£2,121,408	£2,617,619	£3,194,433	£2,031,659	£2,527,870	£3,104,684				
				£60	£2,114,983	£2,611,194	£3,188,008	£2,070,108	£2,566,319	£3,143,134	£1,980,359	£2,476,570	£3,053,384				
				£80	£2,063,683	£2,559,894	£3,136,709	£2,018,809	£2,515,020	£3,091,834	£1,929,060	£2,425,271	£3,002,085				
				£100	£2,012,384	£2,508,595	£3,085,409	£1,967,509	£2,463,720	£3,040,535	£1,877,760	£2,373,971	£2,950,786				
				£120	£1,961,085	£2,457,296	£3,034,110	£1,916,210	£2,412,421	£2,989,235	£1,826,461	£2,322,672	£2,899,486				
				£140	£1,909,785	£2,405,996	£2,982,810	£1,864,911	£2,361,122	£2,937,936	£1,775,161	£2,271,372	£2,848,187				
				£160	£1,858,486	£2,354,697	£2,931,511	£1,813,611	£2,309,822	£2,886,636	£1,723,862	£2,220,073	£2,796,887				
				£180	£1,807,186	£2,303,397	£2,880,212	£1,762,312	£2,258,523	£2,835,337	£1,672,563	£2,168,774	£2,745,588				
				£200	£1,755,887	£2,252,098	£2,828,912	£1,711,012	£2,207,223	£2,784,038	£1,621,263	£2,117,474	£2,694,288				
				Residual Land Value (£/Ha)													
				£0	£1,972,940	£2,404,428	£2,906,006	£1,933,919	£2,365,407	£2,866,984	£1,855,876	£2,287,364	£2,788,942				
				£20	£1,928,332	£2,359,820	£2,861,397	£1,889,311	£2,320,798	£2,822,376	£1,811,268	£2,242,756	£2,744,333				
				£40	£1,883,724	£2,315,212	£2,816,789	£1,844,702	£2,276,190	£2,777,768	£1,766,660	£2,198,147	£2,699,725				
				£60	£1,839,116	£2,270,603	£2,772,181	£1,800,094	£2,231,582	£2,733,160	£1,722,051	£2,153,539	£2,655,117				
				£80	£1,794,507	£2,225,995	£2,727,573	£1,755,486	£2,186,974	£2,688,551	£1,677,443	£2,108,931	£2,610,509				
				£100	£1,749,899	£2,181,387	£2,682,965	£1,710,878	£2,142,366	£2,643,943	£1,632,835	£2,064,323	£2,565,901				
				£120	£1,705,291	£2,136,779	£2,638,356	£1,666,270	£2,097,757	£2,599,335	£1,588,227	£2,019,715	£2,521,292				
				£140	£1,660,683	£2,092,171	£2,593,748	£1,621,661	£2,053,149	£2,554,727	£1,543,619	£1,975,106	£2,476,684				
£160	£1,616,075	£2,047,562	£2,549,140	£1,577,053	£2,008,541	£2,510,119	£1,499,010	£1,930,498	£2,432,076								
£180	£1,571,466	£2,002,954	£2,504,532	£1,532,445	£1,963,933	£2,465,510	£1,454,402	£1,885,890	£2,387,468								
£200	£1,526,858	£1,958,346	£2,459,924	£1,487,837	£1,919,325	£2,420,902	£1,409,794	£1,841,282	£2,342,860								

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)												
					M4(3) 5%			M4(3) 10%			M4(3) 20%						
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3				
Mixed 50 35% AH	PDL	3085	50	£0	£2,033,501	£2,498,685	£3,040,555	£1,988,626	£2,453,811	£2,995,680	£1,898,877	£2,364,062	£2,905,931				
				£20	£1,986,330	£2,451,514	£2,993,384	£1,941,455	£2,406,640	£2,948,509	£1,851,706	£2,316,891	£2,858,760				
				£40	£1,939,159	£2,404,343	£2,946,213	£1,894,284	£2,359,469	£2,901,338	£1,804,535	£2,269,720	£2,811,589				
				£60	£1,891,988	£2,357,172	£2,899,042	£1,847,113	£2,312,298	£2,854,167	£1,757,364	£2,222,549	£2,764,418				
				£80	£1,844,817	£2,310,001	£2,851,871	£1,799,942	£2,265,127	£2,806,996	£1,710,193	£2,175,378	£2,717,247				
				£100	£1,797,646	£2,262,830	£2,804,700	£1,752,771	£2,217,956	£2,759,825	£1,663,022	£2,128,207	£2,670,076				
				£120	£1,750,475	£2,215,659	£2,757,529	£1,705,600	£2,170,785	£2,712,654	£1,615,851	£2,081,036	£2,622,905				
				£140	£1,703,304	£2,168,488	£2,710,358	£1,658,429	£2,123,614	£2,665,483	£1,568,680	£2,033,865	£2,575,734				
				£160	£1,656,133	£2,121,317	£2,663,187	£1,611,258	£2,076,443	£2,618,312	£1,521,509	£1,986,694	£2,528,563				
				£180	£1,608,962	£2,074,146	£2,616,016	£1,564,087	£2,029,272	£2,571,141	£1,474,338	£1,939,523	£2,481,392				
				£200	£1,561,790	£2,026,975	£2,568,845	£1,516,916	£1,982,101	£2,523,970	£1,427,167	£1,892,352	£2,434,221				
				Residual Land Value (£/Ha)													
				£0	£1,768,261	£2,172,770	£2,643,961	£1,729,240	£2,133,749	£2,604,939	£1,651,197	£2,055,706	£2,526,897				
				£20	£1,727,243	£2,131,752	£2,602,943	£1,688,222	£2,092,730	£2,563,921	£1,610,179	£2,014,688	£2,485,878				
				£40	£1,686,225	£2,090,733	£2,561,924	£1,647,203	£2,051,712	£2,522,903	£1,569,161	£1,973,669	£2,444,860				
				£60	£1,645,207	£2,049,715	£2,520,906	£1,606,185	£2,010,694	£2,481,885	£1,528,142	£1,932,651	£2,403,842				
				£80	£1,604,188	£2,008,697	£2,479,888	£1,565,167	£1,969,676	£2,440,866	£1,487,124	£1,891,633	£2,362,824				
				£100	£1,563,170	£1,967,679	£2,438,870	£1,524,149	£1,928,657	£2,399,848	£1,446,106	£1,850,615	£2,321,805				
				£120	£1,522,152	£1,926,660	£2,397,851	£1,483,130	£1,887,639	£2,358,830	£1,405,088	£1,809,596	£2,280,787				
				£140	£1,481,133	£1,885,642	£2,356,833	£1,442,112	£1,846,621	£2,317,812	£1,364,069	£1,768,578	£2,239,769				
£160	£1,440,115	£1,844,624	£2,315,815	£1,401,094	£1,805,602	£2,276,793	£1,323,051	£1,727,560	£2,198,751								
£180	£1,399,097	£1,803,606	£2,274,796	£1,360,076	£1,764,584	£2,235,775	£1,282,033	£1,686,541	£2,157,732								
£200	£1,358,079	£1,762,587	£2,233,778	£1,319,057	£1,723,566	£2,194,757	£1,241,015	£1,645,523	£2,116,714								

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)												
					M4(3) 5%			M4(3) 10%			M4(3) 20%						
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3				
Mixed 50 40% AH	PDL	2876	50	£0	£1,869,284	£2,314,134	£2,829,979	£1,824,835	£2,269,684	£2,785,529	£1,735,936	£2,180,786	£2,696,631				
				£20	£1,825,309	£2,270,158	£2,786,003	£1,780,860	£2,225,709	£2,741,554	£1,691,961	£2,136,811	£2,652,655				
				£40	£1,781,334	£2,226,183	£2,742,028	£1,736,884	£2,181,734	£2,697,579	£1,647,986	£2,092,835	£2,608,680				
				£60	£1,737,358	£2,182,208	£2,698,053	£1,692,909	£2,137,759	£2,653,603	£1,604,010	£2,048,860	£2,564,705				
				£80	£1,693,383	£2,138,233	£2,654,077	£1,648,934	£2,093,783	£2,609,628	£1,560,035	£2,004,885	£2,520,730				
				£100	£1,649,408	£2,094,257	£2,610,102	£1,604,958	£2,049,808	£2,565,653	£1,516,060	£1,960,909	£2,476,754				
				£120	£1,605,432	£2,050,282	£2,566,127	£1,560,983	£2,005,833	£2,521,678	£1,472,085	£1,916,934	£2,432,779				
				£140	£1,561,457	£2,006,307	£2,522,152	£1,517,008	£1,961,857	£2,477,702	£1,428,109	£1,872,959	£2,388,804				
				£160	£1,517,482	£1,962,331	£2,478,176	£1,473,033	£1,917,882	£2,433,727	£1,384,134	£1,828,983	£2,344,828				
				£180	£1,473,507	£1,918,356	£2,434,201	£1,429,057	£1,873,907	£2,389,752	£1,340,159	£1,785,008	£2,300,853				
				£200	£1,429,531	£1,874,381	£2,390,226	£1,385,082	£1,829,931	£2,345,776	£1,296,183	£1,741,033	£2,256,878				
				Residual Land Value (£/Ha)													
				£0	£1,625,465	£2,012,290	£2,460,851	£1,586,813	£1,973,639	£2,422,199	£1,509,510	£1,896,336	£2,344,896				
				£20	£1,587,225	£1,974,051	£2,422,612	£1,548,574	£1,935,399	£2,383,960	£1,471,270	£1,858,096	£2,306,657				
				£40	£1,548,986	£1,935,811	£2,384,372	£1,510,334	£1,897,160	£2,345,721	£1,433,031	£1,819,857	£2,268,418				
				£60	£1,510,746	£1,897,572	£2,346,133	£1,472,095	£1,858,920	£2,307,481	£1,394,792	£1,781,617	£2,230,178				
				£80	£1,472,507	£1,859,333	£2,307,893	£1,433,855	£1,820,681	£2,269,242	£1,356,552	£1,743,378	£2,191,939				
				£100	£1,434,268	£1,821,093	£2,269,654	£1,395,616	£1,782,442	£2,231,002	£1,318,313	£1,705,139	£2,153,699				
				£120	£1,396,028	£1,782,854	£2,231,415	£1,357,377	£1,744,202	£2,192,763	£1,280,073	£1,666,899	£2,115,460				
				£140	£1,357,789	£1,744,614	£2,193,175	£1,319,137	£1,705,963	£2,154,524	£1,241,834	£1,628,660	£2,077,221				
£160	£1,319,549	£1,706,375	£2,154,936	£1,280,898	£1,667,724	£2,116,284	£1,203,595	£1,590,420	£2,038,981								
£180	£1,281,310	£1,668,136	£2,116,696	£1,242,658	£1,629,484	£2,078,045	£1,165,355	£1,552,181	£2,000,742								
£200	£1,243,071	£1,629,896	£2,078,457	£1,204,419	£1,591,245	£2,039,805	£1,127,116	£1,513,942	£1,962,502								

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix Ila Residential Results Farnborough v19.xlsx

Table 2p(a): Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 50 Mixed Combined Sensitivity Test with M4(3) 5% and M4(2) 10%, 20%, 30% and 50%

Value Levels	Houses	Flats
1	£3,750	£4,000
2	£4,000	£4,300
3	£4,300	£4,600

M4(3) 5% M4(2) 10%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£3,468,019	£4,132,352	£4,907,014	£2,671,587	£3,225,838	£3,871,827	£2,260,446	£2,756,657	£3,333,471	£2,025,065	£2,490,250	£3,032,120	£2,025,065	£2,490,250	£3,032,120			
				£20	£3,395,496	£4,059,830	£4,834,491	£2,613,269	£3,167,521	£3,813,509	£2,209,146	£2,705,357	£3,282,172	£1,977,894	£2,443,079	£2,984,949	£1,977,894	£2,443,079	£2,984,949			
				£40	£3,322,974	£3,987,307	£4,761,969	£2,554,952	£3,109,203	£3,755,191	£2,157,847	£2,654,058	£3,230,872	£1,930,723	£2,395,908	£2,937,778	£1,930,723	£2,395,908	£2,937,778			
				£60	£3,250,451	£3,914,785	£4,689,446	£2,496,634	£3,050,885	£3,696,873	£2,106,547	£2,602,759	£3,179,573	£1,883,552	£2,348,737	£2,890,607	£1,883,552	£2,348,737	£2,890,607			
				£80	£3,177,928	£3,842,262	£4,616,924	£2,438,316	£2,992,567	£3,638,556	£2,055,248	£2,551,459	£3,128,273	£1,836,381	£2,301,566	£2,843,436	£1,836,381	£2,301,566	£2,843,436			
				£100	£3,105,406	£3,769,740	£4,544,401	£2,379,998	£2,934,250	£3,580,238	£2,003,949	£2,500,160	£3,076,974	£1,789,210	£2,254,395	£2,796,265	£1,789,210	£2,254,395	£2,796,265			
				£120	£3,032,883	£3,697,217	£4,471,879	£2,321,681	£2,875,932	£3,521,920	£1,952,649	£2,448,860	£3,025,675	£1,742,039	£2,207,224	£2,749,094	£1,742,039	£2,207,224	£2,749,094			
				£140	£2,960,361	£3,624,695	£4,399,356	£2,263,363	£2,817,614	£3,463,602	£1,901,350	£2,397,561	£2,974,375	£1,694,868	£2,160,053	£2,701,923	£1,694,868	£2,160,053	£2,701,923			
				£160	£2,887,838	£3,552,172	£4,326,833	£2,205,045	£2,759,296	£3,405,285	£1,850,050	£2,346,261	£2,923,076	£1,647,697	£2,112,882	£2,654,752	£1,647,697	£2,112,882	£2,654,752			
				£180	£2,815,316	£3,479,649	£4,254,311	£2,146,727	£2,700,979	£3,346,967	£1,798,751	£2,294,962	£2,871,776	£1,600,526	£2,065,711	£2,607,581	£1,600,526	£2,065,711	£2,607,581			
				£200	£2,742,793	£3,407,127	£4,181,788	£2,088,410	£2,642,661	£3,288,649	£1,747,451	£2,243,663	£2,820,477	£1,553,355	£2,018,540	£2,560,410	£1,553,355	£2,018,540	£2,560,410			
				Residual Land Value (£/Ha)																		
				£0	£3,015,668	£3,593,350	£4,266,969	£2,323,119	£2,805,077	£3,366,806	£1,965,605	£2,397,093	£2,898,671	£1,760,926	£2,165,435	£2,636,626	£1,760,926	£2,165,435	£2,636,626			
				£20	£2,952,605	£3,530,287	£4,203,905	£2,272,408	£2,754,366	£3,316,095	£1,920,997	£2,352,485	£2,854,062	£1,719,908	£2,124,417	£2,595,608	£1,719,908	£2,124,417	£2,595,608			
				£40	£2,889,542	£3,467,224	£4,140,842	£2,221,697	£2,703,655	£3,265,384	£1,876,389	£2,307,876	£2,809,454	£1,678,890	£2,083,398	£2,554,589	£1,678,890	£2,083,398	£2,554,589			
				£60	£2,826,479	£3,404,161	£4,077,779	£2,170,986	£2,652,944	£3,214,672	£1,831,780	£2,263,268	£2,764,846	£1,637,871	£2,042,380	£2,513,571	£1,637,871	£2,042,380	£2,513,571			
				£80	£2,763,416	£3,341,098	£4,014,716	£2,120,275	£2,602,233	£3,163,961	£1,787,172	£2,218,660	£2,720,238	£1,596,853	£2,001,362	£2,472,553	£1,596,853	£2,001,362	£2,472,553			
				£100	£2,700,353	£3,278,035	£3,951,653	£2,069,564	£2,551,521	£3,113,250	£1,742,564	£2,174,052	£2,675,630	£1,555,835	£1,960,344	£2,431,534	£1,555,835	£1,960,344	£2,431,534			
				£120	£2,637,290	£3,214,971	£3,888,590	£2,018,853	£2,500,810	£3,062,539	£1,697,956	£2,129,444	£2,631,021	£1,514,817	£1,919,325	£2,390,516	£1,514,817	£1,919,325	£2,390,516			
				£140	£2,574,227	£3,151,908	£3,825,527	£1,968,142	£2,450,099	£3,011,828	£1,653,348	£2,084,836	£2,586,413	£1,473,798	£1,878,307	£2,349,498	£1,473,798	£1,878,307	£2,349,498			
£160	£2,511,164	£3,088,845	£3,762,464	£1,917,431	£2,399,388	£2,961,117	£1,608,739	£2,040,227	£2,541,805	£1,432,780	£1,837,289	£2,308,480	£1,432,780	£1,837,289	£2,308,480							
£180	£2,448,101	£3,025,782	£3,699,401	£1,866,719	£2,348,677	£2,910,406	£1,564,131	£1,995,619	£2,497,197	£1,391,762	£1,796,270	£2,267,461	£1,391,762	£1,796,270	£2,267,461							
£200	£2,385,037	£2,962,719	£3,636,338	£1,816,008	£2,297,966	£2,859,695	£1,519,523	£1,951,011	£2,452,589	£1,350,744	£1,755,252	£2,226,443	£1,350,744	£1,755,252	£2,226,443							

M4(3) 5% M4(2) 20%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£3,459,338	£4,123,672	£4,123,672	£2,663,029	£3,217,281	£3,863,269	£2,252,010	£2,748,221	£3,325,036	£2,016,630	£2,481,815	£3,023,684	£2,016,630	£2,481,815	£3,023,684			
				£20	£3,386,816	£4,051,150	£4,825,811	£2,604,711	£3,158,963	£3,804,951	£2,200,711	£2,696,922	£3,273,736	£1,969,459	£2,434,644	£2,976,513	£1,969,459	£2,434,644	£2,976,513			
				£40	£3,314,293	£3,978,627	£4,753,288	£2,546,394	£3,100,645	£3,746,633	£2,149,412	£2,645,623	£3,222,437	£1,922,288	£2,387,473	£2,929,342	£1,922,288	£2,387,473	£2,929,342			
				£60	£3,241,771	£3,906,105	£4,680,766	£2,488,076	£3,042,327	£3,688,315	£2,098,112	£2,594,323	£3,171,137	£1,875,117	£2,340,302	£2,882,171	£1,875,117	£2,340,302	£2,882,171			
				£80	£3,169,248	£3,833,582	£4,608,243	£2,429,758	£2,984,010	£3,629,998	£2,046,813	£2,543,024	£3,119,838	£1,827,946	£2,293,131	£2,835,000	£1,827,946	£2,293,131	£2,835,000			
				£100	£3,096,726	£3,761,059	£4,535,721	£2,371,440	£2,925,692	£3,571,680	£1,995,513	£2,491,724	£3,068,539	£1,780,775	£2,245,960	£2,787,829	£1,780,775	£2,245,960	£2,787,829			
				£120	£3,024,203	£3,688,537	£4,463,198	£2,313,123	£2,867,374	£3,513,362	£1,944,214	£2,440,425	£3,017,239	£1,733,604	£2,198,789	£2,740,658	£1,733,604	£2,198,789	£2,740,658			
				£140	£2,951,680	£3,616,014	£4,390,676	£2,254,805	£2,809,056	£3,455,045	£1,892,914	£2,389,125	£2,965,940	£1,686,433	£2,151,618	£2,693,487	£1,686,433	£2,151,618	£2,693,487			
				£160	£2,879,158	£3,543,492	£4,318,153	£2,196,487	£2,750,739	£3,396,727	£1,841,615	£2,337,826	£2,914,640	£1,639,262	£2,104,447	£2,646,316	£1,639,262	£2,104,447	£2,646,316			
				£180	£2,806,635	£3,470,969	£4,245,631	£2,138,170	£2,692,421	£3,338,409	£1,790,316	£2,286,527	£2,863,341	£1,592,091	£2,057,276	£2,599,145	£1,592,091	£2,057,276	£2,599,145			
				£200	£2,734,113	£3,398,447	£4,173,108	£2,079,852	£2,634,103	£3,280,091	£1,739,016	£2,235,227	£2,812,041	£1,544,920	£2,010,105	£2,551,974	£1,544,920	£2,010,105	£2,551,974			
				Residual Land Value (£/Ha)																		
				£0	£3,008,120	£3,585,802	£3,585,802	£2,315,678	£2,797,635	£3,359,364	£1,958,270	£2,389,758	£2,891,335	£1,753,591	£2,158,100	£2,629,291	£1,753,591	£2,158,100	£2,629,291			
				£20	£2,945,057	£3,522,739	£4,196,357	£2,264,966	£2,746,924	£3,308,653	£1,913,662	£2,345,150	£2,846,727	£1,712,573	£2,117,082	£2,588,272	£1,712,573	£2,117,082	£2,588,272			
				£40	£2,881,994	£3,459,676	£4,133,294	£2,214,255	£2,696,213	£3,257,942	£1,869,054	£2,300,541	£2,802,119	£1,671,555	£2,076,063	£2,547,254	£1,671,555	£2,076,063	£2,547,254			
				£60	£2,818,931	£3,396,613	£4,070,231	£2,163,544	£2,645,502	£3,207,231	£1,824,445	£2,255,933	£2,757,511	£1,630,536	£2,035,045	£2,506,236	£1,630,536	£2,035,045	£2,506,236			
				£80	£2,755,868	£3,333,550	£4,007,168	£2,112,833	£2,594,791	£3,156,520	£1,779,837	£2,211,325	£2,712,903	£1,589,518	£1,994,027	£2,465,218	£1,589,518	£1,994,027	£2,465,218			
				£100	£2,692,805	£3,270,486	£3,944,105	£2,062,122	£2,544,080	£3,105,809	£1,735,229	£2,166,717	£2,668,294	£1,548,500	£1,953,008	£2,424,199	£1,548,500	£1,953,008	£2,424,199			
				£120	£2,629,742	£3,207,423	£3,881,042	£2,011,411	£2,493,369	£3,055,098	£1,690,621	£2,122,109	£2,623,686	£1,507,482	£1,911,990	£2,383,181	£1,507,482	£1,911,990	£2,383,181			
				£140	£2,566,679	£3,144,360	£3,817,979	£1,960,700	£2,442,658	£3,004,387	£1,646,013	£2,077,500	£2,579,078	£1,466,463	£1,870,972	£2,342,163	£1,466,463	£1,870,972	£2,342,163			
£160	£2,503,616	£3,081,297	£3,754,916	£1,909,989	£2,391,947	£2,953,675	£1,601,404	£2,032,892	£2,534,470	£1,425,445	£1,829,954	£2,301,145	£1,425,445	£1,829,954	£2,301,145							
£180	£2,440,552	£3,018,234	£3,691,853	£1,859,278	£2,341,236	£2,902,964	£1,556,796	£1,988,284	£2,489,862	£1,384,427	£1,788,935	£2,260,126	£1,384,427	£1,788,935	£2,260,126							
£200	£2,377,489	£2,955,171	£3,628,790	£1,808,567	£2,290,525	£2,852,253	£1,512,188	£1,943,676	£2,445,253	£1,343,409	£1,747,917	£2,219,108	£1,343,409	£1,747,917	£2,219,108							

M4(3) 5% M4(2) 30%					0% AH			20% AH			30% AH			35% AH			40% AH						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)																		
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6				
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50		£0	£3,450,658	£4,114,992	£4,889,653	£2,654,471	£3,208,723	£3,854,711	£2,243,575	£2,739,786	£3,316,600	£2,008,195	£2,473,379	£3,015,249	£2,008,195	£2,473,379	£3,015,249			
					£20	£3,378,136	£4,042,469	£4,817,131	£2,596,154	£3,150,405	£3,796,393	£2,192,276	£2,688,487	£3,265,301	£1,961,024	£2,426,208	£2,968,078	£1,961,024	£2,426,208	£2,968,078	£2,968,078		
					£40	£3,305,613	£3,969,947	£4,744,608	£2,537,836	£3,092,087	£3,738,075	£2,140,976	£2,637,187	£3,214,002	£1,913,852	£2,379,037	£2,920,907	£1,913,852	£2,379,037	£2,920,907	£2,920,907		
					£60	£3,233,090	£3,897,424	£4,672,086	£2,479,518	£3,033,770	£3,679,758	£2,089,677	£2,585,888	£3,162,702	£1,866,681	£2,331,866	£2,873,736	£1,866,681	£2,331,866	£2,873,736	£2,873,736		
					£80	£3,160,568	£3,824,902	£4,599,563	£2,421,200	£2,975,452	£3,621,440	£2,038,377	£2,534,588	£3,111,403	£1,819,510	£2,284,695	£2,826,565	£1,819,510	£2,284,695	£2,826,565	£2,826,565		
					£100	£3,088,045	£3,752,379	£4,527,040	£2,362,883	£2,917,134	£3,563,122	£1,987,078	£2,483,289	£3,060,103	£1,772,339	£2,237,524	£2,779,394	£1,772,339	£2,237,524	£2,779,394	£2,779,394		
					£120	£3,015,523	£3,679,857	£4,454,518	£2,304,565	£2,858,816	£3,504,804	£1,935,778	£2,431,990	£3,008,804	£1,725,168	£2,190,353	£2,732,223	£1,725,168	£2,190,353	£2,732,223	£2,732,223		
					£140	£2,943,000	£3,607,334	£4,381,995	£2,246,247	£2,800,499	£3,446,487	£1,884,479	£2,380,690	£2,957,504	£1,677,997	£2,143,182	£2,685,052	£1,677,997	£2,143,182	£2,685,052	£2,685,052		
					£160	£2,870,478	£3,534,811	£4,309,473	£2,187,929	£2,742,181	£3,388,169	£1,833,180	£2,329,391	£2,906,205	£1,630,826	£2,096,011	£2,637,881	£1,630,826	£2,096,011	£2,637,881	£2,637,881		
					£180	£2,797,955	£3,462,289	£4,236,950	£2,129,612	£2,683,863	£3,329,851	£1,781,880	£2,278,091	£2,854,906	£1,583,655	£2,048,840	£2,590,710	£1,583,655	£2,048,840	£2,590,710	£2,590,710		
					£200	£2,725,433	£3,389,766	£4,164,428	£2,071,294	£2,625,545	£3,271,533	£1,730,581	£2,226,792	£2,803,606	£1,536,484	£2,001,669	£2,543,539	£1,536,484	£2,001,669	£2,543,539	£2,543,539		
					Residual Land Value (£/Ha)																		
					£0	£3,000,572	£3,578,254	£4,251,872	£2,308,236	£2,790,194	£3,351,922	£1,950,935	£2,382,423	£2,884,000	£1,746,256	£2,150,765	£2,621,956	£1,746,256	£2,150,765	£2,621,956	£2,621,956		
					£20	£2,937,509	£3,515,191	£4,188,809	£2,257,525	£2,739,483	£3,301,211	£1,906,327	£2,337,815	£2,839,392	£1,705,238	£2,109,746	£2,580,937	£1,705,238	£2,109,746	£2,580,937	£2,580,937		
					£40	£2,874,446	£3,452,128	£4,125,746	£2,206,814	£2,688,772	£3,250,500	£1,861,718	£2,293,206	£2,794,784	£1,664,220	£2,068,728	£2,539,919	£1,664,220	£2,068,728	£2,539,919	£2,539,919		
					£60	£2,811,383	£3,389,065	£4,062,683	£2,156,103	£2,638,060	£3,199,789	£1,817,110	£2,248,598	£2,750,176	£1,623,201	£2,027,710	£2,498,901	£1,623,201	£2,027,710	£2,498,901	£2,498,901		
					£80	£2,748,320	£3,326,001	£3,999,620	£2,105,392	£2,587,349	£3,149,078	£1,772,502	£2,203,990	£2,705,568	£1,582,183	£1,986,692	£2,457,883	£1,582,183	£1,986,692	£2,457,883	£2,457,883		
					£100	£2,685,257	£3,262,938	£3,936,557	£2,054,681	£2,536,638	£3,098,367	£1,727,894	£2,159,382	£2,660,959	£1,541,165	£1,945,673	£2,416,864	£1,541,165	£1,945,673	£2,416,864	£2,416,864		
					£120	£2,622,194	£3,199,875	£3,873,494	£2,003,969	£2,485,927	£3,047,656	£1,683,286	£2,114,774	£2,616,351	£1,500,146	£1,904,655	£2,375,846	£1,500,146	£1,904,655	£2,375,846	£2,375,846		
					£140	£2,559,131	£3,136,812	£3,810,431	£1,953,258	£2,435,216	£2,996,945	£1,638,677	£2,070,165	£2,571,743	£1,459,128	£1,863,637	£2,334,828	£1,459,128	£1,863,637	£2,334,828	£2,334,828		
£160	£2,496,067	£3,073,749	£3,747,368	£1,902,547	£2,384,505	£2,946,234	£1,594,069	£2,025,557	£2,527,135	£1,418,110	£1,822,619	£2,293,809	£1,418,110	£1,822,619	£2,293,809	£2,293,809							
£180	£2,433,004	£3,010,686	£3,684,305	£1,851,836	£2,333,794	£2,895,523	£1,549,461	£1,980,949	£2,482,527	£1,377,092	£1,781,600	£2,252,791	£1,377,092	£1,781,600	£2,252,791	£2,252,791							
£200	£2,369,941	£2,947,623	£3,621,241	£1,801,125	£2,283,083	£2,844,812	£1,504,853	£1,936,341	£2,437,918	£1,336,073	£1,740,582	£2,211,773	£1,336,073	£1,740,582	£2,211,773	£2,211,773							

M4(3) 5% M4(2) 50%					0% AH			20% AH			30% AH			35% AH			40% AH						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)																		
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6				
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50		£0	£3,433,297	£4,097,631	£4,872,293	£2,637,356	£3,191,607	£3,837,595	£2,226,704	£2,722,915	£3,299,730	£1,991,324	£2,456,509	£2,998,378	£1,991,324	£2,456,509	£2,998,378			
					£20	£3,360,775	£4,025,109	£4,799,770	£2,579,038	£3,133,289	£3,779,277	£2,175,405	£2,671,616	£3,248,430	£1,944,153	£2,409,338	£2,951,207	£1,944,153	£2,409,338	£2,951,207	£2,951,207		
					£40	£3,288,252	£3,952,586	£4,727,248	£2,520,720	£3,074,972	£3,720,960	£2,124,105	£2,620,317	£3,197,131	£1,896,982	£2,362,167	£2,904,036	£1,896,982	£2,362,167	£2,904,036	£2,904,036		
					£60	£3,215,730	£3,880,064	£4,654,725	£2,462,402	£3,016,654	£3,662,642	£2,072,806	£2,569,017	£3,145,831	£1,849,811	£2,314,996	£2,856,865	£1,849,811	£2,314,996	£2,856,865	£2,856,865		
					£80	£3,143,207	£3,807,541	£4,582,202	£2,404,085	£2,958,336	£3,604,324	£2,021,507	£2,517,718	£3,094,532	£1,802,640	£2,267,825	£2,809,694	£1,802,640	£2,267,825	£2,809,694	£2,809,694		
					£100	£3,070,685	£3,735,018	£4,509,680	£2,345,767	£2,900,018	£3,546,007	£1,970,207	£2,466,418	£3,043,233	£1,755,469	£2,220,654	£2,762,523	£1,755,469	£2,220,654	£2,762,523	£2,762,523		
					£120	£2,998,162	£3,662,496	£4,437,157	£2,287,449	£2,841,701	£3,487,689	£1,918,908	£2,415,119	£2,991,933	£1,708,298	£2,173,483	£2,715,352	£1,708,298	£2,173,483	£2,715,352	£2,715,352		
					£140	£2,925,640	£3,589,973	£4,364,635	£2,229,132	£2,783,383	£3,429,371	£1,867,608	£2,363,819	£2,940,634	£1,661,127	£2,126,312	£2,668,181	£1,661,127	£2,126,312	£2,668,181	£2,668,181		
					£160	£2,853,117	£3,517,451	£4,292,112	£2,170,814	£2,725,065	£3,371,053	£1,816,309	£2,312,520	£2,889,334	£1,613,956	£2,079,141	£2,621,010	£1,613,956	£2,079,141	£2,621,010	£2,621,010		
					£180	£2,780,594	£3,444,928	£4,219,590	£2,112,496	£2,666,747	£3,312,736	£1,765,010	£2,261,221	£2,838,035	£1,566,785	£2,031,970	£2,573,839	£1,566,785	£2,031,970	£2,573,839	£2,573,839		
					£200	£2,708,072	£3,372,406	£4,147,067	£2,054,178	£2,608,430	£3,254,418	£1,713,710	£2,209,921	£2,786,735	£1,519,614	£1,984,799	£2,526,668	£1,519,614	£1,984,799	£2,526,668	£2,526,668		
					Residual Land Value (£/Ha)																		
					£0	£2,985,476	£3,563,158	£4,236,776	£2,293,353	£2,775,311	£3,337,039	£1,936,265	£2,367,753	£2,869,330	£1,731,586	£2,136,095	£2,607,285	£1,731,586	£2,136,095	£2,607,285	£2,607,285		
					£20	£2,922,413	£3,500,095	£4,173,713	£2,242,642	£2,724,599	£3,286,328	£1,891,656	£2,323,144	£2,824,722	£1,690,568	£2,095,076	£2,566,267	£1,690,568	£2,095,076	£2,566,267	£2,566,267		
					£40	£2,859,350	£3,437,031	£4,110,650	£2,191,931	£2,673,888	£3,235,617	£1,847,048	£2,278,536	£2,780,114	£1,649,549	£2,054,058	£2,525,249	£1,649,549	£2,054,058	£2,525,249	£2,525,249		
					£60	£2,796,287	£3,373,968	£4,047,587	£2,141,220	£2,623,177	£3,184,906	£1,802,440	£2,233,928	£2,735,506	£1,608,531	£2,013,040	£2,484,231	£1,608,531	£2,013,040	£2,484,231	£2,484,231		
					£80	£2,733,224	£3,310,905	£3,984,524	£2,090,508	£2,572,466	£3,134,195	£1,757,832	£2,189,320	£2,690,897	£1,567,513	£1,972,021	£2,443,212	£1,567,513	£1,972,021	£2,443,212	£2,443,212		
					£100	£2,670,161	£3,247,842	£3,921,461	£2,039,797	£2,521,755	£3,083,484	£1,713,224	£2,144,712	£2,646,289	£1,526,495	£1,931,003	£2,402,194	£1,526,495	£1,931,003	£2,402,194	£2,402,194		
					£120	£2,607,097	£3,184,779	£3,858,398	£1,989,086	£2,471,044	£3,032,773	£1,668,615	£2,100,103	£2,601,681	£1,485,476	£1,889,985	£2,361,176	£1,485,476	£1,889,985	£2,361,176	£2,361,176		
					£140	£2,544,034	£3,121,716	£3,795,335	£1,938,375	£2,420,333	£2,982,062	£1,624,007	£2,055,495	£2,557,073	£1,444,458	£1,848,967	£2,320,158	£1,444,458	£1,848,967	£2,320,158	£2,320,158		
£160	£2,480,971	£3,058,653	£3,732,271	£1,887,664	£2,369,622	£2,931,351	£1,579,399	£2,010,887	£2,512,465	£1,403,440	£1,807,948	£2,279,139	£1,403,440	£1,807,948	£2,279,139	£2,279,139							
£180	£2,417,908	£2,995,590	£3,669,208	£1,836,953	£2,318,911	£2,880,640	£1,534,791	£1,966,279	£2,467,856	£1,362,422	£1,766,930	£2,238,121	£1,362,422	£1,766,930	£2,238,121	£2,238,121							
£200	£2,354,845	£2,932,527	£3,606,145	£1,786,242	£2,268,200	£2,829,929	£1,490,183	£1,921,671	£2,423,248	£1,321,403	£1,725,912	£2,197,103	£1,321,403	£1,725,912	£2,197,103	£2,197,103							

Key:

- Negative RLV
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Table 2p(b): Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 50 Mixed Combined Sensitivity Test with M4(3) 10% and M4(2) 10%, 20%, 30% and 50%

Value Levels	Houses	Flats
1	£3,750	£4,000
2	£4,000	£4,300
3	£4,300	£4,600

M4(3) 10% M4(2) 10%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£3,421,443	£4,085,777	£4,860,438	£2,625,862	£3,180,113	£3,826,101	£2,215,571	£2,711,782	£3,288,597	£1,980,191	£2,445,376	£2,987,245	£1,980,191	£2,445,376	£2,987,245			
				£20	£3,348,920	£4,013,254	£4,787,916	£2,567,544	£3,121,796	£3,767,784	£2,164,272	£2,660,483	£3,237,297	£1,933,020	£2,398,205	£2,940,074	£1,933,020	£2,398,205	£2,940,074			
				£40	£3,276,398	£3,940,732	£4,715,393	£2,509,226	£3,063,478	£3,709,466	£2,112,972	£2,609,183	£3,185,998	£1,885,849	£2,351,034	£2,892,903	£1,885,849	£2,351,034	£2,892,903			
				£60	£3,203,875	£3,868,209	£4,642,871	£2,450,909	£3,005,160	£3,651,148	£2,061,673	£2,557,884	£3,134,698	£1,838,678	£2,303,863	£2,845,732	£1,838,678	£2,303,863	£2,845,732			
				£80	£3,131,353	£3,795,687	£4,570,348	£2,392,591	£2,946,842	£3,592,830	£2,010,373	£2,506,585	£3,083,399	£1,791,507	£2,256,692	£2,798,561	£1,791,507	£2,256,692	£2,798,561			
				£100	£3,058,830	£3,723,164	£4,497,825	£2,334,273	£2,888,525	£3,534,513	£1,959,074	£2,455,285	£3,032,099	£1,744,336	£2,209,521	£2,751,390	£1,744,336	£2,209,521	£2,751,390			
				£120	£2,986,308	£3,650,642	£4,425,303	£2,275,955	£2,830,207	£3,476,195	£1,907,775	£2,403,986	£2,980,800	£1,697,165	£2,162,350	£2,704,219	£1,697,165	£2,162,350	£2,704,219			
				£140	£2,913,785	£3,578,119	£4,352,780	£2,217,638	£2,771,889	£3,417,877	£1,856,475	£2,352,686	£2,929,501	£1,649,994	£2,115,179	£2,657,048	£1,649,994	£2,115,179	£2,657,048			
				£160	£2,841,263	£3,505,596	£4,280,258	£2,159,320	£2,713,571	£3,359,560	£1,805,176	£2,301,387	£2,878,201	£1,602,823	£2,068,007	£2,609,877	£1,602,823	£2,068,007	£2,609,877			
				£180	£2,768,740	£3,433,074	£4,207,735	£2,101,002	£2,655,254	£3,301,242	£1,753,876	£2,250,087	£2,826,902	£1,555,652	£2,020,836	£2,562,706	£1,555,652	£2,020,836	£2,562,706			
				£200	£2,696,217	£3,360,551	£4,135,213	£2,042,685	£2,596,936	£3,242,924	£1,702,577	£2,198,788	£2,775,602	£1,508,481	£1,973,665	£2,515,535	£1,508,481	£1,973,665	£2,515,535			
				Residual Land Value (£/Ha)																		
				£0	£2,975,168	£3,552,849	£4,226,468	£2,283,358	£2,765,316	£3,327,045	£1,926,584	£2,358,072	£2,859,649	£1,721,905	£2,126,414	£2,597,604	£1,721,905	£2,126,414	£2,597,604			
				£20	£2,912,105	£3,489,786	£4,163,405	£2,232,647	£2,714,605	£3,276,334	£1,881,975	£2,313,463	£2,815,041	£1,680,887	£2,085,395	£2,556,586	£1,680,887	£2,085,395	£2,556,586			
				£40	£2,849,042	£3,426,723	£4,100,342	£2,181,936	£2,668,894	£3,225,623	£1,837,367	£2,268,855	£2,770,433	£1,639,868	£2,044,377	£2,515,568	£1,639,868	£2,044,377	£2,515,568			
				£60	£2,785,979	£3,363,660	£4,037,279	£2,131,225	£2,613,183	£3,174,911	£1,792,759	£2,224,247	£2,725,825	£1,598,850	£2,003,359	£2,474,550	£1,598,850	£2,003,359	£2,474,550			
				£80	£2,722,915	£3,300,597	£3,974,216	£2,080,514	£2,562,472	£3,124,200	£1,748,151	£2,179,639	£2,681,216	£1,557,832	£1,962,340	£2,433,531	£1,557,832	£1,962,340	£2,433,531			
				£100	£2,659,852	£3,237,534	£3,911,153	£2,029,803	£2,511,761	£3,073,489	£1,703,543	£2,135,031	£2,636,608	£1,516,814	£1,921,322	£2,392,513	£1,516,814	£1,921,322	£2,392,513			
				£120	£2,596,789	£3,174,471	£3,848,089	£1,979,092	£2,461,049	£3,022,778	£1,658,934	£2,090,422	£2,592,000	£1,475,795	£1,880,304	£2,351,495	£1,475,795	£1,880,304	£2,351,495			
				£140	£2,533,726	£3,111,408	£3,785,026	£1,928,381	£2,410,338	£2,972,067	£1,614,326	£2,045,814	£2,547,392	£1,434,777	£1,839,286	£2,310,477	£1,434,777	£1,839,286	£2,310,477			
£160	£2,470,663	£3,048,345	£3,721,963	£1,877,670	£2,359,627	£2,921,356	£1,569,718	£2,001,206	£2,502,784	£1,393,759	£1,798,267	£2,269,458	£1,393,759	£1,798,267	£2,269,458							
£180	£2,407,600	£2,985,282	£3,658,900	£1,826,958	£2,308,916	£2,870,645	£1,525,110	£1,956,598	£2,458,175	£1,352,741	£1,757,249	£2,228,440	£1,352,741	£1,757,249	£2,228,440							
£200	£2,344,537	£2,922,219	£3,595,837	£1,776,247	£2,258,205	£2,819,934	£1,480,502	£1,911,990	£2,413,567	£1,311,722	£1,716,231	£2,187,422	£1,311,722	£1,716,231	£2,187,422							

M4(3) 10% M4(2) 20%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£3,412,763	£4,077,097	£4,851,758	£2,617,304	£3,171,555	£3,817,544	£2,207,136	£2,703,347	£3,280,161	£1,971,755	£2,436,940	£2,978,810	£1,971,755	£2,436,940	£2,978,810			
				£20	£3,340,240	£4,004,574	£4,779,235	£2,558,986	£3,113,238	£3,759,226	£2,155,836	£2,652,047	£3,228,862	£1,924,584	£2,389,769	£2,931,639	£1,924,584	£2,389,769	£2,931,639			
				£40	£3,267,718	£3,932,051	£4,706,713	£2,500,669	£3,054,920	£3,700,908	£2,104,537	£2,600,748	£3,177,562	£1,877,413	£2,342,598	£2,884,468	£1,877,413	£2,342,598	£2,884,468			
				£60	£3,195,195	£3,859,529	£4,634,190	£2,442,351	£2,996,602	£3,642,590	£2,053,238	£2,549,449	£3,126,263	£1,830,242	£2,295,427	£2,837,297	£1,830,242	£2,295,427	£2,837,297			
				£80	£3,122,673	£3,787,006	£4,561,668	£2,384,033	£2,938,285	£3,584,273	£2,001,938	£2,498,149	£3,074,963	£1,783,071	£2,248,256	£2,790,126	£1,783,071	£2,248,256	£2,790,126			
				£100	£3,050,150	£3,714,484	£4,489,145	£2,325,715	£2,879,967	£3,525,955	£1,950,639	£2,446,850	£3,023,664	£1,735,900	£2,201,085	£2,742,955	£1,735,900	£2,201,085	£2,742,955			
				£120	£2,977,627	£3,641,961	£4,416,623	£2,267,398	£2,821,649	£3,467,637	£1,899,339	£2,395,550	£2,972,365	£1,688,729	£2,153,914	£2,695,784	£1,688,729	£2,153,914	£2,695,784			
				£140	£2,905,105	£3,569,439	£4,344,100	£2,209,080	£2,763,331	£3,409,319	£1,848,040	£2,344,251	£2,921,065	£1,641,558	£2,106,743	£2,648,613	£1,641,558	£2,106,743	£2,648,613			
				£160	£2,832,582	£3,496,916	£4,271,577	£2,150,762	£2,705,014	£3,351,002	£1,796,740	£2,292,951	£2,869,766	£1,594,387	£2,059,572	£2,601,442	£1,594,387	£2,059,572	£2,601,442			
				£180	£2,760,060	£3,424,394	£4,199,055	£2,092,444	£2,646,696	£3,292,684	£1,745,441	£2,241,652	£2,818,466	£1,547,216	£2,012,401	£2,554,271	£1,547,216	£2,012,401	£2,554,271			
				£200	£2,687,537	£3,351,871	£4,126,532	£2,034,127	£2,588,378	£3,234,366	£1,694,142	£2,190,353	£2,767,167	£1,500,045	£1,965,230	£2,507,100	£1,500,045	£1,965,230	£2,507,100			
				Residual Land Value (£/Ha)																		
				£0	£2,967,620	£3,545,301	£4,218,920	£2,275,917	£2,757,874	£3,319,603	£1,919,249	£2,350,736	£2,852,314	£1,714,570	£2,119,078	£2,590,269	£1,714,570	£2,119,078	£2,590,269			
				£20	£2,904,557	£3,482,238	£4,155,857	£2,225,206	£2,707,163	£3,268,892	£1,874,640	£2,306,128	£2,807,706	£1,673,552	£2,078,060	£2,549,251	£1,673,552	£2,078,060	£2,549,251			
				£40	£2,841,494	£3,419,175	£4,092,794	£2,174,494	£2,656,452	£3,218,181	£1,830,032	£2,261,520	£2,763,098	£1,632,533	£2,037,042	£2,508,233	£1,632,533	£2,037,042	£2,508,233			
				£60	£2,778,430	£3,356,112	£4,029,731	£2,123,783	£2,605,741	£3,167,470	£1,785,424	£2,216,912	£2,718,489	£1,591,515	£1,996,024	£2,467,215	£1,591,515	£1,996,024	£2,467,215			
				£80	£2,715,367	£3,293,049	£3,966,668	£2,073,072	£2,555,030	£3,116,759	£1,740,816	£2,172,304	£2,673,881	£1,550,497	£1,955,005	£2,426,196	£1,550,497	£1,955,005	£2,426,196			
				£100	£2,652,304	£3,229,986	£3,903,604	£2,022,361	£2,504,319	£3,066,048	£1,696,208	£2,127,695	£2,629,273	£1,509,478	£1,913,987	£2,385,178	£1,509,478	£1,913,987	£2,385,178			
				£120	£2,589,241	£3,166,923	£3,840,541	£1,971,650	£2,453,608	£3,015,337	£1,651,599	£2,083,087	£2,584,665	£1,468,460	£1,872,969	£2,344,160	£1,468,460	£1,872,969	£2,344,160			
				£140	£2,526,178	£3,103,860	£3,777,478	£1,920,939	£2,402,897	£2,964,626	£1,606,991	£2,038,479	£2,540,057	£1,427,442	£1,831,951	£2,303,141	£1,427,442	£1,831,951	£2,303,141			
£160	£2,463,115	£3,040,797	£3,714,415	£1,870,228	£2,352,186	£2,913,914	£1,562,383	£1,993,871	£2,495,448	£1,386,424	£1,790,932	£2,262,123	£1,386,424	£1,790,932	£2,262,123							
£180	£2,400,052	£2,977,734	£3,651,352	£1,819,517	£2,301,475	£2,863,203	£1,517,775	£1,949,263	£2,450,840	£1,345,405	£1,749,914	£2,221,105	£1,345,405	£1,749,914	£2,221,105							
£200	£2,336,989	£2,914,670	£3,588,289	£1,768,806	£2,250,764	£2,812,492	£1,473,167	£1,904,654	£2,406,232	£1,304,387	£1,708,896	£2,180,087	£1,304,387	£1,708,896	£2,180,087							

M4(3) 10% M4(2) 30%					0% AH			20% AH			30% AH			35% AH			40% AH						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																		
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6				
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50		£0	£3,404,082	£4,068,416	£4,843,078	£2,608,746	£3,162,998	£3,808,986	£2,198,700	£2,694,912	£3,271,726	£1,963,320	£2,428,505	£2,970,374	£1,963,320	£2,428,505	£2,970,374			
					£20	£3,331,560	£3,995,894	£4,770,555	£2,550,429	£3,104,680	£3,750,668	£2,147,401	£2,643,612	£3,220,426	£1,916,149	£2,381,334	£2,923,203	£1,916,149	£2,381,334	£2,923,203			
					£40	£3,259,037	£3,923,371	£4,698,033	£2,492,111	£3,046,362	£3,692,350	£2,096,102	£2,592,313	£3,169,127	£1,868,978	£2,334,163	£2,876,032	£1,868,978	£2,334,163	£2,876,032			
					£60	£3,186,515	£3,850,849	£4,625,510	£2,433,793	£2,988,044	£3,634,033	£2,044,802	£2,541,013	£3,117,828	£1,821,807	£2,286,992	£2,828,861	£1,821,807	£2,286,992	£2,828,861			
					£80	£3,113,992	£3,778,326	£4,552,987	£2,375,475	£2,929,727	£3,575,715	£1,993,503	£2,489,714	£3,066,528	£1,774,636	£2,239,821	£2,781,690	£1,774,636	£2,239,821	£2,781,690			
					£100	£3,041,470	£3,705,803	£4,480,465	£2,317,158	£2,871,409	£3,517,397	£1,942,203	£2,438,414	£3,015,229	£1,727,465	£2,192,650	£2,734,519	£1,727,465	£2,192,650	£2,734,519			
					£120	£2,968,947	£3,633,281	£4,407,942	£2,258,840	£2,813,091	£3,459,079	£1,890,904	£2,387,115	£2,963,929	£1,680,294	£2,145,479	£2,687,348	£1,680,294	£2,145,479	£2,687,348			
					£140	£2,896,425	£3,560,758	£4,335,420	£2,200,522	£2,754,773	£3,400,762	£1,839,604	£2,335,816	£2,912,630	£1,633,123	£2,098,308	£2,640,177	£1,633,123	£2,098,308	£2,640,177			
					£160	£2,823,902	£3,488,236	£4,262,897	£2,142,204	£2,696,456	£3,342,444	£1,788,305	£2,284,516	£2,861,330	£1,585,952	£2,051,137	£2,593,006	£1,585,952	£2,051,137	£2,593,006			
					£180	£2,751,379	£3,415,713	£4,190,375	£2,083,887	£2,638,138	£3,284,126	£1,737,006	£2,233,217	£2,810,031	£1,538,781	£2,003,966	£2,545,835	£1,538,781	£2,003,966	£2,545,835			
					£200	£2,678,857	£3,343,191	£4,117,852	£2,025,569	£2,579,820	£3,225,808	£1,685,706	£2,181,917	£2,758,732	£1,491,610	£1,956,795	£2,498,664	£1,491,610	£1,956,795	£2,498,664			
					Residual Land Value (£/Ha)																		
					£0	£2,960,072	£3,537,753	£4,211,372	£2,268,475	£2,750,433	£3,312,162	£1,911,913	£2,343,401	£2,844,979	£1,707,235	£2,111,743	£2,582,934	£1,707,235	£2,111,743	£2,582,934			
					£20	£2,897,009	£3,474,690	£4,148,309	£2,217,764	£2,699,722	£3,261,450	£1,867,305	£2,298,793	£2,800,371	£1,666,216	£2,070,725	£2,541,916	£1,666,216	£2,070,725	£2,541,916			
					£40	£2,833,945	£3,411,627	£4,085,246	£2,167,053	£2,649,011	£3,210,739	£1,822,697	£2,254,185	£2,755,763	£1,625,198	£2,029,707	£2,500,898	£1,625,198	£2,029,707	£2,500,898			
					£60	£2,770,882	£3,348,564	£4,022,183	£2,116,342	£2,598,300	£3,160,028	£1,778,089	£2,209,577	£2,711,154	£1,584,180	£1,988,689	£2,459,879	£1,584,180	£1,988,689	£2,459,879			
					£80	£2,707,819	£3,285,501	£3,959,119	£2,065,631	£2,547,588	£3,109,317	£1,733,481	£2,164,969	£2,666,546	£1,543,162	£1,947,670	£2,418,861	£1,543,162	£1,947,670	£2,418,861			
					£100	£2,644,756	£3,222,438	£3,896,056	£2,014,920	£2,496,877	£3,058,606	£1,688,872	£2,120,360	£2,621,938	£1,502,143	£1,906,652	£2,377,843	£1,502,143	£1,906,652	£2,377,843			
					£120	£2,581,693	£3,159,375	£3,832,993	£1,964,209	£2,446,166	£3,007,895	£1,644,264	£2,075,752	£2,577,330	£1,461,125	£1,865,634	£2,336,825	£1,461,125	£1,865,634	£2,336,825			
					£140	£2,518,630	£3,096,312	£3,769,930	£1,913,497	£2,395,455	£2,957,184	£1,599,656	£2,031,144	£2,532,722	£1,420,107	£1,824,615	£2,295,806	£1,420,107	£1,824,615	£2,295,806			
					£160	£2,455,567	£3,033,249	£3,706,867	£1,862,786	£2,344,744	£2,906,473	£1,555,048	£1,986,536	£2,488,113	£1,379,089	£1,783,597	£2,254,788	£1,379,089	£1,783,597	£2,254,788			
					£180	£2,392,504	£2,970,185	£3,643,804	£1,812,075	£2,294,033	£2,855,762	£1,510,440	£1,941,928	£2,443,505	£1,338,070	£1,742,579	£2,213,770	£1,338,070	£1,742,579	£2,213,770			
					£200	£2,329,441	£2,907,122	£3,580,741	£1,761,364	£2,243,322	£2,805,051	£1,465,831	£1,897,319	£2,398,897	£1,297,052	£1,701,561	£2,172,752	£1,297,052	£1,701,561	£2,172,752			

M4(3) 10% M4(2) 50%					0% AH			20% AH			30% AH			35% AH			40% AH						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																		
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6				
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50		£0	£3,386,722	£4,051,056	£4,825,717	£2,591,631	£3,145,882	£3,791,870	£2,181,830	£2,678,041	£3,254,855	£1,946,449	£2,411,634	£2,953,504	£1,946,449	£2,411,634	£2,953,504			
					£20	£3,314,199	£3,978,533	£4,753,194	£2,533,313	£3,087,564	£3,733,552	£2,130,530	£2,626,741	£3,203,556	£1,899,278	£2,364,463	£2,906,333	£1,899,278	£2,364,463	£2,906,333			
					£40	£3,241,677	£3,906,011	£4,680,672	£2,474,995	£3,029,247	£3,675,235	£2,079,231	£2,575,442	£3,152,256	£1,852,107	£2,317,292	£2,859,162	£1,852,107	£2,317,292	£2,859,162			
					£60	£3,169,154	£3,833,488	£4,608,149	£2,416,677	£2,970,929	£3,616,917	£2,027,931	£2,524,143	£3,100,957	£1,804,936	£2,270,121	£2,811,991	£1,804,936	£2,270,121	£2,811,991			
					£80	£3,096,632	£3,760,965	£4,535,627	£2,358,360	£2,912,611	£3,558,599	£1,976,632	£2,472,843	£3,049,657	£1,757,765	£2,222,950	£2,764,820	£1,757,765	£2,222,950	£2,764,820			
					£100	£3,024,109	£3,688,443	£4,463,104	£2,300,042	£2,854,293	£3,500,281	£1,925,333	£2,421,544	£2,998,358	£1,710,594	£2,175,779	£2,717,649	£1,710,594	£2,175,779	£2,717,649			
					£120	£2,951,586	£3,615,920	£4,390,582	£2,241,724	£2,795,976	£3,441,964	£1,874,033	£2,370,244	£2,947,059	£1,663,423	£2,128,608	£2,670,478	£1,663,423	£2,128,608	£2,670,478			
					£140	£2,879,064	£3,543,398	£4,318,059	£2,183,406	£2,737,658	£3,383,646	£1,822,734	£2,318,945	£2,895,759	£1,616,252	£2,081,437	£2,623,307	£1,616,252	£2,081,437	£2,623,307			
					£160	£2,806,541	£3,470,875	£4,245,537	£2,125,089	£2,679,340	£3,325,328	£1,771,434	£2,267,645	£2,844,460	£1,569,081	£2,034,266	£2,576,136	£1,569,081	£2,034,266	£2,576,136			
					£180	£2,734,019	£3,398,353	£4,173,014	£2,066,771	£2,621,022	£3,267,010	£1,720,135	£2,216,346	£2,793,160	£1,521,910	£1,987,095	£2,528,965	£1,521,910	£1,987,095	£2,528,965			
					£200	£2,661,496	£3,325,830	£4,100,491	£2,008,453	£2,562,705	£3,208,693	£1,668,836	£2,165,047	£2,741,861	£1,474,739	£1,939,924	£2,481,794	£1,474,739	£1,939,924	£2,481,794			
					Residual Land Value (£/Ha)																		
					£0	£2,944,975	£3,522,657	£4,196,276	£2,253,592	£2,735,550	£3,297,278	£1,897,243	£2,328,731	£2,830,309	£1,692,565	£2,097,073	£2,568,264	£1,692,565	£2,097,073	£2,568,264			
					£20	£2,881,912	£3,459,594	£4,133,213	£2,202,881	£2,684,838	£3,246,567	£1,852,635	£2,284,123	£2,785,701	£1,651,546	£2,056,055	£2,527,246	£1,651,546	£2,056,055	£2,527,246			
					£40	£2,818,849	£3,396,531	£4,070,149	£2,152,170	£2,634,127	£3,195,856	£1,808,027	£2,239,515	£2,741,092	£1,610,528	£2,015,037	£2,486,228	£1,610,528	£2,015,037	£2,486,228			
					£60	£2,755,786	£3,333,468	£4,007,086	£2,101,459	£2,583,416	£3,145,145	£1,763,419	£2,194,907	£2,696,484	£1,569,510	£1,974,018	£2,445,209	£1,569,510	£1,974,018	£2,445,209			
					£80	£2,692,723	£3,270,405	£3,944,023	£2,050,748	£2,532,705	£3,094,434	£1,718,810	£2,150,298	£2,651,876	£1,528,491	£1,933,000	£2,404,191	£1,528,491	£1,933,000	£2,404,191			
					£100	£2,629,660	£3,207,342	£3,880,960	£2,000,036	£2,481,994	£3,043,723	£1,674,202	£2,105,690	£2,607,268	£1,487,473	£1,891,982	£2,363,173	£1,487,473	£1,891,982	£2,363,173			
					£120	£2,566,597	£3,144,279	£3,817,897	£1,949,325	£2,431,283	£2,993,012	£1,629,594	£2,061,082	£2,562,660	£1,446,455	£1,850,964	£2,322,154	£1,446,455	£1,850,964	£2,322,154			
					£140	£2,503,534	£3,081,215	£3,754,834	£1,898,614	£2,380,572	£2,942,301	£1,584,986	£2,016,474	£2,518,051	£1,405,437	£1,809,945	£2,281,136	£1,405,437	£1,809,945	£2,281,136			
					£160	£2,440,471	£3,018,152	£3,691,771	£1,847,903	£2,329,861	£2,891,590	£1,540,378	£1,971,866	£2,473,443	£1,364,418	£1,768,927	£2,240,118	£1,364,418	£1,768,927	£2,240,118			
					£180	£2,377,408	£2,955,089	£3,628,708	£1,797,192	£2,279,150	£2,840,879	£1,495,770	£1,927,257	£2,428,835	£1,323,400	£1,727,909	£2,199,100	£1,323,400	£1,727,909	£2,199,100			
					£200	£2,314,345	£2,892,026	£3,565,645	£1,746,481	£2,228,439	£2,790,168	£1,451,161	£1,882,649	£2,384,227	£1,282,382	£1,686,890	£2,158,081	£1,282,382	£1,686,890	£2,158,081			

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix Iia Residential Results Farnborough v19.xlsx

Table 2p(c): Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 50 Mixed Combined Sensitivity Test with M4(3) 20% and M4(2) 10%, 20%, 30% and 50%

Value Levels	Houses	Flats
1	£3,750	£4,000
2	£4,000	£4,300
3	£4,300	£4,600

M4(3) 20% M4(2) 10%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£3,328,292	£3,992,626	£4,767,287	£2,534,412	£3,088,663	£3,734,651	£2,125,822	£2,622,033	£3,198,847	£1,890,441	£2,355,626	£2,897,496	£1,890,441	£2,355,626	£2,897,496			
				£20	£3,255,769	£3,920,103	£4,694,764	£2,476,094	£3,030,345	£3,676,333	£2,074,523	£2,570,734	£3,147,548	£1,843,270	£2,308,455	£2,850,325	£1,843,270	£2,308,455	£2,850,325			
				£40	£3,183,247	£3,847,580	£4,622,242	£2,417,776	£2,972,028	£3,618,016	£2,023,223	£2,519,434	£3,096,249	£1,796,099	£2,261,284	£2,803,154	£1,796,099	£2,261,284	£2,803,154			
				£60	£3,110,724	£3,775,058	£4,549,719	£2,359,458	£2,913,710	£3,559,698	£1,971,924	£2,468,135	£3,044,949	£1,748,928	£2,214,113	£2,755,983	£1,748,928	£2,214,113	£2,755,983			
				£80	£3,038,202	£3,702,535	£4,477,197	£2,301,141	£2,855,392	£3,501,380	£1,920,624	£2,416,835	£2,993,650	£1,701,757	£2,166,942	£2,708,812	£1,701,757	£2,166,942	£2,708,812			
				£100	£2,965,679	£3,630,013	£4,404,674	£2,242,823	£2,797,074	£3,443,063	£1,869,325	£2,365,536	£2,942,350	£1,654,586	£2,119,771	£2,661,641	£1,654,586	£2,119,771	£2,661,641			
				£120	£2,893,156	£3,557,490	£4,332,152	£2,184,505	£2,738,757	£3,384,745	£1,818,025	£2,314,237	£2,891,051	£1,607,415	£2,072,600	£2,614,470	£1,607,415	£2,072,600	£2,614,470			
				£140	£2,820,634	£3,484,968	£4,259,629	£2,126,188	£2,680,439	£3,326,427	£1,766,726	£2,262,937	£2,839,751	£1,560,244	£2,025,429	£2,567,299	£1,560,244	£2,025,429	£2,567,299			
				£160	£2,748,111	£3,412,445	£4,187,107	£2,067,870	£2,622,121	£3,268,109	£1,715,427	£2,211,638	£2,788,452	£1,513,073	£1,978,258	£2,520,128	£1,513,073	£1,978,258	£2,520,128			
				£180	£2,675,589	£3,339,923	£4,114,584	£2,009,552	£2,563,803	£3,209,792	£1,664,127	£2,160,338	£2,737,153	£1,465,902	£1,931,087	£2,472,957	£1,465,902	£1,931,087	£2,472,957			
				£200	£2,603,066	£3,267,400	£4,042,061	£1,951,234	£2,505,486	£3,151,474	£1,612,828	£2,109,039	£2,685,853	£1,418,731	£1,883,916	£2,425,786	£1,418,731	£1,883,916	£2,425,786			
				Residual Land Value (£/Ha)																		
				£0	£2,894,167	£3,471,848	£4,145,467	£2,203,836	£2,685,794	£3,247,523	£1,848,541	£2,280,029	£2,781,606	£1,643,862	£2,048,371	£2,519,562	£1,643,862	£2,048,371	£2,519,562			
				£20	£2,831,104	£3,408,785	£4,082,404	£2,153,125	£2,635,083	£3,196,812	£1,803,933	£2,235,421	£2,736,998	£1,602,844	£2,007,353	£2,478,543	£1,602,844	£2,007,353	£2,478,543			
				£40	£2,768,041	£3,345,722	£4,019,341	£2,102,414	£2,584,372	£3,146,101	£1,759,325	£2,190,812	£2,692,390	£1,561,826	£1,966,334	£2,437,525	£1,561,826	£1,966,334	£2,437,525			
				£60	£2,704,977	£3,282,659	£3,956,278	£2,051,703	£2,533,661	£3,095,390	£1,714,716	£2,146,204	£2,647,782	£1,520,807	£1,925,316	£2,396,507	£1,520,807	£1,925,316	£2,396,507			
				£80	£2,641,914	£3,219,596	£3,893,215	£2,000,992	£2,482,950	£3,044,678	£1,670,108	£2,101,596	£2,603,174	£1,479,789	£1,884,298	£2,355,489	£1,479,789	£1,884,298	£2,355,489			
				£100	£2,578,851	£3,156,533	£3,830,151	£1,950,281	£2,432,239	£2,993,967	£1,625,500	£2,056,988	£2,558,565	£1,438,771	£1,843,279	£2,314,470	£1,438,771	£1,843,279	£2,314,470			
				£120	£2,515,788	£3,093,470	£3,767,088	£1,899,570	£2,381,528	£2,943,256	£1,580,892	£2,012,380	£2,513,957	£1,397,753	£1,802,261	£2,273,452	£1,397,753	£1,802,261	£2,273,452			
				£140	£2,452,725	£3,030,407	£3,704,025	£1,848,859	£2,330,816	£2,892,545	£1,536,284	£1,967,771	£2,469,349	£1,356,734	£1,761,243	£2,232,434	£1,356,734	£1,761,243	£2,232,434			
£160	£2,389,662	£2,967,344	£3,640,962	£1,798,148	£2,280,105	£2,841,834	£1,491,675	£1,923,163	£2,424,741	£1,315,716	£1,720,225	£2,191,416	£1,315,716	£1,720,225	£2,191,416							
£180	£2,326,599	£2,904,280	£3,577,899	£1,747,437	£2,229,394	£2,791,123	£1,447,067	£1,878,555	£2,380,133	£1,274,698	£1,679,206	£2,150,397	£1,274,698	£1,679,206	£2,150,397							
£200	£2,263,536	£2,841,217	£3,514,836	£1,696,725	£2,178,683	£2,740,412	£1,402,459	£1,833,947	£2,335,524	£1,233,679	£1,638,188	£2,109,379	£1,233,679	£1,638,188	£2,109,379							

M4(3) 20% M4(2) 20%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£3,319,611	£3,983,945	£4,758,607	£2,525,854	£3,080,105	£3,726,093	£2,117,387	£2,613,598	£3,190,412	£1,882,006	£2,347,191	£2,889,061	£1,882,006	£2,347,191	£2,889,061			
				£20	£3,247,089	£3,911,423	£4,686,084	£2,467,536	£3,021,788	£3,667,776	£2,066,087	£2,562,298	£3,139,113	£1,834,835	£2,300,020	£2,841,890	£1,834,835	£2,300,020	£2,841,890			
				£40	£3,174,566	£3,838,900	£4,613,562	£2,409,218	£2,963,470	£3,609,458	£2,014,788	£2,510,999	£3,087,813	£1,787,664	£2,252,849	£2,794,719	£1,787,664	£2,252,849	£2,794,719			
				£60	£3,102,044	£3,766,378	£4,541,039	£2,350,901	£2,905,152	£3,551,140	£1,963,488	£2,459,699	£3,036,514	£1,740,493	£2,205,678	£2,747,548	£1,740,493	£2,205,678	£2,747,548			
				£80	£3,029,521	£3,693,855	£4,468,516	£2,292,583	£2,846,834	£3,492,822	£1,912,189	£2,408,400	£2,985,214	£1,693,322	£2,158,507	£2,700,377	£1,693,322	£2,158,507	£2,700,377			
				£100	£2,956,999	£3,621,332	£4,395,994	£2,234,265	£2,788,517	£3,434,505	£1,860,890	£2,357,101	£2,933,915	£1,646,151	£2,111,336	£2,653,206	£1,646,151	£2,111,336	£2,653,206			
				£120	£2,884,476	£3,548,810	£4,323,471	£2,175,947	£2,730,199	£3,376,187	£1,809,590	£2,305,801	£2,882,615	£1,598,980	£2,064,165	£2,606,035	£1,598,980	£2,064,165	£2,606,035			
				£140	£2,811,954	£3,476,287	£4,250,949	£2,117,630	£2,671,881	£3,317,869	£1,758,291	£2,254,502	£2,831,316	£1,551,809	£2,016,994	£2,558,864	£1,551,809	£2,016,994	£2,558,864			
				£160	£2,739,431	£3,403,765	£4,178,426	£2,059,312	£2,613,563	£3,259,551	£1,706,991	£2,203,202	£2,780,017	£1,504,638	£1,969,823	£2,511,693	£1,504,638	£1,969,823	£2,511,693			
				£180	£2,666,908	£3,331,242	£4,105,904	£2,000,994	£2,555,246	£3,201,234	£1,655,692	£2,151,903	£2,728,717	£1,457,467	£1,922,652	£2,464,521	£1,457,467	£1,922,652	£2,464,521			
				£200	£2,594,386	£3,258,720	£4,033,381	£1,942,676	£2,496,928	£3,142,916	£1,604,392	£2,100,603	£2,677,418	£1,410,296	£1,875,481	£2,417,350	£1,410,296	£1,875,481	£2,417,350			
				Residual Land Value (£/Ha)																		
				£0	£2,886,619	£3,464,300	£4,137,919	£2,196,395	£2,678,352	£3,240,081	£1,841,206	£2,272,694	£2,774,271	£1,636,527	£2,041,036	£2,512,227	£1,636,527	£2,041,036	£2,512,227			
				£20	£2,823,556	£3,401,237	£4,074,856	£2,145,684	£2,627,641	£3,189,370	£1,796,598	£2,228,085	£2,729,663	£1,595,509	£2,000,017	£2,471,208	£1,595,509	£2,000,017	£2,471,208			
				£40	£2,760,492	£3,338,174	£4,011,793	£2,094,973	£2,576,930	£3,138,659	£1,751,989	£2,183,477	£2,685,055	£1,554,491	£1,958,999	£2,430,190	£1,554,491	£1,958,999	£2,430,190			
				£60	£2,697,429	£3,275,111	£3,948,730	£2,044,261	£2,526,219	£3,087,948	£1,707,381	£2,138,869	£2,640,447	£1,513,472	£1,917,981	£2,389,172	£1,513,472	£1,917,981	£2,389,172			
				£80	£2,634,366	£3,212,048	£3,885,666	£1,993,550	£2,475,508	£3,037,237	£1,662,773	£2,094,261	£2,595,839	£1,472,454	£1,876,963	£2,348,154	£1,472,454	£1,876,963	£2,348,154			
				£100	£2,571,303	£3,148,985	£3,822,603	£1,942,839	£2,424,797	£2,986,526	£1,618,165	£2,049,653	£2,551,230	£1,431,436	£1,835,944	£2,307,135	£1,431,436	£1,835,944	£2,307,135			
				£120	£2,508,240	£3,085,922	£3,759,540	£1,892,128	£2,374,086	£2,935,815	£1,573,557	£2,005,045	£2,506,622	£1,390,417	£1,794,926	£2,266,117	£1,390,417	£1,794,926	£2,266,117			
				£140	£2,445,177	£3,022,859	£3,696,477	£1,841,417	£2,323,375	£2,885,104	£1,528,948	£1,960,436	£2,462,014	£1,349,399	£1,753,908	£2,225,099	£1,349,399	£1,753,908	£2,225,099			
£160	£2,382,114	£2,959,795	£3,633,414	£1,790,706	£2,272,664	£2,834,393	£1,484,340	£1,915,828	£2,417,406	£1,308,381	£1,712,890	£2,184,080	£1,308,381	£1,712,890	£2,184,080							
£180	£2,319,051	£2,896,732	£3,570,351	£1,739,995	£2,221,953	£2,783,681	£1,439,732	£1,871,220	£2,372,798	£1,267,363	£1,671,871	£2,143,062	£1,267,363	£1,671,871	£2,143,062							
£200	£2,255,988	£2,833,669	£3,507,288	£1,689,284	£2,171,242	£2,732,970	£1,395,124	£1,826,612	£2,328,189	£1,226,344	£1,630,853	£2,102,044	£1,226,344	£1,630,853	£2,102,044							

M4(3) 20% M4(2) 30%					0% AH			20% AH			30% AH			35% AH			40% AH						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)																		
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6				
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50		£0	£3,310,931	£3,975,265	£4,749,926	£2,517,296	£3,071,547	£3,717,536	£2,108,951	£2,605,162	£3,181,977	£1,873,571	£2,338,756	£2,880,625	£1,873,571	£2,338,756	£2,880,625			
					£20	£3,238,409	£3,902,742	£4,677,404	£2,458,978	£3,013,230	£3,659,218	£2,057,652	£2,553,863	£3,130,677	£1,826,400	£2,291,585	£2,833,454	£1,826,400	£2,291,585	£2,833,454	£2,833,454		
					£40	£3,165,886	£3,830,220	£4,604,881	£2,400,661	£2,954,912	£3,600,900	£2,006,352	£2,502,564	£3,079,378	£1,779,229	£2,244,414	£2,786,283	£1,779,229	£2,244,414	£2,786,283	£2,786,283		
					£60	£3,093,363	£3,757,697	£4,532,359	£2,342,343	£2,896,594	£3,542,582	£1,955,053	£2,451,264	£3,028,078	£1,732,058	£2,197,243	£2,739,112	£1,732,058	£2,197,243	£2,739,112	£2,739,112		
					£80	£3,020,841	£3,685,175	£4,459,836	£2,284,025	£2,838,276	£3,484,265	£1,903,754	£2,399,965	£2,976,779	£1,684,887	£2,150,072	£2,691,941	£1,684,887	£2,150,072	£2,691,941	£2,691,941		
					£100	£2,948,318	£3,612,652	£4,387,314	£2,225,707	£2,779,959	£3,425,947	£1,852,454	£2,348,665	£2,925,480	£1,637,716	£2,102,901	£2,644,770	£1,637,716	£2,102,901	£2,644,770	£2,644,770		
					£120	£2,875,796	£3,540,130	£4,314,791	£2,167,390	£2,721,641	£3,367,629	£1,801,155	£2,297,366	£2,874,180	£1,590,545	£2,055,730	£2,597,599	£1,590,545	£2,055,730	£2,597,599	£2,597,599		
					£140	£2,803,273	£3,467,607	£4,242,268	£2,109,072	£2,663,323	£3,309,311	£1,749,855	£2,246,066	£2,822,881	£1,543,374	£2,008,559	£2,550,428	£1,543,374	£2,008,559	£2,550,428	£2,550,428		
					£160	£2,730,751	£3,395,085	£4,169,746	£2,050,754	£2,605,006	£3,250,994	£1,698,556	£2,194,767	£2,771,581	£1,496,203	£1,961,388	£2,503,257	£1,496,203	£1,961,388	£2,503,257	£2,503,257		
					£180	£2,658,228	£3,322,562	£4,097,223	£1,992,436	£2,546,688	£3,192,676	£1,649,256	£2,143,468	£2,720,282	£1,449,032	£1,914,217	£2,456,086	£1,449,032	£1,914,217	£2,456,086	£2,456,086		
					£200	£2,585,706	£3,250,039	£4,024,701	£1,934,119	£2,488,370	£3,134,358	£1,595,957	£2,092,168	£2,668,982	£1,401,861	£1,867,046	£2,408,915	£1,401,861	£1,867,046	£2,408,915	£2,408,915		
					Residual Land Value (£/Ha)																		
					£0	£2,879,071	£3,456,752	£4,130,371	£2,188,953	£2,670,911	£3,232,640	£1,833,871	£2,265,359	£2,766,936	£1,629,192	£2,033,701	£2,504,891	£1,629,192	£2,033,701	£2,504,891	£2,504,891		
					£20	£2,816,007	£3,393,689	£4,067,308	£2,138,242	£2,620,200	£3,181,929	£1,789,263	£2,220,750	£2,722,328	£1,588,174	£1,992,682	£2,463,873	£1,588,174	£1,992,682	£2,463,873	£2,463,873		
					£40	£2,752,944	£3,330,626	£4,004,245	£2,087,531	£2,569,489	£3,131,217	£1,744,654	£2,176,142	£2,677,720	£1,547,155	£1,951,664	£2,422,855	£1,547,155	£1,951,664	£2,422,855	£2,422,855		
					£60	£2,689,881	£3,267,563	£3,941,181	£2,036,820	£2,518,778	£3,080,506	£1,700,046	£2,131,534	£2,633,112	£1,506,137	£1,910,646	£2,381,837	£1,506,137	£1,910,646	£2,381,837	£2,381,837		
					£80	£2,626,818	£3,204,500	£3,878,118	£1,986,109	£2,468,068	£3,029,795	£1,655,438	£2,086,926	£2,588,503	£1,465,119	£1,869,628	£2,340,818	£1,465,119	£1,869,628	£2,340,818	£2,340,818		
					£100	£2,563,755	£3,141,437	£3,815,055	£1,935,398	£2,417,355	£2,979,084	£1,610,830	£2,042,318	£2,543,895	£1,424,101	£1,828,609	£2,299,800	£1,424,101	£1,828,609	£2,299,800	£2,299,800		
					£120	£2,500,692	£3,078,374	£3,751,992	£1,884,687	£2,366,644	£2,928,373	£1,566,222	£1,997,709	£2,499,287	£1,383,082	£1,787,591	£2,258,782	£1,383,082	£1,787,591	£2,258,782	£2,258,782		
					£140	£2,437,629	£3,015,310	£3,688,929	£1,833,976	£2,315,933	£2,877,662	£1,521,613	£1,953,101	£2,454,679	£1,342,064	£1,746,573	£2,217,764	£1,342,064	£1,746,573	£2,217,764	£2,217,764		
£160	£2,374,566	£2,952,247	£3,625,866	£1,783,264	£2,265,222	£2,826,951	£1,477,005	£1,908,493	£2,410,071	£1,301,046	£1,705,554	£2,176,745	£1,301,046	£1,705,554	£2,176,745	£2,176,745							
£180	£2,311,503	£2,889,184	£3,562,803	£1,732,553	£2,214,511	£2,776,240	£1,432,397	£1,863,885	£2,365,462	£1,260,028	£1,664,536	£2,135,727	£1,260,028	£1,664,536	£2,135,727	£2,135,727							
£200	£2,248,440	£2,826,121	£3,499,740	£1,681,842	£2,163,800	£2,725,529	£1,387,789	£1,819,277	£2,320,854	£1,219,009	£1,623,518	£2,094,709	£1,219,009	£1,623,518	£2,094,709	£2,094,709							

M4(3) 20% M4(2) 50%					0% AH			20% AH			30% AH			35% AH			40% AH						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)																		
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6				
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50		£0	£3,293,571	£3,957,904	£4,732,566	£2,500,180	£3,054,432	£3,700,420	£2,092,081	£2,588,292	£3,165,106	£1,856,700	£2,321,885	£2,863,754	£1,856,700	£2,321,885	£2,863,754			
					£20	£3,221,048	£3,885,382	£4,660,043	£2,441,863	£2,996,114	£3,642,102	£2,040,781	£2,536,992	£3,113,807	£1,809,529	£2,274,714	£2,816,583	£1,809,529	£2,274,714	£2,816,583	£2,816,583		
					£40	£3,148,525	£3,812,859	£4,587,521	£2,383,545	£2,937,796	£3,583,784	£1,989,482	£2,485,693	£3,062,507	£1,762,358	£2,227,543	£2,769,412	£1,762,358	£2,227,543	£2,769,412	£2,769,412		
					£60	£3,076,003	£3,740,337	£4,514,998	£2,325,227	£2,879,479	£3,525,467	£1,938,182	£2,434,393	£3,011,208	£1,715,187	£2,180,372	£2,722,241	£1,715,187	£2,180,372	£2,722,241	£2,722,241		
					£80	£3,003,480	£3,667,814	£4,442,476	£2,266,909	£2,821,161	£3,467,149	£1,886,883	£2,383,094	£2,959,908	£1,668,016	£2,133,201	£2,675,070	£1,668,016	£2,133,201	£2,675,070	£2,675,070		
					£100	£2,930,958	£3,595,292	£4,369,953	£2,208,592	£2,762,843	£3,408,831	£1,835,583	£2,331,795	£2,908,609	£1,620,845	£2,086,030	£2,627,899	£1,620,845	£2,086,030	£2,627,899	£2,627,899		
					£120	£2,858,435	£3,522,769	£4,297,430	£2,150,274	£2,704,525	£3,350,513	£1,784,284	£2,280,495	£2,857,309	£1,573,674	£2,038,859	£2,580,728	£1,573,674	£2,038,859	£2,580,728	£2,580,728		
					£140	£2,785,913	£3,450,246	£4,224,908	£2,091,956	£2,646,208	£3,292,196	£1,732,985	£2,229,196	£2,806,010	£1,526,503	£1,991,688	£2,533,557	£1,526,503	£1,991,688	£2,533,557	£2,533,557		
					£160	£2,713,390	£3,377,724	£4,152,385	£2,033,638	£2,587,890	£3,233,878	£1,681,685	£2,177,896	£2,754,711	£1,479,332	£1,944,517	£2,486,386	£1,479,332	£1,944,517	£2,486,386	£2,486,386		
					£180	£2,640,868	£3,305,201	£4,079,863	£1,975,321	£2,529,572	£3,175,560	£1,630,386	£2,126,597	£2,703,411	£1,432,161	£1,897,346	£2,439,215	£1,432,161	£1,897,346	£2,439,215	£2,439,215		
					£200	£2,568,345	£3,232,679	£4,007,340	£1,917,003	£2,471,254	£3,117,242	£1,579,086	£2,075,297	£2,652,112	£1,384,990	£1,850,175	£2,392,044	£1,384,990	£1,850,175	£2,392,044	£2,392,044		
					Residual Land Value (£/Ha)																		
					£0	£2,863,974	£3,441,656	£4,115,275	£2,174,070	£2,656,028	£3,217,756	£1,819,201	£2,250,688	£2,752,266	£1,614,522	£2,019,030	£2,490,221	£1,614,522	£2,019,030	£2,490,221	£2,490,221		
					£20	£2,800,911	£3,378,593	£4,052,211	£2,123,359	£2,605,317	£3,167,045	£1,774,592	£2,206,080	£2,707,658	£1,573,504	£1,978,012	£2,449,203	£1,573,504	£1,978,012	£2,449,203	£2,449,203		
					£40	£2,737,848	£3,315,530	£3,989,148	£2,072,648	£2,554,605	£3,116,334	£1,729,984	£2,161,472	£2,663,050	£1,532,485	£1,936,994	£2,408,185	£1,532,485	£1,936,994	£2,408,185	£2,408,185		
					£60	£2,674,785	£3,252,467	£3,926,085	£2,021,937	£2,503,894	£3,065,623	£1,685,376	£2,116,864	£2,618,441	£1,491,467	£1,895,976	£2,367,167	£1,491,467	£1,895,976	£2,367,167	£2,367,167		
					£80	£2,611,722	£3,189,404	£3,863,022	£1,971,226	£2,453,183	£3,014,912	£1,640,768	£2,072,256	£2,573,833	£1,450,449	£1,854,957	£2,326,148	£1,450,449	£1,854,957	£2,326,148	£2,326,148		
					£100	£2,548,659	£3,126,340	£3,799,959	£1,920,515	£2,402,472	£2,964,201	£1,596,160	£2,027,647	£2,529,225	£1,409,430	£1,813,939	£2,285,130	£1,409,430	£1,813,939	£2,285,130	£2,285,130		
					£120	£2,485,596	£3,063,277	£3,736,896	£1,869,803	£2,351,761	£2,913,490	£1,551,551	£1,983,039	£2,484,617	£1,368,412	£1,772,921	£2,244,112	£1,368,412	£1,772,921	£2,244,112	£2,244,112		
					£140	£2,422,533	£3,000,214	£3,673,833	£1,819,092	£2,301,050	£2,862,779	£1,506,943	£1,938,431	£2,440,009	£1,327,394	£1,731,903	£2,203,093	£1,327,394	£1,731,903	£2,203,093	£2,203,093		
£160	£2,359,470	£2,937,151	£3,610,770	£1,768,381	£2,250,339	£2,812,068	£1,462,335	£1,893,823	£2,395,400	£1,286,376	£1,690,884	£2,162,075	£1,286,376	£1,690,884	£2,162,075	£2,162,075							
£180	£2,296,407	£2,874,088	£3,547,707	£1,717,670	£2,199,628	£2,761,357	£1,417,727	£1,849,215	£2,350,792	£1,245,357	£1,649,866	£2,121,057	£1,245,357	£1,649,866	£2,121,057	£2,121,057							
£200	£2,233,343	£2,811,025	£3,484,644	£1,666,959	£2,148,917	£2,710,646	£1,373,119	£1,804,606	£2,306,184	£1,204,339	£1,608,848	£2,080,039	£1,204,339	£1,608,848	£2,080,039	£2,080,039							

Key:

- Negative RLV
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Table 1q: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 100 Mixed

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 100 0% AH	PDL	9566	50	1	£3,750	£4,000	£9,112,510	£8,928,997	£8,745,485	£8,561,973	£8,378,460	£8,194,948	£8,011,436	£7,827,924	£7,644,411	£7,460,899	£7,277,387
				2	£4,000	£4,300	£10,785,397	£10,601,884	£10,418,373	£10,234,860	£10,051,347	£9,867,836	£9,684,323	£9,500,811	£9,317,299	£9,133,786	£8,950,274
				3	£4,300	£4,600	£12,738,550	£12,555,038	£12,371,526	£12,188,013	£12,004,501	£11,820,989	£11,637,477	£11,453,965	£11,270,452	£11,086,940	£10,903,428
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£3,961,961	£3,882,173	£3,802,385	£3,722,597	£3,642,809	£3,563,021	£3,483,233	£3,403,445	£3,323,657	£3,243,869	£3,164,081
				2	£4,000	£4,300	£4,689,303	£4,609,515	£4,529,727	£4,449,939	£4,370,151	£4,290,363	£4,210,575	£4,130,787	£4,050,999	£3,971,211	£3,891,423
				3	£4,300	£4,600	£5,538,500	£5,458,712	£5,378,924	£5,299,136	£5,219,348	£5,139,560	£5,059,772	£4,979,985	£4,900,197	£4,820,409	£4,740,621

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 100 20% AH	PDL	7649	50	1	£3,750	£4,000	£6,941,061	£6,794,303	£6,647,544	£6,500,786	£6,354,028	£6,207,269	£6,060,511	£5,913,752	£5,766,994	£5,620,235	£5,473,476
				2	£4,000	£4,300	£8,338,918	£8,192,159	£8,045,401	£7,898,642	£7,751,884	£7,605,125	£7,458,367	£7,311,608	£7,164,850	£7,018,091	£6,871,333
				3	£4,300	£4,600	£9,964,904	£9,818,145	£9,671,387	£9,524,628	£9,377,870	£9,231,111	£9,084,353	£8,937,594	£8,790,836	£8,644,077	£8,497,319
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£3,017,853	£2,954,045	£2,890,237	£2,826,429	£2,762,621	£2,698,813	£2,635,005	£2,571,197	£2,507,389	£2,443,580	£2,379,772
				2	£4,000	£4,300	£3,625,616	£3,561,808	£3,498,000	£3,434,192	£3,370,384	£3,306,576	£3,242,768	£3,178,960	£3,115,152	£3,051,344	£2,987,536
				3	£4,300	£4,600	£4,332,567	£4,268,759	£4,204,951	£4,141,143	£4,077,335	£4,013,527	£3,949,719	£3,885,910	£3,822,102	£3,758,294	£3,694,486

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 100 30% AH	PDL	6720	50	1	£3,750	£4,000	£6,019,241	£5,890,506	£5,761,770	£5,633,034	£5,504,299	£5,375,563	£5,246,827	£5,118,092	£4,989,356	£4,860,620	£4,731,885
				2	£4,000	£4,300	£7,279,331	£7,150,596	£7,021,860	£6,893,124	£6,764,388	£6,635,653	£6,506,917	£6,378,181	£6,249,446	£6,120,710	£5,991,974
				3	£4,300	£4,600	£8,744,529	£8,615,793	£8,487,058	£8,358,322	£8,229,586	£8,100,850	£7,972,115	£7,843,379	£7,714,643	£7,585,908	£7,457,172
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£2,617,061	£2,561,089	£2,505,117	£2,449,145	£2,393,173	£2,337,201	£2,281,229	£2,225,257	£2,169,285	£2,113,313	£2,057,341
				2	£4,000	£4,300	£3,164,927	£3,108,955	£3,052,983	£2,997,011	£2,941,038	£2,885,066	£2,829,094	£2,773,122	£2,717,150	£2,661,178	£2,605,206
				3	£4,300	£4,600	£3,801,969	£3,745,997	£3,690,025	£3,634,053	£3,578,081	£3,522,109	£3,466,137	£3,410,165	£3,354,193	£3,298,221	£3,242,249

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 100 35% AH	PDL	6241	50	1	£3,750	£4,000	£5,530,495	£5,410,959	£5,291,424	£5,171,888	£5,052,353	£4,932,817	£4,813,283	£4,693,746	£4,574,211	£4,454,675	£4,335,141
				2	£4,000	£4,300	£6,718,000	£6,598,465	£6,478,930	£6,359,394	£6,239,859	£6,120,323	£6,000,788	£5,881,253	£5,761,717	£5,642,182	£5,522,646
				3	£4,300	£4,600	£8,096,696	£7,977,160	£7,857,625	£7,738,089	£7,618,554	£7,499,019	£7,379,483	£7,259,948	£7,140,412	£7,020,877	£6,901,341
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£2,404,563	£2,352,591	£2,300,619	£2,248,647	£2,196,675	£2,144,703	£2,092,732	£2,040,759	£1,988,787	£1,936,815	£1,884,844
				2	£4,000	£4,300	£2,920,870	£2,868,898	£2,816,926	£2,764,954	£2,712,982	£2,661,010	£2,609,038	£2,557,066	£2,505,094	£2,453,123	£2,401,151
				3	£4,300	£4,600	£3,520,302	£3,468,330	£3,416,359	£3,364,387	£3,312,415	£3,260,443	£3,208,471	£3,156,499	£3,104,527	£3,052,555	£3,000,583

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 100 40% AH	PDL	5761	50	1	£3,750	£4,000	£5,045,340	£4,934,957	£4,824,575	£4,714,191	£4,603,810	£4,493,426	£4,383,044	£4,272,662	£4,162,279	£4,051,897	£3,941,514
				2	£4,000	£4,300	£6,168,169	£6,057,787	£5,947,404	£5,837,021	£5,726,639	£5,616,256	£5,505,874	£5,395,492	£5,285,109	£5,174,727	£5,064,345
				3	£4,300	£4,600	£7,469,681	£7,359,298	£7,248,916	£7,138,533	£7,028,151	£6,917,768	£6,807,386	£6,697,003	£6,586,621	£6,476,238	£6,365,856
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£2,193,626	£2,145,634	£2,097,641	£2,049,648	£2,001,656	£1,953,664	£1,905,671	£1,857,679	£1,809,687	£1,761,694	£1,713,702
				2	£4,000	£4,300	£2,681,813	£2,633,820	£2,585,828	£2,537,835	£2,489,843	£2,441,851	£2,393,858	£2,345,866	£2,297,874	£2,249,881	£2,201,889
				3	£4,300	£4,600	£3,247,687	£3,199,695	£3,151,703	£3,103,710	£3,055,718	£3,007,725	£2,959,733	£2,911,741	£2,863,748	£2,815,756	£2,767,763

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 1r: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 250 Mixed

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 250 0% AH	PDL	23875	50	1	£3,750	£4,000	£20,127,489	£19,669,375	£19,211,261	£18,753,146	£18,295,032	£17,836,918	£17,378,803	£16,920,689	£16,462,575	£16,004,460	£15,546,346
				2	£4,000	£4,300	£24,004,900	£23,546,785	£23,088,671	£22,630,557	£22,172,443	£21,714,329	£21,256,214	£20,798,100	£20,339,986	£19,881,871	£19,423,757
				3	£4,300	£4,600	£28,530,784	£28,072,669	£27,614,556	£27,156,441	£26,698,327	£26,240,212	£25,782,098	£25,323,984	£24,865,869	£24,407,755	£23,949,641
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£3,096,537	£3,026,058	£2,955,579	£2,885,099	£2,814,620	£2,744,141	£2,673,662	£2,603,183	£2,532,704	£2,462,225	£2,391,746
				2	£4,000	£4,300	£3,693,062	£3,622,582	£3,552,103	£3,481,624	£3,411,145	£3,340,666	£3,270,187	£3,199,708	£3,129,229	£3,058,749	£2,988,270
				3	£4,300	£4,600	£4,389,351	£4,318,872	£4,248,393	£4,177,914	£4,107,435	£4,036,956	£3,966,477	£3,895,998	£3,825,518	£3,755,039	£3,684,560

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 250 20% AH	PDL	19132	50	1	£3,750	£4,000	£15,439,579	£15,072,554	£14,705,529	£14,338,505	£13,971,481	£13,604,456	£13,237,431	£12,870,407	£12,503,383	£12,136,357	£11,769,333
				2	£4,000	£4,300	£18,684,611	£18,317,585	£17,950,561	£17,583,536	£17,216,512	£16,849,487	£16,482,462	£16,115,438	£15,748,414	£15,381,389	£15,014,364
				3	£4,300	£4,600	£22,460,105	£22,093,080	£21,726,055	£21,359,031	£20,992,006	£20,624,982	£20,257,958	£19,890,932	£19,523,908	£19,156,883	£18,789,859
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£2,375,320	£2,318,854	£2,262,389	£2,205,924	£2,149,459	£2,092,993	£2,036,528	£1,980,063	£1,923,597	£1,867,132	£1,810,667
				2	£4,000	£4,300	£2,874,555	£2,818,090	£2,761,625	£2,705,159	£2,648,694	£2,592,229	£2,535,763	£2,479,298	£2,422,833	£2,366,368	£2,309,902
				3	£4,300	£4,600	£3,455,401	£3,398,935	£3,342,470	£3,286,005	£3,229,539	£3,173,074	£3,116,609	£3,060,143	£3,003,678	£2,947,213	£2,890,747

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 250 30% AH	PDL	16795	50	1	£3,750	£4,000	£13,286,096	£12,964,317	£12,642,539	£12,320,760	£11,998,981	£11,677,203	£11,355,424	£11,033,645	£10,711,866	£10,390,088	£10,068,309
				2	£4,000	£4,300	£16,208,998	£15,887,220	£15,565,441	£15,243,662	£14,921,883	£14,600,105	£14,278,326	£13,956,547	£13,634,768	£13,312,990	£12,991,211
				3	£4,300	£4,600	£19,606,762	£19,284,983	£18,963,205	£18,641,426	£18,319,648	£17,997,868	£17,676,090	£17,354,311	£17,032,533	£16,710,754	£16,388,975
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£2,044,015	£1,994,510	£1,945,006	£1,895,501	£1,845,997	£1,796,493	£1,746,988	£1,697,484	£1,647,979	£1,598,475	£1,548,971
				2	£4,000	£4,300	£2,493,692	£2,444,188	£2,394,683	£2,345,179	£2,295,674	£2,246,170	£2,196,666	£2,147,161	£2,097,657	£2,048,152	£1,998,648
				3	£4,300	£4,600	£3,016,425	£2,966,920	£2,917,416	£2,867,912	£2,818,407	£2,768,903	£2,719,398	£2,669,894	£2,620,390	£2,570,885	£2,521,381

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 250 35% AH	PDL	15588	50	1	£3,750	£4,000	£12,874,351	£11,951,974	£11,653,489	£11,355,005	£11,056,520	£10,758,036	£10,459,551	£10,161,067	£9,862,582	£9,564,098	£9,265,613
				2	£4,000	£4,300	£15,018,128	£14,719,643	£14,421,159	£14,122,674	£13,824,190	£13,525,706	£13,227,222	£12,928,737	£12,630,253	£12,331,768	£12,033,284
				3	£4,300	£4,600	£18,231,168	£17,932,684	£17,634,200	£17,335,715	£17,037,231	£16,738,746	£16,440,262	£16,141,777	£15,843,293	£15,544,808	£15,246,324
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£1,980,669	£1,838,765	£1,792,844	£1,746,924	£1,701,003	£1,655,082	£1,609,162	£1,563,241	£1,517,320	£1,471,400	£1,425,479
				2	£4,000	£4,300	£2,310,481	£2,264,561	£2,218,640	£2,172,719	£2,126,798	£2,080,878	£2,034,957	£1,989,036	£1,943,116	£1,897,195	£1,851,274
				3	£4,300	£4,600	£2,804,795	£2,758,874	£2,712,954	£2,667,033	£2,621,112	£2,575,192	£2,529,271	£2,483,350	£2,437,430	£2,391,509	£2,345,588

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 250 40% AH	PDL	14377	50	1	£3,750	£4,000	£11,090,143	£10,814,664	£10,539,185	£10,263,706	£9,988,228	£9,712,749	£9,437,270	£9,161,792	£8,886,313	£8,610,834	£8,335,355
				2	£4,000	£4,300	£13,698,687	£13,423,208	£13,147,730	£12,872,251	£12,596,772	£12,321,294	£12,045,814	£11,770,336	£11,494,857	£11,219,378	£10,943,900
				3	£4,300	£4,600	£16,721,517	£16,446,038	£16,170,560	£15,895,081	£15,619,602	£15,344,123	£15,068,645	£14,793,166	£14,517,687	£14,242,208	£13,966,729
				Residual Land Value (£/Ha)													
				1	£3,750	£4,000	£1,706,176	£1,663,794	£1,621,413	£1,579,032	£1,536,650	£1,494,269	£1,451,888	£1,409,506	£1,367,125	£1,324,744	£1,282,362
				2	£4,000	£4,300	£2,107,490	£2,065,109	£2,022,728	£1,980,346	£1,937,965	£1,895,584	£1,853,202	£1,810,821	£1,768,440	£1,726,058	£1,683,677
				3	£4,300	£4,600	£2,572,541	£2,530,160	£2,487,778	£2,445,397	£2,403,016	£2,360,634	£2,318,253	£2,275,872	£2,233,490	£2,191,109	£2,148,728

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 1s: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - 250 Flats

Residual Land Value (£)																
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 250 0% AH	PDL	15540	100	1	£4,000	£8,588,885	£8,246,559	£7,904,233	£7,561,907	£7,219,581	£6,877,255	£6,534,929	£6,192,603	£5,850,277	£5,507,951	£5,165,625
				2	£4,300	£11,534,737	£11,192,411	£10,850,085	£10,507,760	£10,165,434	£9,823,108	£9,480,782	£9,138,456	£8,796,130	£8,453,804	£8,111,478
				3	£4,600	£14,480,591	£14,138,265	£13,795,938	£13,453,612	£13,111,286	£12,768,960	£12,426,634	£12,084,309	£11,741,983	£11,399,657	£11,057,331
				Residual Land Value (£/Ha)												
				1	£4,000	£2,987,438	£2,868,368	£2,749,298	£2,630,228	£2,511,159	£2,392,089	£2,273,019	£2,153,949	£2,034,879	£1,915,809	£1,796,739
				2	£4,300	£4,012,083	£3,893,013	£3,773,943	£3,654,873	£3,535,803	£3,416,733	£3,297,663	£3,178,593	£3,059,523	£2,940,453	£2,821,384
				3	£4,600	£5,036,727	£4,917,657	£4,798,587	£4,679,517	£4,560,447	£4,441,377	£4,322,307	£4,203,237	£4,084,167	£3,965,097	£3,846,028
Residual Land Value (£)																
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 250 20% AH	PDL	12160	100	1	£4,000	£5,472,371	£5,204,502	£4,936,632	£4,668,763	£4,400,895	£4,133,025	£3,865,157	£3,597,288	£3,329,419	£3,061,550	£2,793,681
				2	£4,300	£7,919,348	£7,651,479	£7,383,610	£7,115,741	£6,847,872	£6,580,003	£6,312,134	£6,044,265	£5,776,396	£5,508,528	£5,240,659
				3	£4,600	£10,366,326	£10,098,456	£9,830,587	£9,562,718	£9,294,850	£9,026,981	£8,759,111	£8,491,243	£8,223,374	£7,955,505	£7,687,636
				Residual Land Value (£/Ha)												
				1	£4,000	£1,903,433	£1,810,262	£1,717,089	£1,623,918	£1,530,746	£1,437,574	£1,344,402	£1,251,231	£1,158,059	£1,064,887	£971,715
				2	£4,300	£2,754,556	£2,661,384	£2,568,212	£2,475,040	£2,381,869	£2,288,697	£2,195,525	£2,102,353	£2,009,181	£1,916,010	£1,822,838
				3	£4,600	£3,605,678	£3,512,507	£3,419,335	£3,326,163	£3,232,991	£3,139,819	£3,046,647	£2,953,476	£2,860,304	£2,767,132	£2,673,960
Residual Land Value (£)																
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 250 30% AH	PDL	10650	100	1	£4,000	£3,989,615	£3,755,009	£3,520,404	£3,285,798	£3,051,192	£2,816,587	£2,581,981	£2,347,376	£2,112,770	£1,878,165	£1,643,559
				2	£4,300	£6,191,533	£5,956,927	£5,722,321	£5,487,716	£5,253,110	£5,018,505	£4,783,899	£4,549,293	£4,314,687	£4,080,082	£3,845,477
				3	£4,600	£8,393,450	£8,158,844	£7,924,239	£7,689,633	£7,455,028	£7,220,422	£6,985,816	£6,751,210	£6,516,605	£6,281,999	£6,047,394
				Residual Land Value (£/Ha)												
				1	£4,000	£1,387,692	£1,306,090	£1,224,488	£1,142,886	£1,061,284	£979,682	£898,081	£816,479	£734,877	£653,275	£571,673
				2	£4,300	£2,153,577	£2,071,975	£1,990,373	£1,908,771	£1,827,169	£1,745,567	£1,663,965	£1,582,363	£1,500,761	£1,419,159	£1,337,557
				3	£4,600	£2,919,461	£2,837,859	£2,756,257	£2,674,655	£2,593,053	£2,511,451	£2,429,849	£2,348,247	£2,266,645	£2,185,043	£2,103,441
Residual Land Value (£)																
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 250 35% AH	PDL	9700	100	1	£4,000	£3,121,933	£2,908,254	£2,694,576	£2,480,897	£2,267,219	£2,053,541	£1,839,863	£1,626,184	£1,412,505	£1,198,827	£985,149
				2	£4,300	£5,181,896	£4,968,218	£4,754,540	£4,540,861	£4,327,182	£4,113,504	£3,899,826	£3,686,148	£3,472,469	£3,258,790	£3,045,113
				3	£4,600	£7,241,859	£7,028,181	£6,814,502	£6,600,824	£6,387,146	£6,173,467	£5,959,789	£5,746,110	£5,532,432	£5,318,754	£5,105,076
				Residual Land Value (£/Ha)												
				1	£4,000	£1,085,890	£1,011,567	£937,244	£862,921	£788,598	£714,275	£639,952	£565,629	£491,306	£416,983	£342,661
				2	£4,300	£1,802,399	£1,728,076	£1,653,753	£1,579,430	£1,505,107	£1,430,784	£1,356,461	£1,282,138	£1,207,815	£1,133,492	£1,059,170
				3	£4,600	£2,518,907	£2,444,585	£2,370,262	£2,295,939	£2,221,616	£2,147,293	£2,072,970	£1,998,647	£1,924,324	£1,850,001	£1,775,679
Residual Land Value (£)																
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 250 40% AH	PDL	9100	100	1	£4,000	£2,639,958	£2,439,498	£2,239,036	£2,038,575	£1,838,114	£1,637,653	£1,437,192	£1,236,731	£1,036,269	£835,808	£635,346
				2	£4,300	£4,639,569	£4,439,109	£4,238,647	£4,038,186	£3,837,725	£3,637,264	£3,436,803	£3,236,341	£3,035,880	£2,835,419	£2,634,958
				3	£4,600	£6,639,181	£6,438,719	£6,238,258	£6,037,797	£5,837,336	£5,636,875	£5,436,414	£5,235,952	£5,035,491	£4,835,030	£4,634,569
				Residual Land Value (£/Ha)												
				1	£4,000	£918,246	£848,521	£778,795	£709,070	£639,344	£569,618	£499,893	£430,167	£360,441	£290,716	£220,990
				2	£4,300	£1,613,763	£1,544,038	£1,474,312	£1,404,587	£1,334,861	£1,265,135	£1,195,410	£1,125,684	£1,055,958	£986,233	£916,507
				3	£4,600	£2,309,280	£2,239,554	£2,169,829	£2,100,103	£2,030,378	£1,960,652	£1,890,927	£1,821,201	£1,751,475	£1,681,750	£1,612,024

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 1t: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - Town Centre Mixed-Use Trial

Development Scenario	Typical Site Type	Commercial Element	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 0% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	15540	100	1	£4,000	£9,784,399	£9,442,073	£9,099,747	£8,757,422	£8,415,095	£8,072,769	£7,730,443	£7,388,117	£7,045,791	£6,703,465	£6,361,140
					2	£4,300	£12,730,252	£12,387,926	£12,045,600	£11,703,274	£11,360,948	£11,018,622	£10,676,297	£10,333,970	£9,991,644	£9,649,318	£9,306,992
					3	£4,600	£15,676,105	£15,333,780	£14,991,453	£14,649,127	£14,306,801	£13,964,475	£13,622,149	£13,279,823	£12,937,497	£12,595,171	£12,252,846
					Residual Land Value (£/Ha)												
					1	£4,000	£3,403,269	£3,284,199	£3,165,130	£3,046,060	£2,926,990	£2,807,920	£2,688,850	£2,569,780	£2,450,710	£2,331,640	£2,212,570
					2	£4,300	£4,427,914	£4,308,844	£4,189,774	£4,070,704	£3,951,634	£3,832,564	£3,713,494	£3,594,424	£3,475,354	£3,356,285	£3,237,215
					3	£4,600	£5,452,558	£5,333,489	£5,214,418	£5,095,348	£4,976,279	£4,857,209	£4,738,139	£4,619,069	£4,499,999	£4,380,929	£4,261,859
Flats 20% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	12160	100	1	£4,000	£6,639,523	£6,371,654	£6,103,785	£5,835,916	£5,568,047	£5,300,178	£5,032,310	£4,764,441	£4,496,571	£4,228,703	£3,960,834
					2	£4,300	£9,086,501	£8,818,632	£8,550,763	£8,282,893	£7,747,156	£7,747,156	£7,479,287	£7,211,418	£6,943,549	£6,675,680	£6,407,811
					3	£4,600	£11,533,478	£11,265,609	£10,997,740	£10,729,871	£10,462,002	£10,194,133	£9,926,264	£9,658,396	£9,390,526	£9,122,657	£8,854,788
					Residual Land Value (£/Ha)												
					1	£4,000	£2,309,399	£2,216,228	£2,123,056	£2,029,884	£1,936,712	£1,843,540	£1,750,369	£1,657,197	£1,564,025	£1,470,853	£1,377,681
					2	£4,300	£3,160,522	£3,067,350	£2,974,178	£2,881,006	£2,694,663	£2,601,491	£2,508,319	£2,415,147	£2,321,976	£2,228,804	
					3	£4,600	£4,011,644	£3,918,473	£3,825,301	£3,732,129	£3,638,957	£3,545,785	£3,452,614	£3,359,442	£3,266,270	£3,173,098	£3,079,926
Flats 30% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	10650	100	1	£4,000	£5,085,374	£4,850,769	£4,616,163	£4,381,557	£4,146,952	£3,912,346	£3,677,741	£3,443,135	£3,208,529	£2,973,923	£2,739,318
					2	£4,300	£7,287,292	£7,052,686	£6,818,080	£6,583,475	£6,348,869	£6,114,263	£5,879,658	£5,645,052	£5,410,446	£5,175,841	£4,941,235
					3	£4,600	£9,489,209	£9,254,604	£9,019,998	£8,785,392	£8,550,786	£8,316,181	£8,081,575	£7,846,969	£7,612,364	£7,377,758	£7,143,153
					Residual Land Value (£/Ha)												
					1	£4,000	£1,768,826	£1,687,224	£1,605,622	£1,524,020	£1,442,418	£1,360,816	£1,279,214	£1,197,612	£1,116,010	£1,034,408	£952,806
					2	£4,300	£2,534,710	£2,453,108	£2,371,506	£2,289,904	£2,208,302	£2,126,700	£2,045,098	£1,963,496	£1,881,894	£1,800,292	£1,718,690
					3	£4,600	£3,300,595	£3,218,993	£3,137,391	£3,055,789	£2,974,187	£2,892,585	£2,810,983	£2,729,381	£2,647,779	£2,566,177	£2,484,575
Flats 35% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	9700	100	1	£4,000	£4,182,484	£3,968,805	£3,755,127	£3,541,448	£3,327,770	£3,114,092	£2,900,413	£2,686,735	£2,473,056	£2,259,379	£2,045,700
					2	£4,300	£6,242,447	£6,028,769	£5,815,090	£5,601,412	£5,387,733	£5,174,056	£4,960,377	£4,746,698	£4,533,020	£4,319,341	£4,105,664
					3	£4,600	£8,302,410	£8,088,732	£7,875,054	£7,661,375	£7,447,697	£7,234,018	£7,020,341	£6,806,662	£6,592,983	£6,379,305	£6,165,627
					Residual Land Value (£/Ha)												
					1	£4,000	£1,454,777	£1,380,454	£1,306,131	£1,231,808	£1,157,485	£1,083,162	£1,008,839	£934,516	£860,194	£785,871	£711,548
					2	£4,300	£2,171,286	£2,096,963	£2,022,640	£1,948,317	£1,873,994	£1,799,672	£1,725,349	£1,651,025	£1,576,702	£1,502,380	£1,428,057
					3	£4,600	£2,887,795	£2,813,472	£2,739,149	£2,664,826	£2,590,503	£2,516,180	£2,441,858	£2,367,535	£2,293,212	£2,218,889	£2,144,566
Flats 40% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	9100	100	1	£4,000	£3,696,597	£3,496,136	£3,295,675	£3,095,214	£2,894,753	£2,694,291	£2,493,831	£2,293,369	£2,092,909	£1,892,447	£1,691,986
					2	£4,300	£5,696,209	£5,495,747	£5,295,287	£5,094,825	£4,894,364	£4,693,903	£4,493,442	£4,292,981	£4,092,520	£3,892,058	£3,691,597
					3	£4,600	£7,695,819	£7,495,358	£7,294,898	£7,094,436	£6,893,975	£6,693,514	£6,493,053	£6,292,591	£6,092,130	£5,891,669	£5,691,208
					Residual Land Value (£/Ha)												
					1	£4,000	£1,285,773	£1,216,047	£1,146,322	£1,076,596	£1,006,870	£937,145	£867,419	£797,694	£727,968	£658,242	£588,517
					2	£4,300	£1,981,290	£1,911,564	£1,841,839	£1,772,113	£1,702,387	£1,632,662	£1,562,936	£1,493,211	£1,423,485	£1,353,759	£1,284,034
					3	£4,600	£2,676,807	£2,607,081	£2,537,356	£2,467,630	£2,397,904	£2,328,179	£2,258,453	£2,188,727	£2,119,002	£2,049,276	£1,979,551

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 1u: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Farnborough - Town Centre Mixed-Use Trial with Basement Car Parking (Sensitivity Test)

Development Scenario	Typical Site Type	Commercial Element	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 0% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	15540	100	1	£4,000	£6,062,926	£5,720,600	£5,378,274	£5,035,948	£4,693,623	£4,351,296	£4,008,970	£3,666,644	£3,324,319	£2,981,992	£2,639,666
					2	£4,300	£9,008,779	£8,666,453	£8,324,127	£7,981,801	£7,639,475	£7,297,149	£6,954,823	£6,612,497	£6,270,171	£5,927,845	£5,585,519
					3	£4,600	£9,008,779	£11,612,306	£11,269,980	£10,927,654	£10,585,328	£10,243,002	£9,900,676	£9,558,350	£9,216,024	£8,873,698	£8,531,372
					Residual Land Value (£/Ha)												
					1	£4,000	£2,108,844	£1,989,774	£1,870,704	£1,751,634	£1,632,564	£1,513,494	£1,394,424	£1,275,355	£1,156,285	£1,037,215	£918,145
					2	£4,300	£3,133,488	£3,014,418	£2,895,349	£2,776,279	£2,657,209	£2,538,139	£2,419,069	£2,299,999	£2,180,929	£2,061,859	£1,942,789
					3	£4,600	£3,133,488	£4,039,063	£3,919,993	£3,800,923	£3,681,853	£3,562,783	£3,443,713	£3,324,643	£3,205,573	£3,086,504	£2,967,434
Flats 20% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	12160	100	1	£4,000	£2,918,050	£2,650,181	£2,382,312	£2,114,443	£1,846,575	£1,578,705	£1,310,837	£1,042,968	£775,099	£507,229	£239,360
					2	£4,300	£5,365,027	£5,097,159	£4,829,290	£4,561,420	£4,293,552	£4,025,682	£3,757,813	£3,489,945	£3,222,076	£2,954,207	£2,686,337
					3	£4,600	£5,365,027	£5,097,159	£4,829,290	£4,561,420	£4,293,552	£4,025,682	£3,757,813	£3,489,945	£3,222,076	£2,954,207	£2,686,337
					Residual Land Value (£/Ha)												
					1	£4,000	£1,014,974	£921,802	£828,630	£735,459	£642,287	£549,115	£455,943	£362,771	£269,600	£176,428	£83,256
					2	£4,300	£1,866,096	£1,772,925	£1,679,753	£1,586,581	£1,493,409	£1,400,237	£1,307,065	£1,213,894	£1,120,722	£1,027,550	£934,378
					3	£4,600	£1,866,096	£1,772,925	£1,679,753	£1,586,581	£1,493,409	£1,400,237	£1,307,065	£1,213,894	£1,120,722	£1,027,550	£934,378
Flats 30% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	10650	100	1	£4,000	£1,363,901	£1,129,296	£894,690	£660,085	£425,478	£190,873	Negative RLV				
					2	£4,300	£3,565,819	£3,331,213	£3,096,608	£2,862,001	£2,627,396	£2,392,790	£2,158,184	£1,923,579	£1,688,974	£1,454,368	£1,219,762
					3	£4,600	£5,767,736	£5,533,130	£5,298,525	£5,063,919	£4,829,313	£4,594,707	£4,360,102	£4,125,497	£3,890,891	£3,656,285	£3,421,679
					Residual Land Value (£/Ha)												
					1	£4,000	£474,401	£392,799	£311,197	£229,595	£147,992	£66,390	Negative RLV				
					2	£4,300	£1,240,285	£1,158,683	£1,077,081	£995,479	£913,877	£832,275	£750,673	£669,071	£587,469	£505,867	£424,265
					3	£4,600	£2,006,169	£1,924,567	£1,842,965	£1,761,363	£1,679,761	£1,598,159	£1,516,557	£1,434,955	£1,353,353	£1,271,751	£1,190,149
Flats 35% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	9700	100	1	£4,000	£461,010	£247,332	£33,654	Negative RLV							
					2	£4,300	£2,520,974	£2,307,295	£2,093,617	£1,879,939	£1,666,261	£1,452,582	£1,238,904	£1,025,225	£811,547	£597,868	£384,190
					3	£4,600	£4,367,259	£4,367,259	£4,153,581	£3,939,902	£3,726,224	£3,512,546	£3,298,867	£3,085,189	£2,871,511	£2,657,832	£2,444,154
					Residual Land Value (£/Ha)												
					1	£4,000	£160,351	£86,028	£11,706	Negative RLV							
					2	£4,300	£876,860	£802,537	£728,214	£653,892	£579,569	£505,246	£430,923	£356,600	£282,277	£207,954	£133,631
					3	£4,600	£1,519,047	£1,519,047	£1,444,724	£1,370,401	£1,296,078	£1,221,755	£1,147,432	£1,073,109	£998,786	£924,463	£850,140
Flats 40% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	9100	100	1	£4,000	Negative RLV										
					2	£4,300	£1,974,736	£1,774,275	£1,573,813	£1,373,352	£1,172,891	£972,430	£771,969	£571,507	£371,046	£170,585	Negative RLV
					3	£4,600	£3,974,347	£3,773,885	£3,573,424	£3,372,963	£3,172,502	£2,972,040	£2,771,579	£2,571,118	£2,370,657	£2,170,196	£1,969,735
					Residual Land Value (£/Ha)												
					1	£4,000	Negative RLV										
					2	£4,300	£686,865	£617,139	£547,413	£477,688	£407,962	£338,236	£268,511	£198,785	£129,059	£59,334	Negative RLV
					3	£4,600	£1,382,381	£1,312,656	£1,242,930	£1,173,204	£1,103,479	£1,033,753	£964,028	£894,302	£824,576	£754,851	£685,125

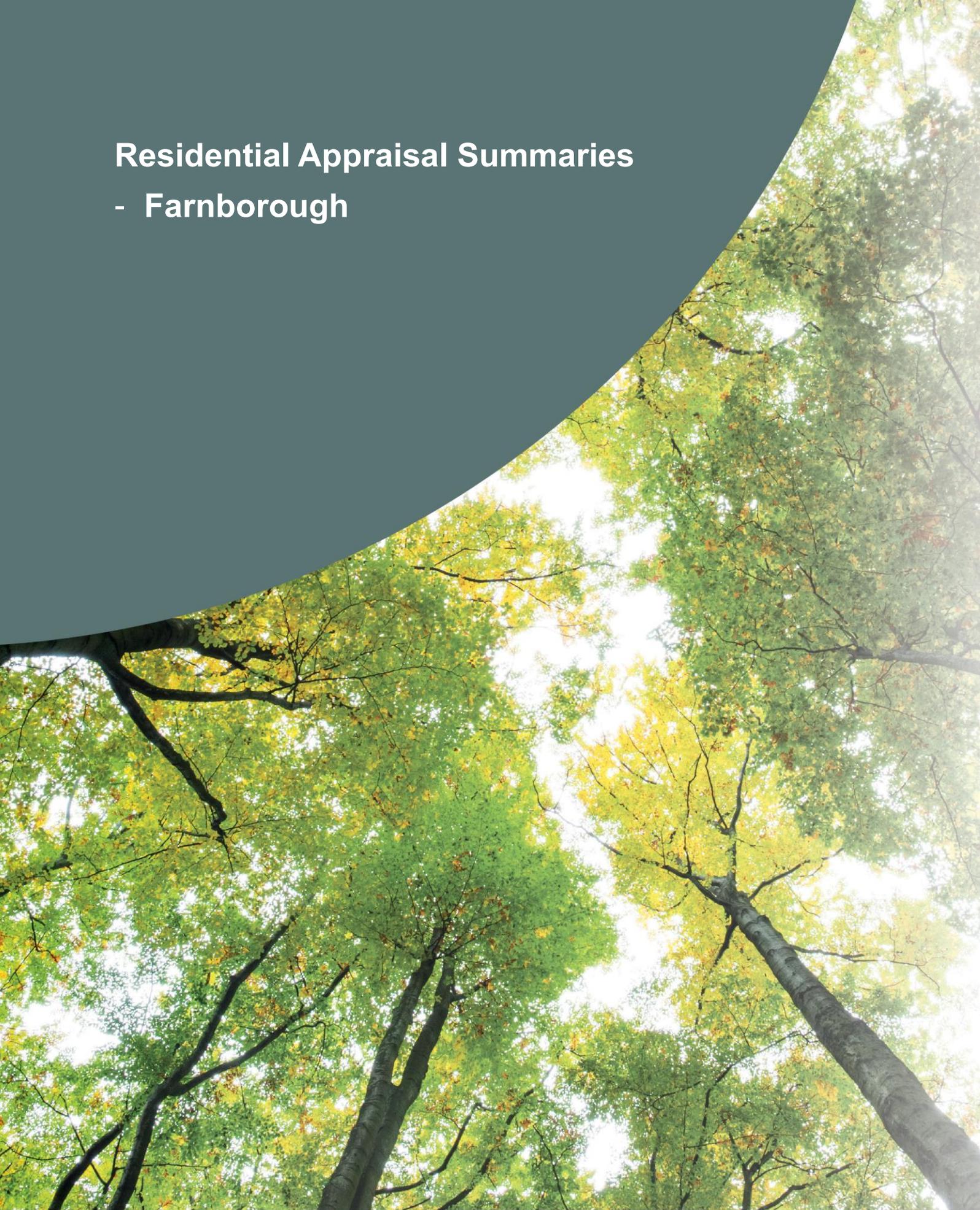
Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Residential Appraisal Summaries

- Farnborough



Net RLV: £401,271

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	Farnborough 5 Houses 0% AH CIL £180 @ VL2				
DEVELOPMENT SIZE (TOTAL m²) - GIA	509				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	5	5	0	0%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	100%	0%	0%	0%	0%
SITE SIZE (HA)	0.10				
VALUE / AREA	2				
<u>REVENUE</u>					
Affordable Housing Revenue	£0				
Open Market Housing Revenue	£2,036,000				
<u>Total Value of Scheme</u>	£2,036,000				
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs	£758,284				
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM Contribution etc.	£195,547				
<u>Total Build Costs</u>	£953,831				
Section 106 / CIL Costs	£106,620				
Marketing Costs & Legal Fees	£64,830				
<u>Total s106 & Marketing Costs</u>	£171,450				
<u>Finance on Build Costs</u>	£16,879				
<u>TOTAL DEVELOPMENT COSTS</u>	£1,142,160				
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit	£407,200				
Affordable Housing Profit	£0				
<u>Total Operating Profit</u>	£407,200				
<u>GROSS RESIDUAL LAND VALUE</u>	£486,640				
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)	£27,710				
Agents Fees	£7,300				
Legal Fees	£3,650				
Stamp Duty	£14,332				
Interest on Land Purchase	£32,378				
<u>Total Finance & Acquisition Costs</u>	£85,369				
<u>NET RESIDUAL LAND VALUE</u>	<u>£401,271</u> (ignores finance & acquisition)				

Net RLV: £712,542

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	Farnborough 11 Houses 30%AH CIL £180 @ VL2				
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,048				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	11	8	3	27%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	73%	0%	18%	9%	0%
SITE SIZE (HA)	0.18				
VALUE / AREA	2				
<u>REVENUE</u>					
Affordable Housing Revenue				£451,143	
Open Market Housing Revenue				£3,188,000	
<u>Total Value of Scheme</u>				£3,639,143	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£1,369,526	
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM contributions etc.				£372,584	
<u>Total Build Costs</u>				£1,742,111	
Section 106 / CIL Costs				£176,460	
Marketing Costs & Legal Fees				£117,424	
<u>Total s106 & Marketing Costs</u>				£293,884	
<u>Finance on Build Costs</u>				£45,810	
<u>TOTAL DEVELOPMENT COSTS</u>				£2,081,805	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£637,600	
Affordable Housing Profit				£27,069	
<u>Total Operating Profit</u>				£664,669	
<u>GROSS RESIDUAL LAND VALUE</u>				£892,669	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£50,563	
Agents Fees				£13,390	
Legal Fees				£6,695	
Stamp Duty				£34,633	
Interest on Land Purchase				£74,846	
<u>Total Finance & Acquisition Costs</u>				£180,128	
<u>NET RESIDUAL LAND VALUE</u>				<u>£712,542</u> (ignores finance & acquisition)	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	Farnborough 15 Flats 20%AH CIL £180 @ VL2				
DEVELOPMENT SIZE (TOTAL m²) - GIA	890				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	15	12	3	20%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	80%	0%	13%	7%	0%
SITE SIZE (HA)	0.13				
VALUE / AREA	2				
<u>REVENUE</u>					
Affordable Housing Revenue				£345,518	
Open Market Housing Revenue				£3,096,000	
<u>Total Value of Scheme</u>				£3,441,518	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£1,366,684	
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM contributions etc.				£387,467	
<u>Total Build Costs</u>				£1,754,151	
Section 106 / CIL Costs				£174,600	
Marketing Costs & Legal Fees				£114,496	
<u>Total s106 & Marketing Costs</u>				£289,096	
<u>Finance on Build Costs</u>				£45,973	
<u>TOTAL DEVELOPMENT COSTS</u>				£2,089,220	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£619,200	
Affordable Housing Profit				£20,731	
<u>Total Operating Profit</u>				£639,931	
<u>GROSS RESIDUAL LAND VALUE</u>				£712,367	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£48,908	
Agents Fees				£10,686	
Legal Fees				£5,343	
Stamp Duty				£25,618	
Interest on Land Purchase				£60,219	
<u>Total Finance & Acquisition Costs</u>				£150,774	
<u>NET RESIDUAL LAND VALUE</u>				£561,593 (ignores finance & acquisition)	

Net RLV: £413,402

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	Farnborough 15 Flats 30%AH CIL £180 @ VL2				
DEVELOPMENT SIZE (TOTAL m²) - GIA	890				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	15	10	5	33%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	67%	0%	27%	7%	0%
SITE SIZE (HA)	0.13				
VALUE / AREA	2				
<u>REVENUE</u>					
Affordable Housing Revenue				£562,036	
Open Market Housing Revenue				£2,580,000	
<u>Total Value of Scheme</u>				£3,142,036	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£1,366,684	
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM Contributions etc.				£387,467	
<u>Total Build Costs</u>				£1,754,151	
Section 106 / CIL Costs				£153,000	
Marketing Costs & Legal Fees				£105,511	
<u>Total s106 & Marketing Costs</u>				£258,511	
<u>Finance on Build Costs</u>				£45,285	
<u>TOTAL DEVELOPMENT COSTS</u>				£2,057,947	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£516,000	
Affordable Housing Profit				£33,722	
<u>Total Operating Profit</u>				£549,722	
<u>GROSS RESIDUAL LAND VALUE</u>				£534,367	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£46,503	
Agents Fees				£8,015	
Legal Fees				£4,008	
Stamp Duty				£16,718	
Interest on Land Purchase				£45,721	
<u>Total Finance & Acquisition Costs</u>				£120,965	
<u>NET RESIDUAL LAND VALUE</u>				£413,402 (ignores finance & acquisition)	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential			
DEVELOPMENT DESCRIPTION	Farnborough 100 Mixed 30%AH CIL £180 @ VL2			
DEVELOPMENT SIZE (TOTAL m²) - GIA	8,905			
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH
	100	70	30	30%
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1
	70%		21%	9%
SITE SIZE (HA)				1.24
VALUE / AREA				2
<u>REVENUE</u>				
Affordable Housing Revenue				£4,130,953
Open Market Housing Revenue				£27,207,636
<u>Total Value of Scheme</u>				£31,338,589
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>				
Build Costs				£13,031,415
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM Contributions etc.				£2,745,126
<u>Total Build Costs</u>				£15,776,541
Section 106 / CIL Costs				£1,537,553
Marketing Costs & Legal Fees				£866,820
<u>Total s106 & Marketing Costs</u>				£2,404,373
<u>TOTAL DEVELOPMENT COSTS</u>				£18,180,914
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>				
Open Market Housing Profit				£5,428,800
Affordable Housing Profit				£188,785
<u>Total Operating Profit</u>				£5,617,585
<u>GROSS RESIDUAL LAND VALUE</u>				£7,540,090
<u>FINANCE & ACQUISITION COSTS</u>				
Arrangement Fee / Misc Fees (Surveyors etc)				£242,000
Agents Fees, Legal Fees, Stamp Duty etc.				£137,716
Interest on Land Purchase				£1,039,664
<u>Total Finance & Acquisition Costs</u>				£1,419,380
<u>NET RESIDUAL LAND VALUE</u>				<u>£6,120,710</u> (ignores finance & acquisition)

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential			
DEVELOPMENT DESCRIPTION	Farnborough 250 Flats Mixed Use 20%AH CIL £180 @ VL2			
DEVELOPMENT SIZE (TOTAL m²) - GIA	15,140			
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH
	250	200	50	20%
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1
	80%		14%	6%
SITE SIZE (HA)				1.80
VALUE / AREA				2
<u>REVENUE</u>				
Affordable Housing Revenue				£6,117,285
Open Market Housing Revenue				£53,197,091
Non-residential Revenue				£5,082,742
<u>Total Value of Scheme</u>				£64,397,118
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>				
Build Costs				£30,881,636
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM Contributions etc.				£5,959,072
<u>Total Build Costs</u>				£36,840,708
Section 106 / CIL Costs				£3,325,059
Marketing Costs & Legal Fees				£1,718,640
<u>Total s106 & Marketing Costs</u>				£5,043,699
<u>TOTAL DEVELOPMENT COSTS</u>				£41,884,407
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>				
Open Market Housing Profit				£10,457,600
Affordable Housing Profit				£323,018
Non-residential Profit				£1,016,548
<u>Total Operating Profit</u>				£11,797,166
<u>GROSS RESIDUAL LAND VALUE</u>				£10,715,545
<u>FINANCE & ACQUISITION COSTS</u>				
Arrangement Fee / Misc Fees (Surveyors etc)				£362,000
Agents Fees, Legal Fees, Stamp Duty etc.				£150,203
Interest on Land Purchase				£3,527,662
<u>Total Finance & Acquisition Costs</u>				£4,039,865
<u>NET RESIDUAL LAND VALUE</u>				<u>£6,675,680</u> (ignores finance & acquisition)

Appendix IIb: Results Summary Aldershot

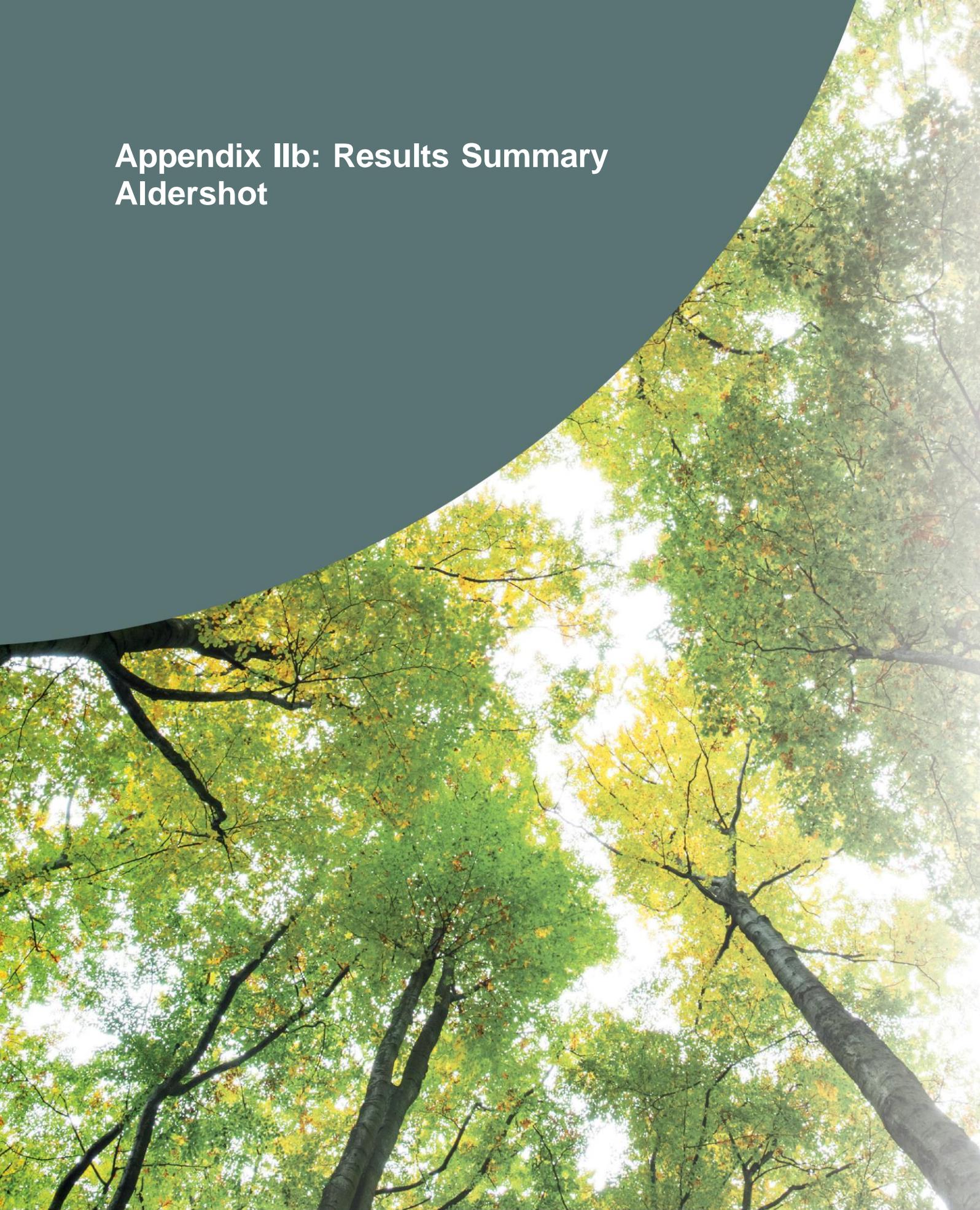


Table 2a: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 1 House

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)											
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL	
Houses 1 0% AH	PDL	130	30	1	£3,450	Negative RLV											
				2	£3,700	£4,880	£2,435	Negative RLV									
				3	£4,000	£32,033	£29,587	£27,141	£24,696	£22,250	£19,804	£17,359	£14,913	£12,467	£10,022	£7,576	
				482524.7142													
				1	£3,450	Negative RLV											
				2	£3,700	£127,312	£63,511	Negative RLV									
3	£4,000	£835,640	£771,840	£708,039	£644,238	£580,437	£516,637	£452,836	£389,035	£325,235	£261,434	£197,633					

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIb Residential Results Aldershot v23.xlsx

Table 2b: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 5 Houses

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 5 0% AH	PDL	509	40	1	£3,450	£299,036	£290,008	£280,979	£271,951	£262,923	£253,895	£244,867	£235,839	£226,810	£217,782	£208,754
				2	£3,700	£382,440	£373,412	£364,384	£355,355	£346,327	£337,299	£328,271	£319,243	£310,214	£301,186	£292,158
				3	£4,000	£482,525	£473,497	£464,468	£455,440	£446,412	£437,384	£428,356	£419,327	£410,299	£401,271	£392,243
				Residual Land Value (£/Ha)												
				1	£3,450	£2,080,250	£2,017,445	£1,954,640	£1,891,835	£1,829,030	£1,766,225	£1,703,421	£1,640,616	£1,577,811	£1,515,006	£1,452,201
				2	£3,700	£2,660,451	£2,597,647	£2,534,842	£2,472,037	£2,409,232	£2,346,427	£2,283,622	£2,220,818	£2,158,013	£2,095,208	£2,032,403
3	£4,000	£3,356,694	£3,293,889	£3,231,084	£3,168,279	£3,105,474	£3,042,669	£2,979,865	£2,917,060	£2,854,255	£2,791,450	£2,728,645				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 5 20% AH/FC	PDL	509	40	1	£3,450	£221,308	£212,280	£203,251	£194,040	£184,683	£175,327	£165,970	£156,613	£147,256	£137,899	£128,543
				2	£3,700	£299,079	£290,051	£281,023	£271,995	£262,967	£253,938	£244,910	£235,882	£226,854	£217,826	£208,797
				3	£4,000	£392,405	£383,377	£374,349	£365,321	£356,292	£347,264	£338,236	£329,208	£320,180	£311,151	£302,123
				Residual Land Value (£/Ha)												
				1	£3,450	£1,539,533	£1,476,728	£1,413,923	£1,349,844	£1,284,754	£1,219,663	£1,154,573	£1,089,482	£1,024,391	£959,301	£894,210
				2	£3,700	£2,080,552	£2,017,747	£1,954,943	£1,892,138	£1,829,333	£1,766,528	£1,703,723	£1,640,918	£1,578,114	£1,515,309	£1,452,504
3	£4,000	£2,729,776	£2,666,971	£2,604,166	£2,541,361	£2,478,556	£2,415,751	£2,352,947	£2,290,142	£2,227,337	£2,164,532	£2,101,727				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 5 30% AH AH/FC	PDL	509	40	1	£3,450	£181,832	£172,475	£163,118	£153,762	£144,405	£135,048	£125,691	£116,335	£106,978	£97,621	£88,264
				2	£3,700	£257,399	£248,371	£239,343	£230,315	£221,286	£212,258	£203,230	£194,096	£184,740	£175,383	£166,026
				3	£4,000	£355,286	£346,257	£337,229	£328,201	£319,173	£310,145	£301,116	£292,088	£283,060	£274,032	£265,004
				Residual Land Value (£/Ha)												
				1	£3,450	£1,264,918	£1,199,828	£1,134,737	£1,069,646	£1,004,556	£939,465	£874,374	£809,284	£744,193	£679,103	£614,012
				2	£3,700	£1,790,603	£1,727,798	£1,664,993	£1,602,188	£1,539,383	£1,476,579	£1,413,774	£1,350,236	£1,285,145	£1,220,055	£1,154,964
3	£4,000	£2,471,552	£2,408,747	£2,345,942	£2,283,137	£2,220,332	£2,157,527	£2,094,723	£2,031,918	£1,969,113	£1,906,308	£1,843,503				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIB Residential Results Aldershot v23.xlsx

Table 2c: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 5 Flats

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 5 0% AH	PDL	310	75	1	£3,700	£228,488	£222,989	£217,491	£211,992	£206,381	£200,682	£194,984	£189,285	£183,587	£177,888	£172,189
				2	£4,000	£289,443	£283,944	£278,446	£272,947	£267,449	£261,950	£256,452	£250,953	£245,455	£239,956	£234,458
				3	£4,300	£350,398	£344,900	£339,401	£333,903	£328,404	£322,906	£317,407	£311,909	£306,410	£300,912	£295,413
				Residual Land Value (£/Ha)												
				1	£3,700	£2,980,273	£2,908,554	£2,836,834	£2,765,114	£2,691,927	£2,617,597	£2,543,267	£2,468,937	£2,394,608	£2,320,278	£2,245,948
				2	£4,000	£3,775,344	£3,703,624	£3,631,904	£3,560,184	£3,488,465	£3,416,745	£3,345,025	£3,273,306	£3,201,586	£3,129,866	£3,058,147
3	£4,300	£4,570,414	£4,498,694	£4,426,974	£4,355,255	£4,283,535	£4,211,815	£4,140,096	£4,068,376	£3,996,656	£3,924,937	£3,853,217				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 5 20% AH/FC	PDL	310	75	1	£3,700	£176,558	£170,860	£165,161	£159,462	£153,764	£148,065	£142,366	£136,668	£130,969	£125,271	£119,572
				2	£4,000	£234,557	£229,058	£223,560	£218,061	£212,563	£207,030	£201,331	£195,633	£189,934	£184,236	£178,537
				3	£4,300	£291,396	£285,897	£280,399	£274,900	£269,402	£263,903	£258,405	£252,906	£247,408	£241,909	£236,411
				Residual Land Value (£/Ha)												
				1	£3,700	£2,302,933	£2,228,603	£2,154,273	£2,079,943	£2,005,613	£1,931,283	£1,856,953	£1,782,623	£1,708,294	£1,633,964	£1,559,634
				2	£4,000	£3,059,438	£2,987,718	£2,915,998	£2,844,279	£2,772,559	£2,700,392	£2,626,062	£2,551,732	£2,477,402	£2,403,072	£2,328,742
3	£4,300	£3,800,815	£3,729,095	£3,657,376	£3,585,656	£3,513,936	£3,442,217	£3,370,497	£3,298,777	£3,227,058	£3,155,338	£3,083,618				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 5 30% AH/FC	PDL	310	75	1	£3,700	£150,249	£144,551	£138,852	£133,154	£127,455	£121,756	£116,058	£110,359	£104,660	£98,962	£93,190
				2	£4,000	£207,081	£201,383	£195,684	£189,985	£184,287	£178,588	£172,890	£167,191	£161,492	£155,794	£150,095
				3	£4,300	£261,895	£256,396	£250,898	£245,399	£239,900	£234,402	£228,903	£223,405	£217,906	£212,408	£206,909
				Residual Land Value (£/Ha)												
				1	£3,700	£1,959,776	£1,885,446	£1,811,116	£1,736,786	£1,662,456	£1,588,126	£1,513,796	£1,439,466	£1,365,137	£1,290,807	£1,215,522
				2	£4,000	£2,701,061	£2,626,731	£2,552,401	£2,478,071	£2,403,741	£2,329,411	£2,255,081	£2,180,751	£2,106,421	£2,032,092	£1,957,762
3	£4,300	£3,416,016	£3,344,296	£3,272,576	£3,200,857	£3,129,137	£3,057,417	£2,985,698	£2,913,978	£2,842,258	£2,770,539	£2,698,819				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIB Residential Results Aldershot v23.xlsx

Table 2d: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 10 Houses

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 10 0% AH	PDL	1048	40	1	£3,450	£607,816	£589,228	£570,639	£552,050	£533,462	£514,873	£496,285	£477,696	£459,108	£440,519	£421,931
				2	£3,700	£777,933	£760,472	£742,363	£723,774	£705,186	£686,597	£668,009	£649,420	£630,832	£612,243	£593,655
				3	£4,000	£971,179	£953,718	£936,257	£918,796	£901,335	£883,874	£866,413	£848,952	£831,491	£814,030	£796,569
				Residual Land Value (£/Ha)												
				1	£3,450	£2,114,143	£2,049,487	£1,984,831	£1,920,176	£1,855,520	£1,790,864	£1,726,209	£1,661,553	£1,596,897	£1,532,242	£1,467,586
				2	£3,700	£2,705,855	£2,645,121	£2,582,131	£2,517,476	£2,452,820	£2,388,164	£2,323,509	£2,258,853	£2,194,197	£2,129,542	£2,064,886
3	£4,000	£3,378,013	£3,317,279	£3,256,545	£3,195,811	£3,135,078	£3,074,344	£3,013,610	£2,952,876	£2,892,142	£2,831,409	£2,770,675				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 10 20% AH/FC	PDL	1048	40	1	£3,450	£447,779	£429,190	£410,602	£392,013	£373,425	£354,836	£336,248	£317,659	£299,071	£280,482	£261,894
				2	£3,700	£607,906	£589,317	£570,729	£552,140	£533,552	£514,963	£496,375	£477,786	£459,198	£440,609	£422,021
				3	£4,000	£796,883	£779,422	£761,961	£744,292	£725,704	£707,115	£688,527	£669,938	£651,350	£632,761	£614,173
				Residual Land Value (£/Ha)												
				1	£3,450	£1,557,491	£1,492,836	£1,428,180	£1,363,524	£1,298,869	£1,234,213	£1,169,557	£1,104,902	£1,040,246	£975,590	£910,934
				2	£3,700	£2,114,454	£2,049,799	£1,985,143	£1,920,487	£1,855,832	£1,791,176	£1,726,520	£1,661,865	£1,597,209	£1,532,553	£1,467,898
3	£4,000	£2,771,768	£2,711,034	£2,650,300	£2,588,843	£2,524,187	£2,459,532	£2,394,876	£2,330,220	£2,265,565	£2,200,909	£2,136,253				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 10 30% AH/FC	PDL	1048	40	1	£3,450	£367,760	£349,172	£330,583	£311,995	£293,406	£274,818	£256,229	£237,641	£219,052	£200,464	£181,875
				2	£3,700	£522,089	£503,500	£484,912	£466,323	£447,734	£429,146	£410,557	£391,969	£373,380	£354,792	£336,203
				3	£4,000	£707,283	£688,694	£670,106	£651,517	£632,929	£614,340	£595,752	£577,163	£558,575	£539,986	£521,398
				Residual Land Value (£/Ha)												
				1	£3,450	£1,279,166	£1,214,510	£1,149,854	£1,085,199	£1,020,543	£955,887	£891,231	£826,576	£761,920	£697,264	£632,609
				2	£3,700	£1,815,960	£1,751,304	£1,686,649	£1,621,993	£1,557,337	£1,492,682	£1,428,026	£1,363,370	£1,298,715	£1,234,059	£1,169,403
3	£4,000	£2,460,114	£2,395,458	£2,330,802	£2,266,147	£2,201,491	£2,136,835	£2,072,179	£2,007,524	£1,942,868	£1,878,212	£1,813,557				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIB Residential Results Aldershot v23.xlsx

Table 2e: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 11 Houses

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 11 0% AH	PDL	1148	40	1	£3,450	£843,574	£824,697	£805,820	£786,944	£768,067	£749,190	£729,927	£709,788	£689,650	£669,511	£649,373
				2	£3,700	£1,016,171	£997,295	£978,418	£959,541	£940,665	£921,788	£902,911	£884,035	£865,158	£846,281	£827,405
				3	£4,000	£1,222,334	£1,203,962	£1,185,535	£1,166,658	£1,147,782	£1,128,905	£1,110,029	£1,091,152	£1,072,275	£1,053,399	£1,034,522
				Residual Land Value (£/Ha)												
				1	£3,450	£2,667,427	£2,607,738	£2,548,049	£2,488,360	£2,428,671	£2,368,982	£2,308,069	£2,244,390	£2,180,710	£2,117,031	£2,053,352
				2	£3,700	£3,213,190	£3,153,501	£3,093,812	£3,034,123	£2,974,434	£2,914,745	£2,855,056	£2,795,367	£2,735,678	£2,675,989	£2,616,300
3	£4,000	£3,865,087	£3,806,994	£3,748,728	£3,689,039	£3,629,350	£3,569,661	£3,509,972	£3,450,283	£3,390,594	£3,330,905	£3,271,216				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 11 20% AH	PDL	897	40	1	£3,450	£635,264	£619,529	£603,793	£588,058	£572,322	£556,587	£540,851	£525,116	£509,381	£493,645	£477,910
				2	£3,700	£785,418	£770,669	£755,919	£741,170	£725,460	£709,724	£693,989	£678,254	£662,518	£646,783	£631,047
				3	£4,000	£957,360	£942,611	£927,862	£913,112	£898,363	£883,613	£868,864	£854,114	£839,365	£824,615	£809,866
				Residual Land Value (£/Ha)												
				1	£3,450	£2,008,740	£1,958,984	£1,909,227	£1,859,471	£1,809,715	£1,759,959	£1,710,202	£1,660,446	£1,610,690	£1,560,934	£1,511,177
				2	£3,700	£2,483,535	£2,436,897	£2,390,258	£2,343,620	£2,293,944	£2,244,188	£2,194,432	£2,144,676	£2,094,919	£2,045,163	£1,995,407
3	£4,000	£3,027,227	£2,980,588	£2,933,950	£2,887,311	£2,840,672	£2,794,034	£2,747,395	£2,700,757	£2,654,118	£2,607,480	£2,560,841				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 11 30% AH	PDL	797	40	1	£3,450	£536,820	£522,839	£508,858	£494,877	£480,896	£466,914	£452,933	£438,952	£424,971	£410,990	£397,008
				2	£3,700	£673,889	£659,908	£645,927	£631,946	£617,965	£603,984	£590,002	£576,021	£562,040	£548,059	£534,078
				3	£4,000	£832,226	£819,121	£806,015	£792,910	£779,805	£766,700	£753,595	£740,490	£726,523	£712,542	£698,561
				Residual Land Value (£/Ha)												
				1	£3,450	£1,697,455	£1,653,246	£1,609,037	£1,564,828	£1,520,618	£1,476,409	£1,432,200	£1,387,990	£1,343,781	£1,299,572	£1,255,363
				2	£3,700	£2,130,876	£2,086,666	£2,042,457	£1,998,248	£1,954,039	£1,909,829	£1,865,620	£1,821,411	£1,777,201	£1,732,992	£1,688,783
3	£4,000	£2,631,544	£2,590,105	£2,548,665	£2,507,226	£2,465,787	£2,424,348	£2,382,909	£2,341,470	£2,297,306	£2,253,096	£2,208,887				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 11 35% AH 40% AH	PDL	718	40	1	£3,450	£477,221	£464,626	£452,031	£439,435	£426,840	£414,245	£401,649	£389,054	£376,459	£363,863	£351,268
				2	£3,700	£601,597	£589,001	£576,406	£563,811	£551,215	£538,620	£526,024	£513,429	£500,834	£488,238	£475,643
				3	£4,000	£750,253	£738,251	£725,656	£713,061	£700,465	£687,870	£675,275	£662,679	£650,084	£637,489	£624,893
				Residual Land Value (£/Ha)												
				1	£3,450	£1,509,001	£1,469,173	£1,429,346	£1,389,519	£1,349,692	£1,309,865	£1,270,038	£1,230,210	£1,190,383	£1,150,556	£1,110,729
				2	£3,700	£1,902,282	£1,862,454	£1,822,627	£1,782,800	£1,742,973	£1,703,146	£1,663,318	£1,623,491	£1,583,664	£1,543,837	£1,504,010
3	£4,000	£2,372,342	£2,334,391	£2,294,564	£2,254,737	£2,214,910	£2,175,083	£2,135,256	£2,095,428	£2,055,601	£2,015,774	£1,975,947				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2f: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 15 Houses

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 15 0% AH	PDL	1485	40	1	£3,450	£1,068,077	£1,043,659	£1,019,241	£994,823	£970,405	£945,987	£921,569	£897,151	£872,733	£848,315	£823,897
				2	£3,700	£1,288,151	£1,264,386	£1,240,621	£1,216,856	£1,193,091	£1,169,251	£1,144,833	£1,120,415	£1,095,997	£1,071,579	£1,047,161
				3	£4,000	£1,548,700	£1,524,935	£1,501,170	£1,477,405	£1,453,640	£1,429,875	£1,406,109	£1,382,344	£1,358,579	£1,334,814	£1,311,049
				Residual Land Value (£/Ha)												
				1	£3,450	£2,476,699	£2,420,078	£2,363,457	£2,306,835	£2,250,214	£2,193,592	£2,136,971	£2,080,350	£2,023,728	£1,967,107	£1,910,486
				2	£3,700	£2,987,018	£2,931,910	£2,876,803	£2,821,696	£2,766,588	£2,711,307	£2,654,685	£2,598,064	£2,541,443	£2,484,821	£2,428,200
3	£4,000	£3,591,188	£3,536,081	£3,480,973	£3,425,866	£3,370,758	£3,315,651	£3,260,544	£3,205,436	£3,150,329	£3,095,222	£3,040,114				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 15 20% AH	PDL	1206	40	1	£3,450	£828,548	£808,717	£788,887	£769,057	£749,226	£729,396	£708,596	£687,440	£666,284	£645,128	£623,972
				2	£3,700	£1,018,290	£998,460	£978,630	£958,799	£938,969	£919,138	£899,308	£879,478	£859,647	£839,817	£819,987
				3	£4,000	£1,244,069	£1,224,769	£1,205,469	£1,186,169	£1,166,660	£1,146,829	£1,126,999	£1,107,169	£1,087,338	£1,067,508	£1,047,678
				Residual Land Value (£/Ha)												
				1	£3,450	£1,921,270	£1,875,287	£1,829,303	£1,783,320	£1,737,337	£1,691,353	£1,645,369	£1,599,385	£1,553,401	£1,507,417	£1,461,433
				2	£3,700	£2,361,253	£2,315,269	£2,269,286	£2,223,302	£2,177,319	£2,131,336	£2,085,352	£2,039,369	£1,993,385	£1,947,402	£1,901,418
3	£4,000	£2,884,798	£2,840,044	£2,795,290	£2,750,536	£2,705,298	£2,659,314	£2,613,331	£2,567,347	£2,521,364	£2,475,381	£2,429,397				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 15 30% AH	PDL	976	40	1	£3,450	£635,965	£618,844	£601,723	£584,601	£567,480	£550,359	£533,238	£516,116	£498,995	£481,874	£464,753
				2	£3,700	£797,077	£781,028	£764,980	£748,932	£732,883	£716,190	£699,069	£681,948	£664,827	£647,705	£630,584
				3	£4,000	£983,272	£967,224	£951,175	£935,127	£919,078	£903,030	£886,981	£870,933	£854,885	£838,836	£822,788
				Residual Land Value (£/Ha)												
				1	£3,450	£1,474,702	£1,435,000	£1,395,299	£1,355,597	£1,315,896	£1,276,194	£1,236,493	£1,196,791	£1,157,090	£1,117,388	£1,077,687
				2	£3,700	£1,848,294	£1,811,080	£1,773,867	£1,736,653	£1,699,439	£1,660,731	£1,621,030	£1,581,328	£1,541,627	£1,501,926	£1,462,224
3	£4,000	£2,280,051	£2,242,838	£2,205,624	£2,168,410	£2,131,196	£2,093,982	£2,056,769	£2,019,555	£1,982,341	£1,945,127	£1,907,914				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 15 35% AH 40% AH	PDL	897	40	1	£3,450	£585,041	£569,305	£553,570	£537,834	£522,099	£506,364	£490,628	£474,893	£459,157	£443,422	£427,686
				2	£3,700	£745,977	£731,228	£715,711	£699,976	£684,240	£668,505	£652,770	£637,034	£621,299	£605,563	£589,828
				3	£4,000	£928,029	£913,280	£898,530	£883,781	£869,032	£854,282	£839,533	£824,783	£810,034	£795,284	£780,535
				Residual Land Value (£/Ha)												
				1	£3,450	£1,356,616	£1,320,128	£1,283,640	£1,247,152	£1,210,664	£1,174,176	£1,137,688	£1,101,201	£1,064,713	£1,028,225	£991,737
				2	£3,700	£1,729,802	£1,695,601	£1,659,620	£1,623,132	£1,586,644	£1,550,156	£1,513,669	£1,477,181	£1,440,693	£1,404,205	£1,367,717
3	£4,000	£2,151,952	£2,117,751	£2,083,549	£2,049,347	£2,015,146	£1,980,944	£1,946,743	£1,912,541	£1,878,339	£1,844,138	£1,809,936				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIb Residential Results Aldershot v23.xlsx

Table 2g: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 15 Flats

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 15 0% AH	PDL	910	75	1	£3,700	£553,941	£537,978	£522,014	£506,051	£490,087	£474,124	£458,160	£442,197	£426,233	£410,270	£394,307
				2	£4,000	£729,408	£713,445	£697,481	£681,518	£665,554	£649,591	£633,627	£617,664	£601,701	£585,737	£569,774
				3	£4,300	£894,352	£879,388	£864,425	£849,462	£834,499	£819,536	£804,572	£789,609	£774,646	£759,683	£744,720
				Residual Land Value (£/Ha)												
				1	£3,700	£2,408,440	£2,339,033	£2,269,627	£2,200,221	£2,130,814	£2,061,408	£1,992,002	£1,922,595	£1,853,189	£1,783,783	£1,714,376
				2	£4,000	£3,171,340	£3,101,934	£3,032,527	£2,963,121	£2,893,715	£2,824,308	£2,754,902	£2,685,496	£2,616,089	£2,546,683	£2,477,277
3	£4,300	£3,888,485	£3,823,428	£3,758,370	£3,693,313	£3,628,255	£3,563,198	£3,498,141	£3,433,083	£3,368,026	£3,302,968	£3,237,911				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 15 20% AH	PDL	720	75	1	£3,700	£383,928	£371,298	£358,667	£346,037	£333,406	£320,776	£308,146	£295,515	£282,885	£270,254	£257,624
				2	£4,000	£529,598	£516,967	£504,337	£491,706	£479,076	£466,445	£453,815	£441,185	£428,554	£415,924	£403,293
				3	£4,300	£815,871	£804,032	£792,193	£780,354	£768,515	£756,676	£744,837	£732,998	£719,893	£707,263	£694,632
				Residual Land Value (£/Ha)												
				1	£3,700	£1,669,253	£1,614,338	£1,559,423	£1,504,508	£1,449,593	£1,394,678	£1,339,763	£1,284,848	£1,229,933	£1,175,019	£1,120,104
				2	£4,000	£2,302,598	£2,247,683	£2,192,769	£2,137,854	£2,082,939	£2,028,024	£1,973,109	£1,918,194	£1,863,279	£1,808,364	£1,753,449
3	£4,300	£3,547,266	£3,495,792	£3,444,318	£3,392,844	£3,341,370	£3,289,896	£3,238,422	£3,186,948	£3,135,474	£3,084,000	£3,032,526				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 15 30% AH	PDL	600	75	1	£3,700	£263,068	£252,543	£242,017	£231,492	£220,966	£210,441	£199,916	£189,390	£178,865	£168,051	£157,130
				2	£4,000	£385,599	£375,073	£364,548	£354,023	£343,497	£332,972	£322,447	£311,921	£301,396	£290,871	£280,345
				3	£4,300	£508,130	£497,604	£487,079	£476,554	£466,028	£455,503	£444,978	£434,452	£423,927	£413,402	£402,876
				Residual Land Value (£/Ha)												
				1	£3,700	£1,143,773	£1,098,011	£1,052,248	£1,006,486	£960,724	£914,961	£869,199	£823,436	£777,674	£731,911	£686,149
				2	£4,000	£1,676,517	£1,630,754	£1,584,992	£1,539,229	£1,493,467	£1,447,705	£1,401,942	£1,356,180	£1,310,417	£1,264,655	£1,218,892
3	£4,300	£2,209,260	£2,163,498	£2,117,735	£2,071,973	£2,026,210	£1,980,448	£1,934,685	£1,888,923	£1,843,161	£1,797,398	£1,751,636				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 15 35% AH 40% AH	PDL	550	75	1	£3,700	£229,262	£219,613	£209,965	£200,317	£190,669	£181,020	£171,371	£161,723	£152,074	£142,426	£132,777
				2	£4,000	£351,725	£342,077	£332,429	£322,781	£313,132	£303,484	£293,836	£284,188	£274,539	£264,891	£255,243
				3	£4,300	£474,189	£464,541	£454,893	£445,244	£435,596	£425,948	£416,300	£406,651	£397,003	£387,355	£377,707
				Residual Land Value (£/Ha)												
				1	£3,700	£996,790	£954,841	£912,892	£870,943	£828,994	£787,046	£745,097	£703,148	£661,199	£619,250	£577,301
				2	£4,000	£1,529,241	£1,487,292	£1,445,343	£1,403,394	£1,361,445	£1,319,496	£1,277,547	£1,235,598	£1,193,649	£1,151,700	£1,109,751
3	£4,300	£2,061,691	£2,019,742	£1,977,793	£1,935,844	£1,893,895	£1,851,946	£1,809,997	£1,768,048	£1,726,099	£1,684,150	£1,642,201				

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2h: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 25 Houses

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 25 0% AH	PDL	2533	40	1	£3,450	£1,699,224	£1,659,276	£1,619,329	£1,579,381	£1,539,433	£1,499,486	£1,459,538	£1,419,591	£1,379,643	£1,339,696	£1,299,748
				2	£3,700	£2,061,040	£2,021,092	£1,981,145	£1,941,197	£1,901,250	£1,861,302	£1,821,354	£1,781,407	£1,741,459	£1,701,512	£1,661,564
				3	£4,000	£2,495,219	£2,455,272	£2,415,324	£2,375,376	£2,335,429	£2,295,481	£2,255,534	£2,215,586	£2,175,639	£2,135,691	£2,095,744
				Residual Land Value (£/Ha)												
				1	£3,450	£2,364,137	£2,308,558	£2,252,979	£2,197,400	£2,141,820	£2,086,241	£2,030,662	£1,975,083	£1,919,504	£1,863,924	£1,808,345
				2	£3,700	£2,867,534	£2,811,954	£2,756,375	£2,700,796	£2,645,217	£2,589,638	£2,534,058	£2,478,479	£2,422,900	£2,367,321	£2,311,742
				3	£4,000	£3,471,609	£3,416,030	£3,360,451	£3,304,872	£3,249,292	£3,193,713	£3,138,134	£3,082,555	£3,026,976	£2,971,396	£2,915,817

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 25 20% AH	PDL	2096	40	1	£3,450	£1,373,295	£1,340,239	£1,307,183	£1,274,127	£1,241,072	£1,208,016	£1,174,960	£1,141,905	£1,108,849	£1,075,793	£1,042,737
				2	£3,700	£1,688,698	£1,655,643	£1,622,587	£1,589,531	£1,556,476	£1,523,420	£1,490,364	£1,457,308	£1,424,253	£1,391,197	£1,358,141
				3	£4,000	£2,067,183	£2,034,127	£2,001,071	£1,968,016	£1,934,960	£1,901,904	£1,868,849	£1,835,793	£1,802,737	£1,769,682	£1,736,626
				Residual Land Value (£/Ha)												
				1	£3,450	£1,910,671	£1,864,680	£1,818,690	£1,772,699	£1,726,709	£1,680,718	£1,634,728	£1,588,737	£1,542,746	£1,495,805	£1,448,505
				2	£3,700	£2,349,493	£2,303,503	£2,257,512	£2,211,522	£2,165,531	£2,119,541	£2,073,550	£2,027,560	£1,981,569	£1,935,579	£1,889,588
				3	£4,000	£2,876,080	£2,830,090	£2,784,099	£2,738,109	£2,692,118	£2,646,128	£2,600,137	£2,554,147	£2,508,156	£2,462,166	£2,416,175

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 25 30% AH	PDL	1787	40	1	£3,450	£1,088,224	£1,059,239	£1,030,254	£1,001,269	£972,284	£943,299	£914,314	£885,329	£856,344	£827,359	£798,374
				2	£3,700	£1,360,098	£1,331,915	£1,303,733	£1,275,550	£1,247,368	£1,219,185	£1,191,003	£1,162,820	£1,134,638	£1,106,455	£1,077,600
				3	£4,000	£1,685,617	£1,657,434	£1,629,252	£1,601,069	£1,572,887	£1,544,704	£1,516,522	£1,488,339	£1,460,157	£1,431,974	£1,403,792
				Residual Land Value (£/Ha)												
				1	£3,450	£1,514,051	£1,473,724	£1,433,397	£1,393,070	£1,352,743	£1,312,416	£1,272,089	£1,231,762	£1,191,435	£1,151,108	£1,110,781
				2	£3,700	£1,892,310	£1,853,100	£1,813,889	£1,774,679	£1,735,468	£1,696,258	£1,657,047	£1,617,837	£1,578,627	£1,539,416	£1,499,269
				3	£4,000	£2,345,206	£2,305,996	£2,266,785	£2,227,575	£2,188,364	£2,149,154	£2,109,944	£2,070,733	£2,031,523	£1,992,312	£1,953,102

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 25 35% AH	PDL	1687	40	1	£3,450	£1,026,971	£999,608	£972,245	£944,882	£917,519	£890,156	£862,793	£835,430	£808,067	£780,704	£753,341
				2	£3,700	£1,294,335	£1,267,730	£1,241,124	£1,214,519	£1,187,913	£1,161,308	£1,134,703	£1,108,097	£1,081,492	£1,054,887	£1,028,282
				3	£4,000	£1,612,319	£1,585,713	£1,559,108	£1,532,503	£1,505,897	£1,479,292	£1,452,686	£1,426,081	£1,399,475	£1,372,870	£1,346,265
				Residual Land Value (£/Ha)												
				1	£3,450	£1,428,829	£1,390,759	£1,352,688	£1,314,618	£1,276,548	£1,238,478	£1,200,407	£1,162,337	£1,124,267	£1,086,197	£1,048,126
				2	£3,700	£1,800,814	£1,763,798	£1,726,782	£1,689,765	£1,652,749	£1,615,733	£1,578,717	£1,541,700	£1,504,684	£1,467,668	£1,430,652
				3	£4,000	£2,243,226	£2,206,210	£2,169,194	£2,132,177	£2,095,161	£2,058,145	£2,021,129	£1,984,113	£1,947,096	£1,910,080	£1,873,064

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Houses 25 40% AH	PDL	1587	40	1	£3,450	£929,427	£903,686	£877,945	£852,204	£826,463	£800,722	£774,981	£749,240	£723,499	£697,758	£672,017
				2	£3,700	£1,185,296	£1,160,268	£1,135,239	£1,110,211	£1,085,183	£1,060,154	£1,035,126	£1,010,097	£985,069	£959,841	£934,613
				3	£4,000	£1,486,139	£1,461,110	£1,436,082	£1,411,054	£1,386,025	£1,360,997	£1,335,969	£1,310,940	£1,285,912	£1,260,884	£1,235,855
				Residual Land Value (£/Ha)												
				1	£3,450	£1,293,116	£1,257,303	£1,221,489	£1,185,676	£1,149,862	£1,114,048	£1,078,235	£1,042,421	£1,006,608	£970,794	£934,980
				2	£3,700	£1,649,107	£1,614,285	£1,579,463	£1,544,641	£1,509,819	£1,474,997	£1,440,175	£1,405,353	£1,370,531	£1,335,709	£1,299,887
				3	£4,000	£2,067,671	£2,032,849	£1,998,027	£1,963,205	£1,928,383	£1,893,561	£1,858,739	£1,823,917	£1,789,095	£1,754,273	£1,719,451

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2i: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 25 Flats

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 25 0% AH	PDL	1550	75	1	£3,700	£885,557	£860,416	£835,275	£810,134	£784,993	£759,852	£734,711	£709,571	£684,071	£657,190	£630,309
				2	£4,000	£1,158,351	£1,133,896	£1,108,756	£1,083,615	£1,058,474	£1,033,333	£1,008,192	£983,051	£957,910	£932,769	£907,628
				3	£4,300	£1,424,035	£1,399,590	£1,375,145	£1,350,701	£1,326,256	£1,301,811	£1,277,366	£1,252,921	£1,228,477	£1,204,032	£1,179,587
				Residual Land Value (£/Ha)												
				1	£3,700	£2,310,148	£2,244,563	£2,178,978	£2,113,393	£2,047,808	£1,982,224	£1,916,639	£1,851,054	£1,784,532	£1,714,408	£1,644,283
				2	£4,000	£3,021,785	£2,957,991	£2,892,406	£2,826,821	£2,761,236	£2,695,651	£2,630,066	£2,564,481	£2,498,896	£2,433,311	£2,367,726
				3	£4,300	£3,714,874	£3,651,105	£3,587,336	£3,523,567	£3,459,798	£3,396,029	£3,332,260	£3,268,491	£3,204,722	£3,140,952	£3,077,183

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 25 20% AH	PDL	1220	75	1	£3,700	£624,773	£603,615	£582,457	£561,299	£540,141	£518,983	£497,825	£476,667	£455,509	£434,351	£413,193
				2	£4,000	£859,858	£840,070	£820,281	£800,493	£780,705	£760,916	£741,128	£721,340	£701,551	£681,036	£659,878
				3	£4,300	£1,090,132	£1,070,344	£1,050,556	£1,030,767	£1,010,979	£991,191	£971,402	£951,614	£931,826	£912,038	£892,249
				Residual Land Value (£/Ha)												
				1	£3,700	£1,629,842	£1,574,647	£1,519,452	£1,464,258	£1,409,063	£1,353,868	£1,298,673	£1,243,478	£1,188,284	£1,133,089	£1,077,894
				2	£4,000	£2,243,108	£2,191,486	£2,139,864	£2,088,243	£2,036,621	£1,984,999	£1,933,378	£1,881,756	£1,830,134	£1,776,617	£1,721,422
				3	£4,300	£2,843,823	£2,792,202	£2,740,580	£2,688,958	£2,637,337	£2,585,715	£2,534,093	£2,482,472	£2,430,850	£2,379,228	£2,327,607

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 25 30% AH	PDL	1030	75	1	£3,700	£434,366	£416,504	£398,641	£380,778	£362,915	£345,052	£327,189	£309,326	£291,463	£273,600	£255,737
				2	£4,000	£645,140	£627,277	£609,414	£591,551	£573,688	£555,825	£537,962	£520,099	£502,236	£484,373	£466,511
				3	£4,300	£845,349	£828,643	£811,936	£795,230	£778,523	£761,817	£745,110	£728,404	£711,697	£694,991	£677,284
				Residual Land Value (£/Ha)												
				1	£3,700	£1,133,130	£1,086,531	£1,039,932	£993,333	£946,734	£900,135	£853,537	£806,938	£760,339	£713,740	£667,141
				2	£4,000	£1,682,973	£1,636,374	£1,589,775	£1,543,176	£1,496,577	£1,449,978	£1,403,379	£1,356,781	£1,310,182	£1,263,583	£1,216,984
				3	£4,300	£2,205,259	£2,161,677	£2,118,095	£2,074,512	£2,030,930	£1,987,348	£1,943,766	£1,900,183	£1,856,601	£1,813,019	£1,766,827

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 25 35% AH	PDL	980	75	1	£3,700	£387,842	£370,846	£353,850	£336,854	£319,858	£302,863	£285,867	£268,871	£251,875	£234,880	£217,884
				2	£4,000	£589,164	£572,168	£555,172	£538,177	£521,181	£504,185	£487,189	£470,194	£453,198	£436,202	£419,206
				3	£4,300	£784,277	£768,381	£752,485	£736,590	£720,694	£704,799	£688,812	£671,516	£654,520	£637,524	£620,529
				Residual Land Value (£/Ha)												
				1	£3,700	£1,011,761	£967,424	£923,087	£878,750	£834,413	£790,077	£745,740	£701,403	£657,066	£612,729	£568,393
				2	£4,000	£1,536,950	£1,492,613	£1,448,276	£1,403,939	£1,359,602	£1,315,266	£1,270,929	£1,226,592	£1,182,255	£1,137,918	£1,093,582
				3	£4,300	£2,045,939	£2,004,472	£1,963,006	£1,921,539	£1,880,072	£1,838,606	£1,796,118	£1,751,781	£1,707,444	£1,663,107	£1,618,771

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 25 40% AH	PDL	910	75	1	£3,700	£339,939	£324,158	£308,376	£292,594	£276,812	£261,030	£245,249	£229,467	£213,685	£197,903	£182,122
				2	£4,000	£534,735	£518,953	£503,171	£487,389	£471,607	£455,826	£440,044	£424,262	£408,480	£392,698	£376,917
				3	£4,300	£727,435	£712,675	£697,914	£682,184	£666,403	£650,621	£634,839	£619,057	£603,275	£587,494	£571,712
				Residual Land Value (£/Ha)												
				1	£3,700	£886,798	£845,629	£804,459	£763,289	£722,119	£680,949	£639,779	£598,609	£557,439	£516,269	£475,100
				2	£4,000	£1,394,960	£1,353,790	£1,312,620	£1,271,450	£1,230,280	£1,189,110	£1,147,940	£1,106,771	£1,065,601	£1,024,431	£983,261
				3	£4,300	£1,897,656	£1,859,151	£1,820,646	£1,779,611	£1,738,442	£1,697,272	£1,656,102	£1,614,932	£1,573,762	£1,532,592	£1,491,422

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2j: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 30 Flats (Sheltered)

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 30 0% AH	PDL	1660	125	1	£5,000	£1,647,208	£1,603,304	£1,559,400	£1,515,495	£1,471,592	£1,427,687	£1,383,783	£1,339,879	£1,295,975	£1,252,070	£1,208,167
				2	£5,500	£2,263,141	£2,219,236	£2,175,332	£2,131,428	£2,087,524	£2,043,620	£1,999,715	£1,955,812	£1,911,908	£1,868,003	£1,824,100
				3	£6,000	£2,879,073	£2,835,169	£2,791,265	£2,747,361	£2,703,457	£2,659,552	£2,615,648	£2,571,744	£2,527,840	£2,483,936	£2,440,032
				Residual Land Value (£/Ha)												
				1	£5,000	£5,968,146	£5,809,071	£5,650,000	£5,490,926	£5,331,853	£5,172,778	£5,013,707	£4,854,632	£4,695,561	£4,536,486	£4,377,415
				2	£5,500	£8,199,785	£8,040,710	£7,881,637	£7,722,564	£7,563,491	£7,404,422	£7,245,346	£7,086,274	£6,927,203	£6,768,128	£6,609,057
3	£6,000	£10,431,424	£10,272,351	£10,113,278	£9,954,208	£9,795,132	£9,636,060	£9,476,987	£9,317,914	£9,158,841	£8,999,768	£8,840,695				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 30 20% AH	PDL	1320	125	1	£5,000	£1,098,861	£1,063,932	£1,029,003	£994,074	£959,145	£924,215	£889,286	£854,356	£819,428	£784,498	£749,569
				2	£5,500	£1,624,360	£1,589,431	£1,554,501	£1,519,572	£1,484,643	£1,449,714	£1,414,784	£1,379,855	£1,344,926	£1,309,997	£1,275,067
				3	£6,000	£2,149,859	£2,114,930	£2,080,001	£2,045,072	£2,010,142	£1,975,213	£1,940,284	£1,905,355	£1,870,426	£1,835,496	£1,800,566
				Residual Land Value (£/Ha)												
				1	£5,000	£3,981,381	£3,854,826	£3,728,271	£3,601,716	£3,475,161	£3,348,606	£3,222,051	£3,095,493	£2,968,941	£2,842,386	£2,715,830
				2	£5,500	£5,885,362	£5,758,807	£5,632,251	£5,505,696	£5,379,141	£5,252,585	£5,126,030	£4,999,475	£4,872,920	£4,746,364	£4,619,809
3	£6,000	£7,789,345	£7,662,790	£7,536,235	£7,409,680	£7,283,125	£7,156,570	£7,030,014	£6,903,459	£6,776,904	£6,650,349	£6,523,790				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 30 30% AH	PDL	1150	125	1	£5,000	£869,246	£838,804	£808,362	£777,920	£747,479	£717,037	£686,594	£656,153	£625,711	£595,270	£564,828
				2	£5,500	£1,346,799	£1,316,357	£1,285,915	£1,255,473	£1,225,032	£1,194,590	£1,164,148	£1,133,705	£1,103,264	£1,072,822	£1,042,381
				3	£6,000	£1,824,352	£1,793,910	£1,763,469	£1,733,026	£1,702,585	£1,672,143	£1,641,700	£1,611,259	£1,580,817	£1,550,376	£1,519,933
				Residual Land Value (£/Ha)												
				1	£5,000	£3,149,442	£3,039,143	£2,928,848	£2,818,551	£2,708,255	£2,597,959	£2,487,661	£2,377,365	£2,267,069	£2,156,774	£2,046,478
				2	£5,500	£4,879,706	£4,769,409	£4,659,113	£4,548,814	£4,438,520	£4,328,223	£4,217,928	£4,107,629	£3,997,334	£3,887,038	£3,776,742
3	£6,000	£6,609,971	£6,499,675	£6,389,379	£6,279,080	£6,168,785	£6,058,489	£5,948,190	£5,837,895	£5,727,599	£5,617,304	£5,507,004				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 30 35% AH	PDL	1050	125	1	£5,000	£712,237	£684,464	£656,690	£628,916	£601,142	£573,369	£545,595	£517,822	£490,048	£462,274	£434,501
				2	£5,500	£1,167,367	£1,139,593	£1,111,819	£1,084,046	£1,056,272	£1,028,499	£1,000,725	£972,952	£945,178	£917,404	£889,631
				3	£6,000	£1,622,496	£1,594,722	£1,566,949	£1,539,175	£1,511,402	£1,483,628	£1,455,854	£1,428,081	£1,400,307	£1,372,534	£1,344,759
				Residual Land Value (£/Ha)												
				1	£5,000	£2,580,568	£2,479,941	£2,379,311	£2,278,681	£2,178,051	£2,077,426	£1,976,794	£1,876,167	£1,775,536	£1,674,908	£1,574,280
				2	£5,500	£4,229,589	£4,128,959	£4,028,330	£3,927,703	£3,827,073	£3,726,444	£3,625,815	£3,525,187	£3,424,557	£3,323,928	£3,223,300
3	£6,000	£5,878,609	£5,777,979	£5,677,350	£5,576,719	£5,476,093	£5,375,464	£5,274,833	£5,174,207	£5,073,577	£4,972,948	£4,872,317				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 30 40% AH	PDL	980	125	1	£5,000	£655,385	£566,558	£540,603	£514,649	£488,694	£462,740	£436,787	£410,832	£384,877	£358,923	£332,969
				2	£5,500	£1,022,120	£996,166	£970,211	£944,257	£918,302	£892,348	£866,393	£840,440	£814,485	£788,531	£762,576
				3	£6,000	£1,451,727	£1,425,773	£1,399,819	£1,373,864	£1,347,910	£1,321,955	£1,296,001	£1,270,047	£1,244,092	£1,218,138	£1,192,184
				Residual Land Value (£/Ha)												
				1	£5,000	£2,374,583	£2,052,745	£1,958,708	£1,864,670	£1,770,632	£1,676,596	£1,582,560	£1,488,521	£1,394,482	£1,300,447	£1,206,409
				2	£5,500	£3,703,332	£3,609,296	£3,515,257	£3,421,221	£3,327,182	£3,233,146	£3,139,107	£3,045,071	£2,951,032	£2,856,995	£2,762,957
3	£6,000	£5,259,882	£5,165,844	£5,071,806	£4,977,769	£4,883,731	£4,789,693	£4,695,656	£4,601,618	£4,507,581	£4,413,543	£4,319,506				

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2k: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 50 Flats

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 50 0% AH	PDL	3100	100	1	£3,700	£1,535,888	£1,488,488	£1,441,088	£1,393,687	£1,346,287	£1,298,887	£1,251,486	£1,204,086	£1,156,686	£1,109,285	£1,061,885
				2	£4,000	£2,042,203	£1,994,803	£1,947,402	£1,900,002	£1,852,602	£1,805,201	£1,757,801	£1,710,401	£1,663,000	£1,615,600	£1,568,199
				3	£4,300	£2,548,518	£2,501,117	£2,453,717	£2,406,317	£2,358,916	£2,311,516	£2,264,116	£2,216,715	£2,169,315	£2,121,914	£2,074,514
				Residual Land Value (£/Ha)												
				1	£3,700	£2,671,110	£2,588,675	£2,506,240	£2,423,804	£2,341,369	£2,258,933	£2,176,498	£2,094,063	£2,011,627	£1,929,192	£1,846,756
				2	£4,000	£3,551,658	£3,469,222	£3,386,787	£3,304,351	£3,221,916	£3,139,481	£3,057,045	£2,974,610	£2,892,174	£2,809,739	£2,727,303
3	£4,300	£4,432,205	£4,349,769	£4,267,334	£4,184,899	£4,102,463	£4,020,028	£3,937,592	£3,855,157	£3,772,721	£3,690,286	£3,607,851				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 50 20% AH	PDL	2440	100	1	£3,700	£1,042,963	£1,005,564	£967,113	£928,662	£890,211	£851,760	£813,309	£774,858	£736,407	£697,956	£659,505
				2	£4,000	£1,461,179	£1,423,871	£1,386,562	£1,349,253	£1,311,944	£1,274,636	£1,237,327	£1,200,018	£1,162,710	£1,125,401	£1,088,092
				3	£4,300	£1,879,395	£1,842,087	£1,804,778	£1,767,469	£1,730,161	£1,692,852	£1,655,543	£1,618,235	£1,580,926	£1,543,617	£1,506,309
				Residual Land Value (£/Ha)												
				1	£3,700	£1,813,849	£1,748,806	£1,681,935	£1,615,064	£1,548,193	£1,481,321	£1,414,450	£1,347,579	£1,280,707	£1,213,836	£1,146,965
				2	£4,000	£2,541,181	£2,476,297	£2,411,412	£2,346,527	£2,281,643	£2,216,758	£2,151,873	£2,086,989	£2,022,104	£1,957,219	£1,892,335
3	£4,300	£3,268,514	£3,203,629	£3,138,744	£3,073,860	£3,008,975	£2,944,091	£2,879,206	£2,814,321	£2,749,437	£2,684,552	£2,619,667				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 50 30% AH	PDL	2130	100	1	£3,700	£790,572	£757,006	£723,440	£689,874	£656,308	£622,742	£589,177	£555,610	£522,044	£488,478	£454,912
				2	£4,000	£1,172,987	£1,140,419	£1,107,850	£1,075,281	£1,042,713	£1,010,144	£977,575	£945,006	£912,437	£879,868	£847,299
				3	£4,300	£1,548,683	£1,516,114	£1,483,546	£1,450,977	£1,418,408	£1,385,840	£1,353,271	£1,320,702	£1,288,134	£1,255,565	£1,222,996
				Residual Land Value (£/Ha)												
				1	£3,700	£1,374,907	£1,316,532	£1,258,156	£1,199,781	£1,141,406	£1,083,030	£1,024,655	£966,279	£907,904	£849,528	£791,153
				2	£4,000	£2,039,978	£1,983,337	£1,926,696	£1,870,055	£1,813,413	£1,756,772	£1,699,130	£1,642,489	£1,585,847	£1,529,206	£1,472,564
3	£4,300	£2,693,361	£2,636,720	£2,580,079	£2,523,438	£2,466,797	£2,410,156	£2,353,515	£2,296,874	£2,240,233	£2,183,592	£2,126,951				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 50 35% AH	PDL	1940	100	1	£3,700	£642,854	£612,282	£581,710	£548,332	£515,490	£482,647	£449,805	£416,963	£384,121	£351,278	£318,436
				2	£4,000	£1,004,394	£973,822	£943,250	£912,679	£882,107	£851,535	£820,964	£790,392	£759,820	£729,249	£698,677
				3	£4,300	£1,355,045	£1,325,382	£1,295,718	£1,266,055	£1,236,392	£1,206,728	£1,177,065	£1,147,401	£1,117,738	£1,088,074	£1,058,411
				Residual Land Value (£/Ha)												
				1	£3,700	£1,118,007	£1,064,838	£1,010,738	£953,621	£896,504	£839,387	£782,270	£725,153	£668,036	£610,919	£553,802
				2	£4,000	£1,746,772	£1,693,604	£1,640,435	£1,587,267	£1,534,099	£1,480,931	£1,427,763	£1,374,595	£1,321,427	£1,268,258	£1,215,090
3	£4,300	£2,356,601	£2,305,012	£2,253,423	£2,201,835	£2,150,246	£2,098,658	£2,047,069	£1,995,480	£1,943,892	£1,892,303	£1,840,714				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 50 40% AH	PDL	1820	100	1	£3,700	£556,703	£525,892	£495,081	£464,271	£433,460	£402,649	£371,838	£341,028	£310,217	£279,406	£248,595
				2	£4,000	£908,806	£880,125	£851,445	£822,764	£794,084	£765,403	£736,722	£708,042	£679,361	£650,680	£622,000
				3	£4,300	£1,250,901	£1,223,072	£1,195,243	£1,167,415	£1,139,586	£1,111,758	£1,083,929	£1,056,100	£1,028,272	£1,000,443	£972,614
				Residual Land Value (£/Ha)												
				1	£3,700	£968,179	£914,595	£861,011	£807,427	£753,843	£700,259	£646,675	£593,091	£539,507	£485,923	£432,339
				2	£4,000	£1,580,532	£1,530,653	£1,480,774	£1,430,894	£1,381,015	£1,331,135	£1,281,256	£1,231,377	£1,181,497	£1,131,618	£1,081,738
3	£4,300	£2,175,479	£2,127,082	£2,078,684	£2,030,287	£1,981,889	£1,933,491	£1,885,094	£1,836,696	£1,788,299	£1,739,901	£1,691,503				

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2l: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 50 Mixed

Residual Land Value (£)																		
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL	
Mixed 50 0% AH	PDL	4743	50	1	£3,450	£3,700	£2,748,613	£2,676,091	£2,603,568	£2,531,046	£2,458,523	£2,386,000	£2,313,478	£2,240,955	£2,168,433	£2,095,910	£2,023,388	
				2	£3,700	£4,000	£3,412,947	£3,340,424	£3,267,902	£3,195,379	£3,122,857	£3,050,334	£2,977,812	£2,905,289	£2,832,767	£2,760,244	£2,687,721	£2,615,198
				3	£4,000	£4,300	£4,187,608	£4,115,086	£4,042,563	£3,970,041	£3,897,518	£3,824,996	£3,752,473	£3,679,951	£3,607,428	£3,534,905	£3,462,383	£3,389,860
				Residual Land Value (£/Ha)														
				1	£3,450	£3,700	£2,390,098	£2,327,035	£2,263,972	£2,200,909	£2,137,846	£2,074,783	£2,011,720	£1,948,657	£1,885,594	£1,822,531	£1,759,468	
				2	£3,700	£4,000	£2,967,780	£2,904,717	£2,841,654	£2,778,591	£2,715,528	£2,652,465	£2,589,401	£2,526,338	£2,463,275	£2,400,212	£2,337,149	
				3	£4,000	£4,300	£3,641,399	£3,578,336	£3,515,272	£3,452,209	£3,389,146	£3,326,083	£3,263,020	£3,199,957	£3,136,894	£3,073,831	£3,010,768	

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 20% AH	PDL	3814	50	1	£3,450	£3,700	£2,079,882	£2,021,564	£1,963,246	£1,904,929	£1,846,611	£1,788,293	£1,729,975	£1,671,658	£1,613,340	£1,555,022	£1,496,704
				2	£3,700	£4,000	£2,634,133	£2,575,815	£2,517,498	£2,459,180	£2,400,862	£2,342,545	£2,284,227	£2,225,909	£2,167,591	£2,109,274	£2,050,956
				3	£4,000	£4,300	£3,280,121	£3,221,804	£3,163,486	£3,105,168	£3,046,850	£2,988,533	£2,930,215	£2,871,897	£2,813,579	£2,755,262	£2,696,944
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,808,593	£1,757,882	£1,707,171	£1,656,460	£1,605,749	£1,555,038	£1,504,326	£1,453,615	£1,402,904	£1,352,193	£1,301,482
				2	£3,700	£4,000	£2,290,551	£2,239,840	£2,189,128	£2,138,417	£2,087,706	£2,036,995	£1,986,284	£1,935,573	£1,884,862	£1,834,151	£1,783,440
				3	£4,000	£4,300	£2,852,279	£2,801,568	£2,750,857	£2,700,146	£2,649,435	£2,598,724	£2,548,013	£2,497,302	£2,446,591	£2,395,880	£2,345,169

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 30% AH	PDL	3355	50	1	£3,450	£3,700	£1,736,941	£1,685,642	£1,634,343	£1,583,043	£1,531,744	£1,480,445	£1,429,145	£1,377,845	£1,326,546	£1,275,247	£1,223,947
				2	£3,700	£4,000	£2,233,152	£2,181,853	£2,130,554	£2,079,254	£2,027,955	£1,976,655	£1,925,356	£1,874,056	£1,822,757	£1,771,458	£1,720,158
				3	£4,000	£4,300	£2,809,967	£2,758,667	£2,707,368	£2,656,068	£2,604,769	£2,553,470	£2,502,170	£2,450,871	£2,399,571	£2,348,272	£2,296,972
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,510,384	£1,465,776	£1,421,167	£1,376,559	£1,331,951	£1,287,343	£1,242,735	£1,198,126	£1,153,518	£1,108,910	£1,064,302
				2	£3,700	£4,000	£1,941,872	£1,897,264	£1,852,655	£1,808,047	£1,763,439	£1,718,831	£1,674,223	£1,629,614	£1,585,006	£1,540,398	£1,495,790
				3	£4,000	£4,300	£2,443,449	£2,398,841	£2,354,233	£2,309,625	£2,265,017	£2,220,408	£2,175,800	£2,131,192	£2,086,584	£2,041,976	£1,997,367

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 35% AH	PDL	3085	50	1	£3,450	£3,700	£1,536,506	£1,489,335	£1,442,164	£1,394,993	£1,347,822	£1,300,651	£1,253,480	£1,206,309	£1,159,138	£1,111,967	£1,064,796
				2	£3,700	£4,000	£2,001,691	£1,954,520	£1,907,349	£1,860,178	£1,813,007	£1,765,836	£1,718,665	£1,671,494	£1,624,322	£1,577,151	£1,529,980
				3	£4,000	£4,300	£2,543,560	£2,496,389	£2,449,218	£2,402,047	£2,354,876	£2,307,705	£2,260,534	£2,213,363	£2,166,192	£2,119,021	£2,071,850
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,336,092	£1,295,074	£1,254,055	£1,213,037	£1,172,019	£1,131,001	£1,089,982	£1,048,964	£1,007,946	£966,927	£925,909
				2	£3,700	£4,000	£1,740,600	£1,699,582	£1,658,564	£1,617,546	£1,576,527	£1,535,509	£1,494,491	£1,453,473	£1,412,454	£1,371,436	£1,330,418
				3	£4,000	£4,300	£2,211,791	£2,170,773	£2,129,755	£2,088,737	£2,047,718	£2,006,700	£1,965,682	£1,924,663	£1,883,645	£1,842,627	£1,801,609

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 40% AH	PDL	2876	50	1	£3,450	£3,700	£1,458,249	£1,414,274	£1,309,938	£1,326,323	£1,282,348	£1,178,012	£1,134,037	£1,090,062	£1,106,447	£1,002,111	£958,099
				2	£3,700	£4,000	£1,842,738	£1,798,763	£1,754,788	£1,710,812	£1,666,837	£1,622,862	£1,578,886	£1,534,911	£1,490,936	£1,446,960	£1,402,985
				3	£4,000	£4,300	£2,358,583	£2,314,608	£2,270,632	£2,226,657	£2,182,682	£2,138,707	£2,094,731	£2,050,756	£2,006,781	£1,962,805	£1,918,830
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,268,043	£1,229,803	£1,139,077	£1,153,325	£1,115,085	£1,024,358	£986,119	£947,880	£962,128	£871,401	£833,129
				2	£3,700	£4,000	£1,602,381	£1,564,142	£1,525,902	£1,487,663	£1,449,423	£1,411,184	£1,372,945	£1,334,705	£1,296,466	£1,258,227	£1,219,987
				3	£4,000	£4,300	£2,050,942	£2,012,702	£1,974,463	£1,936,224	£1,897,984	£1,859,745	£1,821,505	£1,783,266	£1,745,027	£1,706,787	£1,668,548

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2m: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 50 Mixed (Starter Homes sensitivity - as a 20% "top-slice")

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 20% AH	PDL	3831	50	1	£3,450	£3,700	£2,391,566	£2,332,988	£2,274,411	£2,215,833	£2,157,255	£2,098,678	£2,040,100	£1,981,522	£1,922,945	£1,864,367	£1,805,789
				2	£3,700	£4,000	£2,999,116	£2,940,539	£2,881,961	£2,823,383	£2,764,806	£2,706,228	£2,647,650	£2,589,073	£2,530,495	£2,471,917	£2,413,340
				3	£4,000	£4,300	£3,700,607	£3,642,029	£3,583,452	£3,524,874	£3,466,296	£3,407,719	£3,349,141	£3,290,563	£3,231,986	£3,173,408	£3,114,830
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£2,079,623	£2,028,686	£1,977,748	£1,926,811	£1,875,874	£1,824,937	£1,774,000	£1,723,063	£1,672,126	£1,621,189	£1,570,252
				2	£3,700	£4,000	£2,607,927	£2,556,990	£2,506,053	£2,455,116	£2,404,179	£2,353,242	£2,302,305	£2,251,367	£2,200,430	£2,149,493	£2,098,556
				3	£4,000	£4,300	£3,217,919	£3,166,982	£3,116,045	£3,065,108	£3,014,171	£2,963,234	£2,912,297	£2,861,359	£2,810,422	£2,759,485	£2,708,548

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 30% AH	PDL	3343	50	1	£3,450	£3,700	£2,014,772	£1,963,656	£1,912,540	£1,861,424	£1,810,308	£1,759,192	£1,708,076	£1,656,960	£1,605,844	£1,554,728	£1,503,612
				2	£3,700	£4,000	£2,563,530	£2,512,414	£2,461,298	£2,410,182	£2,359,066	£2,307,950	£2,256,834	£2,205,719	£2,154,603	£2,103,487	£2,052,371
				3	£4,000	£4,300	£3,194,471	£3,143,355	£3,092,239	£3,041,123	£2,990,007	£2,938,891	£2,887,775	£2,836,659	£2,785,543	£2,734,427	£2,683,311
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,751,975	£1,707,527	£1,663,078	£1,618,629	£1,574,181	£1,529,732	£1,485,283	£1,440,835	£1,396,386	£1,351,937	£1,307,489
				2	£3,700	£4,000	£2,229,157	£2,184,708	£2,140,259	£2,095,811	£2,051,362	£2,006,913	£1,962,465	£1,918,016	£1,873,567	£1,829,119	£1,784,670
				3	£4,000	£4,300	£2,777,801	£2,733,352	£2,688,903	£2,644,455	£2,600,006	£2,555,557	£2,511,109	£2,466,660	£2,422,211	£2,377,763	£2,333,314

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 35% AH	PDL	3085	50	1	£3,450	£3,700	£1,812,241	£1,765,070	£1,717,899	£1,670,728	£1,623,557	£1,576,386	£1,529,215	£1,482,044	£1,434,873	£1,387,702	£1,340,531
				2	£3,700	£4,000	£2,333,513	£2,286,342	£2,239,171	£2,192,000	£2,144,829	£2,097,658	£2,050,487	£2,003,316	£1,956,145	£1,908,974	£1,861,803
				3	£4,000	£4,300	£2,931,468	£2,884,297	£2,837,126	£2,789,955	£2,742,784	£2,695,613	£2,648,442	£2,601,271	£2,554,100	£2,506,929	£2,459,758
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,575,862	£1,534,844	£1,493,826	£1,452,807	£1,411,789	£1,370,771	£1,329,753	£1,288,734	£1,247,716	£1,206,698	£1,165,679
				2	£3,700	£4,000	£2,029,141	£1,988,123	£1,947,105	£1,906,087	£1,865,068	£1,824,050	£1,783,032	£1,742,014	£1,700,995	£1,659,977	£1,618,959
				3	£4,000	£4,300	£2,549,103	£2,508,085	£2,467,066	£2,426,048	£2,385,030	£2,344,012	£2,302,993	£2,261,975	£2,220,957	£2,179,939	£2,138,920

Residual Land Value (£)																	
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 50 40% AH	PDL	2906	50	1	£3,450	£3,700	£1,679,243	£1,634,809	£1,590,375	£1,545,941	£1,501,507	£1,457,073	£1,412,639	£1,368,205	£1,323,771	£1,279,336	£1,234,902
				2	£3,700	£4,000	£2,183,779	£2,139,345	£2,094,911	£2,050,477	£2,006,043	£1,961,609	£1,917,175	£1,872,741	£1,828,307	£1,783,873	£1,739,439
				3	£4,000	£4,300	£2,761,653	£2,717,219	£2,672,785	£2,628,351	£2,583,917	£2,539,483	£2,495,049	£2,450,614	£2,406,180	£2,361,746	£2,317,312
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,460,211	£1,421,573	£1,382,934	£1,344,296	£1,305,658	£1,267,020	£1,228,381	£1,189,743	£1,151,105	£1,112,467	£1,073,828
				2	£3,700	£4,000	£1,898,938	£1,860,300	£1,821,662	£1,783,023	£1,744,385	£1,705,747	£1,667,108	£1,628,470	£1,589,832	£1,551,194	£1,512,555
				3	£4,000	£4,300	£2,401,437	£2,362,799	£2,324,161	£2,285,522	£2,246,884	£2,208,246	£2,169,607	£2,130,969	£2,092,331	£2,053,693	£2,015,054

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIb Residential Results Aldershot v23.xlsx

Table 2n: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 50 Mixed M4(2) Sensitivity Test

Value Levels	Houses	Flats
1	£3,450	£3,700
2	£3,700	£4,000
3	£4,000	£4,300

			Residual Land Value (£)																						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m²	M4(2) 10%			M4(2) 20%			M4(2) 30%			M4(2) 50%			M4(2) 70%			M4(2) 100%					
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3			
					Mixed 50 0% AH	PDL	4743	50	£0	£2,739,933	£3,404,267	£4,178,928	£2,731,253	£3,395,586	£4,170,248	£2,722,572	£3,386,906	£4,161,568	£2,705,212	£3,369,546	£4,144,207	£2,687,851	£3,352,185	£4,126,846	£2,661,810
£20	£2,667,410	£3,331,744	£4,106,406	£2,658,730					£3,323,064	£4,097,725	£2,650,050	£3,314,384	£4,089,045	£2,632,689	£3,297,023	£4,071,684	£2,615,329	£3,279,662	£4,054,324	£2,589,288	£3,253,621	£4,028,283			
£40	£2,594,888	£3,259,222	£4,033,883	£2,586,208					£3,250,541	£4,025,203	£2,577,527	£3,241,861	£4,016,522	£2,560,167	£3,224,500	£3,999,162	£2,542,806	£3,207,140	£3,981,801	£2,516,765	£3,181,099	£3,955,760			
£60	£2,522,365	£3,186,699	£3,961,360	£2,513,685					£3,178,019	£3,952,680	£2,505,005	£3,169,338	£3,944,000	£2,487,644	£3,151,978	£3,926,639	£2,470,283	£3,134,617	£3,909,279	£2,444,243	£3,108,576	£3,883,238			
£80	£2,449,843	£3,114,177	£3,888,838	£2,441,162					£3,105,496	£3,880,158	£2,432,482	£3,096,816	£3,871,477	£2,415,121	£3,079,455	£3,854,117	£2,397,761	£3,062,095	£3,836,756	£2,371,720	£3,036,054	£3,810,715			
£100	£2,377,320	£3,041,654	£3,816,315	£2,368,640					£3,032,974	£3,807,635	£2,359,960	£3,024,293	£3,798,955	£2,342,599	£3,006,933	£3,781,594	£2,325,238	£2,989,572	£3,764,234	£2,299,197	£2,963,531	£3,738,193			
£120	£2,304,798	£2,969,131	£3,743,793	£2,296,117					£2,960,451	£3,735,112	£2,287,437	£2,951,771	£3,726,432	£2,270,076	£2,934,410	£3,709,072	£2,252,716	£2,917,050	£3,691,711	£2,226,675	£2,891,009	£3,665,670			
£140	£2,232,275	£2,896,609	£3,671,270	£2,223,595					£2,887,929	£3,662,590	£2,214,914	£2,879,248	£3,653,910	£2,197,554	£2,861,888	£3,636,549	£2,180,193	£2,844,527	£3,619,188	£2,154,152	£2,818,486	£3,593,147			
£160	£2,159,752	£2,824,086	£3,598,748	£2,151,072					£2,815,406	£3,590,067	£2,142,392	£2,806,726	£3,581,387	£2,125,031	£2,789,365	£3,564,026	£2,107,671	£2,772,004	£3,546,666	£2,081,630	£2,745,964	£3,520,625			
£180	£2,087,230	£2,751,564	£3,526,225	£2,078,550					£2,742,883	£3,517,545	£2,069,869	£2,734,203	£3,508,864	£2,052,509	£2,716,842	£3,491,504	£2,035,148	£2,699,482	£3,474,143	£2,009,107	£2,673,441	£3,448,102			
£200	£2,014,707	£2,679,041	£3,453,703	£2,006,027					£2,670,361	£3,445,022	£1,997,347	£2,661,681	£3,436,342	£1,979,986	£2,644,320	£3,418,981	£1,962,626	£2,626,959	£3,401,621	£1,936,585	£2,600,918	£3,375,580			
Residual Land Value (£/Ha)																									
£0	£2,382,550	£2,960,232	£3,633,851	£2,375,002					£2,952,684	£3,626,302	£2,367,454	£2,945,136	£3,618,754	£2,352,358	£2,930,040	£3,603,658	£2,337,262	£2,914,943	£3,588,562	£2,314,618	£2,892,299	£3,565,918			
£20	£2,319,487	£2,897,169	£3,570,787	£2,311,939					£2,889,621	£3,563,239	£2,304,391	£2,882,073	£3,555,691	£2,289,295	£2,866,976	£3,540,595	£2,274,199	£2,851,880	£3,525,499	£2,251,554	£2,829,236	£3,502,855			
£40	£2,256,424	£2,834,106	£3,507,724	£2,248,876					£2,826,558	£3,500,176	£2,241,328	£2,819,010	£3,492,628	£2,226,232	£2,803,913	£3,477,532	£2,211,136	£2,788,817	£3,462,436	£2,188,491	£2,766,173	£3,439,792			
£60	£2,193,361	£2,771,043	£3,444,661	£2,185,813					£2,763,495	£3,437,113	£2,178,265	£2,755,946	£3,429,565	£2,163,169	£2,740,850	£3,414,469	£2,148,073	£2,725,754	£3,399,373	£2,125,428	£2,703,110	£3,376,728			
£80	£2,130,298	£2,707,980	£3,381,598	£2,122,750					£2,700,431	£3,374,050	£2,115,202	£2,692,883	£3,366,502	£2,100,106	£2,677,787	£3,351,406	£2,085,009	£2,662,691	£3,336,310	£2,062,365	£2,640,047	£3,313,665			
£100	£2,067,235	£2,644,916	£3,318,535	£2,059,687					£2,637,368	£3,310,987	£2,052,139	£2,629,820	£3,303,439	£2,037,043	£2,614,724	£3,288,343	£2,021,946	£2,599,628	£3,273,247	£1,999,302	£2,576,984	£3,250,620			
£120	£2,004,172	£2,581,853	£3,255,472	£1,996,624					£2,574,305	£3,247,924	£1,989,076	£2,566,757	£3,240,376	£1,973,979	£2,551,661	£3,225,280	£1,956,565	£2,536,565	£3,210,183	£1,936,239	£2,513,921	£3,187,539			
£140	£1,941,109	£2,518,790	£3,192,409	£1,933,561					£2,511,242	£3,184,861	£1,926,013	£2,503,694	£3,177,313	£1,910,916	£2,488,598	£3,162,217	£1,895,820	£2,473,502	£3,147,120	£1,873,176	£2,450,857	£3,124,474			
£160	£1,878,046	£2,455,727	£3,129,346	£1,870,498	£2,448,179	£3,121,798	£1,862,949	£2,440,631	£3,114,250	£1,847,853	£2,425,535	£3,099,153	£1,832,757	£2,410,439	£3,084,057	£1,810,313	£2,387,794	£3,061,413							
£180	£1,814,983	£2,392,664	£3,066,283	£1,807,434	£2,385,116	£3,058,735	£1,799,886	£2,377,568	£3,051,187	£1,784,790	£2,362,472	£3,036,090	£1,769,694	£2,347,376	£3,020,994	£1,747,050	£2,324,731	£2,998,350							
£200	£1,751,919	£2,329,601	£3,003,220	£1,744,371	£2,322,053	£2,995,672	£1,736,823	£2,314,505	£2,988,123	£1,721,727	£2,299,409	£2,973,027	£1,706,631	£2,284,312	£2,957,931	£1,683,987	£2,261,668	£2,935,287							

			Residual Land Value (£)																						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m²	M4(2) 10%			M4(2) 20%			M4(2) 30%			M4(2) 50%			M4(2) 70%			M4(2) 100%					
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3			
					Mixed 50 20% AH	PDL	3814	50	£0	£2,071,324	£2,625,575	£3,271,564	£2,062,766	£2,617,018	£3,263,006	£2,054,208	£2,608,460	£3,254,448	£2,037,093	£2,591,344	£3,237,332	£2,019,977	£2,574,228	£3,220,217	£1,994,304
£20	£2,013,006	£2,567,258	£3,213,246	£2,004,448					£2,558,700	£3,246,688	£1,995,891	£2,550,142	£3,196,130	£1,978,775	£2,533,026	£3,170,014	£1,961,659	£2,515,911	£3,161,899	£1,935,966	£2,490,237	£3,176,228			
£40	£1,954,689	£2,508,940	£3,154,928	£1,946,131					£2,500,382	£3,140,370	£1,937,573	£2,491,824	£3,137,812	£1,920,457	£2,474,709	£3,120,697	£1,903,342	£2,457,593	£3,103,581	£1,877,968	£2,431,919	£3,107,908			
£60	£1,896,371	£2,450,622	£3,096,610	£1,887,813					£2,442,064	£3,088,052	£1,879,255	£2,433,507	£3,079,495	£1,862,139	£2,416,391	£3,062,379	£1,845,024	£2,399,275	£3,045,263	£1,819,350	£2,373,602	£3,019,590			
£80	£1,838,053	£2,392,304	£3,038,293	£1,829,495					£2,383,747	£3,029,735	£1,820,937	£2,375,189	£3,021,177	£1,803,822	£2,358,073	£3,004,061	£1,786,707	£2,340,957	£2,986,946	£1,761,033	£2,315,284	£2,961,272			
£100	£1,779,735	£2,333,987	£2,979,975	£1,771,177					£2,325,429	£2,971,417	£1,762,620	£2,316,871	£2,962,859	£1,745,504	£2,299,755	£2,945,743	£1,728,388	£2,282,640	£2,928,628	£1,702,715	£2,256,966	£2,902,954			
£120	£1,721,418	£2,275,669	£2,921,657	£1,712,860					£2,267,111	£2,913,099	£1,704,302	£2,258,553	£2,904,541	£1,687,386	£2,241,438	£2,887,426	£1,670,271	£2,224,322	£2,870,310	£1,644,397	£2,198,649	£2,844,637			
£140	£1,663,100	£2,217,351	£2,863,339	£1,654,542					£2,208,793	£2,854,782	£1,645,984	£2,200,236	£2,846,224	£1,628,869	£2,183,120	£2,829,108	£1,611,753	£2,166,004	£2,811,992	£1,586,079	£2,140,331	£2,786,319			
£160	£1,604,782	£2,159,033	£2,805,022	£1,596,224					£2,150,476	£2,796,464	£1,587,666	£2,141,918	£2,787,906	£1,570,551	£2,124,802	£2,770,790	£1,553,435	£2,107,687	£2,753,675	£1,527,762	£2,082,013	£2,728,001			
£180	£1,546,464	£2,100,716	£2,746,704	£1,537,907					£2,092,158	£2,738,146	£1,529,349	£2,083,600	£2,729,588	£1,512,233	£2,066,484	£2,712,473	£1,495,117	£2,049,369	£2,695,357	£1,469,444	£2,023,695	£2,669,683			
£200	£1,488,147	£2,042,398	£2,688,386	£1,479,589					£2,033,800	£2,679,828	£1,471,031	£2,025,282	£2,671,270	£1,453,915	£2,008,167	£2,654,155	£1,436,800	£1,991,051	£2,637,039	£1,411,126	£1,965,378	£2,611,366			
Residual Land Value (£/Ha)																									
£0	£1,801,151	£2,283,109	£2,844,838	£1,793,710					£2,275,667	£2,837,396	£1,786,268	£2,268,226	£2,829,955	£1,771,385	£2,253,343	£2,815,071	£1,756,502	£2,238,460	£2,800,188	£1,734,177	£2,216,135	£2,777,864			
£20	£1,750,440	£2,232,398	£2,794,127	£1,742,999					£2,224,956	£2,786,685	£1,735,557	£2,217,515	£2,779,244	£1,720,674	£2,202,632	£2,764,360	£1,705,791	£2,187,748	£2,749,477	£1,683,466	£2,165,424	£2,727,152			
£40	£1,699,729	£2,181,687	£2,743,416	£1,692,288					£2,174,245	£2,735,974	£1,684,846	£2,166,804	£2,728,532	£1,669,963	£2,151,921	£2,713,649	£1,655,080	£2,137,037	£2,698,766	£1,632,755	£2,114,713	£2,676,441			
£60	£1,649,018	£2,130,976	£2,692,705	£1,641,576					£2,123,534	£2,684,135	£1,619,093	£2,115,252	£2,676,821	£1,603,135	£2,098,938	£2,662,938	£1,584,369	£2,086,326	£2,648,055	£1,564,001	£2,062,704	£2,625,308			
£80	£1,598,307	£2,080,265	£2,641,994	£1,590,865					£2,072,823	£2,634,552	£1,583,424	£2,065,382	£2,627,110	£1,568,541	£2,050,498	£2,612,227	£1,553,657	£2,035,615	£2,597,344	£1,531,333	£2,013,290	£2,575,019			
£100	£1,547,596	£2,029,554	£2,591,282	£1,540,154					£2,022,112	£2,583,841	£1,532,713	£2,014,670	£2,576,399	£1,517,830	£1,999,787	£2,561,516	£1,502,946	£1,984,904							

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																				
					M4(2) 10%			M4(2) 20%			M4(2) 30%			M4(2) 50%			M4(2) 70%			M4(2) 100%					
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3			
Mixed 50 35% AH	PDL	3085	50	£0	£1,528,070	£1,993,255	£2,535,125	£1,519,635	£1,984,820	£2,526,689	£1,511,200	£1,976,384	£2,518,254	£1,494,329	£1,959,514	£2,501,383	£1,477,458	£1,942,643	£2,484,513	£1,452,152	£1,917,337	£2,459,207			
				£20	£1,480,899	£1,946,084	£2,487,954	£1,472,464	£1,937,649	£2,479,518	£1,464,029	£1,929,213	£2,471,083	£1,447,158	£1,912,343	£2,454,212	£1,430,287	£1,895,472	£2,437,342	£1,404,981	£1,870,166	£2,412,036			
				£40	£1,433,728	£1,898,913	£2,440,783	£1,425,293	£1,890,478	£2,432,347	£1,416,858	£1,882,042	£2,423,912	£1,399,987	£1,865,172	£2,407,041	£1,383,116	£1,848,301	£2,390,171	£1,357,810	£1,822,995	£2,364,865			
				£60	£1,386,557	£1,851,742	£2,393,612	£1,378,122	£1,843,307	£2,385,176	£1,369,687	£1,834,871	£2,376,741	£1,352,816	£1,818,001	£2,359,870	£1,335,945	£1,801,130	£2,343,000	£1,310,639	£1,775,824	£2,317,694			
				£80	£1,339,386	£1,804,571	£2,346,441	£1,330,951	£1,796,136	£2,338,005	£1,322,516	£1,787,700	£2,329,570	£1,305,645	£1,770,830	£2,312,699	£1,288,774	£1,753,959	£2,295,829	£1,263,468	£1,728,653	£2,270,522			
				£100	£1,292,215	£1,757,400	£2,299,270	£1,283,780	£1,748,965	£2,290,834	£1,275,345	£1,740,529	£2,282,399	£1,258,474	£1,723,659	£2,265,528	£1,241,603	£1,706,788	£2,248,658	£1,216,297	£1,681,482	£2,223,351			
				£120	£1,245,044	£1,710,229	£2,252,099	£1,236,609	£1,701,794	£2,243,663	£1,228,174	£1,693,358	£2,235,228	£1,211,303	£1,676,488	£2,218,357	£1,194,432	£1,659,617	£2,201,487	£1,169,126	£1,634,311	£2,176,180			
				£140	£1,197,873	£1,663,058	£2,204,928	£1,189,438	£1,654,623	£2,196,492	£1,181,003	£1,646,187	£2,188,057	£1,164,132	£1,629,317	£2,171,186	£1,147,261	£1,612,446	£2,154,316	£1,121,955	£1,587,140	£2,129,009			
				£160	£1,150,702	£1,615,887	£2,157,757	£1,142,267	£1,607,452	£2,149,321	£1,133,832	£1,599,016	£2,140,886	£1,116,961	£1,582,146	£2,124,015	£1,100,090	£1,565,275	£2,107,145	£1,074,784	£1,539,969	£2,081,838			
				£180	£1,103,531	£1,568,716	£2,110,586	£1,095,096	£1,560,281	£2,102,150	£1,086,661	£1,551,845	£2,093,715	£1,069,790	£1,534,975	£2,076,844	£1,052,919	£1,518,104	£2,059,974	£1,027,613	£1,492,798	£2,034,667			
				£200	£1,056,360	£1,521,545	£2,063,415	£1,047,925	£1,513,110	£2,054,979	£1,039,490	£1,504,674	£2,046,544	£1,022,619	£1,487,804	£2,029,673	£1,005,748	£1,470,933	£2,012,803	£980,442	£1,445,627	£1,987,496			
				Residual Land Value (£/Ha)																					
				£0	£1,328,757	£1,733,265	£2,204,456	£1,321,422	£1,725,930	£2,197,121	£1,314,087	£1,718,595	£2,189,786	£1,299,416	£1,703,925	£2,175,116	£1,284,746	£1,689,255	£2,160,446	£1,262,741	£1,667,250	£2,138,442			
				£20	£1,287,739	£1,692,247	£2,163,438	£1,280,403	£1,684,912	£2,156,103	£1,273,068	£1,677,577	£2,148,768	£1,258,398	£1,662,907	£2,134,098	£1,243,728	£1,648,237	£2,119,427	£1,221,723	£1,626,231	£2,097,422			
				£40	£1,246,720	£1,651,229	£2,122,420	£1,239,385	£1,643,894	£2,115,085	£1,232,050	£1,636,559	£2,107,750	£1,217,380	£1,621,889	£2,093,079	£1,202,710	£1,607,218	£2,078,409	£1,180,704	£1,585,213	£2,056,404			
				£60	£1,205,702	£1,610,211	£2,081,401	£1,198,367	£1,602,876	£2,074,066	£1,191,032	£1,595,540	£2,066,731	£1,176,362	£1,580,870	£2,052,061	£1,161,691	£1,566,200	£2,037,391	£1,139,668	£1,544,195	£2,015,366			
				£80	£1,164,684	£1,569,192	£2,040,383	£1,157,349	£1,561,857	£2,033,048	£1,150,014	£1,554,222	£2,025,713	£1,135,343	£1,539,852	£2,011,043	£1,120,673	£1,525,182	£1,996,373	£1,098,668	£1,503,177	£1,974,367			
				£100	£1,123,665	£1,528,174	£1,999,365	£1,116,330	£1,520,839	£1,992,030	£1,108,995	£1,513,504	£1,984,695	£1,094,325	£1,498,834	£1,970,025	£1,079,655	£1,484,164	£1,955,354	£1,057,650	£1,462,158	£1,933,349			
				£120	£1,082,647	£1,487,156	£1,958,347	£1,075,312	£1,479,821	£1,951,012	£1,067,977	£1,472,486	£1,943,776	£1,053,307	£1,457,815	£1,929,006	£1,038,637	£1,443,145	£1,914,336	£1,016,631	£1,421,140	£1,892,341			
				£140	£1,041,629	£1,446,138	£1,917,328	£1,034,294	£1,438,802	£1,909,993	£1,026,959	£1,431,467	£1,902,658	£1,012,289	£1,416,797	£1,887,988	£997,618	£1,402,127	£1,873,318	£975,613	£1,380,122	£1,851,313			
				£160	£1,000,611	£1,405,119	£1,876,310	£993,276	£1,397,784	£1,868,975	£985,940	£1,390,449	£1,861,640	£971,270	£1,375,779	£1,846,970	£956,600	£1,361,109	£1,832,300	£934,595	£1,339,103	£1,810,294			
£180	£959,592	£1,364,101	£1,835,292	£952,257	£1,356,766	£1,827,957	£944,922	£1,349,431	£1,820,622	£930,252	£1,334,761	£1,805,952	£915,582	£1,320,090	£1,791,281	£893,577	£1,298,085	£1,769,276							
£200	£918,574	£1,323,083	£1,794,274	£911,239	£1,315,748	£1,786,939	£903,904	£1,308,413	£1,779,603	£889,234	£1,293,742	£1,764,933	£874,564	£1,279,072	£1,750,263	£852,558	£1,257,067	£1,728,258							

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																				
					M4(2) 10%			M4(2) 20%			M4(2) 30%			M4(2) 50%			M4(2) 70%			M4(2) 100%					
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3			
Mixed 50 40% AH	PDL	2876	50	£0	£1,389,515	£1,834,364	£2,350,209	£1,381,140	£1,984,820	£2,341,835	£1,372,766	£1,817,616	£2,333,461	£1,356,018	£1,800,868	£2,316,713	£1,339,270	£1,784,119	£2,299,964	£1,314,148	£1,758,997	£2,274,842			
				£20	£1,345,339	£1,790,389	£2,306,234	£1,337,165	£1,937,649	£2,297,860	£1,328,791	£1,773,641	£2,289,485	£1,312,043	£1,756,892	£2,272,737	£1,295,295	£1,740,144	£2,255,989	£1,270,172	£1,715,022	£2,230,867			
				£40	£1,301,564	£1,746,414	£2,262,258	£1,293,190	£1,890,478	£2,253,884	£1,284,816	£1,729,665	£2,245,510	£1,268,068	£1,712,917	£2,228,762	£1,251,319	£1,696,169	£2,212,014	£1,226,197	£1,671,046	£2,186,891			
				£60	£1,257,589	£1,702,438	£2,218,283	£1,249,215	£1,843,307	£2,209,909	£1,240,840	£1,685,690	£2,201,535	£1,224,092	£1,668,942	£2,184,787	£1,207,344	£1,652,194	£2,168,038	£1,182,222	£1,627,071	£2,142,916			
				£80	£1,213,613	£1,658,463	£2,174,308	£1,205,239	£1,796,136	£2,165,934	£1,196,865	£1,641,715	£2,157,560	£1,180,117	£1,624,966	£2,140,811	£1,163,369	£1,608,218	£2,124,063	£1,138,246	£1,583,096	£2,098,941			
				£100	£1,169,638	£1,614,488	£2,130,332	£1,161,264	£1,748,965	£2,121,958	£1,152,890	£1,597,739	£2,113,584	£1,136,142	£1,580,991	£2,096,836	£1,119,393	£1,564,243	£2,080,088	£1,094,271	£1,539,121	£2,054,965			
				£120	£1,125,663	£1,570,512	£2,086,357	£1,117,289	£1,701,794	£2,077,983	£1,108,915	£1,553,764	£2,069,609	£1,092,166	£1,537,016	£2,052,861	£1,075,418	£1,520,268	£2,036,112	£1,050,296	£1,495,145	£2,010,990			
				£140	£1,081,687	£1,526,537	£2,042,382	£1,073,313	£1,654,623	£2,034,008	£1,064,939	£1,509,789	£2,025,634	£1,048,191	£1,493,041	£2,008,885	£1,031,443	£1,476,292	£1,992,137	£1,006,320	£1,451,170	£1,967,015			
				£160	£1,037,712	£1,482,562	£1,998,407	£1,029,338	£1,607,452	£1,990,032	£1,020,964	£1,465,813	£1,981,658	£1,004,216	£1,449,065	£1,964,910	£987,467	£1,432,317	£1,948,162	£962,345	£1,407,195	£1,923,040			
				£180	£993,737	£1,438,586	£1,954,431	£985,363	£1,560,281	£1,946,057	£976,989	£1,421,838	£1,937,683	£960,240	£1,405,090	£1,920,935	£943,007	£1,388,342	£1,904,187	£917,115	£1,363,219	£1,879,064			
				£200	£949,468	£1,394,611	£1,910,456	£940,838	£1,513,110	£1,902,082	£932,207	£1,377,863	£1,893,708	£914,946	£1,361,115	£1,876,959	£897,685	£1,344,366	£1,860,211	£871,794	£1,319,244	£1,835,089			
				Residual Land Value (£/Ha)																					
				£0	£1,208,274	£1,595,099	£2,043,660	£1,200,992	£1,725,930	£2,036,378	£1,193,710	£1,580,536	£2,029,096	£1,179,146	£1,565,972	£2,014,533	£1,164,583	£1,551,168	£1,999,969	£1,142,737	£1,529,563	£1,978,123			
				£20	£1,170,034	£1,556,860	£2,005,421	£1,162,752	£1,684,912	£1,998,139	£1,155,470	£1,542,296	£1,990,857	£1,140,907	£1,527,732	£1,976,293	£1,126,343	£1,513,169	£1,961,730	£1,104,498	£1,491,323	£1,939,884			
				£40	£1,131,795	£1,518,620	£1,967,181	£1,124,513	£1,643,894	£1,959,899	£1,117,231	£1,504,057	£1,952,618	£1,102,667	£1,489,493	£1,938,054	£1,088,104	£1,474,929	£1,923,490	£1,066,258	£1,453,084	£1,901,645			
				£60	£1,093,555	£1,480,381	£1,928,942	£1,086,274	£1,602,876	£1,921,660	£1,078,992	£1,465,817	£1,914,378	£1,064,428	£1,451,254	£1,899,814	£1,049,864	£1,436,690	£1,885,251	£1,028,019	£1,414,844	£1,863,405			
				£80	£1,055,316	£1,442,142	£1,890,702	£1,048,034	£1,561,857	£1,883,421	£1,040,752	£1,427,578	£1,876,139	£1,026,189	£1,413,014	£1,861,575	£1,011,625	£1,398,451	£1,847,011	£989,779	£1,376,605	£1,825,166			
				£100	£1,017,077	£1,403,902	£1,852,463	£1,009,795	£1,520,839	£1,845,181	£1,002,513	£1,389,339	£1,837,899	£987,949	£1,374,775	£1,823,336	£973,386	£1,360,211	£1,808,772	£951,540	£1,338,366	£1,786,926			
				£120	£978,837	£1,365,663	£1,814,224	£971,555	£1,479,821	£1,806,942	£964,274	£1,351,099	£1,799,660	£949,710	£1,336,535	£1,785,096	£935,146	£1,321,972	£1,770,533	£913,301	£1,300,126	£1,748,687			
				£140	£940,598	£1																			

Table 2o: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 50 Mixed M4(3) Sensitivity Test

Value Levels	Houses	Flats
1	£3,450	£3,700
2	£3,700	£4,000
3	£4,000	£4,300

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)												
					M4(3) 5%			M4(3) 10%			M4(3) 20%						
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3				
Mixed 50 0% AH	PDL	4743	50	£0	£2,702,038	£3,366,371	£4,141,033	£2,655,462	£3,319,796	£4,094,457	£2,562,311	£3,226,644	£4,001,306				
				£20	£2,629,515	£3,293,849	£4,068,510	£2,582,939	£3,247,273	£4,021,935	£2,489,788	£3,154,122	£3,928,783				
				£40	£2,556,992	£3,221,326	£3,995,988	£2,510,417	£3,174,751	£3,949,412	£2,417,266	£3,081,599	£3,856,261				
				£60	£2,484,470	£3,148,804	£3,923,465	£2,437,894	£3,102,228	£3,876,889	£2,344,743	£3,009,077	£3,783,738				
				£80	£2,411,947	£3,076,281	£3,850,943	£2,365,372	£3,029,706	£3,804,367	£2,272,220	£2,936,554	£3,711,216				
				£100	£2,339,425	£3,003,759	£3,778,420	£2,292,849	£2,957,183	£3,731,844	£2,199,698	£2,864,032	£3,638,693				
				£120	£2,266,902	£2,931,236	£3,705,897	£2,220,327	£2,884,660	£3,659,322	£2,127,175	£2,791,509	£3,566,171				
				£140	£2,194,380	£2,858,714	£3,633,375	£2,147,804	£2,812,138	£3,586,799	£2,054,653	£2,718,987	£3,493,648				
				£160	£2,121,857	£2,786,191	£3,560,852	£2,075,282	£2,739,615	£3,514,277	£1,982,130	£2,646,464	£3,421,125				
				£180	£2,049,335	£2,713,668	£3,488,330	£2,002,759	£2,667,093	£3,441,754	£1,909,608	£2,573,941	£3,348,603				
				£200	£1,976,812	£2,641,146	£3,415,807	£1,930,236	£2,594,570	£3,369,232	£1,837,085	£2,501,419	£3,276,080				
				Residual Land Value (£/Ha)													
				£0	£2,349,598	£2,927,279	£3,600,898	£2,309,097	£2,886,779	£3,560,398	£2,228,096	£2,805,778	£3,479,396				
				£20	£2,286,535	£2,864,216	£3,537,835	£2,246,034	£2,823,716	£3,497,334	£2,165,033	£2,742,715	£3,416,333				
				£40	£2,223,472	£2,801,153	£3,474,772	£2,182,971	£2,760,653	£3,434,271	£2,101,970	£2,679,652	£3,353,270				
				£60	£2,160,409	£2,738,090	£3,411,709	£2,119,908	£2,697,590	£3,371,208	£2,038,907	£2,616,589	£3,290,207				
				£80	£2,097,346	£2,675,027	£3,348,646	£2,056,845	£2,634,527	£3,308,145	£1,975,844	£2,553,525	£3,227,144				
				£100	£2,034,282	£2,611,964	£3,285,583	£1,993,782	£2,571,463	£3,245,082	£1,912,781	£2,490,462	£3,164,081				
				£120	£1,971,219	£2,548,901	£3,222,520	£1,930,719	£2,508,400	£3,182,019	£1,849,718	£2,427,399	£3,101,018				
				£140	£1,908,156	£2,485,838	£3,159,456	£1,867,656	£2,445,337	£3,118,956	£1,786,655	£2,364,336	£3,037,955				
				£160	£1,845,093	£2,422,775	£3,096,393	£1,804,593	£2,382,274	£3,055,893	£1,723,592	£2,301,273	£2,974,892				
				£180	£1,782,030	£2,359,712	£3,033,330	£1,741,530	£2,319,211	£2,992,830	£1,660,528	£2,238,210	£2,911,829				
				£200	£1,718,967	£2,296,649	£2,970,267	£1,678,466	£2,256,148	£2,929,767	£1,597,465	£2,175,147	£2,848,765				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)												
					M4(3) 5%			M4(3) 10%			M4(3) 20%						
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3				
Mixed 50 20% AH	PDL	3814	50	£0	£2,034,157	£2,588,408	£3,234,396	£1,988,432	£2,542,683	£3,188,671	£1,896,981	£2,451,233	£3,097,221				
				£20	£1,975,839	£2,530,090	£3,176,078	£1,930,114	£2,484,365	£3,130,353	£1,838,664	£2,392,915	£3,038,903				
				£40	£1,917,521	£2,471,773	£3,117,761	£1,871,796	£2,426,048	£3,072,036	£1,780,346	£2,334,597	£2,980,585				
				£60	£1,859,204	£2,413,455	£3,059,443	£1,813,478	£2,367,730	£3,013,718	£1,722,028	£2,276,280	£2,922,268				
				£80	£1,800,886	£2,355,137	£3,001,125	£1,755,161	£2,309,412	£2,955,400	£1,663,710	£2,217,962	£2,863,950				
				£100	£1,742,568	£2,296,819	£2,942,808	£1,696,843	£2,251,094	£2,897,082	£1,605,393	£2,159,644	£2,805,632				
				£120	£1,684,250	£2,238,502	£2,884,490	£1,638,525	£2,192,777	£2,838,765	£1,547,075	£2,101,326	£2,747,314				
				£140	£1,625,933	£2,180,184	£2,826,172	£1,580,207	£2,134,459	£2,780,447	£1,488,757	£2,043,009	£2,688,997				
				£160	£1,567,615	£2,121,866	£2,767,854	£1,521,890	£2,076,141	£2,722,129	£1,430,440	£1,984,691	£2,630,679				
				£180	£1,509,297	£2,063,548	£2,709,537	£1,463,572	£2,017,823	£2,663,811	£1,372,122	£1,926,373	£2,572,361				
				£200	£1,450,979	£2,005,231	£2,651,219	£1,405,254	£1,959,506	£2,605,494	£1,313,804	£1,868,055	£2,514,044				
				Residual Land Value (£/Ha)													
				£0	£1,768,832	£2,250,790	£2,812,518	£1,729,071	£2,211,029	£2,772,758	£1,649,549	£2,131,507	£2,693,236				
				£20	£1,718,121	£2,200,079	£2,761,807	£1,678,360	£2,160,318	£2,722,046	£1,598,838	£2,080,796	£2,642,525				
				£40	£1,667,410	£2,149,368	£2,711,096	£1,627,649	£2,109,607	£2,671,335	£1,548,127	£2,030,085	£2,591,813				
				£60	£1,616,699	£2,098,656	£2,660,385	£1,576,938	£2,058,895	£2,620,624	£1,497,416	£1,979,374	£2,541,102				
				£80	£1,565,988	£2,047,945	£2,609,674	£1,526,227	£2,008,184	£2,569,913	£1,446,705	£1,928,662	£2,490,391				
				£100	£1,515,277	£1,997,234	£2,558,963	£1,475,516	£1,957,473	£2,519,202	£1,395,994	£1,877,951	£2,439,680				
				£120	£1,464,565	£1,946,523	£2,508,252	£1,424,805	£1,906,762	£2,468,491	£1,345,283	£1,827,240	£2,388,969				
				£140	£1,413,854	£1,895,812	£2,457,541	£1,374,093	£1,856,051	£2,417,780	£1,294,572	£1,776,529	£2,338,258				
				£160	£1,363,143	£1,845,101	£2,406,830	£1,323,382	£1,805,340	£2,367,069	£1,243,860	£1,725,818	£2,287,547				
				£180	£1,312,432	£1,794,390	£2,356,119	£1,272,671	£1,754,629	£2,316,358	£1,193,149	£1,675,107	£2,236,836				
				£200	£1,261,721	£1,743,679	£2,305,408	£1,221,960	£1,703,918	£2,265,647	£1,142,438	£1,624,396	£2,186,125				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)												
					M4(3) 5%			M4(3) 10%			M4(3) 20%						
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3				
Mixed 50 30% AH	PDL	3355	50	£0	£1,692,067	£2,188,278	£2,765,092	£1,647,192	£2,143,403	£2,720,218	£1,557,443	£2,053,654	£2,630,468				
				£20	£1,640,767	£2,136,978	£2,713,793	£1,595,893	£2,092,104	£2,668,918	£1,506,144	£2,002,355	£2,579,169				
				£40	£1,589,468	£2,085,679	£2,662,493	£1,544,593	£2,040,804	£2,617,619	£1,454,844	£1,951,055	£2,527,870				
				£60	£1,538,169	£2,034,380	£2,611,194	£1,493,294	£1,989,505	£2,566,319	£1,403,545	£1,899,756	£2,476,570				
				£80	£1,486,869	£1,983,080	£2,559,894	£1,441,995	£1,938,206	£2,515,020	£1,352,245	£1,848,456	£2,425,271				
				£100	£1,435,570	£1,931,781	£2,508,595	£1,390,695	£1,886,906	£2,463,720	£1,300,946	£1,797,157	£2,373,971				
				£120	£1,384,270	£1,880,481	£2,457,296	£1,339,396	£1,835,607	£2,412,421	£1,249,647	£1,745,858	£2,322,672				
				£140	£1,332,971	£1,829,182	£2,405,996	£1,288,096	£1,784,307	£2,361,122	£1,198,347	£1,694,558	£2,271,372				
				£160	£1,281,671	£1,777,882	£2,354,697	£1,236,797	£1,733,008	£2,309,822	£1,147,048	£1,643,259	£2,220,073				
				£180	£1,230,372	£1,726,583	£2,303,397	£1,185,497	£1,681,708	£2,258,523	£1,095,748	£1,591,959	£2,168,774				
				£200	£1,179,073	£1,675,284	£2,252,098	£1,134,198	£1,630,409	£2,207,223	£1,044,449	£1,540,660	£2,117,474				
				Residual Land Value (£/Ha)													
				£0	£1,471,362	£1,902,850	£2,404,428	£1,432,341	£1,863,829	£2,365,407	£1,354,298	£1,785,786	£2,287,364				
				£20	£1,426,754	£1,858,242	£2,359,820	£1,387,733	£1,819,221	£2,320,798	£1,309,690	£1,741,178	£2,242,756				
				£40	£1,382,146	£1,813,634	£2,315,212	£1,343,125	£1,774,613	£2,276,190	£1,265,082	£1,696,570	£2,198,147				
				£60	£1,337,538	£1,769,026	£2,270,603	£1,298,516	£1,730,004	£2,231,582	£1,220,474	£1,651,962	£2,153,539				
				£80	£1,292,930	£1,724,418	£2,225,995	£1,253,908	£1,685,396	£2,186,974	£1,175,866	£1,607,353	£2,108,931				
				£100	£1,248,321	£1,679,809	£2,181,387	£1,209,300	£1,640,788	£2,142,366	£1,131,257	£1,562,745	£2,064,323				
				£120	£1,203,713	£1,635,201	£2,136,779	£1,164,692	£1,596,180	£2,097,757	£1,086,649	£1,518,137	£2,019,715				
				£140	£1,159,105	£1,590,593	£2,092,171	£1,120,084	£1,551,572	£2,053,149	£1,042,041	£1,473,529	£1,975,106				
				£160	£1,114,497	£1,545,985	£2,047,562	£1,075,476	£1,506,963	£2,008,541	£997,433	£1,428,921	£1,930,498				
				£180	£1,069,889	£1,501,377	£2,002,954	£1,030,867	£1,462,355	£1,963,933	£952,825	£1,384,312	£1,885,890				
				£200	£1,025,280	£1,456,768	£1,958,346	£986,259	£1,417,747	£1,919,325	£908,216	£1,339,704	£1,841,282				

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)											
					M4(3) 5%			M4(3) 10%			M4(3) 20%					
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3			
Mixed 50 35% AH	PDL	3085	50	£0	£1,491,631	£1,956,816	£2,498,685	£1,446,756	£1,911,941	£2,453,811	£1,357,007	£1,822,192	£2,364,062			
				£20	£1,444,460	£1,909,645	£2,451,514	£1,399,585	£1,864,770	£2,406,640	£1,309,836	£1,775,021	£2,316,891			
				£40	£1,397,289	£1,862,474	£2,404,343	£1,352,414	£1,817,599	£2,359,469	£1,262,665	£1,727,850	£2,269,720			
				£60	£1,350,118	£1,815,303	£2,357,172	£1,305,243	£1,770,428	£2,312,298	£1,215,494	£1,680,679	£2,222,549			
				£80	£1,302,947	£1,768,132	£2,310,001	£1,258,072	£1,723,257	£2,265,127	£1,168,323	£1,633,508	£2,175,378			
				£100	£1,255,776	£1,720,961	£2,262,830	£1,210,901	£1,676,086	£2,217,956	£1,121,152	£1,586,337	£2,128,207			
				£120	£1,208,605	£1,673,790	£2,215,659	£1,163,730	£1,628,915	£2,170,785	£1,073,981	£1,539,166	£2,081,036			
				£140	£1,161,434	£1,626,619	£2,168,488	£1,116,559	£1,581,744	£2,123,614	£1,026,810	£1,491,995	£2,033,865			
				£160	£1,114,263	£1,579,448	£2,121,317	£1,069,388	£1,534,573	£2,076,443	£979,639	£1,444,824	£1,986,694			
				£180	£1,067,092	£1,532,277	£2,074,146	£1,022,217	£1,487,402	£2,029,272	£931,862	£1,397,653	£1,939,523			
				£200	£1,019,921	£1,485,106	£2,026,975	£975,046	£1,440,231	£1,982,101	£883,247	£1,350,482	£1,892,352			
				Residual Land Value (£/Ha)												
				£0	£1,297,070	£1,701,579	£2,172,770	£1,258,049	£1,662,558	£2,133,749	£1,180,006	£1,584,515	£2,055,706			
				£20	£1,256,052	£1,660,561	£2,131,752	£1,217,031	£1,621,539	£2,092,730	£1,138,988	£1,543,497	£2,014,688			
				£40	£1,215,034	£1,619,543	£2,090,733	£1,176,013	£1,580,521	£2,051,712	£1,097,970	£1,502,478	£1,973,669			
				£60	£1,174,016	£1,578,524	£2,049,715	£1,134,994	£1,539,503	£2,010,694	£1,056,952	£1,461,460	£1,932,651			
				£80	£1,132,997	£1,537,506	£2,008,697	£1,093,976	£1,498,485	£1,969,676	£1,015,933	£1,420,442	£1,891,633			
				£100	£1,091,979	£1,496,488	£1,967,679	£1,052,958	£1,457,466	£1,928,657	£974,915	£1,379,424	£1,850,615			
				£120	£1,050,961	£1,455,470	£1,926,660	£1,011,940	£1,416,448	£1,887,639	£933,897	£1,338,405	£1,809,596			
				£140	£1,009,943	£1,414,451	£1,885,642	£970,921	£1,375,430	£1,846,621	£892,879	£1,297,387	£1,768,578			
				£160	£968,924	£1,373,433	£1,844,624	£929,903	£1,334,412	£1,805,602	£851,860	£1,256,369	£1,727,560			
£180	£927,906	£1,332,415	£1,803,606	£888,885	£1,293,393	£1,764,584	£810,315	£1,215,351	£1,686,541							
£200	£886,888	£1,291,396	£1,762,587	£847,866	£1,252,375	£1,723,566	£768,041	£1,174,332	£1,645,523							

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)											
					M4(3) 5%			M4(3) 10%			M4(3) 20%					
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3			
Mixed 50 40% AH	PDL	2876	50	£0	£1,353,439	£1,798,289	£2,314,134	£1,308,990	£1,753,840	£2,269,684	£1,220,091	£1,664,941	£2,180,786			
				£20	£1,309,464	£1,754,314	£2,270,158	£1,265,015	£1,709,864	£2,225,709	£1,176,116	£1,620,966	£2,136,811			
				£40	£1,265,489	£1,710,338	£2,226,183	£1,221,039	£1,665,889	£2,181,734	£1,132,141	£1,576,990	£2,092,835			
				£60	£1,221,513	£1,666,363	£2,182,208	£1,177,064	£1,621,914	£2,137,759	£1,088,166	£1,533,015	£2,048,860			
				£80	£1,177,538	£1,622,388	£2,138,233	£1,133,089	£1,577,938	£2,093,783	£1,044,190	£1,489,040	£2,004,885			
				£100	£1,133,563	£1,578,412	£2,094,257	£1,089,114	£1,533,963	£2,049,808	£1,000,215	£1,445,064	£1,960,909			
				£120	£1,089,588	£1,534,437	£2,050,282	£1,045,138	£1,489,988	£2,005,833	£956,145	£1,401,089	£1,916,934			
				£140	£1,045,612	£1,490,462	£2,006,307	£1,001,163	£1,446,012	£1,961,857	£910,823	£1,357,114	£1,872,959			
				£160	£1,001,637	£1,446,486	£1,962,331	£957,122	£1,402,037	£1,917,882	£865,501	£1,313,139	£1,828,983			
				£180	£957,610	£1,402,511	£1,918,356	£911,800	£1,358,062	£1,873,907	£820,179	£1,269,163	£1,785,008			
				£200	£912,288	£1,358,536	£1,874,381	£866,478	£1,314,087	£1,829,931	£774,858	£1,225,188	£1,741,033			
				Residual Land Value (£/Ha)												
				£0	£1,176,904	£1,563,729	£2,012,290	£1,138,252	£1,525,078	£1,973,639	£1,060,949	£1,447,775	£1,896,336			
				£20	£1,138,664	£1,525,490	£1,974,051	£1,100,013	£1,486,839	£1,935,399	£1,022,710	£1,409,535	£1,858,096			
				£40	£1,100,425	£1,487,251	£1,935,811	£1,061,773	£1,448,599	£1,897,160	£984,470	£1,371,296	£1,819,857			
				£60	£1,062,186	£1,449,011	£1,897,572	£1,023,534	£1,410,360	£1,858,920	£946,231	£1,333,057	£1,781,617			
				£80	£1,023,946	£1,410,772	£1,859,333	£985,295	£1,372,120	£1,820,681	£907,992	£1,294,817	£1,743,378			
				£100	£985,707	£1,372,533	£1,821,093	£947,055	£1,333,881	£1,782,442	£869,752	£1,256,578	£1,705,139			
				£120	£947,467	£1,334,293	£1,782,854	£908,816	£1,295,642	£1,744,202	£831,430	£1,218,338	£1,666,899			
				£140	£909,228	£1,296,054	£1,744,614	£870,576	£1,257,402	£1,705,963	£792,020	£1,180,099	£1,628,660			
				£160	£870,989	£1,257,814	£1,706,375	£832,280	£1,219,163	£1,667,724	£752,610	£1,141,860	£1,590,420			
£180	£832,705	£1,219,575	£1,668,136	£792,870	£1,180,923	£1,629,484	£713,200	£1,103,620	£1,552,181							
£200	£793,294	£1,181,336	£1,629,896	£753,459	£1,142,684	£1,591,245	£673,789	£1,065,381	£1,513,942							

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIB Residential Results Aldershot v23.xlsx

Table 2p(a): Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 50 Mixed Combined Sensitivity Test with M4(3) 5% and M4(2) 10%, 20%, 30% and 50%

Value Levels	Houses	Flats
1	£3,450	£3,700
2	£3,700	£4,000
3	£4,000	£4,300

M4(3) 5% M4(2) 10%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£2,693,357	£3,357,691	£4,132,352	£2,025,599	£2,579,850	£3,225,838	£1,683,631	£2,179,843	£2,756,657	£1,483,196	£1,948,381	£2,490,250	£1,483,196	£1,948,381	£2,490,250			
				£20	£2,620,835	£3,285,169	£4,059,830	£1,967,281	£2,521,533	£3,167,521	£1,632,332	£2,128,543	£2,705,357	£1,436,025	£1,901,210	£2,443,079	£1,436,025	£1,901,210	£2,443,079			
				£40	£2,548,312	£3,212,646	£3,987,307	£1,908,963	£2,463,215	£3,109,203	£1,581,033	£2,077,244	£2,654,058	£1,388,854	£1,854,039	£2,395,908	£1,388,854	£1,854,039	£2,395,908			
				£60	£2,475,790	£3,140,123	£3,914,785	£1,850,646	£2,404,897	£3,050,885	£1,529,733	£2,025,944	£2,602,759	£1,341,683	£1,806,868	£2,348,737	£1,341,683	£1,806,868	£2,348,737			
				£80	£2,403,267	£3,067,601	£3,842,262	£1,792,328	£2,346,579	£2,992,567	£1,478,434	£1,974,645	£2,551,459	£1,294,512	£1,759,697	£2,301,566	£1,294,512	£1,759,697	£2,301,566			
				£100	£2,330,745	£2,995,078	£3,769,740	£1,734,010	£2,288,262	£2,934,250	£1,427,134	£1,923,345	£2,500,160	£1,247,341	£1,712,526	£2,254,395	£1,247,341	£1,712,526	£2,254,395			
				£120	£2,258,222	£2,922,556	£3,697,217	£1,675,692	£2,229,944	£2,875,932	£1,375,835	£1,872,046	£2,448,860	£1,200,170	£1,665,355	£2,207,224	£1,200,170	£1,665,355	£2,207,224			
				£140	£2,185,699	£2,850,033	£3,624,695	£1,617,375	£2,171,626	£2,817,614	£1,324,535	£1,820,747	£2,397,561	£1,152,999	£1,618,184	£2,160,053	£1,152,999	£1,618,184	£2,160,053			
				£160	£2,113,177	£2,777,511	£3,552,172	£1,559,057	£2,113,308	£2,759,296	£1,273,236	£1,769,447	£2,346,261	£1,105,828	£1,571,013	£2,112,882	£1,105,828	£1,571,013	£2,112,882			
				£180	£2,040,654	£2,704,988	£3,479,649	£1,500,739	£2,054,991	£2,700,979	£1,221,937	£1,718,148	£2,294,962	£1,058,657	£1,523,842	£2,065,711	£1,058,657	£1,523,842	£2,065,711			
				£200	£1,968,132	£2,632,466	£3,407,127	£1,442,422	£1,996,673	£2,642,661	£1,170,637	£1,666,848	£2,243,663	£1,011,486	£1,476,671	£2,018,540	£1,011,486	£1,476,671	£2,018,540			
				Residual Land Value (£/Ha)																		
				£0	£2,342,050	£2,919,731	£3,593,350	£1,761,390	£2,243,348	£2,805,077	£1,464,027	£1,895,515	£2,397,093	£1,289,735	£1,694,244	£2,165,435	£1,289,735	£1,694,244	£2,165,435			
				£20	£2,278,987	£2,856,668	£3,530,287	£1,710,679	£2,192,637	£2,754,366	£1,419,419	£1,850,907	£2,352,485	£1,248,717	£1,653,226	£2,124,417	£1,248,717	£1,653,226	£2,124,417			
				£40	£2,215,924	£2,793,605	£3,467,224	£1,659,968	£2,141,926	£2,703,655	£1,374,811	£1,806,299	£2,307,876	£1,207,699	£1,612,207	£2,083,398	£1,207,699	£1,612,207	£2,083,398			
				£60	£2,152,861	£2,730,542	£3,404,161	£1,609,257	£2,091,215	£2,652,944	£1,330,203	£1,761,691	£2,263,268	£1,166,681	£1,571,189	£2,042,380	£1,166,681	£1,571,189	£2,042,380			
				£80	£2,089,797	£2,667,479	£3,341,098	£1,558,546	£2,040,504	£2,602,233	£1,285,595	£1,717,082	£2,218,660	£1,125,662	£1,530,171	£2,001,362	£1,125,662	£1,530,171	£2,001,362			
				£100	£2,026,734	£2,604,416	£3,278,035	£1,507,835	£1,989,793	£2,551,521	£1,240,986	£1,672,474	£2,174,052	£1,084,644	£1,489,153	£1,960,344	£1,084,644	£1,489,153	£1,960,344			
				£120	£1,963,671	£2,541,353	£3,214,971	£1,457,124	£1,939,082	£2,500,810	£1,196,378	£1,627,866	£2,129,444	£1,043,626	£1,448,134	£1,919,325	£1,043,626	£1,448,134	£1,919,325			
				£140	£1,900,608	£2,478,290	£3,151,908	£1,406,413	£1,888,371	£2,450,099	£1,151,770	£1,583,258	£2,084,836	£1,002,608	£1,407,116	£1,878,307	£1,002,608	£1,407,116	£1,878,307			
£160	£1,837,545	£2,415,227	£3,088,845	£1,355,702	£1,837,659	£2,399,388	£1,107,162	£1,538,650	£2,040,227	£961,589	£1,366,098	£1,837,289	£961,589	£1,366,098	£1,837,289							
£180	£1,774,482	£2,352,164	£3,025,782	£1,304,991	£1,786,948	£2,348,677	£1,062,554	£1,494,041	£1,995,619	£920,571	£1,325,080	£1,796,270	£920,571	£1,325,080	£1,796,270							
£200	£1,711,419	£2,289,100	£2,962,719	£1,254,280	£1,736,237	£2,297,966	£1,017,945	£1,449,433	£1,951,011	£879,553	£1,284,061	£1,755,252	£879,553	£1,284,061	£1,755,252							

M4(3) 5% M4(2) 20%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£2,684,677	£3,349,011	£4,123,672	£2,017,041	£2,571,292	£3,217,281	£1,675,196	£2,171,407	£2,748,221	£1,474,760	£1,939,945	£2,481,815	£1,474,760	£1,939,945	£2,481,815			
				£20	£2,612,154	£3,276,488	£4,051,150	£1,958,723	£2,512,975	£3,158,963	£1,623,897	£2,120,108	£2,696,922	£1,427,589	£1,892,774	£2,434,644	£1,427,589	£1,892,774	£2,434,644			
				£40	£2,539,632	£3,203,966	£3,978,627	£1,900,406	£2,454,657	£3,100,645	£1,572,597	£2,068,808	£2,645,623	£1,380,418	£1,845,603	£2,387,473	£1,380,418	£1,845,603	£2,387,473			
				£60	£2,467,109	£3,131,443	£3,906,105	£1,842,088	£2,396,339	£3,042,327	£1,521,298	£2,017,509	£2,594,323	£1,333,247	£1,798,432	£2,340,302	£1,333,247	£1,798,432	£2,340,302			
				£80	£2,394,587	£3,058,921	£3,833,582	£1,783,770	£2,338,022	£2,984,010	£1,469,998	£1,966,209	£2,543,024	£1,286,076	£1,751,261	£2,293,131	£1,286,076	£1,751,261	£2,293,131			
				£100	£2,322,064	£2,986,398	£3,761,059	£1,725,452	£2,279,704	£2,925,692	£1,418,699	£1,914,910	£2,491,724	£1,238,905	£1,704,090	£2,245,960	£1,238,905	£1,704,090	£2,245,960			
				£120	£2,249,542	£2,913,875	£3,688,537	£1,667,135	£2,221,386	£2,867,374	£1,367,400	£1,863,611	£2,440,425	£1,191,734	£1,656,919	£2,198,789	£1,191,734	£1,656,919	£2,198,789			
				£140	£2,177,019	£2,841,353	£3,616,014	£1,608,817	£2,163,068	£2,809,056	£1,316,100	£1,812,311	£2,389,125	£1,144,563	£1,609,748	£2,151,618	£1,144,563	£1,609,748	£2,151,618			
				£160	£2,104,497	£2,768,830	£3,543,492	£1,550,499	£2,104,751	£2,750,739	£1,264,801	£1,761,012	£2,337,826	£1,097,392	£1,562,577	£2,104,447	£1,097,392	£1,562,577	£2,104,447			
				£180	£2,031,974	£2,696,308	£3,470,969	£1,492,181	£2,046,433	£2,692,421	£1,213,501	£1,709,712	£2,286,527	£1,050,221	£1,515,406	£2,057,276	£1,050,221	£1,515,406	£2,057,276			
				£200	£1,959,451	£2,623,785	£3,398,447	£1,433,864	£1,988,115	£2,634,103	£1,162,202	£1,658,413	£2,235,227	£1,003,050	£1,468,235	£2,010,105	£1,003,050	£1,468,235	£2,010,105			
				Residual Land Value (£/Ha)																		
				£0	£2,334,502	£2,912,183	£3,585,802	£1,753,949	£2,235,906	£2,797,635	£1,456,692	£1,888,180	£2,389,758	£1,282,400	£1,686,909	£2,158,100	£1,282,400	£1,686,909	£2,158,100			
				£20	£2,271,439	£2,849,120	£3,522,739	£1,703,238	£2,185,195	£2,746,924	£1,412,084	£1,843,572	£2,345,150	£1,241,382	£1,645,891	£2,117,082	£1,241,382	£1,645,891	£2,117,082			
				£40	£2,208,376	£2,786,057	£3,459,676	£1,652,527	£2,134,484	£2,696,213	£1,367,476	£1,798,964	£2,300,541	£1,200,364	£1,604,872	£2,076,063	£1,200,364	£1,604,872	£2,076,063			
				£60	£2,145,312	£2,722,994	£3,396,613	£1,601,816	£2,083,773	£2,645,502	£1,322,868	£1,754,356	£2,255,933	£1,159,346	£1,563,854	£2,035,045	£1,159,346	£1,563,854	£2,035,045			
				£80	£2,082,249	£2,659,931	£3,333,550	£1,551,104	£2,033,062	£2,594,791	£1,278,259	£1,709,747	£2,211,325	£1,118,327	£1,522,836	£1,994,027	£1,118,327	£1,522,836	£1,994,027			
				£100	£2,019,186	£2,596,868	£3,270,486	£1,500,393	£1,982,351	£2,544,080	£1,233,651	£1,665,139	£2,166,717	£1,077,309	£1,481,818	£1,953,008	£1,077,309	£1,481,818	£1,953,008			
				£120	£1,956,123	£2,533,805	£3,207,423	£1,449,682	£1,931,640	£2,493,369	£1,189,043	£1,620,531	£2,122,109	£1,036,291	£1,440,799	£1,911,990	£1,036,291	£1,440,799	£1,911,990			
				£140	£1,893,060	£2,470,742	£3,144,360	£1,398,971	£1,880,929	£2,442,658	£1,144,435	£1,575,923	£2,077,500	£995,272	£1,399,781	£1,870,972	£995,272	£1,399,781	£1,870,972			
£160	£1,829,997	£2,407,679	£3,081,297	£1,348,260	£1,830,218	£2,391,947	£1,099,827	£1,531,315	£2,032,892	£954,254	£1,358,763	£1,829,954	£954,254	£1,358,763	£1,829,954							
£180	£1,766,934	£2,344,615	£3,018,234	£1,297,549	£1,779,507	£2,341,236	£1,055,219	£1,486,706	£1,988,284	£913,236	£1,317,745	£1,788,935	£913,236	£1,317,745	£1,788,935							
£200	£1,703,871	£2,281,552	£2,955,171	£1,246,838	£1,728,796	£2,290,525	£1,010,610	£1,442,098	£1,943,676	£872,218	£1,276,726	£1,747,917	£872,218	£1,276,726	£1,747,917							

M4(3) 5% M4(2) 30%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£2,675,997	£3,340,330	£4,114,992	£2,008,483	£2,562,735	£3,208,723	£1,666,761	£2,162,972	£2,739,786	£1,466,325	£1,931,510	£2,473,379	£1,466,325	£1,931,510	£2,473,379			
				£20	£2,603,474	£3,267,808	£4,042,469	£1,950,166	£2,504,417	£3,150,405	£1,615,461	£2,111,672	£2,688,487	£1,419,154	£1,884,339	£2,426,208	£1,419,154	£1,884,339	£2,426,208			
				£40	£2,530,952	£3,195,285	£3,969,947	£1,891,848	£2,446,099	£3,092,087	£1,564,162	£2,060,373	£2,637,187	£1,371,983	£1,837,168	£2,379,037	£1,371,983	£1,837,168	£2,379,037			
				£60	£2,458,429	£3,122,763	£3,897,424	£1,833,530	£2,387,781	£3,033,770	£1,512,862	£2,009,074	£2,585,888	£1,324,812	£1,789,997	£2,331,866	£1,324,812	£1,789,997	£2,331,866			
				£80	£2,385,906	£3,050,240	£3,824,902	£1,775,212	£2,329,464	£2,975,452	£1,461,563	£1,957,774	£2,534,588	£1,277,641	£1,742,826	£2,284,695	£1,277,641	£1,742,826	£2,284,695			
				£100	£2,313,384	£2,977,718	£3,752,379	£1,716,895	£2,271,146	£2,917,134	£1,410,264	£1,906,475	£2,483,289	£1,230,470	£1,695,655	£2,237,524	£1,230,470	£1,695,655	£2,237,524			
				£120	£2,240,861	£2,905,195	£3,679,857	£1,658,577	£2,212,828	£2,858,816	£1,358,964	£1,855,175	£2,431,990	£1,183,299	£1,648,484	£2,190,353	£1,183,299	£1,648,484	£2,190,353			
				£140	£2,168,339	£2,832,673	£3,607,334	£1,600,259	£2,154,510	£2,800,499	£1,307,665	£1,803,876	£2,380,690	£1,136,128	£1,601,313	£2,143,182	£1,136,128	£1,601,313	£2,143,182			
				£160	£2,095,816	£2,760,150	£3,534,811	£1,541,941	£2,096,193	£2,742,181	£1,256,365	£1,752,576	£2,329,391	£1,088,957	£1,554,142	£2,096,011	£1,088,957	£1,554,142	£2,096,011			
				£180	£2,023,294	£2,687,627	£3,462,289	£1,483,624	£2,037,875	£2,683,863	£1,205,066	£1,701,277	£2,278,091	£1,041,786	£1,506,971	£2,048,840	£1,041,786	£1,506,971	£2,048,840			
				£200	£1,950,771	£2,615,105	£3,389,766	£1,425,306	£1,979,557	£2,625,545	£1,153,767	£1,649,978	£2,226,792	£994,615	£1,459,800	£2,001,669	£994,615	£1,459,800	£2,001,669			
				Residual Land Value (£/Ha)																		
				£0	£2,326,954	£2,904,635	£3,578,254	£1,746,507	£2,228,465	£2,790,194	£1,449,357	£1,880,845	£2,382,423	£1,275,065	£1,679,574	£2,150,765	£1,275,065	£1,679,574	£2,150,765			
				£20	£2,263,891	£2,841,572	£3,515,191	£1,695,796	£2,177,754	£2,739,483	£1,404,749	£1,836,237	£2,337,815	£1,234,047	£1,638,556	£2,109,746	£1,234,047	£1,638,556	£2,109,746			
				£40	£2,200,827	£2,778,509	£3,452,128	£1,645,085	£2,127,043	£2,688,772	£1,360,141	£1,791,629	£2,293,206	£1,193,029	£1,597,537	£2,068,728	£1,193,029	£1,597,537	£2,068,728			
				£60	£2,137,764	£2,715,446	£3,389,065	£1,594,374	£2,076,332	£2,638,060	£1,315,533	£1,747,020	£2,248,598	£1,152,010	£1,556,519	£2,027,710	£1,152,010	£1,556,519	£2,027,710			
				£80	£2,074,701	£2,652,383	£3,326,001	£1,543,663	£2,025,621	£2,587,349	£1,270,924	£1,702,412	£2,203,990	£1,110,992	£1,515,501	£1,986,692	£1,110,992	£1,515,501	£1,986,692			
				£100	£2,011,638	£2,589,320	£3,262,938	£1,492,952	£1,974,910	£2,536,638	£1,226,316	£1,657,804	£2,159,382	£1,069,974	£1,474,483	£1,945,673	£1,069,974	£1,474,483	£1,945,673			
				£120	£1,948,575	£2,526,257	£3,199,875	£1,442,241	£1,924,198	£2,485,927	£1,181,708	£1,613,196	£2,114,774	£1,028,956	£1,433,464	£1,904,655	£1,028,956	£1,433,464	£1,904,655			
				£140	£1,885,512	£2,463,194	£3,136,812	£1,391,530	£1,873,487	£2,435,216	£1,137,100	£1,568,588	£2,070,165	£987,937	£1,392,446	£1,863,637	£987,937	£1,392,446	£1,863,637			
				£160	£1,822,449	£2,400,130	£3,073,749	£1,340,819	£1,822,776	£2,384,505	£1,092,492	£1,523,979	£2,025,557	£946,919	£1,351,428	£1,822,619	£946,919	£1,351,428	£1,822,619			
				£180	£1,759,386	£2,337,067	£3,010,686	£1,290,107	£1,772,065	£2,333,794	£1,047,883	£1,479,371	£1,980,949	£905,901	£1,310,409	£1,781,600	£905,901	£1,310,409	£1,781,600			
£200	£1,696,323	£2,274,004	£2,947,623	£1,239,396	£1,721,354	£2,283,083	£1,003,275	£1,434,763	£1,936,341	£864,883	£1,269,391	£1,740,582	£864,883	£1,269,391	£1,740,582							

M4(3) 5% M4(2) 50%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£2,658,636	£3,322,970	£4,097,631	£1,991,368	£2,545,619	£3,191,607	£1,649,890	£2,146,101	£2,722,915	£1,449,454	£1,914,639	£2,456,509	£1,449,454	£1,914,639	£2,456,509			
				£20	£2,586,114	£3,250,447	£4,025,109	£1,933,050	£2,487,301	£3,133,289	£1,598,591	£2,094,802	£2,671,616	£1,402,283	£1,867,468	£2,409,338	£1,402,283	£1,867,468	£2,409,338			
				£40	£2,513,591	£3,177,925	£3,952,586	£1,874,732	£2,428,984	£3,074,972	£1,547,291	£2,043,502	£2,620,317	£1,355,112	£1,820,297	£2,362,167	£1,355,112	£1,820,297	£2,362,167			
				£60	£2,441,068	£3,105,402	£3,880,064	£1,816,414	£2,370,666	£3,016,654	£1,495,992	£1,992,203	£2,569,017	£1,307,941	£1,773,126	£2,314,996	£1,307,941	£1,773,126	£2,314,996			
				£80	£2,368,546	£3,032,880	£3,807,541	£1,758,097	£2,312,348	£2,958,336	£1,444,692	£1,940,903	£2,517,718	£1,260,770	£1,725,955	£2,267,825	£1,260,770	£1,725,955	£2,267,825			
				£100	£2,296,023	£2,960,357	£3,735,018	£1,699,779	£2,254,030	£2,900,018	£1,393,393	£1,889,604	£2,466,418	£1,213,599	£1,678,784	£2,220,654	£1,213,599	£1,678,784	£2,220,654			
				£120	£2,223,501	£2,887,835	£3,662,496	£1,641,461	£2,195,713	£2,841,701	£1,342,094	£1,838,305	£2,415,119	£1,166,428	£1,631,613	£2,173,483	£1,166,428	£1,631,613	£2,173,483			
				£140	£2,150,978	£2,815,312	£3,589,973	£1,583,143	£2,137,395	£2,783,383	£1,290,794	£1,787,005	£2,363,819	£1,119,257	£1,584,442	£2,126,312	£1,119,257	£1,584,442	£2,126,312			
				£160	£2,078,456	£2,742,789	£3,517,451	£1,524,826	£2,079,077	£2,725,065	£1,239,495	£1,735,706	£2,312,520	£1,072,086	£1,537,271	£2,079,141	£1,072,086	£1,537,271	£2,079,141			
				£180	£2,005,933	£2,670,267	£3,444,928	£1,466,508	£2,020,759	£2,666,747	£1,188,195	£1,684,406	£2,261,221	£1,024,915	£1,490,100	£2,031,970	£1,024,915	£1,490,100	£2,031,970			
				£200	£1,933,410	£2,597,744	£3,372,406	£1,408,190	£1,962,442	£2,608,430	£1,136,896	£1,633,107	£2,209,921	£977,744	£1,442,929	£1,984,799	£977,744	£1,442,929	£1,984,799			
				Residual Land Value (£/Ha)																		
				£0	£2,311,857	£2,889,539	£3,563,158	£1,731,624	£2,213,582	£2,775,311	£1,434,687	£1,866,175	£2,367,753	£1,260,395	£1,664,904	£2,136,095	£1,260,395	£1,664,904	£2,136,095			
				£20	£2,248,794	£2,826,476	£3,500,095	£1,680,913	£2,162,871	£2,724,599	£1,390,079	£1,821,567	£2,323,144	£1,219,377	£1,623,885	£2,095,076	£1,219,377	£1,623,885	£2,095,076			
				£40	£2,185,731	£2,763,413	£3,437,031	£1,630,202	£2,112,160	£2,673,888	£1,345,471	£1,776,958	£2,278,536	£1,178,359	£1,582,867	£2,054,058	£1,178,359	£1,582,867	£2,054,058			
				£60	£2,122,668	£2,700,350	£3,373,968	£1,579,491	£2,061,448	£2,623,177	£1,300,862	£1,732,350	£2,233,928	£1,137,340	£1,541,849	£2,013,040	£1,137,340	£1,541,849	£2,013,040			
				£80	£2,059,605	£2,637,287	£3,310,905	£1,528,780	£2,010,737	£2,572,466	£1,256,254	£1,687,742	£2,189,320	£1,096,322	£1,500,831	£1,972,021	£1,096,322	£1,500,831	£1,972,021			
				£100	£1,996,542	£2,574,224	£3,247,842	£1,478,069	£1,960,026	£2,521,755	£1,211,646	£1,643,134	£2,144,712	£1,055,304	£1,459,812	£1,931,003	£1,055,304	£1,459,812	£1,931,003			
				£120	£1,933,479	£2,511,160	£3,184,779	£1,427,358	£1,909,315	£2,471,044	£1,167,038	£1,598,526	£2,100,103	£1,014,285	£1,418,794	£1,889,985	£1,014,285	£1,418,794	£1,889,985			
				£140	£1,870,416	£2,448,097	£3,121,716	£1,376,646	£1,858,604	£2,420,333	£1,122,430	£1,553,918	£2,055,495	£973,267	£1,377,776	£1,848,967	£973,267	£1,377,776	£1,848,967			
				£160	£1,807,353	£2,385,034	£3,058,653	£1,325,935	£1,807,893	£2,369,622	£1,077,821	£1,509,309	£2,010,887	£932,249	£1,336,758	£1,807,948	£932,249	£1,336,758	£1,807,948			
				£180	£1,744,290	£2,321,971	£2,995,590	£1,275,224	£1,757,182	£2,318,911	£1,033,213	£1,464,701	£1,966,279	£891,231	£1,295,739	£1,766,930	£891,231	£1,295,739	£1,766,930			
£200	£1,681,227	£2,258,908	£2,932,527	£1,224,513	£1,706,471	£2,268,200	£988,605	£1,420,093	£1,921,671	£850,212	£1,254,721	£1,725,912	£850,212	£1,254,721	£1,725,912							

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIB Residential Results Aldershot v23.xlsx

Table 2p(b): Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 50 Mixed Combined Sensitivity Test with M4(3) 10% and M4(2) 10%, 20%, 30% and 50%

Value Levels	Houses	Flats
1	£3,450	£3,700
2	£3,700	£4,000
3	£4,000	£4,300

M4(3) 10% M4(2) 10%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£2,646,782	£3,311,115	£4,085,777	£1,979,874	£2,534,125	£3,180,113	£1,638,757	£2,134,968	£2,711,782	£1,438,321	£1,903,506	£2,445,376	£1,438,321	£1,903,506	£2,445,376			
				£20	£2,574,259	£3,238,593	£4,013,254	£1,921,556	£2,475,807	£3,121,796	£1,587,457	£2,083,669	£2,660,483	£1,391,150	£1,856,335	£2,398,205	£1,391,150	£1,856,335	£2,398,205			
				£40	£2,501,737	£3,166,070	£3,940,732	£1,863,238	£2,417,490	£3,063,478	£1,536,158	£2,032,369	£2,609,183	£1,343,979	£1,809,164	£2,351,034	£1,343,979	£1,809,164	£2,351,034			
				£60	£2,429,214	£3,093,548	£3,868,209	£1,804,921	£2,359,172	£3,005,160	£1,484,859	£1,981,070	£2,557,884	£1,296,808	£1,761,993	£2,303,863	£1,296,808	£1,761,993	£2,303,863			
				£80	£2,356,691	£3,021,025	£3,795,687	£1,746,603	£2,300,854	£2,946,842	£1,433,559	£1,929,770	£2,506,585	£1,249,637	£1,714,822	£2,256,692	£1,249,637	£1,714,822	£2,256,692			
				£100	£2,284,169	£2,948,503	£3,723,164	£1,688,285	£2,242,537	£2,888,525	£1,382,260	£1,878,471	£2,455,285	£1,202,466	£1,667,651	£2,209,521	£1,202,466	£1,667,651	£2,209,521			
				£120	£2,211,646	£2,875,980	£3,650,642	£1,629,967	£2,184,219	£2,830,207	£1,330,960	£1,827,171	£2,403,986	£1,155,295	£1,620,480	£2,162,350	£1,155,295	£1,620,480	£2,162,350			
				£140	£2,139,124	£2,803,458	£3,578,119	£1,571,650	£2,125,901	£2,771,889	£1,279,661	£1,775,872	£2,352,686	£1,108,124	£1,573,309	£2,115,179	£1,108,124	£1,573,309	£2,115,179			
				£160	£2,066,601	£2,730,935	£3,505,596	£1,513,332	£2,067,583	£2,713,571	£1,228,361	£1,724,573	£2,301,387	£1,060,953	£1,526,138	£2,068,007	£1,060,953	£1,526,138	£2,068,007			
				£180	£1,994,079	£2,658,412	£3,433,074	£1,455,014	£2,009,266	£2,655,254	£1,177,062	£1,673,273	£2,250,087	£1,013,782	£1,478,967	£2,020,836	£1,013,782	£1,478,967	£2,020,836			
				£200	£1,921,556	£2,585,890	£3,360,551	£1,396,696	£1,950,948	£2,596,936	£1,125,763	£1,621,974	£2,198,788	£966,611	£1,431,796	£1,973,665	£966,611	£1,431,796	£1,973,665			
				Residual Land Value (£/Ha)																		
				£0	£2,301,549	£2,879,231	£3,552,849	£1,721,629	£2,203,587	£2,765,316	£1,425,006	£1,856,494	£2,358,072	£1,250,714	£1,655,223	£2,126,414	£1,250,714	£1,655,223	£2,126,414			
				£20	£2,238,486	£2,816,168	£3,489,786	£1,670,918	£2,152,876	£2,714,605	£1,380,398	£1,811,886	£2,313,463	£1,209,696	£1,614,204	£2,085,395	£1,209,696	£1,614,204	£2,085,395			
				£40	£2,175,423	£2,753,105	£3,426,723	£1,620,207	£2,102,165	£2,663,894	£1,335,790	£1,767,277	£2,268,855	£1,168,678	£1,573,186	£2,044,377	£1,168,678	£1,573,186	£2,044,377			
				£60	£2,112,360	£2,690,042	£3,363,660	£1,569,496	£2,051,454	£2,613,183	£1,291,181	£1,722,669	£2,224,247	£1,127,659	£1,532,168	£2,003,359	£1,127,659	£1,532,168	£2,003,359			
				£80	£2,049,297	£2,626,978	£3,300,597	£1,518,785	£2,000,743	£2,562,472	£1,246,573	£1,678,061	£2,179,639	£1,086,641	£1,491,150	£1,962,340	£1,086,641	£1,491,150	£1,962,340			
				£100	£1,986,234	£2,563,915	£3,237,534	£1,468,074	£1,950,032	£2,511,761	£1,201,965	£1,633,453	£2,135,031	£1,045,623	£1,450,131	£1,921,322	£1,045,623	£1,450,131	£1,921,322			
				£120	£1,923,171	£2,500,852	£3,174,471	£1,417,363	£1,899,321	£2,461,049	£1,157,357	£1,588,845	£2,090,422	£1,004,604	£1,409,113	£1,880,304	£1,004,604	£1,409,113	£1,880,304			
				£140	£1,860,108	£2,437,789	£3,111,408	£1,366,652	£1,848,610	£2,410,338	£1,112,749	£1,544,236	£2,045,814	£963,586	£1,368,095	£1,839,286	£963,586	£1,368,095	£1,839,286			
£160	£1,797,045	£2,374,726	£3,048,345	£1,315,941	£1,797,899	£2,359,627	£1,068,140	£1,499,628	£2,001,206	£922,568	£1,327,077	£1,798,267	£922,568	£1,327,077	£1,798,267							
£180	£1,733,981	£2,311,663	£2,985,282	£1,265,530	£1,747,187	£2,308,916	£1,023,532	£1,455,020	£1,956,598	£881,550	£1,286,058	£1,757,249	£881,550	£1,286,058	£1,757,249							
£200	£1,670,918	£2,248,600	£2,922,219	£1,214,519	£1,696,476	£2,258,205	£978,924	£1,410,412	£1,911,990	£840,531	£1,245,040	£1,716,231	£840,531	£1,245,040	£1,716,231							

M4(3) 10% M4(2) 20%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£2,638,101	£3,302,435	£4,077,097	£1,971,316	£2,525,567	£3,171,555	£1,630,322	£2,126,533	£2,703,347	£1,429,886	£1,895,071	£2,436,940	£1,429,886	£1,895,071	£2,436,940			
				£20	£2,565,579	£3,229,913	£4,004,574	£1,912,998	£2,467,250	£3,113,238	£1,579,022	£2,075,233	£2,652,047	£1,382,715	£1,847,900	£2,389,769	£1,382,715	£1,847,900	£2,389,769			
				£40	£2,493,056	£3,157,390	£3,932,051	£1,854,680	£2,408,932	£3,054,920	£1,527,723	£2,023,934	£2,600,748	£1,335,544	£1,800,729	£2,342,598	£1,335,544	£1,800,729	£2,342,598			
				£60	£2,420,534	£3,084,867	£3,859,529	£1,796,363	£2,350,614	£2,996,602	£1,476,423	£1,972,634	£2,549,449	£1,288,373	£1,753,558	£2,295,427	£1,288,373	£1,753,558	£2,295,427			
				£80	£2,348,011	£3,012,345	£3,787,006	£1,738,045	£2,292,296	£2,938,285	£1,425,124	£1,921,335	£2,498,149	£1,241,202	£1,706,387	£2,248,256	£1,241,202	£1,706,387	£2,248,256			
				£100	£2,275,489	£2,939,822	£3,714,484	£1,679,727	£2,233,979	£2,879,967	£1,373,824	£1,870,035	£2,446,850	£1,194,031	£1,659,216	£2,201,085	£1,194,031	£1,659,216	£2,201,085			
				£120	£2,202,966	£2,867,300	£3,641,961	£1,621,410	£2,175,661	£2,821,649	£1,322,525	£1,818,736	£2,395,550	£1,146,860	£1,612,045	£2,153,914	£1,146,860	£1,612,045	£2,153,914			
				£140	£2,130,443	£2,794,777	£3,569,439	£1,563,092	£2,117,343	£2,763,331	£1,271,226	£1,767,437	£2,344,251	£1,099,689	£1,564,874	£2,106,743	£1,099,689	£1,564,874	£2,106,743			
				£160	£2,057,921	£2,722,255	£3,496,916	£1,504,774	£2,059,025	£2,705,014	£1,219,926	£1,716,137	£2,292,951	£1,052,518	£1,517,703	£2,059,572	£1,052,518	£1,517,703	£2,059,572			
				£180	£1,985,398	£2,649,732	£3,424,394	£1,446,456	£2,000,708	£2,646,696	£1,168,627	£1,664,838	£2,241,652	£1,005,347	£1,470,532	£2,012,401	£1,005,347	£1,470,532	£2,012,401			
				£200	£1,912,876	£2,577,210	£3,351,871	£1,388,139	£1,942,390	£2,588,378	£1,117,327	£1,613,538	£2,190,353	£958,176	£1,423,361	£1,965,230	£958,176	£1,423,361	£1,965,230			
				Residual Land Value (£/Ha)																		
				£0	£2,294,001	£2,871,683	£3,545,301	£1,714,188	£2,196,146	£2,757,874	£1,417,671	£1,849,159	£2,350,736	£1,243,379	£1,647,888	£2,119,078	£1,243,379	£1,647,888	£2,119,078			
				£20	£2,230,938	£2,808,620	£3,482,238	£1,663,477	£2,145,434	£2,707,163	£1,373,063	£1,804,551	£2,306,128	£1,202,361	£1,606,869	£2,078,060	£1,202,361	£1,606,869	£2,078,060			
				£40	£2,167,875	£2,745,557	£3,419,175	£1,612,766	£2,094,723	£2,656,452	£1,328,455	£1,759,942	£2,261,520	£1,161,342	£1,565,851	£2,037,042	£1,161,342	£1,565,851	£2,037,042			
				£60	£2,104,812	£2,682,493	£3,356,112	£1,562,055	£2,044,012	£2,605,741	£1,283,846	£1,715,334	£2,216,912	£1,120,324	£1,524,833	£1,996,024	£1,120,324	£1,524,833	£1,996,024			
				£80	£2,041,749	£2,619,430	£3,293,049	£1,511,343	£1,993,301	£2,555,030	£1,239,238	£1,670,726	£2,172,304	£1,079,306	£1,483,814	£1,955,005	£1,079,306	£1,483,814	£1,955,005			
				£100	£1,978,686	£2,556,367	£3,229,986	£1,460,632	£1,942,590	£2,504,319	£1,194,630	£1,626,118	£2,127,695	£1,038,288	£1,442,796	£1,913,987	£1,038,288	£1,442,796	£1,913,987			
				£120	£1,915,623	£2,493,304	£3,166,923	£1,409,921	£1,891,879	£2,453,608	£1,150,022	£1,581,510	£2,083,087	£997,269	£1,401,778	£1,872,969	£997,269	£1,401,778	£1,872,969			
				£140	£1,852,560	£2,430,241	£3,103,860	£1,359,210	£1,841,168	£2,402,897	£1,105,414	£1,536,901	£2,038,479	£956,251	£1,360,760	£1,831,951	£956,251	£1,360,760	£1,831,951			
£160	£1,789,496	£2,367,178	£3,040,797	£1,308,499	£1,790,457	£2,352,186	£1,060,805	£1,492,293	£1,993,871	£915,233	£1,319,741	£1,790,932	£915,233	£1,319,741	£1,790,932							
£180	£1,726,433	£2,304,115	£2,977,734	£1,257,788	£1,739,746	£2,301,475	£1,016,197	£1,447,685	£1,949,263	£874,215	£1,278,723	£1,749,914	£874,215	£1,278,723	£1,749,914							
£200	£1,663,370	£2,241,052	£2,914,670	£1,207,077	£1,689,035	£2,250,764	£971,589	£1,403,077	£1,904,654	£833,196	£1,237,705	£1,708,896	£833,196	£1,237,705	£1,708,896							

M4(3) 10% M4(2) 30%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£2,629,421	£3,293,755	£4,068,416	£1,962,758	£2,517,010	£3,162,998	£1,621,886	£2,118,097	£2,694,912	£1,421,450	£1,886,635	£2,428,505	£1,421,450	£1,886,635	£2,428,505			
				£20	£2,556,898	£3,221,232	£3,995,894	£1,904,440	£2,458,692	£3,104,680	£1,570,587	£2,066,798	£2,643,612	£1,374,279	£1,839,464	£2,381,334	£1,374,279	£1,839,464	£2,381,334			
				£40	£2,484,376	£3,148,710	£3,923,371	£1,846,123	£2,400,374	£3,046,362	£1,519,287	£2,015,498	£2,592,313	£1,327,108	£1,792,293	£2,334,163	£1,327,108	£1,792,293	£2,334,163			
				£60	£2,411,853	£3,076,187	£3,850,849	£1,787,805	£2,342,056	£2,988,044	£1,467,988	£1,964,199	£2,541,013	£1,279,937	£1,745,122	£2,286,992	£1,279,937	£1,745,122	£2,286,992			
				£80	£2,339,331	£3,003,665	£3,778,326	£1,729,487	£2,283,739	£2,929,727	£1,416,688	£1,912,900	£2,489,714	£1,232,766	£1,697,951	£2,239,821	£1,232,766	£1,697,951	£2,239,821			
				£100	£2,266,808	£2,931,142	£3,705,803	£1,671,169	£2,225,421	£2,871,409	£1,365,389	£1,861,600	£2,438,414	£1,185,595	£1,650,780	£2,192,650	£1,185,595	£1,650,780	£2,192,650			
				£120	£2,194,286	£2,858,620	£3,633,281	£1,612,852	£2,167,103	£2,813,091	£1,314,090	£1,810,301	£2,387,115	£1,138,424	£1,603,609	£2,145,479	£1,138,424	£1,603,609	£2,145,479			
				£140	£2,121,763	£2,786,097	£3,560,758	£1,554,534	£2,108,785	£2,754,773	£1,262,790	£1,759,001	£2,335,816	£1,091,253	£1,556,438	£2,098,308	£1,091,253	£1,556,438	£2,098,308			
				£160	£2,049,241	£2,713,574	£3,488,236	£1,496,216	£2,050,468	£2,696,456	£1,211,491	£1,707,702	£2,284,516	£1,044,082	£1,509,267	£2,051,137	£1,044,082	£1,509,267	£2,051,137			
				£180	£1,976,718	£2,641,052	£3,415,713	£1,437,898	£1,992,150	£2,638,138	£1,160,191	£1,656,402	£2,233,217	£996,911	£1,462,096	£2,003,966	£996,911	£1,462,096	£2,003,966			
				£200	£1,904,195	£2,568,529	£3,343,191	£1,379,581	£1,933,832	£2,579,820	£1,108,892	£1,605,103	£2,181,917	£949,663	£1,414,925	£1,956,795	£949,663	£1,414,925	£1,956,795			
				Residual Land Value (£/Ha)																		
				£0	£2,286,453	£2,864,135	£3,537,753	£1,706,746	£2,188,704	£2,750,433	£1,410,336	£1,841,824	£2,343,401	£1,236,044	£1,640,552	£2,111,743	£1,236,044	£1,640,552	£2,111,743			
				£20	£2,223,390	£2,801,072	£3,474,690	£1,656,035	£2,137,993	£2,699,722	£1,365,728	£1,797,215	£2,298,793	£1,195,026	£1,599,534	£2,070,725	£1,195,026	£1,599,534	£2,070,725			
				£40	£2,160,327	£2,738,008	£3,411,627	£1,605,324	£2,087,282	£2,649,011	£1,321,119	£1,752,607	£2,254,185	£1,154,007	£1,558,516	£2,029,707	£1,154,007	£1,558,516	£2,029,707			
				£60	£2,097,264	£2,674,945	£3,348,564	£1,554,613	£2,036,571	£2,598,300	£1,276,511	£1,707,999	£2,209,577	£1,112,989	£1,517,498	£1,988,689	£1,112,989	£1,517,498	£1,988,689			
				£80	£2,034,201	£2,611,882	£3,285,501	£1,503,902	£1,985,860	£2,547,588	£1,231,903	£1,663,391	£2,164,969	£1,071,971	£1,476,479	£1,947,670	£1,071,971	£1,476,479	£1,947,670			
				£100	£1,971,138	£2,548,819	£3,222,438	£1,453,191	£1,935,149	£2,496,877	£1,187,295	£1,618,783	£2,120,360	£1,030,953	£1,435,461	£1,906,652	£1,030,953	£1,435,461	£1,906,652			
				£120	£1,908,075	£2,485,756	£3,159,375	£1,402,480	£1,884,437	£2,446,166	£1,142,687	£1,574,175	£2,075,752	£989,934	£1,394,443	£1,865,634	£989,934	£1,394,443	£1,865,634			
				£140	£1,845,011	£2,422,693	£3,096,312	£1,351,769	£1,833,726	£2,395,455	£1,098,078	£1,529,566	£2,031,144	£948,916	£1,353,425	£1,824,615	£948,916	£1,353,425	£1,824,615			
£160	£1,781,948	£2,359,630	£3,033,249	£1,301,058	£1,783,015	£2,344,744	£1,053,470	£1,484,958	£1,986,536	£907,898	£1,312,406	£1,783,597	£907,898	£1,312,406	£1,783,597							
£180	£1,718,885	£2,296,567	£2,970,185	£1,250,347	£1,732,304	£2,294,033	£1,008,862	£1,440,350	£1,941,928	£866,879	£1,271,388	£1,742,579	£866,879	£1,271,388	£1,742,579							
£200	£1,655,822	£2,233,504	£2,907,122	£1,199,635	£1,681,593	£2,243,322	£964,254	£1,395,742	£1,897,319	£825,794	£1,230,370	£1,701,561	£825,794	£1,230,370	£1,701,561							

M4(3) 10% M4(2) 50%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m2	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£2,612,060	£3,276,394	£4,051,056	£1,945,642	£2,499,894	£3,145,882	£1,605,015	£2,101,227	£2,678,041	£1,404,580	£1,869,765	£2,411,634	£1,404,580	£1,869,765	£2,411,634			
				£20	£2,539,538	£3,203,872	£3,978,533	£1,887,325	£2,441,576	£3,087,564	£1,553,716	£2,049,927	£2,626,741	£1,357,409	£1,822,594	£2,364,463	£1,357,409	£1,822,594	£2,364,463			
				£40	£2,467,015	£3,131,349	£3,906,011	£1,829,007	£2,383,258	£3,029,247	£1,502,417	£1,998,628	£2,575,442	£1,310,238	£1,775,423	£2,317,292	£1,310,238	£1,775,423	£2,317,292			
				£60	£2,394,493	£3,058,827	£3,833,488	£1,770,689	£2,324,941	£2,970,929	£1,451,117	£1,947,328	£2,524,143	£1,263,067	£1,728,252	£2,270,121	£1,263,067	£1,728,252	£2,270,121			
				£80	£2,321,970	£2,986,304	£3,760,965	£1,712,372	£2,266,623	£2,912,611	£1,399,818	£1,896,029	£2,472,843	£1,215,896	£1,681,081	£2,222,950	£1,215,896	£1,681,081	£2,222,950			
				£100	£2,249,448	£2,913,781	£3,688,443	£1,654,054	£2,208,305	£2,854,293	£1,348,518	£1,844,729	£2,421,544	£1,168,725	£1,633,910	£2,175,779	£1,168,725	£1,633,910	£2,175,779			
				£120	£2,176,925	£2,841,259	£3,615,920	£1,595,736	£2,149,987	£2,795,976	£1,297,219	£1,793,430	£2,370,244	£1,121,554	£1,586,739	£2,128,608	£1,121,554	£1,586,739	£2,128,608			
				£140	£2,104,403	£2,768,736	£3,543,398	£1,537,418	£2,091,670	£2,737,658	£1,245,920	£1,742,131	£2,318,945	£1,074,383	£1,539,568	£2,081,437	£1,074,383	£1,539,568	£2,081,437			
				£160	£2,031,880	£2,696,214	£3,470,875	£1,479,101	£2,033,352	£2,679,340	£1,194,620	£1,690,831	£2,267,645	£1,027,212	£1,492,397	£2,034,266	£1,027,212	£1,492,397	£2,034,266			
				£180	£1,959,357	£2,623,691	£3,398,353	£1,420,783	£1,975,034	£2,621,022	£1,143,321	£1,639,532	£2,216,346	£980,041	£1,445,226	£1,987,095	£980,041	£1,445,226	£1,987,095			
				£200	£1,886,835	£2,551,169	£3,325,830	£1,362,465	£1,916,716	£2,562,705	£1,092,021	£1,588,232	£2,165,047	£932,276	£1,398,055	£1,939,924	£932,276	£1,398,055	£1,939,924			
				Residual Land Value (£/Ha)																		
				£0	£2,271,357	£2,849,038	£3,522,657	£1,691,863	£2,173,821	£2,735,550	£1,395,666	£1,827,154	£2,328,731	£1,221,374	£1,625,882	£2,097,073	£1,221,374	£1,625,882	£2,097,073			
				£20	£2,208,294	£2,785,975	£3,459,594	£1,641,152	£2,123,110	£2,684,838	£1,351,057	£1,782,545	£2,284,123	£1,180,355	£1,584,864	£2,056,055	£1,180,355	£1,584,864	£2,056,055			
				£40	£2,145,231	£2,722,912	£3,396,531	£1,590,441	£2,072,399	£2,634,127	£1,306,449	£1,737,937	£2,239,515	£1,139,337	£1,543,846	£2,015,037	£1,139,337	£1,543,846	£2,015,037			
				£60	£2,082,168	£2,659,849	£3,333,468	£1,539,730	£2,021,688	£2,583,416	£1,261,841	£1,693,329	£2,194,907	£1,098,319	£1,502,827	£1,974,018	£1,098,319	£1,502,827	£1,974,018			
				£80	£2,019,105	£2,596,786	£3,270,405	£1,489,019	£1,970,976	£2,532,705	£1,217,233	£1,648,721	£2,150,298	£1,057,301	£1,461,809	£1,933,000	£1,057,301	£1,461,809	£1,933,000			
				£100	£1,956,041	£2,533,723	£3,207,342	£1,438,308	£1,920,265	£2,481,994	£1,172,625	£1,604,113	£2,105,690	£1,016,282	£1,420,791	£1,891,982	£1,016,282	£1,420,791	£1,891,982			
				£120	£1,892,978	£2,470,660	£3,144,279	£1,387,597	£1,869,554	£2,431,283	£1,128,016	£1,559,504	£2,061,082	£975,264	£1,379,773	£1,850,964	£975,264	£1,379,773	£1,850,964			
				£140	£1,829,915	£2,407,597	£3,081,215	£1,336,885	£1,818,843	£2,380,572	£1,083,408	£1,514,896	£2,016,474	£934,246	£1,338,754	£1,809,945	£934,246	£1,338,754	£1,809,945			
£160	£1,766,852	£2,344,534	£3,018,152	£1,286,174	£1,768,132	£2,329,861	£1,038,800	£1,470,288	£1,971,866	£893,228	£1,297,736	£1,768,927	£893,228	£1,297,736	£1,768,927							
£180	£1,703,789	£2,281,471	£2,955,089	£1,235,463	£1,717,421	£2,279,150	£994,192	£1,425,680	£1,927,257	£852,209	£1,256,718	£1,727,909	£852,209	£1,256,718	£1,727,909							
£200	£1,640,726	£2,218,408	£2,892,026	£1,184,752	£1,666,710	£2,228,439	£949,584	£1,381,072	£1,882,649	£810,674	£1,215,700	£1,686,890	£810,674	£1,215,700	£1,686,890							

Key:

Lightest Green	Negative RLV
Light Green	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
Medium Green	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
Dark Green	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
Very Dark Green	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
Darkest Green	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIB Residential Results Aldershot v23.xlsx

Table 2p(c): Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 50 Mixed Combined Sensitivity Test with M4(3) 20% and M4(2) 10%, 20%, 30% and 50%

Value Levels	Houses	Flats
1	£3,450	£3,700
2	£3,700	£4,000
3	£4,000	£4,300

M4(3) 20% M4(2) 10%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£2,553,630	£3,217,964	£3,992,626	£1,888,424	£2,442,675	£3,088,663	£1,549,008	£2,045,219	£2,622,033	£1,348,572	£1,813,757	£2,355,626	£1,348,572	£1,813,757	£2,355,626			
				£20	£2,481,108	£3,145,442	£3,920,103	£1,830,106	£2,384,357	£3,030,345	£1,497,708	£1,993,919	£2,570,734	£1,301,401	£1,766,586	£2,308,455	£1,301,401	£1,766,586	£2,308,455			
				£40	£2,408,585	£3,072,919	£3,847,580	£1,771,788	£2,326,040	£2,972,028	£1,446,409	£1,942,620	£2,519,434	£1,254,230	£1,719,415	£2,261,284	£1,254,230	£1,719,415	£2,261,284			
				£60	£2,336,063	£3,000,397	£3,775,058	£1,713,470	£2,267,722	£2,913,710	£1,395,109	£1,891,321	£2,468,135	£1,207,059	£1,672,244	£2,214,113	£1,207,059	£1,672,244	£2,214,113			
				£80	£2,263,540	£2,927,874	£3,702,535	£1,655,153	£2,209,404	£2,855,392	£1,343,810	£1,840,021	£2,416,835	£1,159,888	£1,625,073	£2,166,942	£1,159,888	£1,625,073	£2,166,942			
				£100	£2,191,018	£2,855,351	£3,630,013	£1,596,835	£2,151,086	£2,797,074	£1,292,511	£1,788,722	£2,365,536	£1,112,717	£1,577,902	£2,119,771	£1,112,717	£1,577,902	£2,119,771			
				£120	£2,118,495	£2,782,829	£3,557,490	£1,538,517	£2,092,769	£2,738,757	£1,241,211	£1,737,422	£2,314,237	£1,065,546	£1,530,731	£2,072,600	£1,065,546	£1,530,731	£2,072,600			
				£140	£2,045,972	£2,710,306	£3,484,968	£1,480,199	£2,034,451	£2,680,439	£1,189,912	£1,686,123	£2,262,937	£1,018,375	£1,483,560	£2,025,429	£1,018,375	£1,483,560	£2,025,429			
				£160	£1,973,450	£2,637,784	£3,412,445	£1,421,882	£1,976,133	£2,622,121	£1,138,612	£1,634,823	£2,211,638	£971,204	£1,436,389	£1,978,258	£971,204	£1,436,389	£1,978,258			
				£180	£1,900,927	£2,565,261	£3,339,923	£1,363,564	£1,917,815	£2,563,803	£1,087,313	£1,583,524	£2,160,338	£923,168	£1,389,218	£1,931,087	£923,168	£1,389,218	£1,931,087			
				£200	£1,828,405	£2,492,739	£3,267,400	£1,305,246	£1,859,498	£2,505,486	£1,036,013	£1,532,225	£2,109,039	£874,553	£1,342,047	£1,883,916	£874,553	£1,342,047	£1,883,916			
				Residual Land Value (£/Ha)																		
				£0	£2,220,548	£2,798,230	£3,471,848	£1,642,107	£2,124,065	£2,685,794	£1,346,963	£1,778,451	£2,280,029	£1,172,671	£1,577,180	£2,048,371	£1,172,671	£1,577,180	£2,048,371			
				£20	£2,157,485	£2,735,167	£3,408,785	£1,591,396	£2,073,354	£2,635,083	£1,302,355	£1,733,843	£2,235,421	£1,131,653	£1,536,162	£2,007,353	£1,131,653	£1,536,162	£2,007,353			
				£40	£2,094,422	£2,672,104	£3,345,722	£1,540,685	£2,022,643	£2,584,372	£1,257,747	£1,689,235	£2,190,812	£1,090,635	£1,495,143	£1,966,334	£1,090,635	£1,495,143	£1,966,334			
				£60	£2,031,359	£2,609,040	£3,282,659	£1,489,974	£1,971,943	£2,533,661	£1,213,139	£1,644,627	£2,146,204	£1,049,616	£1,454,125	£1,925,316	£1,049,616	£1,454,125	£1,925,316			
				£80	£1,968,296	£2,545,977	£3,219,596	£1,439,263	£1,921,221	£2,482,950	£1,168,530	£1,600,018	£2,101,596	£1,008,598	£1,413,107	£1,884,298	£1,008,598	£1,413,107	£1,884,298			
				£100	£1,905,233	£2,482,914	£3,156,533	£1,388,552	£1,870,510	£2,432,239	£1,123,922	£1,555,410	£2,056,988	£967,580	£1,372,089	£1,843,279	£967,580	£1,372,089	£1,843,279			
				£120	£1,842,170	£2,419,851	£3,093,470	£1,337,841	£1,819,799	£2,381,528	£1,079,314	£1,510,802	£2,012,380	£926,562	£1,331,070	£1,802,261	£926,562	£1,331,070	£1,802,261			
				£140	£1,779,107	£2,356,788	£3,030,407	£1,287,130	£1,769,088	£2,330,816	£1,034,706	£1,466,194	£1,967,771	£885,543	£1,290,052	£1,761,243	£885,543	£1,290,052	£1,761,243			
£160	£1,716,043	£2,293,725	£2,967,344	£1,236,419	£1,718,377	£2,280,105	£990,098	£1,421,586	£1,923,163	£844,525	£1,249,034	£1,720,225	£844,525	£1,249,034	£1,720,225							
£180	£1,652,980	£2,230,662	£2,904,280	£1,185,708	£1,667,666	£2,229,394	£945,489	£1,376,977	£1,878,555	£802,755	£1,208,016	£1,679,206	£802,755	£1,208,016	£1,679,206							
£200	£1,589,917	£2,167,599	£2,841,217	£1,134,997	£1,616,954	£2,178,683	£900,881	£1,332,369	£1,833,947	£760,481	£1,166,997	£1,638,188	£760,481	£1,166,997	£1,638,188							

M4(3) 20% M4(2) 20%					0% AH			20% AH			30% AH			35% AH			40% AH					
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																	
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6			
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50	£0	£2,544,950	£3,209,284	£3,983,945	£1,879,866	£2,434,117	£3,080,105	£1,540,572	£2,036,783	£2,613,598	£1,340,137	£1,805,322	£2,347,191	£1,340,137	£1,805,322	£2,347,191			
				£20	£2,472,428	£3,136,761	£3,911,423	£1,821,548	£2,375,799	£3,021,788	£1,489,273	£1,985,484	£2,562,298	£1,292,966	£1,758,151	£2,300,020	£1,292,966	£1,758,151	£2,300,020			
				£40	£2,399,905	£3,064,239	£3,838,900	£1,763,230	£2,317,482	£2,963,470	£1,437,974	£1,934,185	£2,510,999	£1,245,795	£1,710,980	£2,252,849	£1,245,795	£1,710,980	£2,252,849			
				£60	£2,327,382	£2,991,716	£3,766,378	£1,704,913	£2,259,164	£2,905,152	£1,386,674	£1,882,885	£2,459,699	£1,198,624	£1,663,809	£2,205,678	£1,198,624	£1,663,809	£2,205,678			
				£80	£2,254,860	£2,919,194	£3,693,855	£1,646,595	£2,200,846	£2,846,834	£1,335,375	£1,831,586	£2,408,400	£1,151,453	£1,616,638	£2,158,507	£1,151,453	£1,616,638	£2,158,507			
				£100	£2,182,337	£2,846,671	£3,621,332	£1,588,277	£2,142,528	£2,788,517	£1,284,075	£1,780,286	£2,357,101	£1,104,282	£1,569,467	£2,111,336	£1,104,282	£1,569,467	£2,111,336			
				£120	£2,109,815	£2,774,149	£3,548,810	£1,529,959	£2,084,211	£2,730,199	£1,232,776	£1,728,987	£2,305,801	£1,057,111	£1,522,296	£2,064,165	£1,057,111	£1,522,296	£2,064,165			
				£140	£2,037,292	£2,701,626	£3,476,287	£1,471,642	£2,025,893	£2,671,881	£1,181,476	£1,677,687	£2,254,502	£1,009,940	£1,475,125	£2,016,994	£1,009,940	£1,475,125	£2,016,994			
				£160	£1,964,770	£2,629,103	£3,403,765	£1,413,324	£1,967,575	£2,613,563	£1,130,177	£1,626,388	£2,203,202	£962,769	£1,427,953	£1,969,823	£962,769	£1,427,953	£1,969,823			
				£180	£1,892,247	£2,556,581	£3,331,242	£1,355,006	£1,909,258	£2,555,246	£1,078,878	£1,575,089	£2,151,903	£914,475	£1,380,782	£1,922,652	£914,475	£1,380,782	£1,922,652			
				£200	£1,819,725	£2,484,058	£3,258,720	£1,296,688	£1,850,940	£2,496,928	£1,027,578	£1,523,789	£2,100,603	£865,859	£1,333,611	£1,875,481	£865,859	£1,333,611	£1,875,481			
				Residual Land Value (£/Ha)																		
				£0	£2,213,000	£2,790,682	£3,464,300	£1,634,666	£2,116,624	£2,678,352	£1,339,628	£1,771,116	£2,272,694	£1,165,336	£1,569,845	£2,041,036	£1,165,336	£1,569,845	£2,041,036			
				£20	£2,149,937	£2,727,619	£3,401,237	£1,583,955	£2,065,913	£2,627,641	£1,295,020	£1,726,508	£2,228,085	£1,124,318	£1,528,827	£2,000,017	£1,124,318	£1,528,827	£2,000,017			
				£40	£2,086,874	£2,664,555	£3,338,174	£1,533,244	£2,015,201	£2,576,930	£1,250,412	£1,681,900	£2,183,477	£1,083,300	£1,487,808	£1,958,999	£1,083,300	£1,487,808	£1,958,999			
				£60	£2,023,811	£2,601,492	£3,275,111	£1,482,533	£1,964,490	£2,526,219	£1,205,804	£1,637,291	£2,138,869	£1,042,281	£1,446,790	£1,917,981	£1,042,281	£1,446,790	£1,917,981			
				£80	£1,960,748	£2,538,429	£3,212,048	£1,431,822	£1,913,779	£2,475,508	£1,161,195	£1,592,683	£2,094,261	£1,001,263	£1,405,772	£1,876,963	£1,001,263	£1,405,772	£1,876,963			
				£100	£1,897,685	£2,475,366	£3,148,985	£1,381,110	£1,863,068	£2,424,797	£1,116,587	£1,548,075	£2,049,653	£960,245	£1,364,753	£1,835,944	£960,245	£1,364,753	£1,835,944			
				£120	£1,834,622	£2,412,303	£3,085,922	£1,330,399	£1,812,357	£2,374,086	£1,071,979	£1,503,467	£2,005,045	£919,227	£1,323,735	£1,794,926	£919,227	£1,323,735	£1,794,926			
				£140	£1,771,558	£2,349,240	£3,022,859	£1,279,688	£1,761,646	£2,323,375	£1,027,371	£1,458,859	£1,960,436	£878,208	£1,282,717	£1,753,908	£878,208	£1,282,717	£1,753,908			
£160	£1,708,495	£2,286,177	£2,959,795	£1,228,977	£1,710,935	£2,272,664	£982,763	£1,414,250	£1,915,828	£837,190	£1,241,699	£1,712,890	£837,190	£1,241,699	£1,712,890							
£180	£1,645,432	£2,223,114	£2,896,732	£1,178,266	£1,660,224	£2,221,953	£938,154	£1,369,642	£1,871,220	£795,195	£1,200,680	£1,671,871	£795,195	£1,200,680	£1,671,871							
£200	£1,582,369	£2,160,051	£2,833,669	£1,127,555	£1,609,513	£2,171,242	£893,546	£1,325,034	£1,826,612	£752,921	£1,159,662	£1,630,853	£752,921	£1,159,662	£1,630,853							

M4(3) 20% M4(2) 30%					0% AH			20% AH			30% AH			35% AH			40% AH						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																		
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6				
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50		£0	£2,536,270	£3,200,604	£3,975,265	£1,871,308	£2,425,559	£3,071,547	£1,532,137	£2,028,348	£2,605,162	£1,331,701	£1,796,886	£2,338,756	£1,331,701	£1,796,886	£2,338,756			
					£20	£2,463,747	£3,128,081	£3,902,742	£1,812,990	£2,367,242	£3,013,230	£1,480,838	£1,977,049	£2,553,863	£1,284,530	£1,749,715	£2,291,585	£1,284,530	£1,749,715	£2,291,585			
					£40	£2,391,225	£3,055,558	£3,830,220	£1,754,672	£2,308,924	£2,954,912	£1,429,538	£1,925,749	£2,502,564	£1,237,359	£1,702,544	£2,244,414	£1,237,359	£1,702,544	£2,244,414			
					£60	£2,318,702	£2,983,036	£3,757,697	£1,696,355	£2,250,606	£2,896,594	£1,378,239	£1,874,450	£2,451,264	£1,190,188	£1,655,373	£2,197,243	£1,190,188	£1,655,373	£2,197,243			
					£80	£2,246,180	£2,910,513	£3,685,175	£1,638,037	£2,192,288	£2,838,276	£1,326,939	£1,823,150	£2,399,965	£1,143,017	£1,608,202	£2,150,072	£1,143,017	£1,608,202	£2,150,072			
					£100	£2,173,657	£2,837,991	£3,612,652	£1,579,719	£2,133,971	£2,779,959	£1,275,640	£1,771,851	£2,348,665	£1,095,846	£1,561,031	£2,102,901	£1,095,846	£1,561,031	£2,102,901			
					£120	£2,101,134	£2,765,468	£3,540,130	£1,521,402	£2,075,653	£2,721,641	£1,224,340	£1,720,552	£2,297,366	£1,048,675	£1,513,860	£2,055,730	£1,048,675	£1,513,860	£2,055,730			
					£140	£2,028,612	£2,692,946	£3,467,607	£1,463,084	£2,017,335	£2,663,323	£1,173,041	£1,669,252	£2,246,066	£1,001,504	£1,466,689	£2,008,559	£1,001,504	£1,466,689	£2,008,559			
					£160	£1,956,089	£2,620,423	£3,395,085	£1,404,766	£1,959,017	£2,605,006	£1,121,742	£1,617,953	£2,194,767	£954,333	£1,419,518	£1,961,388	£954,333	£1,419,518	£1,961,388			
					£180	£1,883,567	£2,547,901	£3,322,562	£1,346,448	£1,900,700	£2,546,688	£1,070,442	£1,566,653	£2,143,468	£905,781	£1,372,347	£1,914,217	£905,781	£1,372,347	£1,914,217			
					£200	£1,811,044	£2,475,378	£3,250,039	£1,288,131	£1,842,382	£2,488,370	£1,019,143	£1,515,354	£2,092,168	£857,166	£1,325,176	£1,867,046	£857,166	£1,325,176	£1,867,046			
					Residual Land Value (£/Ha)																		
					£0	£2,205,452	£2,783,134	£3,456,752	£1,627,224	£2,109,182	£2,670,911	£1,332,293	£1,763,781	£2,265,359	£1,158,001	£1,562,510	£2,033,701	£1,158,001	£1,562,510	£2,033,701			
					£20	£2,142,389	£2,720,070	£3,393,689	£1,576,513	£2,058,471	£2,620,200	£1,287,685	£1,719,173	£2,220,750	£1,116,983	£1,521,491	£1,992,682	£1,116,983	£1,521,491	£1,992,682			
					£40	£2,079,326	£2,657,007	£3,330,626	£1,525,802	£2,007,760	£2,569,489	£1,243,077	£1,674,565	£2,176,142	£1,075,965	£1,480,473	£1,951,664	£1,075,965	£1,480,473	£1,951,664			
					£60	£2,016,263	£2,593,944	£3,267,563	£1,475,091	£1,957,049	£2,518,778	£1,198,468	£1,629,956	£2,131,534	£1,034,946	£1,439,455	£1,910,646	£1,034,946	£1,439,455	£1,910,646			
					£80	£1,953,200	£2,530,881	£3,204,500	£1,424,380	£1,906,338	£2,468,067	£1,153,860	£1,585,348	£2,086,926	£993,928	£1,398,437	£1,869,628	£993,928	£1,398,437	£1,869,628			
					£100	£1,890,137	£2,467,818	£3,141,437	£1,373,669	£1,855,627	£2,417,355	£1,109,252	£1,540,740	£2,042,318	£952,910	£1,357,418	£1,828,609	£952,910	£1,357,418	£1,828,609			
					£120	£1,827,073	£2,404,755	£3,078,374	£1,322,958	£1,804,916	£2,366,644	£1,064,644	£1,496,132	£1,997,709	£911,892	£1,316,400	£1,787,591	£911,892	£1,316,400	£1,787,591			
					£140	£1,764,010	£2,341,692	£3,015,310	£1,272,247	£1,754,204	£2,315,933	£1,020,036	£1,451,524	£1,953,101	£870,873	£1,275,382	£1,746,573	£870,873	£1,275,382	£1,746,573			
					£160	£1,700,947	£2,278,629	£2,952,247	£1,221,536	£1,703,493	£2,265,222	£975,428	£1,406,915	£1,908,493	£829,855	£1,234,364	£1,705,554	£829,855	£1,234,364	£1,705,554			
					£180	£1,637,884	£2,215,566	£2,889,184	£1,170,825	£1,652,782	£2,214,511	£930,819	£1,362,307	£1,863,885	£787,636	£1,193,345	£1,664,536	£787,636	£1,193,345	£1,664,536			
					£200	£1,574,821	£2,152,503	£2,826,121	£1,120,114	£1,602,071	£2,163,800	£886,211	£1,317,699	£1,819,277	£745,362	£1,152,327	£1,623,518	£745,362	£1,152,327	£1,623,518			

M4(3) 20% M4(2) 50%					0% AH			20% AH			30% AH			35% AH			40% AH						
Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	CIL Rate £/m ²	Residual Land Value (£)																		
					VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL1	VL2	VL3	VL4	VL5	VL6				
50 Mixed	PDL	0% AH: 4743 20% AH: 3814 30% AH: 3355 35% AH: 3085 40% AH: 2876	50		£0	£2,518,909	£3,183,243	£3,957,904	£1,854,192	£2,408,444	£3,054,432	£1,515,266	£2,011,477	£2,588,292	£1,314,831	£1,780,015	£2,321,885	£1,314,831	£1,780,015	£2,321,885			
					£20	£2,446,387	£3,110,720	£3,885,382	£1,795,875	£2,350,126	£2,996,114	£1,463,967	£1,960,178	£2,536,992	£1,267,660	£1,732,844	£2,274,714	£1,267,660	£1,732,844	£2,274,714			
					£40	£2,373,864	£3,038,198	£3,812,859	£1,737,557	£2,291,808	£2,937,796	£1,412,667	£1,908,879	£2,485,693	£1,220,489	£1,685,673	£2,227,543	£1,220,489	£1,685,673	£2,227,543			
					£60	£2,301,341	£2,965,675	£3,740,337	£1,679,239	£2,233,490	£2,879,479	£1,361,368	£1,857,579	£2,434,393	£1,173,318	£1,638,502	£2,180,372	£1,173,318	£1,638,502	£2,180,372			
					£80	£2,228,819	£2,893,153	£3,667,814	£1,620,921	£2,175,173	£2,821,161	£1,310,069	£1,806,280	£2,383,094	£1,126,147	£1,591,331	£2,133,201	£1,126,147	£1,591,331	£2,133,201			
					£100	£2,156,296	£2,820,630	£3,595,292	£1,562,604	£2,116,855	£2,762,843	£1,258,769	£1,754,980	£2,331,795	£1,078,976	£1,544,160	£2,086,030	£1,078,976	£1,544,160	£2,086,030			
					£120	£2,083,774	£2,748,108	£3,522,769	£1,504,286	£2,058,537	£2,704,525	£1,207,470	£1,703,681	£2,280,495	£1,031,805	£1,496,989	£2,038,859	£1,031,805	£1,496,989	£2,038,859			
					£140	£2,011,251	£2,675,585	£3,450,246	£1,445,968	£2,000,219	£2,646,208	£1,156,170	£1,652,381	£2,229,196	£984,634	£1,449,818	£1,991,688	£984,634	£1,449,818	£1,991,688			
					£160	£1,938,729	£2,603,063	£3,377,724	£1,387,650	£1,941,902	£2,587,890	£1,104,871	£1,601,082	£2,177,896	£937,009	£1,402,647	£1,944,517	£937,009	£1,402,647	£1,944,517			
					£180	£1,866,206	£2,530,540	£3,305,201	£1,329,333	£1,883,584	£2,529,572	£1,053,572	£1,549,783	£2,126,597	£888,394	£1,355,476	£1,897,346	£888,394	£1,355,476	£1,897,346			
					£200	£1,793,684	£2,458,017	£3,232,679	£1,271,015	£1,825,266	£2,471,254	£1,002,272	£1,498,483	£2,075,297	£839,778	£1,308,305	£1,850,175	£839,778	£1,308,305	£1,850,175			
					Residual Land Value (£/Ha)																		
					£0	£2,190,356	£2,768,037	£3,441,656	£1,612,341	£2,094,299	£2,656,028	£1,317,623	£1,749,111	£2,250,688	£1,143,331	£1,547,840	£2,019,030	£1,143,331	£1,547,840	£2,019,030			
					£20	£2,127,293	£2,704,974	£3,378,593	£1,561,630	£2,043,588	£2,605,317	£1,273,015	£1,704,503	£2,206,080	£1,102,313	£1,506,821	£1,978,012	£1,102,313	£1,506,821	£1,978,012			
					£40	£2,064,230	£2,641,911	£3,315,530	£1,510,919	£1,992,877	£2,554,605	£1,228,407	£1,659,894	£2,161,472	£1,061,294	£1,465,803	£1,936,994	£1,061,294	£1,465,803	£1,936,994			
					£60	£2,001,167	£2,578,848	£3,252,467	£1,460,208	£1,942,166	£2,503,894	£1,183,798	£1,615,286	£2,116,864	£1,020,276	£1,424,785	£1,895,976	£1,020,276	£1,424,785	£1,895,976			
					£80	£1,938,103	£2,515,785	£3,189,404	£1,409,497	£1,891,455	£2,453,183	£1,139,190	£1,570,678	£2,072,256	£979,258	£1,383,766	£1,854,957	£979,258	£1,383,766	£1,854,957			
					£100	£1,875,040	£2,452,722	£3,126,340	£1,358,786	£1,840,743	£2,402,472	£1,094,582	£1,526,070	£2,027,647	£938,240	£1,342,748	£1,813,939	£938,240	£1,342,748	£1,813,939			
					£120	£1,811,977	£2,389,659	£3,063,277	£1,308,075	£1,790,032	£2,351,761	£1,049,974	£1,481,462	£1,983,039	£897,221	£1,301,730	£1,772,921	£897,221	£1,301,730	£1,772,921			
					£140	£1,748,914	£2,326,596	£3,000,214	£1,257,364	£1,739,321	£2,301,050	£1,005,366	£1,436,853	£1,938,431	£856,203	£1,260,712	£1,731,903	£856,203	£1,260,712	£1,731,903			
					£160	£1,685,851	£2,263,533	£2,937,151	£1,206,652	£1,688,610	£2,250,339	£960,757	£1,392,245	£1,893,823	£814,790	£1,219,693	£1,690,884	£814,790	£1,219,693	£1,690,884			
					£180	£1,622,788	£2,200,470	£2,874,088	£1,155,941	£1,637,899	£2,199,628	£916,149	£1,347,637	£1,849,215	£772,516	£1,178,675	£1,649,866	£772,516	£1,178,675	£1,649,866			
					£200	£1,559,725	£2,137,406	£2,811,025	£1,105,230	£1,587,188	£2,148,917	£871,541	£1,303,029	£1,804,606	£730,242	£1,137,657	£1,608,848	£730,242	£1,137,657	£1,608,848			

Key:

White	Negative RLV
Light Green	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
Medium Green	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
Dark Green	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
Very Dark Green	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
Black	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIB Residential Results Aldershot v23.xlsx

Table 2q: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 100 Mixed

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 100 0% AH	PDL	9566	50	1	£3,450	£3,700	£7,043,953	£6,860,440	£6,676,928	£6,493,416	£6,309,904	£6,126,391	£5,942,879	£5,759,367	£5,575,855	£5,392,342	£5,208,830
				2	£3,700	£4,000	£8,716,840	£8,533,327	£8,349,815	£8,166,303	£7,982,790	£7,799,279	£7,615,766	£7,432,253	£7,248,742	£7,065,229	£6,881,717
				3	£4,000	£4,300	£10,669,993	£10,486,481	£10,302,969	£10,119,456	£9,935,944	£9,752,432	£9,568,920	£9,385,407	£9,201,895	£9,018,383	£8,834,871
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£3,062,588	£2,982,800	£2,903,012	£2,823,224	£2,743,436	£2,663,648	£2,583,860	£2,504,073	£2,424,285	£2,344,496	£2,264,709
				2	£3,700	£4,000	£3,789,930	£3,710,142	£3,630,355	£3,550,566	£3,470,778	£3,390,991	£3,311,203	£3,231,415	£3,151,627	£3,071,839	£2,992,051
				3	£4,000	£4,300	£4,639,127	£4,559,340	£4,479,552	£4,399,764	£4,319,976	£4,240,188	£4,160,400	£4,080,612	£4,000,824	£3,921,036	£3,841,248

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 100 20% AH	PDL	7649	50	1	£3,450	£3,700	£5,360,063	£5,213,304	£5,066,547	£4,919,788	£4,773,029	£4,626,270	£4,479,512	£4,332,753	£4,185,995	£4,039,236	£3,892,478
				2	£3,700	£4,000	£6,757,919	£6,611,161	£6,464,402	£6,317,644	£6,170,885	£6,024,127	£5,877,368	£5,730,610	£5,583,852	£5,437,093	£5,290,335
				3	£4,000	£4,300	£8,383,906	£8,237,147	£8,090,389	£7,943,630	£7,796,872	£7,650,113	£7,503,355	£7,356,596	£7,209,838	£7,063,079	£6,916,321
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£2,330,462	£2,266,654	£2,202,846	£2,139,038	£2,075,230	£2,011,422	£1,947,614	£1,883,806	£1,819,998	£1,756,190	£1,692,382
				2	£3,700	£4,000	£2,938,226	£2,874,418	£2,810,610	£2,746,802	£2,682,994	£2,619,186	£2,555,378	£2,491,570	£2,427,762	£2,363,954	£2,300,145
				3	£4,000	£4,300	£3,645,176	£3,581,368	£3,517,560	£3,453,752	£3,389,944	£3,326,136	£3,262,328	£3,198,520	£3,134,712	£3,070,904	£3,007,096

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 100 30% AH	PDL	6720	50	1	£3,450	£3,700	£4,572,625	£4,443,890	£4,315,154	£4,186,418	£4,057,683	£3,928,947	£3,800,211	£3,671,476	£3,542,740	£3,414,004	£3,285,269
				2	£3,700	£4,000	£5,832,716	£5,703,980	£5,575,244	£5,446,509	£5,317,773	£5,189,037	£5,060,301	£4,931,566	£4,802,830	£4,674,095	£4,545,359
				3	£4,000	£4,300	£7,297,914	£7,169,178	£7,040,442	£6,911,706	£6,782,971	£6,654,235	£6,525,499	£6,396,764	£6,268,028	£6,139,292	£6,010,556
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,988,098	£1,932,126	£1,876,154	£1,820,182	£1,764,210	£1,708,238	£1,652,266	£1,596,294	£1,540,322	£1,484,350	£1,428,378
				2	£3,700	£4,000	£2,535,963	£2,479,991	£2,424,019	£2,368,047	£2,312,075	£2,256,103	£2,200,131	£2,144,159	£2,088,187	£2,032,215	£1,976,243
				3	£4,000	£4,300	£3,173,006	£3,117,034	£3,061,062	£3,005,090	£2,949,118	£2,893,146	£2,837,174	£2,781,202	£2,725,229	£2,669,257	£2,613,285

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 100 35% AH	PDL	6241	50	1	£3,450	£3,700	£4,161,579	£4,042,044	£3,922,508	£3,802,973	£3,683,438	£3,563,902	£3,444,367	£3,324,831	£3,205,296	£3,085,760	£2,966,225
				2	£3,700	£4,000	£5,349,085	£5,229,550	£5,110,015	£4,990,479	£4,870,943	£4,751,408	£4,631,873	£4,512,337	£4,392,801	£4,273,266	£4,153,731
				3	£4,000	£4,300	£6,727,780	£6,608,245	£6,488,709	£6,369,174	£6,249,639	£6,130,103	£6,010,568	£5,891,032	£5,771,497	£5,651,961	£5,532,426
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,809,382	£1,757,411	£1,705,438	£1,653,466	£1,601,495	£1,549,523	£1,497,551	£1,445,579	£1,393,607	£1,341,635	£1,289,663
				2	£3,700	£4,000	£2,325,689	£2,273,717	£2,221,746	£2,169,773	£2,117,801	£2,065,829	£2,013,858	£1,961,886	£1,909,914	£1,857,942	£1,805,970
				3	£4,000	£4,300	£2,925,122	£2,873,150	£2,821,178	£2,769,206	£2,717,234	£2,665,262	£2,613,290	£2,561,318	£2,509,346	£2,457,374	£2,405,403

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 100 40% AH	PDL	5761	50	1	£3,450	£3,700	£3,763,387	£3,653,005	£3,542,622	£3,432,240	£3,321,857	£3,211,475	£3,101,092	£2,990,710	£2,880,327	£2,769,945	£2,659,562
				2	£3,700	£4,000	£4,886,218	£4,775,834	£4,665,453	£4,555,070	£4,444,688	£4,334,305	£4,223,923	£4,113,540	£4,003,158	£3,892,775	£3,782,392
				3	£4,000	£4,300	£6,187,729	£6,077,347	£5,966,964	£5,856,582	£5,746,199	£5,635,817	£5,525,434	£5,415,052	£5,304,669	£5,194,287	£5,083,904
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,636,255	£1,588,263	£1,540,271	£1,492,278	£1,444,286	£1,396,294	£1,348,301	£1,300,309	£1,252,316	£1,204,324	£1,156,331
				2	£3,700	£4,000	£2,124,442	£2,076,450	£2,028,458	£1,980,465	£1,932,473	£1,884,481	£1,836,488	£1,788,496	£1,740,503	£1,692,511	£1,644,518
				3	£4,000	£4,300	£2,690,317	£2,642,325	£2,594,332	£2,546,340	£2,498,347	£2,450,355	£2,402,363	£2,354,370	£2,306,378	£2,258,386	£2,210,393

Key:

	Negative RLV
	Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
	RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
	RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
	RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2r: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 250 Mixed

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ² (Houses)	Value £/m ² (Flats)	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Mixed 250 0% AH	PDL	23875	50	1	£3,450	£3,700	£15,361,996	£14,903,882	£14,445,768	£13,987,653	£13,529,539	£13,071,425	£12,613,310	£12,155,196	£11,697,082	£11,238,967	£10,780,853
				2	£3,700	£4,000	£19,239,407	£18,781,293	£18,323,179	£17,865,064	£17,406,950	£16,948,836	£16,490,721	£16,032,607	£15,574,493	£15,116,378	£14,658,264
				3	£4,000	£4,300	£23,765,291	£23,307,177	£22,849,062	£22,390,948	£21,932,834	£21,474,719	£21,016,605	£20,558,491	£20,100,377	£19,642,263	£19,184,149
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£2,363,384	£2,292,905	£2,222,426	£2,151,947	£2,081,468	£2,010,988	£1,940,509	£1,870,030	£1,799,551	£1,729,072	£1,658,593
				2	£3,700	£4,000	£2,959,909	£2,889,430	£2,818,951	£2,748,471	£2,677,992	£2,607,513	£2,537,034	£2,466,555	£2,396,076	£2,325,597	£2,255,118
				3	£4,000	£4,300	£3,656,199	£3,585,720	£3,515,240	£3,444,761	£3,374,282	£3,303,803	£3,233,324	£3,162,845	£3,092,366	£3,021,887	£2,951,407
Mixed 250 20% AH	PDL	19132	50	1	£3,450	£3,700	£11,759,928	£11,392,903	£11,025,879	£10,658,854	£10,291,830	£9,924,805	£9,557,780	£9,190,756	£8,823,732	£8,456,707	£8,089,682
				2	£3,700	£4,000	£15,004,960	£14,637,934	£14,270,910	£13,903,885	£13,536,861	£13,169,836	£12,802,812	£12,435,787	£12,068,763	£11,701,738	£11,334,713
				3	£4,000	£4,300	£18,780,454	£18,413,429	£18,046,404	£17,679,380	£17,312,355	£16,945,331	£16,578,306	£16,211,281	£15,844,257	£15,477,232	£15,110,208
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,809,220	£1,752,754	£1,696,289	£1,639,824	£1,583,358	£1,526,893	£1,470,428	£1,413,962	£1,357,497	£1,301,032	£1,244,567
				2	£3,700	£4,000	£2,308,455	£2,251,990	£2,195,525	£2,139,059	£2,082,594	£2,026,129	£1,969,663	£1,913,198	£1,856,733	£1,800,267	£1,743,802
				3	£4,000	£4,300	£2,889,301	£2,832,835	£2,776,370	£2,719,905	£2,663,439	£2,606,974	£2,550,509	£2,494,043	£2,437,578	£2,381,113	£2,324,647
Mixed 250 30% AH	PDL	16795	50	1	£3,450	£3,700	£9,927,452	£9,605,673	£9,283,895	£8,962,116	£8,640,337	£8,318,558	£7,996,780	£7,675,001	£7,353,222	£7,031,444	£6,709,665
				2	£3,700	£4,000	£12,850,354	£12,528,575	£12,206,797	£11,885,018	£11,563,239	£11,241,461	£10,919,682	£10,597,904	£10,276,125	£9,954,346	£9,632,567
				3	£4,000	£4,300	£16,248,118	£15,926,340	£15,604,561	£15,282,782	£14,961,003	£14,639,225	£14,317,446	£13,995,667	£13,673,888	£13,352,110	£13,030,331
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,527,300	£1,477,796	£1,428,291	£1,378,787	£1,329,283	£1,279,778	£1,230,274	£1,180,769	£1,131,265	£1,081,761	£1,032,256
				2	£3,700	£4,000	£1,976,978	£1,927,473	£1,877,969	£1,828,464	£1,778,960	£1,729,455	£1,679,951	£1,630,447	£1,580,942	£1,531,438	£1,481,933
				3	£4,000	£4,300	£2,499,710	£2,450,206	£2,400,702	£2,351,197	£2,301,693	£2,252,188	£2,202,684	£2,153,180	£2,103,675	£2,054,171	£2,004,666
Mixed 250 35% AH	PDL	15588	50	1	£3,450	£3,700	£9,056,000	£8,757,515	£8,459,031	£8,160,546	£7,862,062	£7,563,577	£7,265,093	£6,966,608	£6,668,124	£6,369,639	£6,071,155
				2	£3,700	£4,000	£11,823,669	£11,525,185	£11,226,701	£10,928,216	£10,629,732	£10,331,247	£10,032,763	£9,734,278	£9,435,794	£9,137,309	£8,838,825
				3	£4,000	£4,300	£15,036,710	£14,738,226	£14,439,741	£14,141,257	£13,842,772	£13,544,288	£13,245,803	£12,947,319	£12,648,834	£12,350,350	£12,051,865
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,393,231	£1,347,310	£1,301,389	£1,255,469	£1,209,548	£1,163,627	£1,117,707	£1,071,786	£1,025,865	£979,945	£934,024
				2	£3,700	£4,000	£1,819,026	£1,773,105	£1,727,185	£1,681,264	£1,635,343	£1,589,423	£1,543,502	£1,497,581	£1,451,661	£1,405,740	£1,359,819
				3	£4,000	£4,300	£2,313,340	£2,267,419	£2,221,499	£2,175,578	£2,129,657	£2,083,737	£2,037,816	£1,991,895	£1,945,974	£1,900,054	£1,854,133
Mixed 250 40% AH	PDL	14377	50	1	£3,450	£3,700	£8,110,834	£7,835,355	£7,559,876	£7,284,397	£7,008,919	£6,733,440	£6,457,961	£6,182,482	£5,907,004	£5,631,525	£5,356,046
				2	£3,700	£4,000	£10,719,378	£10,443,899	£10,168,421	£9,892,942	£9,617,463	£9,341,984	£9,066,505	£8,791,026	£8,515,548	£8,240,069	£7,964,590
				3	£4,000	£4,300	£13,742,208	£13,466,729	£13,191,251	£12,915,771	£12,640,293	£12,364,814	£12,089,335	£11,813,857	£11,538,378	£11,262,899	£10,987,420
				Residual Land Value (£/Ha)													
				1	£3,450	£3,700	£1,247,821	£1,205,439	£1,163,058	£1,120,676	£1,078,295	£1,035,914	£993,532	£951,151	£908,770	£866,388	£824,007
				2	£3,700	£4,000	£1,649,135	£1,606,754	£1,564,372	£1,521,991	£1,479,610	£1,437,228	£1,394,847	£1,352,466	£1,310,084	£1,267,703	£1,225,322
				3	£4,000	£4,300	£2,114,186	£2,071,804	£2,029,423	£1,987,042	£1,944,660	£1,902,279	£1,859,898	£1,817,516	£1,775,135	£1,732,754	£1,690,372

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2s: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - 250 Flats

Development Scenario	Typical Site Type	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)											
						Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL	
Flats 250 0% AH	PDL	15540	100	1	£3,700	£5,650,856	£5,308,530	£4,966,204	£4,623,878	£4,281,552	£3,939,227	£3,596,900	£3,254,574	£2,912,248	£2,569,922	£2,227,596	
				2	£4,000	£8,596,709	£8,254,383	£7,912,057	£7,569,731	£7,227,405	£6,885,079	£6,542,753	£6,200,427	£5,858,101	£5,515,775	£5,173,449	
				3	£4,300	£11,542,561	£11,200,235	£10,857,909	£10,515,584	£10,173,258	£9,830,932	£9,488,606	£9,146,280	£8,803,954	£8,461,628	£8,119,302	
				Residual Land Value (£/Ha)													
				1	£3,700	£1,965,515	£1,846,445	£1,727,375	£1,608,306	£1,489,235	£1,370,166	£1,251,096	£1,132,026	£1,012,956	£893,886	£774,816	
				2	£4,000	£2,990,160	£2,871,090	£2,752,020	£2,632,950	£2,513,880	£2,394,810	£2,275,740	£2,156,670	£2,037,600	£1,918,530	£1,799,461	
				3	£4,300	£4,014,804	£3,895,734	£3,776,664	£3,657,594	£3,538,524	£3,419,455	£3,300,385	£3,181,315	£3,062,245	£2,943,175	£2,824,105	
Flats 250 20% AH	PDL	12160	100	1	£3,700	£3,087,985	£2,820,115	£2,552,247	£2,284,378	£2,016,509	£1,748,640	£1,480,771	£1,212,902	£945,033	£677,165	£409,295	
				2	£4,000	£5,534,962	£5,267,094	£4,999,225	£4,731,356	£4,463,487	£4,195,618	£3,927,748	£3,659,879	£3,392,011	£3,124,142	£2,856,272	
				3	£4,300	£7,981,940	£7,714,071	£7,446,202	£7,178,333	£6,910,464	£6,642,595	£6,374,726	£6,106,857	£5,838,988	£5,571,119	£5,303,250	
				Residual Land Value (£/Ha)													
				1	£3,700	£1,074,082	£980,910	£887,738	£794,566	£701,394	£608,223	£515,051	£421,879	£328,707	£235,536	£142,363	
				2	£4,000	£1,925,204	£1,832,033	£1,738,861	£1,645,689	£1,552,517	£1,459,345	£1,366,173	£1,273,001	£1,179,830	£1,086,658	£993,486	
				3	£4,300	£2,776,327	£2,683,155	£2,589,983	£2,496,811	£2,403,640	£2,310,468	£2,217,296	£2,124,124	£2,030,952	£1,937,781	£1,844,609	
Flats 250 30% AH	PDL	10650	100	1	£3,700	£1,817,038	£1,582,432	£1,347,826	£1,113,220	£878,616	£644,009	£409,404	£174,798	Negative RLV			
				2	£4,000	£4,018,955	£3,784,349	£3,549,743	£3,315,138	£3,080,532	£2,845,927	£2,611,321	£2,376,716	£2,142,110	£1,907,505	£1,672,899	
				3	£4,300	£6,220,872	£5,986,267	£5,751,661	£5,517,056	£5,282,450	£5,047,845	£4,813,239	£4,578,633	£4,344,027	£4,109,421	£3,874,817	
				Residual Land Value (£/Ha)													
				1	£3,700	£632,013	£550,411	£468,809	£387,207	£305,605	£224,003	£142,401	£60,799	Negative RLV			
				2	£4,000	£1,397,897	£1,316,295	£1,234,693	£1,153,091	£1,071,490	£989,888	£908,286	£826,684	£745,082	£663,480	£581,878	
				3	£4,300	£2,163,782	£2,082,180	£2,000,578	£1,918,976	£1,837,374	£1,755,772	£1,674,170	£1,592,568	£1,510,966	£1,429,364	£1,347,762	
Flats 250 35% AH	PDL	9700	100	1	£3,700	£1,078,595	£864,917	£651,238	£437,560	£223,881	£10,203	Negative RLV					
				2	£4,000	£3,138,559	£2,924,880	£2,711,202	£2,497,523	£2,283,844	£2,070,166	£1,856,489	£1,642,810	£1,429,132	£1,215,453	£1,001,775	
				3	£4,300	£5,198,521	£4,984,844	£4,771,165	£4,557,486	£4,343,809	£4,130,130	£3,916,451	£3,702,773	£3,489,095	£3,275,416	£3,061,738	
				Residual Land Value (£/Ha)													
				1	£3,700	£375,163	£300,841	£226,517	£152,195	£77,872	£3,549	Negative RLV					
				2	£4,000	£1,091,673	£1,017,349	£943,027	£868,704	£794,381	£720,058	£645,735	£571,412	£497,089	£422,766	£348,443	
				3	£4,300	£1,808,181	£1,733,859	£1,659,536	£1,585,213	£1,510,890	£1,436,567	£1,362,244	£1,287,921	£1,213,598	£1,139,275	£1,064,952	
Flats 250 40% AH	PDL	9100	100	1	£3,700	£667,731	£467,270	£266,808	£66,347	Negative RLV							
				2	£4,000	£2,667,342	£2,466,881	£2,266,420	£2,065,959	£1,865,498	£1,665,036	£1,464,576	£1,264,114	£1,063,653	£863,192	£662,731	
				3	£4,300	£4,666,953	£4,466,492	£4,266,031	£4,065,570	£3,865,108	£3,664,647	£3,464,186	£3,263,725	£3,063,264	£2,862,803	£2,662,341	
				Residual Land Value (£/Ha)													
				1	£3,700	£232,254	£162,529	£92,803	£23,077	Negative RLV							
				2	£4,000	£927,771	£858,046	£788,320	£718,595	£648,869	£579,143	£509,418	£439,692	£369,966	£300,241	£230,515	
				3	£4,300	£1,623,288	£1,553,562	£1,483,837	£1,414,111	£1,344,386	£1,274,660	£1,204,934	£1,135,209	£1,065,483	£995,757	£926,032	

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2t: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - Town Centre Mixed-Use Trial

Development Scenario	Typical Site Type	Commercial Element	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)										
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL
Flats 0% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	15540	100	1	£3,700	£6,838,547	£6,496,220	£6,153,894	£5,811,568	£5,469,243	£5,126,917	£4,784,591	£4,442,264	£4,099,939	£3,757,613	£3,415,287
					2	£4,000	£9,784,399	£9,442,073	£9,099,747	£8,757,422	£8,415,095	£8,072,769	£7,730,443	£7,388,117	£7,045,791	£6,703,465	£6,361,140
					3	£4,300	£12,730,252	£12,387,926	£12,045,600	£11,703,274	£11,360,948	£11,018,622	£10,676,297	£10,333,970	£9,991,644	£9,649,318	£9,306,992
					Residual Land Value (£/Ha)												
					1	£3,700	£2,378,625	£2,259,555	£2,140,485	£2,021,415	£1,902,345	£1,783,275	£1,664,206	£1,545,135	£1,426,066	£1,306,996	£1,187,926
					2	£4,000	£3,403,269	£3,284,199	£3,165,130	£3,046,060	£2,926,990	£2,807,920	£2,688,850	£2,569,780	£2,450,710	£2,331,640	£2,212,570
					3	£4,300	£4,427,914	£4,308,844	£4,189,774	£4,070,704	£3,951,634	£3,832,564	£3,713,494	£3,594,424	£3,475,354	£3,356,285	£3,237,215
Flats 20% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	12160	100	1	£3,700	£4,192,545	£3,924,677	£3,656,808	£3,388,939	£3,121,070	£2,853,201	£2,585,332	£2,317,463	£2,049,594	£1,781,725	£1,513,856
					2	£4,000	£6,639,523	£6,371,654	£6,103,785	£5,835,916	£5,568,047	£5,300,178	£5,032,310	£4,764,441	£4,496,571	£4,228,703	£3,960,834
					3	£4,300	£9,086,501	£8,818,632	£8,550,763	£8,282,893	£8,015,024	£7,747,155	£7,479,287	£7,211,418	£6,943,549	£6,675,680	£6,407,811
					Residual Land Value (£/Ha)												
					1	£3,700	£1,458,277	£1,365,105	£1,271,933	£1,178,761	£1,085,590	£992,418	£899,246	£806,074	£712,902	£619,730	£526,559
					2	£4,000	£2,309,399	£2,216,228	£2,123,056	£2,029,884	£1,936,712	£1,843,540	£1,750,369	£1,657,197	£1,564,025	£1,470,853	£1,377,681
					3	£4,300	£3,160,522	£3,067,350	£2,974,178	£2,881,006	£2,787,834	£2,694,663	£2,601,491	£2,508,319	£2,415,147	£2,321,976	£2,228,804
Flats 30% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	10650	100	1	£3,700	£2,883,457	£2,648,851	£2,414,245	£2,179,640	£1,945,034	£1,710,429	£1,475,823	£1,241,217	£1,006,612	£772,006	£537,400
					2	£4,000	£5,085,374	£4,850,769	£4,616,163	£4,381,557	£4,146,952	£3,912,346	£3,677,741	£3,443,135	£3,208,529	£2,973,923	£2,739,318
					3	£4,300	£7,287,292	£7,052,686	£6,818,080	£6,583,475	£6,348,869	£6,114,263	£5,879,658	£5,645,052	£5,410,446	£5,175,841	£4,941,235
					Residual Land Value (£/Ha)												
					1	£3,700	£1,002,941	£921,339	£839,738	£758,136	£676,534	£594,932	£513,330	£431,728	£350,126	£268,524	£186,922
					2	£4,000	£1,768,826	£1,687,224	£1,605,622	£1,524,020	£1,442,418	£1,360,816	£1,279,214	£1,197,612	£1,116,010	£1,034,408	£952,806
					3	£4,300	£2,534,710	£2,453,108	£2,371,506	£2,289,904	£2,208,302	£2,126,700	£2,045,098	£1,963,496	£1,881,894	£1,800,292	£1,718,690
Flats 35% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	9700	100	1	£3,700	£2,122,520	£1,908,842	£1,695,164	£1,481,485	£1,267,807	£1,054,128	£840,450	£626,772	£413,094	£199,414	Negative RLV
					2	£4,000	£4,182,484	£3,968,805	£3,755,127	£3,541,448	£3,327,770	£3,114,092	£2,900,413	£2,686,735	£2,473,056	£2,259,379	£2,045,700
					3	£4,300	£6,242,447	£6,028,769	£5,815,090	£5,601,412	£5,387,733	£5,174,056	£4,960,377	£4,746,698	£4,533,020	£4,319,341	£4,105,664
					Residual Land Value (£/Ha)												
					1	£3,700	£738,268	£663,945	£589,622	£515,299	£440,976	£366,653	£292,331	£218,008	£143,685	£69,362	Negative RLV
					2	£4,000	£1,454,777	£1,380,454	£1,306,131	£1,231,808	£1,157,485	£1,083,162	£1,008,839	£934,516	£860,194	£785,871	£711,548
					3	£4,300	£2,171,286	£2,096,963	£2,022,640	£1,948,317	£1,873,994	£1,799,672	£1,725,349	£1,651,025	£1,576,702	£1,502,380	£1,428,057
Flats 40% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	9100	100	1	£3,700	£1,696,986	£1,496,525	£1,296,064	£1,095,603	£895,142	£694,681	£494,219	£293,759	£93,297	Negative RLV	
					2	£4,000	£3,696,597	£3,496,136	£3,295,675	£3,095,214	£2,894,753	£2,694,291	£2,493,831	£2,293,369	£2,092,909	£1,892,447	£1,691,986
					3	£4,300	£5,696,209	£5,495,747	£5,295,287	£5,094,825	£4,894,363	£4,693,903	£4,493,442	£4,292,981	£4,092,520	£3,892,058	£3,691,597
					Residual Land Value (£/Ha)												
					1	£3,700	£590,256	£520,531	£450,805	£381,079	£311,354	£241,628	£171,902	£102,177	£32,451	Negative RLV	
					2	£4,000	£1,285,773	£1,216,047	£1,146,322	£1,076,596	£1,006,870	£937,145	£867,419	£797,694	£727,968	£658,242	£588,517
					3	£4,300	£1,981,290	£1,911,564	£1,841,839	£1,772,113	£1,702,387	£1,632,662	£1,562,936	£1,493,211	£1,423,485	£1,353,759	£1,284,034

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Table 2u: Residual Land Value Results by Value Level, Affordable Housing % & CIL Rate - Aldershot - Town Centre Mixed-Use Trial with Basement Car Parking (Sensitivity Test)

Development Scenario	Typical Site Type	Commercial Element	Market Floor Area	Site Density (dph)	Value Level	Value £/m ²	Residual Land Value (£)													
							Residual Land Value - £0/m ² CIL	Residual Land Value - £20/m ² CIL	Residual Land Value - £40/m ² CIL	Residual and Value - £60/m ² CIL	Residual Land Value - £80/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £120/m ² CIL	Residual Land Value - £140/m ² CIL	Residual Land Value - £160/m ² CIL	Residual Land Value - £180/m ² CIL	Residual Land Value - £200/m ² CIL			
Flats 0% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	15540	100	1	£3,700	£3,117,073	£2,774,747	£2,432,421	£2,090,095	£1,747,769	£1,405,443	£1,063,117	£720,792	£378,465	£36,140	Negative RLV			
					2	£4,000	£6,062,926	£5,720,600	£5,378,274	£5,035,948	£4,693,623	£4,351,296	£4,008,970	£3,666,644	£3,324,319	£2,981,992	£2,639,666			
					3	£4,300	£9,008,779	£8,666,453	£8,324,127	£7,981,801	£7,639,475	£7,297,149	£6,954,823	£6,612,497	£6,270,171	£5,927,845	£5,585,519			
					Residual Land Value (£/Ha)															
					1	£3,700	£1,084,199	£965,129	£846,059	£726,990	£607,920	£488,850	£369,780	£250,710	£131,640	£12,570	Negative RLV			
					2	£4,000	£2,108,844	£1,989,774	£1,870,704	£1,751,634	£1,632,564	£1,513,494	£1,394,424	£1,275,355	£1,156,285	£1,037,215	£918,145			
					3	£4,300	£3,133,488	£3,014,418	£2,895,349	£2,776,279	£2,657,209	£2,538,139	£2,419,069	£2,299,999	£2,180,929	£2,061,859	£1,942,789			
Flats 20% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	12160	100	1	£3,700	£471,072	£203,203	Negative RLV											
					2	£4,000	£2,918,050	£2,650,181	£2,382,312	£2,114,443	£1,846,575	£1,578,705	£1,310,837	£1,042,968	£775,099	£507,229	£239,360			
					3	£4,300	£5,365,027	£5,097,159	£4,829,290	£4,561,420	£4,293,552	£4,025,682	£3,757,813	£3,489,945	£3,222,076	£2,954,207	£2,686,337			
					Residual Land Value (£/Ha)															
					1	£3,700	£163,851	£70,679	Negative RLV											
					2	£4,000	£1,014,974	£921,802	£828,630	£735,459	£642,287	£549,115	£455,943	£362,771	£269,600	£176,428	£83,256			
					3	£4,300	£1,866,096	£1,772,925	£1,679,753	£1,586,581	£1,493,409	£1,400,237	£1,307,065	£1,213,894	£1,120,722	£1,027,550	£934,378			
Flats 30% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	10650	100	1	£3,700	Negative RLV													
					2	£4,000	£1,363,901	£1,129,296	£894,690	£660,085	£425,478	£190,873	Negative RLV							
					3	£4,300	£3,565,819	£3,331,213	£3,096,608	£2,862,001	£2,627,396	£2,392,790	£2,158,184	£1,923,579	£1,688,974	£1,454,368	£1,219,762			
					Residual Land Value (£/Ha)															
					1	£3,700	Negative RLV													
					2	£4,000	£474,401	£392,799	£311,197	£229,595	£147,992	£66,390	Negative RLV							
					3	£4,300	£1,240,285	£1,158,683	£1,077,081	£995,479	£913,877	£832,275	£750,673	£669,071	£587,469	£505,867	£424,265			
Flats 35% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	9700	100	1	£3,700	Negative RLV													
					2	£4,000	£461,010	£247,332	£33,654	Negative RLV										
					3	£4,300	£2,520,974	£2,307,295	£2,093,617	£1,879,939	£1,666,261	£1,452,582	£1,238,904	£1,025,225	£811,547	£597,868	£384,190			
					Residual Land Value (£/Ha)															
					1	£3,700	Negative RLV													
					2	£4,000	£160,351	£86,028	£11,706	Negative RLV										
					3	£4,300	£876,860	£802,537	£728,214	£653,892	£579,569	£505,246	£430,923	£356,600	£282,277	£207,954	£133,631			
Flats 40% AH 250 Plus Retail Floorspace	PDL	1,500m ² GF retail floorspace Rent @ £215 Yield @ 6% No CIL	9100	100	1	£3,700	Negative RLV													
					2	£4,000	Negative RLV													
					3	£4,300	£1,974,736	£1,774,275	£1,573,813	£1,373,352	£1,172,891	£972,430	£771,969	£571,507	£371,046	£170,585	Negative RLV			
					Residual Land Value (£/Ha)															
					1	£3,700	Negative RLV													
					2	£4,000	Negative RLV													
					3	£4,300	£686,865	£617,139	£547,413	£477,688	£407,962	£338,236	£268,511	£198,785	£129,059	£59,334	Negative RLV			

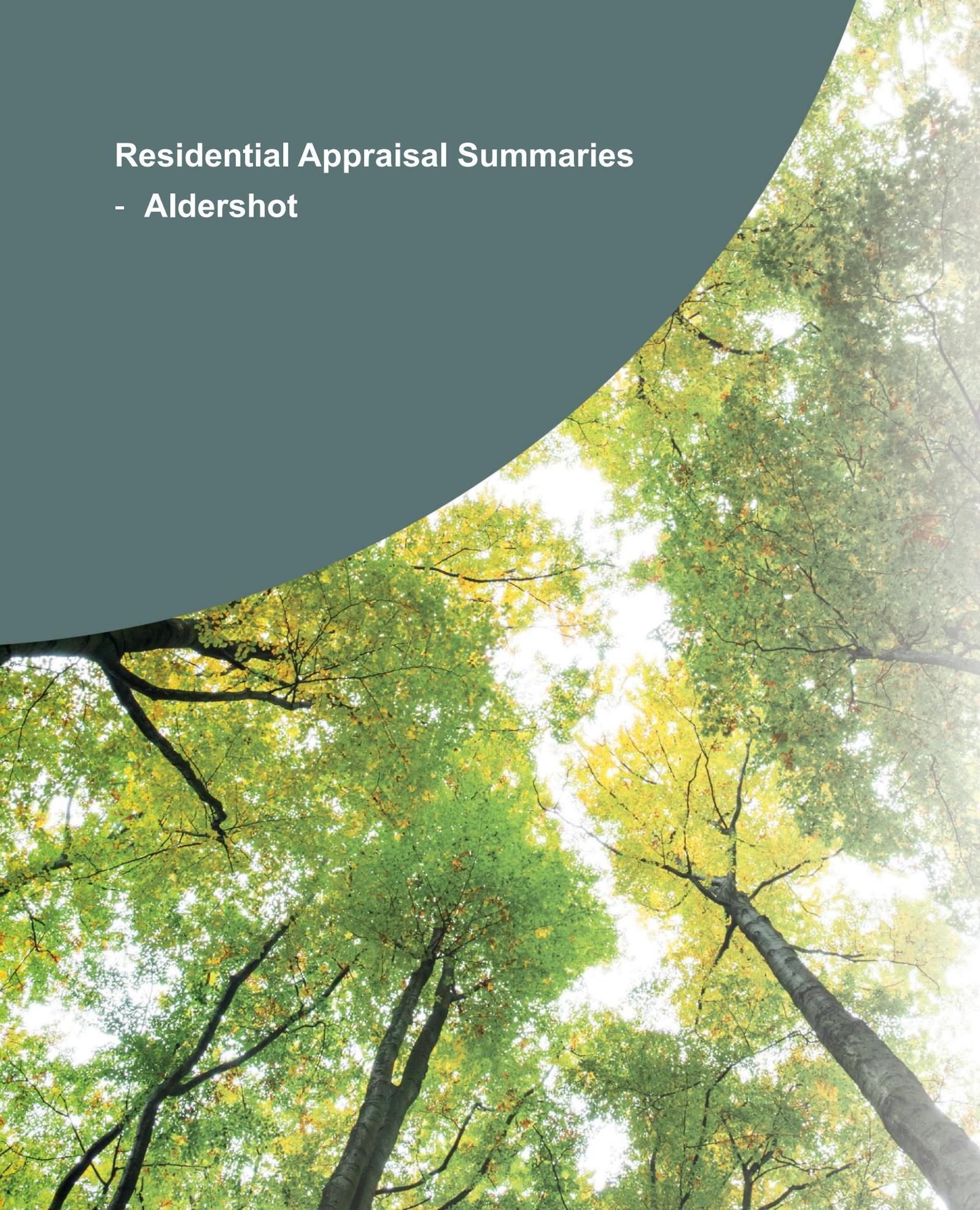
Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Residential Appraisal Summaries

- Aldershot



Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	Aldershot 5 Houses 0%AH CIL £180 @ VL2				
DEVELOPMENT SIZE (TOTAL m²) - GIA	509				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	5	5	0	0%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	100%	0%	0%	0%	0%
SITE SIZE (HA)	0.10				
VALUE / AREA	2				
<u>REVENUE</u>					
Affordable Housing Revenue	£0				
Open Market Housing Revenue	£1,883,300				
<u>Total Value of Scheme</u>	£1,883,300				
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs	£758,284				
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM Contributions etc.	£195,547				
<u>Total Build Costs</u>	£953,831				
Section 106 / CIL Costs	£106,620				
Marketing Costs & Legal Fees	£60,249				
<u>Total s106 & Marketing Costs</u>	£166,869				
<u>Finance on Build Costs</u>	£16,811				
<u>TOTAL DEVELOPMENT COSTS</u>	£1,137,511				
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit	£376,660				
Affordable Housing Profit	£0				
<u>Total Operating Profit</u>	£376,660				
<u>GROSS RESIDUAL LAND VALUE</u>	£369,129				
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)	£26,442				
Agents Fees	£5,537				
Legal Fees	£2,768				
Stamp Duty	£8,456				
Interest on Land Purchase	£24,740				
<u>Total Finance & Acquisition Costs</u>	£67,943				
<u>NET RESIDUAL LAND VALUE</u>	<u>£301,186</u> (ignores finance & acquisition)				

Net RLV: £548,059

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	Aldershot 11 Houses 30%AH CIL £180 @ VL2				
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,048				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	11	8	3	27%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	73%	0%	18%	9%	0%
SITE SIZE (HA)	0.18				
VALUE / AREA	2				
<u>REVENUE</u>					
Affordable Housing Revenue				£436,923	
Open Market Housing Revenue				£2,948,900	
<u>Total Value of Scheme</u>				£3,385,823	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£1,369,526	
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs etc.				£372,584	
<u>Total Build Costs</u>				£1,742,111	
Section 106 / CIL Costs				£176,460	
Marketing Costs & Legal Fees				£109,825	
<u>Total s106 & Marketing Costs</u>				£286,285	
<u>Finance on Build Costs</u>				£45,639	
<u>TOTAL DEVELOPMENT COSTS</u>				£2,074,034	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£589,780	
Affordable Housing Profit				£26,215	
<u>Total Operating Profit</u>				£615,995	
<u>GROSS RESIDUAL LAND VALUE</u>				£695,793	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£48,439	
Agents Fees				£10,437	
Legal Fees				£5,218	
Stamp Duty				£24,790	
Interest on Land Purchase				£58,851	
<u>Total Finance & Acquisition Costs</u>				£147,734	
<u>NET RESIDUAL LAND VALUE</u>				£548,059 (ignores finance & acquisition)	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	Aldershot 15 Flats 20%AH CIL £180 @ VL2				
DEVELOPMENT SIZE (TOTAL m²) - GIA	890				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	15	12	3	20%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	80%	0%	13%	7%	0%
SITE SIZE (HA)	0.13				
VALUE / AREA	2				
<u>REVENUE</u>					
Affordable Housing Revenue	£336,518				
Open Market Housing Revenue	£2,880,000				
<u>Total Value of Scheme</u>	£3,216,518				
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs	£1,366,684				
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM Contributions etc.	£387,467				
<u>Total Build Costs</u>	£1,754,151				
Section 106 / CIL Costs	£174,600				
Marketing Costs & Legal Fees	£107,746				
<u>Total s106 & Marketing Costs</u>	£282,346				
<u>Finance on Build Costs</u>	£45,821				
<u>TOTAL DEVELOPMENT COSTS</u>	£2,082,318				
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit	£576,000				
Affordable Housing Profit	£20,191				
<u>Total Operating Profit</u>	£596,191				
<u>GROSS RESIDUAL LAND VALUE</u>	£538,009				
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)	£47,026				
Agents Fees	£8,070				
Legal Fees	£4,035				
Stamp Duty	£16,900				
Interest on Land Purchase	£46,053				
<u>Total Finance & Acquisition Costs</u>	£122,085				
<u>NET RESIDUAL LAND VALUE</u>	<u>£415,924</u> (ignores finance & acquisition)				

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential				
DEVELOPMENT DESCRIPTION	Aldershot 15 Flats 30%AH CIL £180 @VL2				
DEVELOPMENT SIZE (TOTAL m²) - GIA	890				
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH	
	15	10	5	33%	
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1	% Int 2
	67%	0%	27%	7%	0%
SITE SIZE (HA)	0.13				
VALUE / AREA	2				
<u>REVENUE</u>					
Affordable Housing Revenue				£553,036	
Open Market Housing Revenue				£2,400,000	
<u>Total Value of Scheme</u>				£2,953,036	
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>					
Build Costs				£1,366,684	
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM Contributions etc.				£387,467	
<u>Total Build Costs</u>				£1,754,151	
Section 106 / CIL Costs				£153,000	
Marketing Costs & Legal Fees				£99,841	
<u>Total s106 & Marketing Costs</u>				£252,841	
<u>Finance on Build Costs</u>				£45,157	
<u>TOTAL DEVELOPMENT COSTS</u>				£2,052,150	
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>					
Open Market Housing Profit				£480,000	
Affordable Housing Profit				£33,182	
<u>Total Operating Profit</u>				£513,182	
<u>GROSS RESIDUAL LAND VALUE</u>				£387,704	
<u>FINANCE & ACQUISITION COSTS</u>					
Arrangement Fee / Misc Fees (Surveyors etc)				£44,920	
Agents Fees				£5,816	
Legal Fees				£2,908	
Stamp Duty				£9,385	
Interest on Land Purchase				£33,805	
<u>Total Finance & Acquisition Costs</u>				£96,834	
<u>NET RESIDUAL LAND VALUE</u>				<u>£290,871</u> (ignores finance & acquisition)	

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential			
DEVELOPMENT DESCRIPTION	Aldershot 30 Flats Sheltered 30%AH CIL £180 @ VL2			
DEVELOPMENT SIZE (TOTAL m²) - GIA	1,745			
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH
	30	21	9	30%
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1
	70%		20%	10%
SITE SIZE (HA)				0.20
VALUE / AREA				2
<u>REVENUE</u>				
Affordable Housing Revenue				£1,203,110
Open Market Housing Revenue				£6,997,954
<u>Total Value of Scheme</u>				£8,201,064
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>				
Build Costs				£3,936,895
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, voids, SANG & SAMM Contributions etc.				£812,049
<u>Total Build Costs</u>				£4,748,944
Section 106 / CIL Costs				£391,200
Marketing Costs & Legal Fees				£222,825
<u>Total s106 & Marketing Costs</u>				£614,025
<u>TOTAL DEVELOPMENT COSTS</u>				£5,362,969
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>				
Open Market Housing Profit				£1,380,500
Affordable Housing Profit				£63,171
<u>Total Operating Profit</u>				£1,443,671
<u>GROSS RESIDUAL LAND VALUE</u>				£1,394,424
<u>FINANCE & ACQUISITION COSTS</u>				
Arrangement Fee / Misc Fees (Surveyors etc)				£60,000
Agents Fees, Legal Fees, Stamp Duty etc.				£24,138
Interest on Land Purchase				£237,464
<u>Total Finance & Acquisition Costs</u>				£321,602
<u>NET RESIDUAL LAND VALUE</u>				<u>£1,072,822</u> (ignores finance & acquisition)

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential			
DEVELOPMENT DESCRIPTION	Aldershot 100 Mixed 30%AH CIL £180 @ VL2			
DEVELOPMENT SIZE (TOTAL m²) - GIA	8,905			
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH
	100	70	30	30%
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1
	70%		21%	9%
SITE SIZE (HA)				1.24
VALUE / AREA				2
<u>REVENUE</u>				
Affordable Housing Revenue				£4,027,093
Open Market Housing Revenue				£25,191,636
<u>Total Value of Scheme</u>				£29,218,729
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>				
Build Costs				£13,031,415
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM Contributions etc.				£2,745,126
<u>Total Build Costs</u>				£15,776,541
Section 106 / CIL Costs				£1,537,553
Marketing Costs & Legal Fees				£806,340
<u>Total s106 & Marketing Costs</u>				£2,343,893
<u>TOTAL DEVELOPMENT COSTS</u>				£18,120,434
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>				
Open Market Housing Profit				£5,025,600
Affordable Housing Profit				£188,785
<u>Total Operating Profit</u>				£5,214,385
<u>GROSS RESIDUAL LAND VALUE</u>				£5,883,910
<u>FINANCE & ACQUISITION COSTS</u>				
Arrangement Fee / Misc Fees (Surveyors etc)				£223,000
Agents Fees, Legal Fees, Stamp Duty etc.				£105,167
Interest on Land Purchase				£881,649
<u>Total Finance & Acquisition Costs</u>				£1,209,816
<u>NET RESIDUAL LAND VALUE</u>				<u>£4,674,094</u> (ignores finance & acquisition)

Residual Land Value Data Summary & Results

DEVELOPMENT TYPE	Residential			
DEVELOPMENT DESCRIPTION	Aldershot 250 Flats Mixed Use 20%AH CIL £180 @ VL2			
DEVELOPMENT SIZE (TOTAL m²) - GIA	15,140			
TOTAL NUMBER OF UNITS	Total	Private	Affordable	% AH
	250	200	50	20%
PERCENTAGE BY TENURE	% Private	% SR	%AR	% Int 1
	80%		14%	6%
SITE SIZE (HA)				1.80
VALUE / AREA				2
<u>REVENUE</u>				
Affordable Housing Revenue				£5,949,885
Open Market Housing Revenue				£49,549,091
Non-residential Revenue				£5,082,742
<u>Total Value of Scheme</u>				£60,581,718
<u>RESIDENTIAL BUILDING, MARKETING & S106 COSTS</u>				
Build Costs				£30,881,636
Fees, Contingencies, Planning Costs, sustainable design & construction, site prep / survey costs, SANG & SAMM Contributions etc.				£5,959,071
<u>Total Build Costs</u>				£36,840,707
Section 106 / CIL Costs				£3,325,059
Marketing Costs & Legal Fees				£1,609,200
<u>Total s106 & Marketing Costs</u>				£4,934,259
<u>TOTAL DEVELOPMENT COSTS</u>				£41,774,966
<u>DEVELOPER'S RETURN FOR RISK AND PROFIT</u>				
Open Market Housing Profit				£9,728,000
Affordable Housing Profit				£323,018
Non-residential Profit				£1,016,548
<u>Total Operating Profit</u>				£11,067,566
<u>GROSS RESIDUAL LAND VALUE</u>				£7,739,186
<u>FINANCE & ACQUISITION COSTS</u>				
Arrangement Fee / Misc Fees (Surveyors etc)				£362,000
Agents Fees, Legal Fees, Stamp Duty etc.				£95,146
Interest on Land Purchase				£3,053,337
<u>Total Finance & Acquisition Costs</u>				£3,510,483
<u>NET RESIDUAL LAND VALUE</u>				<u>£4,228,703</u> (ignores finance & acquisition)

Appendix IIc: Results Summary Commercial

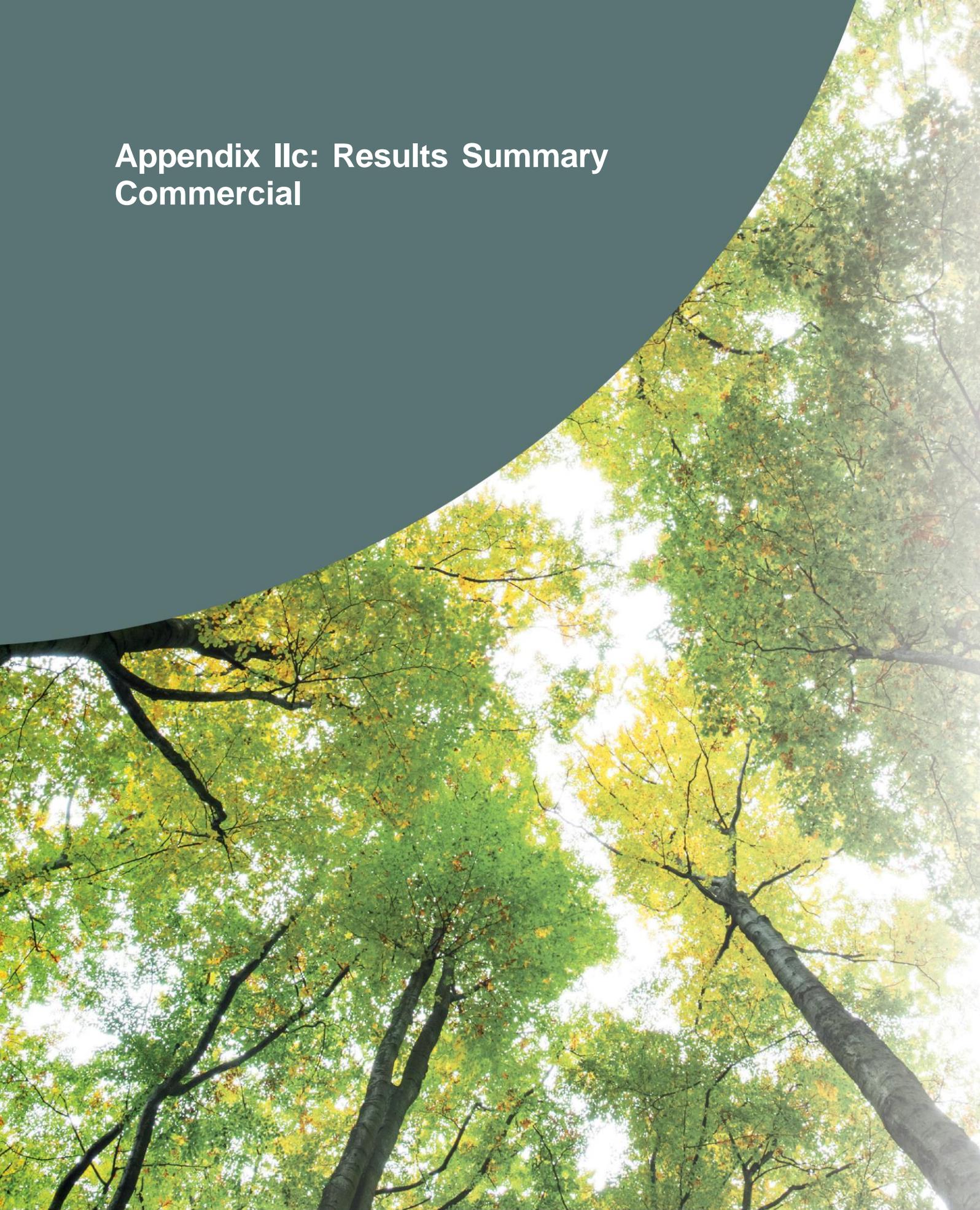


Table 3b Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
5.5% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)											Residual Land Value (£/Ha)										
				Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL	Residual Land Value - £200/m² CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL	Residual Land Value - £200/m² CIL
A1 Large Format Retail	Supermarket	L	0.63	Negative RLV											Not Applicable										
		M	0.63	£1,122,049	£1,074,709	£1,027,369	£980,029	£932,688	£885,348	£838,008	£790,668	£743,328	£695,987	£648,647	£1,781,030	£1,705,887	£1,630,744	£1,555,602	£1,480,457	£1,405,314	£1,330,171	£1,255,029	£1,179,886	£1,104,741	£1,029,598
		H	0.63	£2,368,236	£2,320,896	£2,273,555	£2,226,215	£2,178,875	£2,131,535	£2,084,195	£2,036,854	£1,989,514	£1,942,174	£1,894,834	£3,759,105	£3,683,962	£3,608,817	£3,533,675	£3,458,532	£3,383,389	£3,308,246	£3,233,102	£3,157,959	£3,082,816	£3,007,673
A1 Large Format Retail	Retail Warehousing	L	0.40	£941,545	£922,609	£903,673	£884,737	£865,801	£846,865	£827,929	£808,992	£790,056	£771,120	£752,184	£2,353,863	£2,306,523	£2,259,183	£2,211,843	£2,164,503	£2,117,163	£2,069,823	£2,022,483	£1,975,143	£1,927,803	£1,880,463
		M	0.40	£1,453,667	£1,434,731	£1,415,795	£1,396,859	£1,377,923	£1,358,987	£1,340,050	£1,321,114	£1,302,178	£1,283,242	£1,264,306	£3,634,168	£3,586,828	£3,539,488	£3,492,148	£3,444,808	£3,397,468	£3,350,128	£3,302,788	£3,255,448	£3,208,108	£3,160,768
		H	0.40	£1,965,789	£1,946,853	£1,927,917	£1,908,981	£1,890,045	£1,871,109	£1,852,173	£1,833,236	£1,814,300	£1,795,364	£1,776,428	£4,914,473	£4,867,133	£4,819,793	£4,772,453	£4,725,113	£4,677,773	£4,630,433	£4,583,093	£4,535,753	£4,488,413	£4,441,073
A1 - A5 Town Centre Retail	Comparison	L	0.04	£105,496	£99,816	£94,135	£88,454	£82,773	£77,092	£71,412	£65,731	£60,050	£54,369	£48,688	£2,637,400	£2,495,400	£2,353,375	£2,211,350	£2,069,325	£1,927,300	£1,785,275	£1,643,250	£1,501,225	£1,359,200	£1,217,175
		M	0.04	£151,837	£146,156	£140,475	£134,795	£129,114	£123,433	£117,752	£112,071	£106,391	£100,710	£95,029	£3,795,925	£3,653,900	£3,511,875	£3,369,850	£3,227,825	£3,085,800	£2,943,775	£2,801,750	£2,659,725	£2,517,700	£2,375,675
		H	0.04	£198,178	£192,497	£186,816	£181,135	£175,454	£169,774	£164,093	£158,412	£152,731	£147,050	£141,370	£4,954,450	£4,812,425	£4,670,400	£4,528,375	£4,386,350	£4,244,325	£4,102,300	£3,960,275	£3,818,250	£3,676,225	£3,534,200
A1 - A5 Town Centre Retail	Convenience	L	0.06	Negative RLV											Not Applicable										
		M	0.06	Negative RLV											Not Applicable										
		H	0.06	Negative RLV											Not Applicable										
B1(a) Offices	Farnborough	L	0.10	Negative RLV											Not Applicable										
		M	0.10	£248,648	£229,712	£210,775	£191,839	£172,903	£153,967	£135,031	£116,095	£97,159	£78,223	£59,287	£2,486,480	£2,297,120	£2,107,750	£1,918,390	£1,729,030	£1,539,670	£1,350,310	£1,160,950	£971,590	£782,230	£592,870
		H	0.10	Negative RLV											Not Applicable										
B1(a) Offices	Aldershot	L	0.10	Negative RLV											Not Applicable										
		M	0.10	Negative RLV											Not Applicable										
		H	0.10	Negative RLV											Not Applicable										
B8 Industrial Warehousing	Start-up / Move-on	L	0.13	Negative RLV											Not Applicable										
		M	0.13	£41,529	£32,060	£22,592	£13,124	£3,656	Negative RLV						£319,454	£246,615	£173,785	£100,954	£28,123	Negative RLV					
		H	0.13	Negative RLV											Not Applicable										
B8 Industrial Warehousing	Larger	L	0.50	Negative RLV											Not Applicable										
		M	0.50	Negative RLV											Not Applicable										
		H	0.50	£180,370	£142,498	£104,626	£66,753	£28,881	Negative RLV						£360,740	£284,996	£209,252	£133,506	£57,762	Not Applicable					
C1 Hotel	Budget	L	1.25	Negative RLV											Not Applicable										
		M	1.25	Negative RLV											Not Applicable										
		H	1.25	Negative RLV											Not Applicable										
C2 Residential Institution	Nursing Home	L	0.50	Negative RLV											Not Applicable										
		M	0.50	Negative RLV											Not Applicable										
		H	0.50	Negative RLV											Not Applicable										

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIc - RBC Commercial Results v5.xlsx

Table 3c Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
6% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)											Residual Land Value (£/Ha)												
				Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL	Residual Land Value - £200/m² CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL	Residual Land Value - £200/m² CIL		
A1 Large Format Retail	Supermarket	L	0.63	Negative RLV											Not Applicable												
		M	0.63	£571,024	£523,684	£476,344	£429,003	£381,663	£334,323	£286,983	£239,642	£192,302	£144,962	£97,622	£906,387	£831,244	£756,102	£680,957	£605,814	£530,671	£455,529	£380,384	£305,241	£230,098	£154,956		
		H	0.63	£1,707,005	£1,659,665	£1,612,325	£1,564,985	£1,517,645	£1,470,304	£1,422,964	£1,375,624	£1,328,284	£1,280,944	£1,233,603	£2,709,532	£2,634,389	£2,559,246	£2,484,103	£2,408,960	£2,333,816	£2,258,673	£2,183,530	£2,108,387	£2,033,244	£1,958,100		
A1 Large Format Retail	Retail Warehousing	L	0.40	£760,389	£741,453	£722,517	£703,581	£684,645	£665,709	£646,773	£627,837	£608,901	£589,965	£571,028	£1,900,973	£1,853,633	£1,806,293	£1,758,953	£1,711,613	£1,664,273	£1,616,933	£1,569,593	£1,522,253	£1,474,913	£1,427,570		
		M	0.40	£1,227,222	£1,208,286	£1,189,350	£1,170,414	£1,151,478	£1,132,542	£1,113,606	£1,094,670	£1,075,734	£1,056,798	£1,037,862	£3,068,055	£3,020,715	£2,973,375	£2,926,035	£2,878,695	£2,831,355	£2,784,015	£2,736,675	£2,689,335	£2,641,995	£2,594,655		
		H	0.40	£1,694,055	£1,675,119	£1,656,183	£1,637,247	£1,618,311	£1,599,375	£1,580,439	£1,561,503	£1,542,567	£1,523,631	£1,504,695	£4,235,138	£4,187,798	£4,140,458	£4,093,118	£4,045,778	£3,998,438	£3,951,098	£3,903,758	£3,856,418	£3,809,078	£3,761,738		
A1 - A5 Town Centre Retail	Comparison	L	0.04	£50,855	£45,175	£39,494	£33,813	£28,132	£22,451	£16,770	£11,090	£5,409	Negative RLV														
		M	0.04	£93,098	£87,417	£81,736	£76,055	£70,375	£64,694	£59,013	£53,332	£47,651	£41,971	£36,290	£1,271,375	£1,129,375	£987,350	£845,325	£703,300	£561,275	£419,250	£277,225	Not Applicable				
		H	0.04	£135,341	£129,660	£123,979	£118,298	£112,617	£106,936	£101,256	£95,575	£89,894	£84,213	£78,532	£3,383,525	£3,241,500	£3,099,475	£2,957,450	£2,815,425	£2,673,400	£2,531,375	£2,389,350	£2,247,325	£2,105,300	£1,963,275		
A1 - A5 Town Centre Retail	Convenience	L	0.06	Negative RLV											Not Applicable												
		M	0.06	Negative RLV											Not Applicable												
		H	0.06	Negative RLV											Not Applicable												
B1(a) Offices	Farnborough	L	0.10	Negative RLV											Not Applicable												
		M	0.10	£20,976	£2,040	Negative RLV									£209,760	£20,400	Not Applicable										
		H	0.10	Negative RLV											Not Applicable												
B1(a) Offices	Aldershot	L	0.10	Negative RLV											Not Applicable												
		M	0.10	Negative RLV											Not Applicable												
		H	0.10	Negative RLV											Not Applicable												
B8 Industrial Warehousing	Start-up / Move-on	L	0.13	Negative RLV											Not Applicable												
		M	0.13	Negative RLV											Not Applicable												
		H	0.13	Negative RLV											Not Applicable												
B8 Industrial Warehousing	Larger	L	0.50	Negative RLV											Not Applicable												
		M	0.50	Negative RLV											Not Applicable												
		H	0.50	Negative RLV											Not Applicable												
C1 Hotel	Budget	L	1.25	Negative RLV											Not Applicable												
		M	1.25	Negative RLV											Not Applicable												
		H	1.25	Negative RLV											Not Applicable												
C2 Residential Institution	Nursing Home	L	0.50	Negative RLV											Not Applicable												
		M	0.50	Negative RLV											Not Applicable												
		H	0.50	Negative RLV											Not Applicable												

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIc - RBC Commercial Results v5.xlsx

Table 3d Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
6.5% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)											Residual Land Value (£/Ha)											
				Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL	Residual Land Value - £200/m² CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL	Residual Land Value - £200/m² CIL	
A1 Large Format Retail	Supermarket	L	0.63	Negative RLV											Not Applicable											
		M	0.63	Negative RLV											Not Applicable											
		H	0.63	£105,007	£57,667	£10,327	Negative RLV								£166,678	£91,535	£16,392	Not Applicable								
A1 Large Format Retail	Retail Warehousing	L	0.40	£1,147,786	£1,100,445	£1,053,105	£1,005,765	£958,425	£911,084	£863,744	£816,404	£769,064	£721,724	£674,383	£1,821,883	£1,746,738	£1,671,593	£1,596,452	£1,521,310	£1,446,165	£1,371,022	£1,295,879	£1,220,737	£1,145,594	£1,070,449	
		M	0.40	£607,181	£588,245	£569,309	£550,373	£531,437	£512,501	£493,565	£474,629	£455,692	£436,756	£417,820	£1,517,953	£1,470,613	£1,423,273	£1,375,933	£1,328,593	£1,281,253	£1,233,913	£1,186,573	£1,139,233	£1,091,893	£1,044,553	
		H	0.40	£1,035,712	£1,016,776	£997,840	£978,904	£959,968	£941,032	£922,096	£903,160	£884,224	£865,287	£846,351	£2,589,280	£2,541,940	£2,494,600	£2,447,260	£2,399,920	£2,352,580	£2,305,240	£2,257,900	£2,210,560	£2,163,220	£2,115,878	
A1 - A5 Town Centre Retail	Comparison	L	0.04	Negative RLV											Not Applicable											
		M	0.04	£4,644	Negative RLV											Not Applicable										
		H	0.04	£43,421	£37,740	£32,059	£26,378	£20,697	£15,017	£9,336	£3,655	Negative RLV			£116,100	Not Applicable										
A1 - A5 Town Centre Retail	Convenience	L	0.06	£82,197	£76,517	£70,836	£65,155	£59,474	£53,793	£48,112	£42,432	£36,751	£31,070	£25,389	£1,085,525	£943,500	£801,475	£659,450	£517,425	£375,425	£233,400	£91,375	Not Applicable			
		M	0.06	Negative RLV											Not Applicable											
		H	0.06	Negative RLV											Not Applicable											
B1(a) Offices	Farnborough	L	0.10	Negative RLV											Not Applicable											
		M	0.10	Negative RLV											Not Applicable											
		H	0.10	Negative RLV											Not Applicable											
B1(a) Offices	Aldershot	L	0.10	Negative RLV											Not Applicable											
		M	0.10	Negative RLV											Not Applicable											
		H	0.10	Negative RLV											Not Applicable											
B8 Industrial Warehousing	Start-up / Move-on	L	0.13	Negative RLV											Not Applicable											
		M	0.13	Negative RLV											Not Applicable											
		H	0.13	Negative RLV											Not Applicable											
B8 Industrial Warehousing	Larger	L	0.50	Negative RLV											Not Applicable											
		M	0.50	Negative RLV											Not Applicable											
		H	0.50	Negative RLV											Not Applicable											
C1 Hotel	Budget	L	1.25	Negative RLV											Not Applicable											
		M	1.25	Negative RLV											Not Applicable											
		H	1.25	Negative RLV											Not Applicable											
C2 Residential Institution	Nursing Home	L	0.50	Negative RLV											Not Applicable											
		M	0.50	Negative RLV											Not Applicable											
		H	0.50	Negative RLV											Not Applicable											

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIc - RBC Commercial Results v5.xlsx

Table 3e Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)											Residual Land Value (£/Ha)														
				Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL	Residual Land Value - £200/m² CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL	Residual Land Value - £200/m² CIL				
A1 Large Format Retail	Supermarket	L	0.63	Negative RLV											Not Applicable														
		M	0.63	Negative RLV											Not Applicable														
		H	0.63	£668,713	£621,373	£574,033	£526,692	£479,352	£432,012	£384,672	£337,331	£289,991	£242,651	£195,311	£1,061,449	£986,306	£911,163	£836,019	£760,876	£685,733	£610,590	£535,446	£460,303	£385,160	£310,017				
A1 Large Format Retail	Retail Warehousing	L	0.40	£475,931	£456,995	£438,059	£419,123	£400,186	£381,250	£362,314	£343,378	£324,442	£305,506	£286,570	£1,189,828	£1,142,488	£1,095,148	£1,047,808	£1,000,465	£953,125	£905,785	£858,445	£811,105	£763,765	£716,425				
		M	0.40	£871,649	£852,713	£833,777	£814,841	£795,905	£776,969	£758,033	£739,097	£720,161	£701,225	£682,288	£2,179,123	£2,131,783	£2,084,443	£2,037,103	£1,989,763	£1,942,423	£1,895,083	£1,847,743	£1,800,403	£1,753,063	£1,705,720				
		H	0.40	£1,267,368	£1,248,432	£1,229,496	£1,210,560	£1,191,623	£1,172,687	£1,153,751	£1,134,815	£1,115,879	£1,096,943	£1,078,007	£3,168,420	£3,121,080	£3,073,740	£3,026,400	£2,979,058	£2,931,718	£2,884,378	£2,837,038	£2,789,698	£2,742,358	£2,695,018				
A1 - A5 Town Centre Retail	Comparison	L	0.04	Negative RLV											Not Applicable														
		M	0.04	£863	Negative RLV										Not Applicable														
		H	0.04	£36,671	£30,990	£25,309	£19,628	£13,947	£8,267	£2,586	Negative RLV										£21,575	Not Applicable							
A1 - A5 Town Centre Retail	Convenience	L	0.06	Negative RLV											Not Applicable														
		M	0.06	Negative RLV											Not Applicable														
		H	0.06	Negative RLV											Not Applicable														
B1(a) Offices	Farnborough	L	0.10	Negative RLV											Not Applicable														
		M	0.10	Negative RLV											Not Applicable														
		H	0.10	Negative RLV											Not Applicable														
B1(a) Offices	Aldershot	L	0.10	Negative RLV											Not Applicable														
		M	0.10	Negative RLV											Not Applicable														
		H	0.10	Negative RLV											Not Applicable														
B8 Industrial Warehousing	Start-up / Move-on	L	0.13	Negative RLV											Not Applicable														
		M	0.13	Negative RLV											Not Applicable														
		H	0.13	Negative RLV											Not Applicable														
B8 Industrial Warehousing	Larger	L	0.50	Negative RLV											Not Applicable														
		M	0.50	Negative RLV											Not Applicable														
		H	0.50	Negative RLV											Not Applicable														
C1 Hotel	Budget	L	1.25	Negative RLV											Not Applicable														
		M	1.25	Negative RLV											Not Applicable														
		H	1.25	Negative RLV											Not Applicable														
C2 Residential Institution	Nursing Home	L	0.50	Negative RLV											Not Applicable														
		M	0.50	Negative RLV											Not Applicable														
		H	0.50	Negative RLV											Not Applicable														

Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix IIc - RBC Commercial Results v5.xlsx

Table 3f Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate
7.5% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)											Residual Land Value (£/Ha)											
				Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL	Residual Land Value - £200/m² CIL	Residual Land Value - £0/m² CIL	Residual Land Value - £20/m² CIL	Residual Land Value - £40/m² CIL	Residual Land Value - £60/m² CIL	Residual Land Value - £80/m² CIL	Residual Land Value - £100/m² CIL	Residual Land Value - £120/m² CIL	Residual Land Value - £140/m² CIL	Residual Land Value - £160/m² CIL	Residual Land Value - £180/m² CIL	Residual Land Value - £200/m² CIL	
A1 - Large Format Retail	Supermarket	L	0.63	Negative RLV											Not Applicable											
		M	0.63	Negative RLV											Not Applicable											
		H	0.63	Negative RLV											Not Applicable											
				Negative RLV											Not Applicable											
A1 - Large Format Retail	Retail Warehousing	L	0.40	£362,246	£343,310	£324,374	£305,438	£286,501	£267,565	£248,629	£229,693	£210,757	£191,821	£172,885	£402,786	£327,643	£252,500	£177,356	£102,213	£27,070	Not Applicable					
		M	0.40	£729,543	£710,607	£691,671	£672,735	£653,799	£634,863	£615,927	£596,990	£578,054	£559,118	£540,182	£905,615	£858,275	£810,935	£763,595	£716,253	£668,913	£621,573	£574,233	£526,893	£479,553	£432,213	
		H	0.40	£1,096,840	£1,077,904	£1,058,968	£1,040,032	£1,021,096	£1,002,160	£983,224	£964,288	£945,352	£926,415	£907,479	£1,823,858	£1,776,518	£1,729,178	£1,681,838	£1,634,498	£1,587,158	£1,539,818	£1,492,475	£1,445,135	£1,397,795	£1,350,455	
															£2,742,100	£2,694,760	£2,647,420	£2,600,080	£2,552,740	£2,505,400	£2,458,060	£2,410,720	£2,363,380	£2,316,038	£2,268,698	
A1 - A5 Town Centre Retail	Comparison	L	0.04	Negative RLV											Not Applicable											
		M	0.04	Negative RLV											Not Applicable											
		H	0.04	Negative RLV											Not Applicable											
A1 - A5 Town Centre Retail	Convenience	L	0.06	Negative RLV											Not Applicable											
		M	0.06	Negative RLV											Not Applicable											
		H	0.06	Negative RLV											Not Applicable											
B1(a) Offices	Farnborough	L	0.10	Negative RLV											Not Applicable											
		M	0.10	Negative RLV											Not Applicable											
		H	0.10	Negative RLV											Not Applicable											
B1(a) Offices	Aldershot	L	0.10	Negative RLV											Not Applicable											
		M	0.10	Negative RLV											Not Applicable											
		H	0.10	Negative RLV											Not Applicable											
B8 Industrial Warehousing	Start-up / Move-on	L	0.13	Negative RLV											Not Applicable											
		M	0.13	Negative RLV											Not Applicable											
		H	0.13	Negative RLV											Not Applicable											
B8 Industrial Warehousing	Larger	L	0.50	Negative RLV											Not Applicable											
		M	0.50	Negative RLV											Not Applicable											
		H	0.50	Negative RLV											Not Applicable											
C1 Hotel	Budget	L	1.25	Negative RLV											Not Applicable											
		M	1.25	Negative RLV											Not Applicable											
		H	1.25	Negative RLV											Not Applicable											
C2 Residential Institution	Nursing Home	L	0.50	Negative RLV											Not Applicable											
		M	0.50	Negative RLV											Not Applicable											
		H	0.50	Negative RLV											Not Applicable											

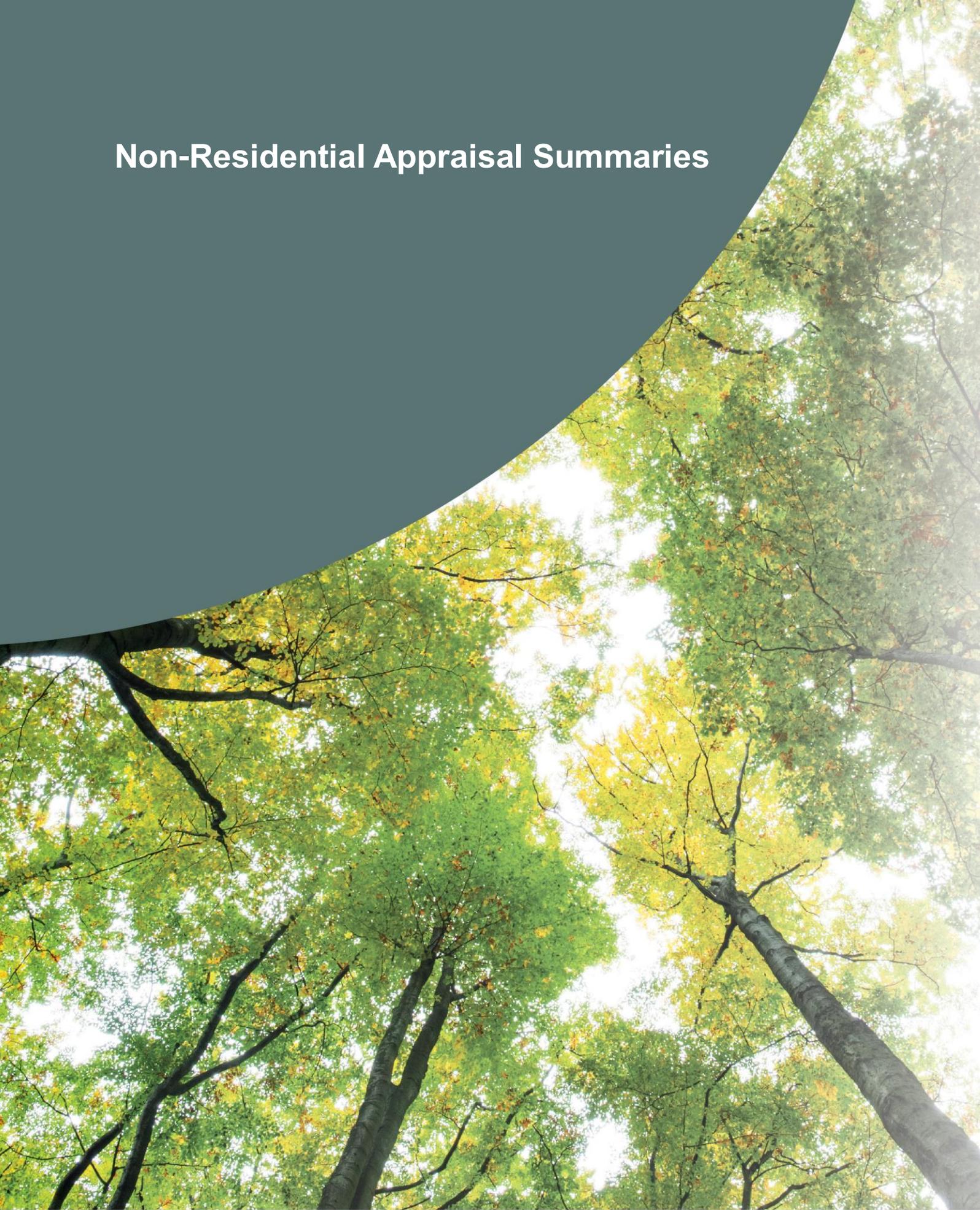
Key:

- Negative RLV
- Positive RLV beneath Viability Test 1 (RLV <£600,000/ha)
- RLV exceeding Viability Test 1 (RLV £600,000 - £1,000,000/ha)
- RLV exceeding Viability Test 2 (RLV £1,000,000 - £1,600,000/ha)
- RLV exceeding Viability Test 3 (RLV >£1,600,000 - £2,000,000/ha)
- RLV exceeding Viability Test 4 (RLV >£2,000,000/ha)

Source: Dixon Searle Partnership (2017)

Appendix II - RBC Commercial Results v5.xlsx

Non-Residential Appraisal Summaries



A1 Retail
Supermarket (2,500sqm) - Medium Value
CIL £100 / 5% Yield

Development Appraisal
Dixon Searle Partnership
05 May 2017

APPRAISAL SUMMARY**DIXON SEARLE PARTNERSHIP**

A1 Retail
Supermarket (2,500sqm) - Medium Value
CIL £100 / 5% Yield

Summary Appraisal for Phase 1

Currency in £

REVENUE**Rental Area Summary**

	Units	m²	Rate m²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Supermarket (2500 sqm)	1	2,250.00	250.00	562,500	562,500	562,500

Investment Valuation**Supermarket (2500 sqm)**

Market Rent	562,500	YP @	5.0000%	20.0000		
(1yr Rent Free)		PV 1yr @	5.0000%	0.9524	10,714,286	

GROSS DEVELOPMENT VALUE**10,714,286**

Purchaser's Costs

(616,071)

(616,071)

NET DEVELOPMENT VALUE**10,098,214****NET REALISATION****10,098,214****OUTLAY****ACQUISITION COSTS**

Residualised Price (0.63 Ha 2,455,379.84 pHect)				1,546,889		
					1,546,889	
Agent Fee		1.50%	23,203			
Legal Fee		0.75%	11,602			
Site Prep & s06 Costs	0.63 ha	200,000.00 /ha	126,000			

APPRAISAL SUMMARY**DIXON SEARLE PARTNERSHIP****A1 Retail****Supermarket (2,500sqm) - Medium Value****CIL £100 / 5% Yield**

				160,805
CONSTRUCTION COSTS				
Construction	m²	Rate m²	Cost	
Supermarket (2500 sqm)	2,500.00 m ²	1,569.00 pm ²	3,922,500	3,922,500
Contingency		5.00%	196,125	
CIL	2,500.00 m ²	100.00 pm ²	250,000	
				446,125
Other Construction				
Site Works		15.00%	588,375	
				588,375
PROFESSIONAL FEES				
All Professional		10.00%	451,087	
				451,087
MARKETING & LETTING				
Letting Agent Fee		10.00%	56,250	
Letting Legal Fee		1.00%	5,625	
				61,875
MISCELLANEOUS FEES				
Planning / Insurances		2.00%	78,450	
BREEAM		5.00%	196,125	
Arrangement Fee		2.00%	161,366	
				435,941
FINANCE				
Debit Rate 6.500%, Credit Rate 0.500% (Nominal)				
Land			152,133	
Construction			189,626	
Total Finance Cost				341,759
TOTAL COSTS				7,955,357

APPRAISAL SUMMARY**DIXON SEARLE PARTNERSHIP****A1 Retail****Supermarket (2,500sqm) - Medium Value****CIL £100 / 5% Yield****PROFIT****2,142,857****Performance Measures**

Profit on Cost%	26.94%
Profit on GDV%	20.00%
Profit on NDV%	21.22%
Development Yield% (on Rent)	7.07%
Equivalent Yield% (Nominal)	5.00%
Equivalent Yield% (True)	5.16%
IRR	42.81%
Rent Cover	3 yrs 10 mths
Profit Erosion (finance rate 6.500%)	3 yrs 8 mths

A1 Retail Warehousing
Retail Warehousing (1000sqm) - Medium Value
CIL £100 / Yield 5%

Development Appraisal
Dixon Searle Partnership
05 May 2017

APPRAISAL SUMMARY**DIXON SEARLE PARTNERSHIP**

A1 Retail Warehousing
Retail Warehousing (1000sqm) - Medium Value
CIL £100 / Yield 5%

Summary Appraisal for Phase 1

Currency in £

REVENUE**Rental Area Summary**

	Units	m²	Rate m²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Retail Warehouse (1000 sqm)	1	900.00	250.00	225,000	225,000	225,000

Investment Valuation**Retail Warehouse (1000 sqm)**

Market Rent	225,000	YP @	5.0000%	20.0000		
(1yr Rent Free)		PV 1yr @	5.0000%	0.9524	4,285,714	

GROSS DEVELOPMENT VALUE**4,285,714**

Purchaser's Costs

(246,429)

(246,429)

NET DEVELOPMENT VALUE**4,039,286****NET REALISATION****4,039,286****OUTLAY****ACQUISITION COSTS**

Residualised Price (0.40 Ha 4,077,119.33 pHect)				1,630,848		
					1,630,848	
Agent Fee		1.50%	24,463			
Legal Fee		0.75%	12,231			
Site Prep & s06 Costs	0.40 ha	200,000.00 /ha	80,000			

APPRAISAL SUMMARY**DIXON SEARLE PARTNERSHIP****A1 Retail Warehousing****Retail Warehousing (1000sqm) - Medium Value****CIL £100 / Yield 5%**

				116,694
CONSTRUCTION COSTS				
Construction	m²	Rate m²	Cost	
Retail Warehouse (1000 sqm)	1,000.00 m ²	798.00 pm ²	798,000	798,000
Contingency		5.00%	39,900	
CIL	1,000.00 m ²	100.00 pm ²	100,000	
				139,900
Other Construction				
Site Works		15.00%	119,700	
				119,700
PROFESSIONAL FEES				
All Professional		10.00%	91,770	
				91,770
MARKETING & LETTING				
Letting Agent Fee		10.00%	22,500	
Letting Legal Fee		1.00%	2,250	
				24,750
MISCELLANEOUS FEES				
Planning / Insurances		2.00%	15,960	
BREEAM		5.00%	39,900	
Arrangement Fee		2.00%	64,479	
				120,339
FINANCE				
Debit Rate 6.500%, Credit Rate 0.500% (Nominal)				
Land			111,678	
Construction			28,464	
Total Finance Cost				140,142
TOTAL COSTS				3,182,143

APPRAISAL SUMMARY**DIXON SEARLE PARTNERSHIP**

A1 Retail Warehousing
Retail Warehousing (1000sqm) - Medium Value
CIL £100 / Yield 5%
PROFIT

857,143**Performance Measures**

Profit on Cost%	26.94%
Profit on GDV%	20.00%
Profit on NDV%	21.22%
Development Yield% (on Rent)	7.07%
Equivalent Yield% (Nominal)	5.00%
Equivalent Yield% (True)	5.16%
IRR	42.66%
Rent Cover	3 yrs 10 mths
Profit Erosion (finance rate 6.500%)	3 yrs 8 mths

For: Rushmoor Borough Council

Appendix III v8 Final

**Market Values & Assumptions
Research**

**Local Plan &
CIL Viability Assessment**

Dixon Searle Partnership

The Old Hayloft, 28C Headley Road,
Grayshott, Hindhead, GU26 6LD
www.dixonsearle.co.uk



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Notes:

CoStar property resource extracts for research base follow the above.

1.0 Introduction

- 1.1 As noted within the main report, this document acts as a market report and provides comprehensive research analysis into property values (commercial and residential), land values, general market commentary and wider economic conditions. Collectively, this research aims to help inform assumption setting for the residential and commercial appraisals and provides background evidence by building a picture of values patterns and levels in the Rushmoor Borough.
- 1.2 The first stage of the project took place in 2015/16 with the original market values research data collection phase in June 2015. For this final stage of the project, and necessarily with the passing of time, we have updated the basis of the market values research accordingly as at October 2016, thereby informing updated appraisal assumptions detailed in Appendix I¹.
- 1.3 This report will also enable the Council to review and monitor the source data and update where necessary in the future if required.

Note: It should be acknowledged that this is high level work and a great deal of variance is seen in practice from scheme to scheme.

¹ Updated appraisals, produced following revised SANGS costs provided by the Council at a late stage in the process in April 2017, are based on values from October 2016.

2.0 Economic / Housing Market Context

Bank of England

2.1 The current official Bank Rate (Base Rate) has been reduced from 0.5% to 0.25% since early August 2016. The Agent's Summary of Business Conditions (as at November 2016) stated:

- *"Business sentiment had recovered further from its post-referendum fall, but remained relatively fragile alongside significant uncertainty around the longer-term outlook. Activity growth had remained resilient.*
- *A survey pointed to broadly stable or slightly lower investment spending over the coming twelve months, with uncertainty concerning future demand and trading arrangements expected to drag on spending.*
- *Employment was expected to be broadly flat over the next six months and pay settlements were concentrated in the 1–3% range. Price pressures were building through supply chains following sterling's depreciation, but there had been limited impact on consumer prices to date."*

Land Registry

2.1 The **October 2016 Land Registry House Price Index Report** (published 13th December 2016) provided the following information, in summary, in terms of market trends:

2.2 For October 2016:

- *the average price of a property in the UK was £216,674*
- *the annual price change for a property in the UK was 6.9%*
- *the monthly price change for a property in the UK was 0.1%*
- *the monthly index figure for the UK was 113.6*

2.3 Economic Statement:

- *“Housing market indicators for October suggested a period of modest increasing demand and steady growth in price levels. House prices grew by 6.9% in the year to October, 0.1 percentage point lower than September. According to the Bank of England’s Agents’ summary of business conditions, for September and October 2016, there is evidence of recovery in the housing market since the weakness seen in the immediate aftermath of the referendum. The extent of the pickup was variable across regions and price brackets.*
- *The variation across regions can be seen within the house price index on a regional level. For example, growth in the East of England has remained robust, falling slightly from 14.9% to 12.3% annual growth between June 2016 and October 2016. This is in contrast with London which saw a more marked slowdown, falling from 13.8% to 7.7% annual growth over the same period.*
- *In terms of housing demand, the Royal Institution of Chartered Surveyors (RICS) market survey for October reported a modest increase in new buyer enquiries. According to the Bank of England the volume of lending approvals for house purchase increased by 6.2% from September to October 2016, although this is still 3.3% lower than October 2015. Home sales in the UK increased by 1.0% between September and October 2016 according to UK Property Transaction statistics. Compared with October 2015 the level of home sales in October 2016 is 8.0% lower.*
- *On the supply side RICS reported a fall in new sales listings in October 2016 compared to September 2016. ONS Construction output reported no change in total new housing comparing the second and third quarter, but total new housing is 8.7% higher than the third quarter of 2015.”*

2.4 The October 2016 report stated: -

For England overall:

- *Annual change in average house prices 7.4% (positive)*
- *Monthly change in average house prices -0.1% (negative)*
- *Average price £232,655*

For the South East of England overall:

- *Annual change in average house prices 9.01% (positive)*
- *Monthly change in average house prices 0.86% (positive)*
- *Average price £312,266*

For the Rushmoor Borough overall

- *Annual change in average house prices 10.58% (positive)*
- *Monthly change in average house prices -0.06% (negative)*
- *Average price of £281,515*

2.5 Since the date of the original market research carried out in June 2015 to October 2016 (as the point of this updated research), the Land Registry indicates an increase in house prices of approximately 15%. The above current data (as at October 2016) indicates that the Rushmoor Borough, on an annual basis, is outperforming both England and the South-East region overall. Although the latest data indicates a relatively small negative monthly change of less than 1%, sales volume continues to remain strong despite the Brexit vote in June 2016.

Office for National Statistics (ONS) – House Price Index (November 2016)

2.6 The following extracts provide a high-level summary of the UK HPI for September 2016: -

- *“Average house prices in the UK have increased by 6.9% in the year to October 2016 (down from 7.0% in the year to September 2016), continuing the strong growth seen since the end of 2013.*
- *The average UK house price was £217,000 in October 2016. This is £14,000 higher than in October 2015 and unchanged from last month.*
- *The main contribution to the increase in UK house prices came from England, where house prices increased by 7.4% over the year to October 2016, with the average price in England now £233,000. Wales saw house prices increase by 4.4% over the last 12 months to stand at £147,000. In Scotland, the average price increased by 4.0% over the year to stand at £143,000. The average price in Northern Ireland currently stands at £124,000.*

- *On a regional basis, London continues to be the region with the highest average house price at £474,000, followed by the South East and the East of England, which stand at £313,000 and £279,000 respectively. The lowest average price continues to be in the North East at £125,000.”*

RICS Residential Market Report (November 2016)

3.6 Headline reads: “No easing in supply constraint for now”

- *Buyer demand edges upward for the third consecutive month*
- *Agreed sales indicator rises modestly*
- *No increase in new supply for the ninth consecutive month*

3.7 *“The November RICS Residential Market Survey shows a small increase in new buyer enquiries for the third consecutive month, with near term expectations pointing to a continued, albeit relatively modest, rise in activity over the months to come.*

3.8 *The headline RICS price balance came in at 30% in November, its highest reading since April, with more respondents in most areas seeing some increase rather than a decrease. For the second consecutive month, the strongest growth was reported in the West Midlands and North West England. In London, Wales and the North East of England, slightly more surveyors reported a fall rather than a rise in prices. However, in London (this data tends to better reflect activity in the inner boroughs rather than the outer zones) the downward momentum looks to have eased significantly relative to previous months. Demand at the aggregate level increased modestly once again during the month with 13% more surveyors reporting a rise in new buyer enquiries rather than a fall. Indeed, enquiries increase in most parts of the UK in November.*

3.9 *On the supply side of the market, conditions remained broadly unchanged relative to October with an increase in instructions in some parts offsetting falls elsewhere. This led to a flat supply picture at the headline level with the net balance of new instructions coming in at 0%.*

3.10 *The increase in demand led to a further rise in agreed sales with a net balance of 9% of contributors reporting growth over the month. While this is the highest reading since*

February, it is still indicative of a very moderate rise in activity. The combination of the tight supply conditions alongside growth in sales activity has led to a further erosion of available stock for sale, and indeed, respondents across most parts of the UK highlight the supply shortage as a very dominant feature of the market at present.

- 3.11 *While the near-term outlook for transaction levels remain positive, it has moderated slightly with 20% more surveyors now expecting activity to rise, down from 26% the previous month. However, at the twelve-month horizon, respondents in all areas remain confident in the outlook with a net balance of 31% (non-seasonally adjusted) of contributors forecasting activity to rise.*
- 3.12 *The near-term outlook for prices remains broadly similar to October with a net balance of 1% of surveyors expecting an increase over the coming three months, and some growth expected across most parts of the UK. The outlook over the year to come is positive in all areas with a net balance of 40% (non-seasonally adjusted) of respondent forecasting growth. Contributors are less confident in the prospects for London prices relative to other areas over the year to come (net balance of 11% expecting growth), with larger properties in the capital expected to show the slowest growth. Tax changes over the past couple of years are widely cited by respondents as an impediment to the level of transaction activity at higher price points.*
- 3.13 *At the national level, 33% of respondents think that their markets are over-priced, to some degree, relative economic fundamentals. However, the largest proportion (63%) think that prices are currently around fair value. The South East contains the largest proportion (58% of contributors who take the view that prices are above fair value at present.*
- 3.14 *In the lettings market, tenant demand (non-seasonally adjusted) rose at a more moderate pace, as is usually around this time of year, with 15% more contributors reporting a rise rather than a fall. Meanwhile, new landlord instructions fell slightly at the headline level with 6% more contributors seeing a decline rather than a rise. Tenant demand continues to outpace supply across most areas and rent expectations remain firmly in positive territory, with 17% more respondents forecasting further growth rather than a fall.”*

Savills: Residential Property Focus 2016 Q4

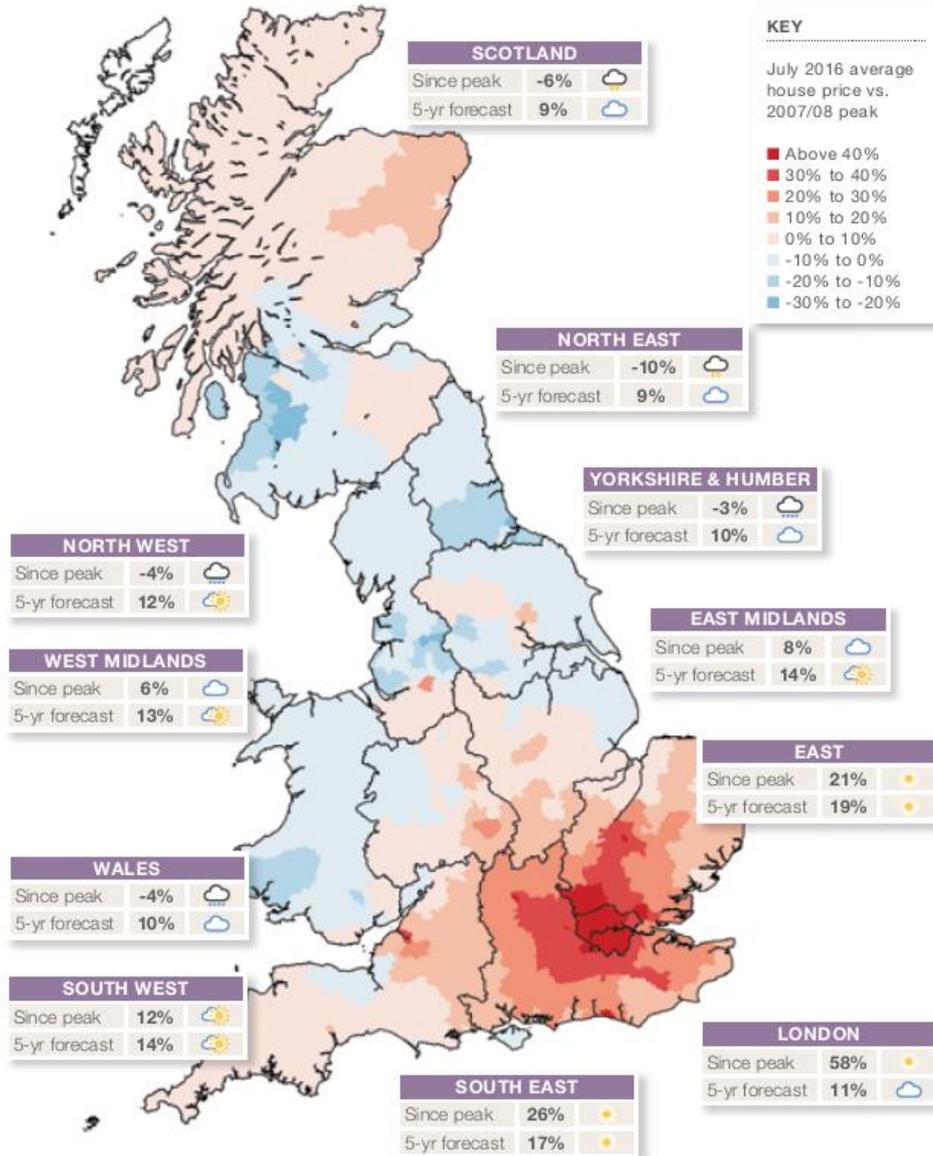
- 3.15 Headline reads: *“The markets change of gear.”*
- 3.16 *“Brexit has forced the market to change gear and created uncertainty. Against this new backdrop, our forecasts are for slower growth.*
- 3.17 *Although we are expecting economic growth to remain positive, households will face weaker income growth and there may be some job losses over the next two years. The period of negotiation with the EU is likely to be a rollercoaster of confidence, with volatile sentiment indicators and lower levels of business investment.*
- 3.18 *As importantly, the amount buyers are borrowing relative to their incomes is already stretched in some parts of the market. In particular, it is bumping up against the limits of mortgage regulation in London.*
- 3.19 *While falling mortgage interest rates will create some capacity for house price growth over the next two years, buyers are unlikely to want to stretch their finances much further in uncertain times.*
- 3.20 *So, it is difficult to see any significant potential for house price growth until the terms of the withdrawal from the EU are agreed and economic growth picks up.*
- 3.21 **Back to Normal?** *Brexit negotiations are expected to be concluded by early 2019, bringing to an end the two-year period of greatest uncertainty. As buyer confidence returns, low mortgage rates should mean there is capacity for a small bounce-back in house prices.*
- 3.22 *It is anticipated that economic growth will return to trend from 2020, but this is unlikely to coincide with some gradual upward pressure on interest rates. Brightening economic prospects should lift consumer sentiment, but increasing interest rates will work as a brake on potential house price growth in this period.*
- 3.23 **Regional Differences** - *The effect of Brexit is complicating a natural shift towards the later stages of the housing market cycle, when the strongest growth is seen beyond London and the South East.*

- 3.24 *All regions are expected to see reduced house price growth as the economy slows. But as interest rates start to rise, this is likely to be most acute in London.*
- 3.25 *The tightening of affordability is likely to be most significant in those parts of inner London that have seen the highest house price growth and still rely on the availability of mortgage debit. In comparison, outer boroughs of London are likely to perform more in line with markets in the commuter zone.*
- 3.26 *The impact of higher mortgage rates is likely to be much less acute in the more affordable market of the Midlands, Wales and the North of England. These areas have more capacity for house price growth, but most lack the economic catalyst needed to unlock this potential. Economically active markets such as Manchester are expected to outperform their regions.*
- 3.27 **Slow on the uptake** - *Housing transactions are arguably of more relevance to the general public and the housing industry than house prices.*
- 3.28 *After all, they reflect people's inclination and ability to get on, trade up, trade down or invest on the housing market. In turn, that can affect how much and what we build, not to mention the pressure placed on everything from family housing to the rented sector.*
- 3.29 **A fall in sales** - *We expect transaction levels to fall back by 16% in the period to the end of 2018. Having reached a post credit crunch peak of 1.33 million at the end of March this year, we then expect a recovery back towards around 1.24 million sales per annum by 2021.*
- 3.30 *These headline figures initially reflect the short-term impact on buyer sentiment of economic and political uncertainty. They then echo the longer-term effect of mortgage regulation that prevents a return to levels regularly seen pre-credit crunch. However, this is far from being the whole story.*
- 3.31 **Help Needed** - *First time buyer will face significant ongoing challenged in raising a deposit without financial assistance. While the bank of mum and dad will continue to play a role in meeting their funding shortfall, we also expect they will continue to rely*

on schemes such as Help to Buy. Increasingly, such measures look like they will need to become long-term features of government efforts to sustain house building and home ownership.

- 3.32 *Meanwhile, the numbers of home movers with a mortgage continues to be heavily suppressed, having shown precious little growth in the past five years, as existing owners trade up the housing ladder less often.*
- 3.33 **Impending regulation** - *In comparison, buy-to-let investors with mortgage have seen their numbers almost double in the past five years. While only representing 10% of the market, this has been a concern for both the government and the bank of England. The result has been a combination of tax disincentives and impending mortgage regulation. Though these measures do not herald the death of the mortgaged buy-to-let buyer, they are likely to become thinner on the ground.*
- 3.34 *Finally, there is the cash buyer. Greater in numbers than before the credit crunch, their power may be tempered by greater stamp duty for the investors among them. But this is likely to be offset by greater pension freedom and more downsizing as they look to help younger generations follow their path to financial security through home ownership’.*
- 3.35 Other economic scenarios to consider: -
- **‘Growth comes earlier** *if consumer confidence holds up through 2017 and job losses are muted, house price growth could occur earlier in the forecasting period. this would leave markets more susceptible to an affordability squeeze when interest rates rise.*
 - **Fiscal stimulus** *increased public sector investment would support employment and deliver stronger economic growth. This would boost consumer confidence, incomes and, in all likelihood, house prices. However, rising interest rates would reduce affordability to put a cap on it.*
 - **Low growth** *the current resilience of the UK economy may be short-lived, with a greater negative economic impact becoming clear over the course of the negotiation. This may lead to a further weakening of the pound, higher inflation and rising interest rates, which would reduce the capacity for house price growth’.*

Regional diversity Five-year forecasts in context



Mainstream Market Five-year forecast

	2017	2018	2019	2020	2021	5-year
UK	 0.0%	 2.0%	 5.5%	 3.0%	 2.0%	13%
London	 0.0%	 3.0%	 4.5%	 2.0%	 1.0%	11%
South East	 2.0%	 2.0%	 6.5%	 4.0%	 1.5%	17%
East of England	 2.5%	 2.5%	 6.5%	 4.0%	 2.0%	19%
South West	 1.0%	 2.0%	 6.0%	 3.0%	 1.5%	14%
East Midlands	 0.0%	 2.0%	 5.5%	 3.5%	 2.0%	14%
West Midlands	 -0.5%	 2.0%	 5.0%	 3.5%	 2.0%	13%
North East	 -2.5%	 1.5%	 5.0%	 2.0%	 3.0%	9%
Yorks & Humber	 -2.0%	 1.5%	 5.0%	 2.5%	 2.5%	10%
North West	 -2.0%	 2.0%	 5.5%	 3.0%	 3.0%	12%
Wales	 -2.0%	 1.5%	 5.0%	 2.5%	 2.5%	10%
Scotland	 -2.5%	 1.5%	 5.0%	 2.0%	 3.0%	9%

- 3.36 **Support for More New Homes** - *‘Theresa May wants to use the power of Government to repair the “dysfunctional housing market”. In her first party conference speech as leader, the Prime Minister announced measures to increase the number of new homes being built. These include using public sector land and more Government investment to meet the need for more homes.*
- 3.37 *Our analysis shows that we should be building around 300,000 new homes a year to meet need and address years of undersupply. Yet, in the year to March 2015, even with the support of Help to Buy, we delivered 171,000 net additional homes. This leaves an annual shortfall of 129,000.*
- 3.38 *With transaction levels, likely to come under some pressure, it is essential that new markets are opened up to narrow this gap. So, it is important that we have also seen a shift away from a single focus on building new homes for home ownership to a recognition that we need to deliver more homes of every single type.*
- 3.39 *We expect to see more detail in a Housing White Paper later in the year as well as further announcements in the Autumn Statement on the 23rd of November. Below is a summary of recent policy announcements so far.*

- 3.40 **Home Building Fund** - *This source of funding is administered by the Homes and Communities Agency (HCA). It will provide £1 billion of short-term loan funding targeted at SMEs and custom builders, with the aim to deliver 25,000 homes by 2020. The scheme will also provide £2 billion funding for infrastructure with the emphasis on brownfield land and aims to unlock a pipeline of up to 200,000 homes over the longer term. Loans can range from £250,000 to £250 million.*
- 3.41 **Accelerated Construction Fund** - *'This fund will use £2 billion of public sector borrowing to support faster delivery of housing on public sector land. Government will deliver outline planning permission and undertake the costs of some remediation work to reduce development risks on their sites. It will also offer support to local authorities to do the same on theirs.*
- 3.42 *As part of the initiative to help reduce development risk, this scheme could also be used to buy unsold stock. Both of these funds are accompanied by plans to create a presumption for housing development on suitable brownfield land'.*
- 3.43 **Beyond Home Ownership** - *'Gavin Barwell, the housing minister, has also signalled that the Government may shift away from the "statutory definition" of Starter Homes. Instead, we may see a more multi-tenure approach to housing delivery and Starter Homes emerge in a slightly different guise.*
- 3.44 *A much broader approach to housebuilding is needed more than ever before. Although it is early days, the initial signs are that the new Government is alive to this.*
- 3.45 *We now need to see a suite of policies which support increasing supply through widening the range of developers, diversifying tenure and increasing land supply in the right places'.*

3.0 Residential Market Review – October 2016

Source: www.rightmove.co.uk

3.1 The residential market review has been based on ward areas within the Borough (22 in total). This review includes updated research and analysis of currently available new build property across the Borough, uplifted re-sale value data by Land Registry from the previous phase of data collection in June 2015, together with Zoopla current area statistics.

3.2 *Note: We have not included all of the previous market values research here due to quantity and in order to keep this phase of research as current as possible.*

Re-sale residential market review – Uplifted ‘Rightmove’ resale values (2016) from previous base.

3.3 The overall residential market research (re-sales based) has been carried out for a range of different housing types from 1-bed flats to detached 4-bed houses, utilising property search engine Rightmove, based on ward areas and gathered for an overview of the values patterns seen across the Borough - commencing in June 2015 as the date of the previous data collection phase.

3.4 As a part of building an updated picture appropriate to inform the further work, for current viability review update purposes, DSP has applied a conservative increase of 15% (based on Land Registry data for Rushmoor Borough) to that previous research as illustrated in tables 1a – 1b) as follows: -

- Table 1a shows the previous average asking prices based on Wards from June 2015 alongside the respective figures that result from applying a 15% uplift, as above.
- Table 1b shows the previous average asking prices in £ per sq. m. based on Wards from June 2015 alongside the respective figures that result from applying a 15% uplift, as above.

- 3.5 The 15% uplift factor that has been applied here to give an updated overview of the previous data will be explained further below.

Table 1a – Uplifted average asking prices – sorted by Flats and Houses

Wards	1 Bed Flats	2 Bed Flats	2 Bed House	3 Bed House	4 Bed House	All Properties	Re-sale All Properties uplifted by 15%
Empress	£146,650	£196,639	£252,500	£296,509	£422,688	£299,422	£344,335
Knellwood	£146,988	£212,463	£215,925	£259,253	£329,992	£245,293	£282,086
St. Mark's	£169,133	£208,725	£265,825	£318,793	£393,050	£317,405	£365,015
Cove and Southwood	£168,750	£197,719	£252,481	£299,443	£370,606	£285,450	£328,268
St. Johns	£160,100	£177,985	£268,281	£311,985	£440,997	£312,823	£359,747
Fernhill	£189,544	£234,177	£254,998	£339,238	£490,990	£298,205	£342,936
West Heath	£171,225	£231,032	£253,713	£353,203	£496,223	£375,295	£431,589
Manor Park	£154,986	£202,435	£264,979	£342,378	£450,000	£257,154	£295,727
Rowhill	£140,600	£172,023	n/a	n/a	n/a	£167,368	£192,473
Cherrywood	£137,444	£204,250	£231,753	£309,092	£334,735	£253,060	£291,019
North Town	£140,203	£178,131	£231,526	£297,130	£391,242	£213,578	£245,615
Aldershot Park	£114,950	£185,427	£246,142	£269,340	£344,571	£259,788	£298,756
Wellington	£126,633	£174,975	£238,525	£267,000	£331,990	£247,753	£284,916
Overall	£147,507	£195,883	£247,967	£304,252	£414,728	£273,450	£314,468

- 3.6 We have converted those collected asking prices in the previous tables into £ per sq. m. rates using estimated approximate floor sizes typical for each respective type of property. The resulting property pricing indications (expressed £/sq. m rates) have then been sorted highest to lowest demonstrating those most valuable and least valuable wards within the Borough on this basis.

Key:-

	Farnborough Wards
	Aldershot Wards

Table 1b – Uplifted average asking prices in £ per sq. m – sorted by ‘All Properties’

Wards	1 Bed Flats	2 Bed Flats	2 Bed House	3 Bed House	4 Bed House	All Properties	Re-sale All Properties uplifted by 15%
Empress	£3,791	£3,345	£3,000	£3,392	£3,777	£3,469	£3,989
Knellwood	£3,425	£3,300	£2,985	£3,532	£3,817	£3,461	£3,980
St. Mark's	£3,100	£2,892	£3,117	£3,424	£3,462	£3,252	£3,740
Cove and Southwood	£3,202	£2,543	£3,156	£3,120	£3,392	£3,125	£3,594
St. Johns	£3,383	£2,982	£3,127	£3,188	£3,023	£3,116	£3,584
Fernhill	£2,933	£2,809	£2,971	£2,965	£3,251	£3,023	£3,476
West Heath	£3,375	£2,825	£2,970	£2,994	£2,851	£2,963	£3,408
Manor Park	£2,804	£2,545	£2,724	£2,971	£3,010	£2,847	£3,273
Rowhill	£2,749	£2,918	£2,727	£3,091	£2,575	£2,798	£3,218
Cherrywood	£2,940	£3,035	£2,540	£2,593	£2,538	£2,677	£3,079
North Town	£2,299	£2,649	£2,896	£2,693	£2,651	£2,668	£3,068
Aldershot Park	£2,533	£2,500	£2,806	£2,670	£2,554	£2,619	£3,011
Wellington	£2,812	£2,457	n/a	n/a	n/a	£2,605	£2,996
Overall	£2,950	£2,798	£2,917	£3,043	£3,190	£3,012	£3,464

3.7 Tables 1c and 1d below provide the above uplift re-sale data in £ per sq. m. with the Wards grouped into ‘Farnborough’ and ‘Aldershot’ as the two main and distinct settlements within the Borough.

Table 1c – Uplifted average asking prices in £ per sq. m Farnborough Wards – sorted by ‘All Properties’

Farnborough Wards	1 Bed Flats	2 Bed Flats	2 Bed House	3 Bed House	4 Bed House	All Properties	Re-sale All Properties uplifted by 15%
Empress	£3,791	£3,345	£3,000	£3,392	£3,777	£3,469	£3,989
Knellwood	£3,425	£3,300	£2,985	£3,532	£3,817	£3,461	£3,980
St. Mark's	£3,100	£2,892	£3,117	£3,424	£3,462	£3,252	£3,740
Cove and Southwood	£3,202	£2,543	£3,156	£3,120	£3,392	£3,125	£3,594
St. Johns	£3,383	£2,982	£3,127	£3,188	£3,023	£3,116	£3,584
Fernhill	£2,933	£2,809	£2,971	£2,965	£3,251	£3,023	£3,476
West Heath	£3,375	£2,825	£2,970	£2,994	£2,851	£2,963	£3,408
Cherrywood	£2,940	£3,035	£2,540	£2,593	£2,538	£2,677	£3,079
Average:	£3,268	£2,966	£2,983	£3,151	£3,264	£3,136	£3,606

Table 1d – Uplifted average asking prices in £ per sq. m Aldershot Wards – sorted by ‘All Properties’

Aldershot Wards	1 Bed Flats	2 Bed Flats	2 Bed House	3 Bed House	4 Bed House	All Properties	Re-sale All Properties uplifted by 15%
Manor Park	£2,804	£2,545	£2,724	£2,971	£3,010	£2,847	£3,273
Rowhill	£2,749	£2,918	£2,727	£3,091	£2,575	£2,798	£3,218
North Town	£2,299	£2,649	£2,896	£2,693	£2,651	£2,668	£3,068
Aldershot Park	£2,533	£2,500	£2,806	£2,670	£2,554	£2,619	£3,011
Wellington	£2,812	£2,457	n/a	n/a	n/a	£2,605	£2,996
Average:	£2,639	£2,614	£2,788	£2,856	£2,697	£2,707	£3,113

- 3.8 The further two tables below provide the average asking prices for flats, houses and bungalows taken from the research as carried out and displayed within the previous tables.

Table 1e – Uplifted average asking prices by property type (flats and houses) overall

Property Type		Average Asking Price June 2015	Average Asking Price uplifted by 15%
1 Bed Flat	-	£147,507	£169,633
2 Bed Flat	-	£195,883	£225,265
2 Bed House	Terraced	£239,131	£275,001
	Semi-Detached	£268,060	£308,269
	Detached	£298,990	£343,839
3 Bed House	Terraced	£272,597	£313,487
	Semi-Detached	£309,073	£355,434
	Detached	£380,497	£437,572
4 Bed House	Terraced	£306,890	£352,924
	Semi-Detached	£359,849	£413,826
	Detached	£474,621	£545,814

Table 1f – Uplifted average asking prices - Bungalows

Property Type	Average Asking Price June 2015	Average Asking Price uplifted by 15%
2 Bed Bungalow	£284,859	£327,588
3 Bed Bungalow	£394,375	£453,531
4 Bed Bungalow	£446,650	£513,648

Available New Build properties for sale – October 2016

Source: DSP research – based on www.rightmove.co.uk ; various house builders' & estate agents' websites; associated / follow-up enquiries as relevant.

- 3.9 Although the re-sales property research was updated by reference to Land Registry data, DSP also undertook fresh new build price analysis and research. The table below (2a) provides information, so far as found through web-searching and enquiries, on new build properties for sale – as at October 2016, using the Rushmoor Borough Ward areas only. The noted property sizes are as supplied by RightMove or, where those were not stated, estimated – e.g. from agents' or other floor plans / dimensions (*Note: estimated dwelling sizes are shown in italics*).

Table 2a: Available new build property.

Address	Description	Price	Size (m ²)	Price per m ²	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Fernhill								
Flats								
Camberley	2 Bed Flat	£320,000	<i>76.17</i>	£4,201	£3,991	£3,781	£4,621	Chancellors
Camberley	2 Bed Flat	£310,000	<i>61.9</i>	£5,008	£4,758	£4,507	£5,509	Chancellors
Camberley	2 Bed Flat	£302,500	<i>57.7</i>	£5,243	£4,981	£4,718	£5,767	Chancellors
Camberley	2 Bed Flat	£295,000	<i>60.77</i>	£4,854	£4,612	£4,369	£5,340	Chancellors
Average:		£306,875	64.14	£4,827	£4,585	£4,344	£5,309	
Houses								
Sandy Lane	4 Bed Detached	£544,950	228.25	£2,388	£2,268	£2,149	£2,626	Bellway

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Sandy Lane	4 Bed Detached	£544,950	228.25	£2,388	£2,268	£2,149	£2,626	Bellway
Sandy Lane	4 Bed Detached	£519,950	129	£4,031	£3,829	£3,628	£4,434	Bellway
Sandy Lane	4 Bed Detached	£517,950	129	£4,015	£3,814	£3,614	£4,417	Bellway
Sandy Lane	4 Bed Terrace	£424,950	119.62	£3,552	£3,375	£3,197	£3,908	Bellway
Sandy Lane	3 Bed Semi	£424,950	96.7	£4,395	£4,175	£3,955	£4,834	Bellway
Sandy Lane	3 Bed Semi	£399,950	87.7	£4,560	£4,332	£4,104	£5,016	Bellway
Sandy Lane	3 Bed Semi	£394,950	84.6	£4,668	£4,435	£4,202	£5,135	Bellway
Average:		£461,093	124.98	£3,944	£3,747	£3,550	£4,339	
St Johns								
Houses								
Kenilworth Road	4 Bed Terrace	£415,000	101.1	£4,105	£3,900	£3,694	£4,515	Bridges
Kenilworth Road	4 Bed Terrace	£415,000	101.1	£4,105	£3,900	£3,694	£4,515	Bridges
Kenilworth Road	4 Bed Terrace	£415,000	101.1	£4,105	£3,900	£3,694	£4,515	Bridges
Kenilworth Road	4 Bed Terrace	£415,000	101.1	£4,105	£3,900	£3,694	£4,515	Bridges
Average:		£415,000	101.10	£4,105	£3,900	£3,694	£4,515	
Empress								
Flats								
Centrifuge Way	2 Bed Flat	£275,000	69.95	£3,931	£3,735	£3,538	£4,325	Chilli Residential
Average:		£275,000	69.95	£3,931	£3,735	£3,538	£4,325	
Houses								
Farnborough Street	3 Bed Semi	£450,000	111.8	£4,025	£3,824	£3,623	£4,428	Bridges
Farnborough Street	3 Bed Semi	£450,000	111.8	£4,025	£3,824	£3,623	£4,428	Bridges
Average:		£450,000	111.80	£4,025	£3,824	£3,623	£4,428	
Cove & Southwood								
Flats								
Bedford Court	2 Bed Flat	£255,000	54.6	£4,670	£4,437	£4,203	£5,137	Waterfords

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Average:		£255,000	54.60	£4,670	£4,437	£4,203	£5,137	
Houses								
Cross Street	3 Bed Semi	£410,000	82.83	£4,950	£4,702	£4,455	£5,445	Mitchell
Cross Street	2 Bed Semi	£320,000	52.14	£6,137	£5,830	£5,524	£6,751	Mitchell
Average:		£365,000	67.49	£5,544	£5,266	£4,989	£6,098	
St Marks								
Flats								
Bedford Court	1 Bed Flat	£255,000	54.6	£4,670	£4,437	£4,203	£5,137	Romans
Queens Road	1 Bed Flat	£225,000	47.2	£4,767	£4,529	£4,290	£5,244	Romans
Queens Road	1 Bed Flat	£215,000	44.41	£4,841	£4,599	£4,357	£5,325	Romans
Average:		£231,667	48.74	£4,760	£4,522	£4,284	£5,235	
Wellington								
Flats								
Hospital Hill	2 Bed Flat	£265,000	81	£3,272	£3,108	£2,944	£3,599	Bridges
Hospital Hill	2 Bed Flat	£265,000	68	£3,897	£3,702	£3,507	£4,287	Bridges
Hospital Hill	2 Bed Flat	£265,000	78	£3,397	£3,228	£3,058	£3,737	Bridges
Hospital Hill	2 Bed Flat	£265,000	93	£2,849	£2,707	£2,565	£3,134	Bridges
Hospital Hill	2 Bed Flat	£265,000	82	£3,232	£3,070	£2,909	£3,555	Bridges
Hospital Hill	2 Bed Flat	£265,000	93	£2,849	£2,707	£2,565	£3,134	Bridges
Hospital Hill	2 Bed Flat	£250,000	81	£3,086	£2,932	£2,778	£3,395	Bridges
Hospital Hill	1 Bed Flat	£190,000	56	£3,393	£3,223	£3,054	£3,732	Bridges
Hospital Hill	1 Bed Flat	£190,000	64	£2,969	£2,820	£2,672	£3,266	Bridges
Hospital Hill	1 Bed Flat	£190,000	64	£2,969	£2,820	£2,672	£3,266	Bridges
Hospital Hill	1 Bed Flat	£189,950	56	£3,392	£3,222	£3,053	£3,731	Bridges
Average:		£236,359	£74	£3,210	£3,049	£2,889	£3,531	
Houses								
Knight Close	4 Bed Detached	£760,000	157.34	£4,830	£4,589	£4,347	£5,313	Taylor Wimpey
Knight Close	4 Bed Detached	£760,000	157.34	£4,830	£4,589	£4,347	£5,313	Taylor Wimpey
Ewshot	4 Bed Detached	£695,000	190	£3,658	£3,475	£3,292	£4,024	MacKenzie Smith
Wakefords Corner	4 Bed Detached	£610,000	112.42	£5,426	£5,155	£4,883	£5,969	Taylor Wimpey

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Church Crookham	3 Bed Semi	£575,000	158.95	£3,617	£3,437	£3,256	£3,979	MacKenzie Smith
Ewshot	3 Bed Semi	£575,000	145.24	£3,959	£3,761	£3,563	£4,355	MacKenzie Smith
Church Crookham	3 Bed Semi	£550,000	158.95	£3,460	£3,287	£3,114	£3,806	MacKenzie Smith
Queens Avenue	4 Bed Detached	£499,995	109.7	£4,558	£4,330	£4,102	£5,014	Bellway Homes
Queens Avenue	4 Bed Detached	£499,950	109.7	£4,557	£4,330	£4,102	£5,013	Bellway Homes
Queens Avenue	4 Bed Detached	£489,995	109.7	£4,467	£4,243	£4,020	£4,913	Bellway Homes
Queens Avenue	4 Bed Detached	£489,995	109.7	£4,467	£4,243	£4,020	£4,913	Bellway Homes
Queens Avenue	4 Bed Detached	£489,995	109.7	£4,467	£4,243	£4,020	£4,913	Bellway Homes
Queens Avenue	4 Bed Detached	£489,995	109.7	£4,467	£4,243	£4,020	£4,913	Bellway Homes
Queens Avenue	4 Bed Detached	£489,995	109.7	£4,467	£4,243	£4,020	£4,913	Bellway Homes
Queens Avenue	4 Bed Detached	£489,995	109.7	£4,467	£4,243	£4,020	£4,913	Bellway Homes
Queens Avenue	4 Bed Detached	£489,995	109.7	£4,467	£4,243	£4,020	£4,913	Bellway Homes
Queens Avenue	4 Bed Detached	£489,995	109.7	£4,467	£4,243	£4,020	£4,913	Bellway Homes
Queens Avenue	4 Bed Detached	£489,995	109.7	£4,467	£4,243	£4,020	£4,913	Bellway Homes
Queens Avenue	4 Bed Detached	£489,950	109.7	£4,466	£4,243	£4,020	£4,913	Bellway Homes
The Hawthorns	3 Bed Terrace	£472,000	92.76	£5,088	£4,834	£4,580	£5,597	MacKenzie Smith
Sandy Lane	3 Bed Terrace	£472,000	92.76	£5,088	£4,834	£4,580	£5,597	Taylor Wimpey
Sandy Lane	3 Bed Terrace	£470,000	91.52	£5,135	£4,879	£4,622	£5,649	Taylor Wimpey
Wakefords Corner	3 Bed Terrace	£460,000	114.05	£4,033	£3,832	£3,630	£4,437	Taylor Wimpey
Wakefords Corner	3 Bed Terrace	£448,000	136.29	£3,287	£3,123	£2,958	£3,616	Taylor Wimpey
Sandy Lane	3 Bed Terrace	£447,500	86.92	£5,148	£4,891	£4,634	£5,663	Taylor Wimpey
The Hawthorns	3 Bed Terrace	£445,000	n/a	n/a	n/a	n/a	n/a	MacKenzie Smith
Sandy Lane	3 Bed Terrace	£445,000	86.92	£5,120	£4,864	£4,608	£5,632	Taylor Wimpey

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Queens Avenue	4 Bed Terrace	£399,950	96.25	£4,155	£3,948	£3,740	£4,571	Bellway Homes
Queens Avenue	4 Bed Terrace	£399,950	96.25	£4,155	£3,948	£3,740	£4,571	Bellway Homes
Queens Avenue	3 Bed Semi	£386,995	97.7	£3,961	£3,763	£3,565	£4,357	Bellway Homes
Queens Avenue	3 Bed Semi	£386,995	97.7	£3,961	£3,763	£3,565	£4,357	Bellway Homes
Queens Avenue	3 Bed Semi	£384,995	97.7	£3,941	£3,744	£3,547	£4,335	Bellway Homes
Queens Avenue	3 Bed Semi	£379,995	97.7	£3,889	£3,695	£3,500	£4,278	Bellway Homes
Queens Avenue	3 Bed Semi	£379,995	97.7	£3,889	£3,695	£3,500	£4,278	Bellway Homes
Queens Avenue	3 Bed Detached	£379,995	97.7	£3,889	£3,695	£3,500	£4,278	Bellway Homes
Queens Avenue	3 Bed Detached	£379,995	97.7	£3,889	£3,695	£3,500	£4,278	Bellway Homes
Queens Avenue	3 Bed Detached	£379,995	97.7	£3,889	£3,695	£3,500	£4,278	Bellway Homes
Queens Avenue	3 Bed Detached	£378,995	97.7	£3,879	£3,685	£3,491	£4,267	Bellway Homes
Queens Avenue	3 Bed Detached	£375,995	97.7	£3,848	£3,656	£3,464	£4,233	Bellway Homes
Queens Avenue	3 Bed Detached	£375,995	97.7	£3,848	£3,656	£3,464	£4,233	Bellway Homes
Queens Avenue	3 Bed Detached	£375,995	97.7	£3,848	£3,656	£3,464	£4,233	Bellway Homes
Queens Avenue	3 Bed Semi	£374,995	96.4	£3,890	£3,695	£3,501	£4,279	Bellway Homes
Queens Avenue	3 Bed Semi	£374,995	96.4	£3,890	£3,695	£3,501	£4,279	Bellway Homes
Queens Avenue	3 Bed Semi	£374,995	96.4	£3,890	£3,695	£3,501	£4,279	Bellway Homes
Queens Avenue	3 Bed Semi	£374,995	96.4	£3,890	£3,695	£3,501	£4,279	Bellway Homes
Queens Avenue	3 Bed Semi	£369,995	96.4	£3,838	£3,646	£3,454	£4,222	Bellway Homes
Queens Avenue	3 Bed Semi	£369,995	96.4	£3,838	£3,646	£3,454	£4,222	Bellway Homes

Address	Description	Price	Size (m2)	Price per m2	Price Less 5%	Price Less 10%	Price Plus 10%	Agent
Queens Avenue	3 Bed Terrace	£364,995	94.7	£3,854	£3,662	£3,469	£4,240	Bellway Homes
Queens Avenue	3 Bed Terrace	£364,995	94.7	£3,854	£3,662	£3,469	£4,240	Bellway Homes
Queens Avenue	3 Bed Terrace	£364,995	94.7	£3,854	£3,662	£3,469	£4,240	Bellway Homes
Queens Avenue	3 Bed Terrace	£357,995	94.7	£3,780	£3,591	£3,402	£4,158	Bellway Homes
Wakefords Corner	3 Bed Terrace	£330,000	75.81	£4,353	£4,135	£3,918	£4,788	MacKenzie Smith
Queens Avenue	3 Bed Semi	£316,995	87.1	£3,639	£3,457	£3,275	£4,003	Bellway Homes
Queens Avenue	3 Bed Semi	£316,995	87.1	£3,639	£3,457	£3,275	£4,003	Bellway Homes
Queens Avenue	3 Bed Semi	£314,995	87.1	£3,616	£3,436	£3,255	£3,978	Bellway Homes
Average:		£441,387	106.43	£4,156	£3,948	£3,740	£4,571	

Note: No available data for the following Wards: Cherrywood, West Heath, Knellwood, North Town, Manor Park, Rowhill, Aldershot Park

- 3.10 Table 2b below provides the updated new build average price analysis of the above data by ward area where available. From further analysis of the data below, the overall average new build price per sq.m equates to £3,876/m², including a 5% allowance for an assumed reduction from asking price.

Table 2b: Available new build property – Overall Analysis

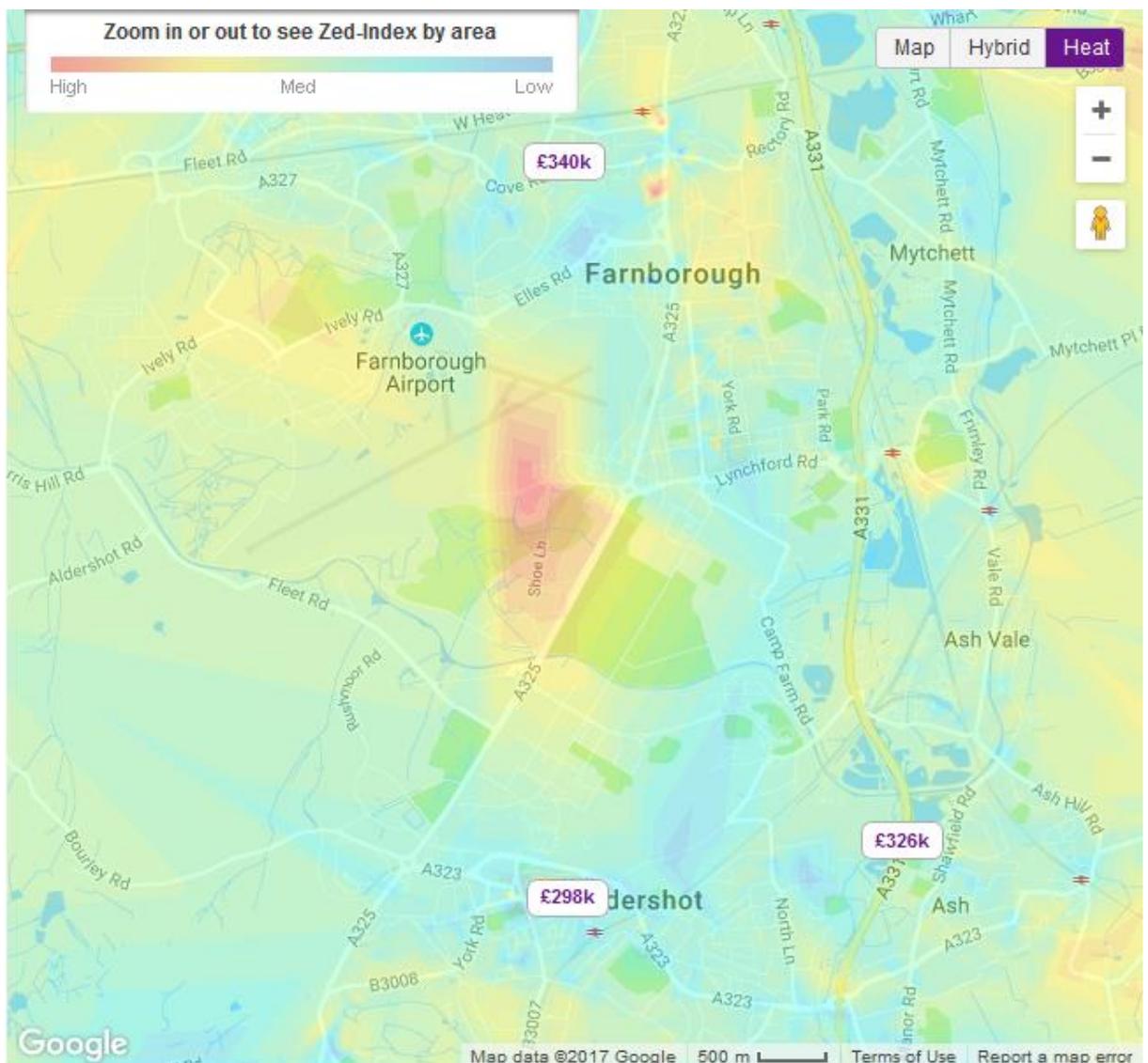
Settlement	Oct-16		
	Flats	Houses	Overall Average
Fernhill (Farnborough)	£4,585	£3,747	£3,903
Cove and Southwood* (Farnborough)	£4,437	£5,266	£4,990
Empress* (Farnborough)	£3,735	£3,824	£3,794
St Marks* (Farnborough)	£4,522	n/a	£4,522
Wellington (Aldershot)	£3,049	£3,948	£3,788
St Johns (Farnborough)	n/a	£3,900	£3,900
Overall Average across all Ward areas	£3,876		

Zoopla Overall Analysis Summary – Re-sale property based

(Source of information in maps and tables on this and following pages: www.zoopla.co.uk)

3.11 Indicative “Heat” Maps - The Zoopla sourced “heat” maps below provide a further indication as to the variable strength of residential values within the Rushmoor Borough. These present a relative picture. The “cooler” colours (blue) indicate the general extent of lower values, relative to the “warmer” colours - through yellow to red – indicating at a similar high level the typically mid to higher value areas.

Figure 1: Heat Map – Rushmoor Borough



3.12 The tables below provide a quick analysis of the Zoopla ‘Average Current Values Estimate’ data (as at October 2016) based on settlements. This data was not available for all settlements, but provides a further source for considering house price trends (seen through the range of Value Levels – VLs) to inform assumptions for current stage review sample development scenario appraisals.

Table 3a: Zoopla current values area stats by settlement

Settlement	Houses		Flats		Overall Average
	Average £ per sq.ft.	Average £ per sq.m.	Average £ per sq.ft.	Average £ per sq.m.	
Farnborough	£345	£3,709	£350	£3,766	£3,737
Aldershot	£334	£3,594	£318	£3,422	£3,508
North Camp	n/a	n/a	n/a	n/a	n/a
Southwood	n/a	n/a	n/a	n/a	n/a
Long Valley	n/a	n/a	n/a	n/a	n/a
Heroes Shrine	n/a	n/a	n/a	n/a	n/a

4.0 Sheltered Housing Research (August - November 2016)

4.1 Research was also carried out on new build sheltered housing through using property search engines 'Rightmove and 'Retirement Homesearch'. Although there were no currently available schemes within the Borough, we noted the following sheltered housing schemes within close proximity.

Key: Most comparable properties

Table 4a – Sheltered Housing Research (New Build only)

Address	Description	Price	Size (m2)	Price per m2	Price per sq. ft.	Price Less 5%	Agent
Retirement properties (Rushmoor Borough)							
1 & 2 Bed Flats							
Park Lane, Camberley	2 Bed	£486,950	75	£6,493	£603	£6,168	Churchill
Park Lane, Camberley	1 Bed	£460,950	55	£8,381	£779	£7,962	Churchill
Park Lane, Camberley	1 Bed	£379,950	55	£6,908	£642	£6,563	Churchill
Keble Court	2 Bed	£370,000	89.1	£4,153	£386	£3,945	Anchor
Keble Court	2 Bed	£365,000	89.1	£4,097	£381	£3,892	Anchor
Park Lane, Camberley	1 Bed	£361,950	55	£6,581	£612	£6,252	Churchill
Keble Court	2 Bed	£358,000	71.46	£5,010	£466	£4,759	Anchor
Keble Court	2 Bed	£356,000	96.23	£3,699	£344	£3,514	Anchor
Keble Court	2 Bed	£351,000	84.6	£4,149	£386	£3,941	Anchor
Keble Court	2 Bed	£348,500	78.3	£4,451	£414	£4,228	Anchor
Keble Court	2 Bed	£348,500	96.23	£3,622	£337	£3,440	Anchor
Park Lane, Camberley	1 Bed	£340,950	55	£6,199	£576	£5,889	Churchill
Park Lane, Camberley	1 Bed	£337,950	55	£6,145	£571	£5,837	Churchill
Branksomewood Road	1 Bed	£323,950	55	£5,890	£547	£5,596	Churchill
Branksomewood Road	1 Bed	£323,950	55	£5,890	£547	£5,596	Churchill
Park Lane, Camberley	1 Bed	£320,950	55	£5,835	£542	£5,544	Churchill
Keble Court	2 Bed	£320,000	78.3	£4,087	£380	£3,883	Anchor

Address	Description	Price	Size (m ²)	Price per m ²	Price per sq. ft.	Price Less 5%	Agent
Branksomewood Road	1 Bed	£317,950	55	£5,781	£537	£5,492	Churchill
Branksomewood Road	1 Bed	£317,950	55	£5,781	£537	£5,492	Churchill
Park Lane, Camberley	1 Bed	£316,950	55	£5,763	£536	£5,475	Churchill
Branksomewood Road	1 Bed	£314,950	55	£5,726	£532	£5,440	Churchill
Branksomewood Road	1 Bed	£314,950	55	£5,726	£532	£5,440	Churchill
Keble Court	2 Bed	£311,000	74.53	£4,173	£388	£3,964	Anchor
Park Lane, Camberley	1 Bed	£310,950	55	£5,654	£525	£5,371	Churchill
Average:		£348,302	66.79	£5,425	£504	£5,153	

- 4.2 We consider the above properties that have been highlighted green are the most comparable available data from Stokes Lodge, Camberley and are listed on the Churchill Retirement website at £309,950 for 1 Beds and £486,950 for 2 Beds equating to £5,635/m² and £6,492/m².
- 4.3 Given the lack of specific comparable Sheltered Housing development currently being marketed within the study area, we feel the above values listed within Camberley are the more comparable data source for Rushmoor. Alongside DSP's significant experience of carrying out site specific viability reviews on numerous sheltered housing schemes locally, the above has lead to an overall assumption on development values for sheltered housing of between £5,000/m² and £6,000/m².

5.0 Residential Values Summary

- 5.1 Overall, for the purposes of this strategic overview of development viability for Local Plan and CIL, we decided to focus our appraisals around the following values range - represented by what we refer to as Values Levels 1 to 3 for both Farnborough and Aldershot (1 being the lowest level trialled; 3 the highest) – see below.

Table 5a: Residential values summary – Farnborough

**October 2016 Research - Value Assumptions - updated
by LR approx. 15%**

Dwelling type & Value Average	Farnborough Range		
	VL1	VL2	VL3
Houses	£3,750	£4,000	£4,300
Flats	£4,000	£4,300	£4,600

**actual figures rounded to nearest £50*

Notes:

¹ Sheltered Housing appraisals tested at VL1 £4,500, VL2 £4,750 and VL3 £5,000/m²+ based on comparable values research in 2015. 2016 Sheltered Housing - VL1 £5,000, VL2 £5,500 and VL3 £6,000 based on updated new build research carried out in December 2016.

Table 5b: Residential values summary – Aldershot

**October 2016 Research - Value Assumptions - updated
by LR approx. 15%**

Dwelling type & Value Average	Aldershot Range		
	VL1	VL2	VL3
Houses	£3,450	£3,700	£4,000
Flats	£3,700	£4,000	£4,300

**actual figures rounded to nearest £50*

Notes:

¹ Sheltered Housing appraisals tested at VL1 £4,500, VL2 £4,750 and VL3 £5,000/m²+ based on comparable values research in 2015. 2016 Sheltered Housing - VL1 £5,000, VL2 £5,500 and VL3 £6,000 based on updated new build research carried out in December 2016.

- 5.2 As in all areas, values are always mixed to some extent within particular localities and for particular sites. The table above assumes the following dwelling gross internal floor

areas (these are purely for the purpose of the above market dwelling price illustrations):

- 1-bed flat at 50 sq. m (543 sq. ft.)
- 2-bed flat at 70 sq. m (753 sq. ft.)
- 2-bed house at 79 sq. m (914 sq. ft.)
- 3-bed house at 100 sq. m (1076 sq. ft.)
- 4-bed house at 130 sq. m (1398 sq. ft.)

6.0 Commercial Market, Rents and Yields

6.1 Sources used:

- EGi (Estates Gazette Interactive) based on searches for Availability, Auction data and Deals data – EGi reporting extracts follow these sections – all detail not quoted here (Source: EGi – www.egi.co.uk – subscription based Commercial Property Intelligence resource used and informed by a wide range of Agents and other property firms).
- CoStar based on searches for retail (all types, including larger supermarkets and convenience stores), offices, industrial/warehousing, distribution warehousing together with hotel data where available. This information will comprise of both lease and sales comparables within the Borough. (www.costar.co.uk – subscription based Commercial Property Intelligence resource used and informed by a wide range of Agents and other property firms).
- Valuation Office Agency (VOA) Rating List
- Others – RICS market information; property advertised; web-based research
- Any available local soundings – indications / examples

7.0 Commercial Context

RICS Commercial Property Market Survey Q3 2016

7.1 Headline reads: *'Sentiment recovering gradually'*

- *Near term capital value and rental projections climb out of negative territory but remain modest*
- *Industrial sector sees solid demand growth but the picture remains subdued for offices and retail*
- *All-sector rent expectations remain marginally negative in Central London*

7.2 *"The Q3 2016 RICS UK Commercial property market survey shows sentiment recovering slightly after sharp deterioration seen at the end of Q2 in the wake of the EU vote. At the headline level, both rental and capital value projections returned to positive territory but remain significantly more subdued relative to the start of the year. Nevertheless, expectations improved to some extent across most parts of the UK, although feedback remains cautious in London.*

7.3 *In terms of the occupier market, national tenant demand returned to growth at the all-property level having stagnated in the Q2. However, the sector breakdown reveals the industrial sector was the only area of the market in which occupier demand increased, with the retail and office sectors displaying little change. Alongside this, availability continues to decline most markedly in the industrial sector, with a net balance of 27% more respondents reporting decline in supply (as opposed to a rise). Meanwhile, headline availability declined marginally in the office sector and remained broadly unchanged across retail space. When viewed at a regional level, occupier demand increased and availability fell across most parts of the UK. London, however, is one exception. In the capital, demand fell for the second consecutive quarter, with the office sector reportedly posting the steepest decline. This was met by a modest rise in availability in all but the industrial sector.*

7.4 *In an extra question in the Q3 survey, members were asked if they had seen any evidence of firms looking to relocate away from the UK in response to the EU referendum outcome. Nationally, a majority of 86% had not seen any such enquiries, although 14% reported they had seen firms looking to relocate. When the results were*

disaggregated, Northern Ireland (36%), the West Midlands (27%) and Central London (26%) returned the highest proportion of respondents which had seen evidence of firms looking to move away from the UK.

- 7.5 *Contributors were also asked if they expect to see an increase in business moving away from Britain over the next two years. On a UK-wide basis, two thirds of the respondents answered 'No'. However, a significant 33% did feel some firms would look to relocate part of their business in response to the Brexit vote. Again, Northern Ireland (71%) displayed the highest share of respondents who felt firms were likely to move compared to all other parts of the UK. In Central London, 47% expect some businesses to relocate over the coming two years.*
- 7.6 *Despite the uncertain outlook for occupier demand given the current climate, surveyors do expect rents to increase, albeit modestly, in the near term. Indeed, the headline rent expectations series recovered to +13% following a reading of -7% in Q2. Nevertheless, projections are only modestly positive in the office and retail sectors, while the industrial area of the market is expected to post reasonably solid gains. At the all-property level, London and Scotland were the only two areas in which near term rent expectations did not move into positive territory.*
- 7.7 *On the investment side of the market, the investment enquiries gauge retraced part of the steep fall seen last quarter. At the headline level, a net balance of +9% of respondents noted an increase in investment enquiries (up from -16% in Q2). The industrial sector was once again the strongest performer while the picture remains subdued across the other two sectors we monitor. The foreign demand indicator did move into marginally positive territory across all areas of the market, with the sharp depreciation in sterling commonly cited as a key factor drawing in overseas demand.*
- 7.8 *Interestingly, despite the relatively weak tone across most indicators of the market, Central London experienced the sharpest pick-up in foreign investment enquiries compared to all other areas of the UK. Foreign purchasers look to be capitalising on the opportunity to buy prime assets across the capital given the significant discount provided by the weak pound, along with price reductions seen in July and August. This chimes with the slight shift in members' perceptions on current valuations. Whereas at the start of the year, 79% of respondents perceived commercial real estate to be*

overprices in Central London, this proportion fell to 51% in Q3. Nationally, 80% of respondents continue to sense commercial property to be either at or below fair value at present (unchanged from Q2).

- 7.9 *Capital value expectations recovered noticeably at the three and twelve month horizons. For the next twelve months, a net balance of 24% more respondents expect capital values to increase, rather than decline. Contributors are most optimistic toward the prospects for capital value growth in the prime industrial and office market. At the other end of the spectrum, secondary retail continues to exhibit the weakest expectations. Across London as a whole, capital value projections are pointing to a more or less flat trend over the coming twelve months, although prime industrial and retail units are expected to see some growth in prices. With the exception of Scotland (where projections are flat) all other areas/countries across the UK are anticipated to post headline capital value gains over the year ahead.*
- 7.10 *During the previous quarter, the proportion of respondents nationally sensing the market had entered the early stages of a downturn increased sharply from 8% to 36%. This proportion fell back to 21% this time out, with the initial shock of Brexit vote fading to some normality returning to market.”*

Savills: Commercial Market in Minutes October 2016

- 7.11 *Headline reads: ‘The impact of Brexit still being assessed’*

Rising Yields

- 7.12 *“During July, most of the 13 property sectors saw yields increase from where they were when previously published. The remaining few had an upward trend arrow. The impact of Brexit saw the average yield across all sectors rise to 4.86% in July, a similar level to June 2014, but 39 basis points above the average in February 2016. September saw yields move lower for two sectors as the negative sentiment, in reaction to Brexit, has receded.*

- 7.13 *Clear signs have emerged from buyers that long income and annuity type investments with fixed uplifts are maintaining their value. Overall, Brexit has catalysed the sales of assets and increased liquidity in the market.*
- 7.14 *Following the EU Referendum decision, the equity markets fell, as would be expected with a major economy entering a period of uncertainty. The stock market indices have already shown recovery. The impact on consumer and business confidence is the more important driver and this will be lower in the short-term.*
- 7.15 *The effects unwind and the property markets begin to feel the inevitable impacts, news flow was dominated by the restrictions placed on redemptions from the open-ended retail funds. This created some forced selling of assets. Also, construction sentiment is at a seven-year low and finance directors and consumer confidence have both taken a severe knock, but also shown recovery.*
- 7.16 *According to data from the investment association, net retail sales for property funds saw minus £1.5bn in June 2016 followed by minus £792m in July, the latest figures available (see Graph 1). In comparison, for May, equity funds net sales were minus £2.2bn. there has been a flight to fixed income (+£2.7bn) during the five month from March to July.”*

Forecast revision

- 7.17 *“The key question, for the UK property market, has been how the current level of uncertainty impacts on UK property returns and for how long.*
- 7.18 *There has been a mixed response from buyers and sellers in the market. The initial turmoil created a perception of deep discounting, but this was not supported two weeks later. There will be a reduction in values, but the positive developments in political leadership and clarity required on the process of leaving the EU will assist with stability. RealFor have updated their forecasts to reflect Brexit.”*

8.0 Yield Guide – January 2017

8.1 The table below provides the relevant most up to date extracts from the Knight Frank Yield Guide as at January 2017.

Table 6 – Knight Frank Yield Guide (January 2017)

Sector	Nov-16	Market Sentiment
High Street Retail		
Bond Street	2% - 2.25%	Stable
Oxford Street	2.25%	Stable
Prime Shops	4.00%	Positive
Regional Cities	4.50%	Positive
Good Secondary	6% - 6.25%	Positive
Secondary Tertiary	10%+	Negative
Shopping Centres		
Regionally Dominant (£200+ psf Zone A)	4.25%+	Stable
Dominant Prime	5%+	Stable
Town Dominant	6.50%	Stable
Secondary	9.00%	Negative
Out of Town Retail		
Open A1/Fashion Parks	4.5%+	Stable
Secondary Open A1 Parks	6.00%	Stable
Bulky Goods Parks	6.00%	Stable
Secondary Bulky Goods Parks	7.00%	Negative
Solus Open A1	5.00%	Positive
Solus Bulky (c.50,000 sq ft let to strong covenant)	6.00%	Positive
Leisure		
Leisure Parks	5.25%	Positive
Specialist Sectors		
Dept. Stores Prime (with fixed uplifts)	5.25%	Negative
Car Showrooms (20yrs with fixed uplifts & manufacturer covenant)	4.50%	Stable
Car Showrooms (20yrs with fixed uplifts & dealer covenant)	5.25%	Stable
Budget Hotels	4.75%	Stable
Student Accommodation (Prime London - direct let)	4.50%	Stable

Sector	Nov-16	Market Sentiment
Student Accommodation (Prime Regional - direct let)	5.50%	Stable
Student Accommodation (Prime London - 25yr lease Annual RPI)	4.00%	Stable
Student Accommodation (Prime Regional - 25yr lease Annual RPI)	5.00%	Stable
Healthcare (Elderly Care 30yrs indexed linked reviews)	4.50%	Stable
Foodstores		
Annual RPI increases	4.25%	Stable
Open market reviews	5.00%	Negative
Warehouse & Industrial Space		
Prime Distribution/Warehousing (20yr income)	4.25% - 4.5%	Stable
Prime Distribution/Warehousing (15yr income)	5.00%	Stable
Secondary Distribution	6.50%	Stable
SE Estate (exec London & Heathrow)	4.75% - 5%	Positive
Good Modern RoUK Estate	5.50%	Stable
Secondary Estates	7.00%	Stable
Offices		
City Prime	4.25%+	Stable
West End Prime	3.50%	Stable
Major Regional Cities	5.00%	Stable
SE Towns	5.25%	Stable
SE Business Parks	5.35%	Stable
Bonds and Rates		
Libor 3mth	0.37%	n/a
Base Rate	0.25%	n/a
5yr swap rates	0.88%	n/a
10yr gilts redemption yield	1.32%	n/a

**based on rack rented properties and disregards bond type transactions*

***this yield guide is for indicative purposes only and was prepared on the 6th January 2017 by Knight Frank*

9.0 Commercial Property Values Research

9.1 The VOA and EGI research is based on available data within the Rushmoor Borough and covered the following types of commercial property: -

- Shops / premises
- Offices
- Retail Warehousing
- Industrial Warehousing
- Supermarkets

Note: Land values and 'other' commercial / non-residential property types (including hotels and care homes) are considered within the report text.

9.2 In addition to the VOA and EGI research noted above, we have also included the CoStar analysis summary for both lease and sales comparables combined with the full data set provided at the rear of this Appendix. CoStar is a market leading comprehensive subscription based commercial property intelligence resource used and informed by a wide range of Agents and other property firms, to provide commercial real estate information and analytics. CoStar conducts extensive, ongoing research to provide and maintain a comprehensive database of commercial and real estate information where subscribers are able to analyse, interpret and gain insight into commercial property values, availability as well as general commercial market conditions.

CoStar Commercial Values Data

9.3 The CoStar research below is based on available lease and sales comparables within the Rushmoor Borough covering retail (all types), offices and industrial/warehousing. We have included the analysis summary for both lease and sales comparables only with the full data set provided at the rear of this Appendix.

9.4 Figure 2a and 2b below provides the CoStar lease and sales comparable summary analysis for retail uses generally with the full data set provided at the rear of this Appendix.

Figure 2a – CoStar Lease Comparables Analytics – Retail (generally)

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
239	£15.32	£14.08	15

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	150	£3.88	£15.32	£17.04	£57.14
Achieved Rent Per SF	163	£4.66	£14.08	£16.33	£63.39
Net Effective Rent Per SF	37	£6.51	£17.71	£19.10	£67.50
Asking Rent Discount	74	-566.7%	0.8%	0.0%	44.4%
Rent Free Months	38	0	4	3	9

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	125	1	15	11	92
Deal Size	239	140	1,854	969	41,330
Lease Deal in Years	166	0.5	9.8	10.0	44.0
Floor Number	180	LL	GRND	GRND	3

Figure 2b – CoStar Lease Comparables Analytics – Offices

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
276	£18.61	£18.21	24

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	187	£5.00	£18.61	£15.00	£27.50
Achieved Rent Per SF	178	£4.62	£18.21	£16.53	£40.56
Net Effective Rent Per SF	45	£0.02	£17.50	£16.06	£40.56
Asking Rent Discount	89	-314.7%	7.5%	0.0%	63.6%
Rent Free Months	44	0	8	4	28

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	188	1	24	17	123
Deal Size	276	85	5,522	2,125	64,127
Lease Deal in Years	157	1.0	6.4	5.0	27.1
Floor Number	203	BSMT	1	1	4

Figure 2c – CoStar Lease Comparables Analytics – Industrial

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
176	£7.98	£7.66	14

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	133	£1.57	£7.98	£8.50	£21.46
Achieved Rent Per SF	109	£1.57	£7.66	£8.25	£15.90
Net Effective Rent Per SF	23	£1.57	£7.38	£8.17	£14.91
Asking Rent Discount	66	-25.9%	4.6%	0.0%	78.9%
Rent Free Months	28	0	5	3	15

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	135	1	14	10	94
Deal Size	176	114	6,038	3,521	66,000
Lease Deal in Years	115	1.0	7.3	6.0	25.0
Floor Number	108	GRND	GRND	GRND	MEZZ

VOA 'Ratings List' Commercial Property Data

- 9.5 In addition to the above we have also reviewed the VOA data contained in the table below providing further analysis and summary of the rents for shops, retail warehouses, convenience stores, offices and industrial warehousing. Note: the full data set has not been included due to the size.

Table 7a: VOA Data Summary – Shops, Offices and Industrial Warehousing.

Type	Farnborough			Aldershot		
	£/m2 Minimum Average Rental Indications	£/m2 Maximum Average Rental Indications	£/m2 Total Average Rent	£/m2 Minimum Average Rental Indications	£/m2 Maximum Average Rental Indications	£/m2 Total Average Rent
Shops	£25.00	£600.00	£131.00	£15.00	£475.00	£97.00
Offices	£10.00	£170.00	£123.00	£5.00	£145.00	£81.00
Industrial / Warehousing	£23.00	£130.00	£71.00	£30.00	£130.00	£68.00

Table 7b: VOA Data – Retail Warehousing

Address	Description	Size (m ²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT 14, IVY ROAD, ALDERSHOT, HANTS, GU12 4TX	RETAIL WAREHOUSE AND PREMISES	2893.8	86	£212,000	£73.26
5A, QUEENS ROAD, FARNBOROUGH, HANTS, GU14 6DJ	RETAIL WAREHOUSE AND PREMISES	408.6	100	£40,250	£98.51
13, INVINCIBLE ROAD, FARNBOROUGH, HANTS, GU14 7QU	RETAIL WAREHOUSE AND PREMISES	3775.72	125	£465,000	£123.16
44, INVINCIBLE ROAD, FARNBOROUGH, HANTS, GU14 7ST	RETAIL WAREHOUSE AND PREMISES	14914.57	155	£1,940,000	£130.07
25, WESTMEAD, FARNBOROUGH, HANTS, GU14 7RY	RETAIL WAREHOUSE AND PREMISES	2606.66	250	£660,000	£253.20
UNIT 1 SOLARTRON RETAIL PARK, SOLARTRON ROAD, FARNBOROUGH, HANTS, GU14 7JZ	RETAIL WAREHOUSE AND PREMISES	1803.8	255	£457,500	£253.63
UNIT 2 SOLARTRON RETAIL PARK, SOLARTRON ROAD, FARNBOROUGH, HANTS, GU14 7JZ	RETAIL WAREHOUSE AND PREMISES	1044.71	265	£277,500	£265.62
UNIT 4 SOLARTRON RETAIL PARK, SOLARTRON ROAD,	RETAIL WAREHOUSE AND PREMISES	959.03	265	£252,500	£263.29

Address	Description	Size (m ²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
FARNBOROUGH, HANTS, GU14 7JZ					
UNIT 9 SOLARTRON RETAIL PARK, SOLARTRON ROAD, FARNBOROUGH, HANTS, GU14 7JZ	RETAIL WAREHOUSE AND PREMISES	1355.83	265	£392,500	£289.49
2A, BLACKWATER SHOPPING PARK, FARNBOROUGH GATE, FARNBOROUGH, HANTS, GU14 8BL	RETAIL WAREHOUSE AND PREMISES	1006.32	280	£307,500	£305.57
2, BLACKWATER SHOPPING PARK, FARNBOROUGH GATE, FARNBOROUGH, HANTS, GU14 8BL	RETAIL WAREHOUSE AND PREMISES	2030.6	280	£585,000	£288.09
3, BLACKWATER SHOPPING PARK, FARNBOROUGH GATE, FARNBOROUGH, HANTS, GU14 8BL	RETAIL WAREHOUSE AND PREMISES	928.4	280	£270,000	£290.82
4, BLACKWATER SHOPPING PARK, FARNBOROUGH GATE, FARNBOROUGH, HANTS, GU14 8BL	RETAIL WAREHOUSE AND PREMISES	836	280	£234,000	£279.90
5, BLACKWATER SHOPPING PARK, FARNBOROUGH GATE, FARNBOROUGH, HANTS, GU14 8BL	RETAIL WAREHOUSE AND PREMISES	647.6	280	£181,000	£279.49

Address	Description	Size (m ²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
6, BLACKWATER SHOPPING PARK, FARNBOROUGH GATE, FARNBOROUGH, HANTS, GU14 8BL	RETAIL WAREHOUSE AND PREMISES	558	280	£167,000	£299.28
8, BLACKWATER SHOPPING PARK, FARNBOROUGH GATE, FARNBOROUGH, HANTS, GU14 8BL	RETAIL WAREHOUSE AND PREMISES	2044.16	280	£575,000	£281.29
6A BLACKWATER SHOPPING PARK, FARNBOROUGH GATE, FARNBOROUGH, HANTS, GU14 8BL	RETAIL WAREHOUSE AND PREMISES	426	280	£119,000	£279.34
7 BLACKWATER SHOPPING PARK, FARNBOROUGH GATE, FARNBOROUGH, HANTS, GU14 8BL	RETAIL WAREHOUSE AND PREMISES	1112.8	280	£342,500	£307.78
UNIT 5 SOLARTRON RETAIL PARK, SOLARTRON ROAD, FARNBOROUGH, HANTS, GU14 7JZ	RETAIL WAREHOUSE AND PREMISES	726	287.5	£225,000	£309.92
UNIT 6 SOLARTRON RETAIL PARK, SOLARTRON ROAD, FARNBOROUGH, HANTS, GU14 7JZ	RETAIL WAREHOUSE AND PREMISES	733.96	287.5	£218,000	£297.02

Address	Description	Size (m ²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
UNIT 3 SOLARTRON RETAIL PARK, SOLARTRON ROAD, FARNBOROUGH, HANTS, GU14 7JZ	RETAIL WAREHOUSE AND PREMISES	579.04	300	£184,000	£317.77
UNIT 8 SOLARTRON RETAIL PARK, SOLARTRON ROAD, FARNBOROUGH, HANTS, GU14 7JZ	RETAIL WAREHOUSE AND PREMISES	526.37	300	£160,000	£303.97
UNIT 7 SOLARTRON RETAIL PARK, SOLARTRON ROAD, FARNBOROUGH, HANTS, GU14 7JZ	RETAIL WAREHOUSE AND PREMISES	502.5	300	£161,000	£320.40
Average:		1844.37	£250	£366,359	£257

See Table 7c on the following page.

Table 7c: VOA Data – Convenience Stores

Name	Address	Size (m ²)	£/m2 Headline Annual Rental Indications	Rateable Value	£/m2 Average Annual Rental Indications
Sainsbury's	7, HEATHER RIDGE ARCADE, CAMBERLEY, SURREY, GU15 1AX	733.52	250	£44,750	£61.01
Sainsbury's	150, ASH ROAD, ALDERSHOT, HANTS, GU12 4ES	258.75	120	£24,250	£93.72
Tesco Express	Cover Road, Farnborough	46.3	225	£4,500	£97.19
Tesco Express	1-3, BEAUMARIS PARADE, BALMORAL DRIVE, FRIMLEY, CAMBERLEY, SURREY, GU16 8UR	228.8	150	£23,750	£103.80
Co-op	Fernhill Road, Farnborough	95.7	200	£12,750	£133.23
Co-op	38-40, WOBURN AVENUE, FARNBOROUGH, HANTS, GU14 7EF	214.65	135	£27,750	£129.28
Co-op	3, QUEENS ROAD, FARNBOROUGH, HANTS, GU14 6DJ	371.79	90	£36,000	£96.83
Average:		278.50	£167	£24,821	£102

EGI Summary Commercial Rents

- 9.6 The EGI data set out in the table below provides the main summary details of commercial rents in Rushmoor Borough including industrial units, shops, retail warehousing and office units. *Note: the full data set has not been included due to size.*

Table 8a – EGI Deals Data Farnborough and Aldershot

EGI Data	Deals Data					
Type	Aldershot			Farnborough		
	Average Rents £/m2		Average £ / m2	Average Rents £/m2		Average £ / m2
	Lowest	Highest		Lowest	Highest	
Industrial	£60	£130	£85	£45	£254	£80
Offices	£70	£215	£140	£90	£270	£170
Retail	£80	£390	£170	£70	£340	£165

Table 8b – EGI Availability Data Farnborough and Aldershot

EGI Data	Availability Data					
Type	Aldershot			Farnborough		
	Average Rents £/m2		Average £ / m2	Average Rents £/m2		Average £ / m2
	Lowest	Highest		Lowest	Highest	
Industrial	£80	£95	£85	£35	£135	£85
Offices	£65	£190	£141	£70	£325	£240
Retail	£60	£300	£230	£95	£375	£275

Table 8c – EGI Availability Data Farnborough and Aldershot

EGI Data	Deals Data Auctions					
Type	Aldershot			Farnborough		
	Average Rents £/m2		Average £ / m2	Average Rents £/m2		Average £ / m2
	Lowest	Highest		Lowest	Highest	
Industrial	£60	£130	£86	£65	£130	£88
Offices	£70	£215	£140	£60	£250	£160
Retail	n/a	n/a	n/a	£50	£350	£165

10.0 Stakeholder Consultation

10.1 As part of the information gathering process, DSP invited a number of local stakeholders to help contribute by providing local market residential / commercial values information in order to help inform our study assumptions, alongside our own research, experience and judgements – by way of a survey / pro-forma (containing suggested assumptions) supplied by email by DSP for comment. The introductory email contained a short introduction about the project, it also explained the type of information we required and assured participants that any information they may provide would be kept in confidence, respecting commercial sensitivities throughout the whole process.

10.2 The list of stakeholders contacted is listed below: -

Table 9a: Stakeholder Consultation List

Accent Peerless	JPC Strategic Planning Consultants
Adams Hendry Consulting Ltd	Lambert Smith Hampton
Alliance Environment and Planning Ltd	Leigh & Glennie
AMEC Environment and Infrastructure	LEP
Annington Property Ltd	London Clancy - Camberley
Aquinna Homes	Lones Lang LaSalle
Armstrong Rigg Planning	Maddox & Associates
Barratt Southern Counties	Mark Jarman
Barton Willmore	Matthew Pellereau Ltd
Bell Cornwell LLP	MGA Planning
Bellway	Mitchell and Partners
Berwin Leighton Paisner LLP	Mono Consultants Ltd
Bircham Dyson Bell LLP	Montagu Evans
Boyer Planning	Paul Dickinson & Associates
CBRE	Peacock and Smith Ltd
CgMs Ltd	Pegasus Planning Group Ltd
Clare and Company	Persimmon Homes
Cove Homes	Planning Issues Ltd
D & M Planning Limited	Porta Planning LLP
David Hickson Associates	Redrow Homes (Southern Counties)
Dowley Turner Real Estate	RE-Format Architects
DPP	Rio Homes and Estates
Drivers Jonas Deloitte	Rippon Development Services
Edwards Covell Architecture and Planning	Savills Ltd

Fullerlong Planning Consultants	Smiths Gore
G R Planning Consultancy	St Modwen
Gasgoignes	Strathmore Estates
Genesis Town Planning Ltd	Terence O'Rourke
Graham Warren Ltd	Thames Valley HA
Grainger PLC	The Planning Bureau Ltd
Grainger PLC	The Rund Partnership
Gregory Gray Associates	The Yateley Society
GVA	Thomas Eggar LLP
Hollis Hockley	Turley Associates
Home Builders Federation	Vail Williams
Homes and Communities Agency	Vantage Planning
Howard Hutton & Associates	Wadham Isherwood
Hurst Warne	White Young Green Planning
Indigo Planning	William Lacey Group
Indigo Planning Limited	Woolf Bond Planning
Inland Homes	Hurdy Warne
J B Planning	

- 10.3 Other stakeholders contacted as part of the information gathering process includes the following together with locally active Registered Providers (RPs):

Table 9b: Registered Provider Consultation List

a2dominion
First Wessex
Radian
Sentinel
Thames Valley HA

- 10.4 The response rate overall was limited. However, this is not unusual for this type of process in DSP's wide experience of undertaking strategic level viability testing. There are a range of sensitivities and aspects involved, which were acknowledged by DSP throughout the process.
- 10.5 However, any information / comments that were provided as a result of this consultation helped to inform and check / support our assumptions but due to commercial sensitivity and confidentiality they are not listed here.

11.0 Land Values Context

Savills Market in Minutes: UK Residential Development Land- November 2016

- 11.1 Headline reads: *“Caution prevails in the land market after Brexit vote”*
- 11.2 *“There is caution in the land market due to uncertainty after the EU referendum across much of the UK leading to falls in land value in some areas.*
- 11.3 *Land values have stagnated or fallen over the last three months according to our development land index. Only our UK urban development land index has seen a slight increase in value.*
- 11.4 *Whilst in many markets prices have remained static, overall our UK greenfield development land index has fallen 0.4% in Q3 2016 reflecting increased caution by land buyers. Urban development land values have increased by just 0.1% in Q3 2016.*
- 11.5 **More neutral sentiment** - *Since the EU referendum, sentiment in the development land market is more neutral for both greenfield and urban land. Land buyers are prepared to take less risk in buying sites and in some cases hurdle rates have been increased.*
- 11.6 **Where are the price falls?** *Most areas of the country have seen no changes to land values since June with low levels of transactions being part of the picture. The small shift in the UK-wide index results reflects price fall seen in parts of the county including Kent, Cornwall and Scotland.*
- 11.7 **Land price growth in some markets** - *Land buyers caution means that there is a focus towards lower risk site. There is continued activity and prices are holding up, or even slightly increasing, for the best sites. The best sites tend to be those in economically strong markets where house price growth has not peaked.*
- 11.8 *Demand has been maintained for greenfield sites in locations west and north of London including around Milton Keynes, Newbury and reading. Markets such as Cheltenham have also continued to see sales of smaller sites. In and around Bristol,*

both major and regional housebuilders are competing for land where supply levels have not been keeping up with the growth of the city.

11.9 *City centre sites in Birmingham have seen continued demand as underlying regeneration stimulus such as HS2 and the demand for Build-to-Rent have supported land value growth. Investors who had previously focused on London are looking for opportunities beyond the capital and are supporting the demand for sites in the city.*

11.10 **An eye on sales rates** - *Housebuilders are watching sales rates on new build developments closely to understand the current market, alongside other market indicators”.*

Knight Frank: Residential Development Land Index Q3 2016

11.11 *Headline reads: ‘Post-EU referendum easing in development land prices’*

11.12 *‘Residential development land slipped again in Q3 2016 for English Greenfield sites and those in prime residential London, while prices were unchanged for urban brownfield sites.*

11.13 *Key Facts: -*

- *‘Residential development land values for English greenfield land dipped by 0.4% in Q3, taking the annual decline to 3.9%*
- *Prime central London site values are down 10.3% year-on-year*
- *Urban brownfield land values remain unchanged in Q3, and are up 6% on an annual basis.’*

11.14 **“Greenfield development land** *prices declined by 0.4% in Q3, meaning they have fallen by 2.6% between April and the end of September, and by 3.9% over 12 months.*

11.15 *In **prime central London**, and prices are down by 10.3% on the year, and are now at around the same levels as June 2014.*

- 11.16 *The declines seen in both of these markets reflect the increased hurdle rates being put in place by developers and housebuilders in the face of the uncertainty around Brexit, and the potential resulting impact on the UK economy.*
- 11.17 *In some cases, where developers depend on a range of funding, increased demands from lenders are resulting in further squeezes on margins for land prices.*
- 11.18 *In central London, the change in economic climate, coupled with changed to policy around purchases taxes, is leading to developers moving their attention from larger schemes in the centre to those further out. This, in time, could start to weigh on unit numbers being delivered into market.*
- 11.19 *A recent survey by Lloyds bank highlighted the uncertainty around Brexit, with more than a third of housebuilders identifying the process of leaving the UE as the biggest challenge faced by the industry.*
- 11.20 *However, housebuilders overall remain optimistic about the outlook for the sector, non-withstanding longer-term issues around skills and planning.*
- 11.21 *The current dynamics of the land market, especially across the English market for greenfield land, was highlighted by Persimmon, the UK's third-largest housebuilders by turnover, which recently announced it was easing the rate at which it was acquiring land in the face of current macro political and economic uncertainty around Brexit.*
- 11.22 *The market is not homogenous however. Land agents report that there is still substantial demand for smaller sites which are well-located, especially to those close to cities or towns showing a level of economic outperformance.*
- 11.23 **Urban residential development land** *prices remained unchanged in Q3, but prices are still up 6% year-on-year, mirroring the outperformance of housing markets in urban centres, including the mid and outer zones of London, where average capital values mean there is a wide pool of demand which is not being matched by supply.*

England Greenfield Development Land Index

Date	Index	12-month % change	6-month % change	3-month % change
Sep-14	107.51	3.7%	1.2%	0.2%
Dec-14	107.57	2.3%	0.3%	0.1%
Mar-15	105.68	-0.5%	-1.7%	-1.8%
Jun-15	104.70	-2.4%	-2.7%	-0.9%
Sep-15	104.48	-2.8%	-1.1%	-0.2%
Dec-15	104.64	-2.7%	-0.1%	0.2%
Mar-16	103.08	-2.5%	-1.3%	-1.5%
Jun-16	100.75	-3.8%	-3.7%	-2.3%
Sep-16	100.36	-3.9%	-2.6%	-0.4%

Urban Development Land Index

Date	Index	12-month % change	6-month % change	3-month % change
Sep-15	109.12		5.9%	2.9%
Dec-15	111.85	11.9%	5.5%	2.5%
Mar-16	116.91	13.4%	7.1%	4.5%
Jun-16	115.62	9.1%	3.4%	-1.1%
Sep-16	115.62	6.0%	-1.1%	0.0%

Benchmark Land Values

11.24 Land value in any given situation should reflect specific viability influencing factors, such as:

- the existing use scenario;
- planning potential and status / risk (as an indication and depending on circumstances, planning risk factors may equate to a reduction from a “with planning” land value by as much as 75%);
- development potential – scale, type, etc. (usually subject to planning) and;
- development constraints – including site conditions and necessary works, costs and obligations (including known abnormal factors);
- development plan policies

- 11.25 It follows that the planning policies and obligations will have a bearing on land value; as has been recognised by examiners and Planning Inspectors.
- 11.26 In order to consider the likely viability of local plan policies in relation to any development scheme relevant to the Local Plan, the outturn results of the development appraisals (the RLVs viewed in £/ha terms) need to be somehow measured against a comparative level of land value. This is a key part of the context for reviewing the strength of the results as those changes across the range of assumptions on sales values (GDVs) and crucially including the effect of local plan policies (including affordable housing), and other sensitivity tests.
- 11.27 This comparison process is, as with much of strategic level viability assessment, not an exact science. It involves judgements and the well-established acknowledgements that, as with other appraisal aspects, land values will in practice vary from scheme to scheme as well as being dependent to some extent on timing in relation to market conditions and other wider influences such as Government policy. The levels of land values selected for this comparison context are often known as ‘benchmark’ land values, ‘viability tests’ (as referred to in our results tables – Appendices IIa to IIb) or similar. They are not fixed in terms of creating definite cut-offs or steps in viability, but in our experience, they serve well in terms of adding a layer of filtering to the results, to help enable the review of those; they help to highlight the tone of the RLV results and therefore the changing strength of relationship between the values (GDVs) and development costs as the appraisal inputs (assumptions) change.
- 11.28 As suitable (appropriate and robust) context for a high-level review of this nature, DSP’s practice is to compare the wide range of appraisal RLV results with a variety of potential land value comparisons in this way. This allows us to consider a wide range of potential scenarios and outcomes and the viability trends across those. This approach reflects the land supply picture that the Council expects to see.
- 11.29 The land value comparison levels are not fixed or even guides for use on scheme specifics; they are purely for this assessment purpose. In our experience, sites will come forward at alternative figures – including in some cases beneath the levels assumed for this purpose. We have considered land values in a way that supports an appropriately “buffered” type view.

- 11.30 To inform these land value comparisons or benchmarks we sought to find examples of recent land transactions locally. In this case, we received few indications from the various soundings we took and sources we explored. In the usual and appropriate way for such a study, we also reviewed information sourced as far as possible from the VOA, previous research / local studies / advice provided by the Council, through seeking local soundings, EGi, CoStar; and from a range of property and land marketing web-sites. Details, so far as available and publishable, are provided in this Appendix – see below.
- 11.31 In terms of the VOA, data available for comparison has reduced significantly since the July 2009 publication of its Property Market Report (PMR), with data provided only on a limited regional basis in the later reporting. The VOA now no longer produces a PMR and suggests that caution should be used when viewing or using its data. Nevertheless, in areas where it is available, the data can provide useful indicators, certainly in terms of trends.
- 11.32 This consideration of land values assumes all deductions from the GDV covered by the development costs assumptions.
- 11.33 Agricultural land values reported by the VOA and a range of other sources are indicated to be circa £20,000/ha in existing use. The HCA issued a transparent assumptions document which referred to guide parameters of an uplift of 10 to 20 times agricultural land value. This sort of level of land value could also be relevant to a range of less attractive locations or land for improvement. This is not to say that land value expectations in such scenarios would not go beyond these levels – they could well do in a range of circumstances.
- 11.34 Land value judgements for the assessment purpose are based on seeking to ensure a competitive return to a willing landowner, as is recognised through the RICS guidance on ‘Financial Viability in Planning’ (RICS GN 94/2012 – as noted below), the NPPF requirements and other papers on viability assessment such as noted within Report Chapters 1 and 2.

- 11.35 The consideration of land value – whether in the RICS’ terms (see below) or more generally for this context, involves looking at any available examples (‘comparables’) to inform a view on market value and may well also involve considering land value relating to an existing or alternative use (‘EUV’ or ‘AUV’). Existing use value may also be referred to as ‘CUV’ (i.e. current use value). In addition, there may be an element of premium (an over-bid or incentive) over ‘EUV’ or similar required to enable the release of land for development.
- 11.36 The HCA’s draft document ‘Transparent Viability Assumptions’ that accompanies its Area Wide Viability Model suggested that *‘the rationale of the development appraisal process is to assess the residual land value that is likely to be generated by the proposed development and to compare it with a benchmark that represents the value required for the land to come forward for development’*. This benchmark is referred to as threshold land value in that example: *‘Threshold land value is commonly described as existing use value plus a premium, but there is not an authoritative definition of that premium, largely because land market circumstances vary widely’*. Further it goes on to say that *‘There is some practitioner convention on the required premium above EUV, but this is some way short of consensus and the views of Planning Inspectors at Examination of Core Strategy have varied’*.
- 11.37 RICS Guidance² refers to site value in the following *‘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... The residual land value (ignoring any planning obligations and assuming planning permission is in place) and current use value represent the parameters within which to assess the level of any planning obligations’*.
- 11.38 The Local Housing Delivery Group report³ chaired by Sir John Harman, notes that *‘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*

² Financial Viability in planning – RICS Guidance note (August 2012)

³ Local Housing Delivery Group – Viability Testing Local Plans (June 2012)

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.

11.39 *We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values'.*

11.40 Any overbid level of land value (i.e. incentive or uplifted level of land value) would be dependent on a ready market for the existing or other use that could be continued or considered as an alternative to pursuing the redevelopment option being assumed. The influences of existing / alternative uses on site value need to be carefully considered. At a time of a low demand through depressed commercial property market circumstances, for example, we would not expect to see inappropriate levels of benchmarks or land price expectations being set for opportunities created from those sites. Just as other scheme specifics and appropriate appraisal inputs vary, so will landowner expectation.

11.41 In carrying out this study DSP have had regard to a range of sources of information including current sales (provided by sources such as Co-Star and other on-line property websites), previous information provided in tandem with earlier viability studies and generally available data from sources such as the VOA and Government bodies.

11.42 Table 10 below provides a sample of available land for sale in April/May 2017 from RightMove Commercial in the Rushmoor Borough:-

See Table 10 on the following page.

Table 10 – Land for Sale (Rushmoor Borough – Farnborough / Aldershot)

Address	Description	Asking Price	PDL/GF	Planning Permission?	Size ha	Agent
Available Land For Sale						
Rushmoor Borough +1 Mile Search Radius						
Redan Road Aldershot	Land for Sale	£2,500,000	GF	Planning permission for 8 flats and 14 houses	0.29	Castles
Lysons Avenue Aldershot	Commercial Yard currently used for car sales	£350,000	PDL	n/a	0.89	Romans
Perowne Street Aldershot	Land for Sale	£300,000	PDL	Planning permission 2x 2-bed terrace houses and a 1st floor maisonette adjoining an existing building currently being redevelopment to provide 4x flats	n/a	Martins & Co
St Augstines Close	Land for Sale	£12,500	PDL	n/a	n/a	Martins & Co

11.43 The Government also publishes residential land value estimates for policy appraisal and includes data for Rushmoor. This indicates a residential land value of £2,950,000 per hectare. However, this needs to be set in the context of the assumptions underpinning that value. Those include the assumption that there is nil affordable housing requirement (can impact land value by around 50% on a ½ hectare site with 30% affordable housing); nil CIL, full planning consent is in place (as discussed above, risk associated with obtaining planning consent can equate to as much as 75% deduction when comparing consented with unconsented land) lower quartile build costs and a 17% developer's profit (compared to median build cost and 20%

developer's profit used in this study – leading to further inflated value compared to approach used in viability studies).

11.44 The Council have previously had viability work carried out in relation to CIL. In order to ensure that the most appropriate available evidence is used, we have also had regard to the conclusions of those studies in forming our opinion on land value benchmarks for this study⁴. The details are not set out again.

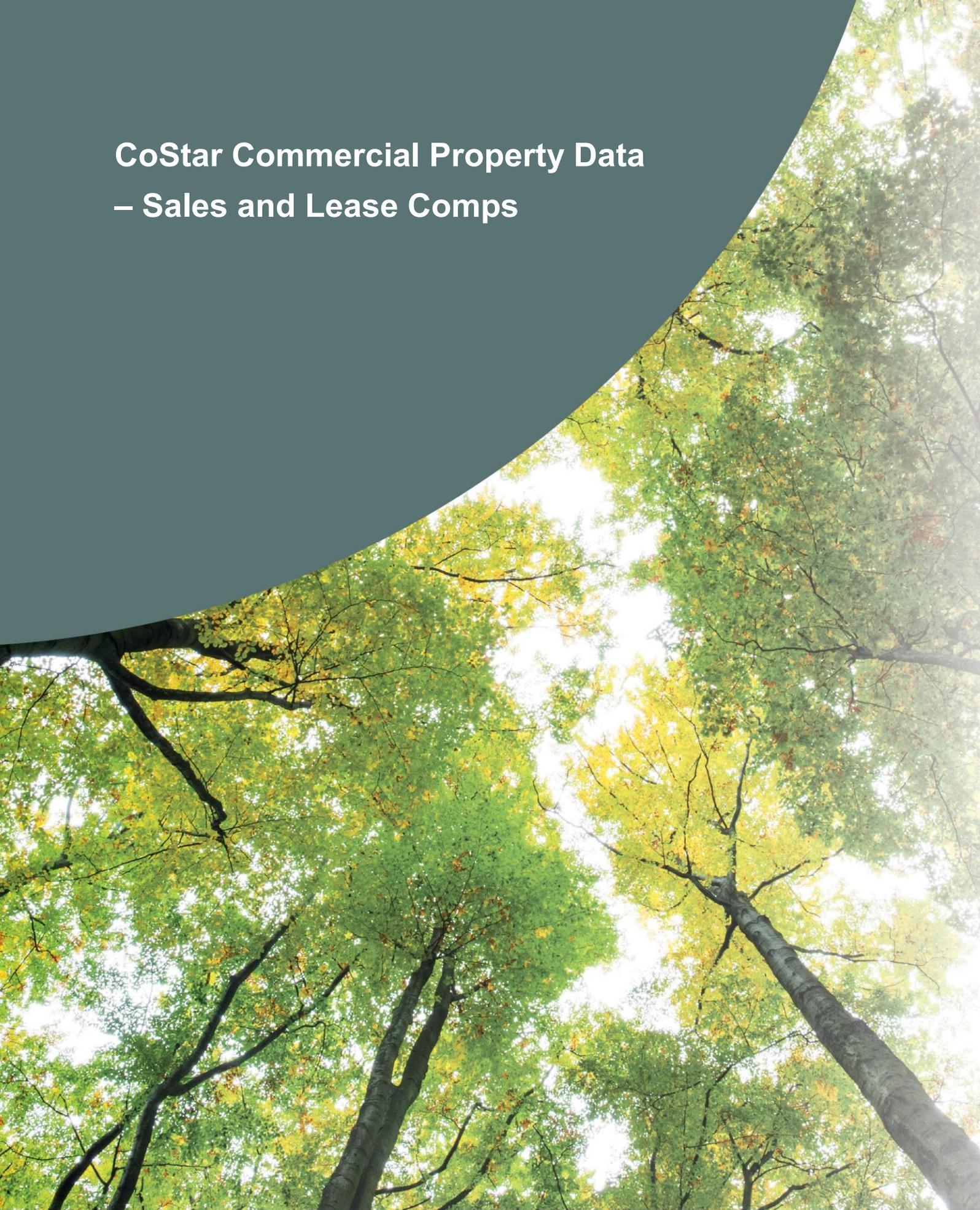
11.45 In summary, reference to the land value benchmarks range as outlined within the report and shown within the Appendices IIa, IIb and IIc results summary tables footnotes (range overall £600,000 to £2,000,000/ha), as informed by the information review, have been formulated with reference to the principles outlined above and are considered appropriate.

DSP Rushmoor BC Viability Assessment Final v8 Appendix III ends

Extracts from CoStar to follow

⁴ BNP Real Estate – Community Infrastructure Levy Viability Study (2012) for Rushmoor Borough Council
DSP 2017 – Project ref. 15334

**CoStar Commercial Property Data
– Sales and Lease Comps**



Lease Comps Summary

Lease Comps Report

Deals

239

Asking Rent Per SF

£15.32

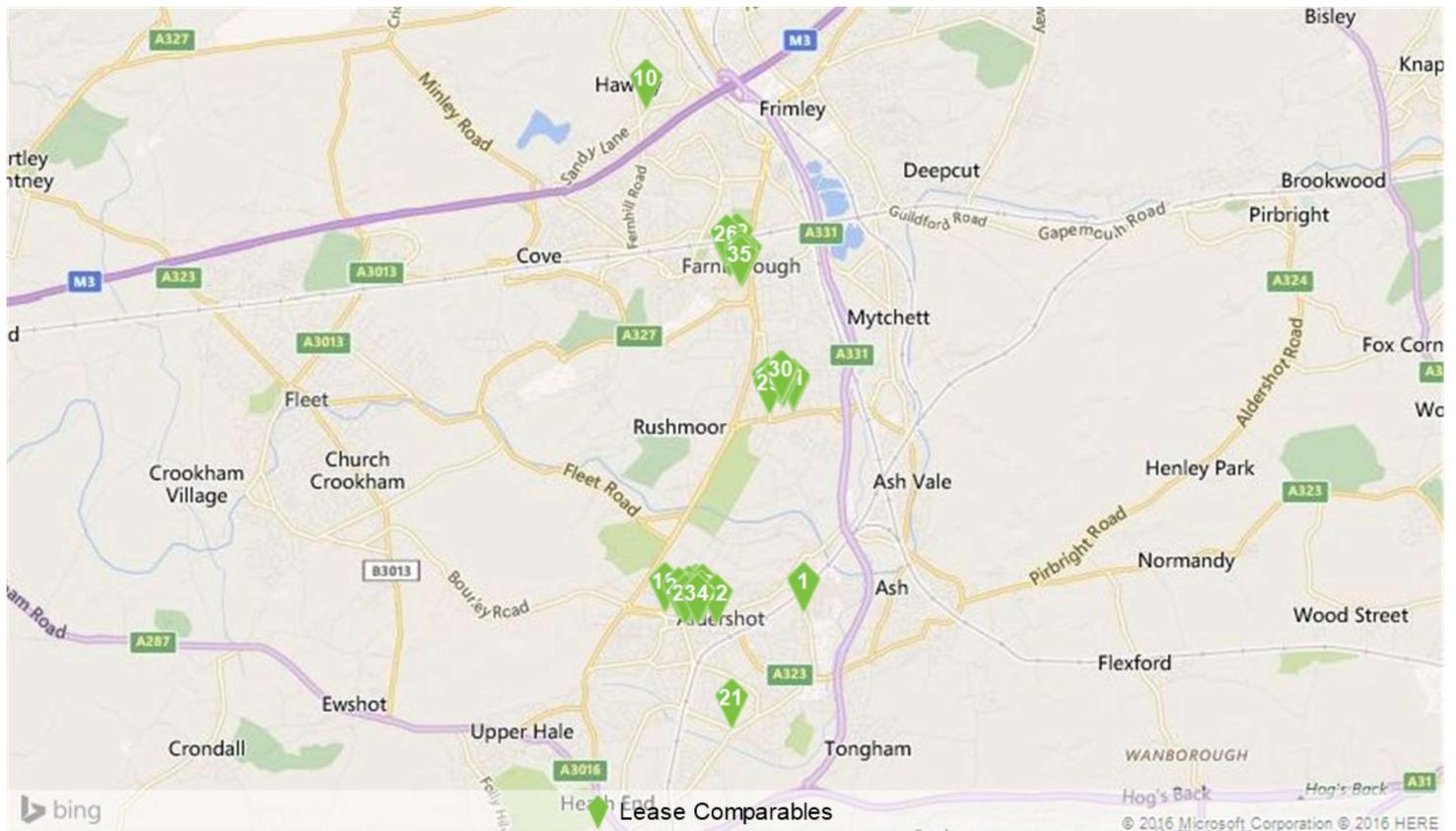
Achieved Rent Per SF

£14.08

Avg. Months On Market

15

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	150	£3.88	£15.32	£17.04	£57.14
Achieved Rent Per SF	163	£4.66	£14.08	£16.33	£63.39
Net Effective Rent Per SF	37	£6.51	£17.71	£19.10	£67.50
Asking Rent Discount	74	-566.7%	0.8%	0.0%	44.4%
Rent Free Months	38	0	4	3	9

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	125	1	15	11	92
Deal Size	239	140	1,854	969	41,330
Lease Deal in Years	166	0.5	9.8	10.0	44.0
Floor Number	180	LL	GRND	GRND	3

17/01/2017

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 173-175 North Ln	★★★★☆	2,400	GRND	05/12/2016	New	£10.42/fri	Asking
2 60-62 Union St	★★★★☆	1,662	GRND	30/08/2016	New	£19.25/fri	Effective
3 129 Lynchford Rd	★★★★☆	750	GRND	27/06/2016	New	£17.15/fri	Effective
4 Victoria House 1a Low Walk	★★★★☆	212	GRND	01/06/2016	New	£61.74/fri	Effective
5 41 Union St	★★★★☆	1,825	BSMT,G...	12/05/2016	New	£12.88/fri	Achieved
6 Kingsmead Shopping Cen.. 52 Kingsmead	★★★★☆	1,139	GRND	06/05/2016	New	£30.73/fri	Asking
7 The Arcade 13 The Arcade	★★★★☆	875	GRND	02/05/2016	New	£11.43/fri	Asking
8 28-30 Union St	★★★★☆	1,450	GRND	21/03/2016	New	£13.88	Effective
9 5A Queens Rd	★★★★☆	4,617	GRND	17/02/2016	New	£8.66	Asking
10 100 Chapel Ln	★★★★☆	1,150	GRND	21/12/2015	New	£12.62	Effective
7 The Arcade Wellington St	★★★★☆	502	GRND	21/12/2015	New	£11.95	Asking
4 Victoria House 4 Low Walk	★★★★☆	963	GRND	05/12/2015	New	£13.35/fri	Effective
11 4 Peabody Rd	★★★★☆	308	GRND	01/12/2015	New	£27.60/iro	Effective
12 41 Victoria Rd	★★★★☆	319	GRND	30/11/2015	New	£27.43/iri	Effective
13 83 High St	★★★★☆	1,803	BSMT,G...	23/11/2015	New	£9.98/fri	Asking
6 Kingsmead Shopping Cen.. Kingsmead	★★★★☆	3,000	GRND	04/11/2015	New	£67.50	Effective
14 8 Camp Rd	★★★★☆	865	GRND	01/10/2015	New	£16.76	Asking
15 The Arcade The Arcade	★★★★☆	10,000	GRND	01/10/2015	New	£12.50/fri	Effective
7 The Arcade Victoria Rd	★★★★☆	431	GRND	07/09/2015	New	£17.40	Asking
16 44 Alexandra Rd	★★★★☆	800	GRND	01/09/2015	New	£15.63	Achieved
17 69 Camp Rd	★★★★☆	796	GRND	01/09/2015	Renewal	£13.82	Achieved

17/01/2017

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
18 Morrisons Supermarket Alexandra Rd	★★★★★	1,000	GRND	25/08/2015	New	£20.00	Asking
19 Princes Mead Shopping ... Princes Mead	★★★★★	3,353	GRND	24/08/2015	New	£14.91/fri	Asking
19 Princes Mead Shopping ... 10 Princes Mead	★★★★★	2,349	GRND	01/08/2015	New	£18.09/fri	Asking
19 Princes Mead Shopping ... 26 Princes Mead	★★★★★	2,100	GRND,1	01/08/2015	New	£19.05/fri	Asking
20 183-183A Victoria Rd	★★★☆☆	648	GRND	14/07/2015	Renewal	£12.35	Effective
19 Princes Mead Shopping ... Princes Mead Shopping	★★★★★	2,189	BSMT,G...	01/07/2015	New	£20.56/fri	Asking
21 284-286 Lower Farnham Rd	★★★☆☆	1,480	GRND	24/06/2015	-	£11.99/fri	Achieved
4 Victoria House Wellington St	★★★★★	540	GRND	02/06/2015	New	£17.59	Asking
22 Union St	★★★★★	1,668	GRND	25/05/2015	New	£10.79/fri	Asking
23 40 Camp Rd	★★★☆☆	822	GRND	07/04/2015	New	£17.03/fri	Achieved
24 10-10A Upper Union St	★★★☆☆	771	GRND	01/04/2015	New	£14.01	Effective
25 188 Victoria Rd	★★★☆☆	276	GRND	01/03/2015	New	£19.93/fri	Achieved
26 77 Victoria Rd	★★★☆☆	718	GRND	27/02/2015	New	£16.71/fri	Achieved
27 179 Victoria Rd	★★★★★	264	GRND	14/02/2015	New	£17.05/fri	Achieved
4 Victoria House 1A Low Walk	★★★★★	212	LL	19/12/2014	New	£35.38	Asking
28 57 Camp Rd	★★★☆☆	430	GRND	12/12/2014	New	£35.47/fri	Achieved
29 8 Alexandra Rd	★★★★★	1,656	GRND,1	01/12/2014	New	£13.59/fri	Asking
19 Princes Mead Shopping ... 1-39 Princes Mead	★★★★★	1,899	GRND	01/12/2014	Renewal	£28.96	Achieved
4 Victoria House 142-144 Victoria Rd	★★★★★	420	GRND	01/12/2014	New	£36.90/fri	Asking
30 48 Camp Rd	★★★☆☆	500	GRND	30/11/2014	New	£15.00	Achieved
30 48 Camp Rd	★★★☆☆	964	GRND	30/11/2014	New	£10.93	Asking

17/01/2017

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
31 98 Queensmead	★ ★ ★ ★ ★	5,785	GRND,1	31/10/2014	New	£8.64/fri	Asking
32 92 Victoria Rd	★ ★ ★ ★ ★	1,090	GRND	02/10/2014	New	£11.47	Achieved
33 71 Queensmead	★ ★ ★ ★ ★	679	GRND	29/09/2014	Renewal	£27.98	Effective
22 1-3 Union St	★ ★ ★ ★ ★	1,514	GRND	27/08/2014	New	£11.89/fri	Asking
34 121-123 Victoria Rd	★ ★ ★ ★ ★	2,061	GRND,1	27/08/2014	New	£7.28	Achieved
4 Victoria House Wellington St	★ ★ ★ ★ ★	5,400	GRND	16/07/2014	New	£5.56/fri	Achieved
35 96 Queensmead	★ ★ ★ ★ ★	1,806	GRND	03/07/2014	New	£17.32	Effective
4 Victoria House Low Walk	★ ★ ★ ★ ★	540	GRND	01/07/2014	New	£18.43	Asking

Lease Comps Summary

Lease Comps Report

Deals

276

Asking Rent Per SF

£18.61

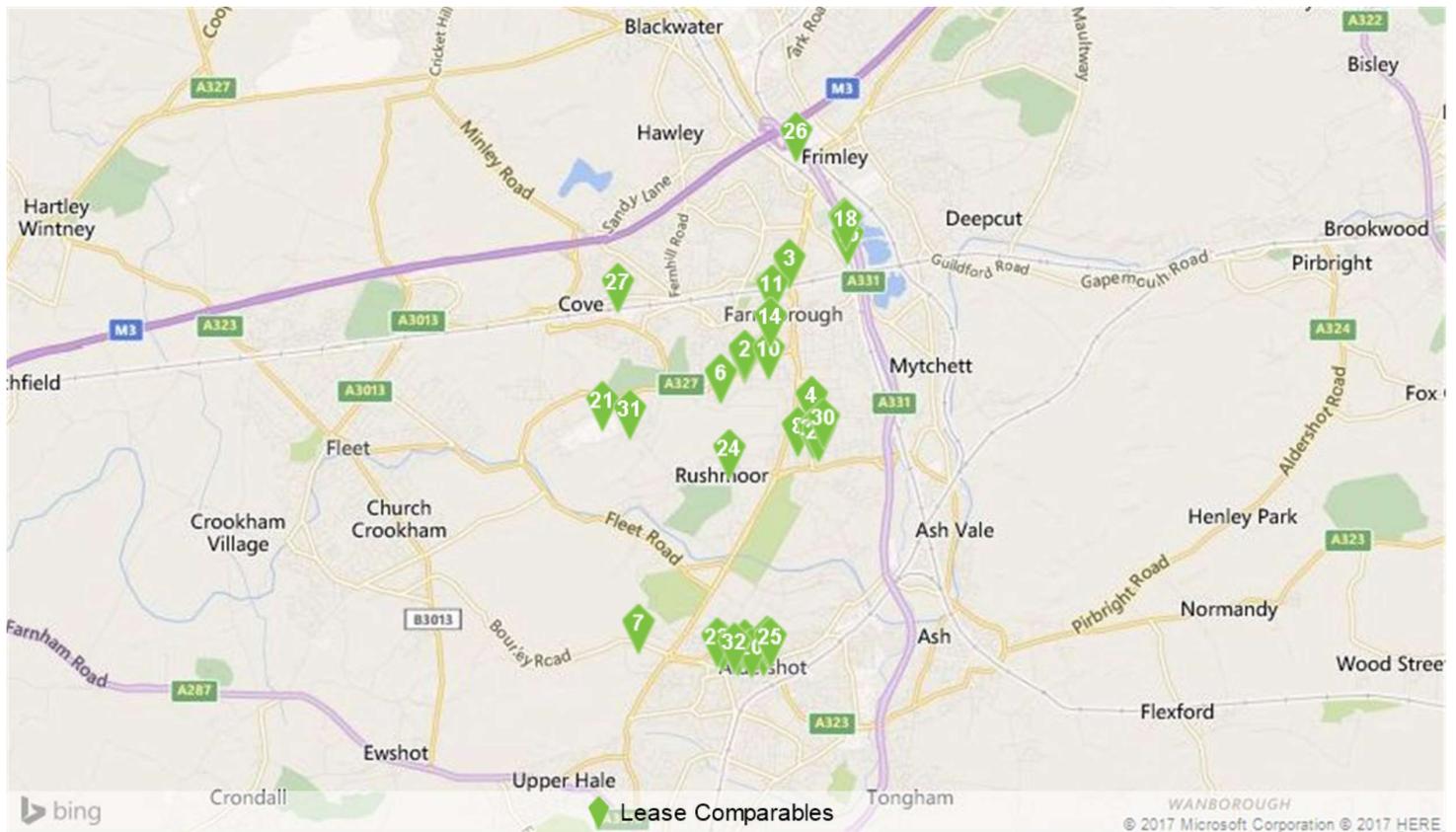
Achieved Rent Per SF

£18.21

Avg. Months On Market

24

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	187	£5.00	£18.61	£15.00	£27.50
Achieved Rent Per SF	178	£4.62	£18.21	£16.53	£40.56
Net Effective Rent Per SF	45	£0.02	£17.50	£16.06	£40.56
Asking Rent Discount	89	-314.7%	7.5%	0.0%	63.6%
Rent Free Months	44	0	8	4	28

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	188	1	24	17	123
Deal Size	276	85	5,522	2,125	64,127
Lease Deal in Years	157	1.0	6.4	5.0	27.1
Floor Number	203	BSMT	1	1	4

17/01/2017

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 I Pinehurst 1 Pinehurst	★★★★☆	12,497	GRND	22/08/2016	New	£27.50	Effective
2 II Pinehurst 2 Pinehurst	★★★★☆	14,410	GRND	15/08/2016	New	£27.50/fri	Effective
3 Spectrum Point 279 Farnborough Rd	★★★★☆	9,092	GRND	02/08/2016	New	£21.55/fri	Effective
4 85 Alexandra Rd	★★★★☆	950	GRND,1	01/08/2016	New	£16.84	Asking
5 4 Heathland St	★★★☆☆	305	1st	01/08/2016	New	£15.54/iri	Asking
6 Templer 25 Templer Ave	★★★★☆	4,991	GRND	25/07/2016	New	£21.27/fri	Effective
7 Royal Pavilion Wellesley Rd	★★★★☆	9,700	1st	01/06/2016	New	£20.00/fri	Asking
8 63 Osborne Rd	★★★★☆	770	GRND,1	31/05/2016	New	£13.25	Effective
9 7 Alexandra Rd	★★★☆☆	807	GRND	14/04/2016	New	£15.02	Effective
10 The Hub Fowler Ave	★★★★☆	1,638	2nd	22/03/2016	New	£24.00/fri	Effective
10 The Hub Fowler Ave	★★★★☆	450	2nd	22/03/2016	New	£24.00/fri	Effective
11 Victoria House 50-58 Victoria Rd	★★★★☆	4,935	2nd	09/03/2016	New	£12.04/fri	Effective
2 II Pinehurst 2 Pinehurst	★★★★☆	29,831	2-3	29/01/2016	New	£18.87	Effective
12 14 Farnborough St	★★★☆☆	493	GRND	25/01/2016	New	£40.56/fri	Effective
12 14 Farnborough St	★★★☆☆	1,022	1st	04/01/2016	New	£8.68/fri	Effective
13 The Arcade Victoria Rd	★★★★☆	1,494	1st	04/01/2016	New	£6.02	Asking
14 Westmead House Westmead	★★★★☆	775	2nd	09/11/2015	New	£17.80	Effective
15 Wesley Chambers Queens Rd	★★★★☆	2,000	GRND	01/11/2015	New	£10.00/fri	Asking
14 Westmead House Westmead	★★★★☆	453	3rd	09/10/2015	New	£19.86	Achieved
16 Coach House Rectory Rd @ Old Bakery ...	★★★★☆	683	GRND	01/10/2015	New	£13.18	Asking
14 Westmead House Westmead	★★★★☆	775	2nd	01/10/2015	New	£20.00/fri	Asking

17/01/2017

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
3 Spectrum Point 279 Union St	★★★★★	9,473	GRND	01/09/2015	New	£16.34/fri	Effective
17 Greyholme House 49 Victoria Rd	★★★★★	482	1st	17/07/2015	New	£12.45/iri	Asking
14 Westmead House Westmead	★★★★★	320	4th	10/07/2015	New	£20.00/fri	Asking
18 The Old Brewery Chapel St	★★★★★	513	1st	03/07/2015	New	£10.72	Achieved
19 157 High St	★★★★★	889	GRND,1	01/07/2015	New	£13.61	Asking
17 Greyholme House 49 Victoria Rd	★★★★★	530	GRND	01/07/2015	New	£12.08/fri	Asking
20 Hippodrome House Birchett Rd	★★★★★	1,175	3rd	09/06/2015	New	£6.50/fri	Asking
21 Building A2 Old Ively Rd	★★★★★	4,841	1st	15/05/2015	New	£17.50	Achieved
22 Old Bank Chambers 3-5 Alexandra Rd	★★★★★	647	GRND,1	04/05/2015	New	£11.21/iri	Effective
6 Templer 25 Templer Ave	★★★★★	20,128	2nd	01/05/2015	New	£23.25/fri	Effective
7 Royal Pavilion Wellesley Rd	★★★★★	9,700	4th	01/03/2015	New	£18.86	Effective
23 6 Alexandra Terrace Alexandra Rd	★★★★★	750	2nd	13/02/2015	New	£10.67/fri	Effective
24 Infor House 1 Lakeside Rd	★★★★★	6,556	1st	01/02/2015	New	£12.20/fri	Effective
7 Royal Pavilion Wellesley Rd	★★★★★	2,862	2nd	01/02/2015	New	£18.61	Effective
25 Interpower House Windsor Way	★★★★★	3,464	1st	31/01/2015	New	£4.62/fri	Effective
14 Westmead House Westmead	★★★★★	465	2nd	22/01/2015	New	£17.20	Effective
26 Farnborough Rd	★★★★★	3,248	1st	02/01/2015	New	£16.50/fri	Effective
7 Royal Pavilion Wellesley Rd	★★★★★	3,554	2nd	19/12/2014	New	£20.00	Asking
7 Royal Pavilion Wellesley Rd	★★★★★	29,100	1-3	19/12/2014	New	£20.00/fri	Effective
7 Royal Pavilion Wellesley Rd	★★★★★	9,700	4th	16/12/2014	New	£20.00	Achieved
27 Armstrong Mall	★★★★★	14,305	GRND	01/12/2014	New	£13.53	Achieved

17/01/2017

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
 11a Camp Rd	★ ★ ★ ★ ★	2,163	GRND,1	01/12/2014	New	£7.98	Effective
 57 Lynchford Rd	★ ★ ★ ★ ★	307	GRND	01/12/2014	New	£27.69	Effective
 Royal Pavilion Wellesley Rd	★ ★ ★ ★ ★	6,146	2nd	01/12/2014	New	£20.00	Achieved
 48 Camp Rd	★ ★ ★ ★ ★	500	1st	30/11/2014	New	£8.82	Asking
 48 Camp Rd	★ ★ ★ ★ ★	350	1st	30/11/2014	New	£8.82	Asking
 Westmead House Westmead	★ ★ ★ ★ ★	473	2nd	11/11/2014	New	£17.56/fri	Achieved
 Unit X92 Ively Rd	★ ★ ★ ★ ★	12,464	GRND,1	01/11/2014	New	£10.50	Effective
 149 Victoria Rd	★ ★ ★ ★ ★	3,600	1st	01/11/2014	New	£5.00	Achieved

Deals

176

Asking Rent Per SF

£7.98

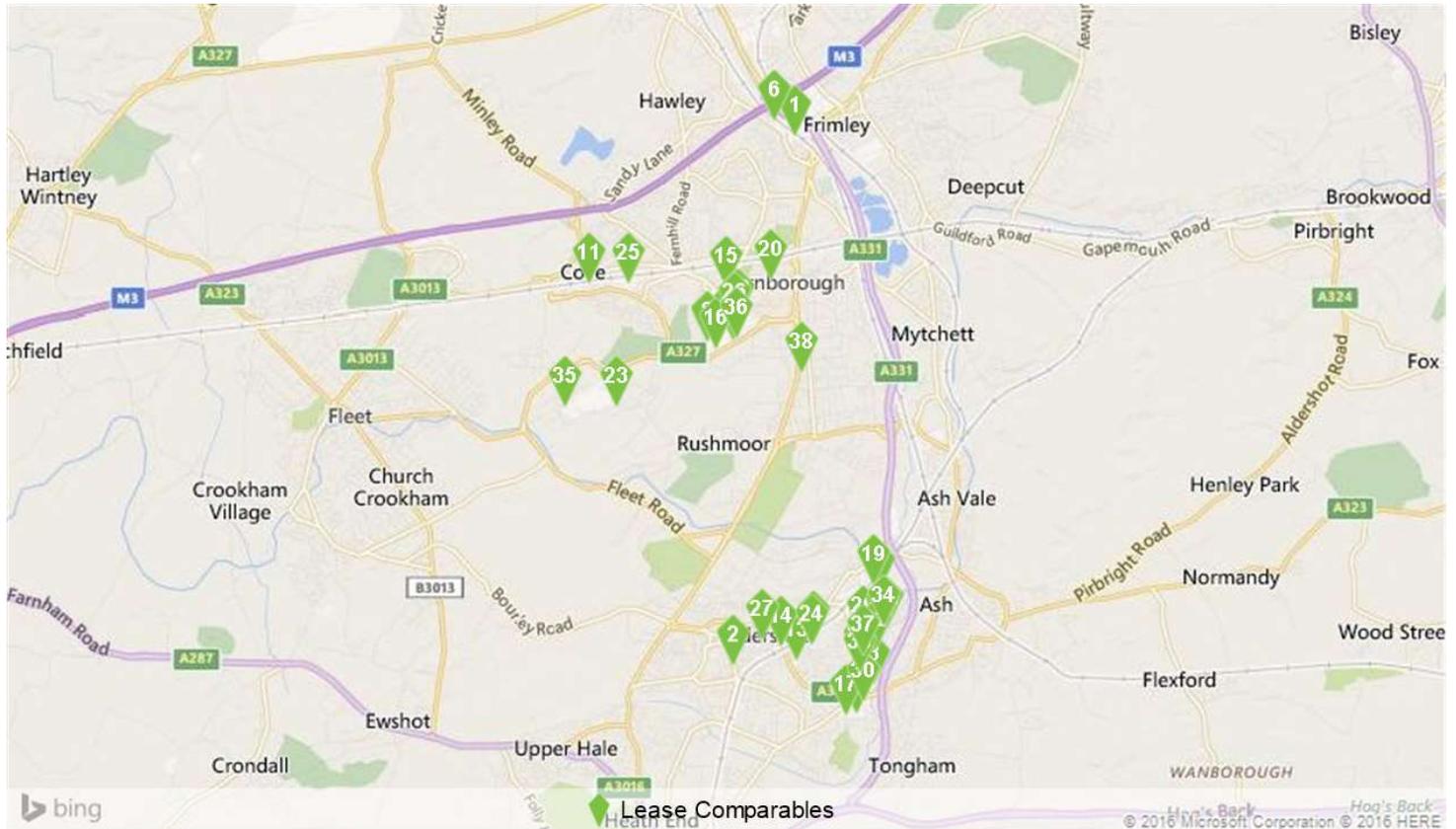
Achieved Rent Per SF

£7.66

Avg. Months On Market

14

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	133	£1.57	£7.98	£8.50	£21.46
Achieved Rent Per SF	109	£1.57	£7.66	£8.25	£15.90
Net Effective Rent Per SF	23	£1.57	£7.38	£8.17	£14.91
Asking Rent Discount	66	-25.9%	4.6%	0.0%	78.9%
Rent Free Months	28	0	5	3	15

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	135	1	14	10	94
Deal Size	176	114	6,038	3,521	66,000
Lease Deal in Years	115	1.0	7.3	6.0	25.0
Floor Number	108	GRND	GRND	GRND	MEZZ

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Evolution Farnborough Hawley	★★★★★	18,837	GRND,M	11/12/2016	New	£10.00	Achieved
2 18 Cavendish Mews	★★★★★	1,495	GRND	15/06/2016	New	£8.70/fri	Effective
3 Holder Rd	★★★★★	3,928	GRND,M	01/06/2016	New	£7.73	Asking
4 Deadbrook Ln	★★★★★	7,694	GRND,1	02/05/2016	New	£8.25/fri	Asking
5 24A Invincible Rd	★★★★★	3,500	GRND	11/04/2016	New	£8.26/fri	Effective
6 Hawley Ln	★★★★★	4,450	GRND	17/03/2016	New	£9.82/fri	Effective
7 Eastern Rd	★★★★★	2,603	GRND,1	15/03/2016	New	£8.07/fri	Asking
7 Eastern Rd	★★★★★	4,043	GRND,1	15/03/2016	New	£8.04/fri	Asking
8 Eelmoor Rd	★★★★★	436	GRND	14/03/2016	New	£14.91/fri	Effective
9 Redan Rd	★★★★★	1,702	GRND	16/02/2016	New	£10.28/fri	Asking
10 Blackwater Way	★★★★★	4,013	GRND,M	10/12/2015	New	£6.23/fri	Asking
6 Hawley Ln	★★★★★	4,450	GRND	01/12/2015	New	£9.50/fri	Asking
11 Columbus Dr	★★★★★	21,095	GRND,1	01/11/2015	New	£7.11	Asking
12 Invincible Rd	★★★★★	12,930	GRND,1	01/11/2015	New	£7.71/fri	Effective
13 Wyndham St	★★★★★	2,020	GRND	22/10/2015	New	£6.68/fri	Effective
14 Albert Rd	★★★★★	2,315	GRND	01/09/2015	New	£7.78/fri	Asking
15 36-40 Cove Rd	★★★★★	2,340	GRND,1	01/09/2015	New	£5.13	Achieved
16 Eelmoor Rd	★★★★★	1,989	GRND,1	25/08/2015	New	£11.31/fri	Effective
2 16-18 Cavendish Mews	★★★★★	515	GRND	01/08/2015	New	£13.86	Effective
17 Tongham Rd	★★★★★	3,875	GRND	01/08/2015	New	£4.65	Achieved
3 Holder Rd	★★★★★	4,210	GRND,1	01/04/2015	New	£6.54	Achieved

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
18 Petworth House 39 Invincible Rd	★★★★★	6,703	GRND	22/03/2015	New	£9.69	Effective
19 Deadbrook Ln	★★★★★	11,200	GRND,1	01/03/2015	New	£7.81/fri	Effective
6 Hawley Ln	★★★★★	5,353	GRND	02/02/2015	New	£10.50/fri	Achieved
20 77B Victoria Rd	★★★★★	524	GRND	19/01/2015	New	£10.50/fri	Asking
21 Eastern Rd	★★★★★	7,783	GRND,1	01/01/2015	New	£8.51/fri	Asking
22 Eastern Rd	★★★★★	2,934	GRND,1	28/11/2014	New	£8.17/fri	Effective
23 Ively Rd	★★★★★	9,150	GRND	01/11/2014	New	£4.00	Asking
24 Redan Rd	★★★★★	1,254	GRND	31/10/2014	New	£10.45/fri	Asking
16 Eelmoor Rd	★★★★★	1,175	GRND	06/10/2014	New	£11.25	Effective
25 Summit Ave	★★★★★	10,400	GRND,M	01/10/2014	New	£12.00/fri	Asking
3 Holder Rd	★★★★★	3,928	GRND,M	01/09/2014	New	£6.00	Asking
26 37 Invincible Rd	★★★★★	7,476	GRND,1	23/06/2014	New	£6.02/fri	Achieved
27 The Warehouse Crimea Rd	★★★★★	3,300	GRND	14/05/2014	New	£4.55	Asking
28 North Ln	★★★★★	2,731	GRND	14/05/2014	New	£9.15	Asking
29 Eastern Rd	★★★★★	2,718	GRND,1	01/05/2014	New	£7.99/fri	Asking
29 Eastern Rd	★★★★★	1,817	GRND,1	01/04/2014	New	£8.25/fri	Asking
14 Albert Rd	★★★★★	2,325	GRND	28/03/2014	New	£7.74/fri	Asking
30 17A Blackwater Way	★★★★★	3,650	GRND	01/02/2014	New	£6.84/fri	Asking
31 Eastern Rd	★★★★★	3,226	GRND,1	31/01/2014	New	£8.68/fri	Achieved
32 Ivy Rd	★★★★★	500	GRND	01/01/2014	New	£12.00	Asking
33 Pegasus Court North Ln	★★★★★	2,731	GRND	01/01/2014	New	£9.61	Asking

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
33 Pegasus Court 1-3 North	★ ★ ★ ★ ★	3,913	GRND,1	01/01/2014	New	£8.56	Asking
34 Deadbrook Ln	★ ★ ★ ★ ★	9,090	GRND,1	15/12/2013	New	£6.69/fri	Effective
35 Ively Rd	★ ★ ★ ★ ★	4,380	GRND	28/11/2013	New	£7.99	Effective
6 Hawley Ln	★ ★ ★ ★ ★	3,542	GRND	01/11/2013	New	£9.50/fri	Asking
36 17A Invincible Rd	★ ★ ★ ★ ★	10,535	GRND	01/11/2013	New	£8.07/fri	Asking
37 North Ln	★ ★ ★ ★ ★	1,882	GRND	01/11/2013	New	£10.49/fri	Asking
38 7 Aircraft Esplanade	★ ★ ★ ★ ★	3,006	GRND,1	01/10/2013	New	£6.50	Asking
10 Blackwater Way	★ ★ ★ ★ ★	1,758	Unkwn	24/09/2013	-	£7.67	Achieved

Sales Comps - Retail

1	46 Camp Rd	SOLD
<p>Farnborough, GU14 6EP Hampshire County</p> <p>Sale Date: 14/05/2014 (973 days on mkt) Bldg Type: RetailStorefront Sale Price: £250,000 - Confirmed Year Built/Age: - Price/SF: £128.21 NIA: 1,950 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3030598 Sale Conditions: - Research Status: Confirmed</p> 		
2	70 Cove Rd	SOLD
<p>Farnborough, GU14 0EN Hampshire County</p> <p>Sale Date: 15/08/2014 (183 days on mkt) Bldg Type: RetailStorefront Sale Price: £317,000 - Confirmed Year Built/Age: Built 1924 Age: 90 Price/SF: £152.04 NIA: 2,085 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3152070 Sale Conditions: - Research Status: Confirmed</p> 		
3	Blackwater Shopping Park - Farnborough Rd	SOLD
<p>Farnborough, GU14 8BL Hampshire County</p> <p>Sale Date: 25/07/2014 Bldg Type: RetailFreestanding Sale Price: £78,200,000 - Confirmed Year Built/Age: Built 2000 Age: 14 Price/SF: £475.63 NIA: 164,412 SF</p> <p>Reversionary Yield: - Net Initial Yield: 4.25% Comp ID: 3079553 Sale Conditions: - Research Status: Confirmed</p> 		
4	The Unicorn - 32-34 Grosvenor Rd	SOLD
<p>Aldershot, GU11 3DY Hampshire County</p> <p>Sale Date: 02/03/2015 (140 days on mkt) Bldg Type: RetailStorefront Retail/Residential Sale Price: £395,000 - Confirmed Year Built/Age: Built 1897 Age: 118 Price/SF: £170.63 NIA: 2,315 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3255040 Sale Conditions: Condo Conversion Research Status: Confirmed</p> 		
5	91 Grosvenor Rd	SOLD
<p>Aldershot, GU11 3EE Hampshire County</p> <p>Sale Date: 01/10/2014 (223 days on mkt) Bldg Type: Retail Sale Price: £85,000 - Confirmed Year Built/Age: - Price/SF: £127.25 NIA: 668 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3166221 Sale Conditions: - Research Status: Confirmed</p> 		
6	Portfolio Sale - 53-55 High St (Part of Portfolio)	SOLD
<p>Aldershot, GU11 1BH Hampshire County</p> <p>Sale Date: 07/11/2016 (109 days on mkt) Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1880 Age: 136 Price/SF: - NIA: 18,184 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3767467 Sale Conditions: Bulk/Portfolio Sale Research Status: -</p> 		

Sales Comps - Retail

7	233 High St	SOLD	
Aldershot, GU11 1TJ			
Sale Date: 08/10/2016 (115 days on mkt) Sale Price: £245,000 - Confirmed Price/SF: £150.86		Hampshire County Bldg Type: RetailStorefront Retail/Residential Year Built/Age: Built 1960 Age: 56 NIA: 1,624 SF	
Reversionary Yield: - Net Initial Yield: - Comp ID: 3749327 Research Status: Confirmed			
		Sale Conditions: -	
			
8	258 High St	SOLD	
Aldershot, GU12 4LP			
Sale Date: 09/12/2015 Sale Price: £220,000 - Confirmed Price/SF: £465.12		Hampshire County Bldg Type: RetailStorefront Retail/Residential Year Built/Age: Built 1919 Age: 96 NIA: 473 SF	
Reversionary Yield: - Net Initial Yield: 5.22% Comp ID: 3524304 Research Status: Confirmed			
		Sale Conditions: Auction Sale	
			
9	260 High St	SOLD	
Aldershot, GU12 4LP			
Sale Date: 09/12/2015 Sale Price: £220,000 - Confirmed Price/SF: £415.09		Hampshire County Bldg Type: RetailStorefront Retail/Residential Year Built/Age: Built 1919 Age: 96 NIA: 530 SF	
Reversionary Yield: - Net Initial Yield: 5.39% Comp ID: 3525858 Research Status: Confirmed			
		Sale Conditions: Auction Sale	
			
10	262 High St	SOLD	
Aldershot, GU12 4LP			
Sale Date: 09/12/2015 Sale Price: £206,000 - Confirmed Price/SF: £212.59		Hampshire County Bldg Type: RetailStorefront Year Built/Age: Built 1919 Age: 96 NIA: 969 SF	
Reversionary Yield: - Net Initial Yield: 4.37% Comp ID: 3524281 Research Status: Confirmed			
		Sale Conditions: Auction Sale	
			
11	The Range - Ivy Rd	SOLD	
Aldershot, GU12 4TX			
Sale Date: 01/12/2015 Sale Price: £4,350,000 - Confirmed Price/SF: £167.94		Hampshire County Bldg Type: RetailFreestanding Year Built/Age: Built 2004 Age: 11 NIA: 25,902 SF	
Reversionary Yield: - Net Initial Yield: 7.00% Comp ID: 3511445 Research Status: Confirmed			
		Sale Conditions: -	
			
12	282 Lower Farnham Rd	SOLD	
Aldershot, GU11 3RD			
Sale Date: 02/02/2015 (152 days on mkt) Sale Price: £250,000 - Confirmed Price/SF: £332.45		Hampshire County Bldg Type: RetailStorefront Retail/Residential Year Built/Age: Built 1930 Age: 85 NIA: 752 SF	
Reversionary Yield: - Net Initial Yield: - Comp ID: 3275521 Research Status: Confirmed			
		Sale Conditions: -	
			

Sales Comps - Retail

13	284-286 Lower Farnham Rd	SOLD
<p>Aldershot, GU11 3RD Hampshire County</p> <p>Sale Date: 16/05/2016 (12 days on mkt) Bldg Type: Retail Sale Price: £490,000 - Confirmed Year Built/Age: Built 1920 Age: 96 Price/SF: £331.08 NIA: 1,480 SF</p> <p>Reversionary Yield: 3.62% Net Initial Yield: 4.93% Comp ID: 3686291 Sale Conditions: Auction Sale Research Status: Confirmed</p>		
		
14	264 North Ln	SOLD
<p>Aldershot, GU12 4TJ Hampshire County</p> <p>Sale Date: 16/07/2014 (100 days on mkt) Bldg Type: Retail Sale Price: £1,260,000 - Confirmed Year Built/Age: Built 1950 Age: 64 Price/SF: £242.03 NIA: 5,206 SF</p> <p>Reversionary Yield: - Net Initial Yield: 6.37% Comp ID: 3084711 Sale Conditions: - Research Status: Confirmed</p>		
		
15	61 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7RL Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: Retail Sale Price: - Year Built/Age: Built 1970 Age: 46 Price/SF: - NIA: 10,470 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale Research Status:</p>		
		
16	62-64 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SB Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1979 Age: 37 Price/SF: - NIA: 2,420 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale Research Status:</p>		
		
17	63 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7RL Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 2007 Age: 9 Price/SF: - NIA: 2,638 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale Research Status:</p>		
		
18	66 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SB Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1970 Age: 45 Price/SF: - NIA: 1,779 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale Research Status:</p>		
		

Sales Comps - Retail

19	70 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SB Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1978 Age: 37</p> <p>Price/SF: - NIA: 995 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		
20	71 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7RL Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: Retail</p> <p>Sale Price: - Year Built/Age: Built 1970 Age: 46</p> <p>Price/SF: - NIA: 679 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		
21	72 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SB Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1978 Age: 37</p> <p>Price/SF: - NIA: 970 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		
22	73 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7RZ Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1971 Age: 44</p> <p>Price/SF: - NIA: 655 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		
23	74 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SB Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1970 Age: 46</p> <p>Price/SF: - NIA: 1,702 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		
24	75 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SB Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1970 Age: 45</p> <p>Price/SF: - NIA: 654 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		

Sales Comps - Retail

25	76 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SB Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1970 Age: 45</p> <p>Price/SF: - NIA: 2,484 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		
26	77 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7RZ Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1972 Age: 44</p> <p>Price/SF: - NIA: 715 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		
27	78-80 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SB Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1973 Age: 43</p> <p>Price/SF: - NIA: 2,826 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		
28	79 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7RZ Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1978 Age: 37</p> <p>Price/SF: - NIA: 685 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		
29	81 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7RZ Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1976 Age: 39</p> <p>Price/SF: - NIA: 735 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		
30	82-84 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SE Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront</p> <p>Sale Price: - Year Built/Age: Built 1979 Age: 36</p> <p>Price/SF: - NIA: 6,743 SF</p> <p>Reversionary Yield: -</p> <p>Net Initial Yield: -</p> <p>Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale</p> <p>Research Status:</p>		
		

Sales Comps - Retail

31	83 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7RZ Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1973 Age: 43 Price/SF: - NIA: 779 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale Research Status:</p> 		
32	85 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7RZ Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1972 Age: 38 Price/SF: - NIA: 735 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale Research Status:</p> 		
33	86 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SE Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1972 Age: 43 Price/SF: - NIA: 1,659 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale Research Status:</p> 		
34	87-91 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7RZ Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1970 Age: 45 Price/SF: - NIA: 2,059 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale Research Status:</p> 		
35	88-90 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SE Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1979 Age: 36 Price/SF: - NIA: 6,400 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale Research Status:</p> 		
36	92-94 Queensmead (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7SE Hampshire County</p> <p>Sale Date: 15/02/2016 Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1979 Age: 36 Price/SF: - NIA: 2,586 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3577174 Sale Conditions: Bulk/Portfolio Sale Research Status:</p> 		

Sales Comps - Retail

37	93 Queensmead (Part of Portfolio)	SOLD
Farnborough, GU14 7RZ	Hampshire County	
Sale Date: 15/02/2016	Bldg Type: RetailStorefront	
Sale Price: -	Year Built/Age: Built 1972 Age: 43	
Price/SF: -	NIA: 818 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3577174	Sale Conditions: Bulk/Portfolio Sale	
Research Status:		
38	96 Queensmead (Part of Portfolio)	SOLD
Farnborough, GU14 7SE	Hampshire County	
Sale Date: 15/02/2016	Bldg Type: RetailStorefront	
Sale Price: -	Year Built/Age: Built 2003 Age: 13	
Price/SF: -	NIA: 7,263 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3577174	Sale Conditions: Bulk/Portfolio Sale	
Research Status:		
39	B&Q - Solartron Rd	SOLD
Farnborough, GU14 7QL	Hampshire County	
Sale Date: 01/08/2016	Bldg Type: RetailFreestanding	
Sale Price: £36,000,000 - Confirmed	Year Built/Age: Built 2006 Age: 10	
Price/SF: £272.23	NIA: 132,242 SF	
Reversionary Yield: -		
Net Initial Yield: 5.72%		
Comp ID: 3732735	Sale Conditions: -	
Research Status: Confirmed		
40	The Palace - 35 Station Rd	SOLD
Aldershot, GU11 1BA	Hampshire County	
Sale Date: 20/04/2015	Bldg Type: RetailBar	
Sale Price: £390,000 - Confirmed	Year Built/Age: Built 1857 Age: 158	
Price/SF: £51.32	NIA: 7,600 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3374189	Sale Conditions: -	
Research Status: Confirmed		
41	38 Station Rd	SOLD
Aldershot, GU11 1HT	Hampshire County	
Sale Date: 01/12/2014 (40 days on mkt)	Bldg Type: RetailStorefront	
Sale Price: £150,000 - Confirmed	Year Built/Age: Built 1890 Age: 124	
Price/SF: £154.64	NIA: 970 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3221626	Sale Conditions: -	
Research Status: Confirmed		
42	Southwood Centre - Summit Ave	SOLD
Farnborough, GU14 0NX	Hampshire County	
Sale Date: 01/04/2016	Bldg Type: Retail	
Sale Price: -	Year Built/Age: Built 2018	
Price/SF: -	NIA: 10,020 SF	
Reversionary Yield: -		
Net Initial Yield: -		
Comp ID: 3711399	Sale Conditions: -	
Research Status: Research Complete		

Sales Comps - Retail

43	Unit 36 - 36 Union St	PENDING
<p>Aldershot, GU11 1EW Hampshire County</p> <p>Asking Price: £320,000 Sale Type: Owner/User Price/SF: £376.47 Unit Type: 850 SF Retail Unit Days on Market: 229 Bldg Status: Built 1909 Sale Status: Pending NIA: 1,222 SF</p> <p>Net Initial Yield: - Sale Conditions: -</p>		
		
44	48-48A Union St	SOLD
<p>Aldershot, GU11 1EW Hampshire County</p> <p>Sale Date: 10/07/2015 Bldg Type: Retail Sale Price: £630,000 - Confirmed Year Built/Age: Built 1950 Age: 65 Price/SF: £264.71 NIA: 2,380 SF</p> <p>Reversionary Yield: - Net Initial Yield: 10.05% Comp ID: 3342288 Sale Conditions: - Research Status: Confirmed</p>		
		
45	Retail Unit - 50-52 Union St (Part of Multi-Unit)	SOLD
<p>Aldershot, GU11 1EW Hampshire County</p> <p>Sale Date: 27/01/2014 (73 days on mkt) Unit Type: 648 SF Retail Unit Sale Price: - Year Built/Age: Built 1800 Age: 214 Price/SF: - NIA: 648 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2946644 Sale Conditions: - Research Status: Research Complete</p>		
		
46	Retail Unit - 50-52 Union St (Part of Multi-Unit)	SOLD
<p>Aldershot, GU11 1EW Hampshire County</p> <p>Sale Date: 27/01/2014 (73 days on mkt) Unit Type: 452 SF Retail Unit Sale Price: - Year Built/Age: Built 1800 Age: 214 Price/SF: - NIA: 452 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2946644 Sale Conditions: - Research Status: Research Complete</p>		
		
47	Retail Unit - 50-52 Union St (Part of Multi-Unit)	SOLD
<p>Aldershot, GU11 1EW Hampshire County</p> <p>Sale Date: 27/01/2014 (73 days on mkt) Unit Type: 416 SF Retail Unit Sale Price: - Year Built/Age: Built 1800 Age: 214 Price/SF: - NIA: 416 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 2946644 Sale Conditions: - Research Status: Research Complete</p>		
		
48	Portfolio Sale - 54-56 Union St (Part of Portfolio)	SOLD
<p>Aldershot, GU11 1EW Hampshire County</p> <p>Sale Date: 07/11/2016 (109 days on mkt) Bldg Type: RetailStorefront Sale Price: - Year Built/Age: Built 1966 Age: 50 Price/SF: - NIA: 5,021 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3767467 Sale Conditions: Bulk/Portfolio Sale Research Status:</p>		
		

Sales Comps - Retail

49	10-10A Upper Union St	SOLD
<p>Aldershot, GU11 1EX Hampshire County</p> <p>Sale Date: 28/04/2015 Bldg Type: RetailStorefront Retail/Residential Sale Price: £215,000 - Confirmed Year Built/Age: Built 1910 Age: 105 Price/SF: £278.86 NIA: 771 SF</p> <p>Reversionary Yield: - Net Initial Yield: 4.89% Comp ID: 3526627 Research Status: Confirmed</p> <p>Sale Conditions: Auction Sale</p>		
		
50	114 Victoria Rd	PENDING
<p>Aldershot, GU11 1JX Hampshire County</p> <p>Asking Price: £250,000 Sale Type: Owner/User Price/SF: £273.82 Bldg Type: RetailStorefront Retail/Residential Days on Market: 207 Bldg Status: Sale Status: Pending NIA: 913 SF</p> <p>Net Initial Yield: -</p> <p>Sale Conditions: -</p>		
		
51	149-165 Victoria Rd (Part of Portfolio)	SOLD
<p>Aldershot, GU11 1JR Hampshire County</p> <p>Sale Date: 27/06/2016 Bldg Type: RetailStorefront Retail/Office Sale Price: - Year Built/Age: Built 1971 Age: 44 Price/SF: - NIA: 12,292 SF</p> <p>Reversionary Yield: - Net Initial Yield: 9.00% Comp ID: 3640303 Research Status:</p> <p>Sale Conditions: Bulk/Portfolio Sale</p>		
		
52	183-183A Victoria Rd	SOLD
<p>Aldershot, GU11 1JU Hampshire County</p> <p>Sale Date: 28/10/2015 Bldg Type: RetailStorefront Retail/Residential Sale Price: £205,000 - Confirmed Year Built/Age: Built 1910 Age: 105 Price/SF: £316.36 NIA: 648 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3525873 Research Status: Confirmed</p> <p>Sale Conditions: Auction Sale</p>		
		
53	185 Victoria Rd	SOLD
<p>Aldershot, GU11 1JU Hampshire County</p> <p>Sale Date: 03/11/2014 (446 days on mkt) Bldg Type: RetailStorefront Sale Price: £210,000 - Confirmed Year Built/Age: Built 1900 Age: 114 Price/SF: £204.08 NIA: 1,029 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3157018 Research Status: Confirmed</p> <p>Sale Conditions: Auction Sale</p>		
		
54	Burger King Restaurant - Wellington Ave (Part of Multi-Property)	SOLD
<p>Aldershot, GU11 1SD Hampshire County</p> <p>Sale Date: 08/02/2016 (21 days on mkt) Bldg Type: RetailFast Food Sale Price: - Year Built/Age: - Price/SF: - NIA: 3,739 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3515120 Research Status: Research Complete</p> <p>Sale Conditions: Auction Sale</p>		
		

Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£250,000	£285,000	£285,000	£320,000	2
Sold Transactions	£85,000	£6,214,400	£250,000	£78,200,000	20
Centre Size					
For Sale & UC/Pending	850 SF	882 SF	882 SF	913 SF	2
Sold Transactions	416 SF	8,927 SF	1,680 SF	164,412 SF	52
Price per SF					
For Sale & UC/Pending	£273.82	£323.31	£325.15	£376.47	2
Sold Transactions	£51.32	£351.09	£227.31	£475.63	20
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	4.25%	5.82%	5.31%	10.05%	10
Days on Market					
For Sale & UC/Pending	207	218	218	229	2
Sold Transactions	12	178	109	973	16
Sale Price to Asking Price Ratio					
Sold Transactions	90.91%	113.78%	106.25%	146.67%	15
Totals					
For Sale & UC/Pending	Asking Price Total:	£570,000	Total For Sale Transactions:		2
Sold Transactions	Total Sales Volume:	£124,288,000	Total Sales Transactions:		52
	Total Included in Analysis:	£124,858,000	Total Included in Analysis:		54
Survey Criteria					
basic criteria: Type of Property - Retail ; Sale Date - 01/01/2014 - 17/01/2017 ; Sale Status - Under Offer, Sold ; Return and Search on Portfolio Sales as Individual Properties - Yes					
geography criteria: Submarket - Rushmoor (Berkshire & North Hampshire)					

Sales Comps - Offices

1	Chester House - Aerospace Blvd	SOLD
<p>Farnborough, GU14 6TQ Hampshire County</p> <p>Sale Date: 19/06/2014 Bldg Type: Office Sale Price: £14,918,000 - Confirmed Year Built/Age: Built 1993 Age: 21 Price/SF: £254.13 NIA: 58,703 SF</p> <p>Reversionary Yield: - Net Initial Yield: 7.97% Comp ID: 3051123 Sale Conditions: - Research Status: Confirmed</p>		
		
2	Warwick House - Aerospace Blvd (Part of Portfolio)	SOLD
<p>Farnborough, GU14 6YU Hampshire County</p> <p>Sale Date: 01/03/2015 Bldg Type: Office Sale Price: - Year Built/Age: Built 2006 Age: 8 Price/SF: - NIA: 69,170 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3281204 Sale Conditions: Bulk/Portfolio Sale, Distress Sale Research Status: Research Complete</p>		
		
3	Ferneberga House - Alexandra Rd (Part of Portfolio)	SOLD
<p>Farnborough, GU14 6DQ Hampshire County</p> <p>Sale Date: 15/12/2014 Bldg Type: Office Sale Price: - Year Built/Age: Built 1896 Age: 118 Price/SF: - NIA: 15,892 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3223819 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p>		
		
4	42 Alexandra Rd	SOLD
<p>Farnborough, GU14 6DA Hampshire County</p> <p>Sale Date: 09/08/2016 (146 days on mkt) Bldg Type: Office Sale Price: £275,000 Year Built/Age: Built 1950 Age: 66 Price/SF: £225.23 NIA: 1,221 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3684687 Sale Conditions: - Research Status:</p>		
		
5	The Governors House - 101 Alexandra Rd	SOLD
<p>Farnborough, GU14 6BN Hampshire County</p> <p>Sale Date: 01/04/2015 (148 days on mkt) Bldg Type: Office Sale Price: £350,000 - Confirmed Year Built/Age: Built 1860 Age: 155 Price/SF: £189.09 NIA: 1,851 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3346000 Sale Conditions: - Research Status: Confirmed</p>		
		
6	11a Camp Rd	SOLD
<p>Farnborough, GU14 6EN Hampshire County</p> <p>Sale Date: 13/04/2016 Bldg Type: OfficeIndustrial Live/Work Unit Sale Price: £350,000 - Confirmed Year Built/Age: Built 1909 Age: 107 Price/SF: £134.62 NIA: 2,600 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3660543 Sale Conditions: - Research Status: Confirmed</p>		
		

Sales Comps - Offices

7	Wellesley House - 10 Eelmoor Rd	SOLD
<p>Farnborough, GU14 7QN Hampshire County</p> <p>Sale Date: 25/08/2016 (218 days on mkt) Bldg Type: Office Sale Price: £500,000 - Confirmed Year Built/Age: Built 1981 Age: 35 Price/SF: £68.21 NIA: 7,330 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3641977 Sale Conditions: - Research Status: Confirmed</p>		
		
8	Genesys Building - Farnborough Rd	SOLD
<p>Camberley, GU16 7SG Surrey County</p> <p>Sale Date: 26/02/2014 Bldg Type: Office Sale Price: £8,400,000 - Confirmed Year Built/Age: Built 2010 Age: 4 Price/SF: £268.63 NIA: 31,270 SF</p> <p>Reversionary Yield: - Net Initial Yield: 7.95% Comp ID: 3014968 Sale Conditions: - Research Status: Confirmed</p>		
		
9	Spectrum Point - 279 Farnborough Rd	SOLD
<p>Farnborough, GU14 7LS Hampshire County</p> <p>Sale Date: 27/03/2015 Bldg Type: Office Sale Price: £20,000,000 - Confirmed Year Built/Age: Built 1993 Age: 22 Price/SF: £143.82 NIA: 139,062 SF</p> <p>Reversionary Yield: - Net Initial Yield: 7.60% Comp ID: 3286354 Sale Conditions: - Research Status: Confirmed</p>		
		
10	Arena Business Centre - 282 Farnborough Rd	SOLD
<p>Farnborough, GU14 7NA Hampshire County</p> <p>Sale Date: 23/10/2014 (6 days on mkt) Bldg Type: Office Sale Price: £510,000 - Confirmed Year Built/Age: Built 1977 Age: 36 Price/SF: £9.72 NIA: 52,486 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3152063 Sale Conditions: Auction Sale Research Status: Confirmed</p>		
		
11	Thomson House - 296 Farnborough Rd	SOLD
<p>Farnborough, GU14 7NU Hampshire County</p> <p>Sale Date: 23/03/2015 (502 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1974 Age: 40 Price/SF: - NIA: 60,937 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3273729 Sale Conditions: Condo Conversion, Redevelopment Project Research Status: Research Complete</p>		
		
12	Willow House - 23 Grosvenor Rd	SOLD
<p>Aldershot, GU11 1DL Hampshire County</p> <p>Sale Date: 01/05/2015 (65 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1960 Age: 55 Price/SF: - NIA: 7,829 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3347579 Sale Conditions: - Research Status: Research Complete</p>		
		

Sales Comps - Offices

13	30-33 - Farnborough Aero Park, Unit 31 - Hercules Way	PENDING
<p>Farnborough, GU14 6UU Hampshire County</p> <p>Asking Price: £533,500 Sale Type: Investment Price/SF: £225.01 Unit Type: 2,371 SF Office Unit Days on Market: 29 Bldg Status: Built 2009 Sale Status: Pending NIA: 11,000 SF</p> <p>Net Initial Yield: 6.90% Sale Conditions: -</p>		
		
14	34-35 - Office Unit, Unit 34 - Hercules Way	SOLD
<p>Farnborough, GU14 6UU Hampshire County</p> <p>Sale Date: 01/09/2014 Unit Type: 2,604 SF Office Unit Sale Price: £520,000 - Confirmed Year Built/Age: Built 2007 Age: 7 Price/SF: £199.69 NIA: 2,604 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3348296 Sale Conditions: - Research Status: Confirmed</p>		
		
15	22-27 - Office Unit, Unit 26 - Hercules Way	SOLD
<p>Farnborough, GU14 6UU Hampshire County</p> <p>Sale Date: 25/09/2015 Unit Type: 1,286 SF Office Unit Sale Price: £275,000 - Confirmed Year Built/Age: Built 2006 Age: 9 Price/SF: £213.84 NIA: 1,286 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3681173 Sale Conditions: - Research Status: Confirmed</p>		
		
16	30-33 - Office Unit, Unit 32 - Hercules Way	SOLD
<p>Farnborough, GU14 6UU Hampshire County</p> <p>Sale Date: 22/05/2015 Unit Type: 2,372 SF Office Unit Sale Price: - Year Built/Age: Built 2009 Age: 5 Price/SF: - NIA: 2,372 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3356690 Sale Conditions: - Research Status: Research Complete</p>		
		
17	30-33 - Office Unit, Unit 33 - Hercules Way	SOLD
<p>Farnborough, GU14 6UU Hampshire County</p> <p>Sale Date: 22/05/2015 Unit Type: 2,366 SF Office Unit Sale Price: - Year Built/Age: Built 2009 Age: 5 Price/SF: - NIA: 2,366 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3356696 Sale Conditions: - Research Status: Research Complete</p>		
		
18	30-33 - Office Unit, Unit 30 - Hercules Way (Part of Multi-Unit)	SOLD
<p>Farnborough, GU14 6UU Hampshire County</p> <p>Sale Date: 12/07/2016 (110 days on mkt) Unit Type: 1,217 SF Office Unit Sale Price: - Year Built/Age: Built 2009 Age: 6 Price/SF: - NIA: 1,217 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3660566 Sale Conditions: - Research Status: -</p>		
		

Sales Comps - Offices

19	30-33 - Office Unit, Unit 30 - Hercules Way (Part of Multi-Unit)	SOLD
<p>Farnborough, GU14 6UU Hampshire County</p> <p>Sale Date: 12/07/2016 (110 days on mkt) Unit Type: 1,271 SF Office Unit Sale Price: - Year Built/Age: Built 2009 Age: 6 Price/SF: - NIA: 1,271 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3660566 Sale Conditions: - Research Status:</p> 		
20	161 High St	SOLD
<p>Aldershot, GU11 1TT Hampshire County</p> <p>Sale Date: 01/03/2015 Bldg Type: Office Sale Price: £257,500 - Confirmed Year Built/Age: Built 1987 Age: 28 Price/SF: £131.71 NIA: 1,955 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3348246 Sale Conditions: - Research Status: Confirmed</p> 		
21	Shieling House - 30 Invincible Rd	SOLD
<p>Farnborough, GU14 7QU Hampshire County</p> <p>Sale Date: 01/12/2014 (677 days on mkt) Bldg Type: Office Sale Price: £495,000 - Confirmed Year Built/Age: Built 1980 Age: 34 Price/SF: £51.03 NIA: 9,700 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3213576 Sale Conditions: High Vacancy Property Research Status: Confirmed</p> 		
22	Hertford House - Lakeside Dr (Part of Portfolio)	SOLD
<p>Farnborough, GU14 6XP Hampshire County</p> <p>Sale Date: 01/03/2015 Bldg Type: Office Sale Price: - Year Built/Age: Built 2009 Age: 5 Price/SF: - NIA: 92,955 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3281204 Sale Conditions: Bulk/Portfolio Sale, Distress Sale Research Status: Research Complete</p> 		
23	Infor House - 1 Lakeside Rd (Part of Portfolio)	SOLD
<p>Farnborough, GU14 6XP Hampshire County</p> <p>Sale Date: 01/03/2015 Bldg Type: Office Sale Price: - Year Built/Age: Built 1995 Age: 19 Price/SF: - NIA: 71,703 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3281204 Sale Conditions: Bulk/Portfolio Sale, Distress Sale Research Status: Research Complete</p> 		
24	York House - 2-4 Lakeside Rd (Part of Portfolio)	SOLD
<p>Farnborough, GU14 6XP Hampshire County</p> <p>Sale Date: 01/03/2015 Bldg Type: Office Sale Price: - Year Built/Age: Built 2004 Age: 10 Price/SF: - NIA: 47,660 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3281204 Sale Conditions: Bulk/Portfolio Sale, Distress Sale Research Status: Research Complete</p> 		

Sales Comps - Offices

25	Unit Q170 - O'Gorman Ave	SOLD
<p>Farnborough, GU14 7DL Hampshire County</p> <p>Sale Date: 04/02/2014 (5 days on mkt) Bldg Type: Office Sale Price: £1,000,000 - Confirmed Year Built/Age: Built 1959 Age: 55 Price/SF: £187.27 NIA: 5,340 SF</p> <p>Reversionary Yield: 7.51% Net Initial Yield: - Comp ID: 2955138 Sale Conditions: Auction Sale Research Status: Confirmed</p>		
		
26	Building C - Discovery Place - Summit Ave (Part of Portfolio)	SOLD
<p>Farnborough, GU14 0NG Hampshire County</p> <p>Sale Date: 28/07/2015 Bldg Type: Office Sale Price: - Year Built/Age: Built 2001 Age: 14 Price/SF: - NIA: 41,337 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3352836 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p>		
		
27	Building B - Discovery Place - Summit Ave (Part of Portfolio)	SOLD
<p>Farnborough, GU14 0NG Hampshire County</p> <p>Sale Date: 28/07/2015 Bldg Type: Office Sale Price: - Year Built/Age: Built 2001 Age: 14 Price/SF: - NIA: 58,189 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3352836 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p>		
		
28	Building A - Southwood Business Park - Summit Ave (Part of Portfolio)	SOLD
<p>Farnborough, GU14 0NG Hampshire County</p> <p>Sale Date: 28/07/2015 Bldg Type: Office Sale Price: - Year Built/Age: Built 2001 Age: 14 Price/SF: - NIA: 45,144 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3352836 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p>		
		
29	Office Unit - 41 Victoria Rd (Part of Multi-Unit)	SOLD
<p>Farnborough, GU14 7PA Hampshire County</p> <p>Sale Date: 21/11/2014 (130 days on mkt) Unit Type: 739 SF Office Unit Sale Price: - Year Built/Age: Built 1927 Age: 87 Price/SF: - NIA: 739 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3183465 Sale Conditions: - Research Status: Research Complete</p>		
		
30	Office Unit - 41 Victoria Rd (Part of Multi-Unit)	SOLD
<p>Farnborough, GU14 7PA Hampshire County</p> <p>Sale Date: 21/11/2014 (130 days on mkt) Unit Type: 724 SF Office Unit Sale Price: - Year Built/Age: Built 1927 Age: 87 Price/SF: - NIA: 724 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3183465 Sale Conditions: - Research Status: Research Complete</p>		
		

Sales Comps - Offices

31	York House - 49-51 Victoria Rd	SOLD
Farnborough, GU14 7PA	Hampshire County	
Sale Date: 28/07/2014	Bldg Type: Office	
Sale Price: £2,000,000 - Confirmed	Year Built/Age: Built 1993 Age: 20	
Price/SF: £157.05	NIA: 12,735 SF	
Reversionary Yield: -	Sale Conditions: -	
Net Initial Yield: 10.90%		
Comp ID: 3079653		
Research Status: Confirmed		
32	Hartshead House - 61-65 Victoria Rd	SOLD
Farnborough, GU14 7PA	Hampshire County	
Sale Date: 01/07/2015	Bldg Type: Office	
Sale Price: -	Year Built/Age: Built 1982 Age: 33	
Price/SF: -	NIA: 8,711 SF	
Reversionary Yield: -	Sale Conditions: -	
Net Initial Yield: -		
Comp ID: 3369126		
Research Status: Research Complete		

Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£533,500	£533,500	£533,500	£533,500	1
Sold Transactions	£257,500	£3,560,750	£505,000	£20,000,000	14
NIA					
For Sale & UC/Pending	2,371 SF	2,371 SF	2,371 SF	2,371 SF	1
Sold Transactions	724 SF	27,624 SF	8,711 SF	139,062 SF	31
Price per SF					
For Sale & UC/Pending	£225.01	£225.01	£225.01	£225.01	1
Sold Transactions	£9.72	£151.92	£172.16	£268.63	14
Net Initial Yield					
For Sale & UC/Pending	6.90%	6.90%	6.90%	6.90%	1
Sold Transactions	7.60%	8.61%	7.96%	10.90%	4
Days on Market					
For Sale & UC/Pending	29	29	29	29	1
Sold Transactions	5	187	130	677	12
Sale Price to Asking Price Ratio					
Sold Transactions	83.19%	93.93%	94.91%	106.56%	6
Totals					
For Sale & UC/Pending	Asking Price Total:	£533,500	Total For Sale Transactions:		1
Sold Transactions	Total Sales Volume:	£49,850,500	Total Sales Transactions:		31
	Total Included in Analysis:	£50,384,000	Total Included in Analysis:		32
Survey Criteria					
basic criteria: Type of Property - Office ; Sale Date - 01/01/2014 - 17/01/2017 ; Sale Status - Under Offer, Sold ; Return and Search on Portfolio Sales as Individual Properties - Yes					
geography criteria: Submarket - Rushmoor (Berkshire & North Hampshire)					

Sales Comps - Industrial

1	Brandish House - 219-225 Ash Rd (Part of Multi-Property)	SOLD
<p>Aldershot, GU12 4DD Hampshire County</p> <p>Sale Date: 15/08/2016 (462 days on mkt) Bldg Type: Industrial Sale Price: - Year Built/Age: Built 1975 Age: 41 Price/SF: - NIA: 2,150 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3711288 Sale Conditions: - Research Status:</p> <div style="text-align: right; border: 1px solid gray; padding: 5px; width: fit-content; margin-left: auto;">Image Coming Soon</div>		
2	Matterson House - 219-225 Ash Rd (Part of Multi-Property)	SOLD
<p>Aldershot, GU12 4DD Hampshire County</p> <p>Sale Date: 15/08/2016 (462 days on mkt) Bldg Type: Industrial Sale Price: - Year Built/Age: Built 1972 Age: 44 Price/SF: - NIA: 21,600 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3711288 Sale Conditions: - Research Status:</p> <div style="text-align: right;"></div>		
3	Unit 19 - Blackwater Way	SOLD
<p>Aldershot, GU12 4DN Hampshire County</p> <p>Sale Date: 20/07/2016 (315 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £300,000 Year Built/Age: Built 1991 Age: 25 Price/SF: £61.50 NIA: 4,878 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3684680 Sale Conditions: - Research Status:</p> <div style="text-align: right;"></div>		
4	Unit C3 - Southwood Business Park - Columbus Dr (Part of Multi-Property)	SOLD
<p>Farnborough, GU14 0NZ Hampshire County</p> <p>Sale Date: 01/07/2016 Bldg Type: Industrial Sale Price: - Year Built/Age: Built 2000 Age: 16 Price/SF: - NIA: 21,095 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3738913 Sale Conditions: - Research Status: Research Complete</p> <div style="text-align: right;"></div>		
5	36-40 Cove Rd	SOLD
<p>Farnborough, GU14 0EN Hampshire County</p> <p>Sale Date: 01/11/2015 (32 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £820,000 - Confirmed Year Built/Age: Built 1971 Age: 44 Price/SF: £109.85 NIA: 7,465 SF</p> <p>Reversionary Yield: - Net Initial Yield: 4.61% Comp ID: 3493099 Sale Conditions: - Research Status: Confirmed</p> <div style="text-align: right;"></div>		
6	Units 5 & 6 - Evolution, Unit 6 - Hawley Ln	SOLD
<p>Farnborough, GU14 8EH Hampshire County</p> <p>Sale Date: 01/06/2016 (294 days on mkt) Unit Type: 7,782 SF Industrial Unit Sale Price: - Year Built/Age: Built 2015 Price/SF: - NIA: 7,782 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3642017 Sale Conditions: - Research Status: Research Complete</p> <div style="text-align: right;"></div>		

Sales Comps - Industrial

7	Units 1-3 - Evolution Farnborough, Unit 1 - Hawley Ln	SOLD
<p>Farnborough, GU14 8EH Hampshire County</p> <p>Sale Date: 01/02/2016 (173 days on mkt) Unit Type: 4,177 SF Industrial Unit Sale Price: - Year Built/Age: Built 2015 Price/SF: - NIA: 4,177 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3642028 Sale Conditions: - Research Status: Research Complete</p>		
8	Units 5 & 6 - Evolution, Unit 5 - Hawley Ln	SOLD
<p>Farnborough, GU14 8EH Hampshire County</p> <p>Sale Date: 01/12/2015 (111 days on mkt) Unit Type: 7,782 SF Industrial Unit Sale Price: - Year Built/Age: Built 2015 Price/SF: - NIA: 7,782 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3586683 Sale Conditions: - Research Status: Research Complete</p>		
9	Units 1-8 - Hawley Lane Business Park, Unit 5 - Hawley Ln	SOLD
<p>Farnborough, GU14 8JE Hampshire County</p> <p>Sale Date: 06/11/2014 (1,135 days on mkt) Unit Type: 5,314 SF Industrial Unit Sale Price: - Year Built/Age: Built 1965 Renov 2011 Age: 48 Price/SF: - NIA: 5,314 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3719818 Sale Conditions: - Research Status:</p>		
10	Units 1-8 - Hawley Lane Business Park, Unit 4 - Hawley Ln (Part of Multi-Unit)	SOLD
<p>Farnborough, GU14 8JE Hampshire County</p> <p>Sale Date: 01/08/2015 (1,403 days on mkt) Unit Type: 5,393 SF Industrial Unit Sale Price: - Year Built/Age: Built 1965 Renov 2011 Age: 49 Price/SF: - NIA: 5,393 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3495986 Sale Conditions: - Research Status: Research Complete</p>		
11	Units 1-8 - Hawley Lane Business Park, Unit 3 - Hawley Ln (Part of Multi-Unit)	SOLD
<p>Farnborough, GU14 8JE Hampshire County</p> <p>Sale Date: 01/08/2015 (1,403 days on mkt) Unit Type: 5,381 SF Industrial Unit Sale Price: - Year Built/Age: Built 1965 Renov 2011 Age: 49 Price/SF: - NIA: 5,381 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3495986 Sale Conditions: - Research Status: Research Complete</p>		
12	Units 1-3 - Evolution Farnborough, Unit 3 - Hawley Ln (Part of Multi-Unit)	SOLD
<p>Farnborough, GU14 8EH Hampshire County</p> <p>Sale Date: 01/02/2016 (173 days on mkt) Unit Type: 3,294 SF Industrial Unit Sale Price: - Year Built/Age: Built 2015 Price/SF: - NIA: 3,294 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3593334 Sale Conditions: - Research Status: Research Complete</p>		

Sales Comps - Industrial

13	Units 1-3 - Evolution Farnborough, Unit 2 - Hawley Ln (Part of Multi-Unit)	SOLD
<p>Farnborough, GU14 8EH Hampshire County </p> <p>Sale Date: 01/02/2016 (173 days on mkt) Unit Type: 3,186 SF Industrial Unit Sale Price: - Year Built/Age: Built 2015 Price/SF: - NIA: 3,186 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3593334 Sale Conditions: - Research Status: Research Complete</p>		
14	Unit 4 - Evolution Farnborough - Hawley Ln	PENDING
<p>Farnborough, GU14 8EH Hampshire County </p> <p>Asking Price: - Sale Type: Owner/User Price/SF: - Bldg Type: IndustrialWarehouse Days on Market: 524 Bldg Status: Built 2015 Sale Status: Pending NIA: 18,837 SF</p> <p>Net Initial Yield: - Sale Conditions: -</p>		
15	Unit 2 - 106 Hawley Ln	SOLD
<p>Farnborough, GU14 8JE Hampshire County </p> <p>Sale Date: 20/12/2016 (792 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £1,100,000 - Confirmed Year Built/Age: Built 1976 Age: 40 Price/SF: £83.24 NIA: 13,215 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3803021 Sale Conditions: - Research Status: Confirmed</p>		
16	19 Holder Rd	SOLD
<p>Aldershot, GU12 4RH Hampshire County </p> <p>Sale Date: 10/06/2016 (630 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £275,000 - Confirmed Year Built/Age: Built 1980 Age: 36 Price/SF: £28.85 NIA: 9,533 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3630942 Sale Conditions: - Research Status: Confirmed</p>		
17	21A Invincible Rd (Part of Portfolio)	SOLD
<p>Farnborough, GU14 7QU Hampshire County </p> <p>Sale Date: 30/06/2015 (90 days on mkt) Bldg Type: IndustrialManufacturing Sale Price: - Year Built/Age: Built 1970 Age: 45 Price/SF: - NIA: 20,357 SF</p> <p>Reversionary Yield: - Net Initial Yield: 7.27% Comp ID: 3356875 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p>		
18	36 Invincible Rd	PENDING
<p>Farnborough, GU14 7QU Hampshire County </p> <p>Asking Price: £2,500,000 Sale Type: Investment Price/SF: £50.67 Bldg Type: IndustrialWarehouse Days on Market: 201 Bldg Status: Built 1971 Sale Status: Pending NIA: 49,341 SF</p> <p>Net Initial Yield: - Sale Conditions: Sale & Leaseback</p>		

Sales Comps - Industrial

19	Units 4-9 - Industrial Unit, Unit 4 - North Ln (Part of Multi-Unit)	SOLD
<p>Aldershot, GU12 4QP Hampshire County</p> <p>Sale Date: 22/10/2015 (365 days on mkt) Unit Type: 2,138 SF Industrial Unit Sale Price: - Year Built/Age: Built 1990 Age: 25 Price/SF: - NIA: 2,138 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3574167 Sale Conditions: - Research Status:</p>		
		
20	Units 4-9 - Industrial Unit, Unit 4 - North Ln (Part of Multi-Unit)	SOLD
<p>Aldershot, GU12 4QP Hampshire County</p> <p>Sale Date: 22/10/2015 (365 days on mkt) Unit Type: 1,102 SF Industrial Unit Sale Price: - Year Built/Age: Built 1990 Age: 25 Price/SF: - NIA: 1,102 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3574167 Sale Conditions: - Research Status:</p>		
		
21	Unit D1-D2 - Summit Ave	SOLD
<p>Farnborough, GU14 0NW Hampshire County</p> <p>Sale Date: 22/09/2014 (291 days on mkt) Bldg Type: Industrial Sale Price: - Year Built/Age: Built 2005 Age: 9 Price/SF: - NIA: 43,462 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3122549 Sale Conditions: - Research Status: Research Complete</p>		
		
22	Unit C1 - Summit Ave (Part of Portfolio)	SOLD
<p>Farnborough, GU14 0NY Hampshire County</p> <p>Sale Date: 01/04/2015 (59 days on mkt) Bldg Type: IndustrialManufacturing Sale Price: - Year Built/Age: Built 1985 Age: 30 Price/SF: - NIA: 32,666 SF</p> <p>Reversionary Yield: - Net Initial Yield: 6.19% Comp ID: 3358824 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete</p>		
		
23	C2 - Summit Centre - Summit Ave (Part of Multi-Property)	SOLD
<p>Farnborough, GU14 0NY Hampshire County</p> <p>Sale Date: 01/07/2016 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1990 Age: 26 Price/SF: - NIA: 20,024 SF</p> <p>Reversionary Yield: - Net Initial Yield: - Comp ID: 3738913 Sale Conditions: - Research Status: Research Complete</p>		
		

Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£2,500,000	£2,500,000	£2,500,000	£2,500,000	1
Sold Transactions	£275,000	£623,750	£560,000	£1,100,000	4
NIA					
For Sale & UC/Pending	18,837 SF	34,089 SF	34,089 SF	49,341 SF	2
Sold Transactions	1,102 SF	11,524 SF	7,465 SF	43,462 SF	21
Price per SF					
For Sale & UC/Pending	£50.67	£50.67	£50.67	£50.67	1
Sold Transactions	£28.85	£71.10	£72.37	£109.85	4
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	4.61%	4.61%	4.61%	4.61%	1
Days on Market					
For Sale & UC/Pending	201	362	362	524	2
Sold Transactions	32	459	315	1,403	19
Sale Price to Asking Price Ratio					
Sold Transactions	78.57%	98.60%	92.31%	131.20%	4
Totals					
For Sale & UC/Pending	Asking Price Total:	£2,500,000	Total For Sale Transactions:		2
Sold Transactions	Total Sales Volume:	£2,495,000	Total Sales Transactions:		21
	Total Included in Analysis:	£4,995,000	Total Included in Analysis:		23
Survey Criteria					
basic criteria: Type of Property - Industrial ; Sale Date - 01/01/2014 - 17/01/2017 ; Sale Status - Under Offer, Sold ; Return and Search on Portfolio Sales as Individual Properties - Yes					
geography criteria: Submarket - Rushmoor (Berkshire & North Hampshire)					

Property Summary Report

Aerospace Blvd - Aero Park 1-3

Farnborough, GU14 6UU - Rushmoor Submarket



LAND

Type: Commercial Land

Land AC: 8.52 AC

Land SF: 371,131 SF

SALE

Last Sale: Sold on 17 Dec 2010 for £5,000,000 (£586,854/AC - £13.47/SF)

TRANSPORTATION

Commuter Rail: 7 minute drive to North Camp Commuter Rail

Airport: 33 minute drive to London Heathrow Airport

PROPERTY CONTACTS

Freeholder: **Canmoor Developments Ltd**

Freeholder: **AXA Real Estate Investment Managers Ltd**

Prior Freeholder: **Terrace Hill**



Property Summary Report

Concorde Rd - Cody Technology Park
Farnborough, GU14 0LX - Rushmoor Submarket



LAND

Type: Industrial Land

Land AC: 0.41 AC

Land SF: 17,860 SF

TRANSPORTATION

Commuter Rail: 7 minute drive to Farnborough (main) Commuter Rail

Airport: 32 minute drive to London Heathrow Airport



Property Summary Report

4-8 Farnborough Rd

Farnborough, GU14 6AY - Rushmoor Submarket



LAND

Type: Commercial Land

Land AC: 0.14 AC

TRANSPORTATION

Commuter Rail: 4 minute drive to North Camp Commuter Rail

Airport: 31 minute drive to London Heathrow Airport



Property Summary Report

271-273 Farnborough Rd

Farnborough, GU14 7LY - Rushmoor Submarket



LAND

Type: Commercial Land

Land AC: 0.43 AC

TRANSPORTATION

Commuter Rail: 1 minute drive to Farnborough (main) Commuter Rail

Airport: 28 minute drive to London Heathrow Airport



Property Summary Report

Hawley Ln - Chancerygate Frimley

Farnborough, GU14 8EH - Rushmoor Submarket



LAND

Type: Commercial Land

Land AC: 3.60 AC

Land SF: 156,816 SF

USAGE

Proposed Use: Industrial

SALE

Last Sale: Sold on 14 Feb 2007 for £3,570,000 (£991,667/AC - £22.77/SF)

TRANSPORTATION

Commuter Rail: 3 minute drive to Frimley Commuter Rail

Airport: 26 minute drive to London Heathrow Airport

PROPERTY CONTACTS

Freeholder: **Chancerygate Developments Ltd**



Property Summary Report

102-120 North Ln - Yard (to The Rear Of)

Aldershot, GU12 4QT - Rushmoor Submarket



LAND

Type: Commercial Land

Land AC: 3.25 AC

Land SF: 141,570 SF

TRANSPORTATION

Commuter Rail: 6 minute drive to Aldershot Commuter Rail

Airport: 33 minute drive to London Heathrow Airport



Property Summary Report

Windmill Rd - Vacant Land

Aldershot, GU12 4NJ - Rushmoor Submarket



LAND

Type: Commercial Land

Land AC: 0.10 AC

Land SF: 4,356 SF

SALE

Last Sale: Sold on 3 Jan 2014 for £240,000 (£2,400,000/AC - £55.10/SF)

TRANSPORTATION

Commuter Rail: 3 minute drive to Aldershot Commuter Rail

Airport: 34 minute drive to London Heathrow Airport

PROPERTY CONTACTS

Freeholder: **Ian Hockley**



Rushmoor Borough Council - Appendix I - Viability Assessment - Residential Assumptions (General) Overview Sheet

February 2016 Assumptions (Stage 1 Work)

Unit Sizes (sq. m)*	Affordable	Private
1-bed flat	50	50
2-bed flat	70	70
2-bed house	79	85
3-bed house	93	100
4-bed house	112	130

*Retirement/sheltered 1-beds @ 55 sq. m
 *Retirement/sheltered 2-beds @ 75 sq. m
 *only applicable to 1 unit scheme

October 2016 Assumptions (Nationally Described Space Standards)

Unit Sizes (sq. m)*	Affordable	Private (market)
1-bed flat	50	50
2-bed flat	70	70
2-bed house	79	79
3-bed house	93	100
4-bed house	112	130

*Retirement/sheltered 1-beds @ 55 sq. m
 *Retirement/sheltered 2-beds @ 75 sq. m
 *only applicable to 1 unit scheme

Dwelling mix principles (based on Hart, Rushmoor and Surrey Heath SHMA 2016)

Market Housing 7% 1-beds, 28% 2-beds, 44% 3-beds, 21% 4-beds
 Affordable Housing 30% 1-beds, 30-40% 2-beds, 30% 3-beds+ (of which 10% sought as 4-beds)
 Note: All subject to 'best fit scenario'.

October 2016 Affordable Housing Revenue Assumptions

Unit	Farnborough	Aldershot
1BF	£142.00	£120.00
2BF	£185.00	£168.00
2BH	£185.00	£168.00
3BH	£210.00	£203.00
4BH	£324.00	£299.00

Unit	Market Size	Farnborough		Aldershot	
		Average AH Transfer Price	AH Transfer Price less 10%	Average AH Transfer Price (LHA Cap)	AH Transfer Price less 10%
1BF	50	£103,425	£94,023	£87,402	£79,456
2BF	70	£134,744	£122,495	£122,362	£111,238
2BH	79	£134,744	£122,495	£122,362	£111,238
3BH	100	£152,953	£139,048	£147,854	£134,413
4BH	130	£235,984	£214,531	£217,775	£197,977

Shared Ownership Value: Average of 60% of market value

Development / Policy Costs	RBC Feb-16	RBC Oct-16 (Updated)	Notes / variances
RESIDENTIAL BUILDING, MARKETING & S106 COSTS			
Build Costs Mixed Developments - generally (£/sq. m) ¹	£1,188	£1,348	
Build Costs Estate Housing - generally (£/sq. m)	£1,318	£1,490	5 and 10 units scenarios only. Increased by 14% from updated base figures - adjustment based on BCIS FSB report.
Build Costs Estate Housing - generally (£/sq. m)	£1,156	£1,307	11+ units
Build Costs Flats - generally (£/sq. m)	£1,306	£1,536	
Build Costs Flats - generally (£/sq. m)	£1,241	£1,462	5 unit scenarios only. Reduced by -5% from updated base figures - adjustment based on BCIS FSB report.
Build Costs (Sheltered Housing - Generally) (£/sq.m) ¹	£1,417	£1,612	
Build Costs Houses (One-off housing - <=3 units) (£/sq. m) ¹	£1,698	£2,198	1 unit scenarios only. Increased by 14% from updated base figures - adjustment based on BCIS FSB report.
Contingencies (% of build cost)	5%	5%	
Professional & Other Fees (% of build cost)	10%	10%	
Sustainable Design / Construction Standards - zero carbon compliance - extra-over costs to BCIS (£/sq. m) ²	£65/sq. m (Houses) £43/sq. m (Flats)	2.00%	Latest available data suggests allowances in the range of 1% to 1.5% to meet Building Regulations; an ave. of circa £1,932/dwelling.
SANG Mitigation (£ per unit)	Variable - range from £3640 to £7410 per dwelling	£3,334 per person Variable - range from £4,667.60 to £12,335.80 per dwelling	1 Bed @ £4,667.60 / 2 Beds @ £6,167.90 / 3 Beds @ £8,335 / 4 Beds @ £9,501.90 per dwelling Based on latest figures provided as at March 2017
SAMM Contribution (£ /unit)	Variable - range from £399 - £1,052 per dwelling	Variable - range from £399 - £1,052 per dwelling	1 Bed @ £399 / 2 Beds @ £526 / 3 Beds @ £711 / 4 Beds @ £807 per dwelling
Potential SCC value uplift charge	n/a	See report text	
Building Regs M4 (2) Compliance (£ per unit) ³	£1,646 (Flats) £2,447 (Houses)	£1,646 (Flats) £2,447 (Houses)	Sensitivity testing carried out at 10%, 20%, 30%, 50%, 70% and 100%
Building Regs M4 (3) Compliance (£ per unit) ³	£15,691 (Flats) £26,816 (Houses)	£15,691 (Flats) £26,816 (Houses)	Sensitivity testing carried out at 5%, 10% and 20% includes combination testing with both M4(2) and M4(3) as above (not exceeding 100%).
Reduced Water usage	110 litres per person per day	110 litres per person per day	Based on the Housing/technical Standards Review - optional increased standard included within Building Reg.s
RBC potential CIL - trial rates testing	at £20 /sq. m intervals	at £20 /sq. m intervals	Trialled up to £200/sq. m (Continued DSP judgement from experience and previous stage - interim findings - results review)
Residual s.106 /non-CIL costs (£ per unit) - small scale PDL sites	£3,000	£3,000	
Marketing & Sales Costs (%of GDV)	3%	3%	
Legal Fees on sale (£ per unit)	£750	£750	
DEVELOPER'S RETURN FOR RISK AND PROFIT			
Open Market Housing Profit (% of GDV)	20%	20%	
Affordable Housing Profit (% of GDV)	6%	6%	
FINANCE & ACQUISITION COSTS			
Arrangement Fees - (% of loan)	2.0%	2.0%	
Agents Fees (% of site value)	1.50%	1.50%	
Legal Fees (% of site value)	0.75%	0.75%	
Stamp Duty Land Tax (% of site value)	0% to 5%	0% to 5%	HMRC scale
Finance Rate - Build (%)	6.5%	6.0%	
Finance Rate - Land (%)	6.5%	6.0%	

Notes:

¹ Build cost taken as "Median" figure from BCIS for that build type - e.g. flats ; houses storey heights etc. and then rounded. Median figure gives a better figure than the Mean as it is not so influenced by rogue figures that can distort the mean on small sample sizes. The BCIS figure for Rushmoor has been used. Includes allowance for uplift to build costs based on BCIS / FSB (Federation of Small Business) research for sites of 10 or fewer dwellings. External / site works costs added separately - 10% of base build costs plus £4,500 per unit notional allowance.

² The above costs are based on the DCLG Housing Standards Review Impact Assessment costings assuming equivalent CF5H L4 energy costs only base. Appraisals assume cost uplift in line with figures above assuming average cost uplift from each unit type (£1,932 per unit average, equating to the 2% assumed above).

Rushmoor Borough Council - Appendix I - Viability Assessment - Farnborough Residential Assumptions

Scenario type Appraised	Site type	Density (dph)	Land Area (Ha)	Overall Dwelling Mix (BF = Bed Flat; BH = Bed House) based on 35% AH	Percentage Affordable Housing & Tenure Mix		Percentage Affordable Housing & Tenure Mix		Percentage Affordable Housing & Tenure Mix		Percentage Affordable Housing & Tenure Mix		Build Period (Months)	
					0% Affordable Housing*	20% Affordable Housing*	30% Affordable Housing*	35% Affordable Housing*	40% Affordable Housing*					
					Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)		
1 House	PDL	30	0.038	1 x 4BH	1 x 4BH	n/a	n/a	n/a	n/a	n/a	n/a	n/a	6	
5 Houses	PDL	40	0.14	1 x 2BH, 3 x 3BH, 1 x 4BH	1 x 2BH, 3 x 3BH, 1 x 4BH	1 x 2BH, 3 x 3BH, 1 x 4BH	Financial Contribution 20% Equivalent	1 x 2BH, 3 x 3BH, 1 x 4BH	Financial Contribution 30% Equivalent	n/a	n/a	n/a	6	
5 Flats	PDL	75	0.08	2 x 1BF, 3 x 2BF	2 x 1BF, 3 x 2BF	2 x 1BF, 3 x 2BF	Financial Contribution 20% Equivalent	2 x 1BF, 3 x 2BF	Financial Contribution 30% Equivalent	n/a	n/a	n/a	6	
10 Houses	PDL	40	0.29	2 x 2BH, 5 x 3BH, 3 x 4BH	2 x 2BH, 5 x 3BH, 3 x 4BH	2 x 2BH, 5 x 3BH, 3 x 4BH	Financial Contribution 20% Equivalent	2 x 2BH, 5 x 3BH, 3 x 4BH	Financial Contribution 30% Equivalent	n/a	n/a	n/a	6	
11 Houses	PDL	40	0.32	4 x 2BH, 4 x 3BH, 3 x 4BH	2 x 2BH, 6 x 3BH, 3 x 4BH	3 x 2BH, 4 x 3BH, 2 x 4BH	1 x 3BH AR; 1 x 2BH SO	3 x 2BH, 3 x 3BH, 2 x 4BH	1 x 3BH, 1 x 4BH AR; 1 x 2BH SO	n/a Same as 40% AH**	2 x 2BH, 3 x 3BH, 2 x 4BH	1 x 2BH, 1 x 3BH, 1 x 4BH AR; 1 x 2BH SO	9	
15 Houses	PDL	40	0.43	7 x 2BH, 5 x 3BH, 3 x 4BH	5 x 2BH, 7 x 3BH, 3 x 4BH	4 x 2BH, 5 x 3BH, 3 x 4BH	1 x 2BH, 1 x 3BH AR; 1 x 2BH SO	4 x 2BH, 4 x 3BH, 2 x 4BH	2 x 2BH, 1 x 3BH, 1 x 4BH AR; 1 x 2BH SO	n/a Same as 40% AH**	3 x 2BH, 4 x 3BH, 2 x 4BH	2 x 2BH, 1 x 3BH, 1 x 4BH AR; 2 x 2BH SO	9	
15 Flats	PDL	75	0.23	8 x 1BF, 7 x 2BF	7 x 1BF, 8 x 2BF	6 x 1BF, 6 x 2BF	1 x 1BF, 1 x 2BF AR; 1 x 1BF SO	5 x 1BF, 5 x 2BF	2 x 1BF, 2 x 2BF AR; 1 x 1BF SO	n/a Same as 40% AH**	4 x 1BF, 5 x 2BF	2 x 1BF, 2 x 2BF AR; 1 x 1BF SO	9	
25 Houses	PDL	40	0.72	8 x 2BH, 11 x 3BH, 6 x 4BH	7 x 2BH, 12 x 3BH, 6 x 4BH	4 x 2BH, 10 x 3BH, 6 x 4BH	1 x 2BH, 1 x 3BH, 1 x 4BH AR; 2 x 2BH SO	3 x 2BH, 9 x 3BH, 5 x 4BH	2 x 2BH, 3 x 3BH, 1 x 4BH AR; 2 x 2BH SO	3 x 2BH, 8 x 3BH, 5 x 4BH	2 x 2BH, 3 x 3BH, 1 x 4BH AR; 3 x 2BH SO	3 x 2BH, 7 x 3BH, 5 x 4BH	2 x 2BH, 4 x 3BH, 1 x 4BH AR; 3 x 2BH SO	12
25 Flats	PDL	75	0.38	12 x 1BF, 13 x 2BF	10 x 1BF, 15 x 2BF	9 x 1BF, 11 x 2BF	2 x 1BF, 1 x 2BF AR; 1 x 1BF SO	8 x 1BF, 9 x 2BF	3 x 1BF, 3 x 2BF AR; 1 x 1BF SO	7 x 1BF, 9 x 2BF	4 x 1BF, 3 x 2BF AR; 1 x 1BF SO	7 x 1BF, 8 x 2BF	4 x 1BF, 3 x 2BF AR; 2 x 1BF, 1 x 2BF SO	12
30 Flats (Sheltered)	PDL	125	0.28	22 x 1BF, 8 x 2BF	22 x 1BF, 8 x 2BF	18 x 1BF, 6 x 2BF	2 x 1BF, 2 x 2BF AR; 1 x 1BF SO	16 x 1BF, 5 x 2BF	5 x 1BF, 1 x 2BF AR; 2 x 1BF SO	14 x 1BF, 5 x 2BF	5 x 1BF, 2 x 2BF AR; 3 x 1BF SO	14 x 1BF, 4 x 2BF	6 x 1BF, 2 x 2BF AR; 3 x 1BF, 1 x 2BF SO	18
50 Mixed	PDL	50	1.15	8 x 1BF, 7 x 2BF, 9 x 2BH, 18 x 3BH, 8 x 4BH	4 x 1BF, 7 x 2BF, 7 x 2BH, 22 x 3BH, 10 x 4BH	3 x 1BF, 5 x 2BF, 6 x 2BH, 18 x 3BH, 8 x 4BH	2 x 1BF, 1 x 2BF, 1 x 2BH, 2 x 3BH, 1 x 4BH AR; 1 x 1BF, 1 x 2BF, 1 x 2BH SO	2 x 1BF, 5 x 2BF, 5 x 2BH, 16 x 3BH, 7 x 4BH	3 x 1BF, 2 x 2BF, 2 x 2BH, 3 x 3BH, 1 x 4BH AR; 2 x 1BF, 1 x 2BF, 1 x 2BH SO	2 x 1BF, 4 x 2BF, 5 x 2BH, 14 x 3BH, 7 x 4BH	4 x 1BF, 2 x 2BF, 2 x 2BH, 4 x 3BH, 1 x 4BH AR; 2 x 1BF, 2 x 2BF, 2 x 2BH SO	2 x 1BF, 4 x 2BF, 4 x 2BH, 14 x 3BH, 6 x 4BH	4 x 1BF, 2 x 2BF, 3 x 2BH, 4 x 3BH, 1 x 4BH AR; 2 x 1BF, 2 x 2BF, 2 x 2BH SO	18
50 Mixed 20% Starter Homes Sensitivity Test	PDL	50	1.15	8 x 1BF, 8 x 2BF, 9 x 2BH, 17 x 3BH, 8 x 4BH	n/a	2 x 1BF, 4 x 2BF, 9 x 2BH, 17 x 3BH, 8 x 4BH	6 x 1BF, 4 x 2BF SH	2 x 1BF, 4 x 2BF, 7 x 2BH, 15 x 3BH, 7 x 4BH	6 x 1BF, 4 x 2BF SH 1 x 2BH, 2 x 3BH, 1 x 4BH AR; 1 x 2BH SO	2 x 1BF, 4 x 2BF, 5 x 2BH, 14 x 3BH, 7 x 4BH	6 x 1BF, 4 x 2BF SH 2 x 2BH, 3 x 3BH, 1 x 4BH AR; 2 x 2BH SO	2 x 1BF, 4 x 2BF, 4 x 2BH, 13 x 3BH, 7 x 4BH	6 x 1BF, 4 x 2BF SH 2 x 2BH, 4 x 3BH, 1 x 4BH AR; 1 x 2BH SO	18
50 Flats	PDL	100	0.58	25 x 1BF, 25 x 2BF	20 x 1BF, 30 x 2BF	18 x 1BF, 22 x 2BF	4 x 1BF, 3 x 2BF AR; 2 x 1BF, 1 x 2BF SO	16 x 1BF, 19 x 2BF	6 x 1BF, 5 x 2BF AR; 2 x 1BF, 2 x 2BF SO	15 x 1BF, 17 x 2BF	7 x 1BF, 6 x 2BF AR; 3 x 1BF, 2 x 2BF SO	14 x 1BF, 16 x 2BF	8 x 1BF, 6 x 2BF AR; 3 x 1BF, 3 x 2BF SO	18
100 Mixed	PDL	50	2.30	16 x 1BF, 14 x 2BF, 16 x 2BH, 37 x 3BH, 17 x 4BH	7 x 1BF, 14 x 2BF, 14 x 2BH, 44 x 3BH, 21 x 4BH	6 x 1BF, 11 x 2BF, 11 x 2BH, 35 x 3BH, 17 x 4BH	4 x 1BF, 2 x 2BF, 3 x 2BH, 4 x 3BH, 1 x 4BH AR; 2 x 1BF, 2 x 2BF, 2 x 2BH SO	5 x 1BF, 9 x 2BF, 10 x 2BH, 31 x 3BH, 15 x 4BH	6 x 1BF, 3 x 2BF, 4 x 2BH, 6 x 3BH, 2 x 4BH AR; 4 x 1BF, 2 x 2BF, 3 x 2BH SO	5 x 1BF, 8 x 2BF, 9 x 2BH, 29 x 3BH, 14 x 4BH	7 x 1BF, 3 x 2BF, 4 x 2BH, 8 x 3BH, 3 x 4BH AR; 4 x 1BF, 3 x 2BF, 3 x 2BH SO	4 x 1BF, 8 x 2BF, 9 x 2BH, 26 x 3BH, 13 x 4BH	8 x 1BF, 4 x 2BF, 5 x 2BH, 8 x 3BH, 3 x 4BH AR; 5 x 1BF, 3 x 2BF, 4 x 2BH SO	24
250 Flats	PDL	100	2.88	125 x 1BF, 125 x 2BF	98 x 1BF, 152 x 2BF	92 x 1BF, 108 x 2BF	20 x 1BF, 15 x 2BF AR; 6 x 1BF, 9 x 2BF SO	80 x 1BF, 95 x 2BF	30 x 1BF, 25 x 2BF AR; 10 x 1BF, 10 x 2BF SO	75 x 1BF, 85 x 2BF	35 x 1BF, 30 x 2BF AR; 15 x 1BF, 10 x 2BF SO	70 x 1BF, 80 x 2BF	40 x 1BF, 30 x 2BF AR; 15 x 1BF, 15 x 2BF SO	48
250 Mixed	PDL	50	6.50	39 x 1BF, 35 x 2BF, 40 x 2BH, 93 x 3BH, 43 x 4BH	18 x 1BF, 35 x 2BF, 35 x 2BH, 110 x 3BH, 52 x 4BH	14 x 1BF, 28 x 2BF, 28 x 2BH, 88 x 3BH, 42 x 4BH	10 x 1BF, 5 x 2BF, 6 x 2BH, 10 x 3BH, 4 x 4BH AR; 6 x 1BF, 4 x 2BF, 5 x 2BH SO	12 x 1BF, 23 x 2BF, 25 x 2BH, 78 x 3BH, 37 x 4BH	15 x 1BF, 8 x 2BF, 10 x 2BH, 15 x 3BH, 5 x 4BH AR; 10 x 1BF, 5 x 2BF, 7 x 2BH SO	12 x 1BF, 20 x 2BF, 22 x 2BH, 73 x 3BH, 35 x 4BH	17 x 1BF, 7 x 2BF, 10 x 2BH, 20 x 3BH, 8 x 4BH AR; 10 x 1BF, 8 x 2BF, 8 x 2BH SO	10 x 1BF, 20 x 2BF, 23 x 2BH, 65 x 3BH, 32 x 4BH	20 x 1BF, 10 x 2BF, 13 x 2BH, 20 x 3BH, 7 x 4BH AR; 12 x 1BF, 8 x 2BF, 10 x 2BH SO	48

Note: Land Area - 15% added non-developable area on sites 1-250 units
 *Fully applied policy position. Actual percentage will vary due to numbers rounding.
 **Due to the effects of numbers rounding and the limited flexibility within small scheme numbers a "best fit" of affordable housing numbers and tenure assumptions has to be made, therefore in this case 35% AH represents the same yield of units as 40% AH.
 *** Assumes multiple developers

Mixed-use Scenario 1 (testing to added after initial appraisals)

Scenario type Appraised	Site type	Density	Land Area	Approximate Person Count	Open Space Requirement (ha) based on Open Space, Sport & Recreation Study (December 2014)	Open Space Requirement (ha) based on Open Space, Sport & Recreation Study (December 2014)	0% on-site Affordable Housing*		20% Affordable Housing*		30% Affordable Housing*		35% Affordable Housing*		40% Affordable Housing*		Build Period (Months)**
							Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)			
Residential Element: 250 Flats (mix of 1 & 2-beds at ave. 60 sq. m each)	PDL (central)	200	1.47	418.4	1.196624	1.79	98 x 1BF, 152 x 2BF	92 x 1BF, 108 x 2BF	20 x 1BF, 15 x 2BF AR; 6 x 1BF, 9 x 2BF SO	80 x 1BF, 95 x 2BF	30 x 1BF, 25 x 2BF AR; 10 x 1BF, 10 x 2BF SO	75 x 1BF, 85 x 2BF	35 x 1BF, 30 x 2BF AR; 15 x 1BF, 10 x 2BF SO	70 x 1BF, 80 x 2BF	40 x 1BF, 30 x 2BF AR; 15 x 1BF, 15 x 2BF SO	48	
Commercial Element: 1,500sq. m. GF A use Retail / Food & Drink																	

*Fully applied policy position. Actual percentage will vary due to policy requirement.
 ** Assumes multiple developers

Unit Sizes (sq. m)*	Affordable	Private
2-bed house	79	79
3-bed house	93	100
4-bed house	112	130

June 2015 Research - Value Assumptions

Dwelling type & Value Average	Farnborough Range		
	VL1	VL2	VL3
Houses	£3,250	£3,500	£3,750
Flats	£3,500	£3,750	£4,000

October 2016 Research - Value Assumptions - updated by LR approx. 15%

Dwelling type & Value Average	Farnborough Range		
	VL1	VL2	VL3
Houses	£3,750	£4,000	£4,300
Flats	£4,000	£4,300	£4,600

*actual figures rounded to nearest £50

Notes:
 1 Sheltered Housing appraisals tested at VL1 £4,500, VL2 £4,750 and VL3 £5,000/m² based on comparable values research in 2015. 2016 Sheltered Housing - VL1 £5,000, VL2 £5,500 and VL3 £6,000 based on updated new build research carried out in December 2016.

DSP 2017

Rushmoor Borough Council - Appendix I - Viability Assessment - Aldershot Residential Assumptions

Scenario type Appraised	Site type	Density (dph)	Land Area (Ha)	Approximate Person Count	Open Space Requirement (ha) based on Open Space, Sport & Recreation Study (December 2014)	Percentage Affordable Housing & Tenure Mix	Percentage Affordable Housing & Tenure Mix		Percentage Affordable Housing & Tenure Mix		Percentage Affordable Housing & Tenure Mix		Percentage Affordable Housing & Tenure Mix		Build Period (Months)
						0% Affordable Housing*	20% Affordable Housing*		30% Affordable Housing*		35% Affordable Housing*		40% Affordable Housing*		
						Private Mix	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	
1 House	PDL	30	0.041	2.85	0.008	1 x 4BH	n/a	n/a	n/a	n/a	n/a	n/a	n/a	6	
5 Houses	PDL	40	0.16	12.20	0.03	1 x 2BH, 3 x 3BH, 1 x 4BH	1 x 2BH, 3 x 3BH, 1 x 4BH	Financial Contribution 20% Equivalent	1 x 2BH, 3 x 3BH, 1 x 4BH	Financial Contribution 30% Equivalent	n/a	n/a	n/a	n/a	6
5 Flats	PDL	75	0.09	8.35	0.02	2 x 1BF, 3 x 2BF	2 x 1BF, 3 x 2BF	Financial Contribution 20% Equivalent	2 x 1BF, 3 x 2BF	Financial Contribution 30% Equivalent	n/a	n/a	n/a	n/a	6
10 Houses	PDL	40	0.32	24.75	0.07	2 x 2BH, 5 x 3BH, 3 x 4BH	2 x 2BH, 5 x 3BH, 3 x 4BH	Financial Contribution 20% Equivalent	2 x 2BH, 5 x 3BH, 3 x 4BH	Financial Contribution 30% Equivalent	n/a	n/a	n/a	n/a	6
11 Houses	PDL	40	0.35	27.25	0.08	2 x 2BH, 6 x 3BH, 3 x 4BH	3 x 2BH, 4 x 3BH, 2 x 4BH	1 x 3BH AR; 1 x 2BH SO	3 x 2BH, 3 x 3BH, 2 x 4BH	1 x 3BH, 1 x 4BH AR; 1 x 2BH SO	n/a	n/a	2 x 2BH, 3 x 3BH, 2 x 4BH	1 x 2BH, 1 x 3BH, 1 x 4BH AR; 1 x 2BH SO	9
15 Houses	PDL	40	0.48	35.30	0.10	5 x 2BH, 7 x 3BH, 3 x 4BH	4 x 2BH, 5 x 3BH, 3 x 4BH	1 x 2BH, 1 x 3BH AR; 1 x 2BH SO	4 x 2BH, 4 x 3BH, 2 x 4BH	2 x 2BH, 1 x 3BH, 1 x 4BH AR; 1 x 2BH SO	n/a	n/a	3 x 2BH, 4 x 3BH, 2 x 4BH	2 x 2BH, 1 x 3BH, 1 x 4BH AR; 2 x 2BH SO	9
15 Flats	PDL	75	0.27	24.60	0.07	7 x 1BF, 8 x 2BF	6 x 1BF, 6 x 2BF	1 x 1BF, 1 x 2BF AR; 1 x 1BF SO	5 x 1BF, 5 x 2BF	2 x 1BF, 2 x 2BF AR; 1 x 1BF SO	n/a	n/a	4 x 1BF, 5 x 2BF	2 x 1BF, 2 x 2BF AR; 1 x 1BF SO	9
25 Houses	PDL	40	0.80	60.50	0.17	7 x 2BH, 12 x 3BH, 6 x 4BH	4 x 2BH, 10 x 3BH, 6 x 4BH	1 x 2BH, 1 x 3BH, 1 x 4BH AR; 2 x 2BH SO	3 x 2BH, 9 x 3BH, 5 x 4BH	2 x 2BH, 3 x 3BH, 1 x 4BH AR; 2 x 2BH SO	3 x 2BH, 8 x 3BH, 5 x 4BH	2 x 2BH, 3 x 3BH, 1 x 4BH AR; 3 x 2BH SO	3 x 2BH, 7 x 3BH, 5 x 4BH	2 x 2BH, 4 x 3BH, 1 x 4BH AR; 3 x 2BH SO	12
25 Flats	PDL	75	0.45	41.75	0.12	10 x 1BF, 15 x 2BF	9 x 1BF, 11 x 2BF	2 x 1BF, 1 x 2BF AR; 1 x 1BF SO	8 x 1BF, 9 x 2BF	3 x 1BF, 3 x 2BF AR; 1 x 1BF SO	7 x 1BF, 9 x 2BF	4 x 1BF, 3 x 2BF AR; 1 x 1BF SO	7 x 1BF, 8 x 2BF	4 x 1BF, 3 x 2BF AR; 2 x 1BF SO	12
30 Flats (Sheltered)	PDL	125	0.37	45.60	0.13	22 x 1BF, 8 x 2BF	18 x 1BF, 6 x 2BF	2 x 1BF, 2 x 2BF AR; 1 x 1BF SO	16 x 1BF, 5 x 2BF	5 x 1BF, 2 x 2BF AR; 2 x 1BF SO	14 x 1BF, 5 x 2BF	5 x 1BF, 2 x 2BF AR; 3 x 1BF SO	14 x 1BF, 4 x 2BF	6 x 1BF, 2 x 2BF AR; 3 x 1BF SO	18
50 Mixed	PDL	50	1.33	115.00	0.33	4 x 1BF, 7 x 2BF, 7 x 2BH, 22 x 3BH, 10 x 4BH	3 x 1BF, 5 x 2BF, 6 x 2BH, 18 x 3BH, 8 x 4BH	2 x 1BF, 1 x 2BF, 1 x 2BH, 2 x 3BH, 1 x 4BH AR; 1 x 1BF, 1 x 2BF, 1 x 2BH SO	2 x 1BF, 5 x 2BF, 5 x 2BH, 16 x 3BH, 7 x 4BH	3 x 1BF, 2 x 2BF, 2 x 2BH, 3 x 3BH, 1 x 4BH AR; 2 x 1BF, 1 x 2BF, 1 x 2BH SO	2 x 1BF, 4 x 2BF, 5 x 2BH, 14 x 3BH, 7 x 4BH	2 x 1BF, 4 x 2BF, 5 x 2BH, 14 x 3BH, 7 x 4BH	4 x 1BF, 2 x 2BF, 2 x 2BH, 4 x 3BH, 1 x 4BH AR; 2 x 1BF, 1 x 2BF, 2 x 2BH SO	4 x 1BF, 2 x 2BF, 3 x 2BH, 4 x 3BH, 1 x 4BH AR; 2 x 1BF, 2 x 2BF, 2 x 2BH SO	18
50 Mixed 20% Starter Homes Sensitivity Test	PDL	50	1.33	115.00	0.33	n/a	2 x 1BF, 4 x 2BF, 9 x 2BH, 17 x 3BH, 8 x 4BH	6 x 1BF, 4 x 2BF SH	2 x 1BF, 4 x 2BF, 7 x 2BH, 15 x 3BH, 7 x 4BH	6 x 1BF, 4 x 2BF SH, 1 x 2BH, 2 x 3BH, 1 x 4BH AR; 1 x 2BH SO	2 x 1BF, 4 x 2BF, 5 x 2BH, 14 x 3BH, 7 x 4BH	6 x 1BF, 4 x 2BF SH, 2 x 2BH, 3 x 3BH, 1 x 4BH AR; 2 x 2BH SO	2 x 1BF, 4 x 2BF, 4 x 2BH, 13 x 3BH, 7 x 4BH	6 x 1BF, 4 x 2BF SH, 2 x 2BH, 4 x 3BH, 1 x 4BH AR; 3 x 2BH SO	18
50 Flats	PDL	100	0.74	83.50	0.24	20 x 1BF, 30 x 2BF	18 x 1BF, 22 x 2BF	4 x 1BF, 3 x 2BF AR; 2 x 1BF, 1 x 2BF SO	16 x 1BF, 19 x 2BF	6 x 1BF, 5 x 2BF AR; 2 x 1BF, 2 x 2BF SO	15 x 1BF, 17 x 2BF	7 x 1BF, 6 x 2BF AR; 3 x 1BF, 2 x 2BF SO	14 x 1BF, 16 x 2BF	8 x 1BF, 6 x 2BF AR; 3 x 1BF, 3 x 2BF SO	18
100 Mixed	PDL	50	0.68	231.45	0.66	7 x 1BF, 14 x 2BF, 14 x 2BH, 44 x 3BH, 21 x 4BH	6 x 1BF, 11 x 2BF, 11 x 2BH, 35 x 3BH, 17 x 4BH	4 x 1BF, 2 x 2BF, 3 x 2BH, 4 x 3BH, 1 x 4BH AR; 2 x 1BF, 2 x 2BF, 2 x 2BH SO	5 x 1BF, 9 x 2BF, 10 x 2BH, 31 x 3BH, 15 x 4BH	6 x 1BF, 3 x 2BF, 4 x 2BH, 6 x 3BH, 2 x 4BH AR; 2 x 1BF, 2 x 2BF, 3 x 2BH SO	5 x 1BF, 8 x 2BF, 9 x 2BH, 29 x 3BH, 14 x 4BH	7 x 1BF, 3 x 2BF, 4 x 2BH, 8 x 3BH, 3 x 4BH AR; 4 x 1BF, 3 x 2BF, 3 x 2BH SO	4 x 1BF, 8 x 2BF, 9 x 2BH, 26 x 3BH, 13 x 4BH	8 x 1BF, 4 x 2BF, 5 x 2BH, 8 x 3BH, 3 x 4BH AR; 5 x 1BF, 3 x 2BF, 4 x 2BH SO	24
250 Flats	PDL	50	6.65	577.9	1.65	98 x 1BF, 152 x 2BF	92 x 1BF, 108 x 2BF	20 x 1BF, 15 x 2BF AR; 6 x 1BF, 9 x 2BF SO	80 x 1BF, 95 x 2BF	30 x 1BF, 25 x 2BF AR; 10 x 1BF, 10 x 2BF SO	75 x 1BF, 85 x 2BF	35 x 1BF, 30 x 2BF AR; 15 x 1BF, 10 x 2BF SO	70 x 1BF, 80 x 2BF	40 x 1BF, 30 x 2BF AR; 15 x 1BF, 15 x 2BF SO	48
250 Mixed	PDL	100	2.20	418.40	1.20	7 x 1BF, 14 x 2BF, 14 x 2BH, 44 x 3BH, 21 x 4BH	6 x 1BF, 11 x 2BF, 11 x 2BH, 35 x 3BH, 17 x 4BH	4 x 1BF, 2 x 2BF, 3 x 2BH, 4 x 3BH, 1 x 4BH AR; 2 x 1BF, 2 x 2BF, 2 x 2BH SO	5 x 1BF, 9 x 2BF, 10 x 2BH, 31 x 3BH, 15 x 4BH	6 x 1BF, 3 x 2BF, 4 x 2BH, 6 x 3BH, 2 x 4BH AR; 4 x 1BF, 2 x 2BF, 3 x 2BH SO	5 x 1BF, 8 x 2BF, 9 x 2BH, 29 x 3BH, 14 x 4BH	7 x 1BF, 3 x 2BF, 4 x 2BH, 8 x 3BH, 3 x 4BH AR; 4 x 1BF, 3 x 2BF, 3 x 2BH SO	4 x 1BF, 8 x 2BF, 9 x 2BH, 26 x 3BH, 13 x 4BH	8 x 1BF, 4 x 2BF, 5 x 2BH, 8 x 3BH, 3 x 4BH AR; 5 x 1BF, 3 x 2BF, 4 x 2BH SO	24

Note: Land Area - 15% added non-developable area on sites 1-250 units

*Fully applied policy position. Actual percentage will vary due to numbers rounding.

**Due to the effects of numbers rounding and the limited flexibility within small scheme numbers a "best fit" of affordable housing numbers and tenure assumptions has to be made, therefore in this case 35% AH represents the same yield of units as 40% AH.

*** Assumes multiple developers

Mixed-use Scenario 1 (testing to added after initial appraisals)

Scenario type Appraised	Site type	Density	Land Area	Approximate Person Count	Open Space Requirement (ha) based on Open Space, Sport & Recreation Study (December 2014)	0% on-site Affordable Housing*	20% Affordable Housing*		30% Affordable Housing*		35% Affordable Housing*		40% Affordable Housing*		Build Period (Months)**
						Private Mix	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	Private Mix	Affordable Mix: Tenure Split 70% Rent; 30% Intermediate (shared ownership)	
Residential Element: 250 Flats (mix of 1 & 2-beds at ave. 60 sq. m each)	PDL (central)	200	1.47	418.40	1.196624	98 x 1BF, 152 x 2BF	92 x 1BF, 108 x 2BF	20 x 1BF, 15 x 2BF AR; 6 x 1BF, 9 x 2BF SO	80 x 1BF, 95 x 2BF	30 x 1BF, 25 x 2BF AR; 10 x 1BF, 10 x 2BF SO	75 x 1BF, 85 x 2BF	35 x 1BF, 30 x 2BF AR; 15 x 1BF, 10 x 2BF SO	70 x 1BF, 80 x 2BF	40 x 1BF, 30 x 2BF AR; 15 x 1BF, 15 x 2BF SO	48
Commercial Element: 1,500sq. m. GF A use Retail / Food & Drink		Annual Rent of £215/m ² Build Cost - £1,076/m ² Plus 10% external works Yield @ 6% Basement car park cost (sensitivity test) - £25,000 per space Note: Sensitivity tested at VL2 with 35% AH only													

*Fully applied policy position. Actual percentage will vary due to policy requirement.

** Assumes multiple developers

Unit Sizes (sq. m)*	Affordable	Private
1-bed flat	50	50
2-bed flat	70	70
2-bed house	79	85

*Retirement/sheltered 1-beds @ 55 sq. m

*Retirement/sheltered 2-beds @ 75 sq. m

June 2015 Research - Value Assumptions

Dwelling type & Value Average	Aldershot Range		
	VL1	VL2	VL3
Houses	£3,000	£3,250	£3,500
Flats	£3,250	£3,500	£3,750

October 2016 Research - Value Assumptions - updated by LR approx. 15%

Dwelling type & Value Average	Aldershot Range		
	VL1	VL2	VL3
Houses	£3,450	£3,700	£4,000
Flats	£3,700	£4,000	£4,300

*actual figures rounded to nearest £50

Notes:

¹ Sheltered Housing appraisals tested at VL1 £4,500, VL2 £4,750 and VL3 £5,000/m²+ based on comparable values research in 2015. 2016 Sheltered Housing - VL1 £5,000, VL2 £5,500 and VL3 £6,000 based on updated new build research carried out in December 2016.

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Rushmoor Borough Council - Appendix I - Viability Assessment - Commercial Assumptions Overview Sheet

Development Use Type / Use Class indication	Example Scheme Type	GIA (sq. m)	Site Coverage	Site Size (Ha)	Build Period (Months)**	Values Range - Annual Rents £/sq. m (unless stated otherwise)			Build Cost (£/sq. m)*	External works cost addition (%)	Total Build Cost (£/sq. m excl fees etc.)	Notes:
						Low	Mid	High				
Large Retail	Large Supermarket - out of town	2500	40%	0.63	12	200	250	300	£1,569	15%	£1,838.85	BCIS - Hypermarkets / Supermarkets - generally
Large Retail	Retail warehouse	1000	25%	0.40	7	200	250	300	£798	15%	£968	BCIS - Retail Warehousing - up to 1000 sq. m
Small Retail (Town Centre)	Comparison shops (general/non-shopping centre)	300	70%	0.04	6	200	215	230	£1,018	50%	£1,548	BCIS - Shops - Generally
Small Retail	Local convenience stores and local shops	300	50%	0.06	6	70	100	130	£1,018	15%	£1,187	BCIS - Shops - Generally
Business - Offices - Farnborough Typical	Office Building	1000	100%	0.10	6	180	215	250	£1,784	15%	£1,987	BCIS - Offices - 3-5 stories; air-conditioned
Business - Offices - Aldershot Typical	Office Building	1000	100%	0.10	6	140	175	210	£1,665	15%	£1,850	BCIS - Offices generally
Business - Industrial / Warehousing	Smaller / Move-on type industrial unit including offices - industrial estate	500	40%	0.13	12	80	90	100	£679	15%	£1,415	BCIS - Advance factories / offices - mixed facilities (B1) 500 - 2,000 sq. m
Business - Industrial / Warehousing	Larger industrial / warehousing unit including offices - industrial estate	2000	40%	0.50	6	80	90	100	£689	15%	£842	BCIS - Advance factories / offices - mixed facilities (B1) > 2,000 sq. m
Hotel (budget)	Hotel - edge of town centre / edge of town	5000	40%	1.25	18	150	190	230	£1,870	15%	£2,169	BCIS data - hotels (median average figure shown - range applied)
C2 - Residential Institution	Nursing home / care home	3000	60%	0.50	16	160	180	200	£1,881	15%	£2,116	BCIS - Nursing Homes, convalescent homes, short stay medical homes
Other / Sui Generis	Variable - considered on strength of values / costs relationship basis for a range of other development uses including community / clinics / fitness/ leisure / nurseries etc.	Value / costs relationship strength considered in report										

* Convenience stores with sales area of less than 3,000 sq ft (280 sq m), assuming longer opening hours.

Development Costs	
BREAAM / other enhancements addition contingency (% of cost) ¹	5%
Professional Fees (% of cost)	10%
Contingencies (% of cost)	5%
Planning / Building Regs etc. / insurances (% of cost)	2.0%
Site survey / preparation costs / S106	Variable
Finance Costs	
Finance rate p.a. (including over lead-in and letting / sales period)	6.5%
Arrangement / other fees (% of cost)	2.0%
Marketing Costs	
Advertising Fees (% of annual income)	1%
Letting Fees (% of annual income)	10%
Purchaser's costs	5.75%
Developer Profit (% of GDV)	20%
Yields	Variable applicability - tested across range at 5% to 8%
Site Acquisition Costs	
Agents Fees (% of site value)	1.50%
Legal Fees (% of site value)	0.75%
Stamp Duty (% of value - HMRC scale)	0 to 5%

*BCIS Median - Location Factor for Rushmoor

¹ For non-residential developments - include a contingency equivalent to requirement for BREEAM. Cost addition estimate only

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Appendix I - RBC - Development Appraisal Assumptions v16.xlsx

Rushmoor Borough Council - Appendix I - Viability Assessment - Local Plan (June 2017) Policy Analysis

Policy No. / Name	Addressed where applicable through specific study approach / assumptions - Y/N - and associated commentary	Cost / specific allowance?
SS1 - Presumption in Favour of Sustainable Development	Y - but in respect of the general nature and quality of development expected to come forward and be supportable through the usual planning application and development management process. Therefore reflected in the nature of the build and related costs assumptions used for all appraisals.	Reflected in build costs assumptions and location of development scenarios
SS2 - Spatial Strategy	Y - A variety of residential and commercial scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP1 - Aldershot Town Centre	Y - A variety of residential and commercial scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP1.1 - Primary Frontages in Aldershot Town Centre	N/A - more of a planning and land use implication than for viability consideration.	N/A
SP1.2 - Secondary Frontages in Aldershot Town Centre	N/A - more of a planning and land use implication than for viability consideration.	N/A
SP1.3 - Westgate	Y - A variety of commercial scenarios have been modelled including leisure uses, also covering a range of values overall representing the variety relevant in different areas of the Borough. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations.
SP1.4 - The Galleries	Y - A variety of residential and commercial scenarios have been modelled including strategic sites, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP1.5 - Union Street East	Y - A variety of residential and commercial scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP1.6 - Hippodrome House	Y - A variety of residential and commercial scenarios have been modelled including mixed use scenarios, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP1.7 - Westgate Phase II	Y - A variety of residential and commercial scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP1.8 - Aldershot Railway Station and Surrounds	Y - see above	
SP2 - Farnborough Town Centre	Y - A variety of residential and commercial scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP2.1 - Primary Frontages in Farnborough Town Centre	N/A - more of a planning and land use implication than for viability consideration.	N/A
SP2.2 - Secondary Frontages in Farnborough Town Centre	N/A - more of a planning and land use implication than for viability consideration.	N/A
SP2.3 - Farnborough Civic Quarter	Y - A variety of residential and commercial scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP3 - North Camp District Centre	Y - see above	
SP3.1 - North Camp District Centre Primary Shopping Frontage	N/A - more of a planning and land use implication than for viability consideration.	N/A
SP3.2 - North Camp District Centre Secondary Shopping Frontage	N/A - more of a planning and land use implication than for viability consideration.	N/A
SP4 - Farnborough Airport	N/A - more of a planning and land use implication than for viability consideration.	N/A
SP4.1 - Type of Flying		
SP4.2 - Noise, and Flying at Weekends and Bank Holidays		
SP4.3 - Hours of Operation		
SP4.4 - Safety		
SP4.5 - AAIB/RAIB		
SP5 - Wellesley	Y - A variety of residential and commercial scenarios have been modelled including strategic sites, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.

Policy No. / Name	Addressed where applicable through specific study approach / assumptions - Y/N - and associated commentary	Cost / specific allowance?
SP6 - The Crescent	Y - A variety of residential scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP7 - Meudon House / 115-117 Pinehurst	Y - see above	
SP8 - Land at 68-70 Hawley Lane	Y - A variety of residential and commercial scenarios have been modelled including mixed use scenarios, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
SP9 - Aldershot Military Town	N/A - more of a planning / land use and design implication than for viability consideration.	N/A
SP10 - Blandford House and Malta Barracks	Y - A variety of residential scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has also been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions and main report text).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
IN1 - Infrastructure and Community Facilities	Y - study allows for appropriate development densities, design, build costs and external works costs and S106 cost assumptions within the development scenarios modelled.	Reflected in the scenarios assumptions on a range of inputs; most directly relevant the build costs assumptions including by means of additions for external and other works - see Appendix I
IN2 - Transport		
IN3 - Telecommunications	Y - Planning / design issue rather than direct cost impact except in exceptional circumstances. Any costs included within fees assumptions.	No particular additional assumptions that apply across the range of scheme types.
HE1 - Heritage	Y - Planning / design issue rather than direct cost impact except in exceptional circumstances. Any costs included within fees assumptions.	No particular additional assumptions that apply across the range of scheme types.
HE2 - Demolition of a Heritage Asset		
HE3 - Development within/adjoining Conservation Areas	N/A - more of a planning and land use implication than for viability consideration.	N/A
HE4 - Archaeology	N/A - more of a planning and land use implication than for viability consideration.	N/A
DE1 - Design in the Built Environment	Y - Firstly in respect of the general nature and quality of development expected to come forward and be supportable through the usual planning application and development management process. Therefore reflected in the nature of the build and related costs assumptions used for all appraisals. Secondly, additional cost allowances have been made in relation to sustainability to meet Part L of the Building Regulations Part M - see Appendix I Residential Assumptions	Reflected in assumptions - assumed development appropriate as would be permitted under the range of development management criteria. Additional sustainability requirements included as part of build cost assumptions
DE2 - Residential Internal Space Standards	Y - in respect of the general nature and quality of development expected to come forward and be supportable through the usual planning application and development management process. Therefore reflected in the size and nature of development assumptions used for all appraisals - see Appendix I Residential Assumptions	Reflected in assumptions - unit sizes reflect Nationally Described Space Standards within all scenarios as outlined here - see Appendix I Residential Assumptions for further detail.
DE3 - Residential Amenity Space Standards	Y - generally within build costs and externals / Planning obligations cost assumptions.	No particular additional assumptions that apply across the range of scheme types.
DE4 - Sustainable Water Use	Y - Allowed for within build costs and fees so far as normal works extent is concerned. However could have very site specific impacts and as such would need to be treated as abnormal costs in weighing-up the overall viability position on a particular site.	No particular additional assumptions that apply across the range of scheme types.
DE5 - Proposals Affecting Existing Residential (C3) Uses	Y - Planning / design issue rather than direct cost impact except in exceptional circumstances. Any costs included within fees assumptions.	No particular additional assumptions that apply across the range of scheme types.
DE6 - Open Space, Sport and Recreation	Y - generally within build costs and externals / Planning obligations cost assumptions.	Reflected in the scenario assumptions in terms of the applied land take requirements and build costs including additions for external and other works.
DE7 - Playing Fields and Ancillary Facilities	Y - generally within build costs and externals / Planning obligations cost assumptions.	No particular additional assumptions that apply across the range of scheme types.
DE8 - Indoor and Built Sport and Recreation Facilities		
DE9 - Advertisements	N/A - more of a planning and land use implication than for viability consideration.	N/A
DE10 - Pollution	Y - Allowed for within build costs and fees so far as normal works extent is concerned. However could have very site specific impacts and as such would need to be treated as abnormal costs in weighing-up the overall viability position on a particular site. The assumptions also include contingencies.	No particular additional assumptions that apply across the range of scheme types.
DE11 - Development on Residential Gardens	N/A - more of a planning and land use implication than for viability consideration.	N/A

Policy No. / Name	Addressed where applicable through specific study approach / assumptions - Y/N - and associated commentary	Cost / specific allowance?
LN1 - Housing Mix	Y - A variety of residential scenarios have been modelled, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
LN2 - Affordable Housing	Y - Affordable housing policy as currently included at 30% taken as base position. Study investigates through matrix of testing against both potential CIL levels and other level of AH potentially viable (i.e. tests range of proportions / thresholds of affordable housing. (See Appendix I - Residential Development Assumptions).	No further assumptions - regular application of affordable housing and other policies assumed.
LN3 - Gypsies, Travellers and Travelling Showpeople	This policy has not been specifically addressed, being outside the scope of those that directly impact development costs in a way that specifically influences the assessment process and assumptions	None specific
LN3.1 - Peabody Road Travelling Show People allocation		
LN3.2 - Land at Hawley Lane South, Travelling Showpeople Allocation		
LN4 - Specialist and Supported Accommodation	Y - A variety of residential scenarios have been modelled included a sheltered housing scenario, also covering a range of values levels overall representing the variety relevant in different areas of the Borough. Affordable housing has been tested at alternative trial levels as part of informing the Plan development. (See Appendix I - Development Assumptions).	Reflected in selection of scheme scenarios, assumptions and interpretation of appraisal results - influence on recommendations. Range of specific allowances made for affordable housing.
LN5 - Neighbourhood Deprivation Strategy	N/A - more of a planning and land use implication than for viability consideration.	N/A
LN6 - Local Neighbourhood Facilities		
LN7 - Retail Impact Assessments	Y - Allowed for generally within build costs and fees assumptions	No particular additional assumptions that apply across the range of scheme types.
LN8 - Public Houses	N/A - more of a planning and land use implication than for viability consideration.	N/A
PC1 - Economic Growth and Investment	Y - A variety of commercial development scenarios of various types have been considered at an appropriate high level for the study purpose, covering a range of values representing the variety relevant in different areas and across different scheme/site types. (See main report text)	Reflected in values and costs assumptions used within high level commercial scenarios as considered within the report text.
PC2 - Strategic Employment Sites		
PC3 - Locally Important Employment Sites		
PC4 - Farnborough Business Park		
PC5 - Cody Technology Park		
PC6 - East Aldershot Industrial Cluster	Y - A variety of commercial development scenarios of various types including B uses have been considered at an appropriate high level for the study purpose, covering a range of values representing the variety relevant in different areas and across different scheme/site types. (See main report text)	Reflected in values and costs assumptions used within high level commercial scenarios as considered within the report text.
PC7 - Hawley Lane South	Y - A variety of commercial development scenarios of various types have been considered at an appropriate high level for the study purpose, covering a range of values representing the variety relevant in different areas and across different scheme/site types. (See main report text)	Reflected in values and costs assumptions used within high level commercial scenarios as considered within the report text.
PC8 - Skills, Training and Employment	N/A - more of a planning and land use implication than for viability consideration.	N/A
NE1 - Thames Basin Heaths Special Protection Areas	Y - considered through range of s.106/other costs sensitivity testing. In practice a range of sites will trigger mitigation requirements (localised works or contributions) but those sites will vary with the site-specific details.	DSP included specific SANG and SAMM Costs as provided by RBC as part of scenario testing - see Appendix I Residential Assumptions
NE2 - Green Infrastructure	Y - considered through range of s.106/other costs sensitivity testing. In practice a range of sites will trigger mitigation requirements (localised works or contributions) but those will vary sites will vary with the site-specific details.	DSP's view and experience is that say £3,000/dwelling forms an appropriate sum, effectively as a contingency, for such measures. It follows that for all tests at £3,000 per dwelling, the immediate/essential highways mitigation/s.278 works are assumed to be specifically allowed for.
NE3 - Trees and Landscaping	More of a planning and land use implication than for viability consideration. However any potential mitigation costs allowed for within general build cost and fee assumptions.	No particular additional assumptions that apply across the range of scheme types.
NE4 - Biodiversity	Y - to the extent that the assessment assumptions consider regular design and layout characteristics. Scope of achievable planning obligations packages may be relevant to particular proposals - especially for larger/strategic scale developments where the surplus available to support a planning obligations package is likely to be considered. More of general development management matter and does not inform particular viability assessment assumptions.	No particular additional assumptions that apply across the range of scheme types.
NE5 - Countryside	N/A - more of a planning and land use implication than for viability consideration.	N/A
NE6 - Managing Fluvial Flood Risk	Y - Allowed for within build costs and fees so far as normal works extent is concerned. However could have very site specific impacts and as such would need to be treated as abnormal costs in weighing-up the overall viability position on a particular site. However basic SUDS requirements - assumed within build costs; standard FRA within fees. The assumptions also include contingencies.	No particular additional assumptions that apply across the range of scheme types.
NE7 - Areas at Risk of Surface Water Flooding		
NE8 - Sustainable Drainage Systems		
NE9 - Surface Water Flooding at Farnborough Airport		