

Community Infrastructure Levy: Viability Study

Prepared for London Borough of Tower Hamlets

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1 Executive Summary

1.1 This report tests the ability of a range of development types throughout the London Borough of Tower Hamlets to yield contributions to infrastructure requirements through the Community Infrastructure Levy ('CIL'). Levels of CIL have been tested in combination with the Council's other planning requirements, including the provision of affordable housing.

Methodology

- 1.2 The study methodology compares the residual land values of a range of generic developments to a range of benchmark land values. If a development incorporating a given level of CIL generates a higher value than the benchmark land value, then it can be judged that the proposed level of CIL will be viable.
- 1.3 The study utilises the residual land value method of calculating the value of each development. This method is used by developers when determining how much to bid for land and involves calculating the value of the completed scheme and deducting development costs (construction, fees, finance and CIL) and developer's profit. The residual amount is the sum left after these costs have been deducted from the value of the development, and guides a developer in determining an appropriate offer price for the site.
- 1.4 The housing and commercial property markets are inherently cyclical and the Council is testing its proposed rates of CIL at a time when values have fallen below their peak but have subsequently recovered to some degree. Despite this recovery, there is some uncertainty as to the likely short term trajectory of house prices. We have allowed for this by running a sensitivity analysis which inflates sales values by 10% and build costs by 5%. This analysis is indicative only, but is intended to assist the Council in understanding the levels of CIL that are viable in today's terms but also the impact of changing markets on viability. We have also tested a fall in sales values of 5%, to enable the Council to take a view on the impact of any adverse movements in sales values in the short term. Our commercial appraisals incorporate sensitivity analyses on rent levels and yields.
- 1.5 Whilst the appraisals were undertaken according to postcode area groups (based on bottom-up research on sales values and rents), further analysis of specific sites has been undertaken to ensure that the boundaries are correctly placed. The boundaries are placed according to the variation in the level of CIL sites in each area can absorb without having a significant impact on development viability taking each area as a whole. The boundaries also have regard to the practicality of divisions between areas (e.g. down the centre of roads, rather than through the middle of development sites), as well as the need to avoid undue complexity in the charging schedule. The boundaries for office and retail zones account for the Core Strategy "Central Activity Zones" and "Town Centres" as well as other areas identified through the viability assessment as being capable of accommodating a CIL charge.

Key findings

- 1.6 The key findings of the study are as follows:
 - The results of this study are reflective of current market conditions, which are likely to improve over the medium term. It is therefore important that the Council keeps the viability situation under review so that levels of CIL can be adjusted to reflect any future changes. In this regard we are of the opinion that the Council should consider reviewing the Charging Schedule



by at least 2016 and potentially earlier if the Mayoral CIL for Crossrail is increased before this date.

Residential - excluding affordable housing contributions in CIL

The ability of residential schemes to make CIL contributions varies depending on area and the current use of the site. Having regard to these variations, residential schemes should be able to absorb a maximum CIL rate of between £80 to £300 per square metre. CLG guidance requires that charging authorities do not set their CIL at the margins of viability. Other authorities have set their rates at a discount (buffer) to the maximum rate, with discounts ranging from circa 30% to 50%. We would recommend a buffer of circa 30% for Tower Hamlets. Taking a broad view across our appraisals, the maximum rates suggested are as follows:

Area	Maximum CIL indicated by appraisals (£s per sqm)	Maximum CIL, net of Mayoral CIL (£s per sqm)	Suggested CIL after buffer (£s per sqm)
Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4)	80	45	35
South Isle of Dogs (E14 3)	80	45	35
South Bromley-by- Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	100	65	50
Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0)	120	85	65
Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	160	125	95
Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7)	300	265	200
Spitalfields (E1 6)	300	265	200
Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2	300	265	200

Table 1.5.1: Proposed Maximum CIL rates – residential

Whilst the maximum rates are higher than the proposed rates, the

inclusion of a buffer will help to mitigate a number of risk factors (primarily the potentially adverse impact on land supply of setting the rates at a high level and 'shocking' the market). However, there is no prescribed percentage buffer and this is entirely a matter for the Charging Authority's judgement.

Should the Council wish to do so, it would be possible to combine areas into one charging zone, thereby simplifying the charging schedule into three charging areas. This is shown in table 1.5.2 below. A map showing the boundaries of the three zones is attached as Appendix 1.

Area	Maximum CIL indicated by appraisals (£s per sqm)	Suggested CIL after buffer (£s per sqm)
ZONE 1 Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7), Spitalfields (E1 6), Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2)	300	200
ZONE 2 Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0), Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	120-160	65
ZONE 3 Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4), South Isle of Dogs (E14 3), South Bromley-by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	80-100	35

Table 1.5.2: Proposed CIL charging zones and rates - residential

Residential - including affordable housing contributions within CIL

- In light of the Government's consultation on the inclusion of affordable housing within the scope of CIL, we have run sensitivity tests to understand the level of CIL contributions residential developments could viably afford assuming no affordable housing is provided on site.
- Our conclusion having regard to the range of the results and taking account of viability across the Borough as a whole is that the rates of CIL that the Council might set were the rate to include contributions towards affordable housing are set out in tables 1.5.3 and 1.5.4 below.



Area	Maximum CIL indicated by appraisals (£s per sqm)	Suggested CIL after buffer (£s per sqm)
Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4)	120	85
South Isle of Dogs (E14 3)	200	140
South Bromley-by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	400	280
Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0)	700	490
Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	900	630
Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7)	1,250	875
Spitalfields (E1 6)	1,500	1,050
Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and	1,750	1,225

Table 1.5.3: Maximum and Proposed CIL rates – residential including AH contributions within CIL

Table 1.5.4: Proposed CIL charging zones and rates – residential including AH contributions within CIL

Area	Suggested CIL after buffer (£s per sqm)
ZONE 1 Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7), Spitalfields (E1 6), Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2	1,000
ZONE 2 Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0), Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	500
ZONE 3 Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4), South Isle of Dogs (E14 3), South Bromley- by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	85

Commercial

Wapping (E1W 2

Office developments in the City Fringe and north Docklands areas have the potential to generate residual values which would support a CIL rate based on higher rents and yields. Office developments in the south Docklands area, however, are achieving lower rents and our appraisals indicate that CIL could not be viably levied. At current rent and yield levels, office development elsewhere in the Borough is unlikely to come forward in the short to medium term as the capital values generated are insufficient to cover development costs.

- At current rent levels, office development in City Fringe locations should be able to viably absorb a maximum CIL of £352 per square metre (inclusive of Mayoral CIL). Allowing a buffer, which in our experience we consider to be appropriate to deal with for site-specific issues and changes in values over time, we suggest a CIL of £225 per square metre could be levied on this space.
- In the north Docklands area, we consider that there is scope for office development to support a maximum CIL rate of £212 (inclusive of Mayoral CIL). After allowing a buffer for site-specific issues and changes in values over time, which we consider to be reasonable, we suggest a CIL of £125 per square metre could be levied on this space.
- At current rent levels, our base appraisals indicate that no CIL could be levied on office development in the south Docklands area and elsewhere in the Borough and therefore recommend that the Council sets a nil rate for these areas. It is unlikely that office space will come forward in the short to medium term as the capital values generated are insufficient to cover development costs.
- Should the Council wish to adopt a simplified approach in their Charging Schedule, we recommend that the Council considers a CIL rate of £125 per square metre on office space in the City Fringe and North Docklands areas and a nil rate elsewhere.
- Residual values generated by Retail developments are higher than current use values to varying degrees across the Borough. However, to a degree smaller retail development will involve the re-use of existing retail space, which will not be CIL liable. In order to capture value from schemes that add floorspace, and in particular larger format stores that generate higher value, differential rates could be adopted.
 - Residual values generated by Retail developments in City Fringe and north Docklands locations are sufficiently higher than current use values and could absorb a CIL of up to £150 per square metre. Allowing a buffer, which in our experience we consider to be appropriate to deal with for site-specific issues and changes in values over time, we recommend that the Council considers a CIL of £100 per square metre.
 - Elsewhere in the Borough, rents for Retail development are considerably lower and our appraisals identify that developments are unable to viably support to absorb CIL. We therefore recommend that the Council considers a nil rate on retail development outside the City Fringe and north Docklands locations.
- Large retail (which for the purposes of CIL could be defined using the Sunday Trading law threshold of 280 square metres) is likely to be be viable across the Borough with a maximum CIL rate of £300 per square metre (including Mayoral CIL). After allowing a buffer, which we consider to be appropriate to deal with site specific issues, the Council might consider setting a CIL of £200 per square metre. We consider that there is sufficient justification for the Council to set different CIL rates for retail based on the viability evidence and consider 280 sqm to be an appropriate threshold.
- Our appraisals of developments of industrial and warehousing floorspace indicate that these uses are unlikely to generate positive residual land values. We therefore recommend a zero rate for industrial floorspace.



- Student housing in the Borough generates sufficient surplus residual values to absorb a maximum CIL of up to £692 per square metre. After allowing for a buffer, which in our experience we consider to be reasonable to deal with site-specific factors, we suggest a rate no higher than £425 per square metre.
- Hotel developments are able to absorb a maximum CIL (inclusive of Mayoral CIL) of between £0 to £1,364 per square metre (including Mayoral) CIL, dependant on the current use of the site. After allowing a buffer, which we consider to be appropriate to deal with site-specific factors, we suggest a rate of no higher than £425 per square metre.
- D1 and D2 uses often do not generate sufficient income streams to cover their costs. Consequently, they require some form of subsidy to operate. This type of facility is very unlikely to be built by the private sector. We therefore suggest that a nil rate of CIL be set for D1 uses.
- 1.7 The proposed Tower Hamlets CIL rates are summarised in Table 1.7.1.

Development type	Proposed CIL rate			
Residential ¹	ZONE 1	ZO	NE 2	ZONE 3
	£200	£	65	£35
Student Housing and Hotel		£425		
Offices	Elsewhere in Borough City Fringe and North Docklands			ge and North Docklands
	Nil		£125	
Small Retail	Elsewhere in Borough City Fri		ge and North Docklands	
(280 sq m or less)	Nil		£100	
Large Retail (above 280 sq m)	£200			
All other uses	Nil			

Table 1.7.1: Proposed CIL rates

1.8 For residential schemes, the application of CIL is unlikely to be an overriding factor in determining whether or not a scheme is viable. When considered in context of total scheme value, CIL will be a modest amount, typically accounting for between 0.75 and 3.25% of value (see Table 7.6.1). Some schemes would be unviable even if a zero CIL were adopted. We therefore recommend that the Council pays limited regard to these schemes.

¹ These rates assume that affordable housing will be secured through S106

2 Introduction

- 2.1 This study has been commissioned to contribute towards an evidence base to inform the London Borough of Tower Hamlets' ('the Council') CIL Preliminary Draft Charging Schedule ('PDCS'), as required by Regulation 14 of the CIL Regulations April 2010 (as amended in 2011). The aims of the study are summarised as follows:
 - to test the impact upon the economics of residential development of a range of levels of CIL;
 - for residential schemes, to test CIL alongside the Council's requirements for affordable housing and other planning obligations; and
 - to test the ability of commercial schemes to make a contribution towards infrastructure through CIL.
- 2.2 In terms of methodology, we adopted standard residual valuation approaches to test the impact on viability of a range of levels of CIL. However, due to the extent and range of financial variables involved in residual valuations, they can only ever serve as a guide. Individual site characteristics (which are unique), mean that conclusions must always be tempered by a level of flexibility in application of policy requirements on a site by site basis. It is therefore essential that levels of CIL are set so as to allow a sufficient margin to allow for these site specific variations.

Policy Context

- 2.3 The CIL regulations state that in setting a charge, local authorities must aim to strike *"what appears to the Charging Authority to be an appropriate balance"* between revenue maximisation on the one hand and the potentially adverse impact upon the viability of development on the other. The regulations also state that local authorities should take account of other sources of available funding for infrastructure when setting CIL rates. This report deals with viability only and does not consider other sources of funding (this is considered elsewhere within the Council's evidence base).
- 2.4 Local authorities must consult relevant stakeholders on the nature and amount of any proposed CIL at two stages; after publication of the Preliminary Draft Charging Schedule ('PDCS') and the Draft Charging Schedule ('DCS'). Following consultation, a charging schedule must be submitted for independent examination.
- 2.5 The regulations allow a number of reliefs and exemptions from CIL. Firstly, affordable housing and buildings with other charitable uses (if controlled by a charity) are subject to relief. Secondly, local authorities may, if they choose, elect to offer an exemption on proven viability grounds. The exemption would be available for 12 months, after which time viability of the scheme concerned would need to be reviewed. To be eligible for exemption, regulation 55 states that the Applicant must enter into a Section 106 agreement (and the costs of complying with the agreement must exceed the amount of CIL that would have been payable); and that the Authority must be satisfied that granting relief would not constitute state aid.
- 2.6 The CIL regulations enable local authorities to set differential rates (including zero rates) for different zones within which development would take place and also for different types of development. However, there is some debate as to whether the regulations permit charging authorities to levy different rates of

CIL on different types of development within the same planning use class².

- 2.7 The 2010 regulations set out clear timescales for payment of CIL, which vary according to the size of the payment, which by implication is linked to the size of the scheme. The 2011 amendments to the regulations allow local authorities to set their own timescales for the payment of CIL if they choose to do so. This is an important issue that the Council will need to consider, as the timing of payment of CIL can have an impact on an Applicant's cashflow (the earlier the payment of CIL, the more interest the Applicant will bear before the development is completed and sold).
- 2.8 Several local authorities have undertaken viability assessments and have drafted CIL charging schedules, which they have submitted for independent examination. To date, a number of charging authorities (including the Mayor of London, Portsmouth, Newark and Sherwood, Huntingdonshire, Wandsworth, Shropshire, Bristol, Poole and Redbridge) have been through the examination process and are at various stages of implementation.

Local Policy context

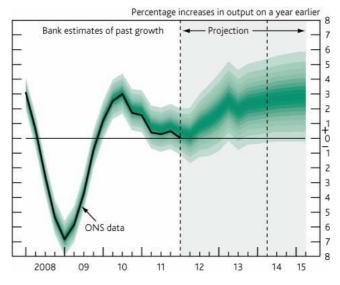
- 2.9 In addition to financing infrastructure, the Council expects residential developments to provide a mix of affordable housing tenures, sizes and types to help meet identified housing needs and contribute to the creation of mixed, balanced and inclusive communities. In accordance with Policy SP02 the Council expects developments of 10 or more units to provide 35% 50% affordable housing on-site, with a tenure mix of 70% rented and 30% shared ownership. The Council's policy identifies that regard will be had to viability of development.
- 2.10 The Core Strategy acknowledges that Tower Hamlets sits within a unique regional context, given the amount of growth, investment and regeneration planned to take place in the area over the next 50 years. The London Plan (2011) sets out that 'the Olympic Park is at the fulcrum of two nationally important growth corridors: the London-Stansted-Cambridge-Peterborough corridor to the north and the Thames Gateway to the east. The 2012 Olympic and Paralympic Games, their infrastructure and investment have created the most important strategic regeneration opportunities in London for the next 25 years. Successful, viable and sustainable regeneration of the Olympic Park and its surrounding areas is the Mayor's highest regeneration priority and offers a unique opportunity to secure and accelerate the delivery of many elements of his strategies and lessen inequality across London.' (Para 2.18 of the Core Strategy)
- 2.11 The Core Strategy identifies that these growth areas will significantly help to address the regional need for more housing and in particular, the legacy of the Olympic Park, (including the Legacy Masterplan Framework and Stratford City), will have immediate and lasting impacts, helping to transform Tower Hamlets. However, this extra growth will place additional pressures on Tower Hamlets' infrastructure.
- 2.12 In addition to this, the London Plan also identifies two Opportunity Areas (OA) of growth within Tower Hamlets. These being the Isle of Dogs OA and the City Fringe OA. Opportunity Areas are London's major reservoir of brownfield land with significant potential to accommodate new housing, commercial and other development, and require infrastructure to support this development.

² At Borough of Poole's CIL examination, Sainsburys argued that the CIL regulations do not permit authorities to charge different rates on different types of retail, even if viability differences have been demonstrated.



Economic and housing market context

- 2.13 The historic highs achieved in the UK housing market by mid 2007 followed a prolonged period of real house price growth. However, a period of 'readjustment' began in the second half of 2007, triggered initially by rising interest rates and the emergence of the US sub prime lending problems in the last quarter of 2007. The subsequent reduction in inter-bank lending led to a general "credit crunch" including a tightening of mortgage availability. The real crisis of confidence, however, followed the collapse of Lehman Brothers in September 2008, which forced the government and the Bank of England to intervene in the market to relieve a liquidity crisis.
- 2.14 The combination of successive shocks to consumer confidence and the difficulties in obtaining finance led to a sharp reduction in transactions and a significant correction in house prices in the UK, which fell to a level some 21% lower than at their peak in August 2007 according to the Halifax House Price Index. Consequently, residential land values fell by some 50% from peak levels. One element of government intervention involved successive interest rate cuts and as the cost of servicing many people's mortgages is linked to the base rate, this financial burden has progressively eased for those still in employment. This, together with a return to economic growth early 2010 (see May 2012 Bank of England GDP fan chart below, showing the range of the Bank's predictions for GDP growth to 2015) has meant that consumer confidence has started to improve to some extent.



Source: Bank of England

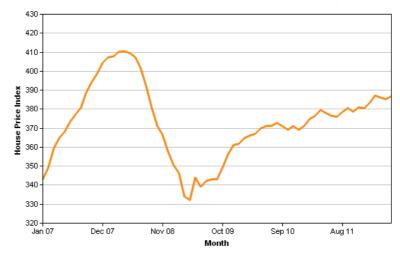
2.15 Throughout the first half of 2010 there were some tentative indications that improved consumer confidence was feeding through into more positive interest from potential house purchasers. Against the background of a much reduced supply of new housing, this would lead one to expect some recovery in prices. However it is evident that this brief resurgence has abated, with the Halifax House Price Indices showing a fall of 0.5% in the year to June 2012 and prices continue to fluctuate on a monthly basis with an even number of falls and rises in the past 12 months. The Halifax attributes at least some of the recent recovery in sales values to first time buyers seeking to purchase prior to the reintroduction of Stamp Duty from 1 April 2012. This is demonstrated by regard house prices in the three months to June were 0.3% lower than in the preceding three months (January-March).



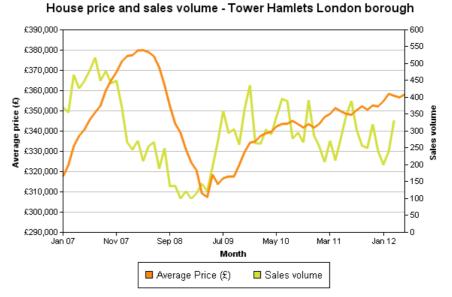
2.16 The balance of opinion is that house prices will remain flat in the short term, with continuing high levels of unemployment likely to result in increased repossessions and increased supply of homes into the market. At the same time, demand is expected to remain subdued, due to the continuing difficulties consumers face in securing mortgages.

Figure 2.12.1: House prices in Tower Hamlets

House Price Index - Tower Hamlets London borough







Source: Land Registry

2.17 According to Land Registry data, residential sales values in Tower Hamlets have recovered since the lowest point in the cycle in April 2009. Prices increased by 12.2% between April 2009 and August 2010, but fell back by 1% by December 2010. Following this, prices have risen and fallen circa three times with May 2012 sales values being 5.8% lower than the April 2008 peak value.



2.18 The future trajectory of house prices is currently uncertain, although Savills' current prediction is that values are expected to increase over the next five years. Medium term predictions are that properties in mainstream London markets will grow over the period between 2012 to 2016³. Savills predict that values in mainstream London markets (i.e. non-prime) will fall by 0.5% in 2012, but increase by 1% in 2013, 5% in 2014, 6% in 2015 and 6.5% in 2016. This equates to cumulative growth of 19.1% between 2012-2016 inclusive, compared to a UK average of 6% cumulative growth over the same period.

Development context

- 2.19 Developments in Tower Hamlets range from small in-fill sites to major regeneration schemes. There are significant variations in residential sales values between different parts of the Borough, with values in Canary Wharf and City Fringe with the highest values and the areas to the east achieving lower values. The north east (Fish island, Bow, Mile End) and south east (Cubit Town) areas are identified as having the lowest values.
- 2.20 Commercial development is identified throughout the Borough, however, the majority of the commercial development is located within the city fringe and Docklands areas. Recent reports have shown that take up of office space in the Docklands area in the three months to the end of June were circa 60% lower than the quarterly average of 232,000 sq ft. Of this we understand that one deal (The Economist) accounted for half of the overall activity. The total Docklands vacancy rate now stands at 1.6m sq ft, or 8.63%, the highest since Q4 2009.
- 2.21 We understand that the amount of available space in Docklands is due to increase with law firm Clifford Chance planning to market up to 420,000 sq ft at its 1m sq ft headquarters at 10 Upper Bank Street over the coming months. It will start with 100,000 sq ft let to the London Organising Committee of the Olympic and Paralympic Games, which is now surplus to requirements. Further, the Olympic organiser also occupies 90,000 sq ft at Citibank's 25 Canada Square, with a lease expiry in December and 100,000 sq ft at Barclays' 1 Churchill Place. Agents are predicting that given the current levels of demand and impending increase in available floorspace, it is going to take a very long time to fill the vacant space, which will in turn have a depressing effect on deals in the area. Take-up rates in Docklands are traditionally lumpy, but a lack of significant requirements targeting the area could mean the figures remain low.
- 2.22 The Borough's retail centres are performing well and the Council anticipates significant additional floorspace to be developed in areas such as Wood Wharf in the medium to long term.

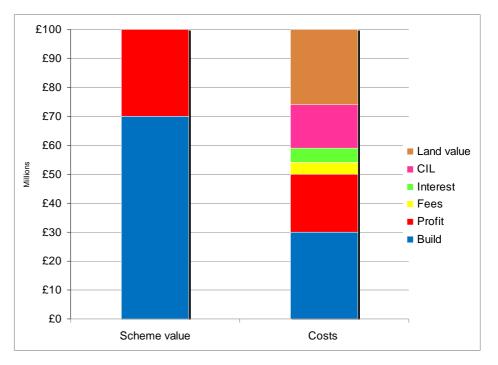
³ Savills Research: Residential Property Focus, April 2012

3 Methodology and appraisal inputs

3.1 Our methodology follows standard development appraisal conventions, using assumptions that reflect local market and planning policy circumstances. The study is therefore specific to Tower Hamlets and reflects the Council's planning policy requirements.

Approach to testing development viability

3.2 Appraisal models can be summarised via the following diagram. The total scheme value is calculated, as represented by the left hand bar. This includes the sales receipts from the private housing and the payment from a Registered Provider ('RP') for the completed affordable housing units. The model then deducts the build costs, fees, interest, CIL (at varying levels) and developer's profit. A 'residual' amount is left after all these costs are deducted – this is the land value that the Developer would pay to the landowner. The residual land value is represented by the brown portion of the right hand bar in the diagram.



- 3.3 The Residual Land Value is normally a key variable in determining whether a scheme will proceed. If a proposal generates sufficient positive land value (in excess of current use value), it will be implemented. If not, the proposal will not go ahead, unless there are alternative funding sources to bridge the 'gap'.
- 3.4 Ultimately, the landowner will make a decision on implementing a project on the basis of return and the potential for market change, and whether alternative developments might yield a higher value. The landowner's 'bottom line' will be achieving a residual land value that sufficiently exceeds 'existing use value' or another appropriate benchmark to make development worthwhile. The margin above current use value may be considerably different on individual sites, where there might be particular reasons why the premium to the landowner should be lower or higher than other sites.



3.5 Clearly, however, landowners have expectations of the value of their land which often exceed the value of the current use. CIL will be a cost to the scheme and will impact on the residual land value. Ultimately, if landowners' expectations are not met, they will not voluntarily sell their land and (unless a Local Authority is prepared to use its compulsory purchase powers) some may simply hold on to their sites, in the hope that policy may change at some future point with reduced requirements. It is within the scope of those expectations that developers have to formulate their offers for sites. The task of formulating an offer for a site is complicated further still during buoyant land markets, where developers have to compete with other developers to secure a site, often speculating on increases in value.

Viability benchmark

- 3.6 The CIL Regulations provide no specific guidance on how local authorities should test the viability of their proposed charges. However, there is a range of good practice generated by both the Homes and Communities Agency and appeal decisions that assist in guiding planning authorities on how they should approach viability testing for planning policy purposes.
- 3.7 In 2009, the Homes and Communities Agency published a good practice guidance manual 'Investment and Planning Obligations: Responding to the Downturn'. This defines viability as follows: "a viable development will support a residual land value at level sufficiently above the site's existing use value⁴ (EUV) or alternative use value (AUV) to support a land acquisition price acceptable to the landowner".
- 3.8 A number of planning appeal decisions provide guidance on the extent to which the residual land value should exceed existing use value to be considered viable:

Barnet & Chase Farm: APP/Q5300/A/07/2043798/NWF

"the appropriate test is that the value generated by the scheme should exceed the value of the site in its current use. The logic is that, if the converse were the case, then sites would not come forward for development"

Bath Road, Bristol: APP/P0119/A/08/2069226

"The difference between the RLV and the existing site value provides a basis for ascertaining the viability of contributing towards affordable housing."

Beckenham: APP/G5180/A/08/2084559

"without an affordable housing contribution, the scheme will only yield less than 12% above the existing use value, 8% below the generally accepted margin necessary to induce such development to proceed."

Oxford Street, Woodstock: APP/D3125/A/09/2104658

"The main parties' valuations of the current existing value of the land are not dissimilar but the Appellant has sought to add a 10% premium. Though the site is owned by the Appellants it must be assumed, for valuation purposes, that the land is being acquired now. It is unreasonable to assume that an existing owner and user of the land would not require a premium over the actual value of the land to offset inconvenience and assist with relocation. The Appellants addition of the 10% premium is not unreasonable in these circumstances."

⁴ This term should not be confused with the RICS *Red Book* definition. Existing Use Value in this context is taken to mean the value of the site in its current use, disregarding opportunities for redevelopment of the site for other uses.



- 3.9 The guidance issued by the Local Housing Delivery Group⁵ ('LHDG') on 22 June 2012 advocates the use of current use value plus an appropriate premium as a benchmark for testing CIL and local plan policy requirements.
- 3.10 It is clear from the LHDG guidance, planning appeal decisions and HCA good practice publication that the most appropriate test of viability for planning policy purposes is to consider the residual value of schemes compared to the existing or current use value plus a premium. As discussed later in this report, our study adopts a range of benchmark land values, reflecting differing circumstances in which sites are brought forward.
- 3.11 The recent examination on the Mayor of London's CIL charging schedule considered the issue of an appropriate land value benchmark. The Mayor had adopted existing use value, while certain objectors suggested that 'Market Value' was a more appropriate benchmark. The Examiner concluded that:

"The market value approach.... while offering certainty on the price paid for a development site, suffers from being based on prices agreed in an historic policy context." (para 8) and that "I don't believe that the EUV approach can be accurately described as fundamentally flawed or that this examination should be adjourned to allow work based on the market approach to be done" (para 9).

3.12 In his concluding remark, the Examiner points out that

"the price paid for development land may be reduced [so that CIL may be accommodated]. As with profit levels there may be cries that this is unrealistic, but a reduction in development land value is an inherent part of the CIL concept. It may be argued that such a reduction may be all very well in the medium to long term but it is impossible in the short term because of the price already paid/agreed for development land. The difficulty with that argument is that if accepted the prospect of raising funds for infrastructure would be forever receding into the future. In any event in some instances it may be possible for contracts and options to be re-negotiated in the light of the changed circumstances arising from the imposition of CIL charges. (para 32 – emphasis added).

3.13 It is important to stress, however, that there is no single threshold land value at which land will come forward for development. The decision to bring land forward will depend on the type of owner and, in particular, whether the owner occupies the site or holds it as an asset; the strength of demand for the site's current use in comparison to others; how offers received compare to the owner's perception of the value of the site, which in turn is influenced by prices achieved by other sites. Given the lack of a single threshold land value, it is difficult for policy makers to determine the minimum land value that sites should achieve. This will ultimately be a matter of judgement for each individual Charging Authority.

⁵ This group was led by the Homes and Communities Agency and comprises representatives from the National Home Builders Federation, the Royal Town Planning Institute, local authorities and valuers (including BNP Paribas Real Estate).

4 Development appraisals

Residential development

4.1 We have appraised a series of generic developments, reflecting both the range of sales values/capital values and also sizes/types of development and densities of development across the Borough. The inputs to the appraisals are based on research on the local housing market and the inputs adopted by applications in scheme-specific development appraisals submitted with planning applications.

Residential sales values

- 4.2 Residential values in the area reflect national trends in recent years but do of course vary between different sub-markets. We have considered comparable evidence of both transacted properties in the area and properties currently on the market to establish appropriate values for testing purposes. This exercise indicates that developments in the Borough will attract average sales values ranging from circa £4,090 to £7,535 per square metre.
- 4.3 Sales values vary between different parts of the Borough with Canary Wharf and the Tower of London/St Katherine's Docks, Aldgate and Wapping areas achieving the highest values and Cubit Town, Victoria Park, Fish Island, Bow and Mile End areas having been identified to have the lowest values. The average values we have assumed in our appraisals are shown in Table 4.3.1. These average values are supported by three sources; firstly, Land Registry data on sales values achieved, secondly, pricing on individual development proposals from databases such as Molior and EGi London Residential Research, and finally Right Move and local agents.

Area	Description	Abbreviation	Average values £s per sq ft	Average values £s per sq m
1	Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4)	CT, Fish,Bow,Mile	£380	£4,090
2	South Isle of Dogs (E14 3)	S loD	£400	£4,306
3	South Bromley-by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	BrB,BC,P,PR, BW	£430	£4,629
4	Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0)	BG,GT,NWC, Step	£470	£5,059
5	Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	Shad,SWC, E14 7	£500	£5,382

Table 4.3.1: Average sales values used in appraisals



Area	Description	Abbreviation	Average values £s per sq ft	Average values £s per sq m
6	Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7)	Lime,WIoD, Shore	£575	£6,189
7	Spitalfields (E1 6)	Spitalfields	£650	£6,997
8	Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2)	CW,AI,TLSKD, Wap	£700	£7,535

4.4 As noted earlier in the report, Savills predict that sales values will increase over the medium term. Whilst this predicted growth cannot be guaranteed, we have run a sensitivity analysis assuming growth in sales values of 10%, accompanied by 5% increase in costs (the latter assuming a pick up in construction activity and higher labour and materials costs). We have also modelled a fall in prices of 5%, to provide the Council with an indication of the impact a reverse in values would have on viability.

Affordable housing tenure and values

- 4.5 The Council's policy position seeks the maximum reasonable amount of housing provision. Developments comprised of 10 or more units should provide at least 35%-50% affordable housing, subject to viability, with a tenure mix of 70% rented housing and 30% intermediate housing.
- 4.6 The Council has set out its approach to the 'Affordable Rent' tenure in the emerging Managing Development DPD. This provides an indication of the average levels of Affordable Rent expected across the Borough as a whole (see table below). However, the Council acknowledge that Affordable Rent levels will vary based on the local market rent levels in different parts of the Borough. As such, Affordable Rent levels will be informed by the research carried out by POD (2011), which takes account of local socio-economic circumstances.
- 4.7 For modelling purposes, we have applied the POD rents in our sensitivity tests (which include service charges), replacing social rented units with Affordable Rent units. These are shown in the table below:

Postcode	Weekly Rents (Inclusive of all Service Charges)						
	1 Bed	1 Bed 2 Bed 3 Bed 4 Bed					
E1	£200.25	£213.23	£241.85	£279.35	£295.34		
E2	£199.20	£219.70	£265.04	£292.21	£325.77		
E3	£163.05	£190.38	£210.00	£240.00	£265.69		
E14 (inc Docklands)	£206.55	£231.00	£244.50	£271.04	£304.69		
E14 (Excl Docklands)	£152.70	£168.17	£187.85	£250.04	£282.98		

Table 4.7.1 LB Tower Hamlets POD Rents

- 4.8 The CLG/HCA '2011-2015 Affordable Homes Programme Framework' (February 2011) document clearly states that RSLs will not receive grant funding for any affordable housing provided through planning obligations. Consequently, all our appraisals assume nil grant. We recommend that the Council revisits this assumption when it next reviews its charging schedule, by which time a new funding programme may have been introduced by central government.
- 4.9 For shared ownership units, we have assumed that RSLs will sell 25% initial equity stakes and charge a rent of 2.75% on the retained equity. A 10% charge for management is deducted from the rental income and the net amount is capitalised using a yield of 5.25%.

Residential development types, density and mix

- 4.10 We have run appraisals using the range of densities that are typically encountered in the Borough. We have had regard to the density of development indicated by the London Plan density matrix and the Council's Core Strategy.
- 4.11 Tables 4.11.1 and 4.11.2 summarise the different development typologies selected for testing purposes. These are intended to reflect the range of developments across the Borough.

Site type	1 Bed flat	2 bed flat	3 bed flat	4 Bed Flat	3 bed house
Unit size	50 sqm	70 sqm	86 sqm	90 sqm	96 sqm
1					100%
2	33%	33%	33%		-
3	35%	35%	20%		10%
4	35%	35%	22%	8%	-
5	40%	30%	20%	10%	-
6	25%	30%	30%	15%	-
7	35%	35%	20%	10%	-

Table 4.11.1: Unit Mix

Table 4.11.2: Development typologies

—	Number of units	Housing type	Development density units per ha	Net developable area (ha)
1	3	Houses	50	0.06
2	6	Flats	120	0.05
3	25	Houses and flats	80	0.31
4	50	Flats	125	0.40
5	100	Flats	200	0.50
6	250	Flats	175	1.43
7	400	Flats	400	1.00

Residential build costs

- 4.12 We have sourced build costs for the residential schemes from the RICS Building Cost Information Service (BCIS), which is based on tenders for actual schemes. In addition to the build costs outlined below, our appraisals include a contingency of 5% of build costs. Our approach for each site is set out in the following paragraphs.
- 4.13 **Site type 1** is a scheme of 3 houses. The BCIS base cost for 'One-off housing semi-detached (3 units or less)' is £1,025 per square metre, excluding external works and fees. After a 15% allowance for external works and a 6% allowance for CSH level 4 has been added, the final build cost is £1,240 per square metre. As the scheme is comprised wholly of houses, we have assumed a gross to net ratio of 100%.
- 4.14 Site type 2 is a scheme of 6 flats. We have adopted the BCIS base cost for "flats generally" of £1,058 per square metre, excluding external works and fees. After a 15% allowance for external works has been added, together with an allowance for meeting the costs of CSH level 4 (6%) the final build cost is £1,280 per square metre. We have assumed a net to gross ratio of 85%, so costs expressed per net square metre are £1,506 per square metre.
- 4.15 Site type 3 is a scheme of 25 flats and houses. We have adopted the BCIS base cost for "flats generally" of £1,058 per square metre, excluding external works and fees. After a 15% allowance for external works has been added, together with an allowance for meeting the costs of CSH level 4 (6%) the final build cost is £1,280 per square metre. We have assumed a net to gross ratio of 85%, so costs expressed per net square metre are £1,506 per square metre. For the houses we have adopted the BCIS base cost for 'houses generally' of £919 per square metre. After a 15% allowance for external works and a 6% allowance for CSH level 4 has been added, the final build cost is £1,112 per square metre.
- 4.16 Site type 4 is a scheme of 50 flats. We have adopted the BCIS base cost for "flats generally" of £1,058 per square metre, excluding external works and fees. After a 15% allowance for external works has been added, together with an allowance for meeting the costs of CSH level 4 (6%) the final build cost is £1,280 per square metre. We have assumed a net to gross ratio of 85%, so costs expressed per net square metre are £1,506 per square metre.
- 4.17 Site type 5 is a scheme of 100 flats and houses. For the flats, we have adopted the BCIS base cost for "flats of 6 or more storeys" of £1,412 per square metre, excluding external works and fees. After a 15% allowance for external works and a 6% allowance for CSH level 4 has been added, the final build cost is £1,709 per square metre. We have assumed a net to gross ratio of 80%, so costs expressed per net square metre are £2,136 per square metre.
- 4.18 **Site type 6** is a scheme of 250 flats. We have adopted the BCIS for "flats of 6 or more storeys" of £1,412 per square metre. After adding external works (15%) and an allowance for CSH level 4 (6%), the costs increase to £1,709 per square metre. On the basis of an assumed net to gross ratio of 80%, the costs expressed on a net basis equate to £2,136 per square metre.
- 4.19 Site type 7 is a scheme of 400 flats and houses. Given the higher density of the scheme, we have adopted the BCIS upper quartile figure "flats of 6 or more storeys" of £1,572 per square metre, excluding external works and fees. After a 15% allowance for external works and a 6% allowance for CSH level 4 has been added, the final build cost is £1,902 per square metre. We have assumed a net to gross ratio of 75%, so costs expressed per net square metre

are £2,536 per square metre.

4.20 A summary of build costs for each scheme type is provided in Table 4.20.1.

Table 4.20.1: Build costs

Site type	BCIS base – quarter 2 2012	Base cost	External works and CSH level 4	All-in cost (gross)	All-in cost (net)
1	Houses - One-off housing semi-detached (3 units or less)	£1,025	£215	£1,240	£1,240
2	Flats - generally	£1,058	£222	£1,280	£1,506
3	Flats - generally	£1,058	£222	£1,280	£1,506
3	Houses - generally	£919	£193	£1,112	£1,112
4	Flats - generally	£1,058	£222	£1,280	£1,506
5	Flats 6+ storeys	£1,412	£297	£1,709	£2,136
6	Flats 6+ storeys	£1,412	£297	£1,709	£2,136
7	Flats 6+ storeys	£1,572	£330	£1,902	£2,536

4.21 As identified above, an additional 6% allowance is included across all tenures for meeting Code for Sustainable Homes level 4, which is reflective of the findings of work undertaken by Cyrill Sweett on behalf of CLG.

Professional fees

- 4.22 In addition to base build costs, schemes will incur professional fees, covering design, valuation, highways consultants and so on. Our appraisals incorporate an allowance of between 10% to 12%, depending on the complexity of the scheme. This allowance incorporates all professional inputs and planning fees, EPCs and NHBC costs.
- 4.23 Our appraisals incorporate an allowance of 3% of GDV to cover marketing costs. An additional £600 per unit is included for legal costs on sales.

Finance costs

4.24 Our appraisals incorporate finance costs on land and build at 7%.

Stamp duty and acquisition costs

4.25 We include stamp duty at 4% of land costs, agents fees of 1% and legal fees on acquisition of 0.8%.

Mayoral CIL

4.26 Mayoral CIL will be payable on all developments that receive planning consent after 1 April 2012. Tower Hamlets falls within Zone 2, where a CIL of £35 per square metre will be levied. The Mayoral CIL takes precedence over Borough requirements, including affordable housing. CIL regulation 14(3) requires that the Council has regard to the Mayoral CIL when assessing the viability of development for the purposes of setting its own rates of CIL. Our appraisals do not include Mayoral CIL as a cost, so the outputs (in terms of viable levels of CIL) *incorporate* the Mayoral CIL, which should be deducted for the purposes of setting a Borough CIL.



Section 278 and residual Section 106 costs

4.27 Our appraisals incorporate an allowance of £1,220 per unit to address any Section 278 and residual Section 106 costs.

Development and sales periods

4.28 Development and sales periods vary between type of scheme. However, our sales periods are based on an assumption of a sales rate of 5 units per month. This is reflective of current market conditions, whereas in improved markets, a sales rate of up to 8 units per month might be expected. The build and sales periods for each scheme type are summarised in Table 4.46.1 below.

Developer's profit

- 4.29 Developer's profit is closely correlated with the perceived risk of residential development. The greater the risk, the greater the required profit level, which helps to mitigate against the risk, but also to ensure that the potential rewards are sufficiently attractive for a bank and other equity providers to fund a scheme. In 2007, profit levels were at around 15-17% of development costs. However, following the impact of the credit crunch and the collapse in interbank lending and the various government bailouts of the banking sector, profit margins have increased. It is important to emphasise that the level of minimum profit is not necessarily determined by developers (although they will have their own view and the Boards of the major housebuilders will set targets for minimum profit).
- 4.30 The views of the banks which fund development are more important; if the banks decline an application by a developer to borrow to fund a development, it is very unlikely to proceed, as developers rarely carry sufficient cash to fund it themselves. Consequently, future movements in profit levels will largely be determined by the attitudes of the banks towards development proposals.
- 4.31 The near collapse of the global banking system in the final quarter of 2008 is resulting in a much tighter regulatory system, with UK banks having to take a much more cautious approach to all lending. In this context, and against the backdrop of the current sovereign debt crisis in the Eurozone, the banks may not allow profit levels to decrease much lower than their current level of 20%.
- 4.32 Our assumed return on the affordable housing GDV is 6%. A lower return on the affordable housing is appropriate as there is very limited sales risk on these units for the developer; there is often a pre-sale of the units to an RSL prior to commencement. Any risk associated with take up of intermediate housing is borne by the acquiring RSL, not by the developer. A reduced profit level on the affordable housing reflects the GLA 'Development Control Toolkit' guidance and Homes and Communities Agency's guidelines in its Economic Appraisal Tool.

Phasing of CIL payments

4.33 The Council is yet to formulate its instalment policy. For testing purposes, we have assumed that any CIL due will be split into three equal instalments, payable at the months shown in Table 4.46.1



Benchmark land values for the residential analysis

- 4.34 Benchmark land values, based on the current use value or alternative use value of sites are key considerations in the assessment of development economics for testing planning policies and tariffs. Clearly, there is a point where the Residual Land Value (what the landowner receives from a developer) that results from a scheme may be less than the land's current use value. Current use values can vary significantly, depending on the demand for the type of building relative to other areas. Similarly, subject to planning permission, the potential development site may be capable of being used in different ways as a hotel rather than residential for example; or at least a different mix of uses. Current use value or alternative use value are effectively the 'bottom line' in a financial sense and therefore a key factor in this study.
- 4.35 We have arrived at a broad judgement on the likely range of benchmark land values. On previously developed sites, the calculations assume that the landowner has made a judgement that the current use does not yield an optimum use of the site; for example, it has fewer storeys than neighbouring buildings; or there is a general lack of demand for the type of space, resulting in low rentals, high yields and high vacancies (or in some cases no occupation at all over a lengthy period). We would not expect a building which makes optimum use of a site and that is attracting a reasonable rent to come forward for development, as residual value may not exceed current use value in these circumstances.
- 4.36 In considering the value of sites in existing commercial use, it is necessary to understand the concept of 'yields'. Yields form the basis of the calculation of a building's capital value, based on the net rental income that it generates. Yields are used to calculate the capital value of any building type which is rented, including both commercial and residential uses. Yields are used to calculate the number of times that the annual rental income will be multiplied to arrive at a capital value. Yields reflect the confidence of a potential purchaser of a building in the income stream (i.e. the rent) that the occupant will pay. They also reflect the quality of the building and its location, as well as general demand for property of that type. The lower the covenant strength of the occupier (or potential occupiers if the building is currently vacant), and the poorer the location of the building, the greater the risk that the tenant may not pay the rent. If this risk is perceived as being high, the yield will be high, resulting in a lower number of years rent purchased (i.e. a lower capital value).
- 4.37 Over the past four years, yields for commercial property have 'moved out' (i.e. increased), signalling lower confidence in the ability of existing tenants to pay their rent and in future demand for commercial space. This has the effect of depressing the capital value of commercial space. However, as the economy recovers, we would expect yields to improve (i.e. decrease), which will result in increased capital values. Consequently, current use values might increase, increasing the base value of sites that might come forward, which may have implications for landowners' decisions on releasing sites for alternative uses.
- 4.38 Redevelopment proposals that generate residual land values below current use values are unlikely to be delivered. While any such thresholds are only a guide in 'normal' development circumstances, it does not imply that individual landowners, in particular financial circumstances, will not bring sites forward at a lower return or indeed require a higher return. If proven current use value justifies a higher benchmark than those assumed, then appropriate adjustments may be necessary. As such, current use values should be regarded as benchmarks rather than definitive fixed variables on a site by site basis.

- 4.39 The four benchmark land values used in this study have been selected to provide a broad indication of likely land values across the Borough, but it is important to recognise that other site uses and values may exist on the ground. There can never be a single threshold land value at which we can say definitively that land will come forward for development, especially in urban areas.
- 4.40 It is also necessary to recognise that a landowner will require an additional incentive to release the site for development⁶. The premium above current use value would be reflective of specific site circumstances (the primary factors being the occupancy level and strength of demand from alternative occupiers). For policy testing purposes it is not possible to reflect the circumstances of each individual site, so a blanket assumption of a 20% premium has been adopted to reflect the 'average' situation
- 4.41 Benchmark Land Value 1: This benchmark assumes higher value secondary office space on a hectare of land, with 40% site coverage and 4 storeys. The rent assumed is based on lettings of second hand offices in the Borough at £12.62 per sq ft. We have assumed a £50 per sq ft allowance for refurbishment and a letting void of three years. The capital value of the building would be £12.95 million, to which we have added a 20% premium, resulting in a benchmark of £15.54 million.
- 4.42 Benchmark Land Value 2: This benchmark assumes lower value secondary office space on a hectare of land, with 40% site coverage and 4 storeys. The rent assumed is based on lettings of second hand offices in the Borough at £9.92 per sq ft. We have assumed a £50 per sq ft allowance for refurbishment and a letting void of three years. The capital value of the building would be £8.34 million, to which we have added a 20% premium, resulting in a benchmark of £10.01 million.
- 4.43 Benchmark Land Value 3: This benchmark assumes lower value secondary industrial space on a hectare of land, with 60% site coverage and 1.5 storeys. The rent assumed is based on lettings of secondary industrial floorspace in the Borough at £4.95 per sq ft. We have assumed a letting void of three years. The capital value of the building would be £4.41million, to which we have added a 20% premium, resulting in a benchmark of £5.3 million.
- 4.44 **Benchmark Land Value 4**: This benchmark assumes a community building, which could include buildings owned by the Council and other public sector bodies, and community/charity groups. We have assumed site coverage of 50% across a hectare of land, with a single storey building. The rent assumed is based on our estimate of £4 per sq ft. We have assumed a letting void of one year. The capital value of the building would be £2.49 million, to which we have added a 20% premium, resulting in a benchmark of £2.99 million.
- 4.45 We would draw readers' attention to the comments on land values in Examiner's report on the Mayor of London's CIL⁷, which indicates that owners will need to adjust their expectations to accommodate allowances for infrastructure.
- 4.46 Our residential appraisal inputs are summarised in Table 4.46.1.

⁶ This approach is therefore consistent with the National Planning Policy Framework, which indicates that development should provide "competitive returns" to landowners. A 20% return above current use value is a competitive return when compared to other forms of investment.

⁷ Para 32: "the price paid for development land may be reduced.... a reduction in development land value is an inherent part of the CIL concept.... in some instances it may be possible for contracts and options to be re-negotiated in the light of the changed circumstances arising from the imposition of CIL charges."



Table 4.46.1: Residential appraisal assumptions for each site type

Appraisal input Source/Commentary			Site type number and assumptions							
		1	2	3	4	5	6	7		
Number of units		3	6	25	50	100	250	400		
Base construction costs (£s per sq metre)	BCIS adjusted for location. Based on gross areas before external works. Additional adjustments as set out in Table 4.19.1	£1,025	£1,058	Flats - £1,058 Houses - £919	£1,058	£1,412	£1,412	£1,572		
External works (% of build costs)	Based on average scheme cost.	15%	15%	15%	15%	15%	15%	15%		
Code for sustainable homes level 4	Based on CLG/Cyril Sweett Study	6%	6%	6%	6%	6%	6%	6%		
Contingency (% of build cost)	Industry norm (5%)	5%	5%	5%	5%	5%	5%	5%		
Professional fees (% of build)	BNPPRE assumption	10%	10%	10%	10%	10%	12%	12%		
Construction period (months)	We assume that developers will build at the rate they are able to sell.	12	12	18	18	20	24	24		
Sales period (months)	Determined by ability of market to absorb new development	2	2	5	10	12	25	30		
Sale start (month from commencement)	Linked to later stages of construction period	12	12	18	16	20	20	20		
Sales rate (units per month)	Reflective of current market, could improve.	1.5	3	5	5	5	5	5		
Profit on private (% of GDV)	BNPPRE assumption – reflective of current funder requirements	20%	20%	20%	20%	20%	20%	20%		
Profit on affordable (% of GDV)	Reduced risk due to pre-sale to RSL	n/a	n/a	6%	6%	6%	6%	6%		
Phasing of CIL payments	BNPPRE assumption – equal splits, paid in months shown in table	1/6/6	1/6/6	1/6/12	1/6/12	1 / 12 / 18	1 / 12 / 24	1/18/24		
Gross to net ratio for flats	BNPPRE assumption	n/a	85%	85%	85%	80%	80%	75%		
Density and site area (ha, developable area)		50 uph 0.06 ha	120 uph 0.05 ha	80 uph 0.31 ha	125 uph 0.40 ha	200 uph 0.50 ha	175 uph 1.43 ha	400 uph 1.00 ha		



Commercial development

4.47 We have appraised a series of hypothetical commercial developments, reflecting a range of use classes at average rent levels achieved on lettings of commercial space in actual developments. In each case, our assessment assumes an intensification of the existing use on the site, based on the same type of commercial development. In each case, the existing use value assumes that the existing building is half the size of the new development, with a lower rent and higher yield reflecting the secondary nature of the building.

Commercial rents and yields

- 4.48 Our research on lettings of commercial floorspace indicates a range of rents achieved, as summarised in table 4.48.1. This table also includes our assumptions on appropriate yields to arrive at a capital value of the commercial space. New build office developments are likely to attract a premium rent above second hand rents, however such development is likely to be relatively modest and limited to parts of the borough where offices achieve higher rents i.e. City Fringe and Docklands areas. The rents and yields adopted in our appraisals are summarised in Table 4.48.1.
- 4.49 Our appraisals of commercial floorspace test the viability of developments on existing commercial sites. For these developments, we have assumed that the site currently accommodates the same use class and the development involves intensification of that use. We have assumed lower rents and higher yields for existing space than the planned new floorspace. This reflects the lower quality and lower demand for second hand space, as well as the poorer covenant strength of the likely occupier of second hand space. A modest refurbishment cost of is allowed for to reflect costs that would be incurred to secure a letting of the existing space. A 20% landowner premium is added to the resulting existing use value as an incentive for the site to come forward for development. The actual premium would vary between sites, and be determined by site-specific circumstances, so the 20% premium has been adopted as a 'top of range' scenario for testing purposes.

Commercial build costs

4.50 We have sourced build costs for the commercial schemes from the RICS Building Cost Information Service (BCIS), which is based on tenders for actual schemes. These costs vary between different uses and exclude external works and fees (our appraisals include separate allowances for these costs). Costs for each type of development are shown in Table 4.48.1.

Profit

4.51 In common with residential schemes, commercial schemes need to show a risk adjusted profit to secure funding. Profit levels are typically around 20% of developments costs and we have incorporated this assumption into our appraisals.



Appraisal input	Source/Commentary	Offices City Fringe	Offices north Docklands	Offices South Docklands	Offices elsewhere	Retail City Fringe and north Docklands	Retail elsewhere	Large Retail	Industrial	Student housing	Hotel
Total floor area (sq ft)	Generic scheme	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Rent (£s per sq ft)	Based on average lettings sourced from EGI and Focus	£35	£35	£25	£20	£30	£20.00	£21.50	£10	£200 per week (term time) £225 (summer let)	£28.60 (£83,96 9 per rm cap value)
Rent free/void period (years)	BNPPRE assumption	2 years	2.5 years	2.5 years	2 years	2 years	2 years	2 years	2 years	n/a	n/a
Yield	BNPPRE prime yield schedule, research on comparable evidence and discussions with local agents	5.75%	6.25%	6.25%	7%	6.25%	6.75%	6.25%	7.5%	6.25%	5.75%
Purchaser's costs (% of GDV)	Stamp duty 4%, plus agent's and legal fees	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%
Demolition costs (£s per sq ft of existing space)	Based on experience from individual schemes	£5	£5	£5	£5	£5	£5	£5	£5	£5	£5
Gross to net (net as % of gross)	Based on experience from individual schemes	82%	82%	82%	82%	82%	82%	82%	90%	82%	75%
Base construction costs (£s per sq ft)	BCIS costs. Offices – 'generally' for air conditioned offices with adjustment for quality. 'Generally' figure for industrial, supermarkets, retail warehouse and town centre retail.	£200	£200	£200	£137	£150	£137	£120	£60	£180	£155
External works (% of build costs)	BNPPRE assumption	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Contingency (% of build costs)	BNPPRE assumption	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Letting agent's fee	(% of first year's rent)	10%	10%	10%	10%	10%	10%	10%	10%	n/a%	10%

Table 4.48.1: Commercial appraisal assumptions for each use



Appraisal input	Source/Commentary	Offices City Fringe	Offices north Docklands	Offices south Docklands	Offices elsewhere	Retail City Fringe and north Docklands	Retail elsewhere	Large Retail	Industrial	Student housing	Hotel
Agent's fees and legal fees	(% of capital value)	1.75%	1.75%	1.75%	1.75%	1.75%	1.75%	1.75%	1.75%	1.75%	1.75%
Interest rate	BNPPRE assumption	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Professional fees (% of build)	BNPPRE assumption, relates to complexity of scheme	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Profit (% of costs)	BNPPRE assumption based on schemes submitted for planning	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Existing floorspace (sq ft)	Assumed to be between 25% to 50% of new space	30%	30%	30%	30%	30%	30%	50%	50%	30%	50%
Rent on existing floorspace	Reflects poor quality second hand space of same use, low optimisation of site etc and ripe for redevelopment	£12.50 to £18	£8 to £15	£8 to £15	£7 - £10	£10 to £20	£6 to £10	£6 - £10	£5 - £8	£12	£10 - £20
Yield on existing floorspace	BNPPRE assumption, reflecting lower covenant strength of potential tenants, poor quality building etc	7% - 6.75%	7.25% -8%	7.25% -8%	8%	6.5% -7.5%	8%	8%	8%	8%	7% - 6.75%
Rent free on existing space	Years	3	3	3	3	3	3	3	3	3	3
Refurbishment costs (£s per sq ft)	General allowance for bringing existing space up to lettable standard	£50	£50	£50	£30	£50	£50	£50	£30	£50	£50
Fees on refurbishment (% of refurb cost)	BNPPRE assumption	7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
Landowner premium	BNPPRE assumption – in reality the premium is likely to be lower, therefore this is a conservative assumption	20%	15% - 20%	15% - 20%	15% -20%	20%	15% – 20%	20%	15% – 20%	20%	15% – 20%

Table 4.48.1 (continued) Commercial appraisal assumptions for each use – existing uses

5 Appraisal outputs

Residential appraisals

5.1 The full outputs from our appraisals of residential development are attached as Appendix 3. We have modelled seven generic site types, reflecting different densities and types of development, which are tested in each of the eight submarket areas identified in Section 4 and against four/five land value benchmarks. These types are summarised in table 5.1.1 below.

Table 5.1.1: Development types

	Number of units	Housing type	Development density units per ha	Net developable area (ha)
1	3	Houses	50	0.06
2	6	Flats	120	0.05
3	25	Houses and flats	80	0.31
4	50	Flats	125	0.40
5	100	Flats	200	0.50
6	250	Flats	175	1.43
7	400	Flats	400	1.00

Scenarios tested

- 1. Base sales and base costs (including Code for Sustainable Homes Level 4); 35% affordable housing (excluding Site type 1 and 2, which fall below the threshold of 10 units) with rented element let at rents linked to LHAs;
- 2. Sales values fall by 5%;
- 3. Sales values increase by 10% and build costs increase by 5%;
- 4. As (1) with Affordable Rent instead of social rented;
- 5. As (1) with 30% affordable housing;
- 6. As (1) with 20% affordable housing; and
- 7. As (1) with 0% affordable housing.
- 5.2 We assume that all development types will meet Code for Sustainable Homes Level 4. Level 4 is reflected through a 6% adjustment to our base build costs for all tenures.
- 5.3 For all types of site, we have run two sensitivity analyses; firstly, with sales values falling by 5% and secondly, with sales values increasing by 10% and build costs also increasing by 5%. This analysis is provided for illustrative purposes and may assist the Council in understanding how viability might be affected by movements in sales values (up and down) over time and increased sustainability requirements. However, the future trajectory of the housing market is inherently uncertain and predictions cannot be relied upon.
- 5.4 The residual land values from each of the scenarios above in each of the nine housing market areas are then compared to four benchmark land values ('BLVs') based on the assumptions set out in paragraphs 4.34 to 4.45 This comparison enables us to determine whether the imposition of CIL would have an impact on development viability. In some cases, the equation RLV less BLV results in a negative number, so the development would not proceed, whether CIL was imposed or not. We therefore focus on situations where the



RLV is greater than BLV and where (all other things being equal) the development would proceed. In these situations, CIL has the potential to 'tip the balance' of viability into a negative position.

Commercial appraisals

5.5 Our research on rents achieved on commercial lettings indicates a range of rents within each main use class. Our commercial appraisals therefore model base position and test the range of rates (higher and lower than the base level) and changes to yields. This enables us to drawn conclusions on maximum potential rates of CIL. For each type of development tested, we have run appraisals of a quantum of floorspace, each with rent levels reflecting the range identified by our research.

Presentation of data

Residential appraisals results

- 5.6 The results for each site are presented in six spreadsheets, as follows:
 - Base sales values, 35% affordable housing (where applicable) CSH level 4 on all tenures;
 - Sales values -5%;
 - Sales values + 10%, build costs + 5%;
 - Scenario 1 with Affordable Rent in place of social rent;
 - Scenario 1 with reduced affordable housing (30%);
 - Scenario 1 with reduced affordable housing (20%); and
 - Scenario 1 with no affordable housing (0%).
- 5.7 A sample of the format of the results is provided below. This sample relates to site type 1.

CIL Viability	LB Tower Hamlets		Benchmark Land	Values (per net deve	elopable ha)	
			BLV1	BLV2	BLV3	BLV4
SITE TYPE	1		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
3 UNITS			£15,547,081	£10,010,044	£5,300,227	£2,990,000
HOUSES						
50 UPH	Net area as percentag	e of gross	100%			
		1		-		
CSH level:	4 on AH			Sales value inflation		
Aff Hsg:	4 on private			Build cost inflation	1	
	4 on private	Area 1	£4090 psm	Build cost inflation CT,Fish,Bow,Mile	Site area:	0.06 ha
Site type 1	Description:		•	CT,Fish,Bow,Mile	L · · · · ·	0.06 ha
		Area 1 RLV per ha	£4090 psm RLV less BLV 1		Site area: RLV less BLV 3	0.06 ha
Site type 1 CIL amount	Description:	RLV per ha	RLV less BLV 1	CT,Fish,Bow,Mile RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
Site type 1 CIL amount 0	Description: RLV 557,513	RLV per ha 9,291,892	RLV less BLV 1 - 6,255,190	CT,Fish,Bow,Mile RLV less BLV 2 - 718,153	RLV less BLV 3 3,991,664	RLV less BLV 4 6,301,892
Site type 1 CIL amount 0 60	Description: RLV 557,513 536,262	RLV per ha 9,291,892 8,937,705	RLV less BLV 1 - 6,255,190 - 6,609,376	CT,Fish,Bow,Mile RLV less BLV 2 - 718,153 - 1,072,339	RLV less BLV 3 3,991,664 3,637,478	RLV less BLV 4 6,301,892 5,947,705
Site type 1 CIL amount 0	Description: RLV 557,513	RLV per ha 9,291,892 8,937,705 8,819,643	RLV less BLV 1 - 6,255,190	CT,Fish,Bow,Mile RLV less BLV 2 - 718,153	RLV less BLV 3 3,991,664	



- 5.8 Each spreadsheet provides residual values at varying amounts of CIL, starting at £0 and increasing to £500 per square metre. CIL applies to net additional floor area only. Our appraisals assume no deduction for existing floorspace, thereby providing the worst case scenario⁸.
- 5.9 Separate data tables are provided in each spreadsheet for each of the housing market areas:
 - Area 1: Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4);
 - Area 2: South Isle of Dogs (E14 3);
 - Area 3: South Bromley-by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2);
 - Area 4: Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0);
 - Area 5: Shadwell and South Whitechapel (E1 1, E1 2) and E14 7;
 - Area 6: Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7);
 - Area 7: Spitalfields (E1 6); and
 - Area 8: Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2)
- 5.10 The RLV is converted to a per hectare rate and compared to the four benchmark land values (see paragraphs 4.34 to 4.45). This is shown in the columns headed 'RLV less BLV1, BLV2' etc. A positive number indicates that the development is viable, as the developer will receive a normal level of development profit and the land value will be sufficient for the site to come forward.
- 5.11 The numerical data is then displayed in four graphs, one for each threshold land value. The graphs show the amount by which the RLV exceeds BLV (or is less than BLV) for each level of CIL. In the <u>illustrative</u> example overleaf (Chart 5.12.1), the graph shows that the maximum viable level of CIL would be £220 per square metre, but that above this level, higher levels of CIL would render the scheme unviable. It is important to note that the charts do not have the same scale and the reader needs to bear this in mind if comparing one chart to another.

⁸ Existing buildings must be occupied for their lawful use for at least six months out of the twelve months prior to grant of planning permission to qualify as existing floorspace for the purposes of calculating CIL liability.



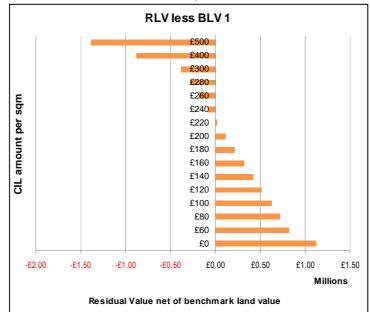


Chart 5.12.1: Illustrative example of data chart

Commercial appraisal results

5.12 The commercial appraisal results are more straightforward, due to the narrower range of variables that need to be considered in comparison to residential development. The appraisals include a 'base' rent level, with sensitivity analyses which model rents above and below the base level (an illustration is provided in Chart 5.12.1). The maximum CIL rates are then shown per square metre, against three different current use values (see Table 4.47.1). Chart 5.12.1 provides an <u>illustration</u> of the outputs in numerical format, while Chart 5.12.2 shows the data in graph format. In this example, the scheme could viably absorb a CIL of between £0 and £275 per square metre, depending on the current use value. The analysis demonstrates the significant impact of very small changes in yields (see appraisals 4 and 6, which vary the yield by 0.25% up or down) on the viable levels of CIL.

Chart 5.12.1: Illustration of sensitivity analyses

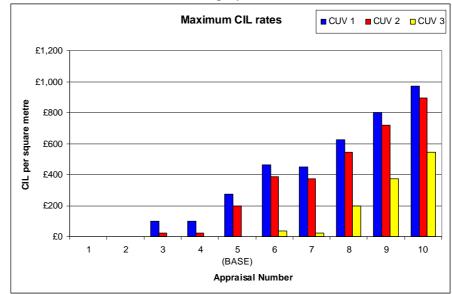
	£s per sqft	Yield	Rent free
Appraisal 1	£21.00	6.50%	2.00 years
Appraisal 2	£22.00	6.50%	2.00 years
Appraisal 3	£23.00	6.50%	2.00 years
Appraisal 4	£24.00	6.75%	2.00 years
Appraisal 5 (base)	£24.00	6.50%	2.00 years
Appraisal 6	£24.00	6.25%	2.00 years
Appraisal 7	£25.00	6.50%	2.00 years
Appraisal 8	£26.00	6.50%	2.00 years
Appraisal 9	£27.00	6.50%	2.00 years
Appraisal 10	£28.00	6.50%	2.00 years



	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-14%	£0	£0	£0
Appraisal 2	-9%	£0	£0	£0
Appraisal 3	-4%	£100	£23	£0
Appraisal 4	0%	£99	£21	£0
Appraisal 5 (base)	-	£275	£197	£0
Appraisal 6	0%	£465	£387	£38
Appraisal 7	4%	£449	£371	£23
Appraisal 8	8%	£624	£546	£197
Appraisal 9	11%	£798	£720	£371
Appraisal 10	14%	£972	£894	£546

Chart 5.12.2: Maximum CIL rates – numerical format

Chart 5.12.3: Maximum CIL rates – graph format



6 Assessment of the results

- 6.1 This section should be read in conjunction with the full results attached at Appendix 3 (residential appraisal results) and Appendix 4 (commercial appraisal results). In these results, the residual land values are calculated for scenarios with sales values and capital values reflective of market conditions across the Borough. These RLVs are then compared to benchmark land values.
- 6.2 The CIL regulations state that in setting a charge, local authorities must "aim to strike *what appears to the charging authority* to be an appropriate balance" between revenue maximisation on the one hand and the potentially adverse impact of CIL upon the viability of development across the whole area on the other. Our recommendations are that:
 - Firstly, the Council should take a strategic view of viability. There will always be variations in viability between individual sites, but viability testing should establish the most typical viability position; not the exceptional situations.
 - Secondly, the Council should take a balanced view of viability residual valuations are just one factor influencing a developer's decision making – the same applies to local authorities.
 - Thirdly, while a single charge is attractive, it may not be appropriate for all authorities, particularly in areas where sales values vary between areas.
 - Fourthly, markets are cyclical and subject to change over short periods of time. Sensitivity testing to sensitivity test levels of CIL to ensure they are robust in the event that market conditions improve over the life of a Charging Schedule is essential.
 - Fifthly, the Council should not set their rates of CIL at the limits of viability. They should leave a margin or contingency to allow for change and site specific viability issues.
- 6.3 The early examinations have seen a debate on how viability evidence should translate into CIL rates. It has now been widely recognised that there is no requirement for a Charging Authority to slavishly follow the outputs of residual valuations. At Shropshire Council's examination in public, Newark & Sherwood Council argued that rates of CIL should be set at the level dictated by viability evidence which would (if followed literally) have resulted in a Charging Schedule with around thirty different charging zones across the Shropshire area. Clearly this would have resulted in a level of complexity that CIL is intended to avoid. The conclusion of this debate was that CIL rates should not necessarily be determined solely by viability evidence, but *should not be logically contrary* to the evidence. The Council should not follow a mechanistic process when setting rates appraisals are just a guide to viability and are widely understood to be a less than precise tool.

Assessment – residential development

6.4 As CIL is intended to operate as a fixed charge, the Council will need to consider the impact on two key factors. Firstly, the need to strike a balance between maximising revenue to invest in infrastructure on the one hand and the need to *minimise* the impact upon development viability on the other. CLG guidance recognises that CIL may make some developments unviable. Secondly, as CIL will effectively take a 'top-slice' of development value, there is a potential impact on the percentage or tenure mix of affordable housing that

can be secured. This is a change from the current system of negotiated financial contributions, where the planning authority can weigh the need for contributions against the requirement that schemes need to contribute towards affordable housing provision.

6.5 In assessing the results, it is important to clearly distinguish between two scenarios; namely, schemes that are unviable *regardless of the level of CIL* (including a nil rate) and schemes that are viable *prior* to the imposition of CIL at certain levels. If a scheme is unviable before CIL is levied, it is unlikely to come forward and CIL would not be a factor that comes into play in the developer's/landowner's decision making. We have therefore disregarded the 'unviable' schemes in recommending an appropriate level of CIL. The unviable schemes will only become viable following a degree of real house price inflation, or in the event that the Council agrees to a lower level of affordable housing in the short term⁹.

Determining maximum viable rates of CIL for residential development

- 6.6 As noted in paragraph 6.5, where a scheme is unviable the imposition of CIL at a zero level will not make the scheme viable. Other factors (i.e. sales values, build costs or benchmark land values) would need to change to make the scheme viable. For the purposes of establishing a maximum viable rate of CIL, we have had regard to the development scenarios that are currently viable and that might, therefore, be affected by a CIL requirement. All the results summarised below assume that current affordable housing requirements are met in full (sensitivity analyses which adopt reduced levels of affordable housing are provided in subsequent sections). In addition, the rates discussed below are **inclusive of the Mayoral CIL of £35 per square metre.**
- 6.7 Site type 1 generates residual values that are predominantly higher than the lower value 'office use' benchmark land values, and site type 2 generates residual values higher than the higher value 'office use' benchmark land values, even in some cases with CIL of as much as £500 per square metre (see Tables 6.7.1 and 6.7.2).

Area	Existing use: Offices (higher)	Existing use: Offices (lower)	Existing use: Industrial	Existing use: community bldgs
CT, Fish,Bow,Mile	Not Viable (NV)	NV	500	500
S IoD	NV	0	500	500
BrB,BC,P,PR,BW	NV	180	500	500
BG,GT,NWC,Step	NV	300	500	500
Shad,SWC, E14 7	NV	500	500	500
Lime,WIoD,Shore	260	500	500	500
Spitalfields	500	500	500	500
CW,AI,TLSKD,Wap	500	500	500	500

Table 6.7.1: Site type 1	 maximum viable rates of CIL 	. (£s per square metre)
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⁹ However, as shown by the sensitivity analyses (which reduce affordable housing to 30% and 20%) even a reduction in affordable housing does not *always* remedy viability issues. In these situations, it is not the presence or absence of planning obligations that is the primary viability driver – it is simply that the value generated by residential development is lower than some existing use values. In these situations, sites would remain in their existing use.



Area	Existing use: Offices (higher)	Existing use: Offices (lower)	Existing use: Industrial	Existing use: community bldgs
CT, Fish,Bow,Mile	180	300	500	500
S IoD	220	500	500	500
BrB,BC,P,PR,BW	300	500	500	500
BG,GT,NWC,Step	500	500	500	500
Shad,SWC, E14 7	500	500	500	500
Lime,WIoD,Shore	500	500	500	500
Spitalfields	500	500	500	500
CW,AI,TLSKD,Wap	500	500	500	500

Table 6.7.2: Site type 2 - maximum viable rates of CIL (£s per square metre)

- 6.8 Tables 6.8.1 to 6.8.5 summarise the results for site types 3, 4, 5, 6 and 7. Each table includes the maximum amounts of CIL that could be charged (including Mayoral CIL) in combination with varying levels of affordable housing and tenure (35% (with Affordable Rent), 35% (with social rented), 30% and 20%). In general terms, viability for these site types is worse in comparison to site type 1, due to the requirement for a percentage of the units to be provided as affordable housing.
- 6.9 Viability for higher density schemes (with high build costs) are identified as being more challenging and are generally unviable in the lower value areas and are unviable in the higher value areas (when compared to the higher benchmark land values) at policy levels of affordable housing. These types of development are therefore unlikely to come forward in the lower value areas, with lower rise developments being the optimum form of development. In lower value areas, site type 4 and 3 would generate the optimum results in terms of maximum viable levels of CIL.

Sensitivity analysis on affordable housing percentage

6.10 Current experience in the Borough indicates that delivering the Council's affordable housing target without grant can be challenging and in many cases a reduced level of provision is being accepted upon the acceptance of a proven viability case. We re-rested sites 3, 4, 5, 6 and 7 with a reduced level of affordable housing (30% and 20% of units) as well as testing the policy level (35%) with Affordable Rent units instead of social rented units. The results of these analyses are included within tables 6.10.1 to 6.10.5. The primary purpose of this exercise was to determine whether changes to affordable housing requirements on individual schemes would enable unviable sites to contribute towards infrastructure. The results show positive movement in terms of the viability of CIL rates when affordable housing levels are reduced. While we are not suggesting that the Council should change its affordable housing policies, the exercise demonstrates that the Council's flexible application of its policy will ensure that CIL will not render development unviable. However, we appreciate that the Council will be keen to minimise the impact on affordable housing as far as possible and this is a key risk factor when determining rates of CIL.



6.11 In light of the Government's consultation on proposed changes to include affordable housing within the scope of CIL we have also tested schemes 3,4 5, 6 and 7 with 0% affordable housing to understand the maximum viable levels of CIL that could be levied if the Council were minded to pursue this approach. As expected and already demonstrated in site types 1 and 2, the results show positive movement and a higher level of CIL can be supported by development in all areas. The Council will need to consider whether this approach would be suitable in their area as there may be implications to this approach for achieving mixed and balanced communities.

Sensitivity analysis on values and costs

6.12 As noted in Section 5, we carried out further analyses which consider the impact of increases in sales values of 10%, accompanied by an increase in build costs of 5%. This data is **illustrative only**, as the future housing market trajectory is very uncertain given the economic outlook and technologies for sustainability measures are likely to become cheaper over time. However, **if** such increases were to occur, tables 6.12.1 to 6.12.7 show the results in terms of the levels of CIL that could be absorbed.



Area	Existin	35% 35% 30% 20% 0%			Existing	g use: Off	ices (lowe	er)		Existing	use: Wai	rehousing	/ storage	3	Existing	g use: com	munity b	uildings		
Affordable hsg %	35% (AR)		30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%
CT, Fish,Bow,Mile	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	140	180	120	160	220	500
S loD	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	200	240	200	220	280	700
BrB,BC,P,PR,BW	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	0	NV	NV	160	500	500	280	400	500	900
BG,GT,NWC,Step	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	240	NV	220	280	800	500	500	500	500	1000
Shad,SWC, E14 7	NV	NV	NV	NV	NV	NV	NV	NV	NV	140	300	160	300	500	1000	500	500	500	500	1250
Lime,WIoD,Shore	NV	NV	NV	NV	NV	NV	NV	NV	180	600	500	260	500	500	1500	500	500	500	500	1750
Spitalfields	NV	NV	NV	NV	200	300	220	280	500	1000	500	500	500	500	2000	500	500	500	500	2000
CW,AI,TLSKD,Wap	NV	NV	NV	NV	500	500	500	500	500	1500	500	500	500	500	2000	500	500	500	500	2000

Table 6.10.1: Site type 3 - maximum viable rates of CIL¹⁰ (£s per square metre)

Table 6.10.2: Site type 4 - maximum viable rates of CIL (£s per square metre)

Area	Existin	g use: Offi	ces (high	er)		Existing	g use: Offi	ices (lowe	er)		Existing	use: Wa	ehousing	/ storage		Existin	g use: com	munity b	uildings	
Affordable hsg %	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%
CT, Fish,Bow,Mile	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	120	0	100	180	400	300	240	260	300	700
S IoD	NV	NV	NV	NV	NV	NV	NV	NV	NV	100	200	120	180	240	600	500	300	400	500	850
BrB,BC,P,PR,BW	NV	NV	NV	NV	NV	NV	NV	NV	NV	200	280	240	260	400	800	500	500	500	500	1000
BG,GT,NWC,Step	NV	NV	NV	NV	NV	60	NV	NV	180	500	500	500	500	500	1000	500	500	500	500	1250
Shad,SWC, E14 7	NV	NV	NV	NV	120	160	100	180	260	750	500	500	500	500	1250	500	500	500	500	1500
Lime,WIoD,Shore	0	NV	NV	160	600	500	500	500	500	1250	500	500	500	500	1750	500	500	500	500	2000
Spitalfields	280	200	260	500	1000	500	500	500	500	1500	500	500	500	500	2000	500	500	500	500	2000
CW,AI,TLSKD,Wap	500	500	500	500	1250	500	500	500	500	2000	500	500	500	500	2000	500	500	500	500	2000

¹⁰ NV = Site is not viable before CIL is applied. These results are disregarded for the purpose of recommended CIL rates, as the sites would remain in their current use, unless other (non-CIL related) factors were to change.



Area	Existin	35% 30% 20% 0% R) (SR) 30% 20% 0% V NV NV NV NV V NV NV NV O V NV NV NV 200			Existing	g use: Off	ices (lowe	ər)		Existing	use: Wa	rehousing	/ storage	1	Existin	g use: com	munity b	uildings		
Affordable hsg %	35% (AR)		30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%
CT, Fish,Bow,Mile	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	120	NV	NV	NV	0	200
S IoD	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	200	0	NV	0	140	400
BrB,BC,P,PR,BW	NV	NV	NV	NV	NV	NV	NV	NV	NV	120	0	NV	0	140	400	160	100	160	220	600
BG,GT,NWC,Step	NV	NV	NV	NV	0	NV	NV	NV	0	240	200	140	180	260	700	300	140	280	500	850
Shad,SWC, E14 7	NV	NV	NV	NV	200	0	NV	0	180	500	280	240	280	500	900	500	400	500	500	1000
Lime,WIoD,Shore	100	NV	0	200	600	500	260	300	500	1000	500	500	500	500	1250	500	500	500	500	1500
Spitalfields	400	240	300	500	1000	500	500	500	500	1500	500	500	500	500	1750	500	500	500	500	1750
CW,AI,TLSKD,Wap	500	500	500	500	1250	500	500	500	500	1750	500	500	500	500	2000	500	500	500	500	2000

Table 6.10.3: Site type 5 - maximum viable rates of CIL (£s per square metre)

Table 6.10.4: Site type 6 - maximum viable rates of CIL (£s per square metre)

Area	Existin	g use: Offi	ces (high	er)		Existing	g use: Off	ices (lowe	er)		Existing	use: Wa	rehousing	g/ storage		Existin	g use: con	nmunity b	uildings	
Affordable hsg %	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%
CT, Fish,Bow,Mile	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	0	NV	NV	NV	NV	140
S IoD	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	120	NV	NV	NV	0	200
BrB,BC,P,PR,BW	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	0	200	100	NV	80	180	400
BG,GT,NWC,Step	NV	NV	NV	NV	NV	NV	NV	NV	NV	200	120	0	100	200	500	240	180	220	280	700
Shad,SWC, E14 7	NV	NV	NV	NV	0	NV	NV	NV	80	400	200	160	200	280	750	300	260	300	500	900
Lime,WIoD,Shore	200	NV	NV	60	400	260	160	200	300	850	500	500	500	500	1000	500	500	500	500	1250
Spitalfields	500	100	180	300	950	500	500	500	500	1250	500	500	500	500	1500	500	500	500	500	1750
CW,AI,TLSKD,Wap	500	260	400	500	1000	500	500	500	500	1500	500	500	500	500	1750	500	500	500	500	2000



Area	Existin	g use: Offi	ces (high	er)		Existing	g use: Off	ices (lowe	er)		Existing	j use: Wa	rehousing	g/ storage		Existin	g use: com	nmunity b	uildings	
Affordable hsg %	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%	35% (AR)	35% (SR)	30%	20%	0%
CT, Fish,Bow,Mile	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	N	NV	NV	NV	NV	0
S loD	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	MV	NV	NV	NV	0	NV	NV	NV	NV	100
BrB,BC,P,PR,BW	NV	NV	NV	NV	NV	NV	NV	NV	NV	60	NV	NV	NV	NV	200	NV	NV	NV	0	200
BG,GT,NWC,Step	NV	NV	NV	NV	100	NV	NV	NV	0	200	0	NV	0	140	400	120	0	100	180	500
Shad,SWC, E14 7	NV	NV	NV	NV	200	NV	NV	NV	140	400	140	80	140	220	600	200	140	200	260	700
Lime,WIoD,Shore	200	80	140	240	700	300	220	260	500	900	500	300	500	500	1000	500	500	500	500	1000
Spitalfields	500	300	500	500	1000	500	500	500	500	1250	500	500	500	500	1250	500	500	500	500	1500
CW,AI,TLSKD,Wap	500	500	500	500	1250	500	500	500	500	1500	500	500	500	500	1750	500	500	500	500	1750

Table 6.10.5: Site type 7 - maximum viable rates of CIL (£s per square metre)



Table 6.12.1: Site type 1 - maximum viable rates of CIL ¹¹ (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%	6
(Inflated)	

Area	Existing use (higher)	Offices	Existing use: (lower)	Offices	Existing use: Warehousing		Existing use: buildings	community
Sales values and costs	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
CT, Fish,Bow,Mile	NV	NV	NV	100	500	500	500	500
S loD	NV	NV	0	180	500	500	500	500
BrB,BC,P,PR,BW	NV	NV	180	280	500	500	500	500
BG,GT,NWC,Step	NV	NV	300	500	500	500	500	500
Shad,SWC, E14 7	NV	140	500	500	500	500	500	500
Lime,WIoD,Shore	260	500	500	500	500	500	500	500
Spitalfields	500	500	500	500	500	500	500	500
CW,AI,TLSKD,Wap	500	500	500	500	500	500	500	500

Table 6.12.2: Site type 2 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%

Area	Existing use: (higher)	Offices	Existing use: (lower)	Offices	Existing use: Warehousing		Existing use: buildings	community
Sales values and costs	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
CT, Fish,Bow,Mile	180	240	300	500	500	500	500	500
S loD	220	300	500	500	500	500	500	500
BrB,BC,P,PR,BW	300	500	500	500	500	500	500	500
BG,GT,NWC,Step	500	500	500	500	500	500	500	500
Shad,SWC, E14 7	500	500	500	500	500	500	500	500
Lime,WIoD,Shore	500	500	500	500	500	500	500	500
Spitalfields	500	500	500	500	500	500	500	500
CW,AI,TLSKD,Wap	500	500	500	500	500	500	500	500

¹¹ NV = Site is not viable before CIL is applied. These results are disregarded for the purpose of recommended CIL rates, as the sites would remain in their current use, unless other (non-CIL related) factors were to change.



Area	Existing use (higher)	Offices	Existing use: (lower)	Offices	Existing use: Warehousing		Existing use: buildings	community
Sales values and costs	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
CT, Fish,Bow,Mile	NV	NV	NV	NV	NV	NV	120	200
S loD	NV	NV	NV	NV	NV	NV	200	280
BrB,BC,P,PR,BW	NV	NV	NV	NV	NV	120	280	500
BG,GT,NWC,Step	NV	NV	NV	NV	NV	260	500	500
Shad,SWC, E14 7	NV	NV	NV	NV	160	500	500	500
Lime,WIoD,Shore	NV	NV	NV	100	260	500	500	500
Spitalfields	NV	NV	220	500	500	500	500	500
CW,AI,TLSKD,Wap	NV	NV	500	500	500	500	500	500

Table 6.12.3: Site type 3 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%

Table 6.12.4: Site type 4 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%

Area	Existing use: (higher)	Offices	Existing use: (lower)	Offices	Existing use: Warehousing		Existing use: buildings	community
Sales values and costs	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
CT, Fish,Bow,Mile	NV	NV	NV	NV	0	140	240	300
S loD	NV	NV	NV	NV	120	220	300	500
BrB,BC,P,PR,BW	NV	NV	NV	NV	240	400	500	500
BG,GT,NWC,Step	NV	NV	NV	120	500	500	500	500
Shad,SWC, E14 7	NV	NV	100	220	500	500	500	500
Lime,WIoD,Shore	NV	60	500	500	500	500	500	500
Spitalfields	200	500	500	500	500	500	500	500
CW,AI,TLSKD,Wap	500	500	500	500	500	500	500	500



Area	Existing use (higher)	Offices	Existing use: (lower)	Offices	Existing use: Warehousing		Existing use: buildings	community
Sales values and costs	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
CT, Fish,Bow,Mile	NV	NV	NV	NV	NV	NV	NV	NV
S loD	NV	NV	NV	NV	NV	NV	NV	0
BrB,BC,P,PR,BW	NV	NV	NV	NV	NV	0	100	180
BG,GT,NWC,Step	NV	NV	NV	NV	140	220	140	400
Shad,SWC, E14 7	NV	NV	NV	100	240	400	400	500
Lime,WIoD,Shore	NV	120	260	500	500	500	500	500
Spitalfields	240	500	500	500	500	500	500	500
CW,AI,TLSKD,Wap	500	500	500	500	500	500	500	500

Table 6.12.5: Site type 5 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%

Table 6.12.6: Site type 6 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%

Area	Existing use: (higher)	Offices	Existing use: (lower)	Offices	Existing use: Warehousing		Existing use: buildings	community
Sales values and costs	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
CT, Fish,Bow,Mile	NV	NV	NV	NV	NV	NV	NV	NV
S loD	NV	NV	NV	NV	NV	NV	NV	NV
BrB,BC,P,PR,BW	NV	NV	NV	NV	NV	NV	NV	NV
BG,GT,NWC,Step	NV	NV	NV	NV	0	140	180	100
Shad,SWC, E14 7	NV	NV	NV	NV	160	240	260	240
Lime,WIoD,Shore	NV	NV	160	260	500	500	500	500
Spitalfields	100	240	500	500	500	500	500	500
CW,AI,TLSKD,Wap	260	500	500	500	500	500	500	500



Area	Existing use: (higher)	Offices	Existing use: (lower)	Offices	Existing use: Warehousing		Existing use: buildings	community
Sales values and costs	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
CT, Fish,Bow,Mile	NV	NV	NV	NV	NV	NV	NV	NV
S loD	NV	NV	NV	NV	NV	NV	NV	NV
BrB,BC,P,PR,BW	NV	NV	NV	NV	NV	NV	NV	NV
BG,GT,NWC,Step	NV	NV	NV	nv	NV	0	0	120
Shad,SWC, E14 7	NV	NV	NV	0	80	160	140	220
Lime,WIoD,Shore	80	180	220	300	300	500	500	500
Spitalfields	300	500	500	500	500	500	500	500
CW,AI,TLSKD,Wap	500	500	500	500	500	500	500	500

Table 6.12.7: Site type 7 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%

Suggested CIL rates

- 6.13 Although the results indicate that viability of residential development is currently challenging, it should be possible for rates of CIL to be levied across all areas, subject to allowing for a buffer or margin to address risks to delivery. There are four key risk factors:
 - The first is that individual sites might incur exceptional costs (decontamination, difficult ground conditions etc) and as a result the residual land value could fall. Developers will try and reflect such costs in their offer to the landowner, but the extent of any issues is not always fully apparent until the land value is fixed. Where sites have an existing use, an owner will not be prepared to accept a reduction below the value of the current building to accommodate exceptional costs on a redevelopment;
 - Secondly, current use values on individual sites will inevitably vary and will fall somewhere between the values used in our appraisals. As a result, the ability of schemes to absorb high rates of CIL could be adversely affected;
 - Thirdly, sales values could fall or normal build costs could rise over the life of the Charging Schedule, adversely affecting scheme viability; and
 - Fourthly, imposing a high rate of CIL (that vastly exceeds the current levels of Section 106 obligations) in the Council's first Charging Schedule could 'shock' the land market with a consequential risk that land supply falls. This factor has led many charging authorities to seek to limit their CIL rates to around 5% of development costs, or to set their CIL rates so that they are broadly comparable to existing Section 106 contributions¹².
- 6.14 In arriving at a conclusion on recommended rates, it is necessary to consider the different weight that should be attached to appraisal results tested against each of the four benchmark land values. The appraisals indicate that the residual values generated by residential schemes are unlikely to outperform the value of higher value existing offices. Consequently, these buildings are more likely to remain in their existing use in many parts of the Borough, rather than be redeveloped. The bulk of housing supply is therefore likely to come from sites in lower values uses, where the appraisals indicate that CIL would be absorbed.
- 6.15 It is also important to consider that where a scheme is shown as unviable before the application of CIL, it will be other factors such as sales values and build costs that will need to adjust for the scheme to become viable.
- 6.16 The maximum rates of CIL indicated by our appraisals are outlined below. Given the range of results above, and the risk factors outlined in the previous paragraph, our conclusion is that the rates of CIL that the Council might set – having regard to the range of the results and taking account of viability across the Borough as a whole – should be set at a discount of circa 25% to the maximum rates, as shown in Table 6.16.1.

¹² For example, Wandsworth Council has adopted this approach in the Vauxhall Nine Elms Opportunity Area, where the existing tariff has been converted into a per square metre CIL rate.



Area	Maximum CIL indicated by appraisals (£s per sqm)	Maximum CIL, net of Mayoral CIL (£s per sqm)	Suggested CIL after buffer (£s per sqm)
Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4)	80	45	35
South Isle of Dogs (E14 3)	80	45	35
South Bromley-by- Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	100	65	50
Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0)	120	85	65
Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	160	125	95
Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7)	300	265	200
Spitalfields (E1 6)	300	265	200
Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2	300	265	200

Table 6.16.1: Maximum and suggested CIL rates

6.17 In determining the maximum levels of CIL and the recommended rates above, we have based our assessment on current costs and values only. We have run a set of appraisals that show the impact of an increase in sales values, accompanied by an increase in build costs and a further set of results that show the impact of a fall in sales values (the results are summarised in tables 6.12.1 to 6.12.7 and included in Appendix 3). These appraisals provide an indication of the likely movement in viability that any 'buffer' below the maximum rates would need to accommodate.



6.18 Should the Council wish to do so, it would be possible to combine areas into one charging zone, thereby simplifying the charging schedule into three charging areas. This is shown in table 6.18.1 below:

Table 6.18.1: Suggested CIL charging zones and rates

Area	Suggested CIL (£s per sqm)
Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4), South Isle of Dogs (E14 3), South Bromley- by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	35
Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0), Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	65
Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7), Spitalfields (E1 6), Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2	200

Suggested CIL Rates - including affordable housing contributions within CIL

- 6.19 Given the Government's recent consultation on the inclusion of affordable housing within the scope of CIL, the Council wish to understand the levels of CIL which could be levied should they choose to apply this approach. In this regard we have sensitivity tested viability in the Borough assuming no affordable housing is provided on site.
- 6.20 In order to test this, we have run our appraisals with higher levels of CIL charges (up to £2,000 per square metre) and 0% affordable housing. Our conclusion is that the rates of CIL that the Council might set, having regard to the range of the results and taking account of viability across the Borough as a whole, are as follows.

Table 6.19.1: Maximum and Proposed CIL rates - including AH contributions within CIL

Area	Maximum CIL indicated by appraisals (£s per sqm)	Suggested CIL after buffer (£s per sqm)
Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4)	120	85
South Isle of Dogs (E14 3)	200	140
South Bromley-by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	400	280
Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0)	700	490
Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	900	630
Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7)	1,250	875



Area	Maximum CIL indicated by appraisals (£s per sqm)	Suggested CIL after buffer (£s per sqm)
Spitalfields (E1 6)	1,500	1,050
Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2	1,750	1,225

Table 6.19.2: Proposed CIL charging zones and rates - including AH contributions within CIL

Area	Suggested CIL after buffer (£s per sqm)
Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4), South Isle of Dogs (E14 3), South Bromley- by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	85
Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0), Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	500
Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7), Spitalfields (E1 6), Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2	1,000

6.21 We would caution the Council against taking this approach and recommend that the Council carefully consider the implications of this option. On the positive side, all developments will contribute towards affordable housing through CIL, which will be a fixed requirement. It would also allow the Council flexibility to spend the money on repairing or bringing existing stock within the Borough up to decent homes standard. On the downside, however, all CIL money collected will remain in one central fund and it will be up to the Council to prioritise how this is spent. Including affordable housing into this fund may result in affordable housing being prioritised over other infrastructure that would otherwise be delivered. This option would also require the Council to either deliver affordable housing themselves or fund RPs to deliver affordable housing will be provided on-site this will result in mono-tenure housing developments being delivered in the Borough.

Assessment – commercial development

6.22 Our appraisals indicate that the potential for commercial schemes to be viably delivered varies between different uses as well as location. That is to say that higher rents are achieved in the City Fringe and Canary Wharf/Docklands areas, which result in sufficient surplus residual value to absorb a CIL. Outside these areas rents for commercial developments are lower, which reduces the ability of developments to absorb CIL.



6.23 As noted in section 4, the level of rents that can be achieved for commercial space varies according to exact location; quality of building; and configuration of space. Consequently, our appraisals adopt a 'base' position based on average rents for each type of development and show the results of appraisals with lower and higher rents. This analysis will enable the Council to consider the robustness of potential CIL charges on commercial uses, including the impact that changes in rents might have on viability.

Office development - City Fringe, and north Docklands locations

6.24 Our research on offices in the City Fringe and north Docklands areas indicate that the rent levels are significantly higher than those achieved in the rest of the Borough (circa £25 to £40 per sq ft, compared to circa £15 to £25 per sq ft elsewhere). Rents in the south Docklands area are identified to be lower than those currently achieved in the north at circa £25 per sq ft. Currently yields in the City Fringe locations are stronger than those in the Docklands locations and as a result office values are higher in the City Fringe. This is demonstrated in Charts 6.24.1, 6.24.2.

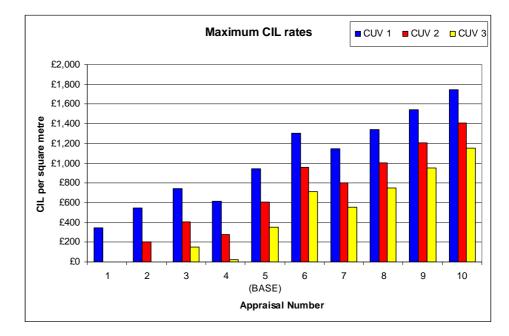


Chart 6.24.1: Office development - City Fringe



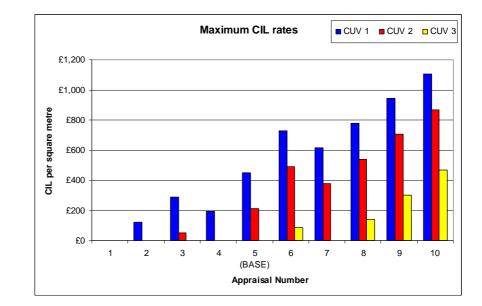


Chart 6.24.2: Office development - north Docklands

- 6.25 The results of our office appraisals indicate that at present, only developments in the City Fringe and north Docklands locations are likely to generate positive residual land values. It is therefore likely that office development will be focused in the City Fringe and north Docklands locations over the life of the Charging Schedule.
- 6.26 Focusing on the 'Base' scenario in north Docklands (appraisal 5 in Chart 6.24.2), office developments can support a CIL rate of between £0 and £451 per square metre (inclusive of Mayoral CIL) dependent on the existing use of the site.
- 6.27 With regard to the City Fringe area, the viable level of CIL ranges from £352 per square metre to £833 per square metre, depending on the current use value of the site. Based on current use value 3, the maximum potential CIL rate would be circa £352 per square metre.

Office development - other locations in the Borough

- 6.28 The results of our office appraisals in the rest of the Borough indicate that the rent levels achievable are likely to be considerably lower than in the City Fringe, and north and south Docklands areas (circa £15 £20 per sq ft).
- 6.29 Consequently, office developments are unlikely to be viable, unless rents increase significantly over the life of the Charging Schedule. Long term demand for offices outside the City Fringe, north and south Docklands areas is likely to be weak and it is therefore unlikely that any significant level of office development will come forward in areas beyond these locations.

Retail development – City Fringe and Canary Wharf/Docklands

6.30 Our appraisals of the City Fringe and north Docklands retail developments indicate that residual land values will exceed current use values by a sufficient margin to allow for a CIL to be levied. Based on the highest current use value, the maximum CIL the Council could levy on this development type would be £150 per square metre.



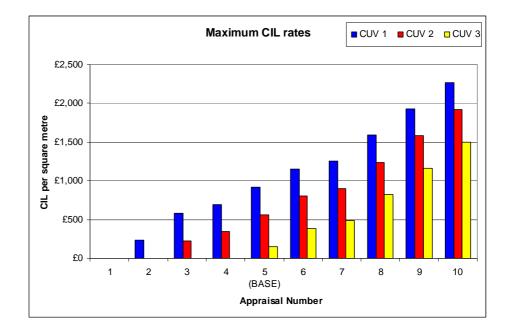


Chart 6.30.1: Viable levels of CIL on retail developments in the City Fringe and north Docklands areas

Retail Development – Rest of the Borough

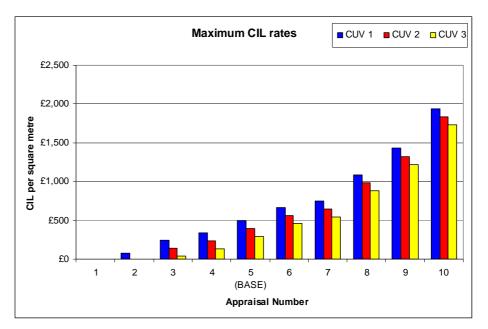
6.31 Rents for retail development across the rest of the Borough are significantly lower than rents in City Fringe and north Docklands locations (circa £15 - £20 per sq ft). Consequently, it is unlikely that retail development will be sufficiently viable to attract significant interest from developers at the current time and our appraisals indicate that in the base case CIL cannot viably be levied on retail development outside the prime shopping locations of the City Fringe and north Docklands.

Large retail

- 6.32 The large retail development market is particularly buoyant and as such our appraisals identify that such uses are able to generate significant surpluses that could fund CIL.
- 6.33 Other charging authorities have considered the differences in viability between small retail and large retail (retail warehousing/retail park/superstores etc.) with the latter being occupied by operators with greater covenant strength. This greater covenant strength and the likelihood of lower existing use values of sites results in a higher and consequently a potential for a higher CIL rate.
- 6.34 Our appraisals show that a maximum CIL ranging from £290 to £498 per square metre (including mayoral CIL) could be levied on such retail space, depending on the value of the existing use of the site (see Chart 6.34.1 overleaf).
- 6.35 We consider that there is sufficient justification for the Council to set different CIL rates for retail based on the viability evidence and consider 280 square metres to be an appropriate threshold for defining large units (based on the Sunday trading laws which defines large units as those above 280 square metres).



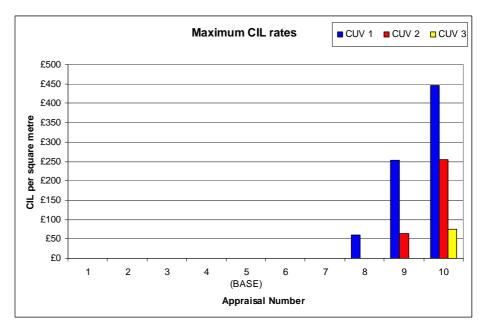
Chart 6.34.1: Large retail (whole Borough)



Industrial and warehouse development

6.36 Our appraisals of industrial development indicate that residual values are likely to be too low to absorb any level of CIL above the existing Mayoral CIL requirement of £35 per square metre. A considerable increase in new build industrial rents would be required before any CIL could be absorbed (see Chart 6.36.1).





Student Housing

6.37 Rents for student housing in the Borough are not dissimilar from schemes in other non central London boroughs (circa £200 per week for a single ensuite room). Our appraisal (attached as Appendix 4) indicates that student housing schemes could generate a maximum CIL contribution of up to £692 per square metre, inclusive of Mayoral CIL.

Hotel development

6.38 Our appraisal of hotel development is attached at Appendix 4. This indicates that at current values, this type of development could absorb a maximum CIL rate of between £0 to £1,364 per square metre including Mayoral CIL (see Chart 6.38.1) dependant on the current use value of the site. However, it should be noted that this is sensitive to small changes in the rent or yield i.e. if the were to shift out by 0.25% the maximum levels of CIL would be £0 - £1,014 per square metre, whilst a reduction in the rent by circa 10% would result in a maximum CIL of £0 - £607 per square metre.

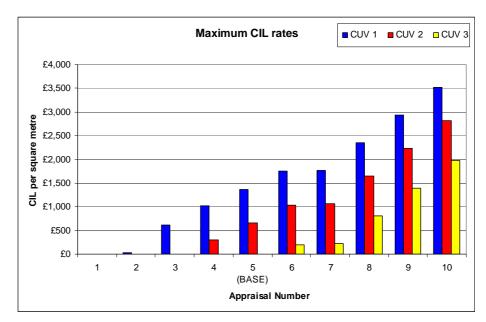


Chart 6.38.1: Hotel development

D1 and D2 floorspace development

6.39 D1 and D2 floorspace typically includes uses that do not accommodate revenue generating operations, such as schools, health centres, museums and places of worship. Other uses that do generate an income stream (such as swimming pools) have operating costs that are far higher than the income and require public subsidy. Many D1 uses will be infrastructure themselves, which CIL will help to provide. It is therefore unlikely that D1 and D2 uses will be capable of generating any contribution towards CIL and as such we recommend that the Council considers a nil rate for these uses.

7 Conclusions and recommendations

- 7.1 The results of our analysis indicate a degree of variation in viability of development in terms of different uses. In light of these variations, two options are available to the Council under the CIL regulations. Firstly, the Council could set a single CIL rate across the Borough, having regard to the least viable types of development and least viable locations. This option would suggest the adoption of the 'lowest common denominator', with sites that could have provided a greater contribution towards infrastructure requirements not doing so. In other words, the Council could be securing the benefit of simplicity at the expense of potential income foregone that could otherwise have funded infrastructure. Secondly, the Council has the option of setting different rates for different types of development and different areas. The results of our study point firmly towards the second option as our recommended route, particularly for residential development.
- 7.2 We have also referred to the results of development appraisals as being highly dependent upon the inputs, which will vary significantly between individual developments. In the main, the imposition of CIL is not *the* critical factor in determining whether a scheme is viable or not (with the relationship between scheme value, costs and land value benchmarks being far more important). This is evidenced by the very marginal differences between the 'pre' and 'post' CIL residential appraisals shown in the charts in Section 6. This point is also illustrated in Chart 7.2.1 below, which compares the impact on the residual value of a scheme of a 10% increase and decrease in sales values and a 10% increase and decrease in build costs to a £100 per sq metre change in CIL.

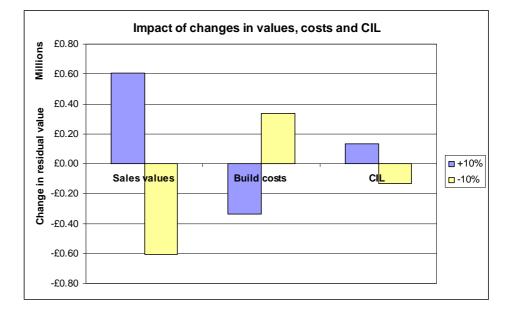


Chart 7.2.1: Impact of changing levels of CIL in context of other factors

7.3 Given CIL's nature as a fixed tariff, it is important that the Council selects rates that are not on the limit of viability. This is particularly important for commercial floorspace, where the Council does not have the ability to 'flex' other planning obligations to absorb site-specific viability issues. In contrast, the Council could in principle set higher rates for residential schemes as the level of affordable housing could be adjusted in the case of marginally viable schemes. However, this approach runs the risk of frustrating one of the Council's other key objectives of delivering affordable housing. Consequently,

sensitive CIL rate setting for residential schemes is also vital.

- 7.4 Our recommendations on levels of CIL are therefore summarised as follows:
 - The results of this study are reflective of current market conditions, which are likely to improve over the medium term. It is therefore important that the Council keeps the viability situation under review so that levels of CIL can be adjusted to reflect any future changes. In this regard we are of the opinion that the Council should consider reviewing the Charging Schedule by at least 2016 and potentially earlier if the Mayoral CIL for Crossrail is increased before this date.

Residential – excluding affordable housing contributions in CIL

The ability of residential schemes to make CIL contributions varies depending on area and the current use of the site. Having regard to these variations, residential schemes should be able to absorb a maximum CIL rate of between £80 to £300 per square metre. CLG guidance requires that charging authorities do not set their CIL at the margins of viability. Other authorities have set their rates at a discount (buffer) to the maximum rate, with discounts ranging from circa 30% to 50%. We would recommend a buffer of circa 30% for Tower Hamlets. Taking a broad view across our appraisals, the maximum rates suggested are as follows:

Area	Maximum CIL indicated by appraisals (£s per sqm)	Maximum CIL, net of Mayoral CIL (£s per sqm)	Suggested CIL after buffer (£s per sqm)
Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4)	80	45	35
South Isle of Dogs (E14 3)	80	45	35
South Bromley-by- Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	100	65	50
Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0)	120	85	65
Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	160	125	95

Table 7.4.1: Proposed Maximum CIL rates - residential



Area	Maximum CIL indicated by appraisals (£s per sqm)	Maximum CIL, net of Mayoral CIL (£s per sqm)	Suggested CIL after buffer (£s per sqm)
Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7)	300	265	200
Spitalfields (E1 6)	300	265	200
Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2	300	265	200

- Whilst the maximum rates are higher than the proposed rates, the inclusion of a buffer will help to mitigate a number of risk factors (primarily the potentially adverse impact on land supply of setting the rates at a high level and 'shocking' the market). However, there is no prescribed percentage buffer and this is entirely a matter for the Charging Authority's judgement.
- Should the Council wish to do so, it would be possible to combine areas into one charging zone, thereby simplifying the charging schedule into three charging areas. This is shown in table 7.4.2 below.

Table 7.4.2: Proposed	CIL charging zones	and rates - residential
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Area	Maximum CIL indicated by appraisals (£s per sqm)	Suggested CIL after buffer (£s per sqm)
Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4), South Isle of Dogs (E14 3), South Bromley-by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	80-100	35
Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0), Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	120-160	65
Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7), Spitalfields (E1 6), Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2)	300	200

Residential – including affordable housing contributions within CIL

- In light of the Government's consultation on the inclusion of affordable housing within the scope of CIL, we have run sensitivity tests to understand the level of CIL contributions residential developments could viably afford assuming no affordable housing is provided on site.
- Our conclusion having regard to the range of the results and taking account of viability across the Borough as a whole is that the rates of CIL that the Council might set were the rate to include contributions towards affordable housing are set out in tables 7.4.3 and 7.4.4 below.

Table 7.4.3: Maximum and Proposed CIL rates – residential including AH contributions within CIL

Area	Maximum CIL indicated by appraisals (£s per sqm)	Suggested CIL after buffer (£s per sqm)
Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4)	120	85
South Isle of Dogs (E14 3)	200	140
South Bromley-by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	400	280
Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0)	700	490
Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	900	630
Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7)	1,250	875
Spitalfields (E1 6)	1,500	1,050
Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2	1,750	1,225



Table 7.4.4: Proposed CIL charging zones and rates – residential including AH contributions within CIL

Area	Suggested CIL after buffer (£s per sqm)
ZONE 1 Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7), Spitalfields (E1 6), Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2	1,000
ZONE 2 Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0), Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	500
ZONE 3 Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4), South Isle of Dogs (E14 3), South Bromley- by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	85

Commercial

- Office developments in the City Fringe and north Docklands areas have the potential to generate residual values which would support a CIL rate based on higher rents and yields. Office developments in the south Docklands area, however, are achieving lower rents and our appraisals indicate that CIL could not be viably levied. At current rent and yield levels, office development elsewhere in the Borough is unlikely to come forward in the short to medium term as the capital values generated are insufficient to cover development costs.
 - At current rent levels, office development in City Fringe locations should be able to viably absorb a maximum CIL of £352 per square metre (inclusive of Mayoral CIL). Allowing a buffer, which in our experience we consider to be appropriate to deal with for site-specific issues and changes in values over time, we suggest a CIL of £225 per square metre could be levied on this space.
 - In the north Docklands area, we consider that there is scope for office development to support a maximum CIL rate of £212 (inclusive of Mayoral CIL). After allowing a buffer for site-specific issues and changes in values over time, which we consider to be reasonable, we suggest a CIL of £125 per square metre could be levied on this space.
 - At current rent levels, our base appraisals indicate that no CIL could be levied on office development in the south Docklands area and elsewhere in the Borough and therefore recommend that the Council sets a nil rate for these areas. It is unlikely that office space will come forward in the short to medium term as the capital values generated are insufficient to cover development costs.
 - Should the Council wish to adopt a simplified approach in their Charging Schedule, we recommend that the Council considers a CIL rate of £125 per square metre on office space in the City Fringe and North Docklands areas and a nil rate elsewhere.
- Residual values generated by Retail developments are higher than current use values to varying degrees across the Borough. However, to a degree smaller retail development will involve the re-use of existing retail space, which will not be CIL liable. In order to capture value from schemes that add floorspace, and in particular larger format stores that



generate higher value, differential rates could be adopted.

- Residual values generated by Retail developments in City Fringe and north Docklands locations are sufficiently higher than current use values and could absorb a CIL of up to £150 per square metre. Allowing a buffer, which in our experience we consider to be appropriate to deal with for site-specific issues and changes in values over time, we recommend that the Council considers a CIL of £100 per square metre.
- Elsewhere in the Borough, rents for Retail development are considerably lower and our appraisals identify that developments are unable to viably support to absorb CIL. We therefore recommend that the Council considers a nil rate on retail development outside the City Fringe and north Docklands locations.
- Large retail (which for the purposes of CIL could be defined using the Sunday Trading law threshold of 280 square metres) is likely to be be viable across the Borough with a maximum CIL rate of £300 per square metre (including Mayoral CIL). After allowing a buffer, which we consider to be appropriate to deal with site specific issues, the Council might consider setting a CIL of £200 per square metre. We consider that there is sufficient justification for the Council to set different CIL rates for retail based on the viability evidence and consider 280 sqm to be an appropriate threshold.
- Our appraisals of developments of industrial and warehousing floorspace indicate that these uses are unlikely to generate positive residual land values. We therefore recommend a zero rate for industrial floorspace.
- Student housing in the Borough generates sufficient surplus residual values to absorb a maximum CIL of up to £692 per square metre. After allowing for a buffer, which in our experience we consider to be reasonable to deal with site-specific factors, we suggest a rate no higher than £425 per square metre.
- Hotel developments are able to absorb a maximum CIL (inclusive of Mayoral CIL) of between £0 to £1,364 per square metre (including Mayoral) CIL, dependant on the current use of the site. After allowing a buffer, which we consider to be appropriate to deal with site-specific factors, we suggest a rate of no higher than £425 per square metre.
- D1 and D2 uses often do not generate sufficient income streams to cover their costs. Consequently, they require some form of subsidy to operate. This type of facility is very unlikely to be built by the private sector. We therefore suggest that a nil rate of CIL be set for D1 uses.
- 7.5 The proposed Tower Hamlets CIL rates are summarised in Table 7.5.1. A map showing the boundaries of the three zones is attached as Appendix 1.



Development type	Proposed CIL rate					
Residential ¹³	ZONE 1	ZON	IE 2	ZONE 3		
	£200	£6	65	£35		
Student Housing and Hotel	£425					
Offices	Elsewhere in Bor	ough	City Fringe and North Docklands			
	Nil		£125			
Small Retail	Elsewhere in Bor	e and North Docklands				
(280 sq m or less)	Nil			£100		
Large Retail (above 280 sq m)		£2	00			
All other uses		Ν	il			

Table 7.5.1. Proposed GL rates	Table	oposed CIL rates
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7.6 For residential schemes, the application of CIL of is unlikely to be an overriding factor in determining whether or not a scheme is viable. When considered in context of total scheme value, CIL will be a modest amount, typically accounting for between 0.75 and 3.25% of value (see Table 7.6.1). Some schemes would be unviable even if a zero CIL were adopted. We therefore recommend that the Council pays limited regard to these schemes.

 $^{^{\}rm 13}$ These rates assume that affordable housing will be secured through S106



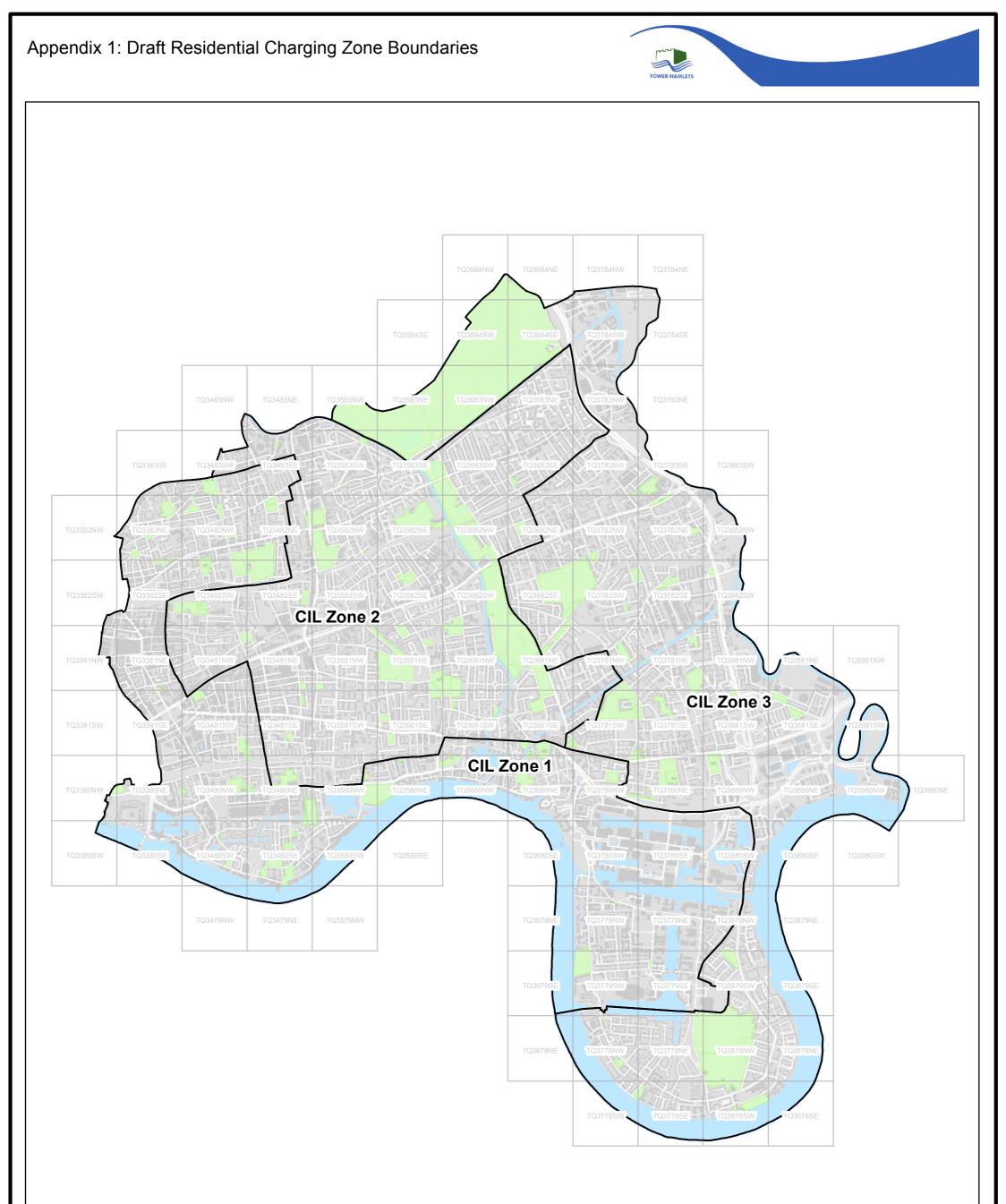
Area	Maximum CIL indicated by appraisals (£s per sqm) ¹⁴	Suggested CIL after buffer (£s per sqm)	CIL as % of maximum viable rate	CIL and % of Gross Development Value ¹⁵
Cubit Town (E14 3), Victoria Park, Fish Island, Bow and Mile End (E3 2, E3 4)	80	35	44%	0.83%
South Isle of Dogs (E14 3)	80	35	44%	0.79%
South Bromley-by-Bow (E3 3), Bow Common, Poplar (E14 6) Poplar Riverside, Blackwall and Leamouth (E14 0, E 14 2)	100	35	35%	0.74%
Bethnal Green (E2 6), Globe Town (E2 9), East Bow (E3 5) North Whitechapel (E1 5) and Stepney (E1 0 E1 3, E1 4, E2 0)	120	65	54%	1.27%
Shadwell and South Whitechapel (E1 1, E1 2) and E14 7	160	65	40%	1.2%
Tower Limehouse & West Isle of Dogs (E1W 3, E1W 8) and Shoreditch (E2 7)	300	200	67%	3.23%
Spitalfields (E1 6)	300	200	67%	2.88%
Canary Wharf (E14 4, E14 5 & E14 9), Aldgate (E1 7, E1 8), Tower of London and St Katherine's Docks (EC3 N4, E1W 1) and Wapping (E1W 2	300	200	67%	2.68%

Table 7.6.1: CIL as a proportion of scheme value and development costs

 ¹⁴ The percentages for residential schemes are based on the appraisals for site type 4.
 ¹⁵ The percentages here assume that CIL is levied on the entire floorspace of the development (except for affordable housing, which benefits from social housing relief) and that there is no deduction for existing floorspace. These percentages therefore represent the worst case scenario.



Appendix 1 Charging zones maps

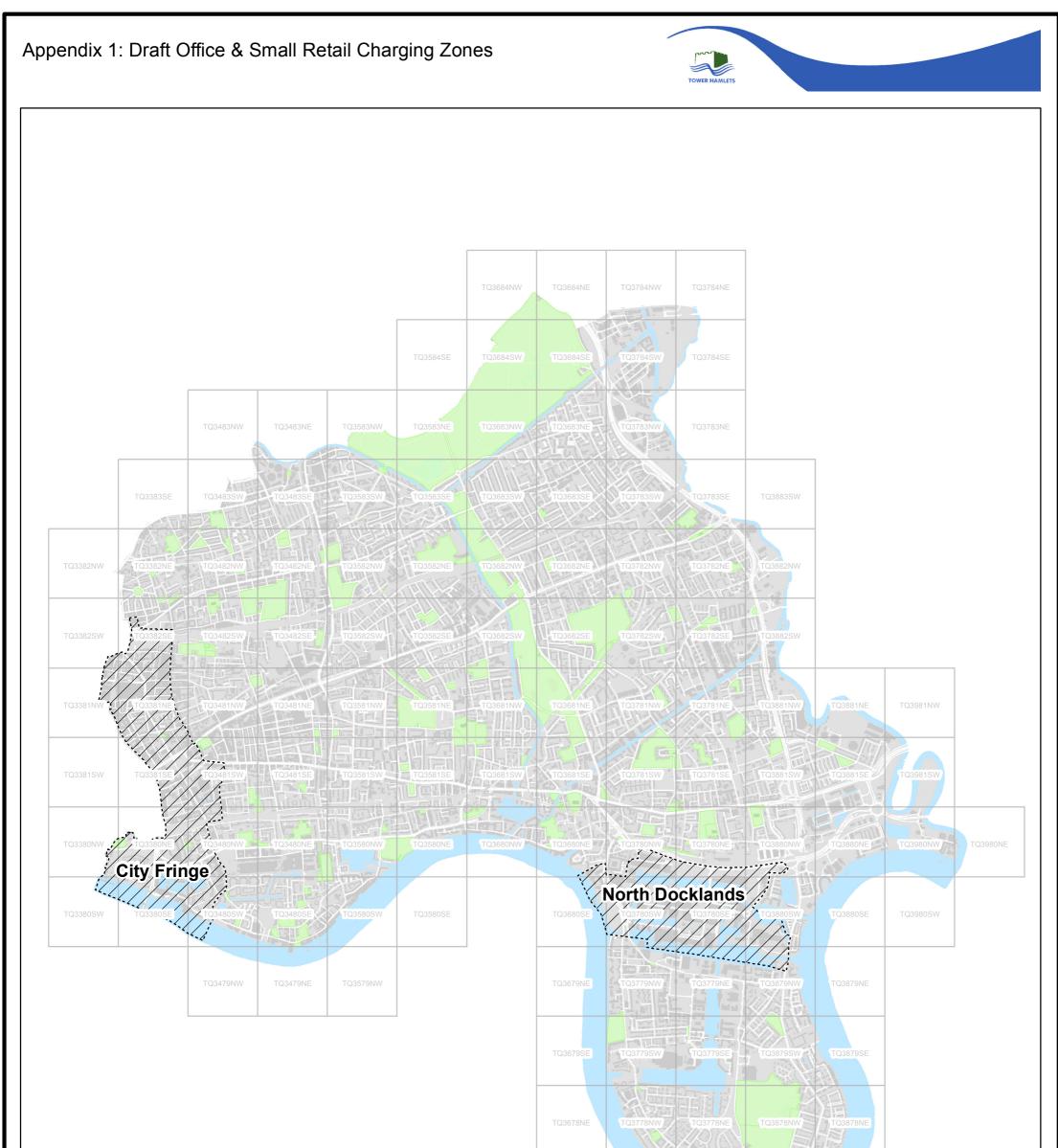


Draft Residential Charging Zone Boundaries

Ordnance Survey Grid (Labels represent grid reference)

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Draft Office & Small Retail Charging Zones

Ordnance Survey Grid (Labels represent grid reference)

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Appendix 2 Private residential sales values



Summary of Residential Land Values Research

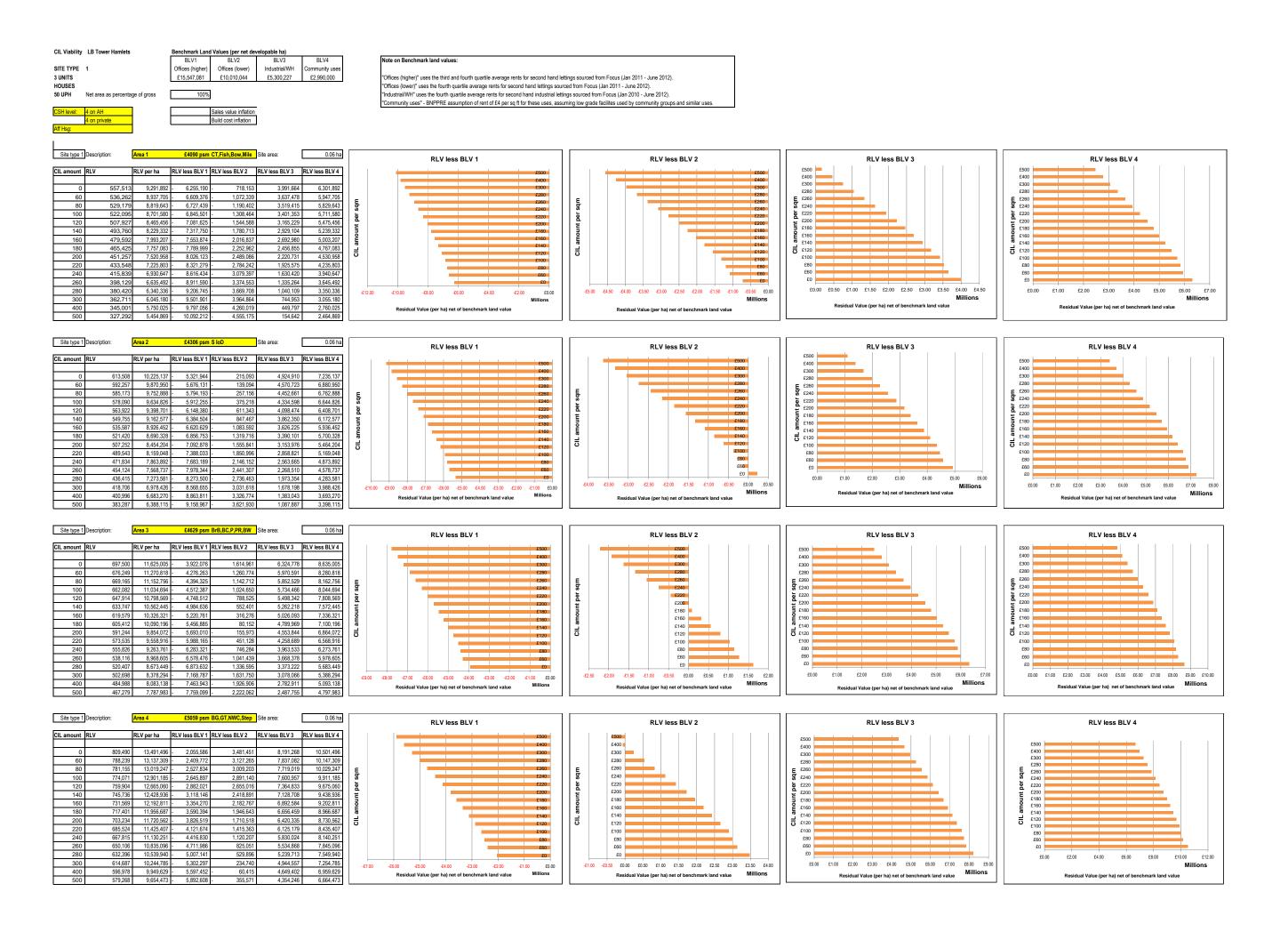
Postcode	Egi – Average (£ psf)	Moliore			Paribas Real Estate'sMoPrevious research onseresidential values andhaviability assessments onsa	Right Move second	Average (£ psf)	Land Registry Q1 2012
		Average (£ psf)	Lowest (£ psf)	Highest (£ psf)		hand sales (£ psf)		Average Sales Price
E1 0	£495	£459	£380	£607			£475	£275,897
E1 1	£570	£528	£368	£757			£525	£313,706
E1 2		£521	£479	£533			£520	£229,538
E1 3		£473	£417	£520			£470	£309,214
E1 4	£400						£400	£295,228
E1 5							£400	£300,224
E1 6	£637	£647	£550	£909			£645	£338,964
E1 7	£849	£1,017	£700	£1,227			£700	£491,666
E1 8	£826				£600		£700	£402,600
E1W 1								£542,000
E1W 2	£706	£668	£531	£971			£687	£455,666
E1W 3						£570	£570	£485,600
E14 0					£435	£325	£400	£267,235
E14 2						£425	£400	£284,377
E14 3					£382	£425	£400	£326,242
E14 4	£700						£700	£508,333
E14 5						£520	£520	£385,833
E14 6	£411	£428	£364	£477			£400	£243,781
E14 7	£480	£495	£397	£689			£480	£277,705

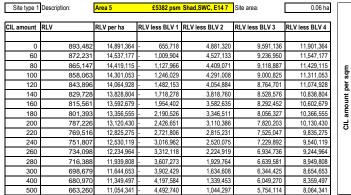


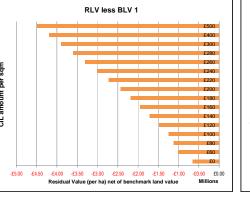
Aver	Egi – Average (£ psf)	Moliore			Information from BNPRightParibas Real Estate'sMovePrevious research onsecondresidential values andhandviability assessments onsalesschemes (£ psf)(£ psf)	Average (£ psf)	Land Registry Q1 2012 Average	
		Average (£ psf)	Lowest (£ psf)	Highest (£ psf)		sales		Sales Price
E14 8						£580	£580	£459,091
E14 9	£645	£626	£454	£1,014	£647	£698	£660	£366,179
E2 0						£525	£525	£267,235
E2 6	£469	£486	£386	£627			£480	£308,110
E2 7						£575	£575	£362,750
E2 9					£460		£460	£340,576
E3 2	£353	£399	£311	£557	£400		£380	£255,970
E3 3	£466	£472	£380	£702	£402		£440	£235,761
E3 4	£428	£402	£326	£449	£359		£390	£259,727
E3 5		£480	£408	£619			£480	£335,238

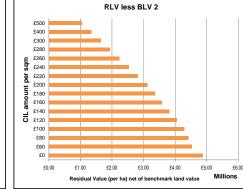


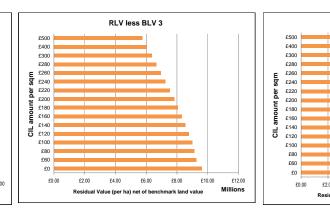
Appendix 3 Residential appraisal results

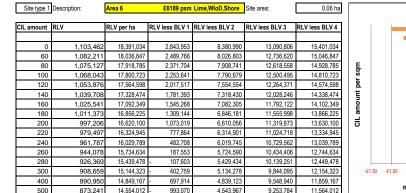


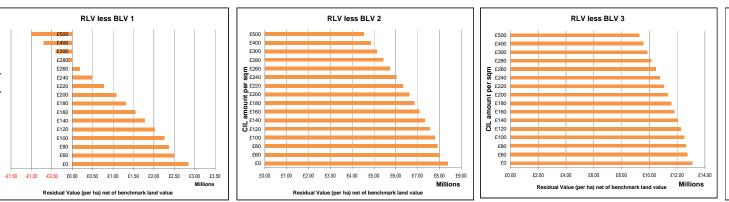


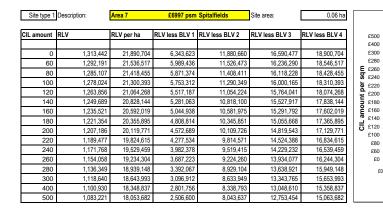


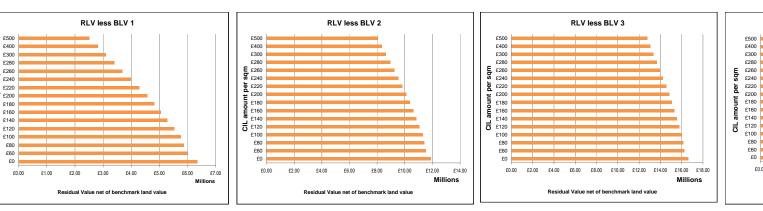




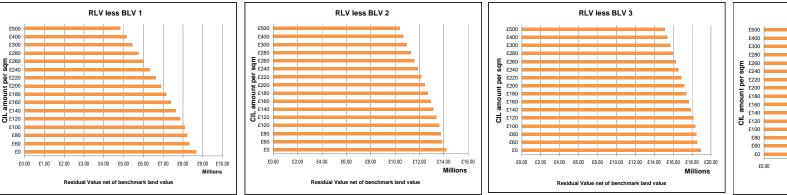


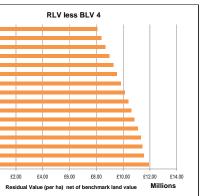


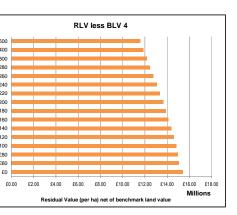




Site type 1 Description:		Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	0.06 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,453,429	24,223,817	8,676,736	14,213,773	18,923,590	21,233,817
60	1,432,178	23,869,631	8,322,549	13,859,586	18,569,403	20,879,631
80	1,425,094	23,751,568	8,204,487	13,741,524	18,451,341	20,761,568
100	1,418,010	23,633,506	8,086,425	13,623,462	18,333,279	20,643,506
120	1,403,843	23,397,382	7,850,301	13,387,338	18,097,154	20,407,382
140	1,389,675	23,161,257	7,614,176	13,151,213	17,861,030	20,171,257
160	1,375,508	22,925,133	7,378,052	12,915,089	17,624,905	19,935,133
180	1,361,341	22,689,008	7,141,927	12,678,964	17,388,781	19,699,008
200	1,347,173	22,452,884	6,905,803	12,442,840	17,152,657	19,462,884
220	1,329,464	22,157,728	6,610,647	12,147,684	16,857,501	19,167,728
240	1,311,754	21,862,573	6,315,492	11,852,529	16,562,345	18,872,573
260	1,294,045	21,567,417	6,020,336	11,557,373	16,267,190	18,577,417
280	1,276,336	21,272,262	5,725,180	11,262,218	15,972,034	18,282,262
300	1,258,626	20,977,106	5,430,025	10,967,062	15,676,879	17,987,106
400	1,240,917	20,681,951	5,134,869	10,671,906	15,381,723	17,691,951
500	1,223,208	20,386,795	4,839,714	10,376,751	15,086,568	17,396,795







£500

£400 £300 £280

£260

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£160

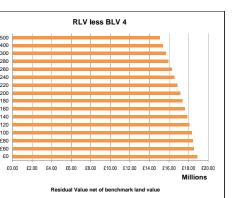
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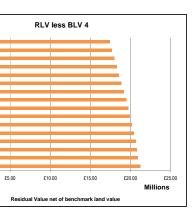
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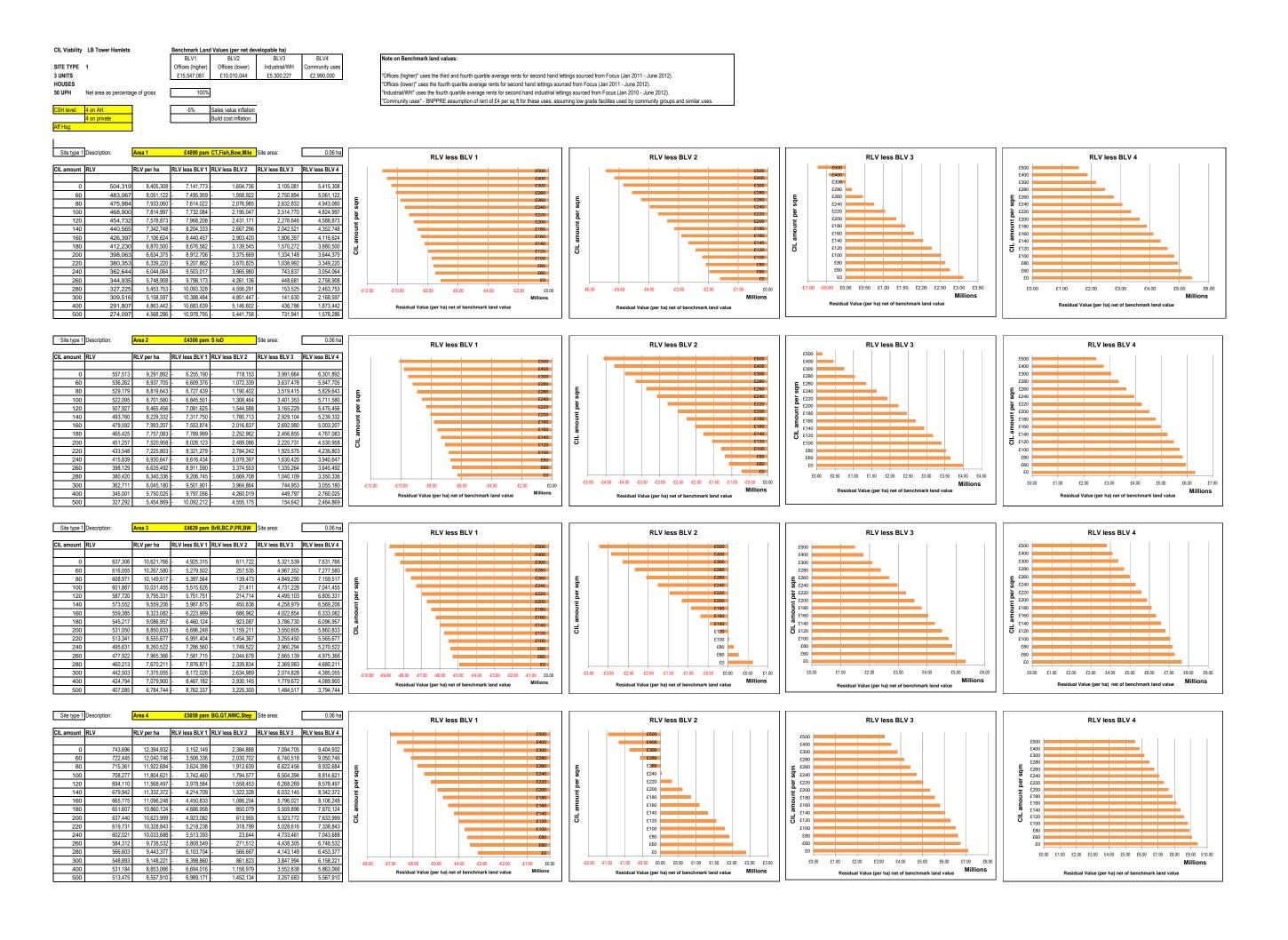
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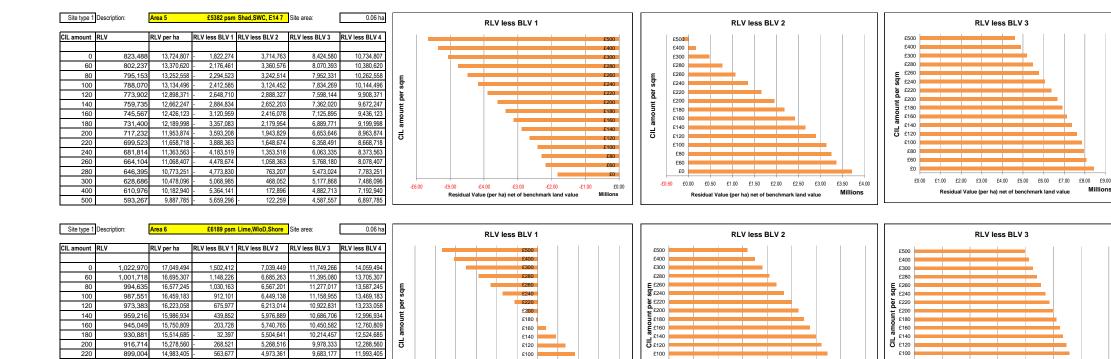
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£0









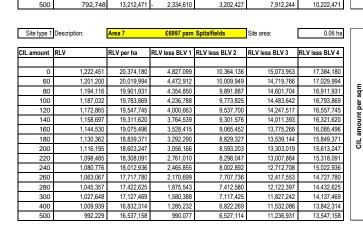
£80

£60

£0

-£3.00 -£2.50 -£2.00 -£1.50 -£1.00 -£0.50 £0.00 £0.50 £1.00 £1.50 £2.00

Residual Value (per ha) net of benchmark land value



858,832

1,153,98

1.449.143

1,744,299

2,039,454

240

260

280

300

400

881,295 14,688,249 -

863,586 14,393,094

845 876 14 097 938

810,458 13,507,627 -

828,167

13,802,782

9,388,022 9,092,866 8,797,711

8,502,555

8,207,400

11,698,249 11,403,094

11 107 938

10,812,782

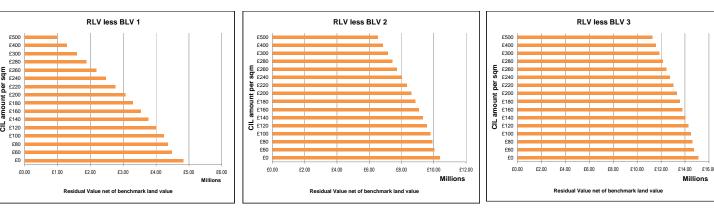
10,517,627

4,678,205 4,383,049

4.087.894

3,792,738

3,497,583



£0.00 £1.00 £2.00 £3.00 £4.00 £5.00 £6.00

Residual Value (per ha) net of benchmark land value

£80

£60

£0

Millions

£80

£60

£7.00 £8.0

Millions

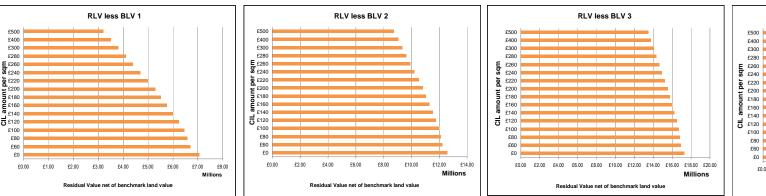
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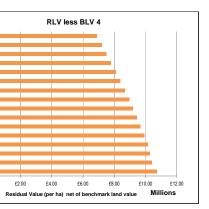
. £0.00

£2.00 £4.00 £6.00 £8.00 £10.00 £12.00 £14.0

Residual Value (per ha) net of benchmark land value Millions

Site type 1 Description:		Area 8	£7535 psm	0.06 ha		
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,355,438	22,590,638	7,043,557	12,580,594	17,290,411	19,600,638
60	1,334,187	22,236,451	6,689,370	12,226,407	16,936,224	19,246,451
80	1,327,103	22,118,389	6,571,308	12,108,345	16,818,162	19,128,389
100	1,320,020	22,000,327	6,453,246	11,990,283	16,700,099	19,010,327
120	1,305,852	21,764,202	6,217,121	11,754,158	16,463,975	18,774,202
140	1,291,685	21,528,078	5,980,997	11,518,034	16,227,851	18,538,078
160	1,277,517	21,291,954	5,744,872	11,281,909	15,991,726	18,301,954
180	1,263,350	21,055,829	5,508,748	11,045,785	15,755,602	18,065,829
200	1,249,182	20,819,705	5,272,623	10,809,660	15,519,477	17,829,705
220	1,231,473	20,524,549	4,977,468	10,514,505	15,224,322	17,534,549
240	1,213,764	20,229,393	4,682,312	10,219,349	14,929,166	17,239,393
260	1,196,054	19,934,238	4,387,157	9,924,194	14,634,011	16,944,238
280	1,178,345	19,639,082	4,092,001	9,629,038	14,338,855	16,649,082
300	1,160,636	19,343,927	3,796,846	9,333,883	14,043,699	16,353,927
400	1,142,926	19,048,771	3,501,690	9,038,727	13,748,544	16,058,771
500	1,125,217	18,753,616	3,206,534	8,743,571	13,453,388	15,763,616





£500

£400 £300

£280

£260

£220

£200

£180

£160

£140

£120

£100

£80

£60

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£500 £300 £300 £280

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Jer.

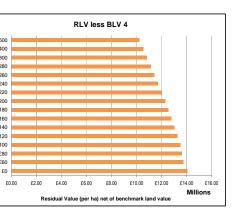
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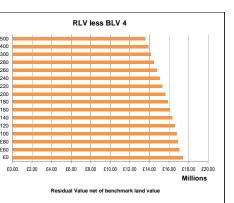
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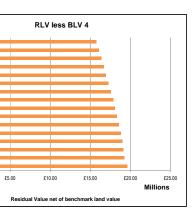
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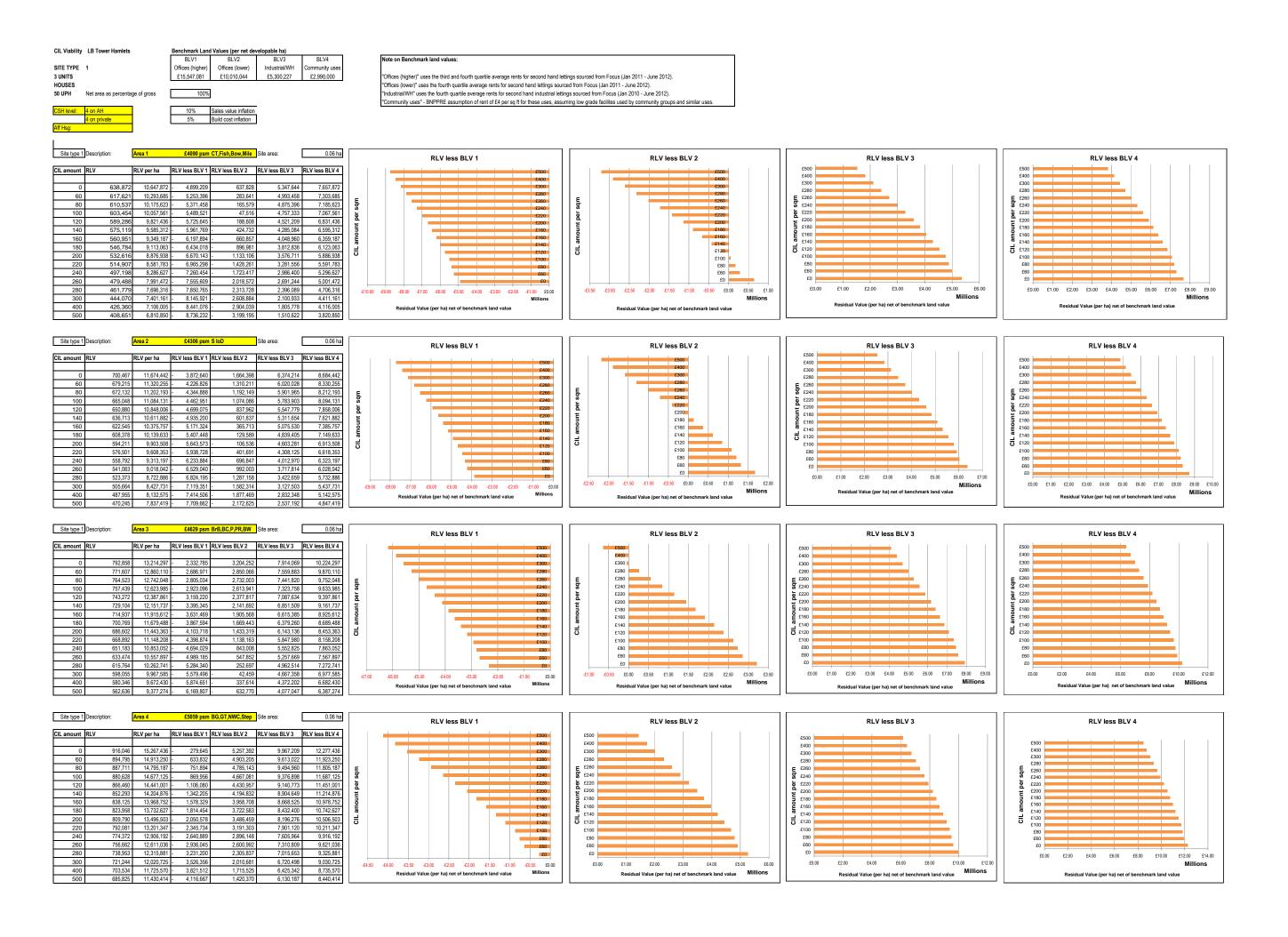
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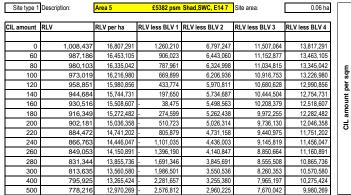
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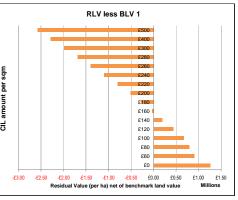


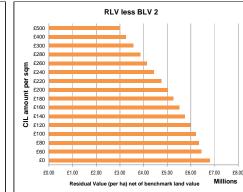


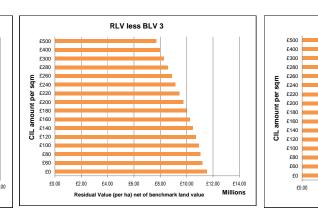


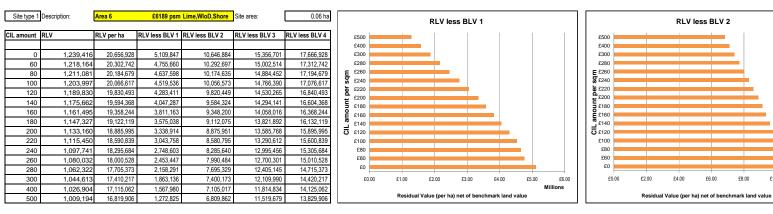
CIL amount RLV

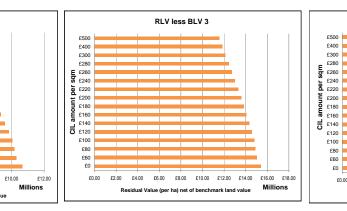
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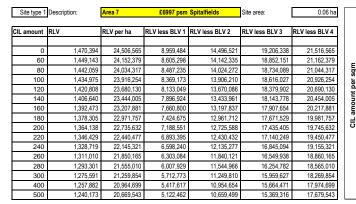


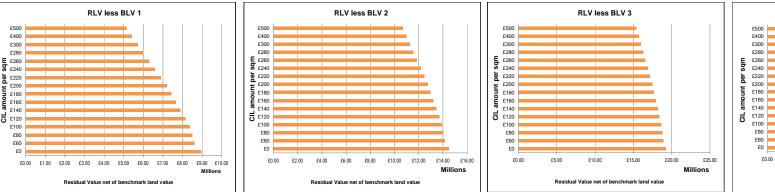








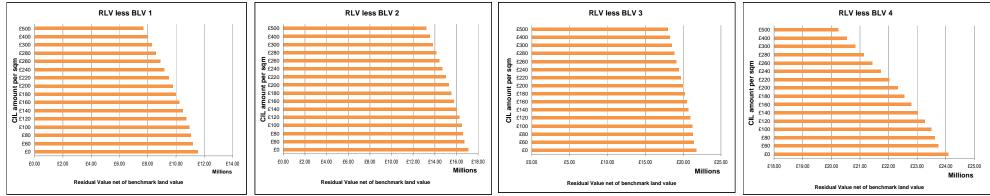


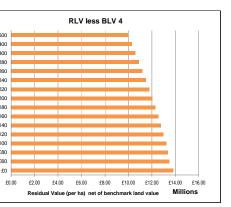


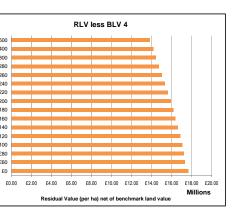
£6.00

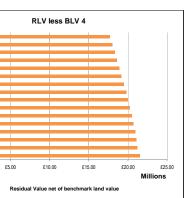
£8.00

Site type 1	Description:	Area 8	£/535 psm	CW,AI,TLSKD,Wap	Site area:	0.06 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,624,379	27,072,990	11,525,909	17,062,946	21,772,763	24,082,990
60	1,603,128	26,718,804	11,171,722	16,708,759	21,418,576	23,728,804
80	1,596,044	26,600,741	11,053,660	16,590,697	21,300,514	23,610,741
100	1,588,961	26,482,679	10,935,598	16,472,635	21,182,452	23,492,679
120	1,574,793	26,246,555	10,699,473	16,236,510	20,946,327	23,256,555
140	1,560,626	26,010,430	10,463,349	16,000,386	20,710,203	23,020,430
160	1,546,458	25,774,306	10,227,224	15,764,261	20,474,078	22,784,306
180	1,532,291	25,538,181	9,991,100	15,528,137	20,237,954	22,548,181
200	1,518,123	25,302,057	9,754,976	15,292,013	20,001,829	22,312,057
220	1,500,414	25,006,901	9,459,820	14,996,857	19,706,674	22,016,901
240	1,482,705	24,711,746	9,164,664	14,701,701	19,411,518	21,721,746
260	1,464,995	24,416,590	8,869,509	14,406,546	19,116,363	21,426,590
280	1,447,286	24,121,435	8,574,353	14,111,390	18,821,207	21,131,435
300	1,429,577	23,826,279	8,279,198	13,816,235	18,526,052	20,836,279
400	1,411,867	23,531,123	7,984,042	13,521,079	18,230,896	20,541,123
500	1,394,158	23,235,968	7,688,887	13,225,924	17,935,740	20,245,968









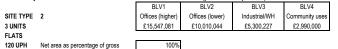
CIL Viability LB Tower Hamlets

3 UNITS

FLATS

120 UPH

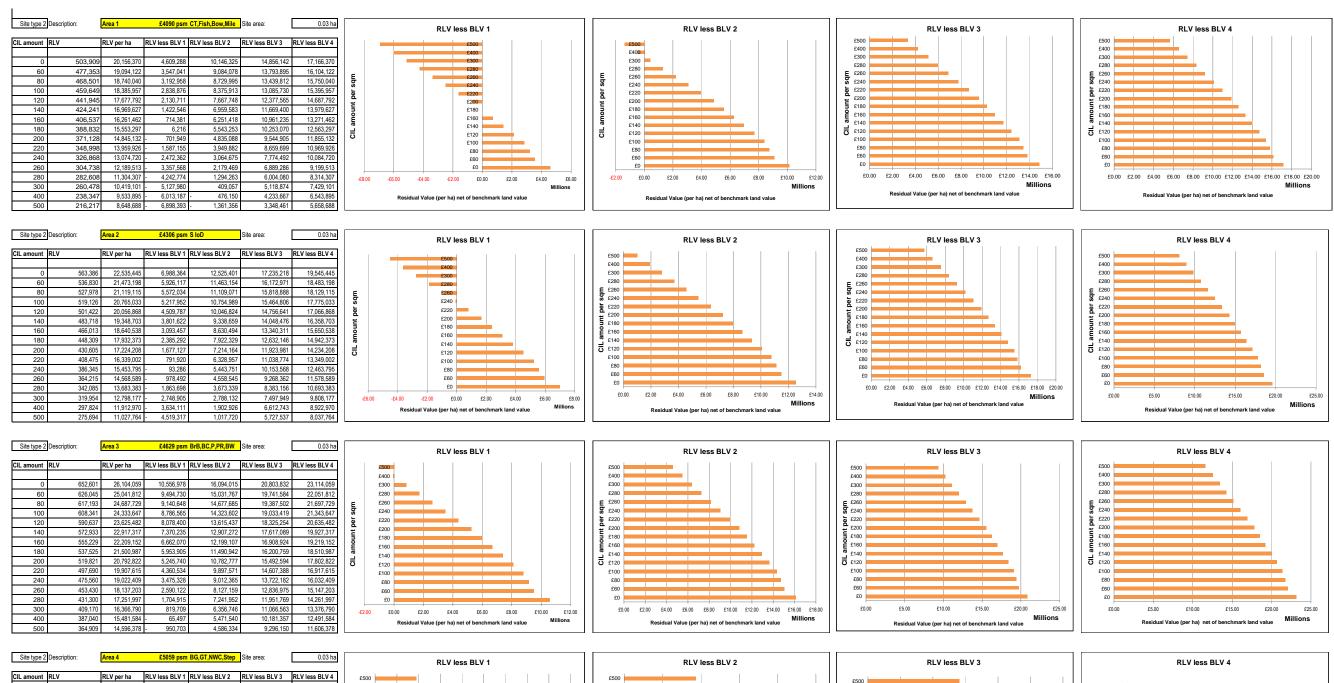
Benchmark Land Values (per net developable ha BLV1 BLV2 BLV3

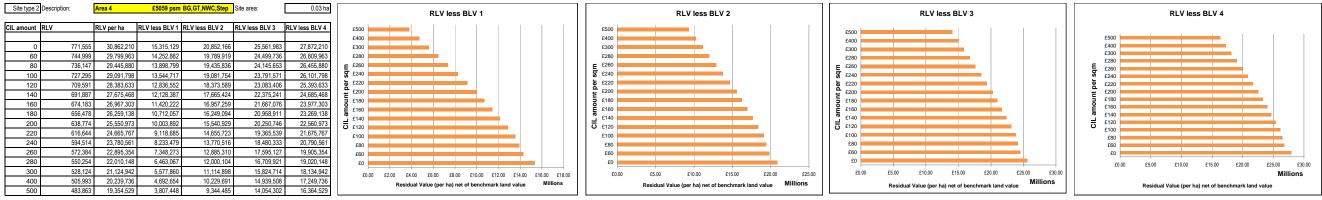


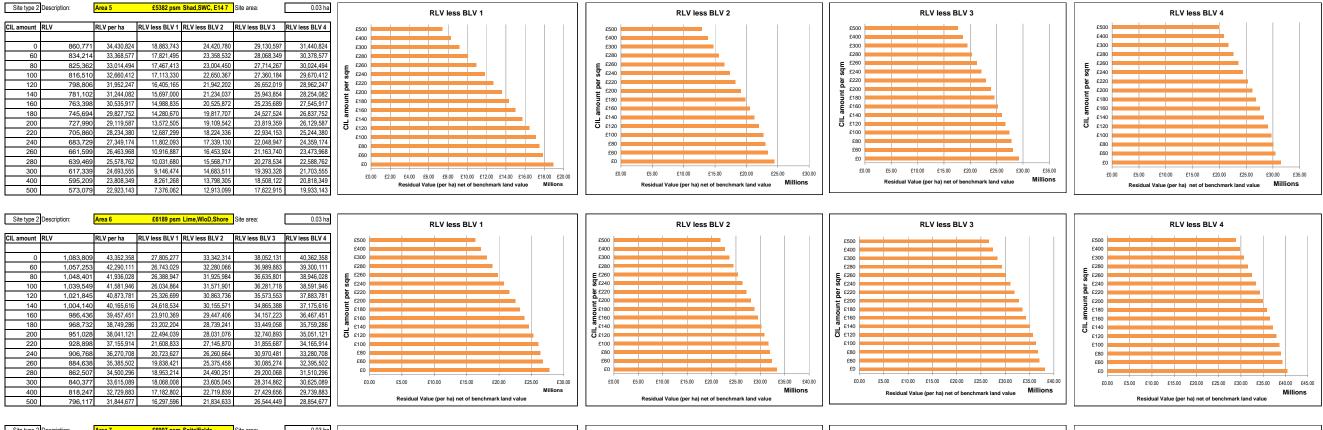
Sales value inflation Build cost inflation

Note on Benchmark land values

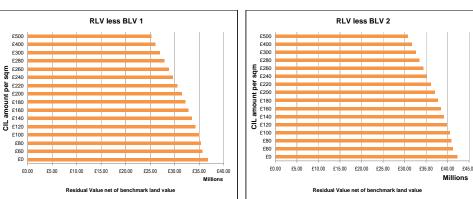
Offices (higher)" uses the third and fourth quartile average rents for second hand lettings sourced from Focus (Jan 2011 - June 2012). Offices (lower)" uses the fourth quartile average rents for second hand lettings sourced from Focus (Jan 2011 - June 2012). Industrial/WH" uses the fourth quartile average rents for second hand industrial lettings sourced from Focus (Jan 2010 - June 2012). munity uses" - BNPPRE assumption of rent of £4 per sq ft for these uses, assuming low grade facilites used by community groups and similar uses

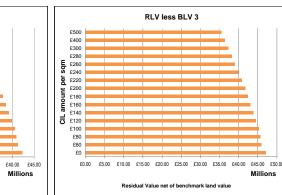




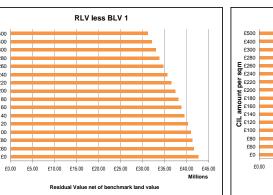


Site type 2	Description:	Area 7	£6997 psm	Spitalfields	Site area:	0.03 h
	_				-	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,306,847	52,273,892	36,726,811	42,263,848	46,973,665	49,283,892
60	1,280,291	51,211,645	35,664,563	41,201,600	45,911,417	48,221,64
80	1,271,439	50,857,562	35,310,481	40,847,518	45,557,335	47,867,562
100	1,262,587	50,503,480	34,956,398	40,493,435	45,203,252	47,513,48
120	1,244,883	49,795,315	34,248,233	39,785,270	44,495,087	46,805,31
140	1,227,179	49,087,150	33,540,068	39,077,105	43,786,922	46,097,15
160	1,209,475	48,378,985	32,831,903	38,368,940	43,078,757	45,388,98
180	1,191,770	47,670,820	32,123,738	37,660,775	42,370,592	44,680,82
200	1,174,066	46,962,655	31,415,573	36,952,610	41,662,427	43,972,65
220	1,151,936	46,077,448	30,530,367	36,067,404	40,777,221	43,087,44
240	1,129,806	45,192,242	29,645,161	35,182,198	39,892,015	42,202,24
260	1,107,676	44,307,036	28,759,955	34,296,992	39,006,808	41,317,03
280	1,085,546	43,421,830	27,874,748	33,411,785	38,121,602	40,431,83
300	1,063,416	42,536,623	26,989,542	32,526,579	37,236,396	39,546,62
400	1,041,285	41,651,417	26,104,336	31,641,373	36,351,190	38,661,41
500	1,019,155	40,766,211	25,219,130	30,756,167	35,465,983	37,776,21





Site type 2	Description:	Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	0.03 ha
IL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,455,540	58,221,581	42,674,500	48,211,537	52,921,354	55,231,581
60	1,428,983	57,159,334	41,612,253	47,149,290	51,859,107	54,169,334
80	1,420,131	56,805,251	41,258,170	46,795,207	51,505,024	53,815,251
100	1,411,279	56,451,169	40,904,088	46,441,125	51,150,942	53,461,169
120	1,393,575	55,743,004	40,195,923	45,732,960	50,442,777	52,753,004
140	1,375,871	55,034,839	39,487,758	45,024,795	49,734,612	52,044,839
160	1,358,167	54,326,674	38,779,593	44,316,630	49,026,447	51,336,674
180	1,340,463	53,618,509	38,071,428	43,608,465	48,318,282	50,628,509
200	1,322,759	52,910,344	37,363,263	42,900,300	47,610,117	49,920,344
220	1,300,628	52,025,138	36,478,056	42,015,093	46,724,910	49,035,138
240	1,278,498	51,139,931	35,592,850	41,129,887	45,839,704	48,149,931
260	1,256,368	50,254,725	34,707,644	40,244,681	44,954,498	47,264,725
280	1,234,238	49,369,519	33,822,438	39,359,475	44,069,292	46,379,519
300	1,212,108	48,484,313	32,937,231	38,474,268	43,184,085	45,494,313
400	1,189,978	47,599,106	32,052,025	37,589,062	42,298,879	44,609,106
500	1,167,848	46,713,900	31,166,819	36,703,856	41,413,673	43,723,900

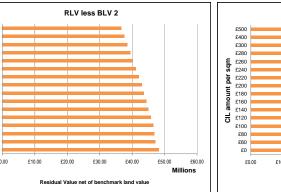


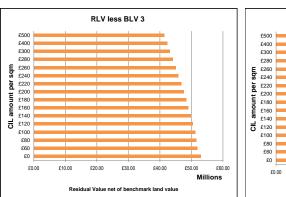
£400 £300 £280

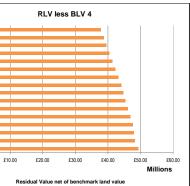
Đ £220

£100 £80

£0







£500

£500 £400 £300 £280 £260 £240

£220

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£160

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£80

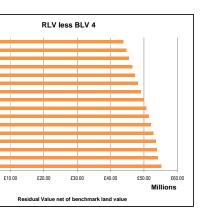
£60

£0

£0.00

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CIL Viability LB Tower Hamlets

4 on private

SITE TYPE 2 3 UNITS

FLATS

120 UPH

CSH level:

Benchmark Land Values (per net developable ha)

	BLVI	BLVZ	BLV3	BLV4	
2	Offices (higher)	Offices (lower)	Industrial/WH	Community uses	
	£15,547,081	£10,010,044	£5,300,227	£2,990,000	
Net area as percentage of gross	100%				

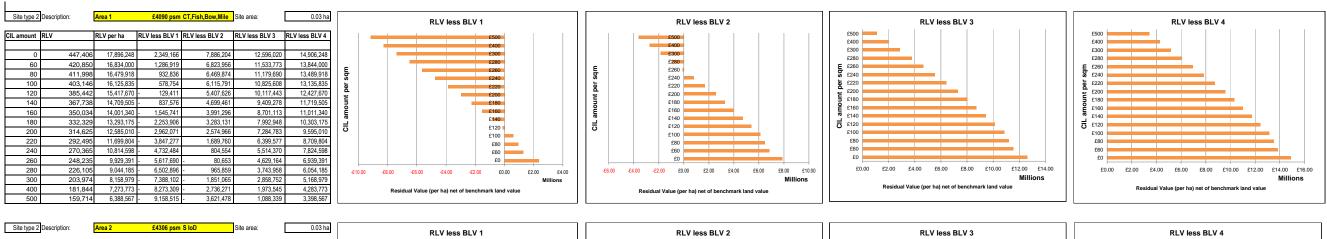
Build cost inflation

-5% Sales value inflation

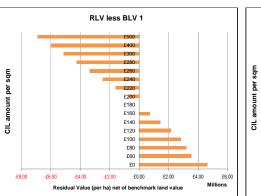
DLV/4

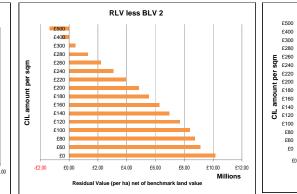
Note on Benchmark land values

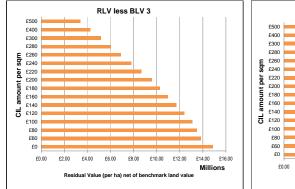
Offices (higher)" uses the third and fourth quartile average rents for second hand lettings sourced from Focus (Jan 2011 - June 2012). Offices (lower)" uses the fourth quartile average rents for second hand lettings sourced from Focus (Jan 2011 - June 2012). Industrial/WH" uses the fourth quartile average rents for second hand industrial lettings sourced from Focus (Jan 2010 - June 2012). nunity uses" - BNPPRE assumption of rent of £4 per sq ft for these uses, assuming low grade facilites used by community groups and similar uses

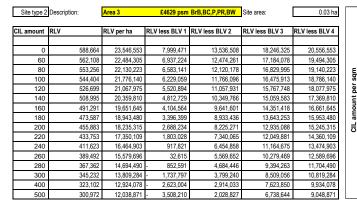


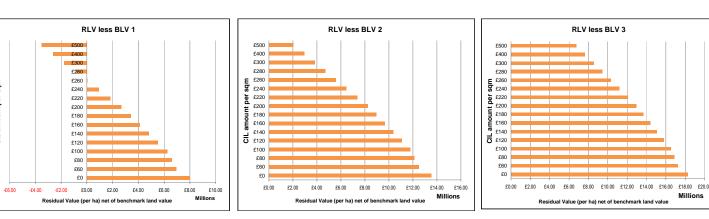
one type :	Description.	AICUL	24000 p3m	0.05	ono area.	0.00110
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	503,909	20,156,370	4,609,288	10,146,325	14,856,142	17,166,370
60	477,353	19,094,122	3,547,041	9,084,078	13,793,895	16,104,122
80	468,501	18,740,040	3,192,958	8,729,995	13,439,812	15,750,040
100	459,649	18,385,957	2,838,876	8,375,913	13,085,730	15,395,957
120	441,945	17,677,792	2,130,711	7,667,748	12,377,565	14,687,792
140	424,241	16,969,627	1,422,546	6,959,583	11,669,400	13,979,627
160	406,537	16,261,462	714,381	6,251,418	10,961,235	13,271,462
180	388,832	15,553,297	6,216	5,543,253	10,253,070	12,563,297
200	371,128	14,845,132	- 701,949	4,835,088	9,544,905	11,855,132
220	348,998	13,959,926	- 1,587,155	3,949,882	8,659,699	10,969,926
240	326,868	13,074,720	- 2,472,362	3,064,675	7,774,492	10,084,720
260	304,738	12,189,513	- 3,357,568	2,179,469	6,889,286	9,199,513
280	282,608	11,304,307	- 4,242,774	1,294,263	6,004,080	8,314,307
300	260,478	10,419,101	- 5,127,980	409,057	5,118,874	7,429,101
400	238,347	9,533,895	- 6,013,187	- 476,150	4,233,667	6,543,895
500	216,217	8,648,688	- 6,898,393	- 1,361,356	3,348,461	5,658,688



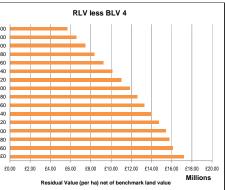


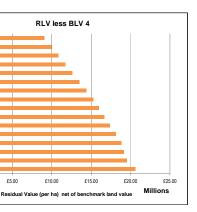












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£300

£280

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£220

£ £180

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£100

£80

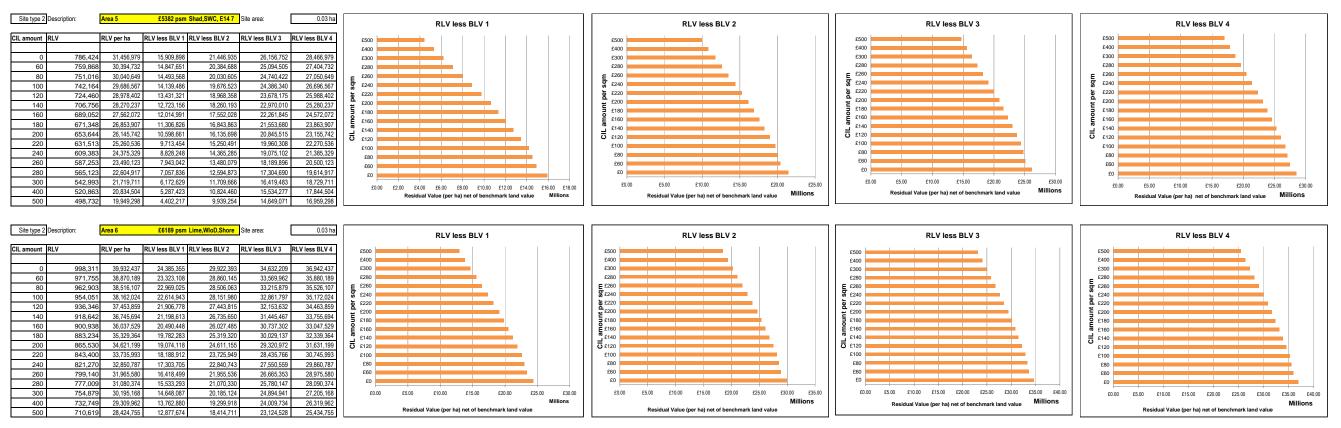
£60

£0

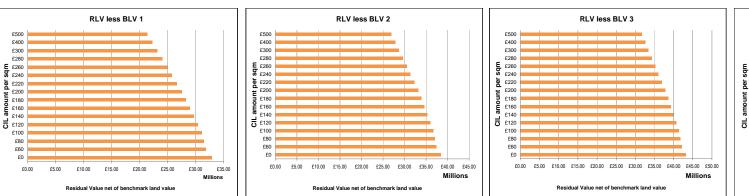
Millions

£0.00

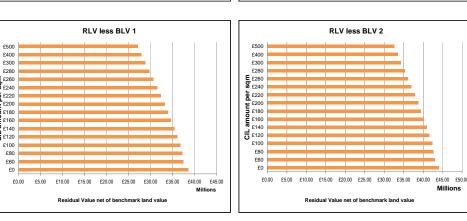
£160

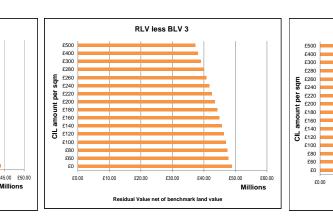


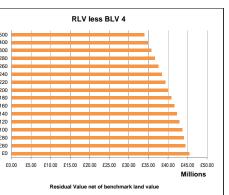
Site type 2	Description:	Area 7	£6997 psm	Spitalfields	Site area:	0.03 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,210,197	48,407,894	32,860,813	38,397,850	43,107,667	45,417,894
60	1,183,641	47,345,647	31,798,565	37,335,602	42,045,419	44,355,647
80	1,174,789	46,991,564	31,444,483	36,981,520	41,691,337	44,001,564
100	1,165,937	46,637,482	31,090,400	36,627,437	41,337,254	43,647,482
120	1,148,233	45,929,317	30,382,235	35,919,272	40,629,089	42,939,317
140	1,130,529	45,221,152	29,674,070	35,211,107	39,920,924	42,231,152
160	1,112,825	44,512,987	28,965,905	34,502,942	39,212,759	41,522,987
180	1,095,121	43,804,822	28,257,740	33,794,777	38,504,594	40,814,822
200	1,077,416	43,096,657	27,549,575	33,086,612	37,796,429	40,106,657
220	1,055,286	42,211,450	26,664,369	32,201,406	36,911,223	39,221,450
240	1,033,156	41,326,244	25,779,163	31,316,200	36,026,017	38,336,244
260	1,011,026	40,441,038	24,893,957	30,430,994	35,140,810	37,451,038
280	988,896	39,555,832	24,008,750	29,545,787	34,255,604	36,565,832
300	966,766		23,123,544	28,660,581	33,370,398	35,680,625
400	944,635	37,785,419	22,238,338	27,775,375	32,485,192	34,795,419
500	922,505	36,900,213	21,353,132	26,890,169	31,599,985	33,910,213



Site type 2	Description:	Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	0.03 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,351,455	54,058,199	38,511,118	44,048,155	48,757,972	51,068,199
60	1,324,899	52,995,951	37,448,870	42,985,907	47,695,724	50,005,951
80	1,316,047	52,641,869	37,094,788	42,631,825	47,341,642	49,651,869
100	1,307,195	52,287,786	36,740,705	42,277,742	46,987,559	49,297,786
120	1,289,491	51,579,621	36,032,540	41,569,577	46,279,394	48,589,621
140	1,271,786	50,871,456	35,324,375	40,861,412	45,571,229	47,881,456
160	1,254,082	50,163,291	34,616,210	40,153,247	44,863,064	47,173,291
180	1,236,378	49,455,126	33,908,045	39,445,082	44,154,899	46,465,126
200	1,218,674	48,746,961	33,199,880	38,736,917	43,446,734	45,756,961
220	1,196,544	47,861,755	32,314,674	37,851,711	42,561,528	44,871,755
240	1,174,414	46,976,549	31,429,468	36,966,505	41,676,322	43,986,549
260	1,152,284	46,091,343	30,544,261	36,081,298	40,791,115	43,101,343
280	1,130,153	45,206,136	29,659,055	35,196,092	39,905,909	42,216,136
300	1,108,023	44,320,930	28,773,849	34,310,886	39,020,703	41,330,930
400	1,085,893	43,435,724	27,888,643	33,425,680	38,135,497	40,445,724
500	1,063,763	42,550,518	27,003,436	32,540,473	37,250,290	39,560,518







£500 £300 £400 £300 £280 £260 £240

£220

£200

£180

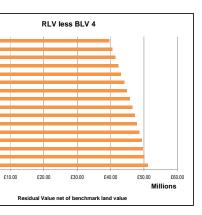
£160

£100

£80

£60

£0



CIL Viability LB Tower Hamlets

4 on private

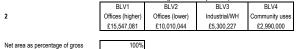
SITE TYPE 2

3 UNITS

FLATS

120 UPH

Benchmark Land Values (per net developable ha BLV1 BLV2 BLV3

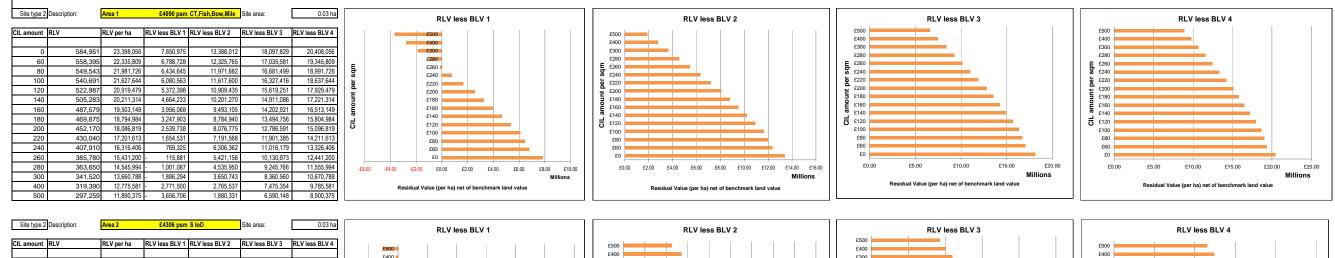


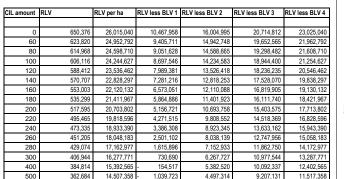
 10%
 Sales value inflation

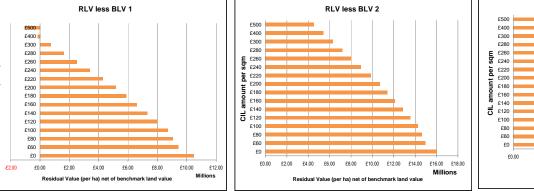
 5%
 Build cost inflation
 Build cost inflation

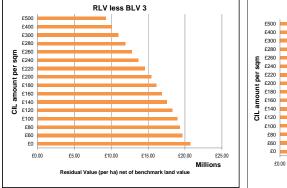
Note on Benchmark land values

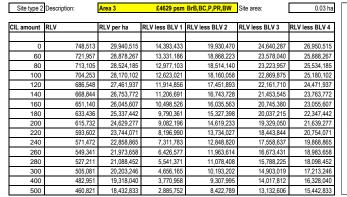
Offices (higher)" uses the third and fourth quartile average rents for second hand lettings sourced from Focus (Jan 2011 - June 2012). Offices (lower)" uses the fourth quartile average rents for second hand lettings sourced from Focus (Jan 2011 - June 2012). Industrial/WH" uses the fourth quartile average rents for second hand industrial lettings sourced from Focus (Jan 2010 - June 2012). munity uses" - BNPPRE assumption of rent of £4 per sq ft for these uses, assuming low grade facilites used by community groups and similar uses

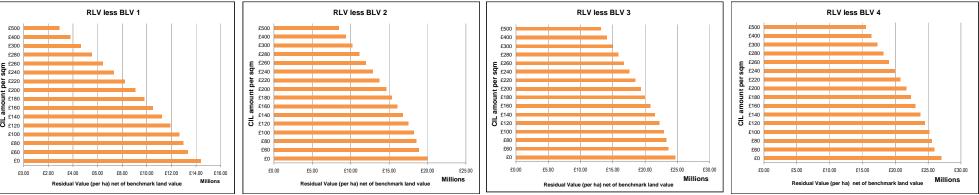


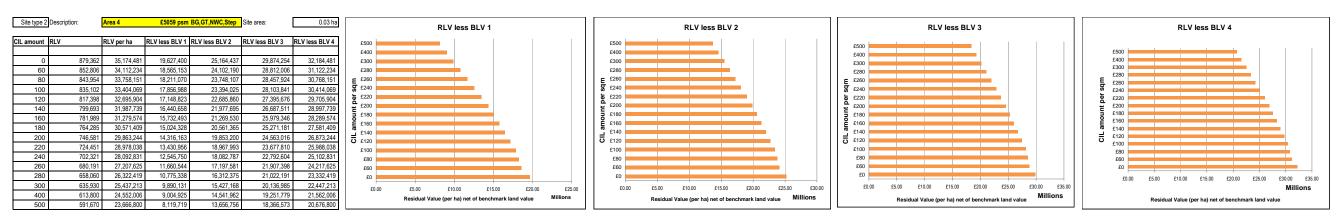


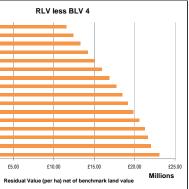


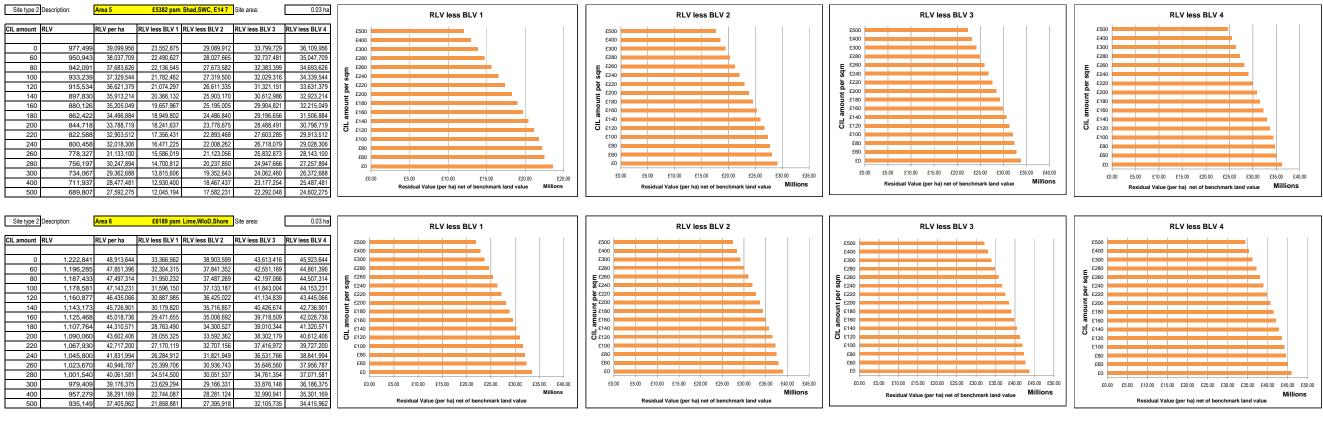




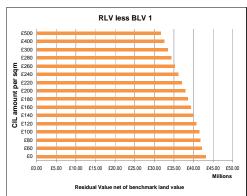






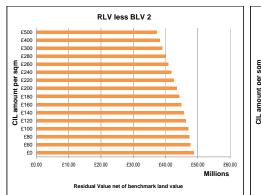


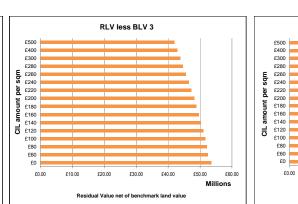
Site type 2	Description:	Area 7	£6997 psm	Spitalfields	Site area:	0.03 h
	-				-	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,468,183	58,727,331	43,180,250	48,717,287	53,427,104	55,737,33
60	1,441,627	57,665,084	42,118,002	47,655,039	52,364,856	54,675,08
80	1,432,775	57,311,001	41,763,920	47,300,957	52,010,774	54,321,00
100	1,423,923	56,956,919	41,409,837	46,946,874	51,656,691	53,966,91
120	1,406,219	56,248,754	40,701,672	46,238,709	50,948,526	53,258,75
140	1,388,515	55,540,589	39,993,507	45,530,544	50,240,361	52,550,58
160	1,370,811	54,832,424	39,285,342	44,822,379	49,532,196	51,842,42
180	1,353,106	54,124,259	38,577,177	44,114,214	48,824,031	51,134,25
200	1,335,402	53,416,094	37,869,012	43,406,049	48,115,866	50,426,09
220	1,313,272	52,530,887	36,983,806	42,520,843	47,230,660	49,540,88
240	1,291,142	51,645,681	36,098,600	41,635,637	46,345,454	48,655,68
260	1,269,012	50,760,475	35,213,394	40,750,431	45,460,247	47,770,47
280	1,246,882	49,875,269	34,328,187	39,865,224	44,575,041	46,885,26
300	1,224,752	48,990,062	33,442,981	38,980,018	43,689,835	46,000,06
400	1,202,621	48,104,856	32,557,775	38,094,812	42,804,629	45,114,85
500	1.180.491	47.219.650	31.672.569	37,209,606	41.919.422	44.229.65



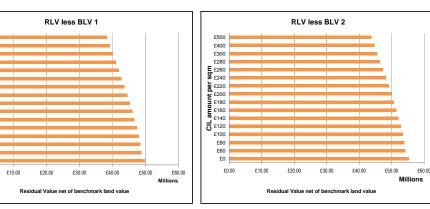
£0

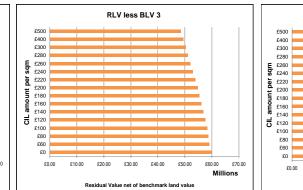
£0.00

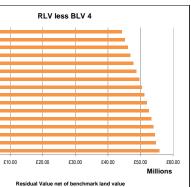


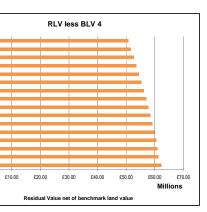


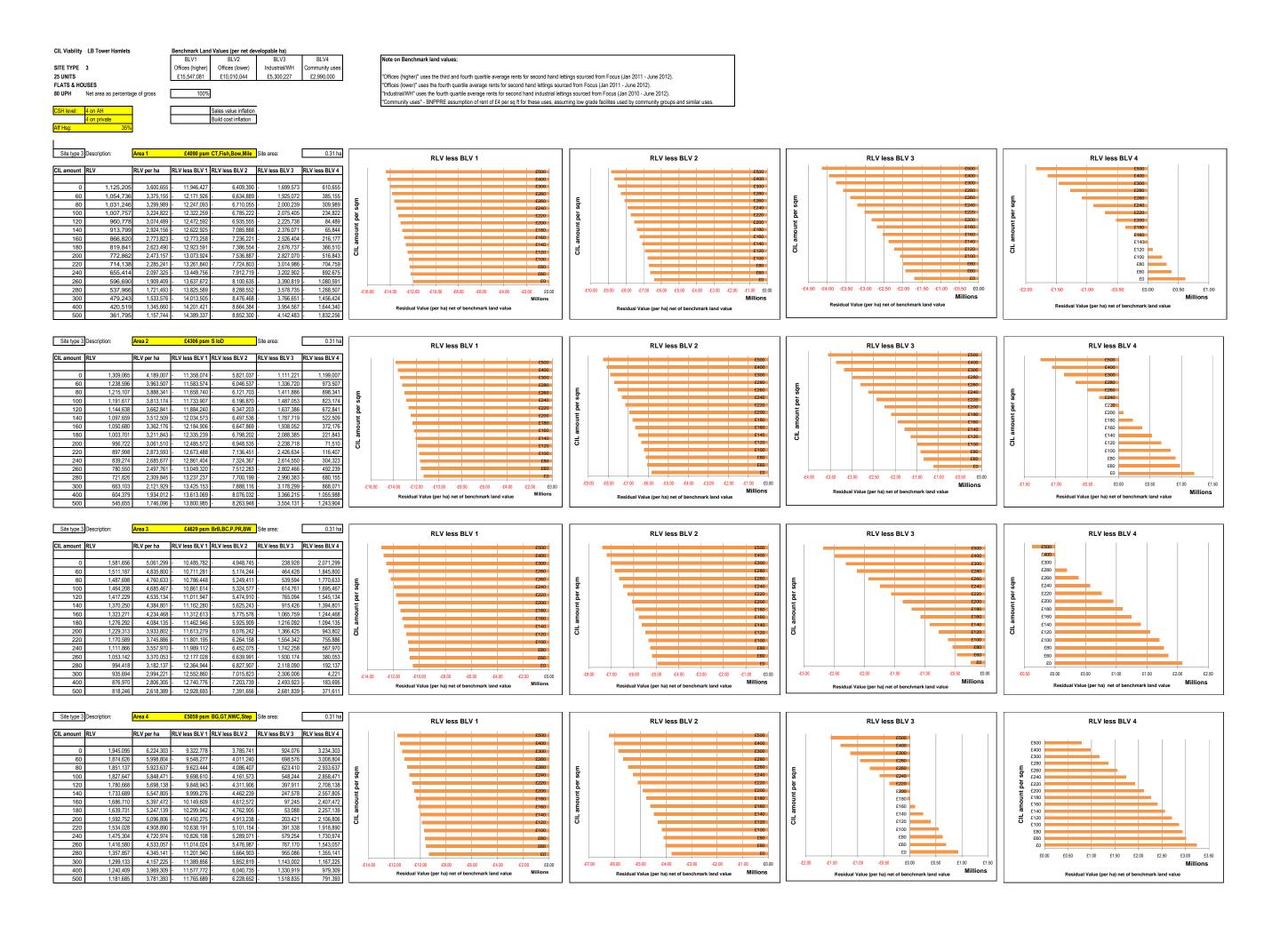
	0.03 ha	Site area:	CW,AI,TLSKD,Wap	£7535 psm	Area 8	Description:	Site type 2
1	RLV less BLV 4	RLV less BLV 3	RLV less BLV 2	RLV less BLV 1	RLV per ha	RLV	CIL amount
1							
1	62,279,789	59,969,562	55,259,745	49,722,708	65,269,789	1,631,745	0
1	61,217,542	58,907,314	54,197,498	48,660,461	64,207,542	1,605,189	60
1	60,863,459	58,553,232	53,843,415	48,306,378	63,853,459	1,596,336	80
1	60,509,377	58,199,149	53,489,333	47,952,296	63,499,377	1,587,484	100
1	59,801,212	57,490,984	52,781,168	47,244,131	62,791,212	1,569,780	120
1	59,093,047	56,782,819	52,073,003	46,535,966	62,083,047	1,552,076	140
1	58,384,882	56,074,654	51,364,838	45,827,801	61,374,882	1,534,372	160
1	57,676,717	55,366,489	50,656,673	45,119,636	60,666,717	1,516,668	180
1	56,968,552	54,658,324	49,948,508	44,411,471	59,958,552	1,498,964	200
1	56,083,346	53,773,118	49,063,301	43,526,264	59,073,346	1,476,834	220
1	55,198,139	52,887,912	48,178,095	42,641,058	58,188,139	1,454,703	240
1	54,312,933	52,002,706	47,292,889	41,755,852	57,302,933	1,432,573	260
1	53,427,727	51,117,499	46,407,683	40,870,646	56,417,727	1,410,443	280
1	52,542,521	50,232,293	45,522,476	39,985,439	55,532,521	1,388,313	300
1	51,657,314	49,347,087	44,637,270	39,100,233	54,647,314	1,366,183	400
1	50,772,108	48,461,881	43,752,064	38,215,027	53,762,108	1,344,053	500

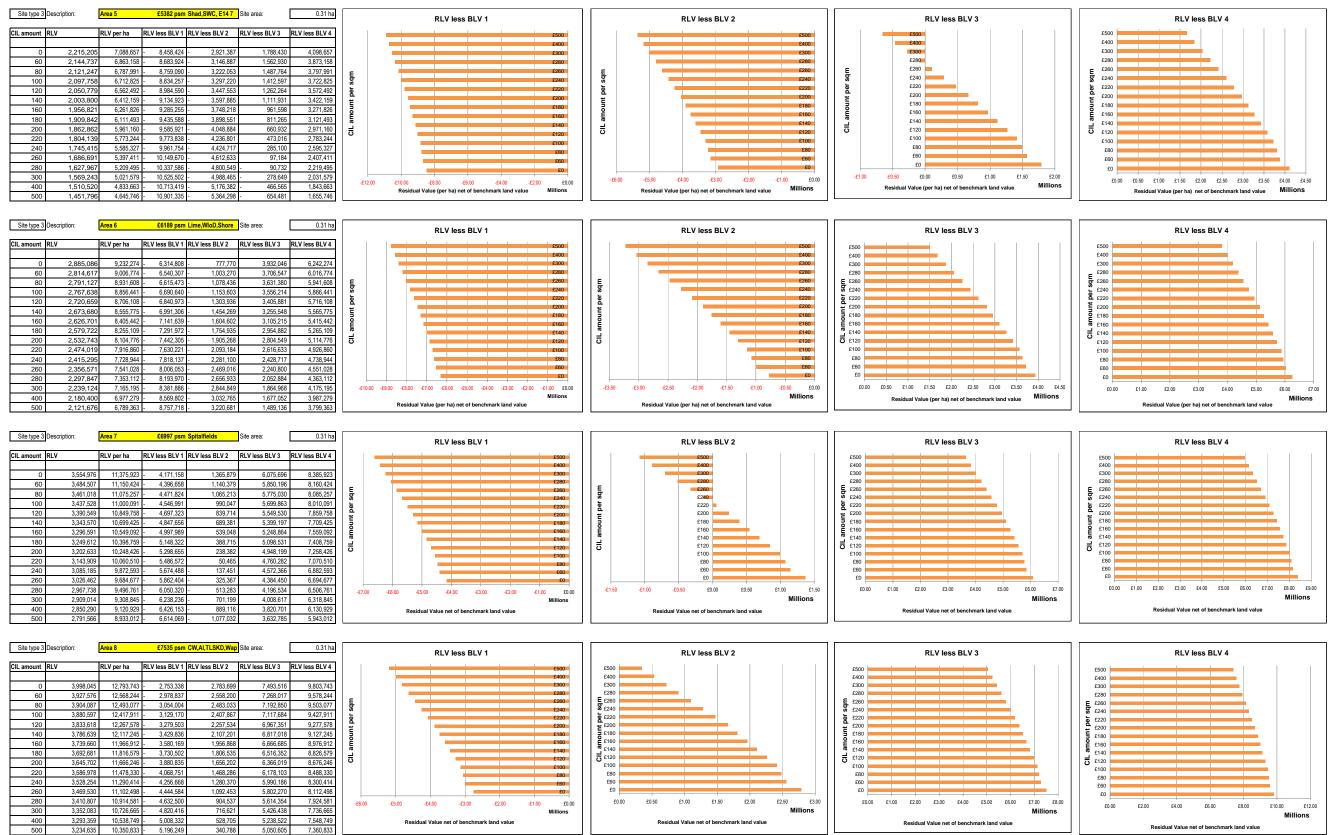


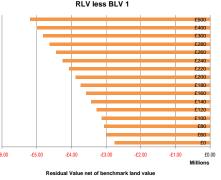


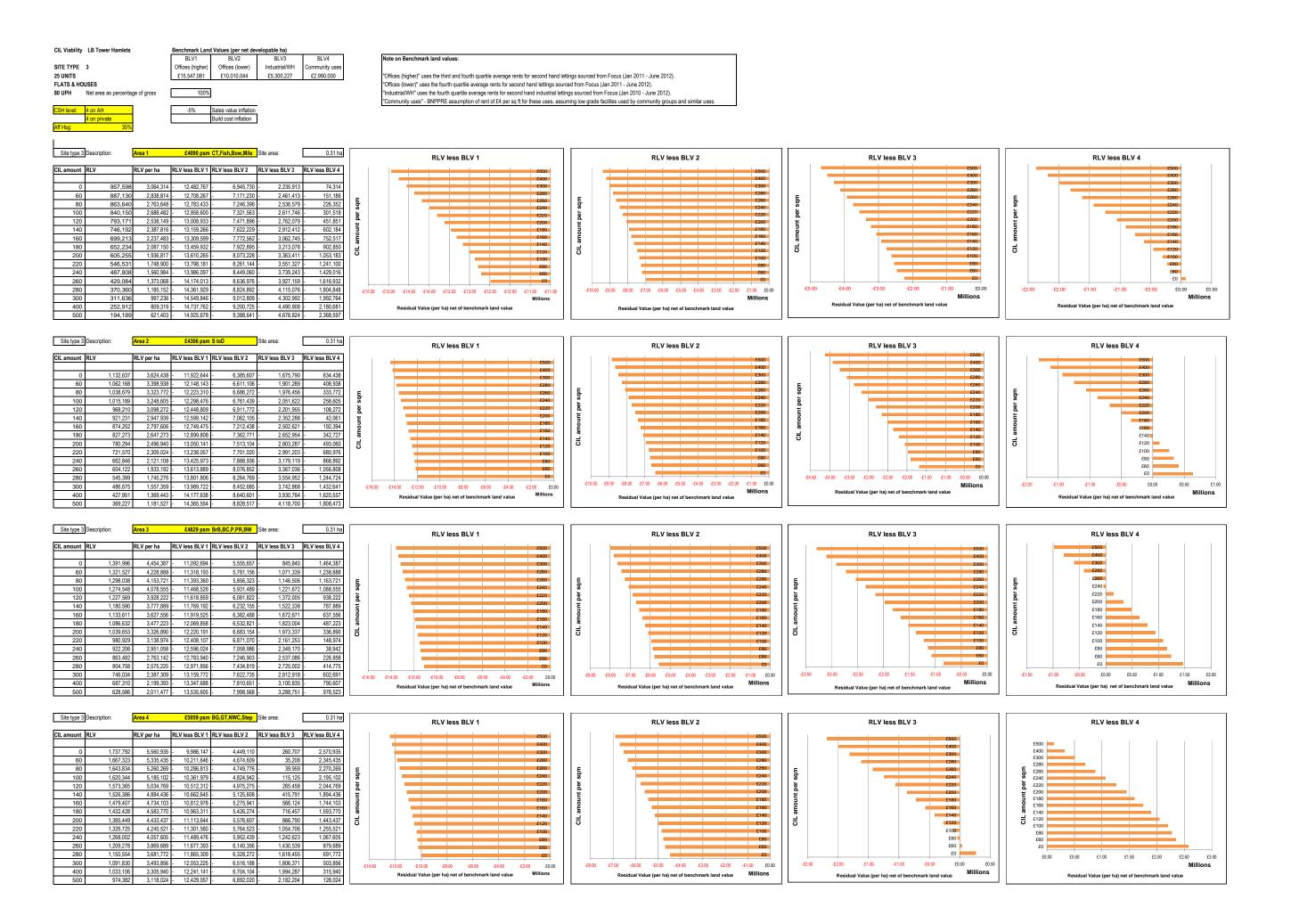


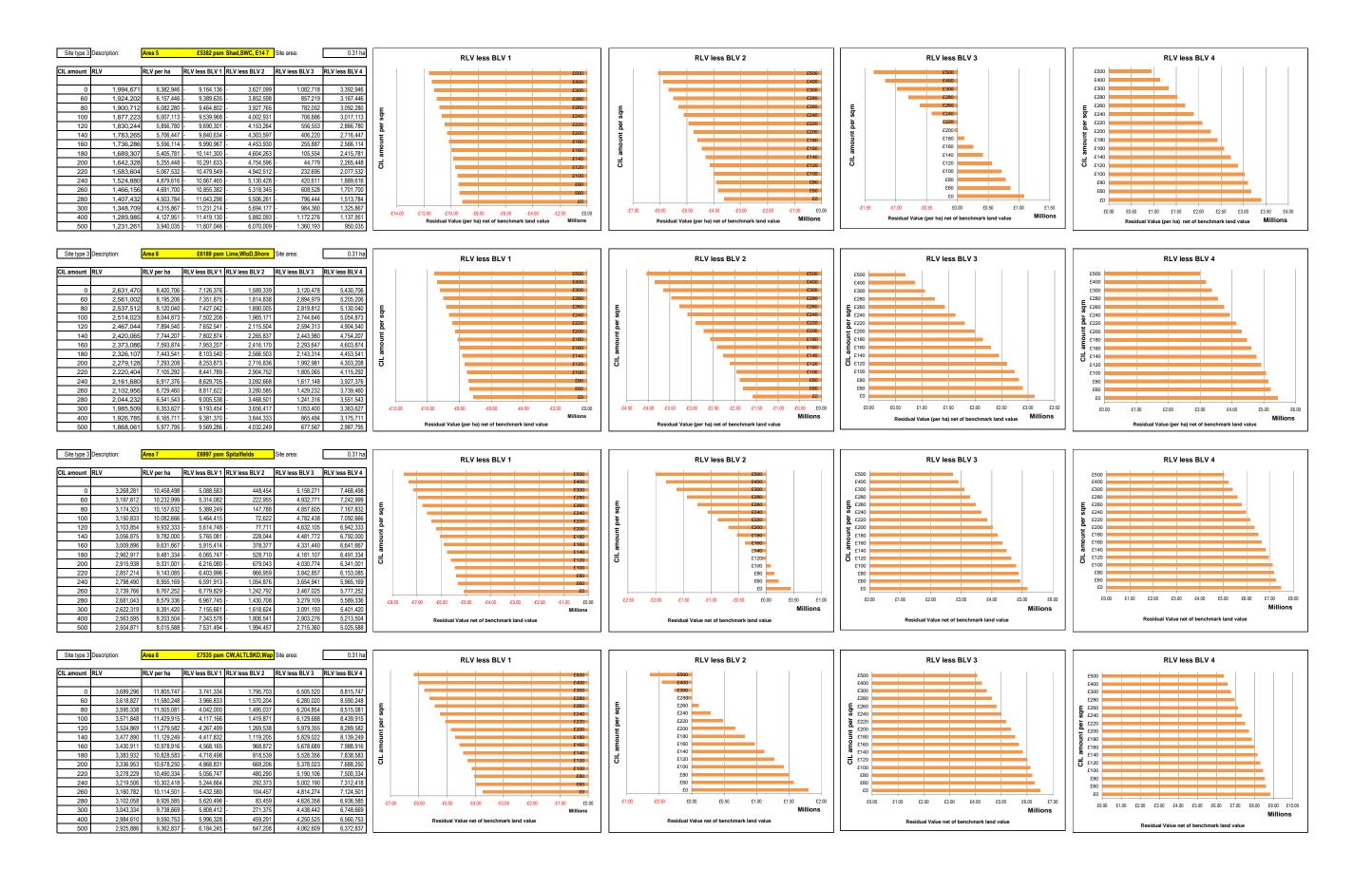


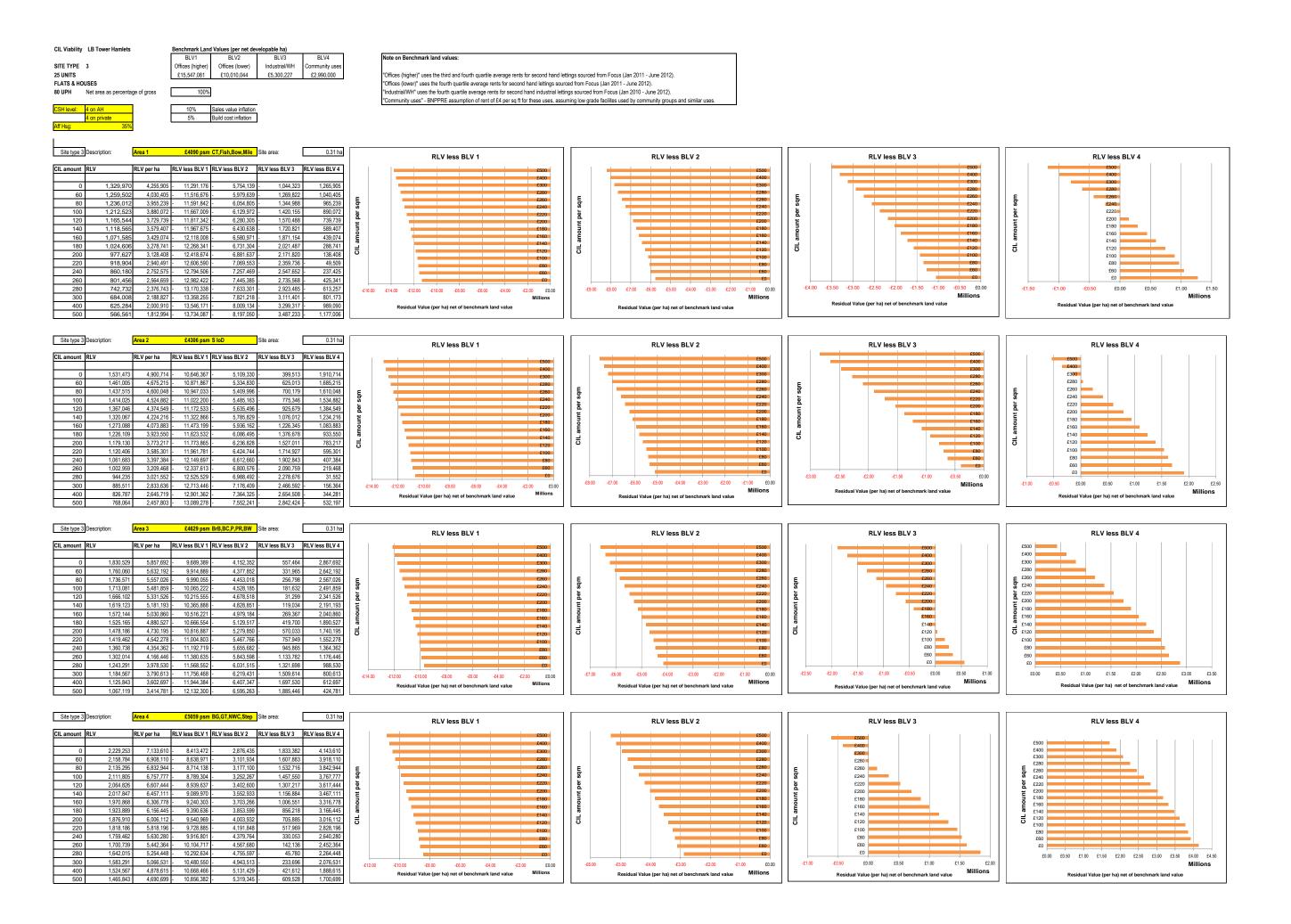


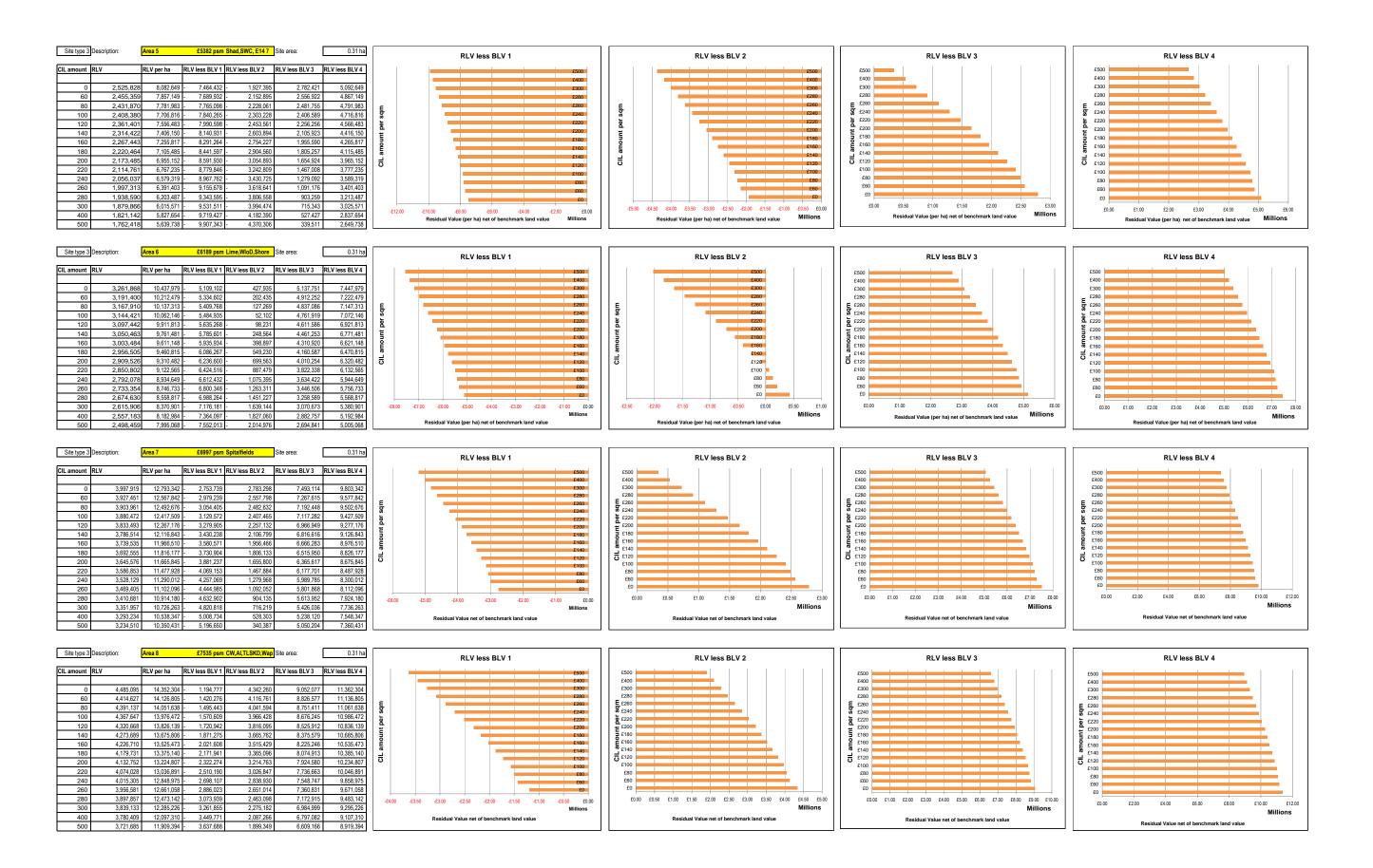


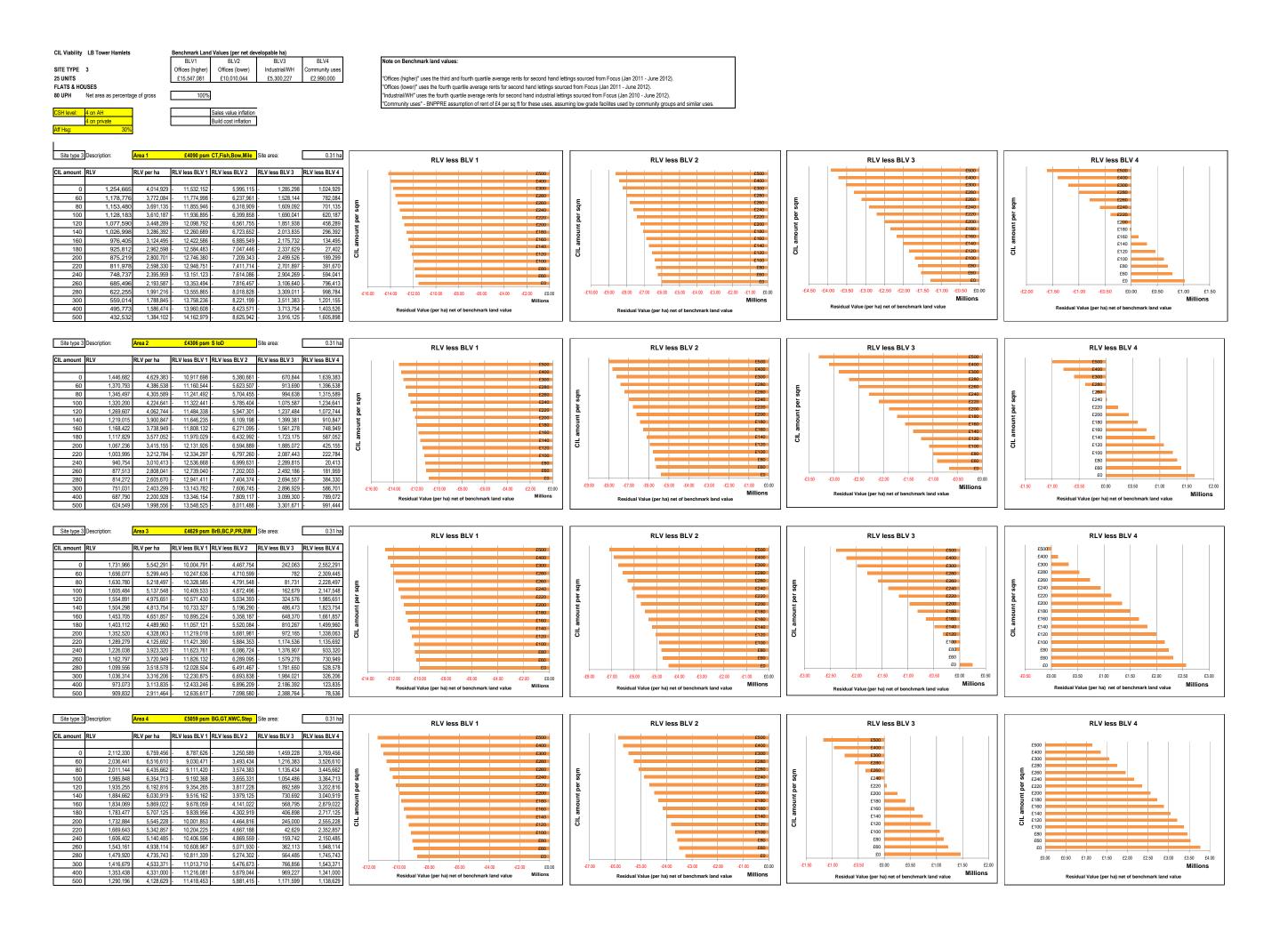


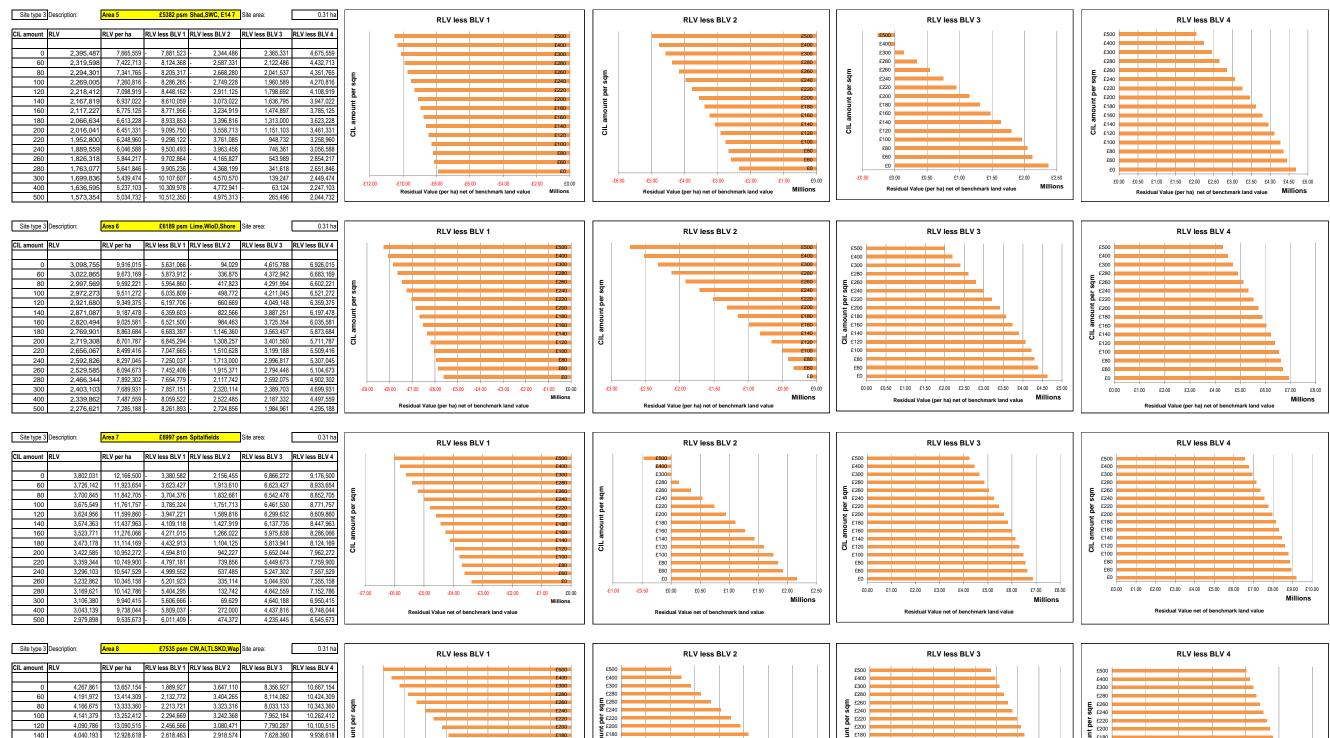












£160

£120

£100

£80

-£0.50 £0.00

Millions

-£5.00 -£4.50 -£4.00 -£3.50 -£3.00 -£2.50 -£2.00 -£1.50 -£1.00

Residual Value net of benchmark land value

£160 £140

£80

£60

£0

£0.00 £0.50 £1.00 £1.50 £2.00 £2.50 £3.00 £3.50 £4.00

Residual Value net of benchmark land value

€ £120

140

160

180

200

220

240

260

280 300

400

500

4,040,193 12,928,618 - 2,618,463 3,989,600 12,766,721 - 2,780,360

12,604,824

3,825,174 12,240,555 -

3,761,933 12,038,184 -

3,888,415 12,442,927 - 3,104,155

11,835,813 -

3,635,450 11,633,441 - 3,913,640 3,572,209 11,431,070 - 4,116,011

3,508,968 11,228,699 - 4,318,382

3,445,727 11,026,328 - 4,520,754

2,942,25

3,306,526

3,508,897

3,711,268

3,939,007

3,698,691

2,918,574 2,756,677

2,594,77

2,432,882

2,230,51

2,028,140

1,825,769

1,623,397 1,421,026

1,218,655

1,016,283

7,628,390 7,466,493

7,304,596 7,142,699

6,940,328

6,737,957

6,535,585

6,333,214 6,130,843

5,726,100

9,938,618 9,776,721

9,614,824

9,452,927

9,250,555

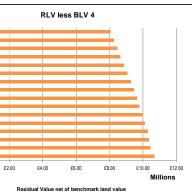
9,048,184

8,845,813

8,643,441 8,441,070

8,036,328

5,928,471 8,238,699



£180

£160

≓ £120

Millions

£100

£80

£60

£0

ons

£0.00 £1.00 £2.00 £3.00 £4.00 £5.00 £6.00 £7.00 £8.00 £9.00

Residual Value net of benchmark land value

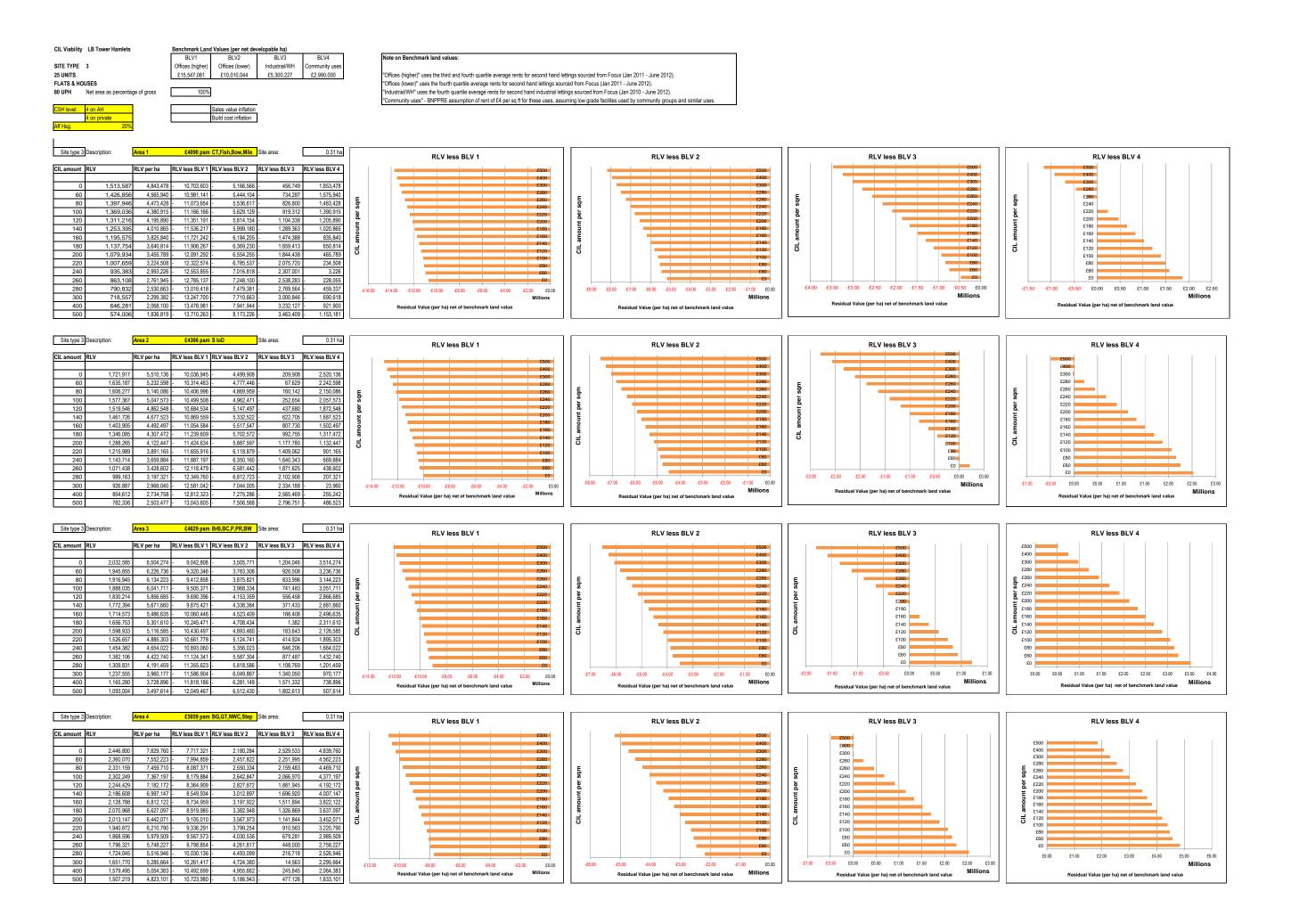
£140

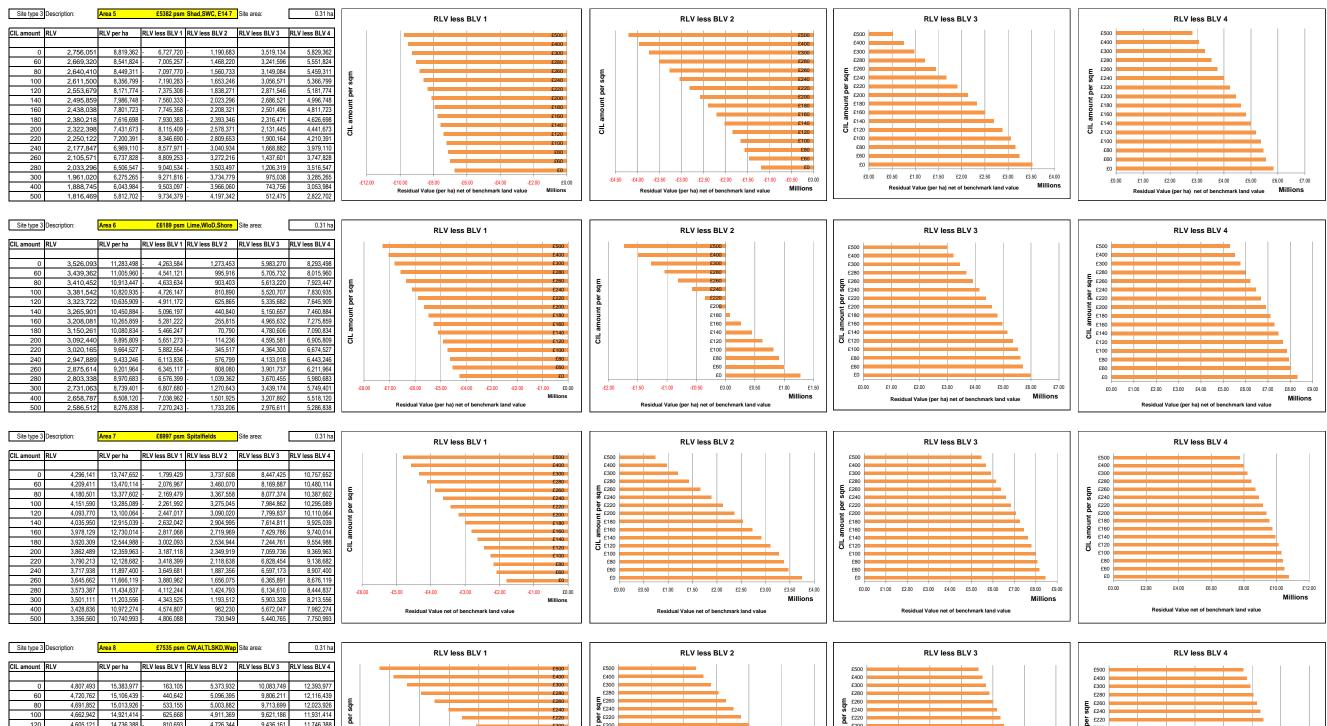
£80

£60

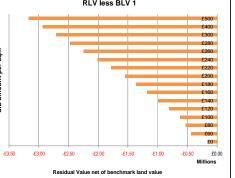
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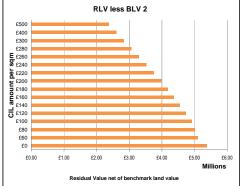
£0.00

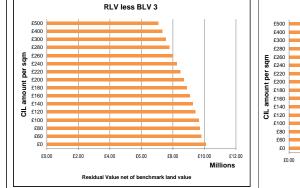


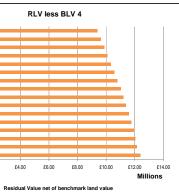


9,436,161 120 4,605,121 14,736,388 -810,693 4,726,344 11,746,388 140 4,547,301 14,551,363 -4,489,481 14,366,338 -995,718 4,541,319 9,251,136 9,066,111 11,561,363 11,376,338 4,356,294 1,180,74 160 180 4,431,660 14,181,313 1,365,76 4.171.2 8,881,085 11,191,31 4,373,840 13,996,288 -3,986,243 8,696,060 1,550,794 11,006,288 200 4,301,564 13,765,006 -1,782,07 3,754,962 8,464,779 10,775,006 220 240 4,229,289 13,533,725 2,013,35 3,523,681 8,233,497 10,543,725 260 4,157,014 13,302,443 -2,244,638 3,292,399 8,002,216 10,312,443 4,084,738 13,071,162 -4,012,463 12,839,880 -2,475,920 2,707,201 3,061,118 2,829,836 7,770,934 7,539,653 10,081,162 9,849,880 280 300 400 3,940,187 12,608,599 - 2,938,482 2,598,555 7,308,371 9,618,599 7,077,090 500 3,867,912 12,377,317 - 3,169,764 2,367,273 9,387,317

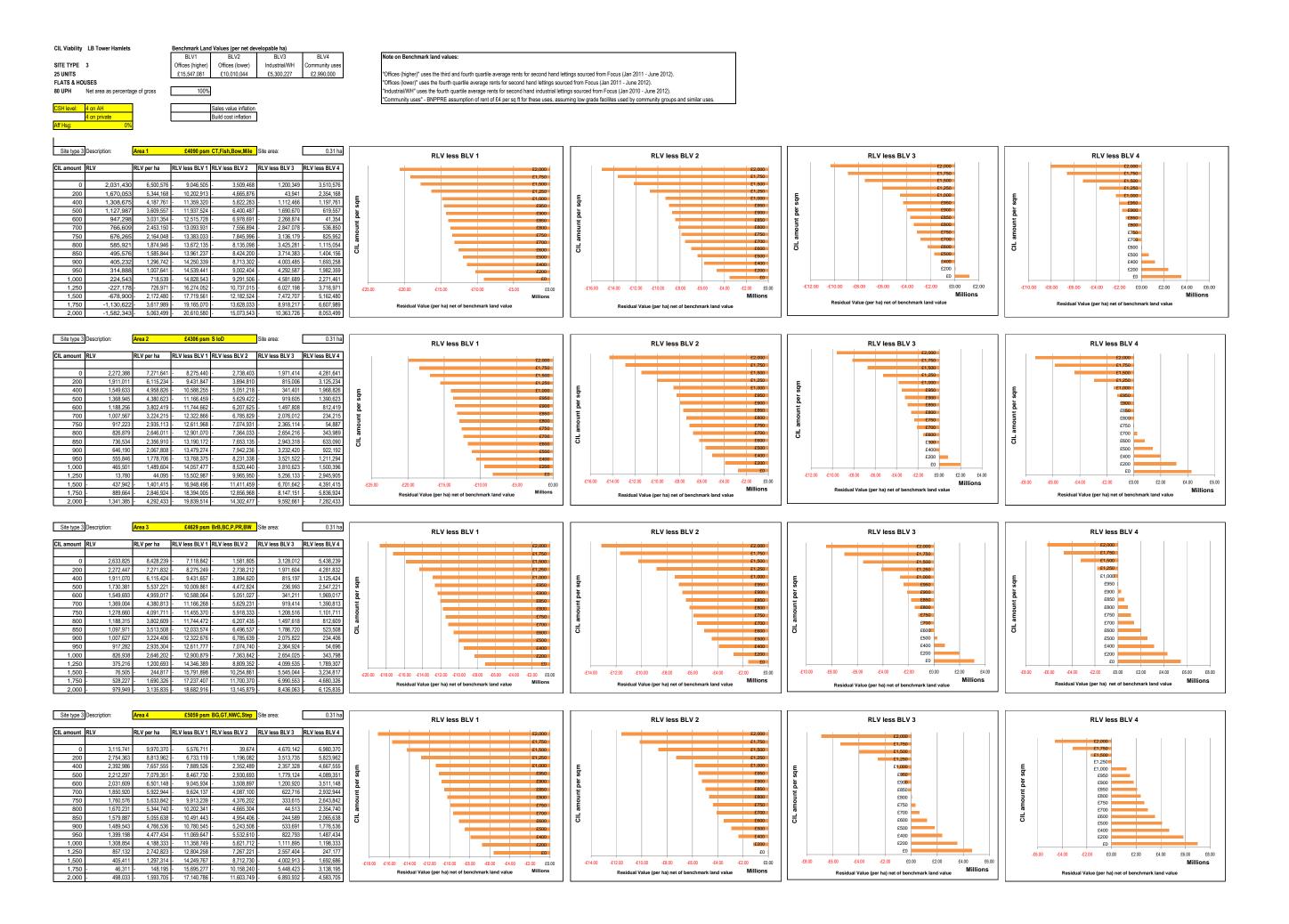


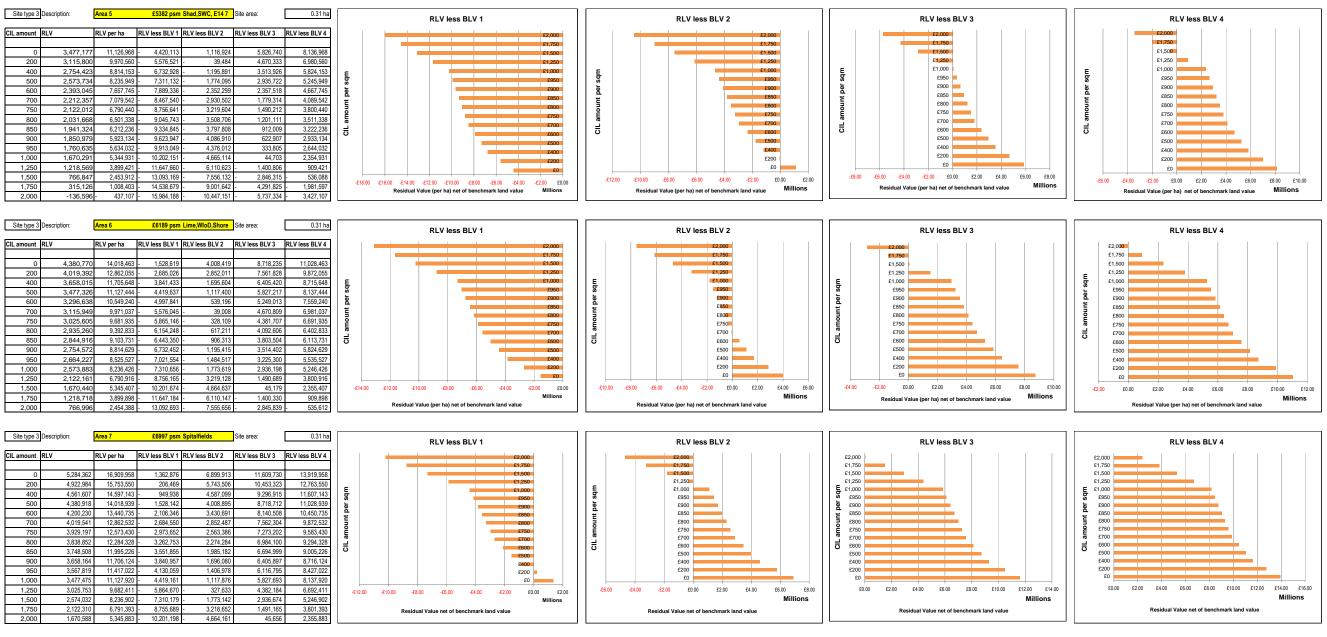


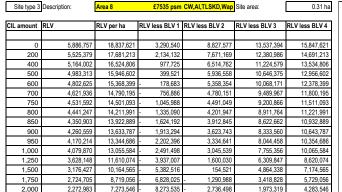


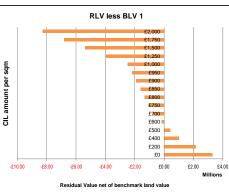


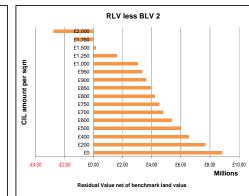
£2.00

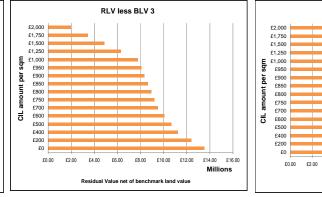


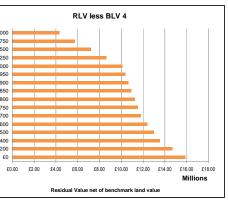


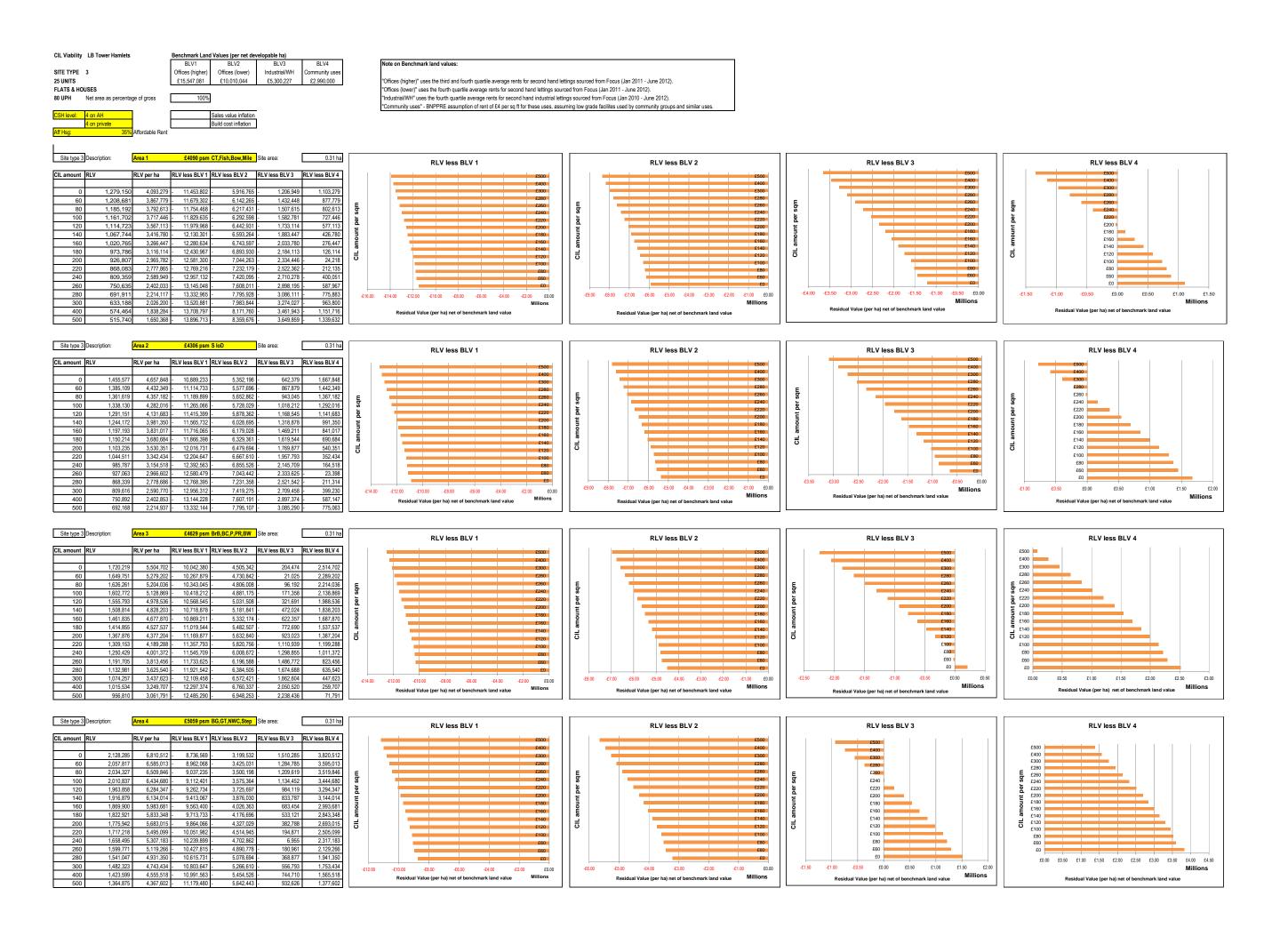


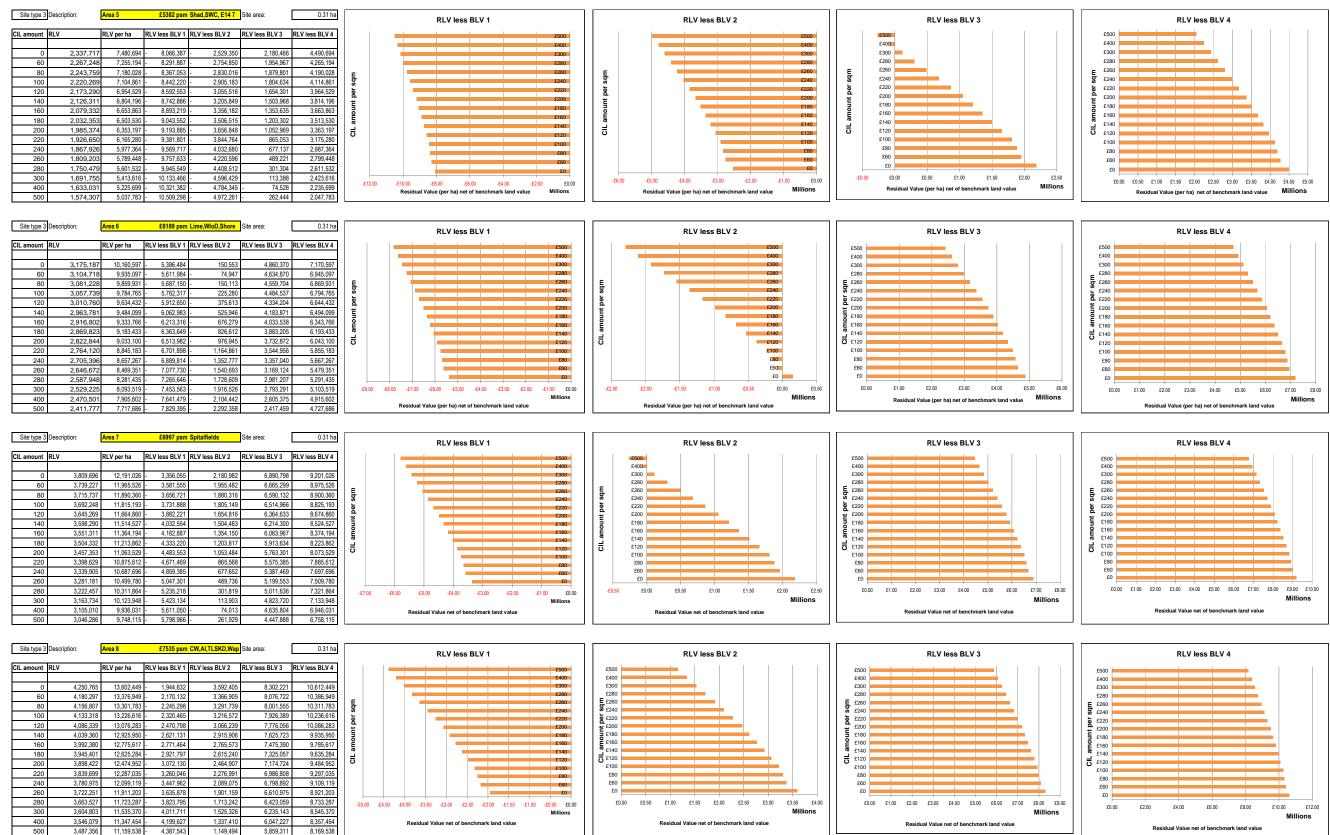


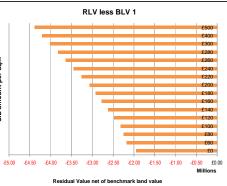


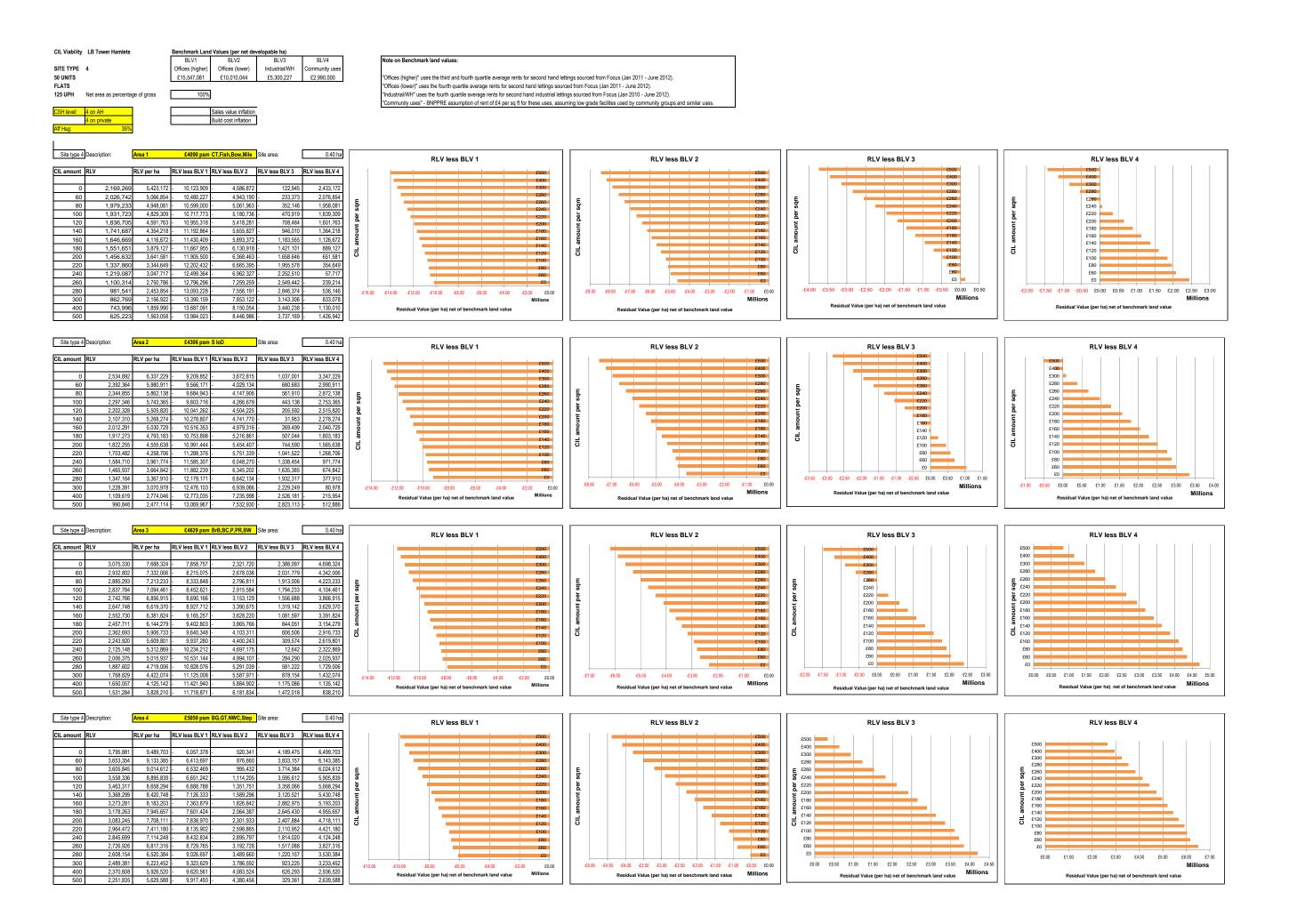


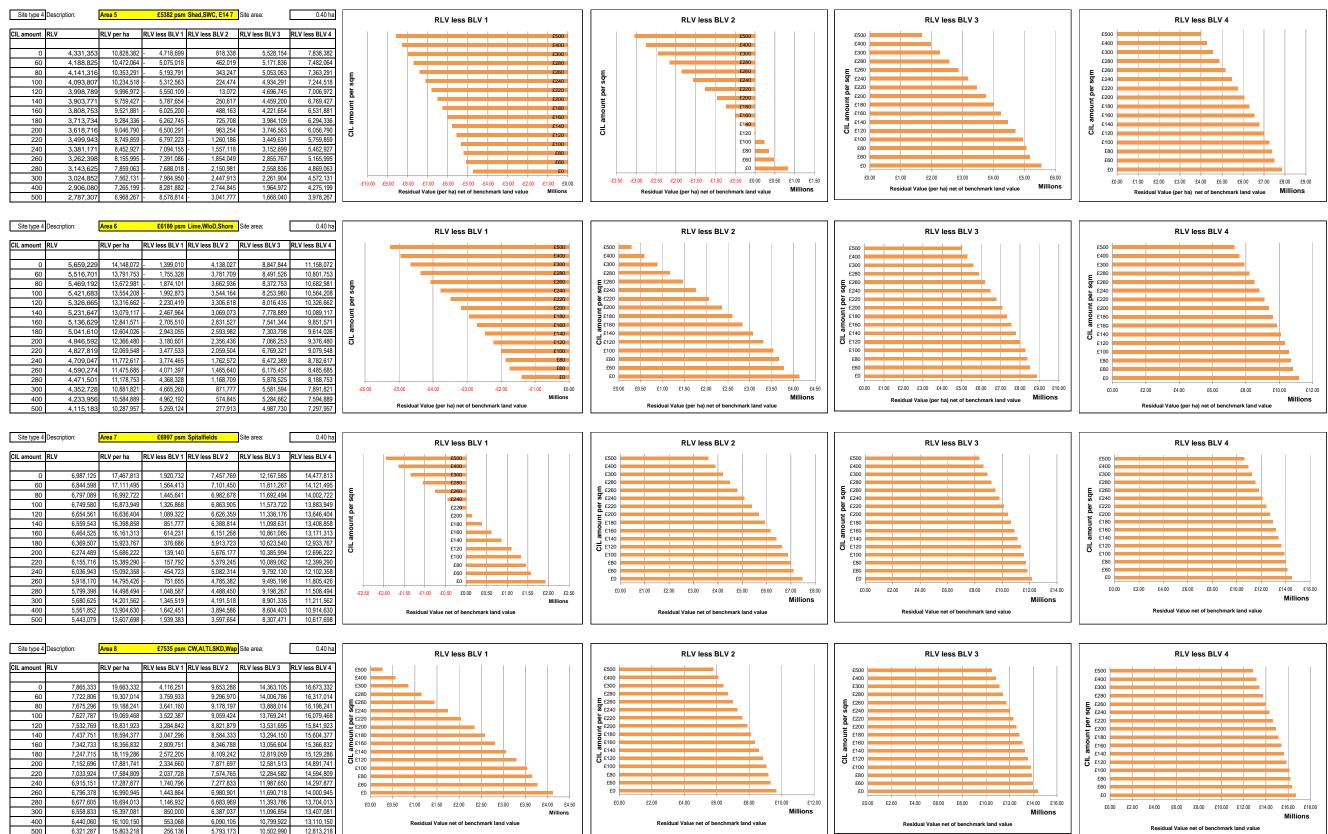




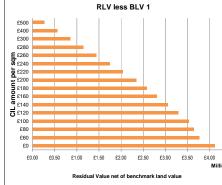


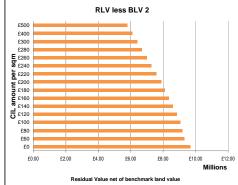


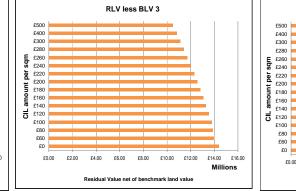


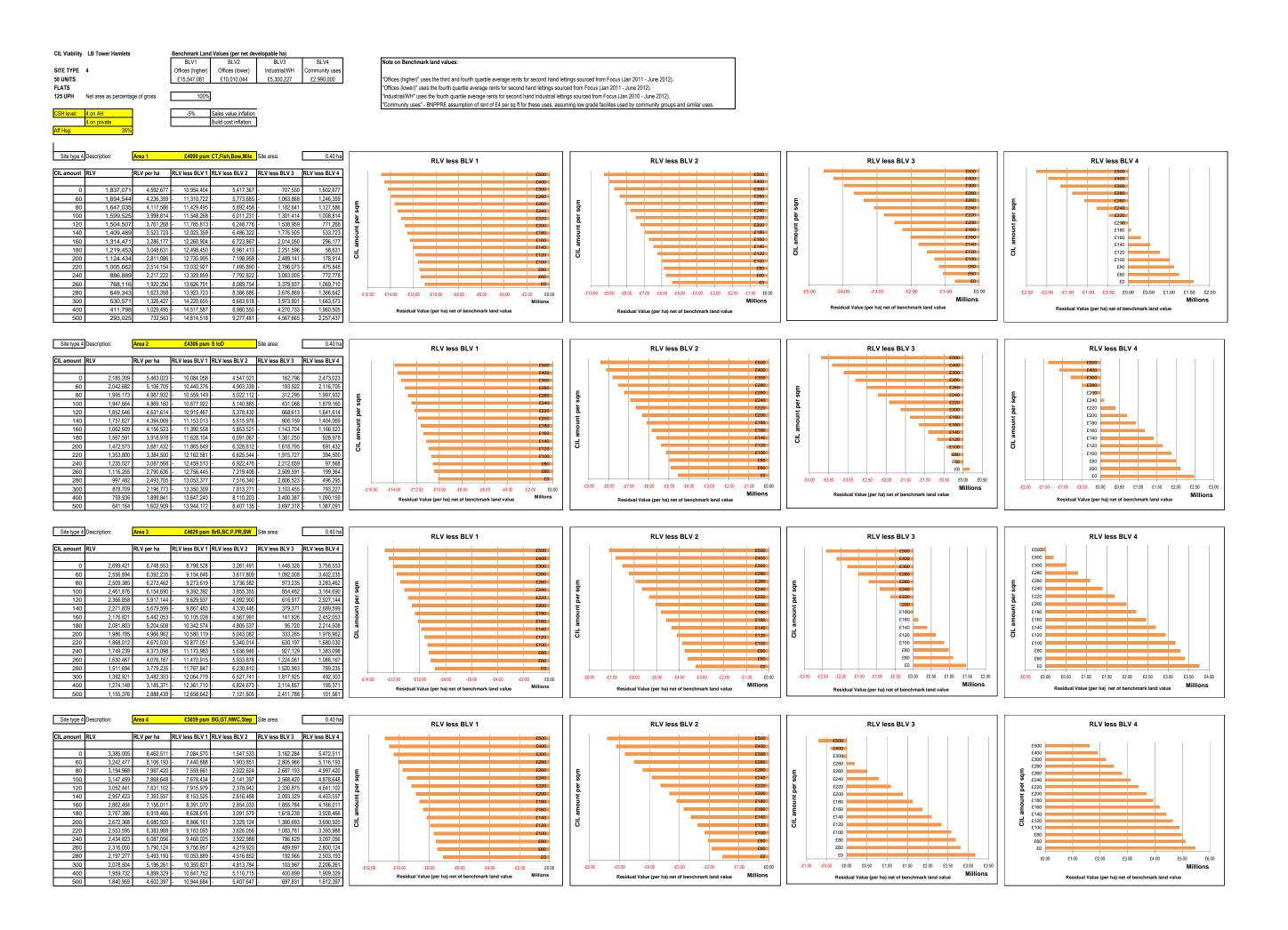


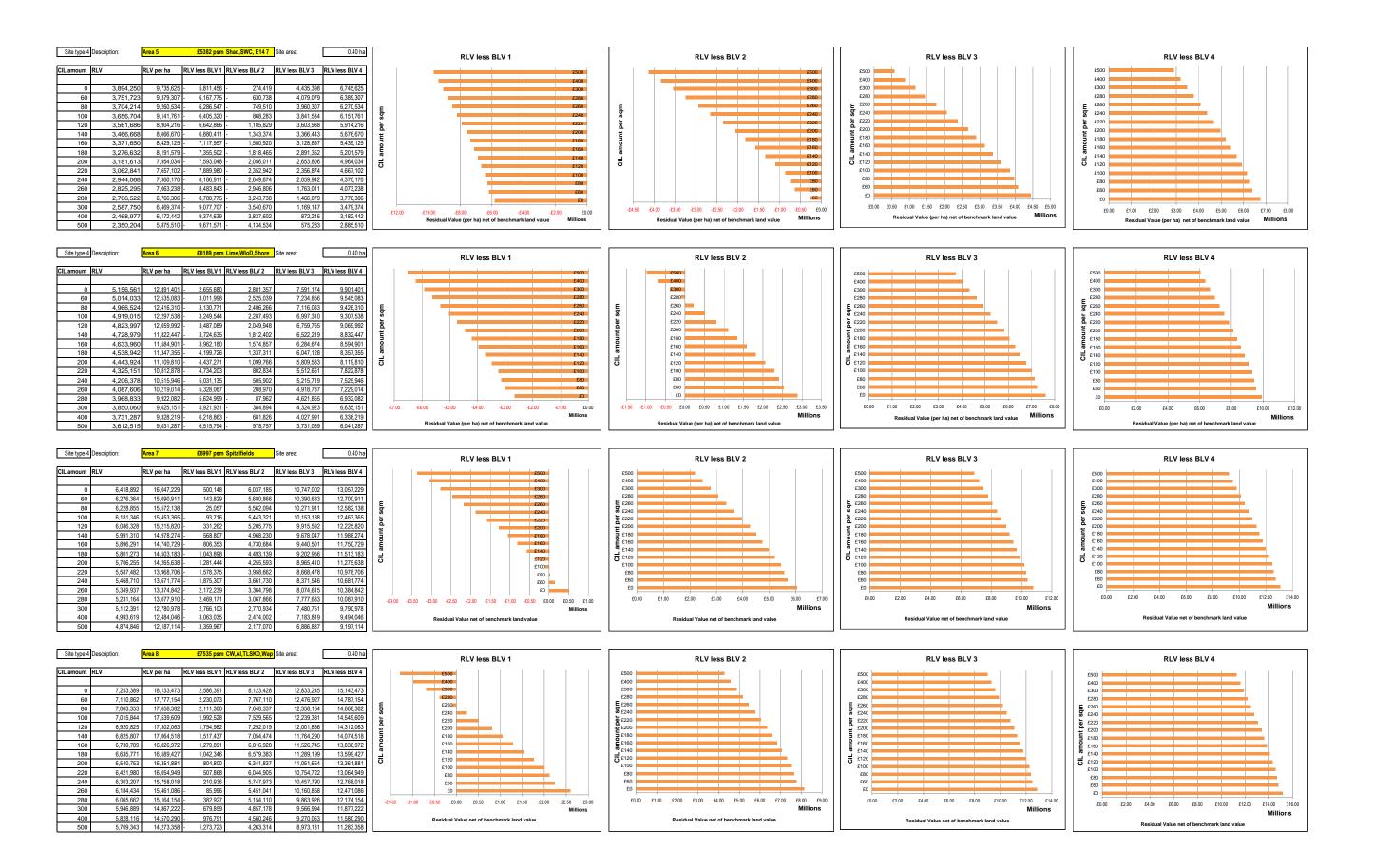


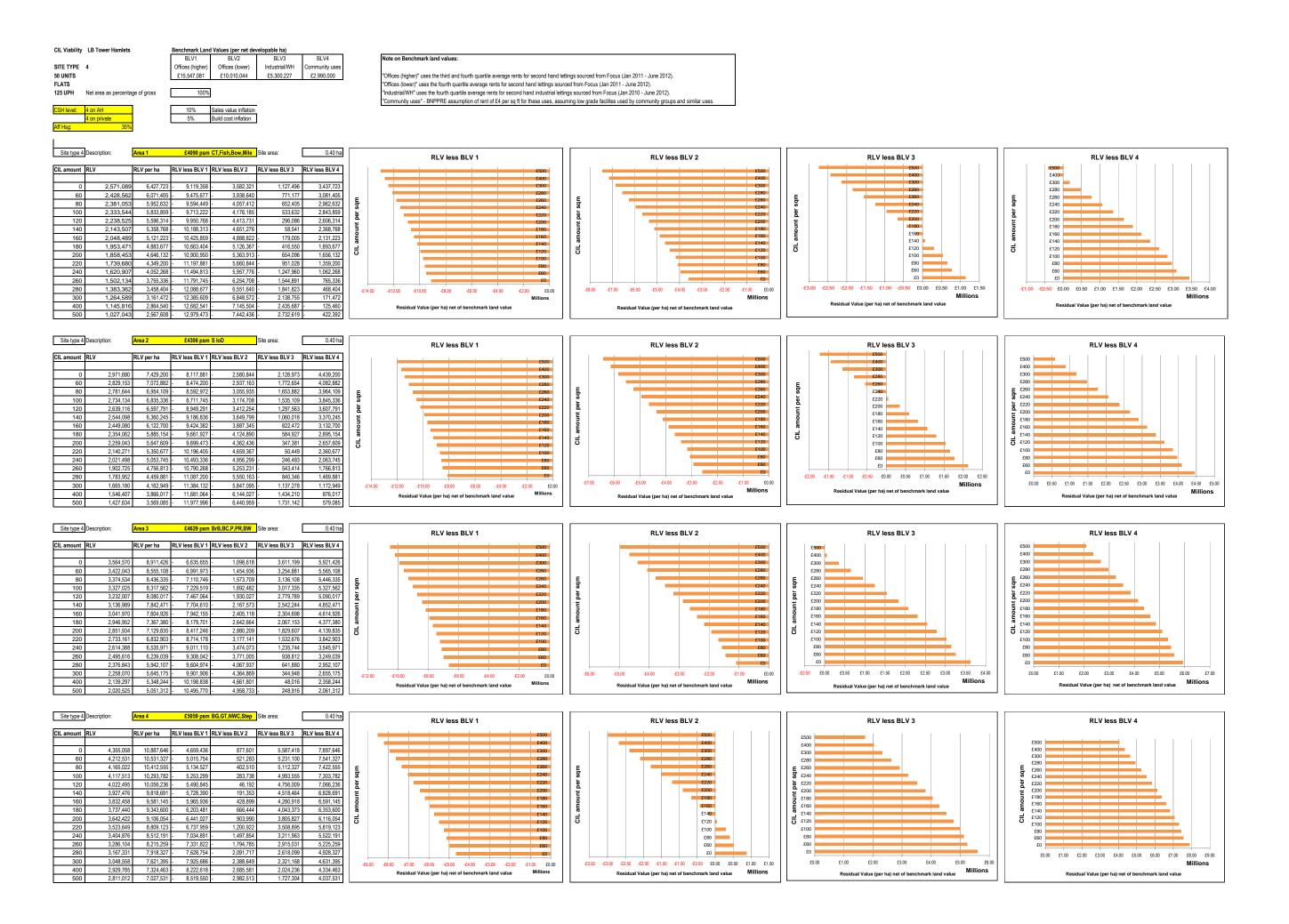


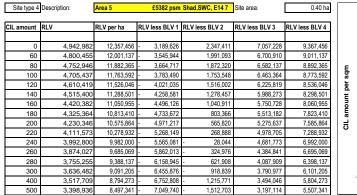


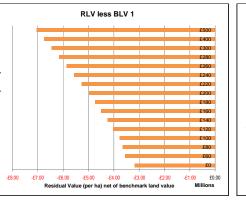


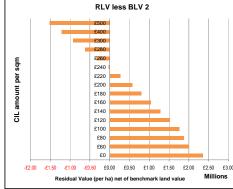


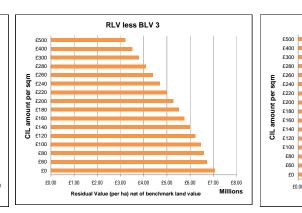


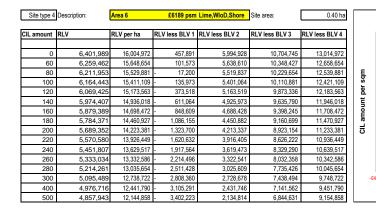


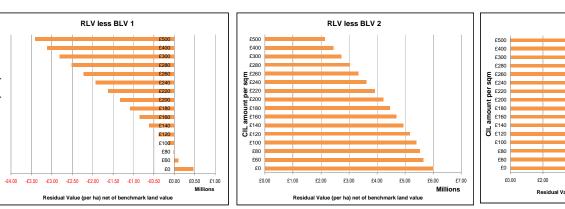


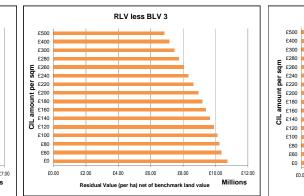




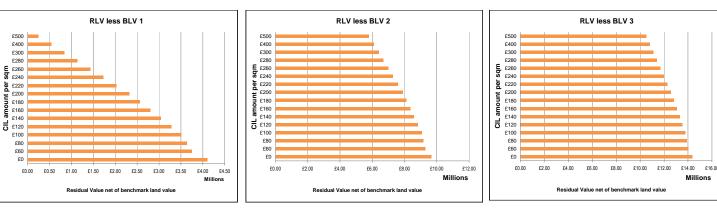




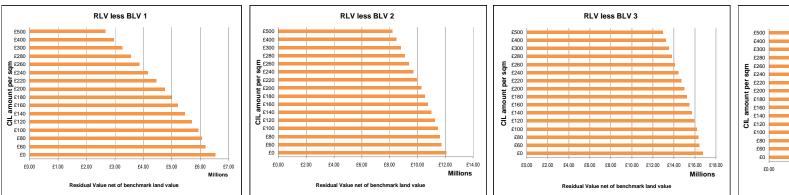


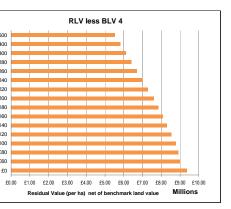


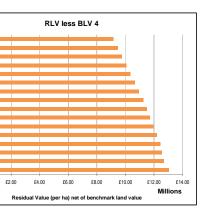
Site type 4	Description:	Area 7	£6997 psm	Spitalfields	Site area:	0.40 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,861,016	19,652,541	4,105,459	9,642,496	14,352,313	16,662,541
60	7,718,489	19,296,222	3,749,141	9,286,178	13,995,995	16,306,222
80	7,670,980	19,177,450	3,630,368	9,167,405	13,877,222	16,187,450
100	7,623,471	19,058,677	3,511,596	9,048,633	13,758,450	16,068,677
120	7,528,453	18,821,131	3,274,050	8,811,087	13,520,904	15,831,131
140	7,433,434	18,583,586	3,036,505	8,573,542	13,283,359	15,593,586
160	7,338,416	18,346,040	2,798,959	8,335,996	13,045,813	15,356,040
180	7,243,398	18,108,495	2,561,414	8,098,451	12,808,268	15,118,495
200	7,148,380	17,870,949	2,323,868	7,860,905	12,570,722	14,880,949
220	7,029,607	17,574,018	2,026,936	7,563,973	12,273,790	14,584,018
240	6,910,834	17,277,086	1,730,004	7,267,041	11,976,858	14,287,086
260	6,792,062	16,980,154	1,433,072	6,970,110	11,679,926	13,990,154
280	6,673,289	16,683,222	1,136,141	6,673,178	11,382,994	13,693,222
300	6,554,516	16,386,290	839,209	6,376,246	11,086,063	13,396,290
400	6,435,743	16,089,358	542,277	6,079,314	10,789,131	13,099,358
500	6,316,970	15,792,426	245,345	5,782,382	10,492,199	12,802,426



Site type 4	Description:	Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	0.40 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	8,826,645	22,066,611	6,519,530	12,056,567	16,766,384	19,076,611
60	8,684,117	21,710,293	6,163,212	11,700,249	16,410,066	18,720,293
80	8,636,608	21,591,520	6,044,439	11,581,476	16,291,293	18,601,520
100	8,589,099	21,472,748	5,925,666	11,462,703	16,172,520	18,482,748
120	8,494,081	21,235,202	5,688,121	11,225,158	15,934,975	18,245,202
140	8,399,063	20,997,657	5,450,575	10,987,612	15,697,429	18,007,657
160	8,304,044	20,760,111	5,213,030	10,750,067	15,459,884	17,770,111
180	8,209,026	20,522,566	4,975,484	10,512,521	15,222,338	17,532,566
200	8,114,008	20,285,020	4,737,939	10,274,976	14,984,793	17,295,020
220	7,995,235	19,988,088	4,441,007	9,978,044	14,687,861	16,998,088
240	7,876,463	19,691,156	4,144,075	9,681,112	14,390,929	16,701,156
260	7,757,690	19,394,224	3,847,143	9,384,180	14,093,997	16,404,224
280	7,638,917	19,097,293	3,550,211	9,087,248	13,797,065	16,107,293
300	7,520,144	18,800,361	3,253,279	8,790,316	13,500,133	15,810,361
400	7,401,372	18,503,429	2,956,348	8,493,385	13,203,201	15,513,429
500	7,282,599	18,206,497	2,659,416	8,196,453	12,906,270	15,216,497







£160

£120

£80

660

£0

£500

£500 £400 £300 £280 £260 £240

£220

£200 £180

£160

£140 £120

£100

£80

£60

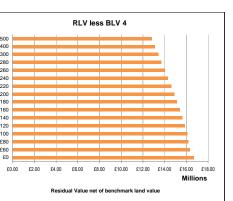
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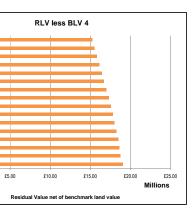
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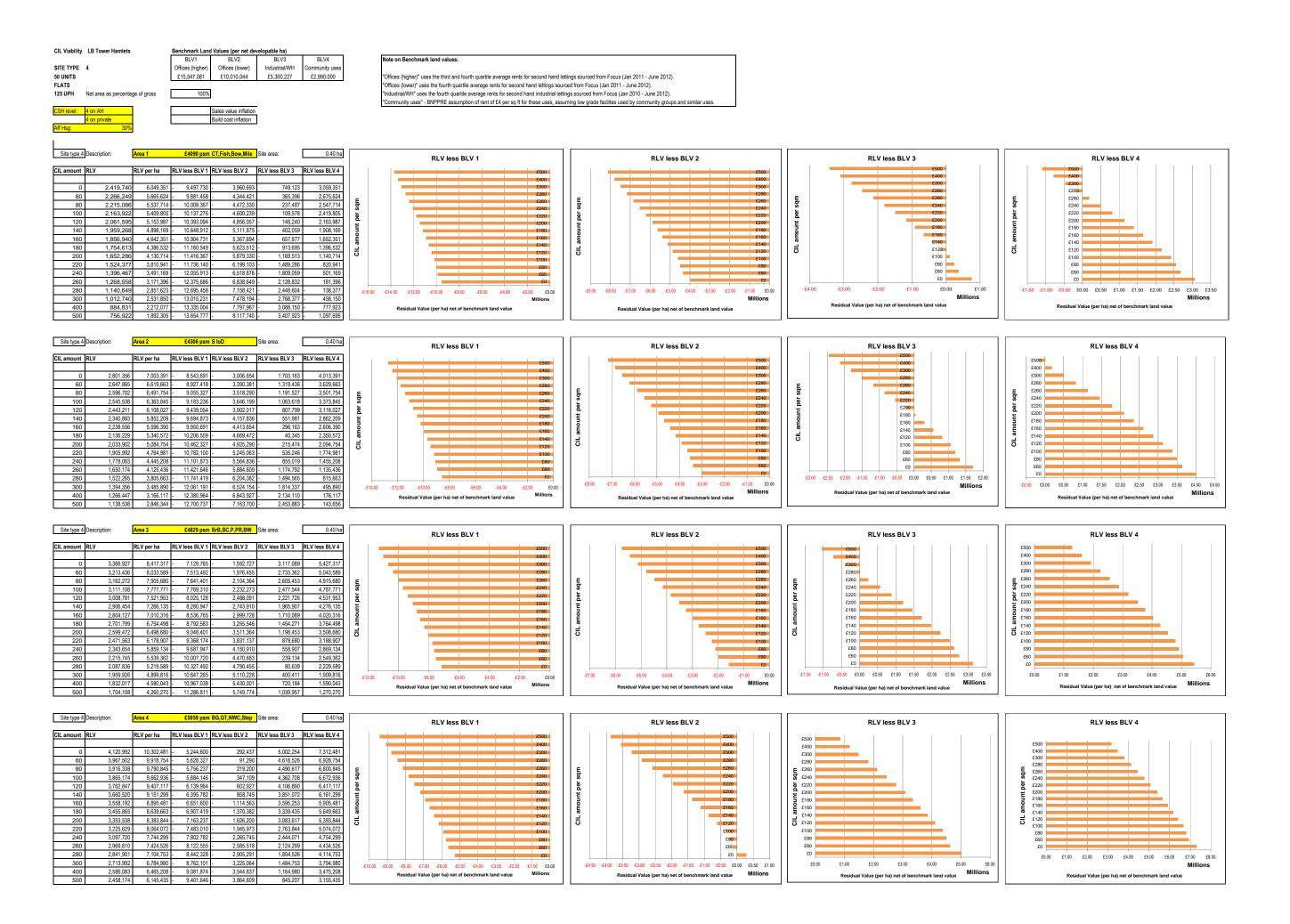
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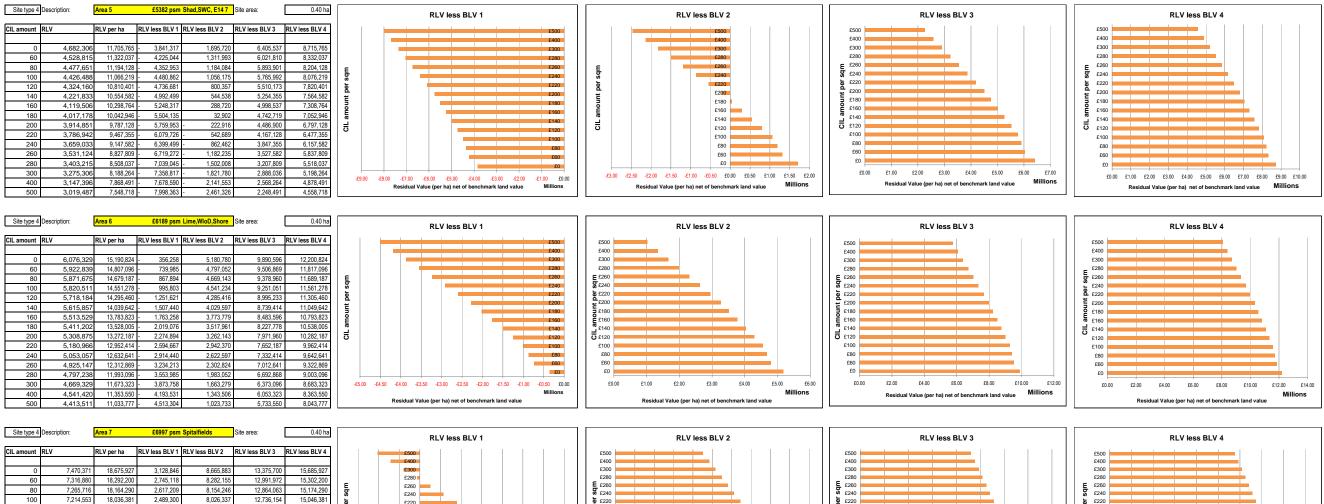
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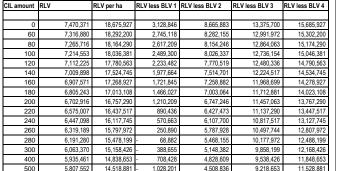
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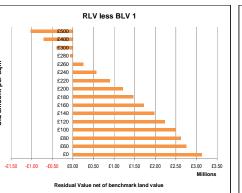


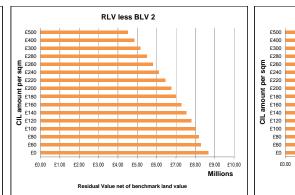


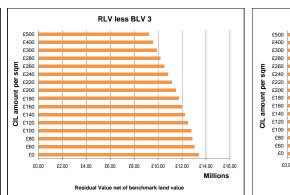


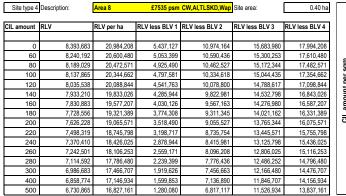


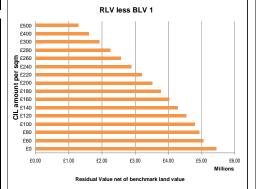


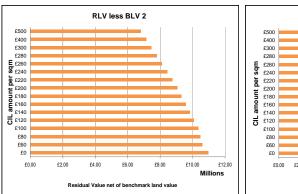


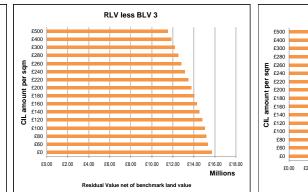


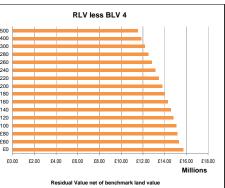


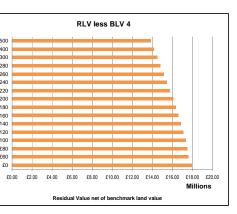


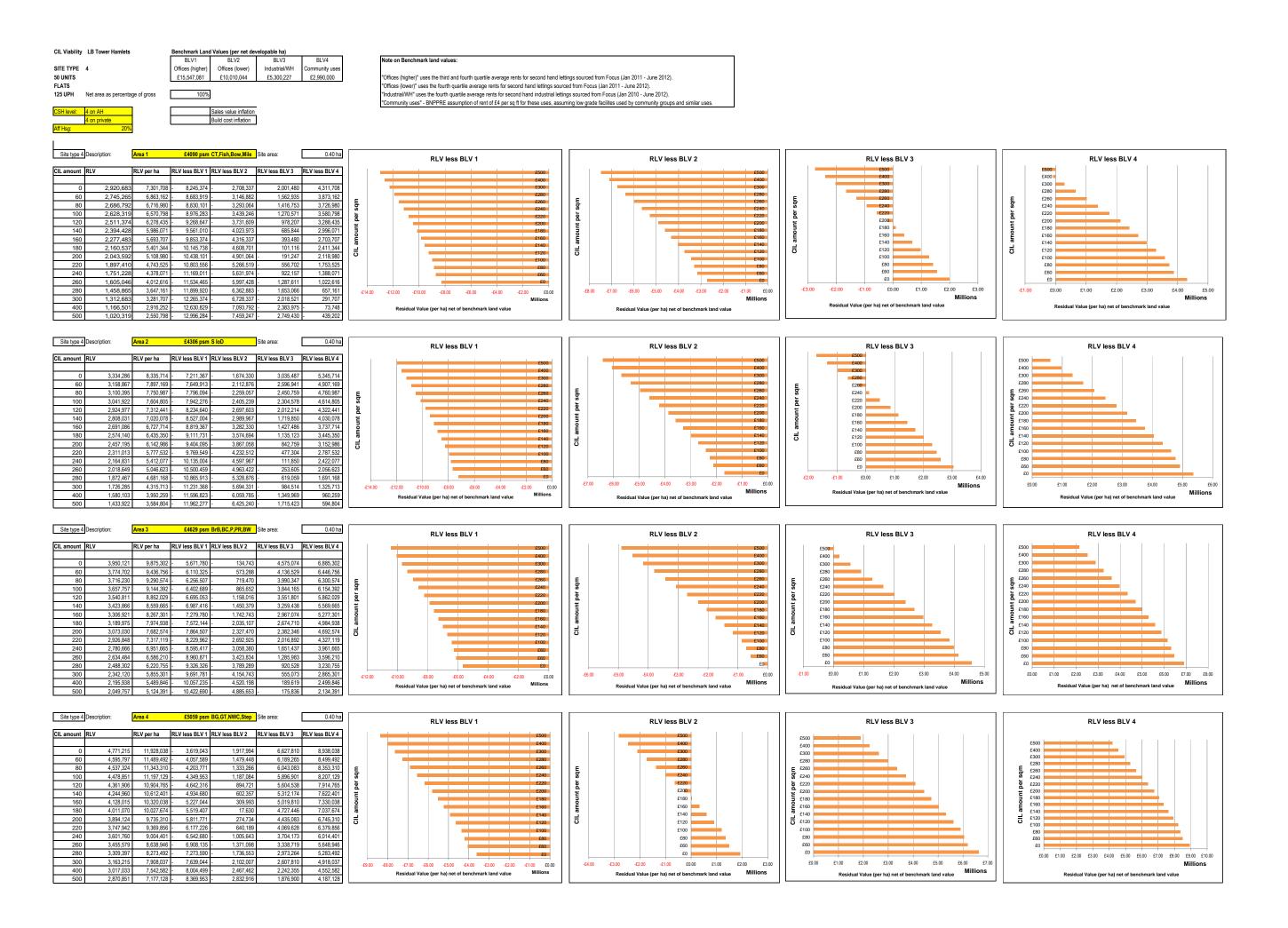




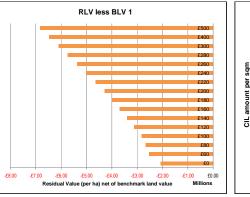


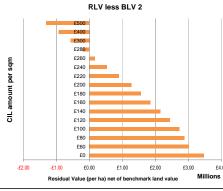


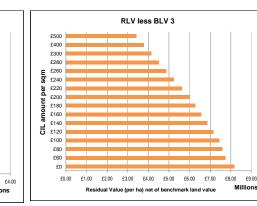


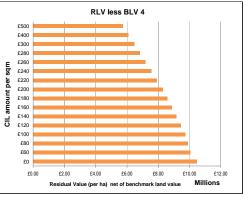


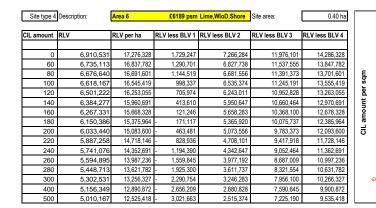
Site type 4	Description:	Area 5	£5382 psm	Shad,SWC, E14 7	Site area:	0.40 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4	l
0	5,384,212	13,460,530	- 2,086,551	3,450,486	8,160,303	10,470,530	
60	5,208,794	13,021,985	- 2,525,097	3,011,940	7,721,757	10,031,985	
80	5,150,321	12,875,803	- 2,671,278	2,865,759	7,575,575	9,885,803	
100	5,091,848	12,729,621	- 2,817,460	2,719,577	7,429,394	9,739,621	
120	4,974,903	12,437,257	- 3,109,824	2,427,213	7,137,030	9,447,257	
140	4,857,957	12,144,894	- 3,402,188	2,134,849	6,844,666	9,154,894	
160	4,741,012	11,852,530	- 3,694,551	1,842,486	6,552,302	8,862,530	
180	4,624,066	11,560,166	- 3,986,915	1,550,122	6,259,939	8,570,166	
200	4,507,121	11,267,802	- 4,279,279	1,257,758	5,967,575	8,277,802	
220	4,360,939	10,902,348	- 4,644,733	892,304	5,602,120	7,912,348	
240	4,214,757	10,536,893	- 5,010,188	526,849	5,236,666	7,546,893	
260	4,068,575	10,171,439	- 5,375,643	161,394	4,871,211	7,181,439	
280	3,922,394	9,805,984	- 5,741,097	- 204,060	4,505,757	6,815,984	
300	3,776,212	9,440,529	- 6,106,552	- 569,515	4,140,302	6,450,529	
400	3,630,030	9,075,075	- 6,472,007	- 934,970	3,774,847	6,085,075	
500	3,483,848	8,709,620	- 6,837,461	- 1,300,424	3,409,393	5,719,620	

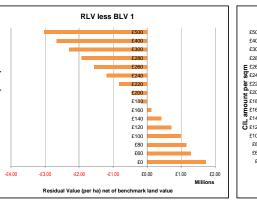


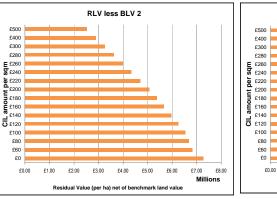


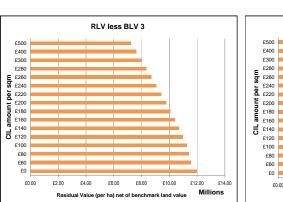


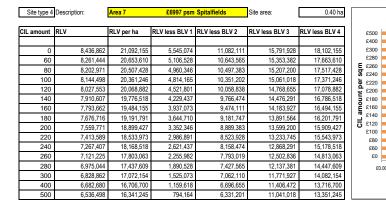


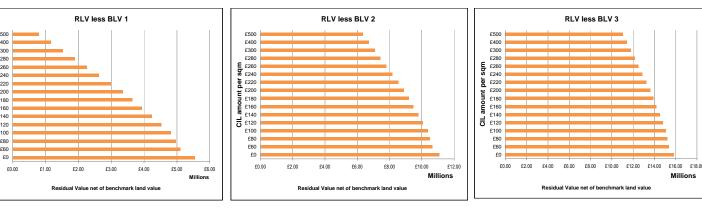




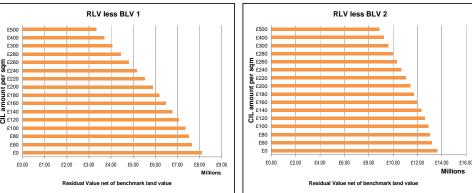


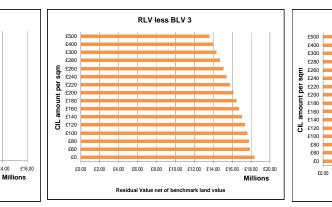


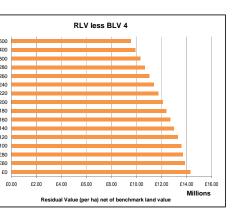


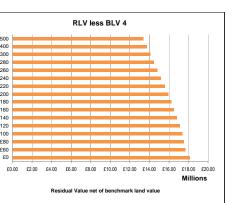


Site type 4 Description:		Area 8	0.40 ha			
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	9,450,384	23,625,959	8,078,878	13,615,915	18,325,732	20,635,959
60	9,274,965	23,187,413	7,640,332	13,177,369	17,887,186	20,197,413
80	9,216,493	23,041,232	7,494,150	13,031,187	17,741,004	20,051,232
100	9,158,020	22,895,050	7,347,968	12,885,006	17,594,822	19,905,050
120	9,041,074	22,602,686	7,055,605	12,592,642	17,302,459	19,612,686
140	8,924,129	22,310,322	6,763,241	12,300,278	17,010,095	19,320,322
160	8,807,183	22,017,959	6,470,877	12,007,914	16,717,731	19,027,959
180	8,690,238	21,725,595	6,178,514	11,715,551	16,425,368	18,735,595
200	8,573,293	21,433,231	5,886,150	11,423,187	16,133,004	18,443,231
220	8,427,111	21,067,777	5,520,695	11,057,732	15,767,549	18,077,777
240	8,280,929	20,702,322	5,155,241	10,692,278	15,402,095	17,712,322
260	8,134,747	20,336,867	4,789,786	10,326,823	15,036,640	17,346,867
280	7,988,565	19,971,413	4,424,331	9,961,369	14,671,185	16,981,413
300	7,842,383	19,605,958	4,058,877	9,595,914	14,305,731	16,615,958
400	7,696,201	19,240,504	3,693,422	9,230,459	13,940,276	16,250,504
500	7,550,020	18,875,049	3,327,968	8,865,005	13,574,821	15,885,049









£500 £500 £400 £300 £280 £260 £240

£220 Jer.

£200

£180

£160

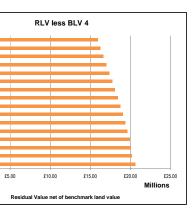
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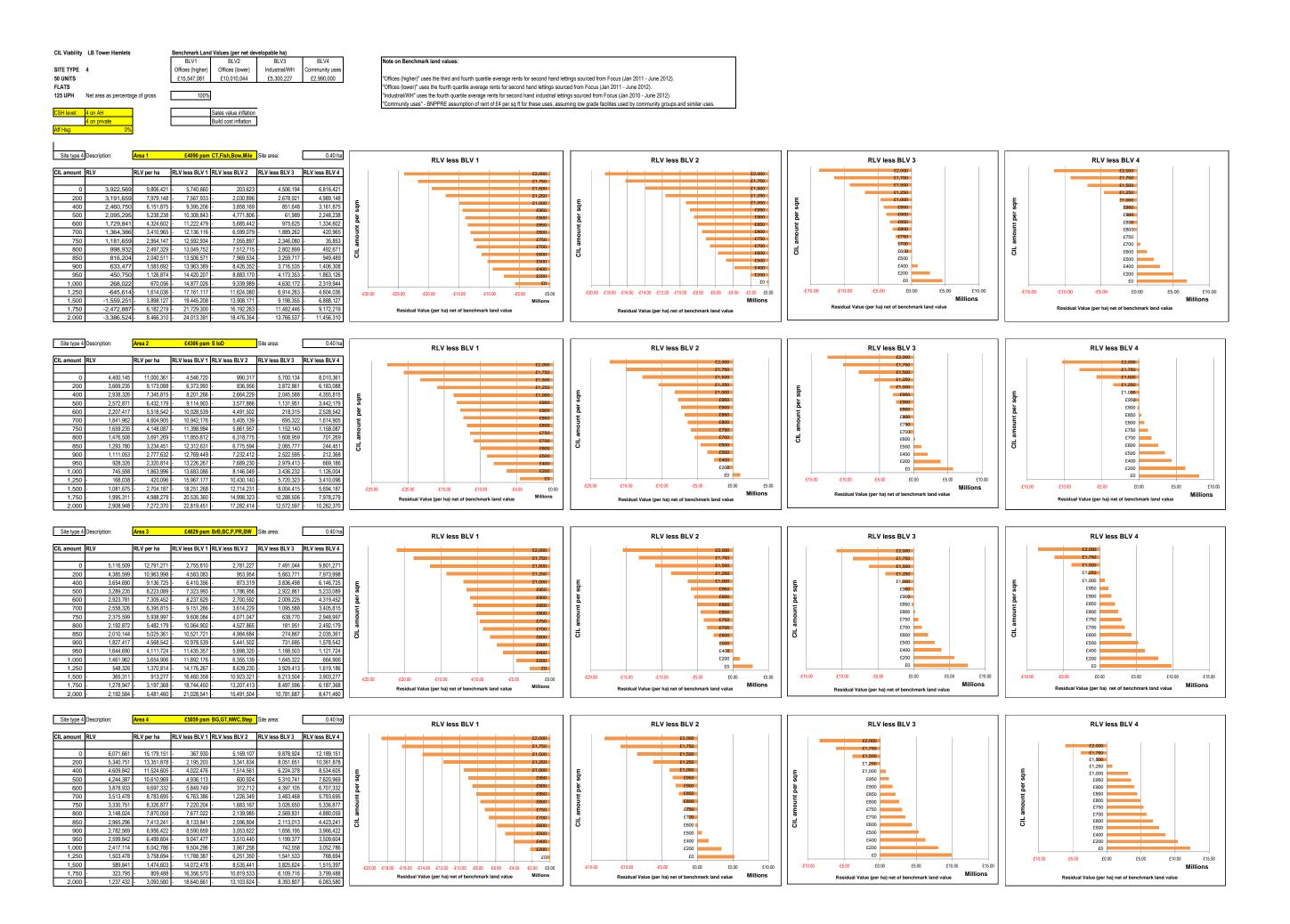
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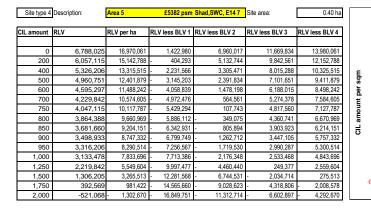
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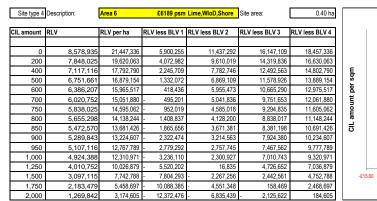
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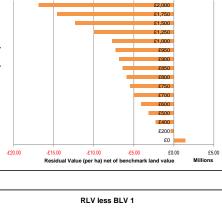
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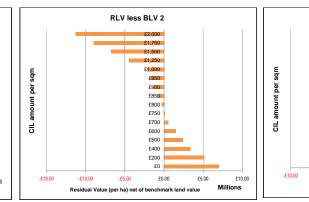


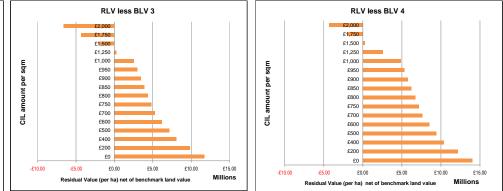


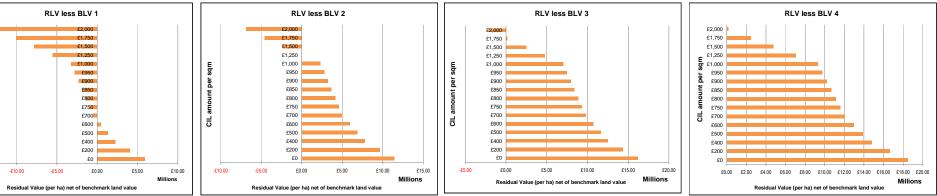


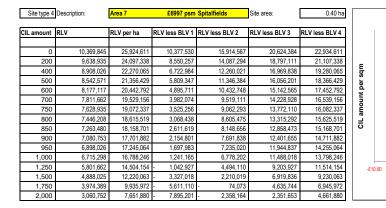


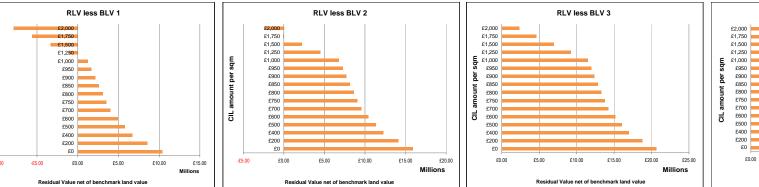
RLV less BLV 1

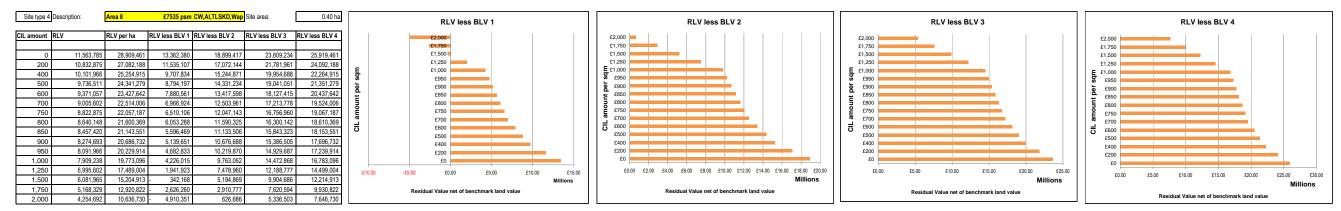


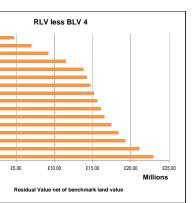


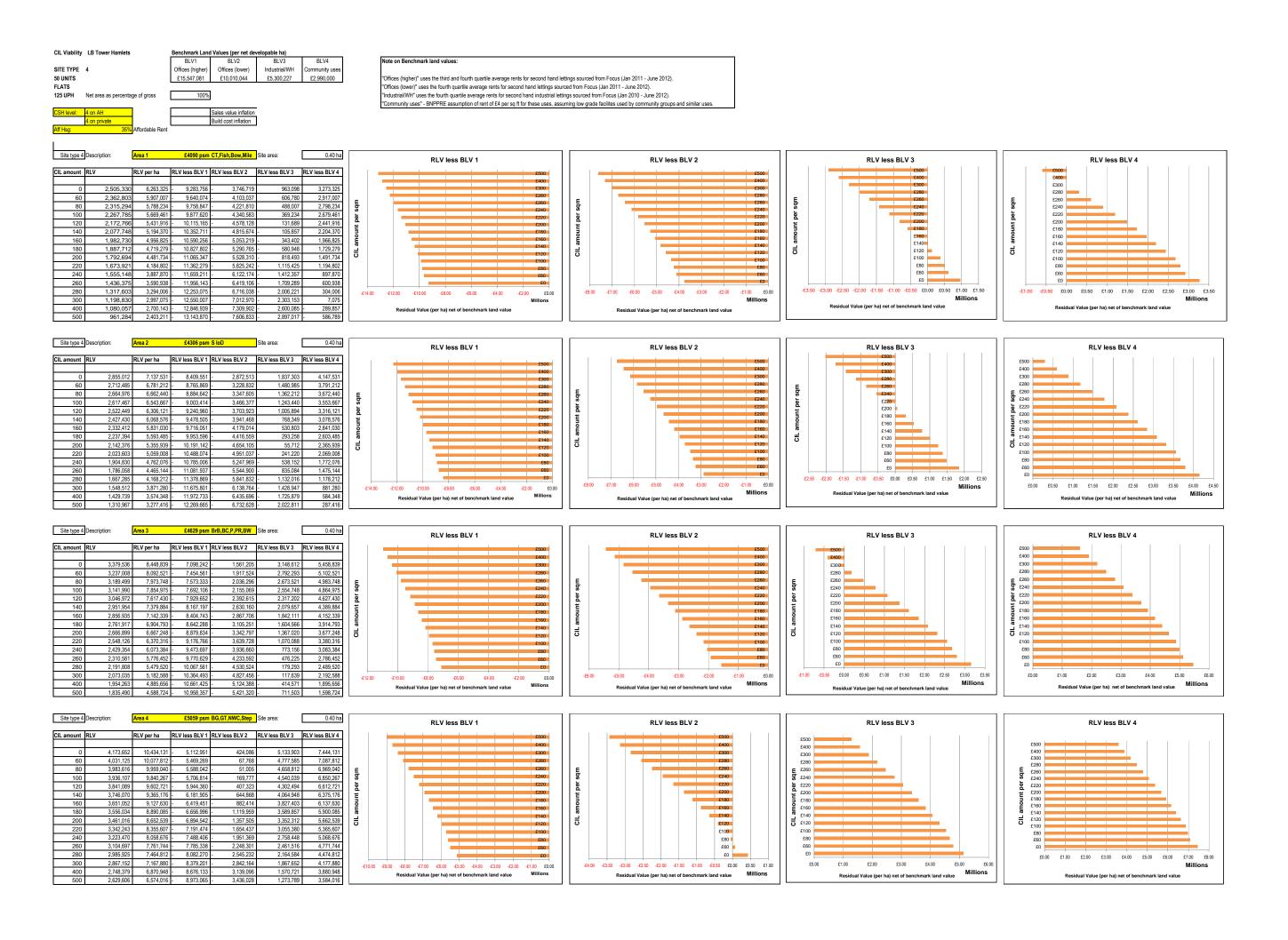


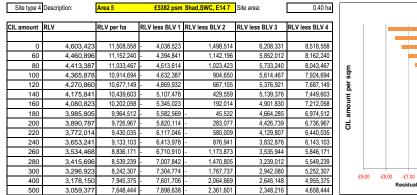


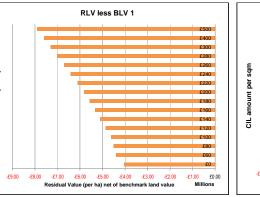


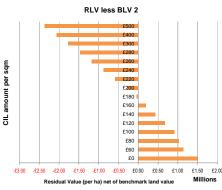


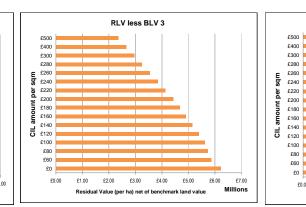


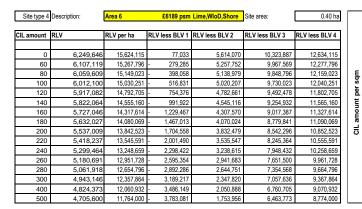


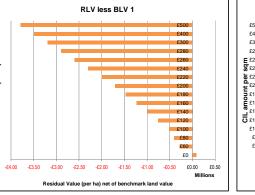


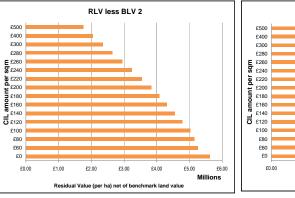


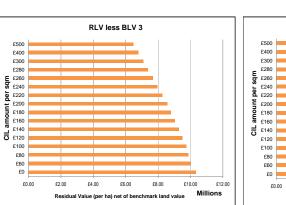


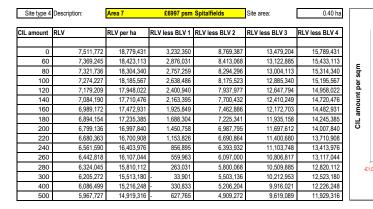


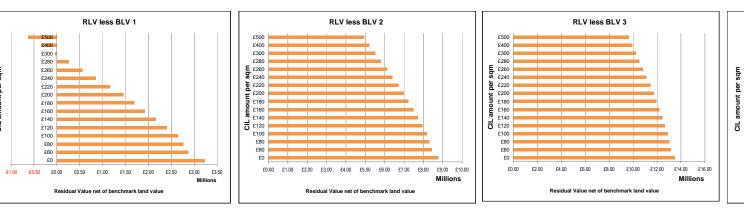




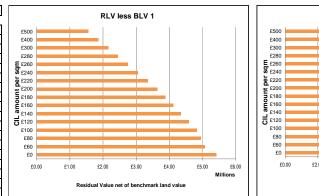


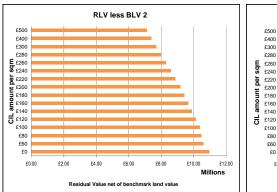


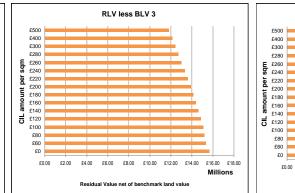


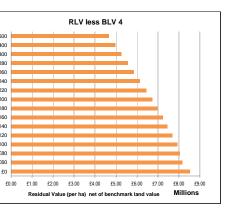


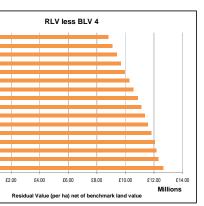
Site type 4 Description:		Area 8	0.40 ha			
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	8,385,978	20,964,945	5,417,863	10,954,900	15,664,717	17,974,945
60	8,243,451	20,608,626	5,061,545	10,598,582	15,308,399	17,618,626
80	8,195,941	20,489,854	4,942,772	10,479,809	15,189,626	17,499,854
100	8,148,432	20,371,081	4,824,000	10,361,037	15,070,853	17,381,081
120	8,053,414	20,133,535	4,586,454	10,123,491	14,833,308	17,143,535
140	7,958,396	19,895,990	4,348,909	9,885,946	14,595,762	16,905,990
160	7,863,378	19,658,444	4,111,363	9,648,400	14,358,217	16,668,444
180	7,768,360	19,420,899	3,873,818	9,410,855	14,120,671	16,430,899
200	7,673,341	19,183,353	3,636,272	9,173,309	13,883,126	16,193,353
220	7,554,569	18,886,421	3,339,340	8,876,377	13,586,194	15,896,421
240	7,435,796	18,589,490	3,042,408	8,579,445	13,289,262	15,599,490
260	7,317,023	18,292,558	2,745,476	8,282,513	12,992,330	15,302,558
280	7,198,250	17,995,626	2,448,545	7,985,582	12,695,398	15,005,626
300	7,079,478	17,698,694	2,151,613	7,688,650	12,398,466	14,708,694
400	6,960,705	17,401,762	1,854,681	7,391,718	12,101,535	14,411,762
500	6,841,932	17,104,830	1,557,749	7,094,786	11,804,603	14,114,830

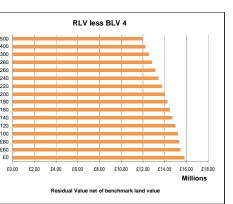












£500 £400 £300 £280 £260 £240

£220

£200

£180

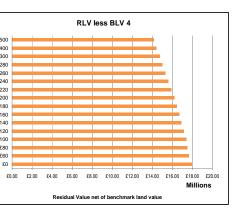
£160

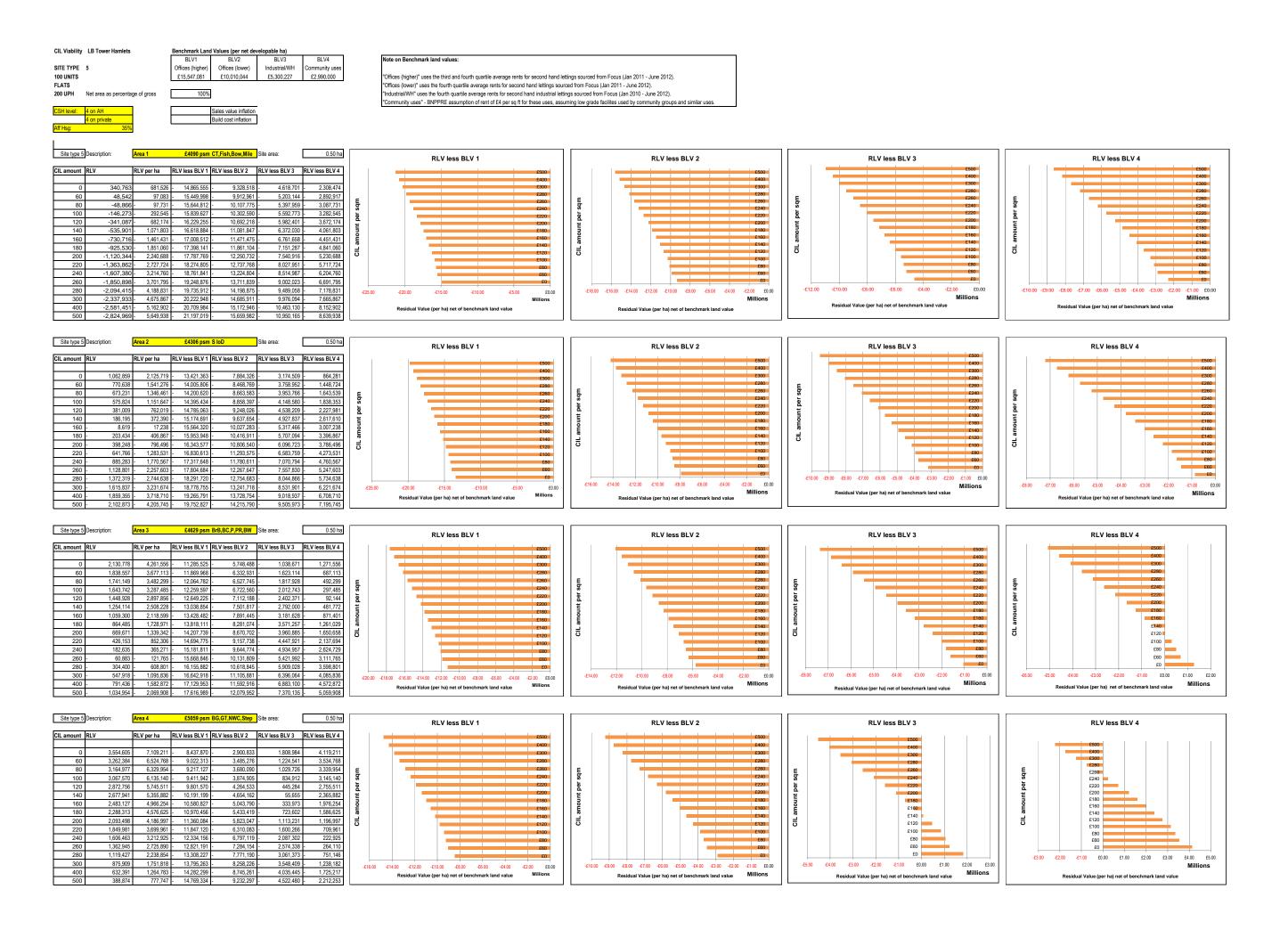
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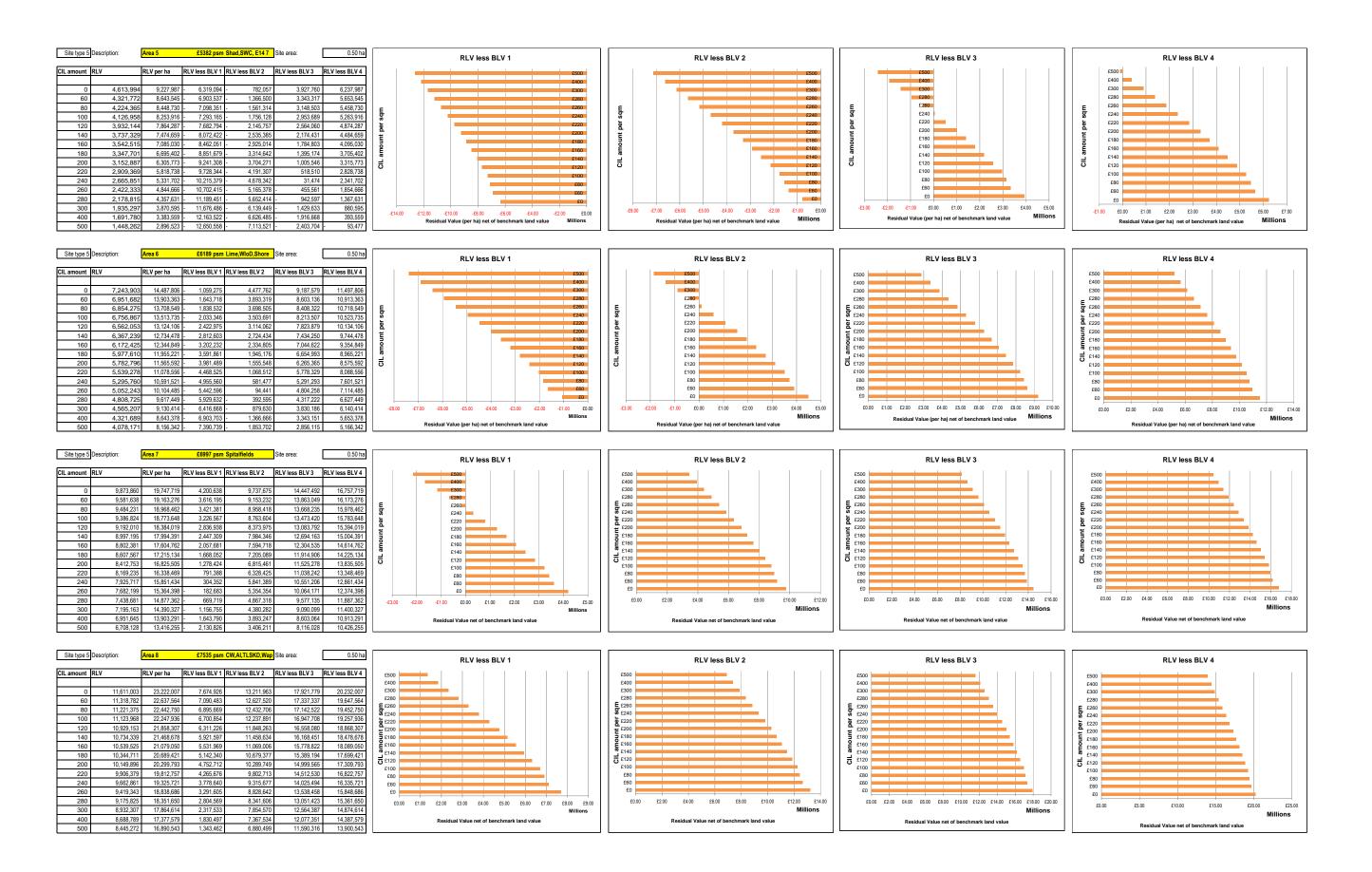
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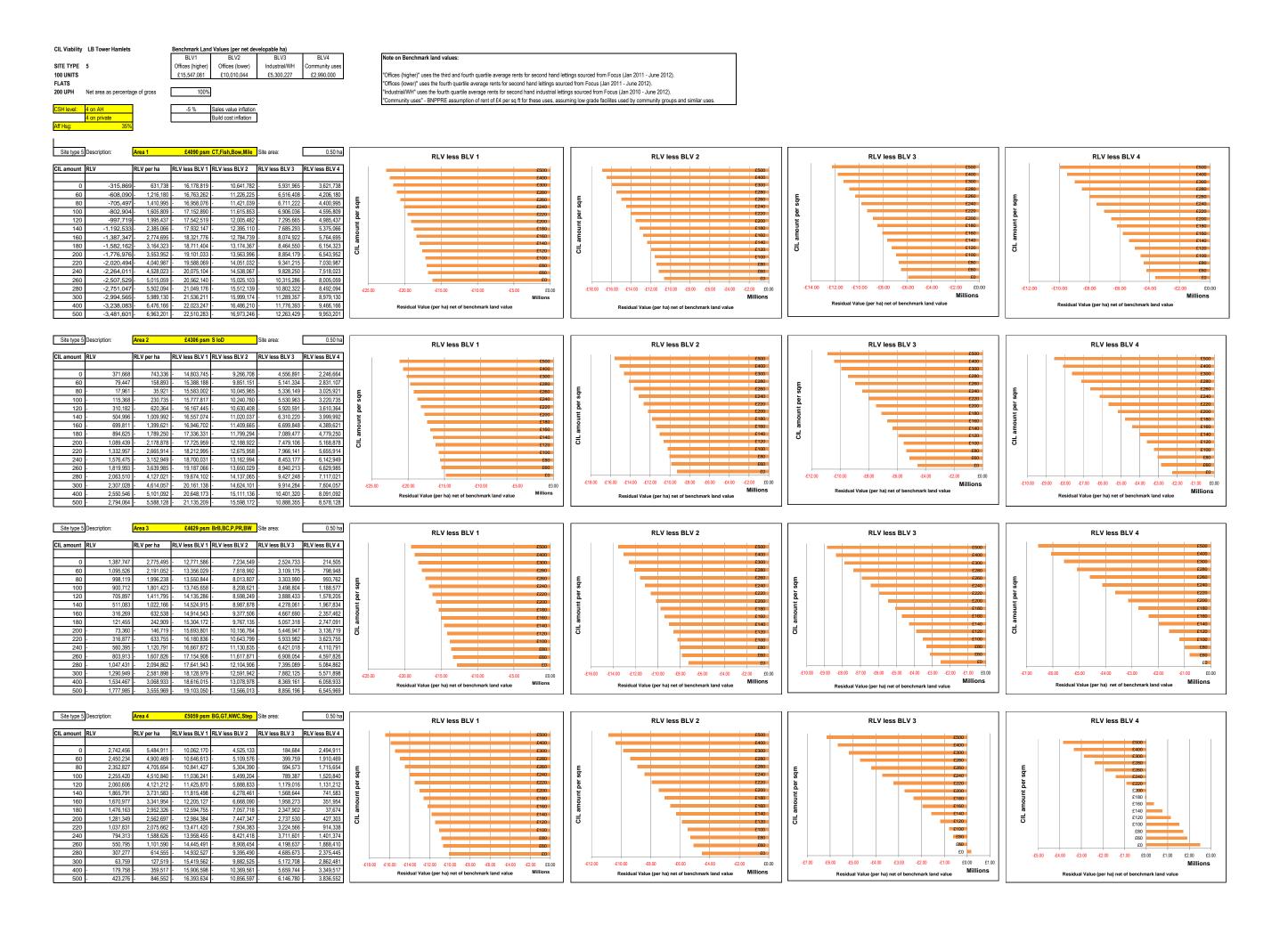
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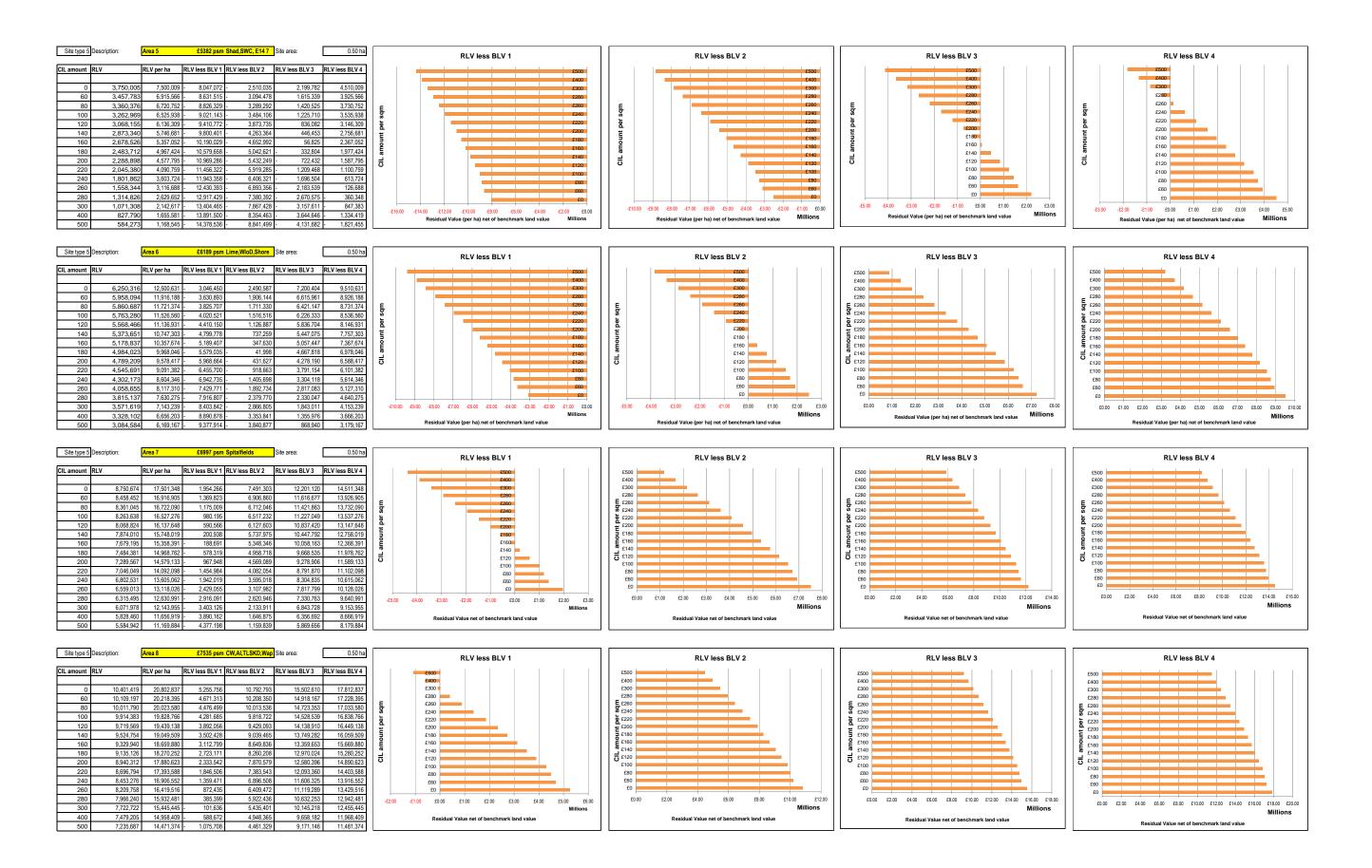
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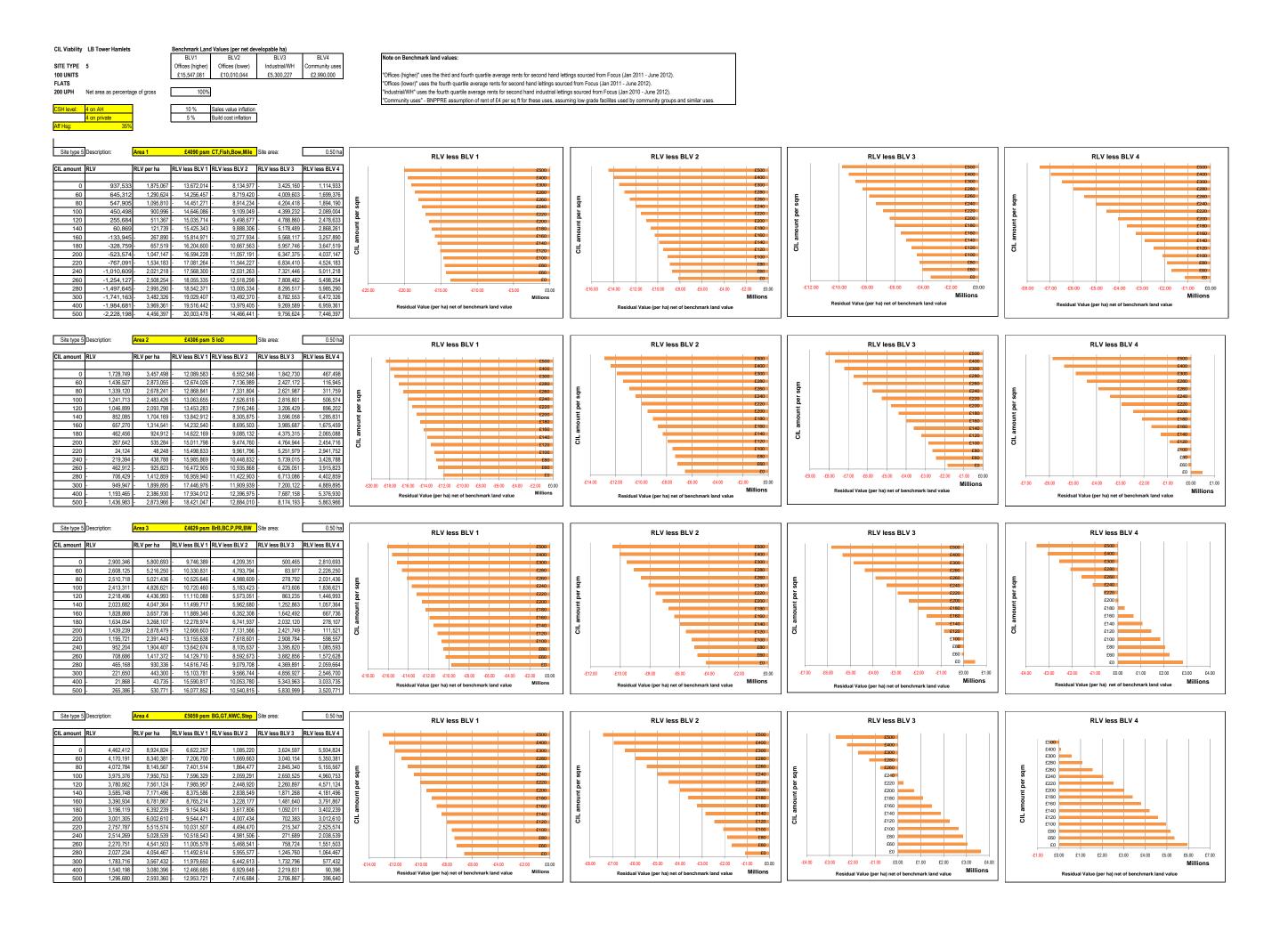


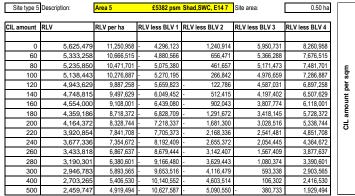


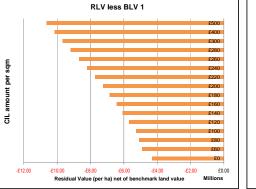


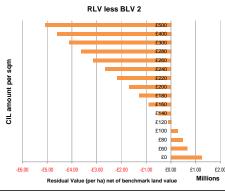


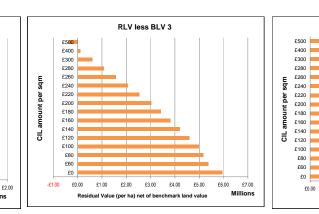


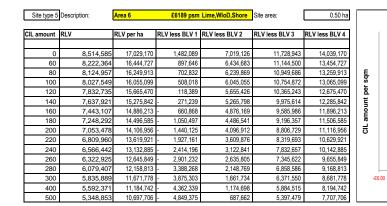


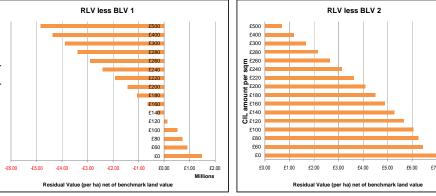


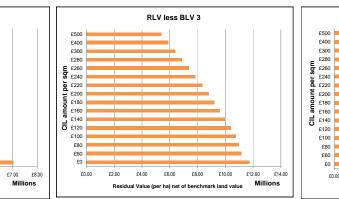


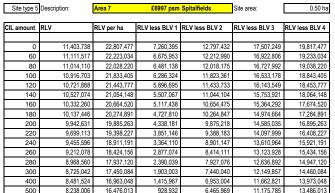


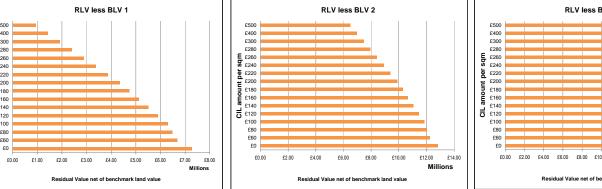


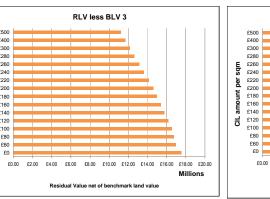








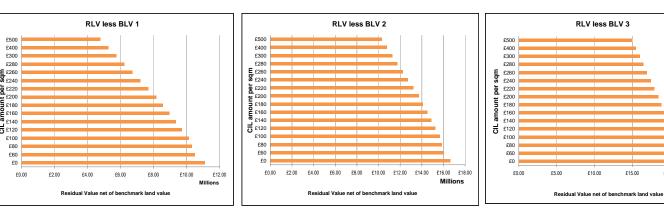




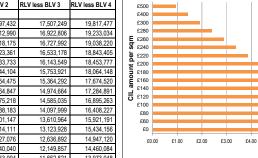
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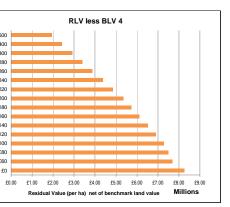
Millions

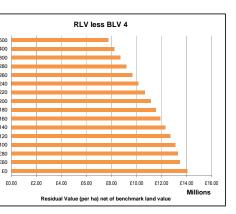
Site type 5	Description:	Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	0.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4	
0	13,313,680	26,627,360	11,080,279	16,617,316	21,327,133	23,637,360	
60	13,021,459	26,042,917	10,495,836	16,032,873	20,742,690	23,052,917	
80	12,924,051	25,848,103	10,301,022	15,838,059	20,547,876	22,858,103	
100	12,826,644	25,653,289	10,106,207	15,643,244	20,353,061	22,663,289	
120	12,631,830	25,263,660	9,716,579	15,253,616	19,963,433	22,273,660	
140	12,437,016	24,874,032	9,326,950	14,863,987	19,573,804	21,884,032	
160	12,242,202	24,484,403	8,937,322	14,474,359	19,184,176	21,494,403	
180	12,047,387	24,094,774	8,547,693	14,084,730	18,794,547	21,104,774	
200	11,852,573	23,705,146	8,158,065	13,695,102	18,404,919	20,715,146	
220	11,609,055	23,218,110	7,671,029	13,208,066	17,917,883	20,228,110	
240	11,365,537	22,731,075	7,183,993	12,721,030	17,430,847	19,741,075	
260	11,122,019	22,244,039	6,696,958	12,233,995	16,943,811	19,254,039	
280	10,878,502	21,757,003	6,209,922	11,746,959	16,456,776	18,767,003	
300	10,634,984	21,269,968	5,722,886	11,259,923	15,969,740	18,279,968	
400	10,391,466	20,782,932	5,235,851	10,772,888	15,482,704	17,792,932	
500	10,147,948	20,295,896	4,748,815	10,285,852	14,995,669	17,305,896	











£240

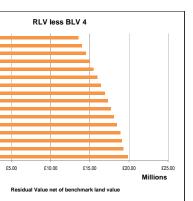
£160

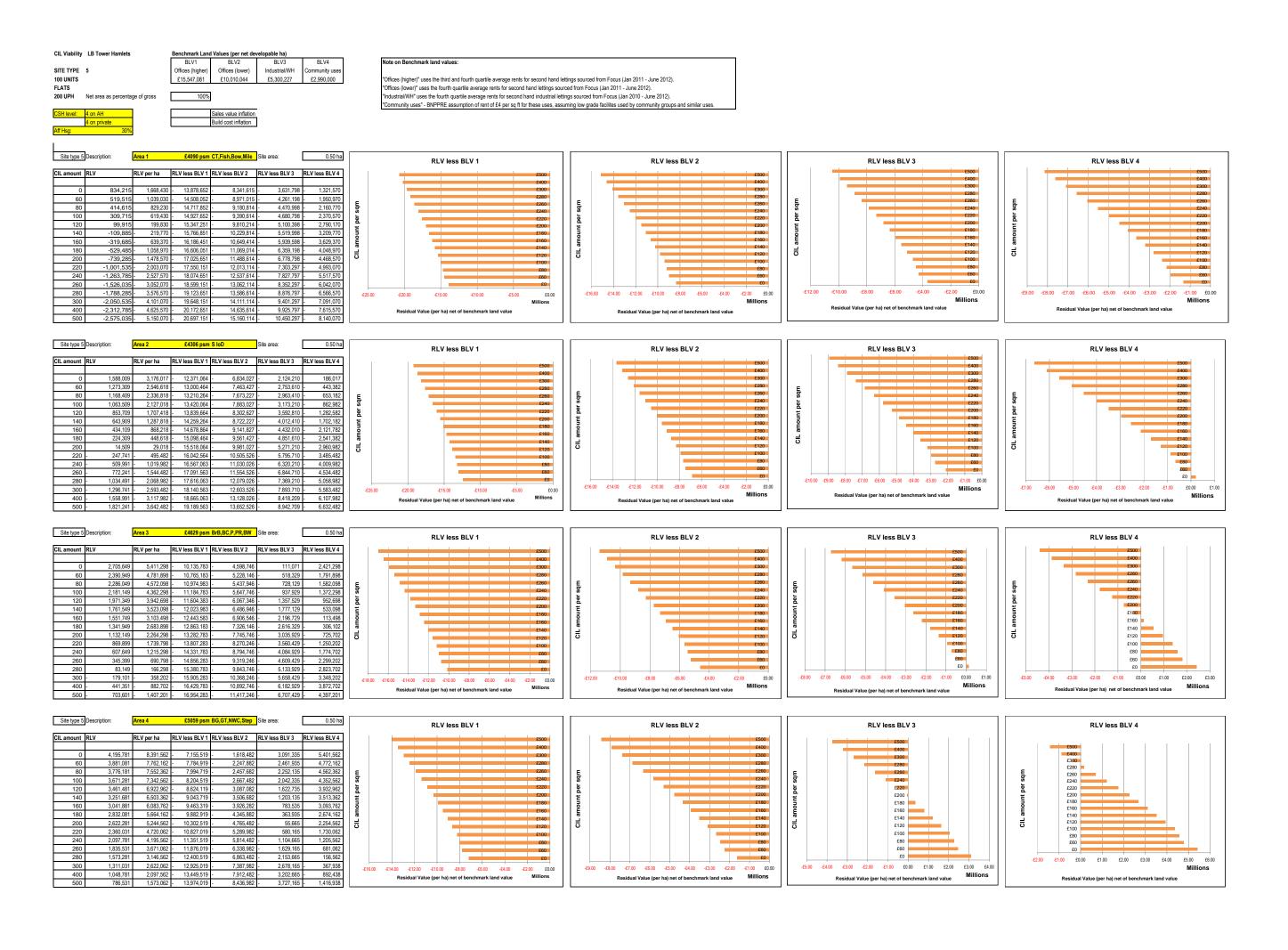
£120

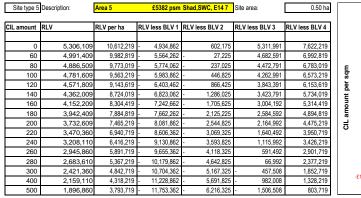
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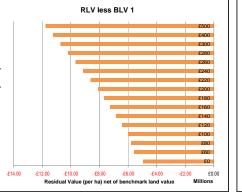
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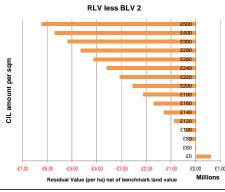
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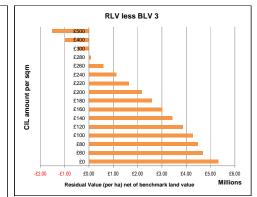


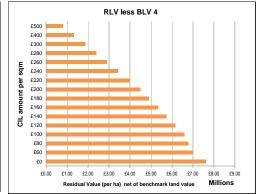


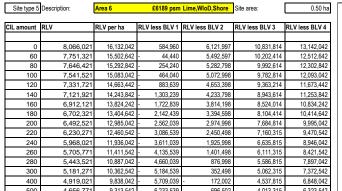


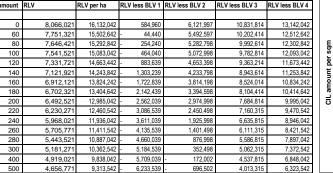


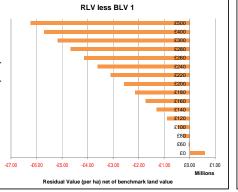


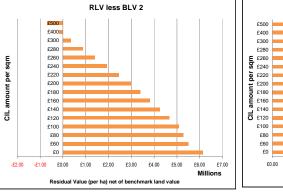


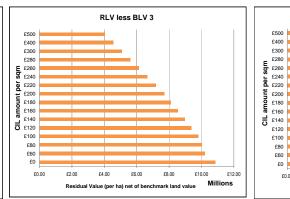


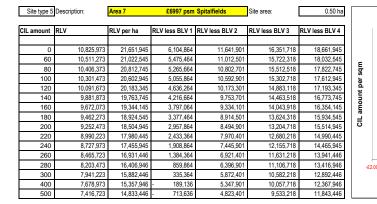


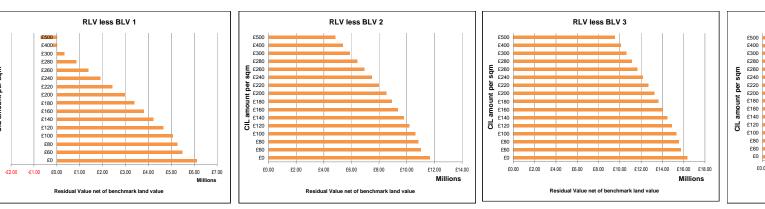




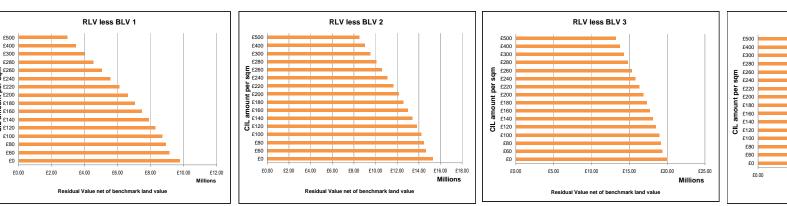


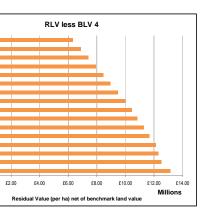




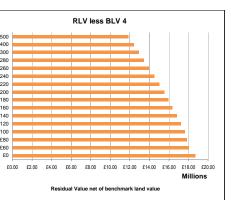


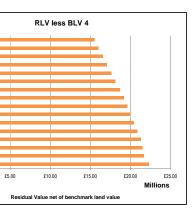
Site type 5	Description:	Area 8 £7535 psm CW,AI,TLSKD,Wap Site area: 0.50 ha					
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4	
0	12,652,089	25,304,177	9,757,096	15,294,133	20,003,950	22,314,177	
60	12,337,389	24,674,777	9,127,696	14,664,733	19,374,550	21,684,777	
80	12,232,489	24,464,977	8,917,896	14,454,933	19,164,750	21,474,977	
100	12,127,589	24,255,177	8,708,096	14,245,133	18,954,950	21,265,177	
120	11,917,789	23,835,577	8,288,496	13,825,533	18,535,350	20,845,577	
140	11,707,989	23,415,977	7,868,896	13,405,933	18,115,750	20,425,977	
160	11,498,189	22,996,377	7,449,296	12,986,333	17,696,150	20,006,377	
180	11,288,389	22,576,777	7,029,696	12,566,733	17,276,550	19,586,777	
200	11,078,589	22,157,177	6,610,096	12,147,133	16,856,950	19,167,177	
220	10,816,339	21,632,677	6,085,596	11,622,633	16,332,450	18,642,677	
240	10,554,089	21,108,178	5,561,096	11,098,133	15,807,950	18,118,178	
260	10,291,839	20,583,678	5,036,596	10,573,633	15,283,450	17,593,678	
280	10,029,589	20,059,178	4,512,096	10,049,133	14,758,950	17,069,178	
300	9,767,339	19,534,678	3,987,596	9,524,633	14,234,450	16,544,678	
400	9,505,089	19,010,178	3,463,096	9,000,133	13,709,950	16,020,178	
500	9,242,839	18,485,678	2,938,596	8,475,633	13,185,450	15,495,678	

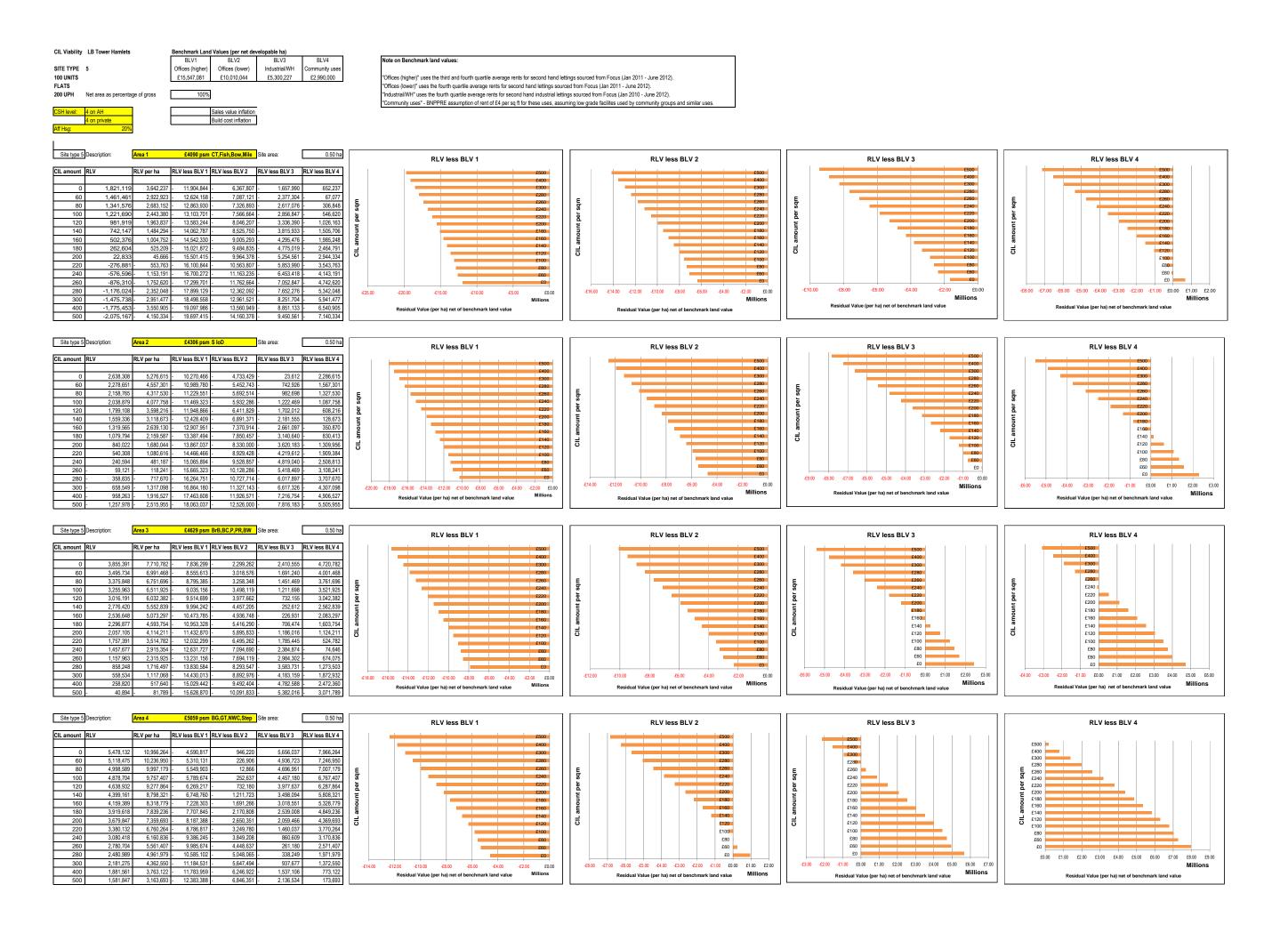




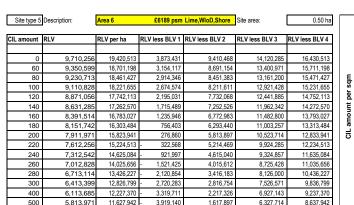
£0.00

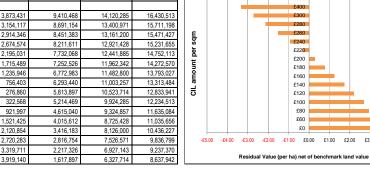






Site type 5	Description:	Area 5	£5382 psm	Shad,SWC, E147	Site area:	0.50 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,690,341	13,380,682	- 2,166,400	3,370,637	8,080,454	10,390,682
60	6,330,684	12,661,367	- 2,885,714	2,651,323	7,361,140	9,671,367
80	6,210,798	12,421,596	- 3,125,485	2,411,552	7,121,369	9,431,596
100	6,090,912	12,181,825	- 3,365,257	2,171,780	6,881,597	9,191,825
120	5,851,141	11,702,282	- 3,844,800	1,692,238	6,402,054	8,712,282
140	5,611,369	11,222,739	- 4,324,342	1,212,695	5,922,512	8,232,739
160	5,371,598	10,743,196	- 4,803,885	733,152	5,442,969	7,753,196
180	5,131,827	10,263,653	- 5,283,428	253,609	4,963,426	7,273,653
200	4,892,055	9,784,110	- 5,762,971	- 225,934	4,483,883	6,794,110
220	4,592,341	9,184,682	- 6,362,399	- 825,362	3,884,455	6,194,682
240	4,292,627	8,585,253	- 6,961,828	- 1,424,791	3,285,026	5,595,253
260	3,992,912	7,985,825	- 7,561,256	- 2,024,219	2,685,597	4,995,825
280	3,693,198	7,386,396	- 8,160,685	- 2,623,648	2,086,169	4,396,396
300	3,393,484	6,786,968	- 8,760,113	- 3,223,076	1,486,740	3,796,968
400	3,093,770	6,187,539	- 9,359,542	- 3,822,505	887,312	3,197,539
500	2,794,055	5,588,111	- 9,958,971	- 4,421,933	287,883	2,598,111





£400

£300

£280

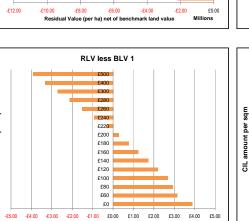
£160 £140

£80

£60

£0

£0.00



RLV less BLV 1

£300

£260

£60

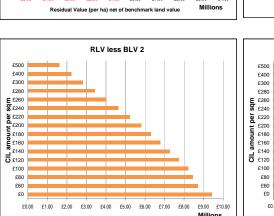
Millions

mps

per

amount

님



RLV less BLV 2

£300

£260

£240

£220 £200

£180 £160

£140

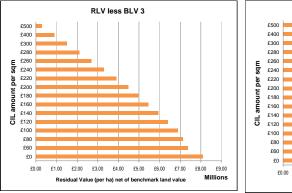
£120 £100

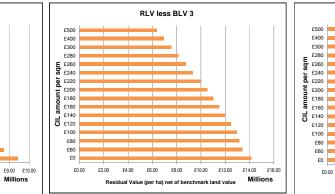
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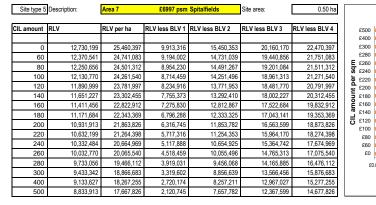
£60

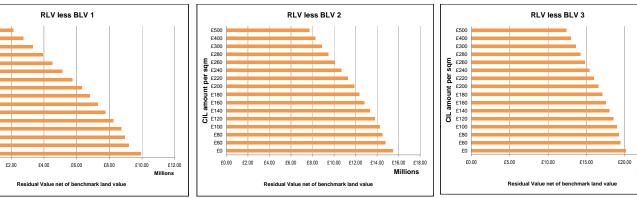
-£5.00 -£4.00 -£3.00 -£2.00 -£1.00 £0.00 £1.00 £2.00 £3.00 £4.00

£0



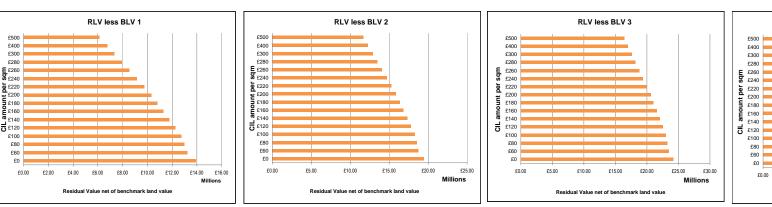


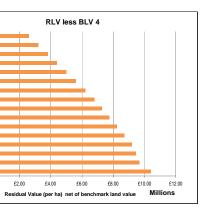


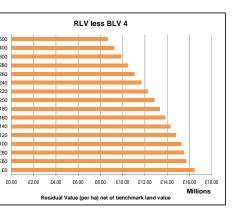


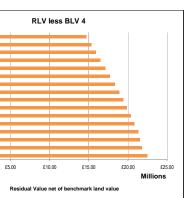
Residual Value (per ha) net of benchmark land value

Site type 5	Description:	Area 8	Site area:	0.50 ha		
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	14,734,259	29,468,518	13,921,437	19,458,474	24,168,290	26,478,518
60	14,374,602	28,749,204	13,202,122	18,739,159	23,448,976	25,759,204
80	14,254,716	28,509,432	12,962,351	18,499,388	23,209,205	25,519,432
100	14,134,830	28,269,661	12,722,580	18,259,617	22,969,433	25,279,661
120	13,895,059	27,790,118	12,243,037	17,780,074	22,489,891	24,800,118
140	13,655,288	27,310,575	11,763,494	17,300,531	22,010,348	24,320,575
160	13,415,516	26,831,032	11,283,951	16,820,988	21,530,805	23,841,032
180	13,175,745	26,351,490	10,804,408	16,341,445	21,051,262	23,361,490
200	12,935,973	25,871,947	10,324,865	15,861,902	20,571,719	22,881,947
220	12,636,259	25,272,518	9,725,437	15,262,474	19,972,291	22,282,518
240	12,336,545	24,673,090	9,126,008	14,663,045	19,372,862	21,683,090
260	12,036,831	24,073,661	8,526,580	14,063,617	18,773,434	21,083,661
280	11,737,116	23,474,233	7,927,151	13,464,188	18,174,005	20,484,233
300	11,437,402	22,874,804	7,327,723	12,864,760	17,574,577	19,884,804
400	11,137,688	22,275,376	6,728,294	12,265,331	16,975,148	19,285,376
500	10,837,974	21,675,947	6,128,866	11,665,903	16,375,720	18,685,947









£500 £400 £300 £280 £260 £240

£220 per

£200 £180 £160 £140 £120

£100

£80

£60

£0

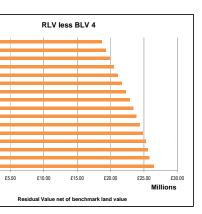
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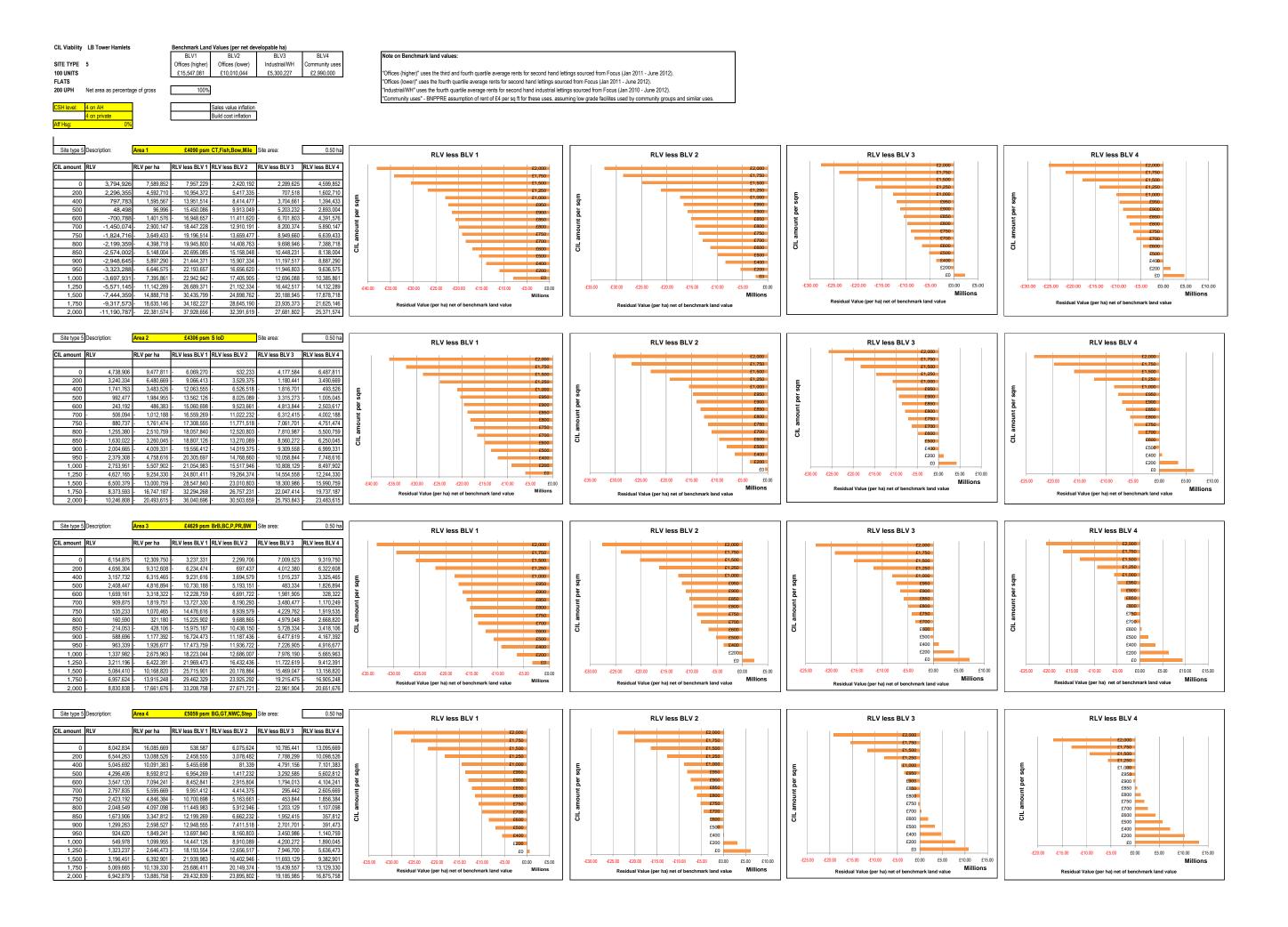
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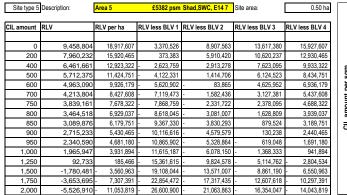
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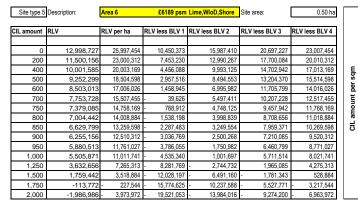
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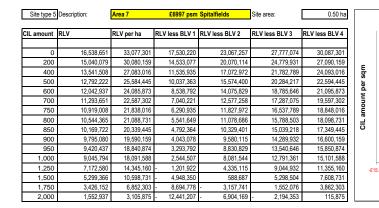
Millions

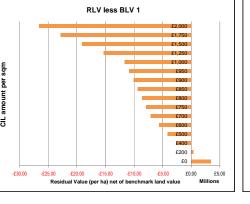












RLV less BLV 1

£1,750

£1,000

£950 £900

£**850** £80<mark>0</mark>

£750

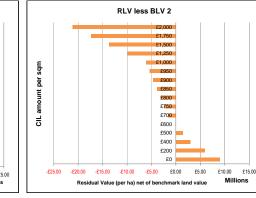
£700

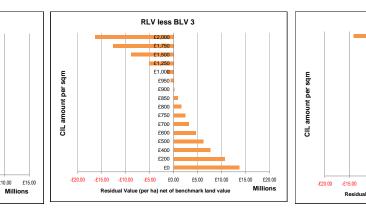
£400

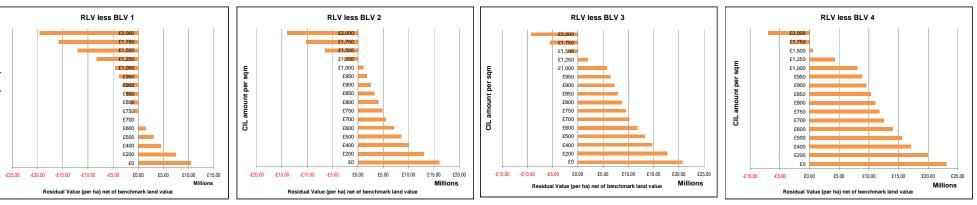
£200

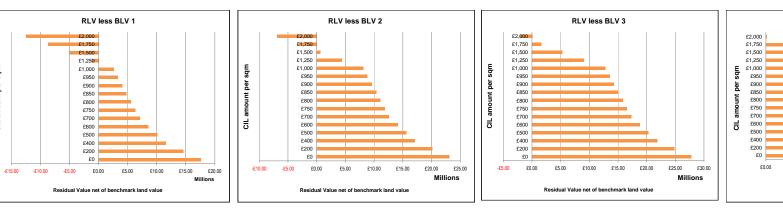
Residual Value (per ha) net of benchmark land value

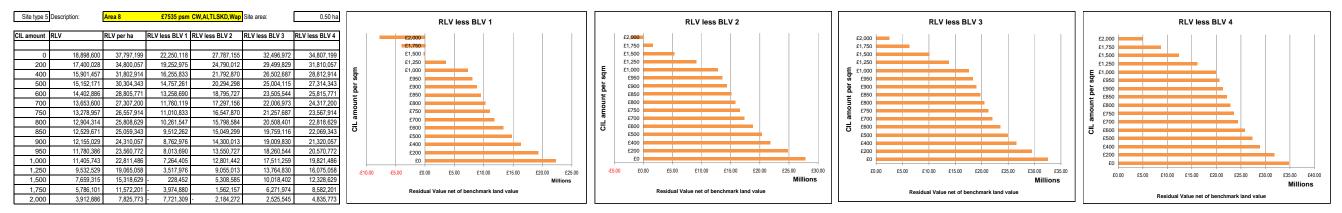
£600 £500

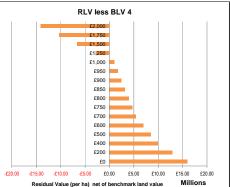


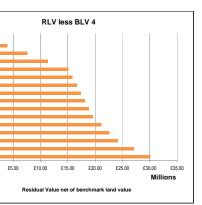


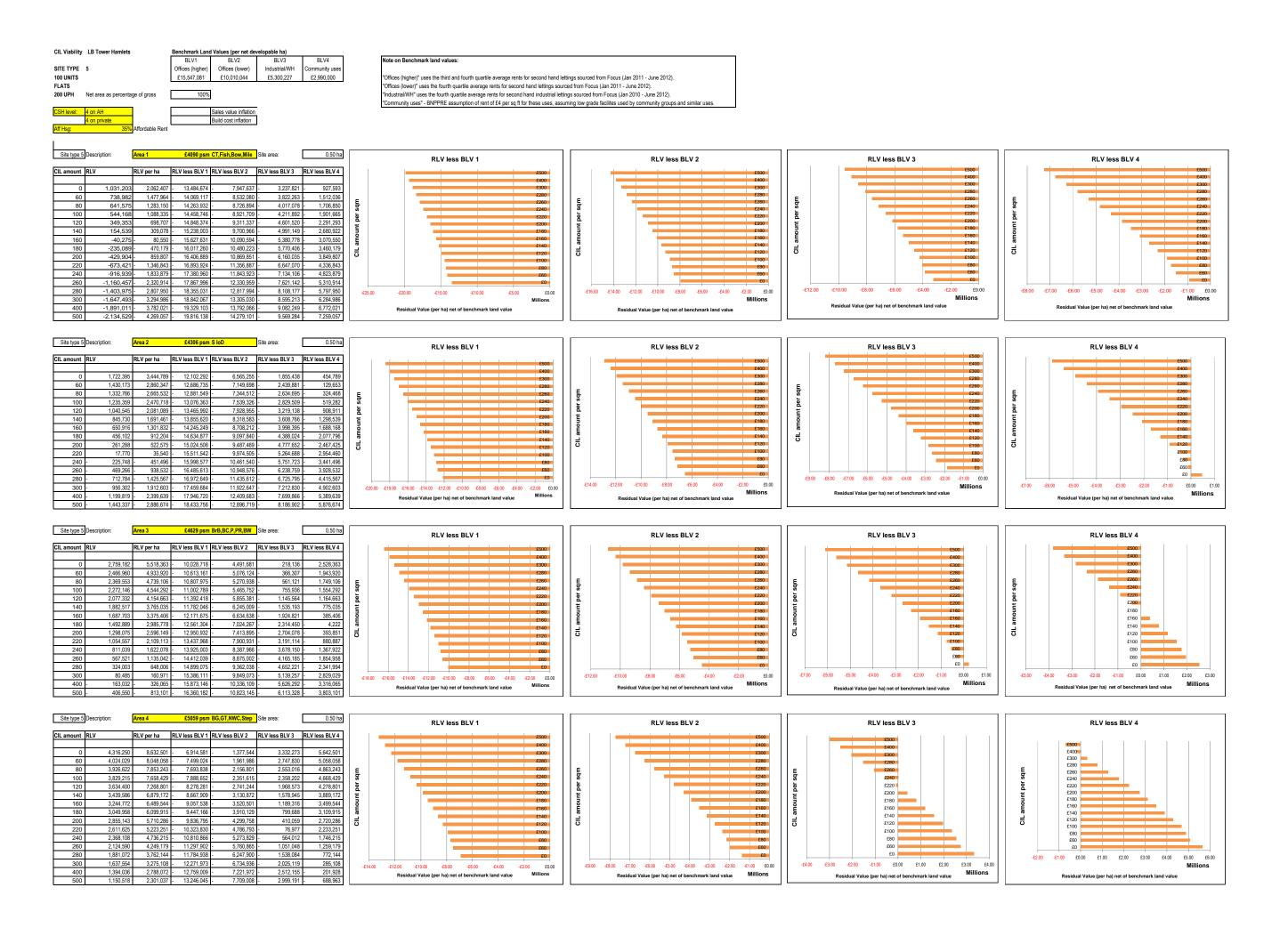


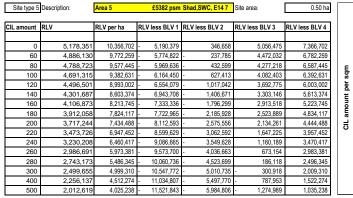


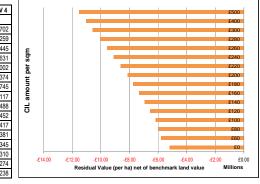




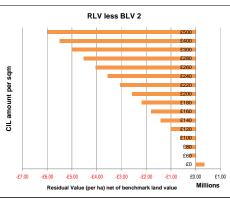


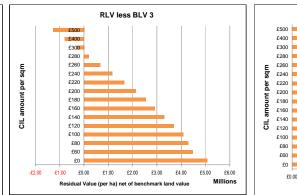


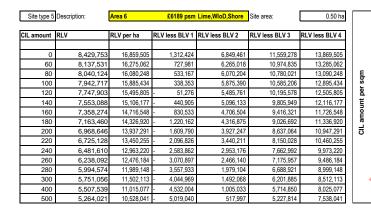


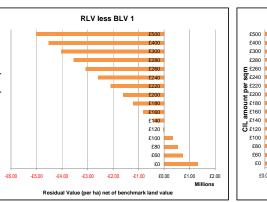


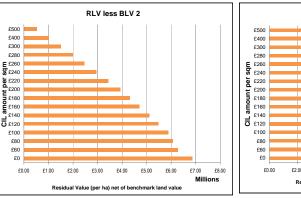
RLV less BLV 1

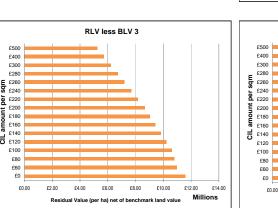


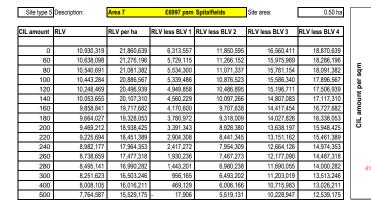


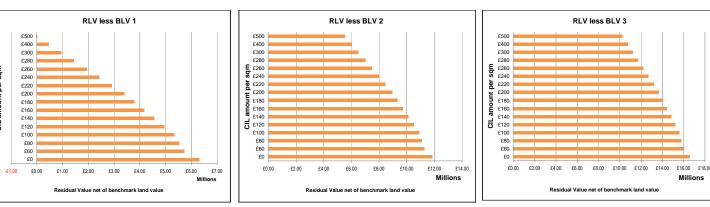




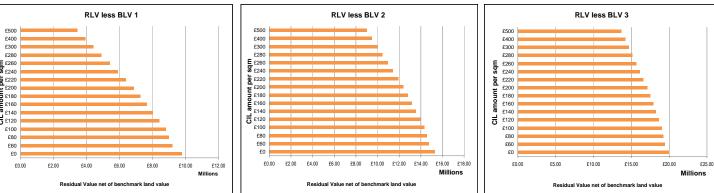


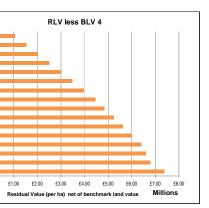






Site type 5	Description:	Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	0.50 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	12,658,298	25,316,595	9,769,514	15,306,551	20,016,368	22,326,595
60	12,366,076	24,732,152	9,185,071	14,722,108	19,431,925	21,742,152
80	12,268,669	24,537,338	8,990,257	14,527,294	19,237,111	21,547,338
100	12,171,262	24,342,524	8,795,442	14,332,480	19,042,296	21,352,524
120	11,976,448	23,952,895	8,405,814	13,942,851	18,652,668	20,962,895
140	11,781,633	23,563,267	8,016,185	13,553,222	18,263,039	20,573,267
160	11,586,819	23,173,638	7,626,557	13,163,594	17,873,411	20,183,638
180	11,392,005	22,784,010	7,236,928	12,773,965	17,483,782	19,794,010
200	11,197,191	22,394,381	6,847,300	12,384,337	17,094,154	19,404,381
220	10,953,673	21,907,345	6,360,264	11,897,301	16,607,118	18,917,345
240	10,710,155	21,420,310	5,873,228	11,410,265	16,120,082	18,430,310
260	10,466,637	20,933,274	5,386,193	10,923,230	15,633,047	17,943,274
280	10,223,119	20,446,238	4,899,157	10,436,194	15,146,011	17,456,238
300	9,979,601	19,959,203	4,412,121	9,949,158	14,658,975	16,969,203
400	9,736,083	19,472,167	3,925,086	9,462,123	14,171,940	16,482,167
500	9,492,566	18,985,131	3,438,050	8,975,087	13,684,904	15,995,131





£500

£280

£260

£220

£200

£180

£160

£140

£100

£80

£60

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£500 £400 £300 £280 £260 £240

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£80

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£0.00

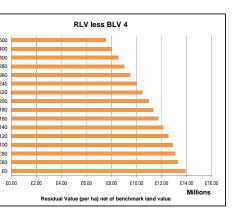
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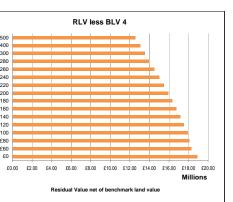
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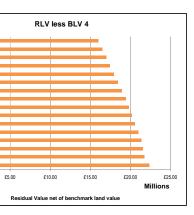
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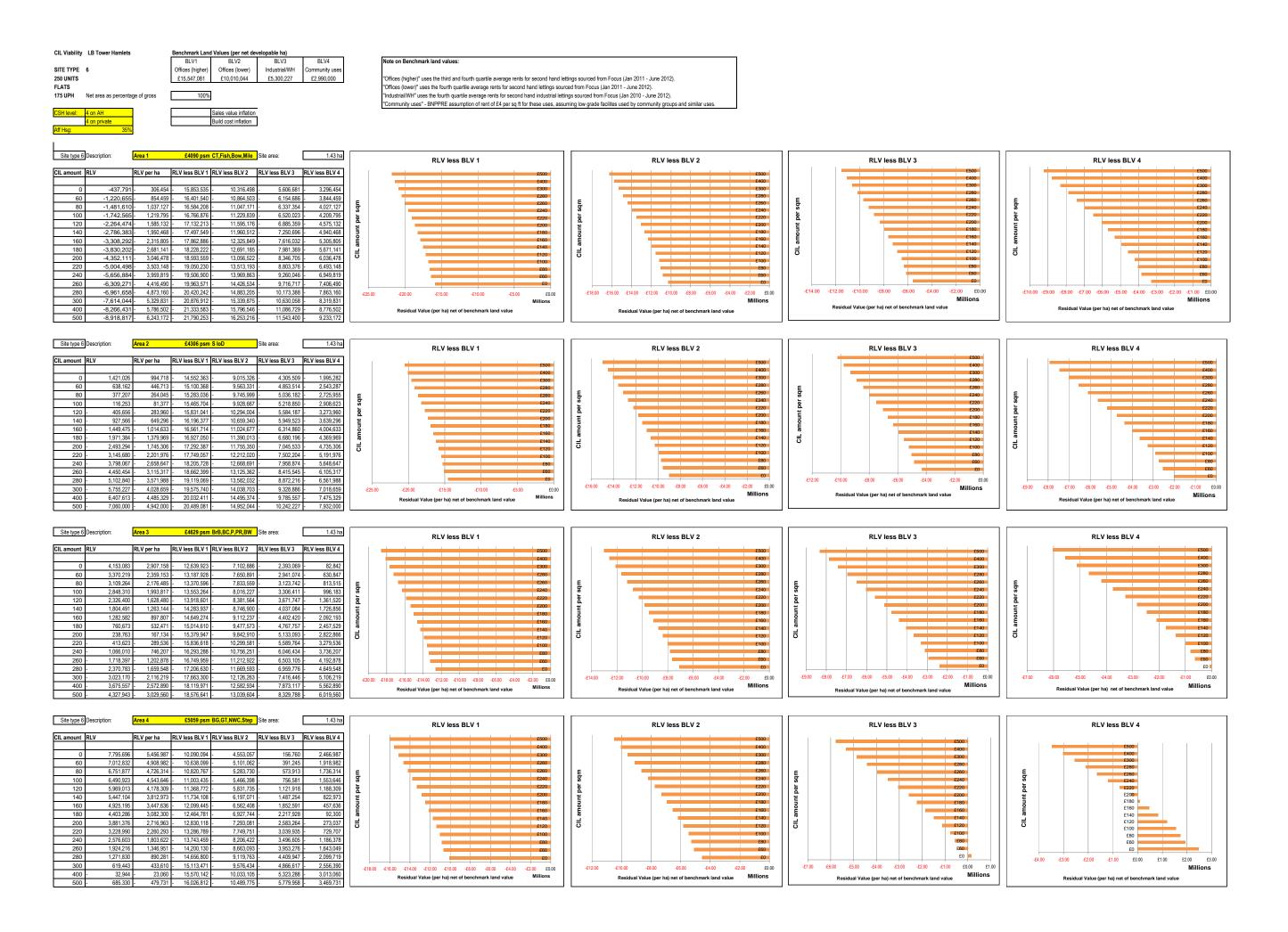
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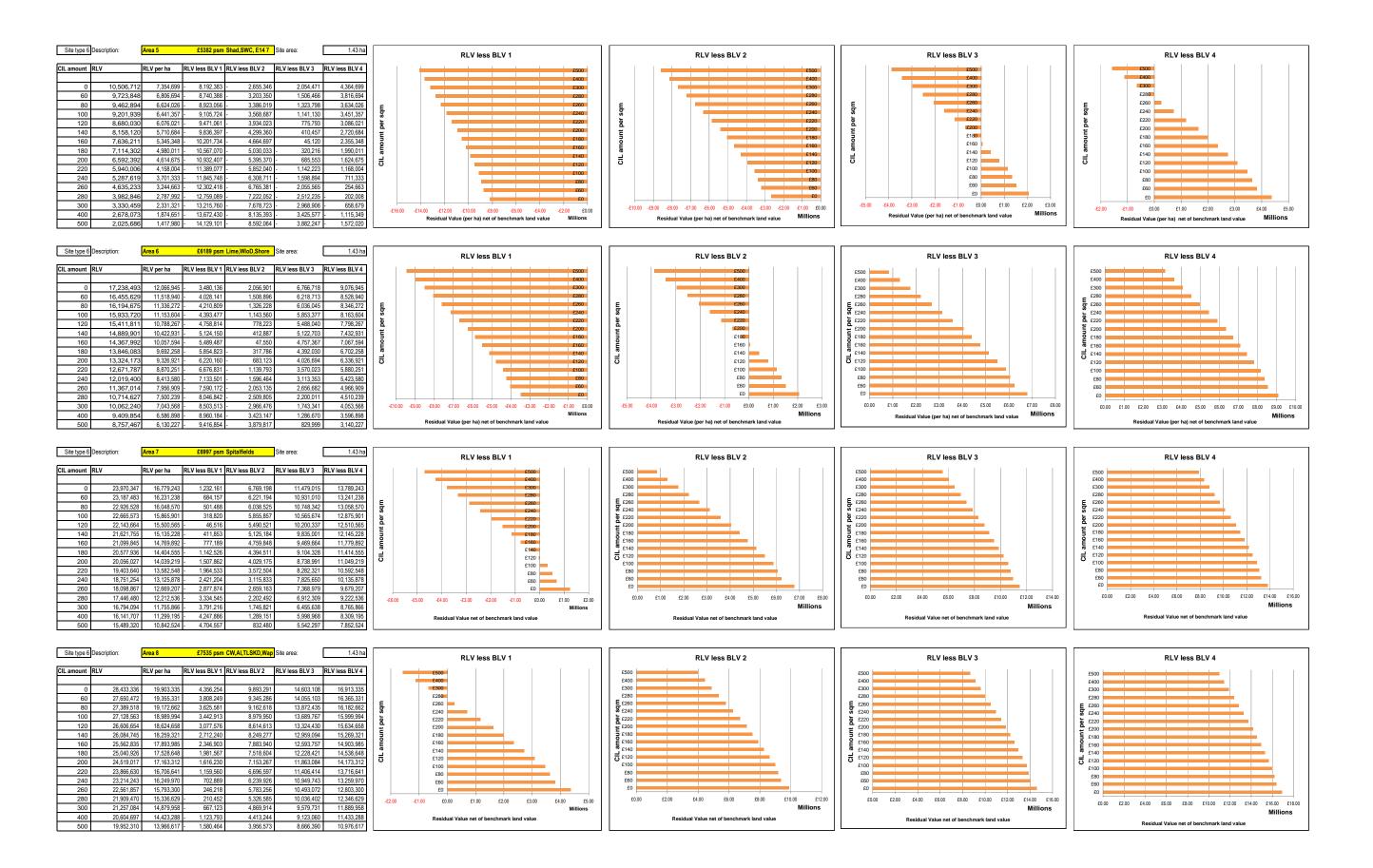
£400 £300

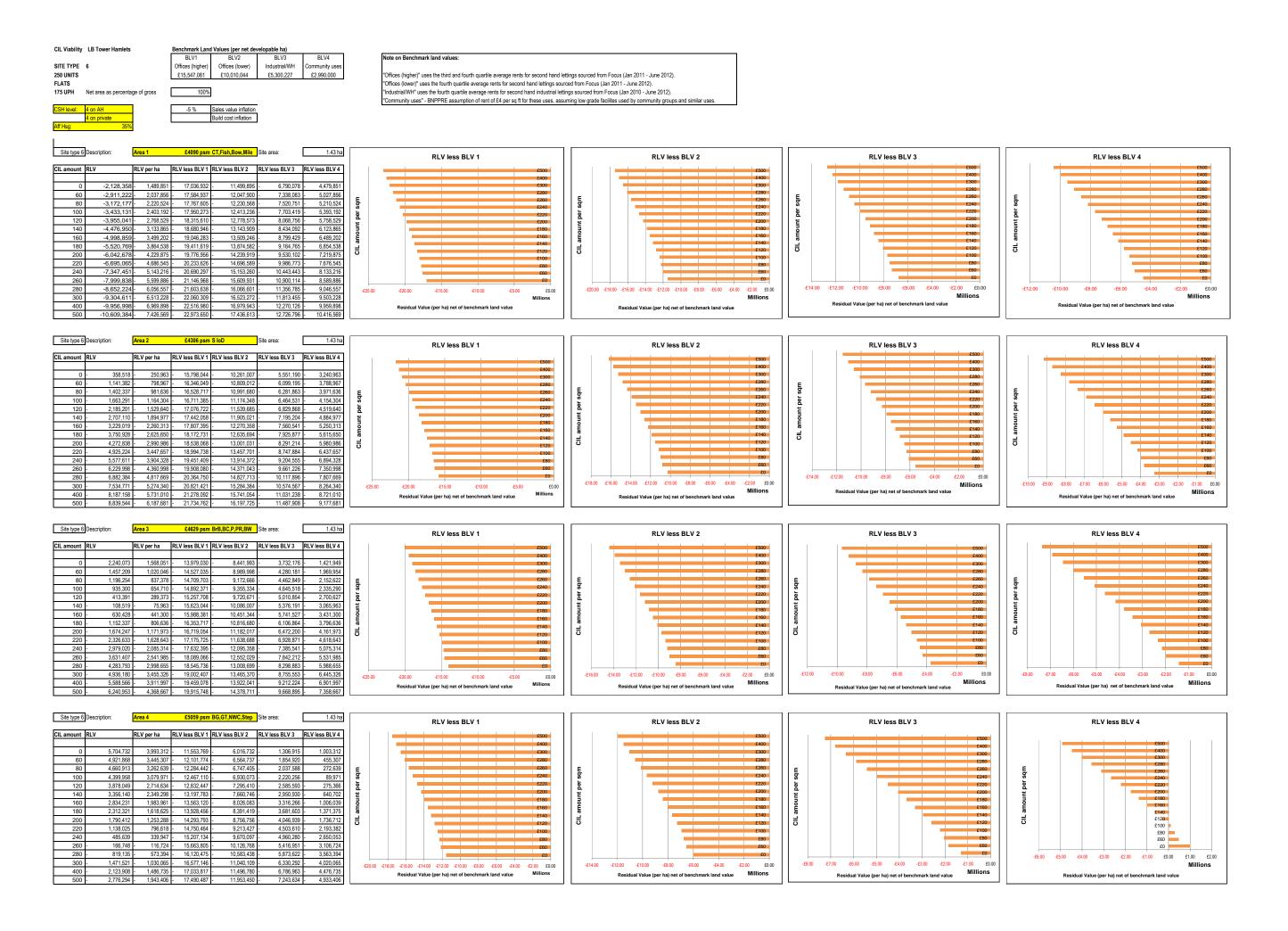


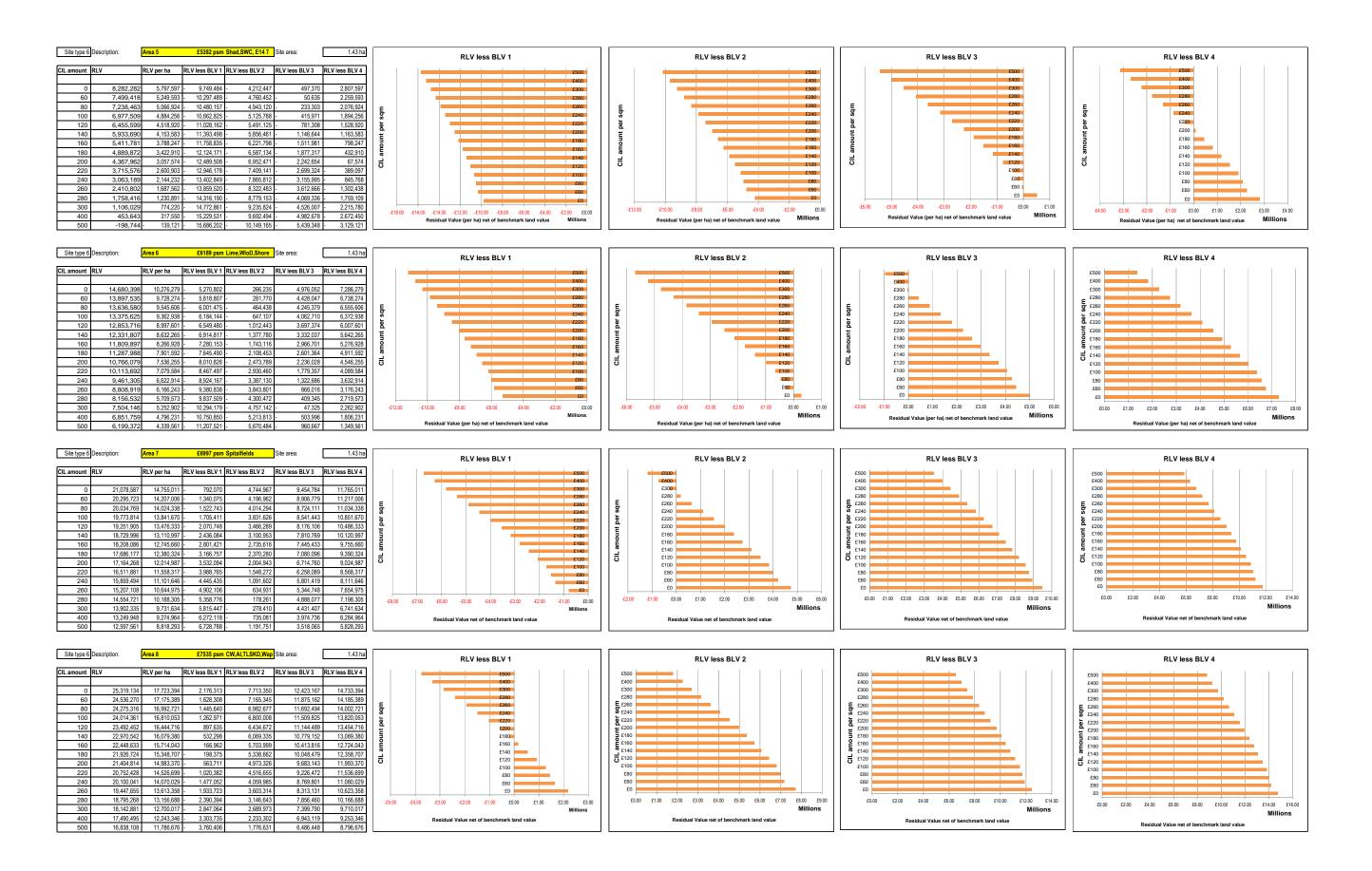


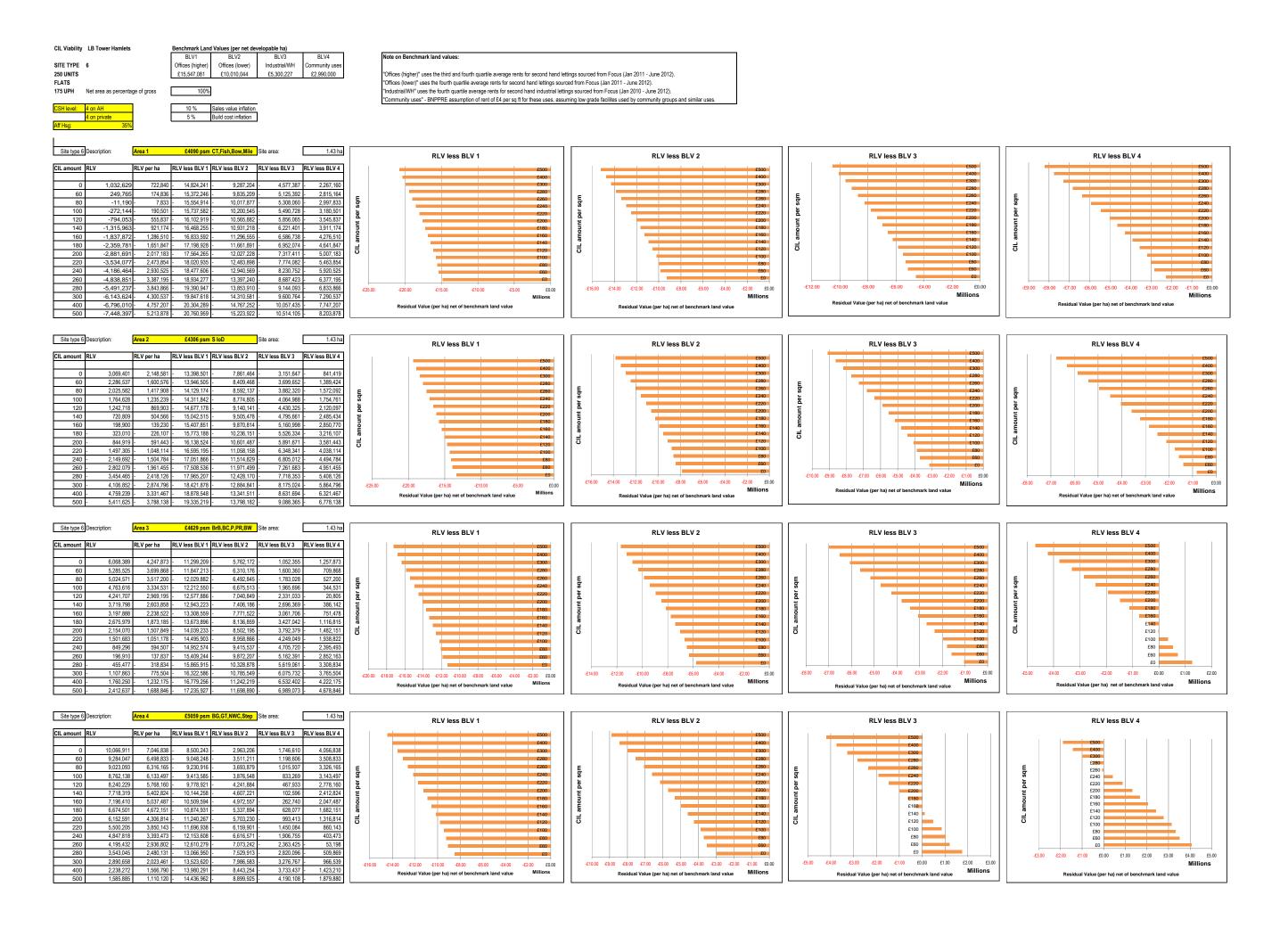


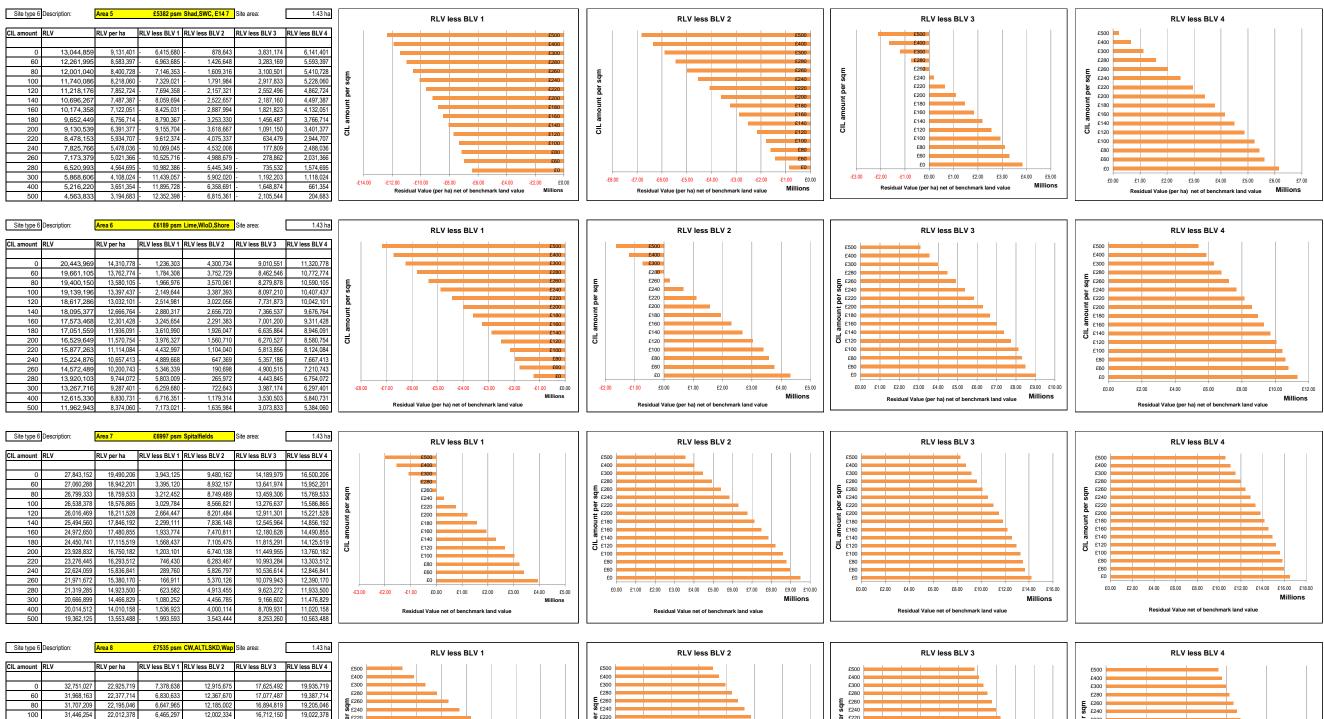




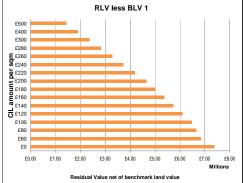


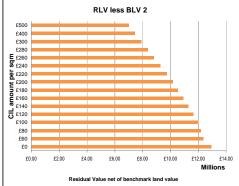


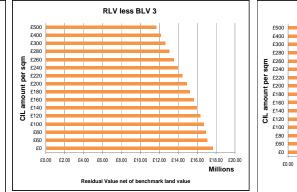


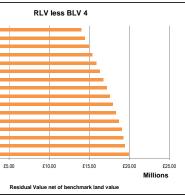


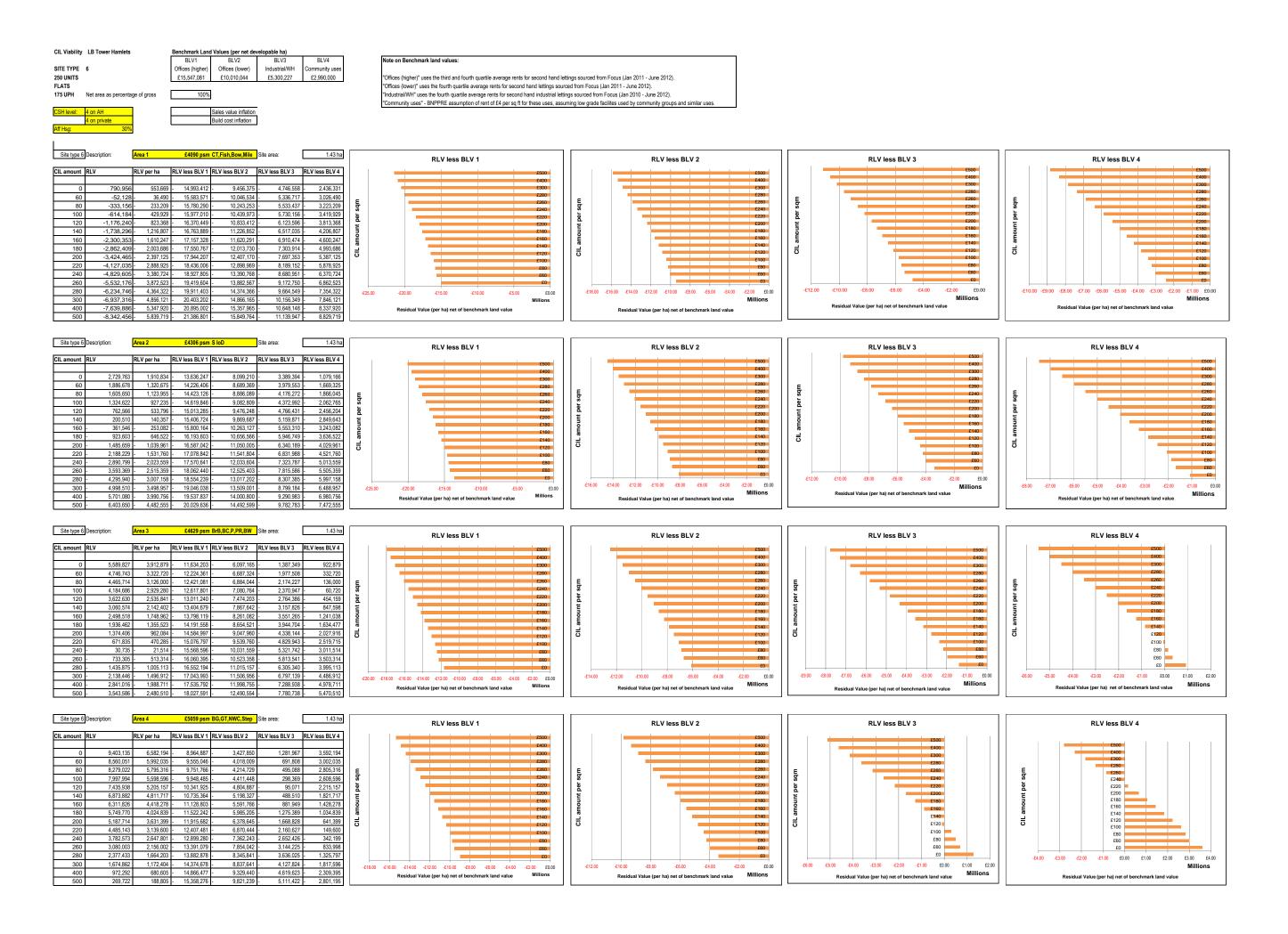
60	31,968,163	22,377,714	6,830,633	12,367,670	17,077,487	19,387,714	
80	31,707,209	22,195,046	6,647,965	12,185,002	16,894,819	19,205,046	
100	31,446,254	22,012,378	6,465,297	12,002,334	16,712,150	19,022,378	
120	30,924,345	21,647,041	6,099,960	11,636,997	16,346,814	18,657,041	
140	30,402,435	21,281,705	5,734,624	11,271,661	15,981,477	18,291,705	
160	29,880,526	20,916,368	5,369,287	10,906,324	15,616,141	17,926,368	
180	29,358,617	20,551,032	5,003,951	10,540,988	15,250,804	17,561,032	
200	28,836,708	20,185,695	4,638,614	10,175,651	14,885,468	17,195,695	
220	28,184,321	19,729,025	4,181,943	9,718,980	14,428,797	16,739,025	
240	27,531,934	19,272,354	3,725,273	9,262,310	13,972,127	16,282,354	
260	26,879,548	18,815,683	3,268,602	8,805,639	13,515,456	15,825,683	
280	26,227,161	18,359,013	2,811,931	8,348,969	13,058,785	15,369,013	
300	25,574,774	17,902,342	2,355,261	7,892,298	12,602,115	14,912,342	
400	24,922,388	17,445,671	1,898,590	7,435,627	12,145,444	14,455,671	
500	24,270,001	16,989,001	1,441,920	6,978,957	11,688,773	13,999,001	L

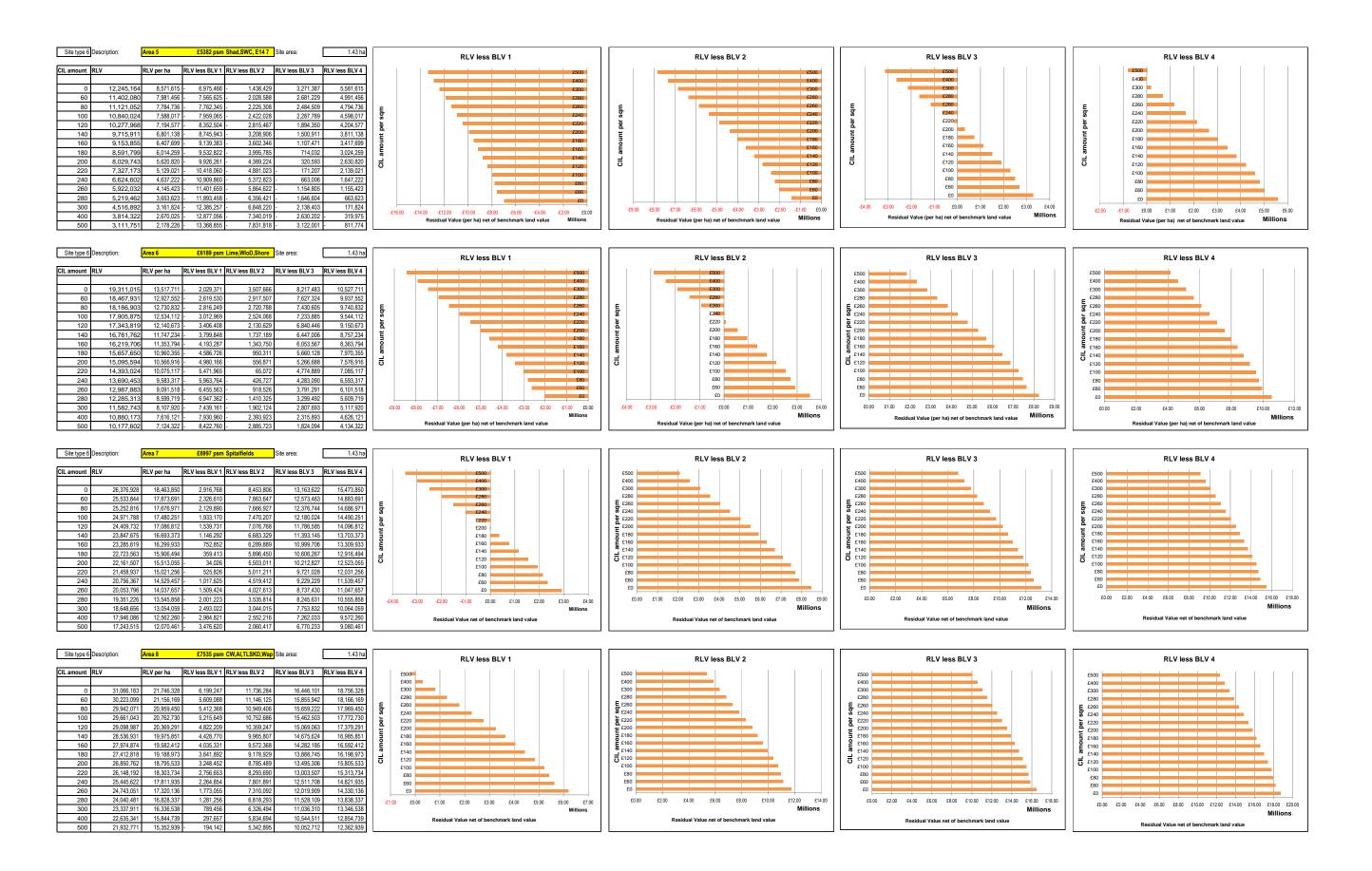


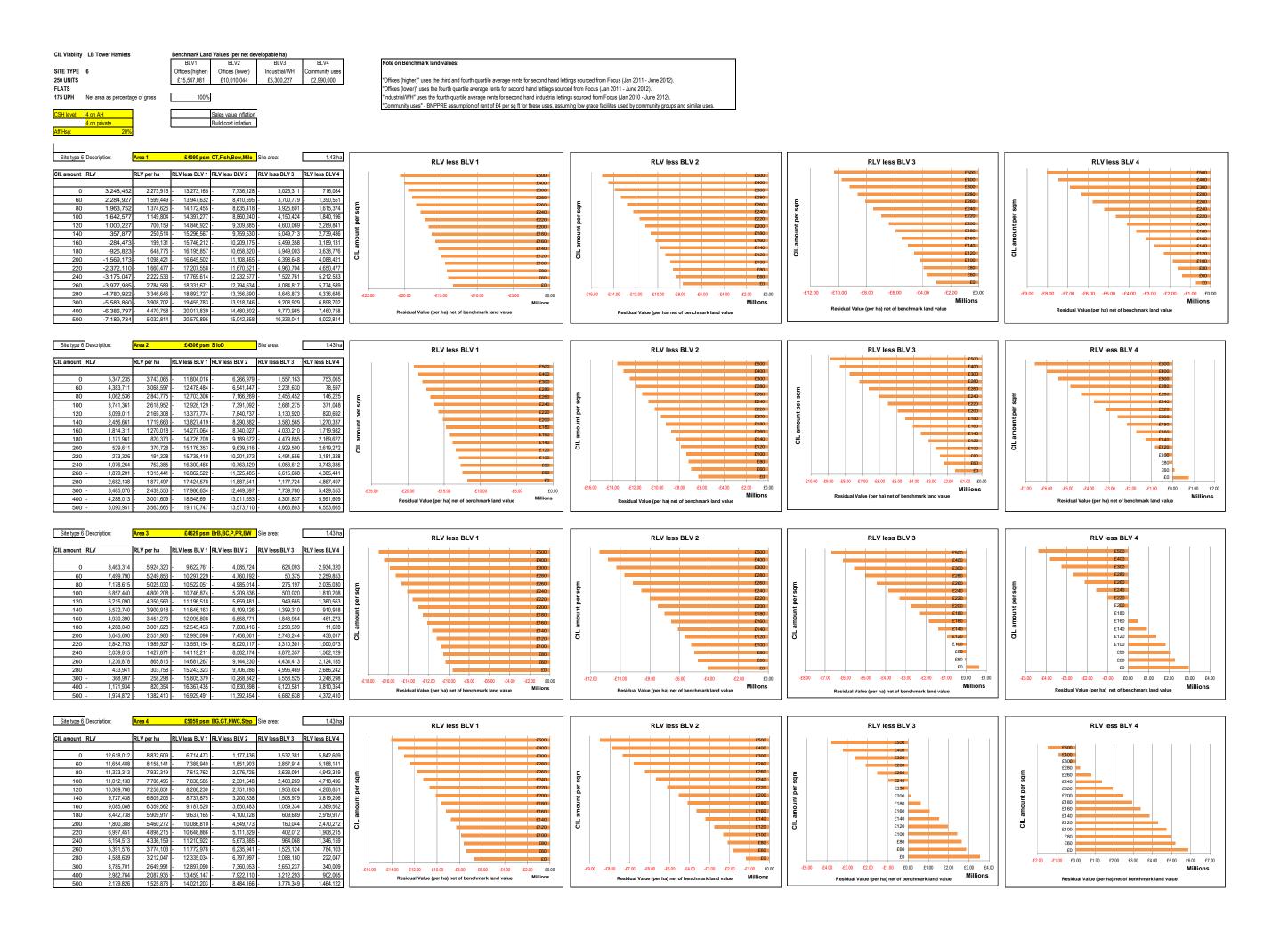


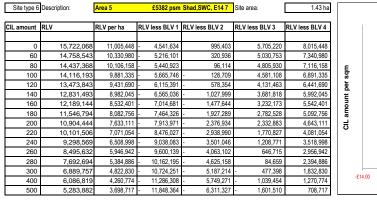


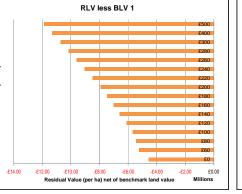


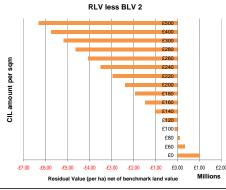


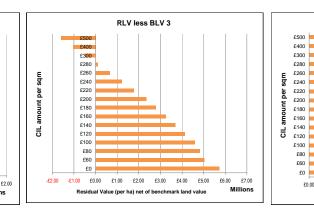


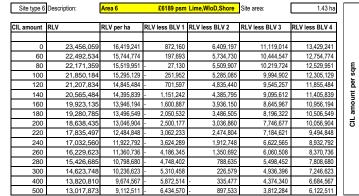


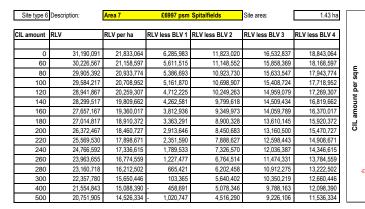


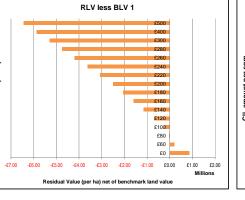












£500 £400 £300 £280

£260

£240

£220 £200

£180

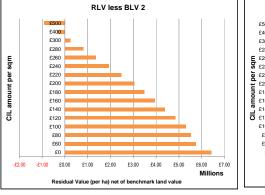
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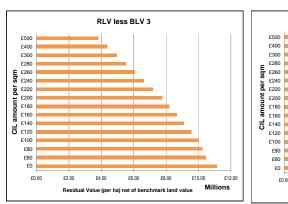
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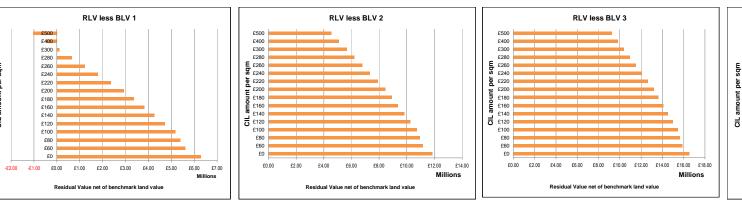
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£60

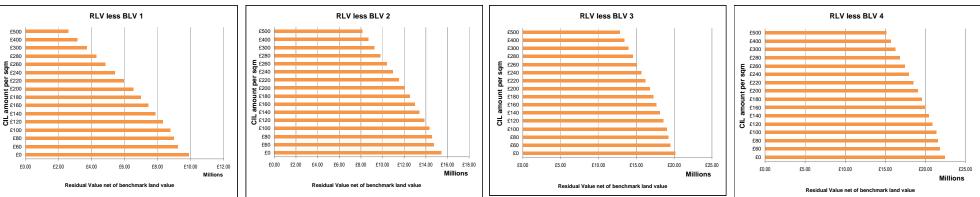
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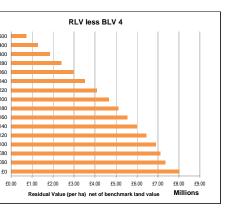






Site type 6	Description:	Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	1.43 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	36,331,877	25,432,314	9,885,233	15,422,270	20,132,087	22,442,314
60	35,368,353	24,757,847	9,210,765	14,747,803	19,457,619	21,767,847
80	35,047,178	24,533,024	8,985,943	14,522,980	19,232,797	21,543,024
100	34,726,003	24,308,202	8,761,121	14,298,158	19,007,974	21,318,202
120	34,083,653	23,858,557	8,311,476	13,848,513	18,558,329	20,868,557
140	33,441,303	23,408,912	7,861,831	13,398,868	18,108,685	20,418,912
160	32,798,953	22,959,267	7,412,186	12,949,223	17,659,040	19,969,267
180	32,156,603	22,509,622	6,962,541	12,499,578	17,209,395	19,519,622
200	31,514,253	22,059,977	6,512,896	12,049,933	16,759,750	19,069,977
220	30,711,316	21,497,921	5,950,840	11,487,877	16,197,694	18,507,921
240	29,908,378	20,935,865	5,388,784	10,925,821	15,635,637	17,945,865
260	29,105,441	20,373,809	4,826,727	10,363,764	15,073,581	17,383,809
280	28,302,504	19,811,752	4,264,671	9,801,708	14,511,525	16,821,752
300	27,499,566	19,249,696	3,702,615	9,239,652	13,949,469	16,259,696
400	26,696,629	18,687,640	3,140,559	8,677,596	13,387,413	15,697,640
500	25,893,691	18,125,584	2,578,503	8,115,540	12,825,357	15,135,584





£500

£280

£260

£220

£200

£180

£160

£140

£120

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£500 £400 £300 £280 £260 £240

£220

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£160

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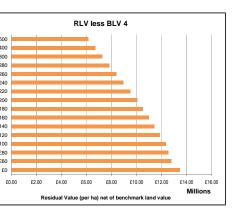
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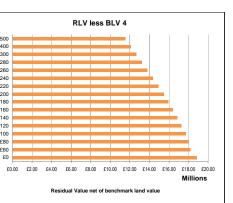
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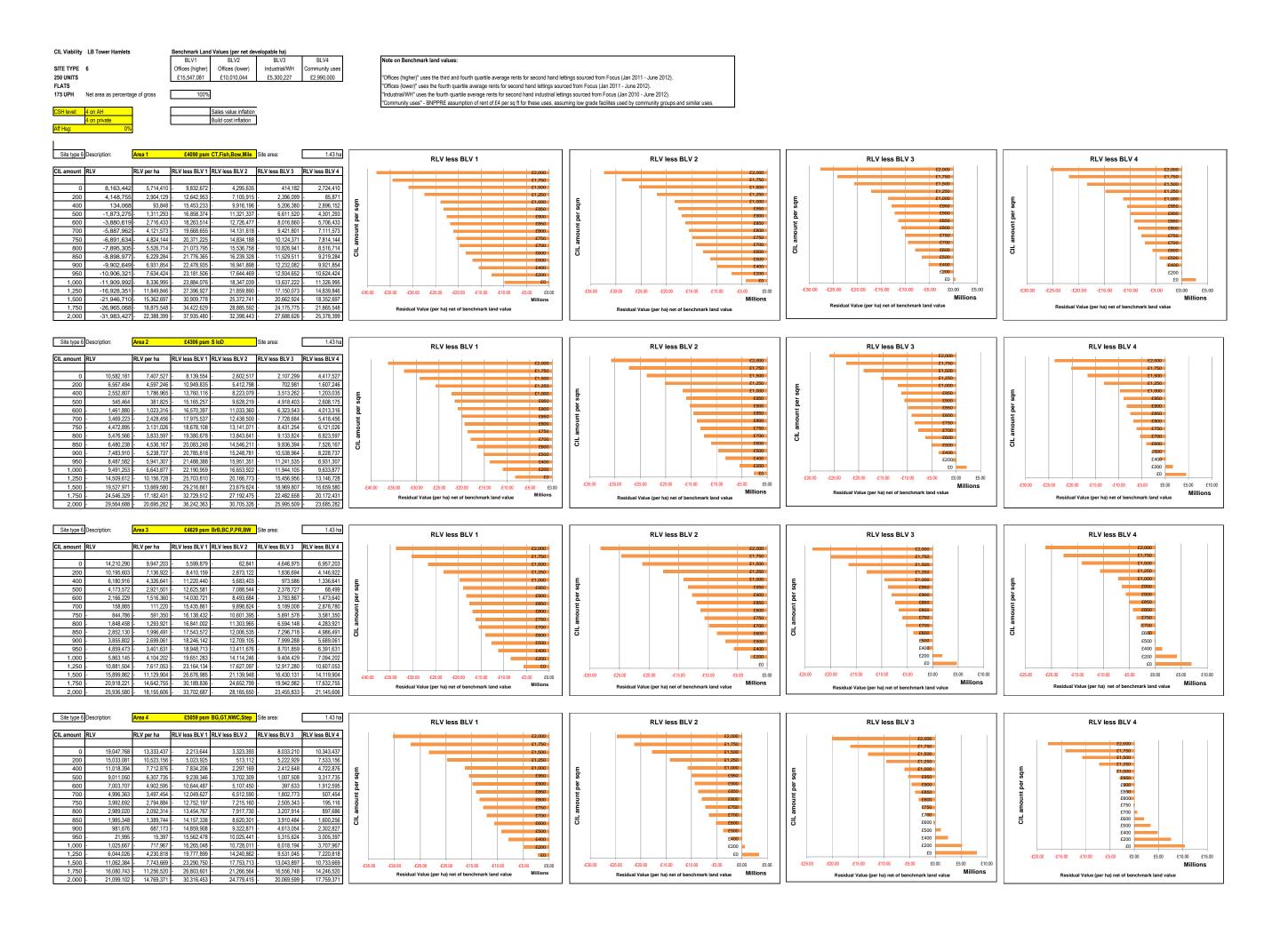
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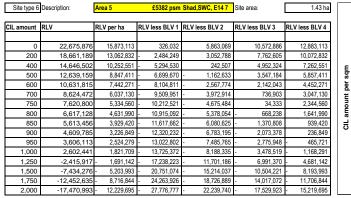
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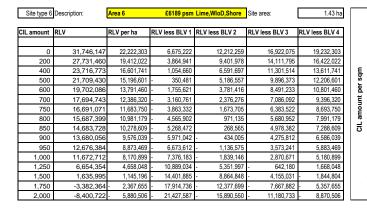
£400 £300

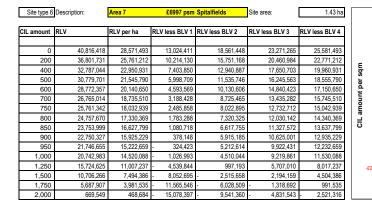


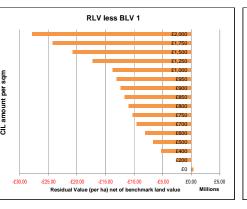












RLV less BLV 1

Residual Value (per ha) net of benchmark land value

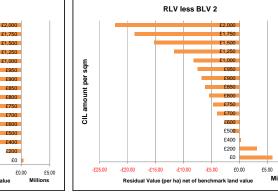
£850

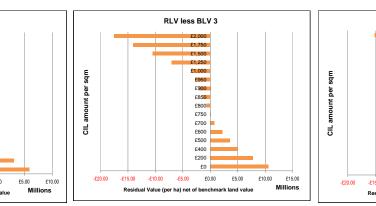
£830 £800 £750 £700 £600 £500

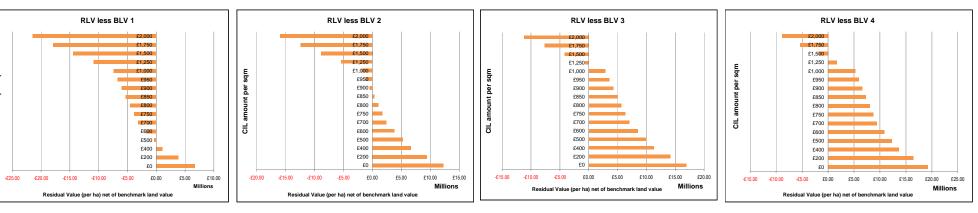
£400

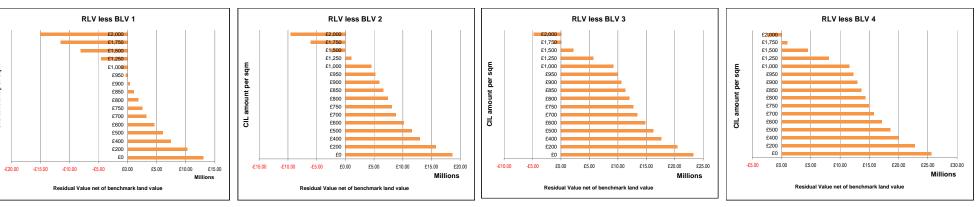
£200

£0

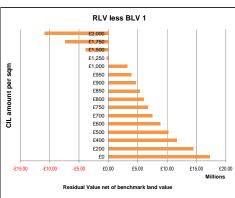


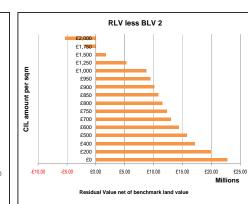


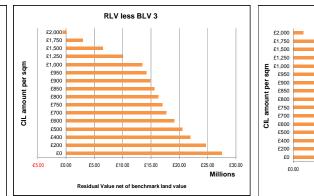


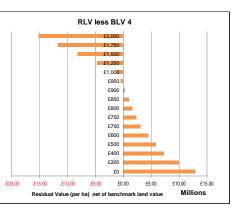


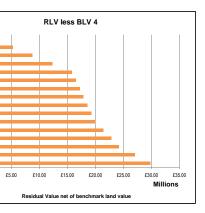
Site type 6	Description:	Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	1.43 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	46,863,265	32,804,286	17,257,204	22,794,242	27,504,058	29,814,286
200	42,848,578	29,994,005	14,446,924	19,983,961	24,693,777	27,004,005
400	38,833,891	27,183,724	11,636,643	17,173,680	21,883,497	24,193,724
500	36,826,548	25,778,584	10,231,502	15,768,539	20,478,356	22,788,584
600	34,819,205	24,373,443	8,826,362	14,363,399	19,073,216	21,383,443
700	32,811,861	22,968,303	7,421,222	12,958,259	17,668,075	19,978,303
750	31,808,189	22,265,733	6,718,651	12,255,688	16,965,505	19,275,733
800	30,804,518	21,563,162	6,016,081	11,553,118	16,262,935	18,573,162
850	29,800,846	20,860,592	5,313,511	10,850,548	15,560,365	17,870,592
900	28,797,174	20,158,022	4,610,941	10,147,978	14,857,795	17,168,022
950	27,793,502	19,455,452	3,908,370	9,445,407	14,155,224	16,465,452
1,000	26,789,831	18,752,881	3,205,800	8,742,837	13,452,654	15,762,881
1,250	21,771,472	15,240,030	- 307,051	5,229,986	9,939,803	12,250,030
1,500	16,753,113	11,727,179	- 3,819,902	1,717,135	6,426,952	8,737,179
1,750	11,734,755	8,214,328	- 7,332,753	- 1,795,716	2,914,101	5,224,328
2,000	6,716,396	4,701,477	- 10,845,604	- 5,308,567	- 598,750	1,711,477

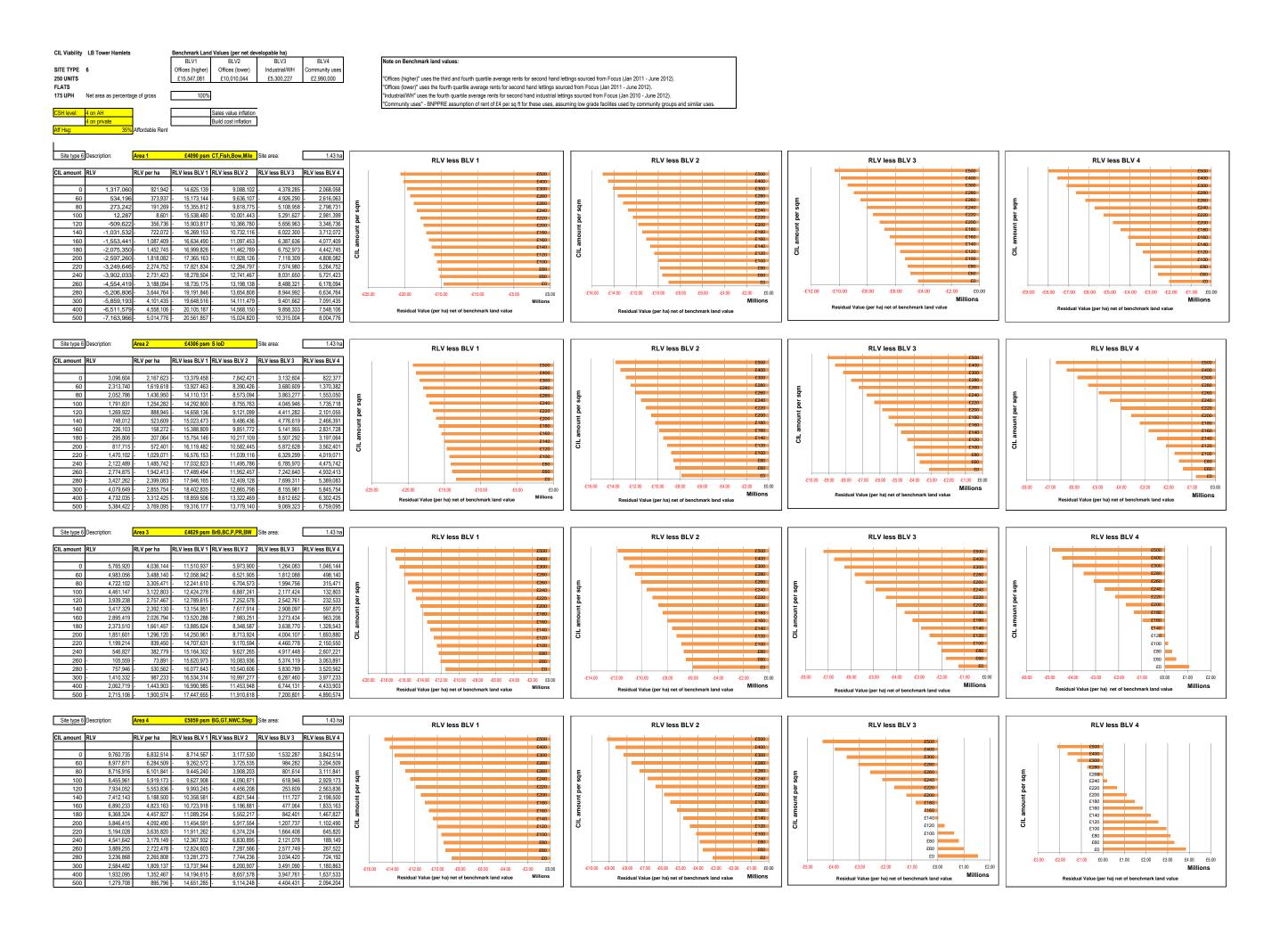


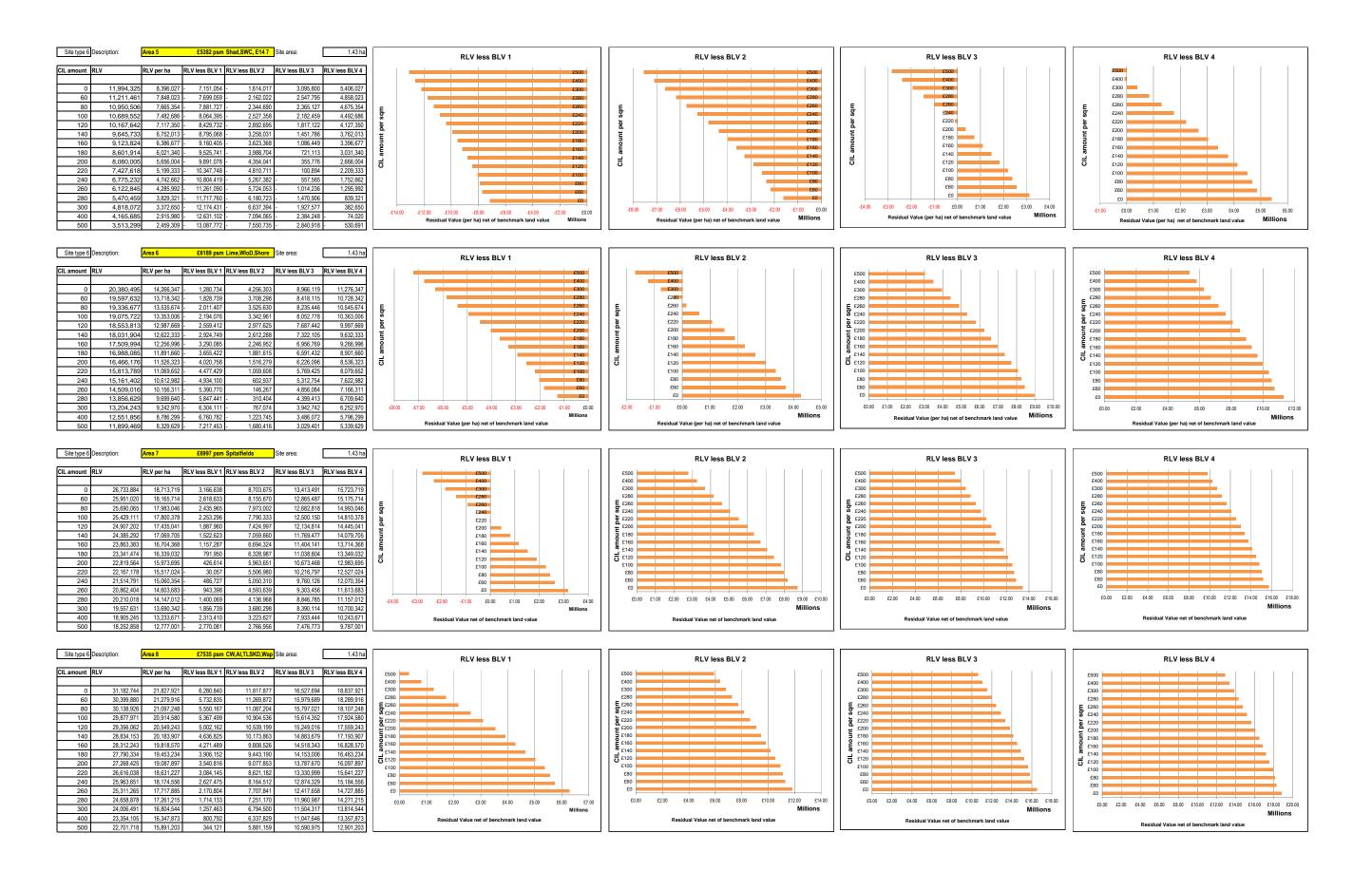


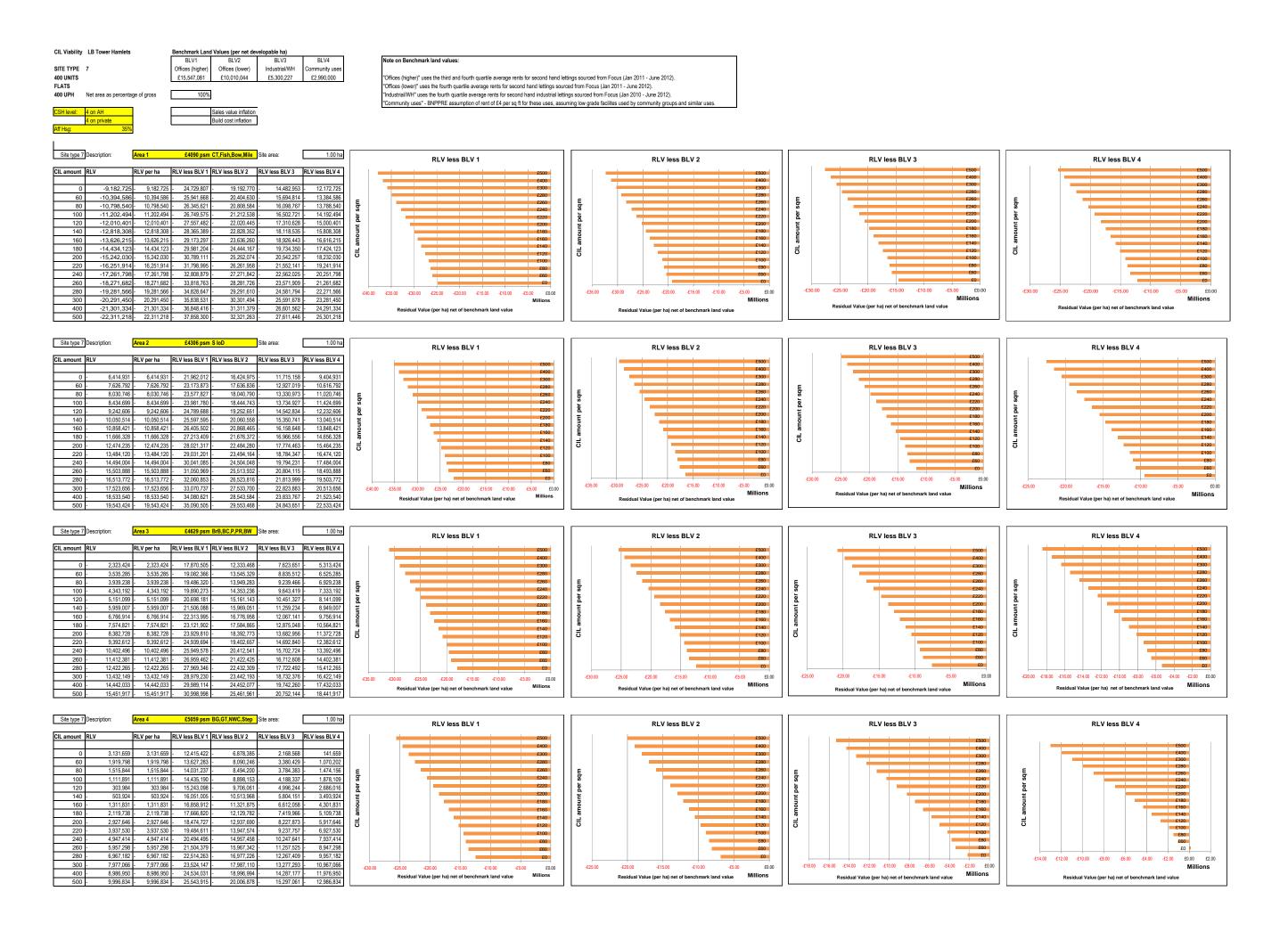


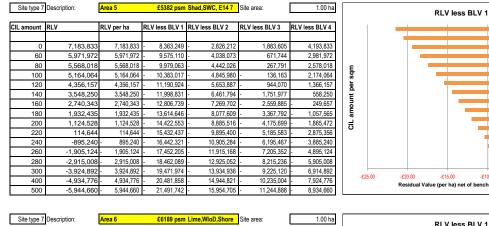


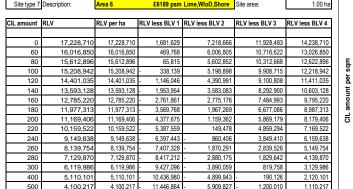


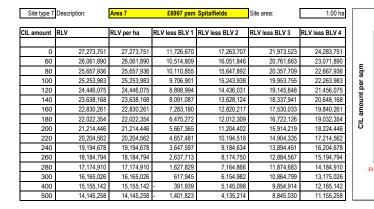


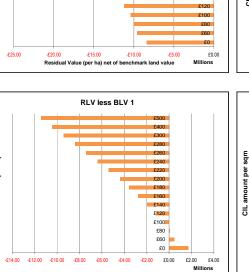










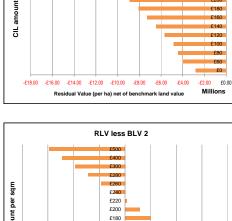


Residual Value (per ha) net of benchmark land value

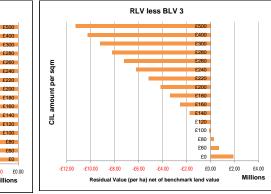
£300

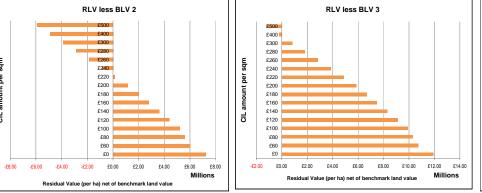
mps

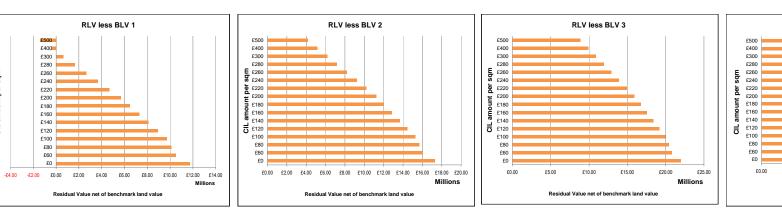
per



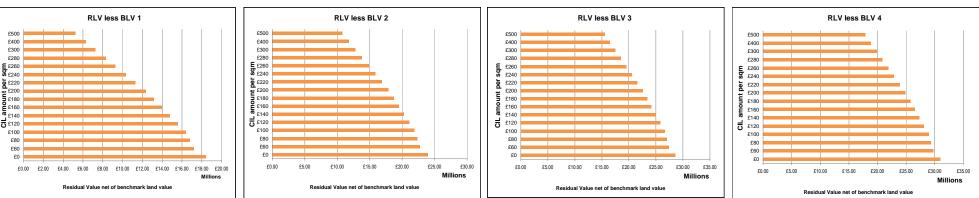
RLV less BLV 2

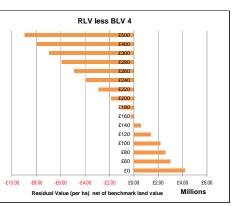






Site type 7	Description:	Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	1.00 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	33,914,559	33,914,559	18,367,477	23,904,514	28,614,331	30,924,559
60	32,702,698	32,702,698	17,155,617	22,692,654	27,402,470	29,712,698
80	32,298,744	32,298,744	16,751,663	22,288,700	26,998,517	29,308,744
100	31,894,791	31,894,791	16,347,709	21,884,746	26,594,563	28,904,791
120	31,086,883	31,086,883	15,539,802	21,076,839	25,786,656	28,096,883
140	30,278,976	30,278,976	14,731,895	20,268,932	24,978,749	27,288,976
160	29,471,069	29,471,069	13,923,987	19,461,025	24,170,841	26,481,069
180	28,663,161	28,663,161	13,116,080	18,653,117	23,362,934	25,673,161
200	27,855,254	27,855,254	12,308,173	17,845,210	22,555,027	24,865,254
220	26,845,370	26,845,370	11,298,289	16,835,326	21,545,143	23,855,370
240	25,835,486	25,835,486	10,288,405	15,825,442	20,535,259	22,845,486
260	24,825,602	24,825,602	9,278,521	14,815,558	19,525,375	21,835,602
280	23,815,718	23,815,718	8,268,637	13,805,674	18,515,491	20,825,718
300	22,805,834	22,805,834	7,258,753	12,795,790	17,505,606	19,815,834
400	21,795,950	21,795,950	6,248,869	11,785,906	16,495,722	18,805,950
500	20,786,066	20,786,066	5,238,984	10,776,021	15,485,838	17,796,066





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£500

£400

£300 £280

£260

£220

€ £200

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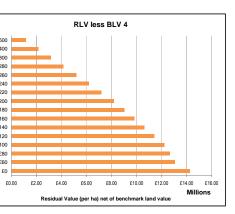
£160

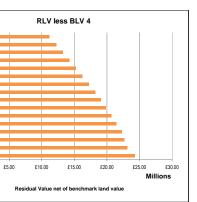
£120

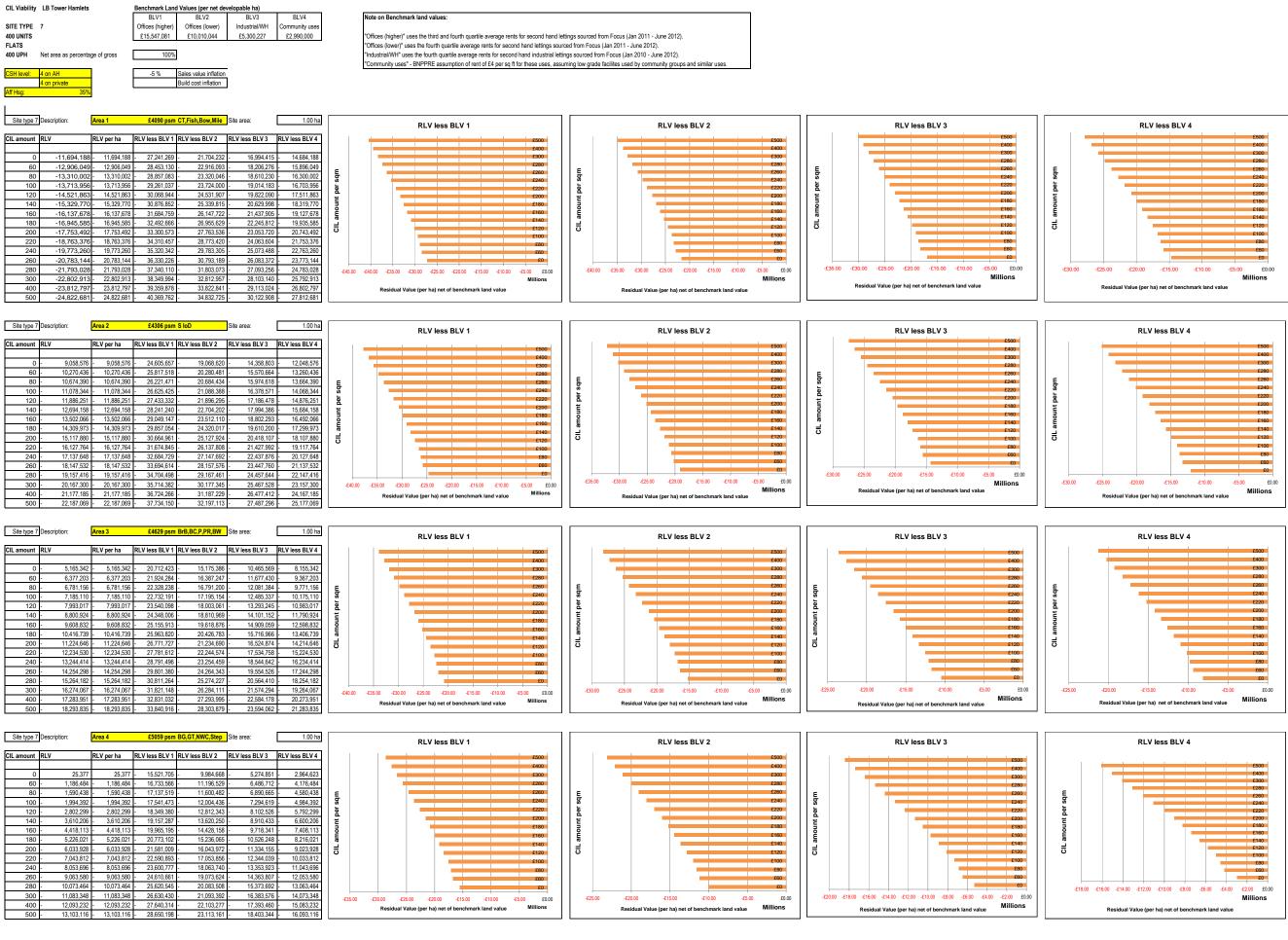
£100

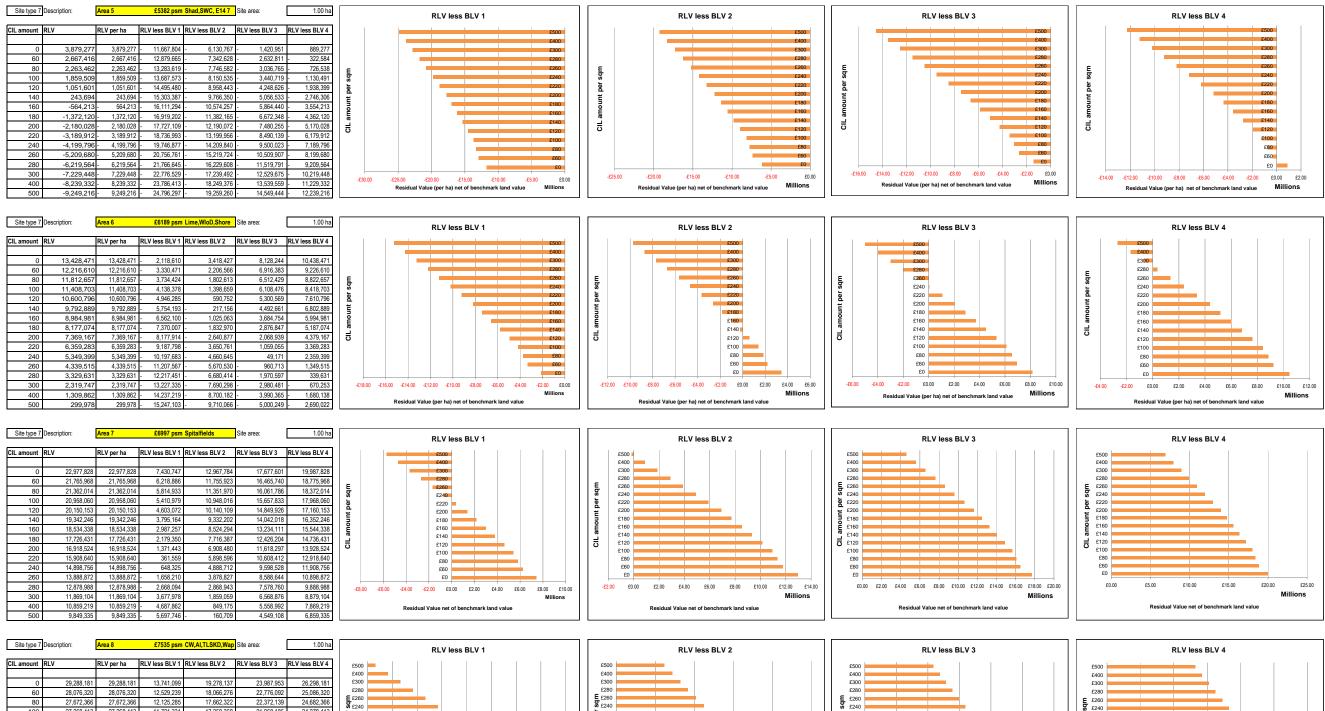
£80

£0









ð £220

£200 £180

£160

€ £120

£80

£60

Millions

£0

£0.00

£5.00

£10.00

Residual Value net of benchmark land value

£15.00

£20.00

£25.00

Millions

b £220

£200

£100

£80

£60

£0

£0.00

£5.00

£10.00

£15.00

Residual Value net of benchmark land value

£20.00

£25.00

£30.00

Millions

100

120

140

160

180

200

220

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260

280 300

400

500

27.268.413 27.268.413

23,228,876 23,228,876

22,218,992 22,218,992

21,209,108 21,209,108

19,189,340 19,189,340 18,179,456 18,179,456

17,169,572 17,169,572

16,159,688 16,159,688

24.036.784

20,199,224

26,460,505 26,460,505 10,913,424

25,652,598 25,652,598 10,105,517 24,844,691 24,844,691 9,297,610

24,036,784

20,199,224

11.721.33

8,489,702 7,681,795

5,662,027

3,642,259 2,632,375

1,622,491

612,606

6,671,911

4,652,143

17.258.368

16,450,461

15,642,554 14,834,647

14.026.73

13,218,832

12,208,948

11,199,064

10,189,180

9,179,296 8,169,412

7,159,528

6,149,644

21.968.185 24.278.413

21,160,278 23,470,505

20,352,371 22,662,598 19,544,463 21,854,691

11,869,344 14,179,572

18,736,556

17,928,649

16,918,765

15,908,881

14,898,997

13,889,113 12,879,228

10,859,460

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19,228,992

18,219,108

17,209,224

16,199,340 15,189,456

13,169,688

£220

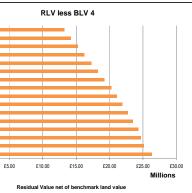
£100

£80

£0

£0.00 £2.00 £4.00 £6.00 £8.00 £10.00 £12.00 £14.00 £16.00

Residual Value net of benchmark land value



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£160

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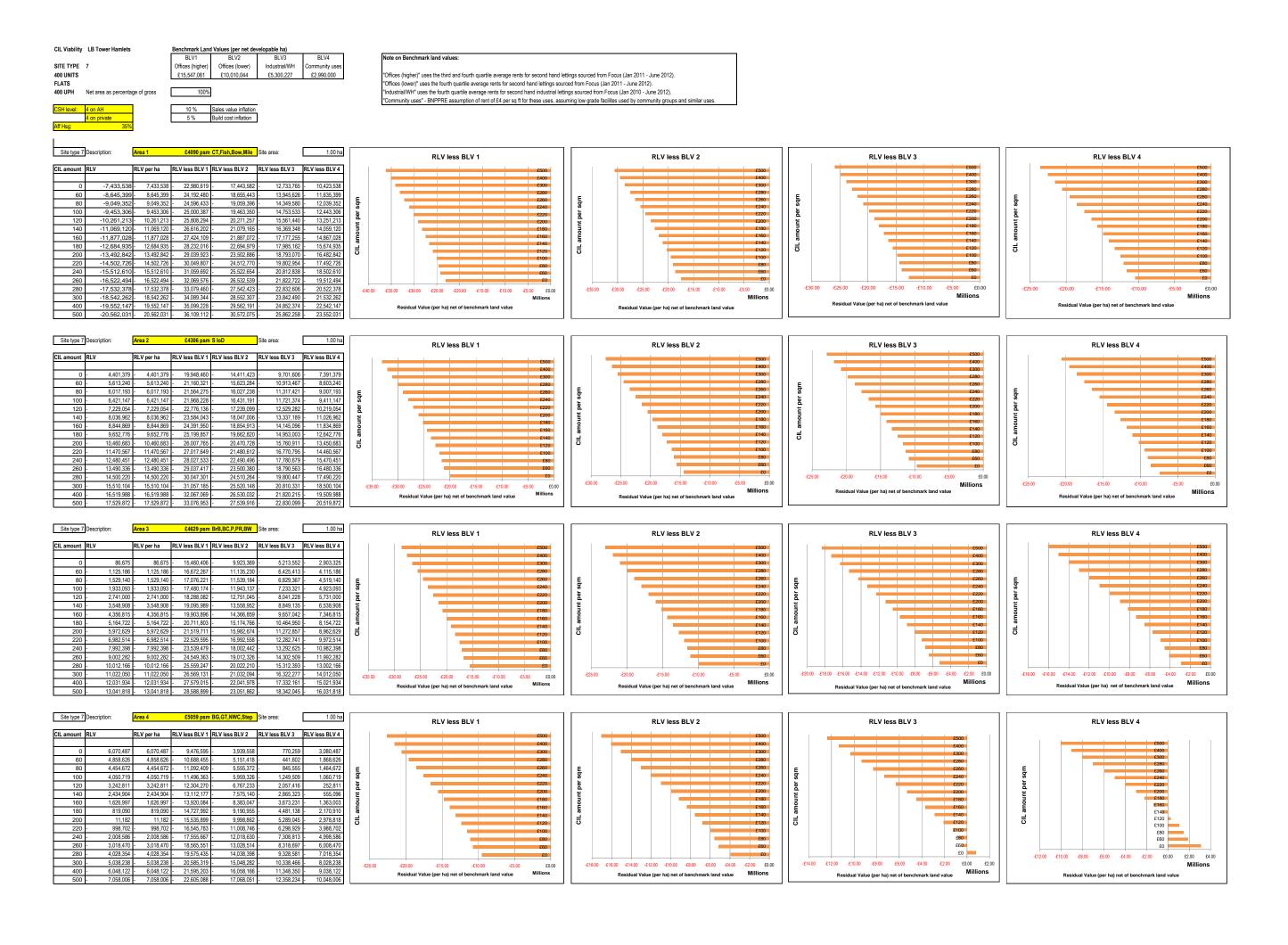
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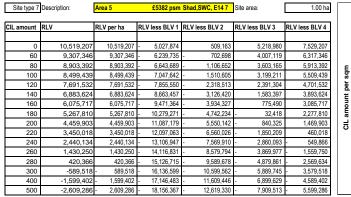
£80

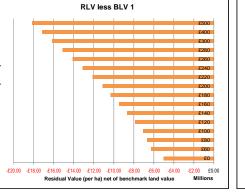
£60

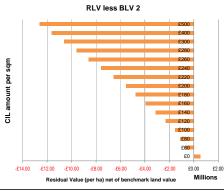
£0

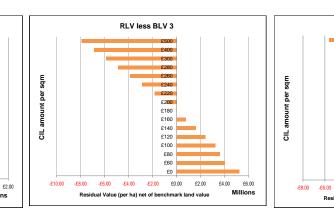
£0.00

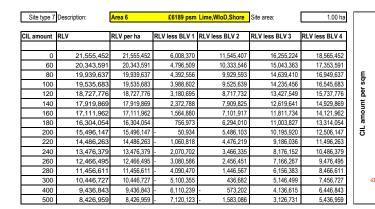


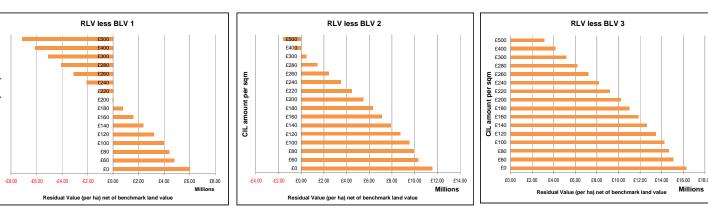


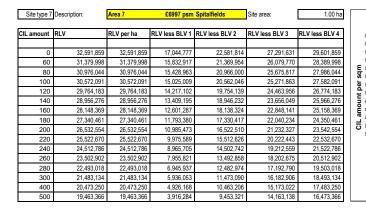


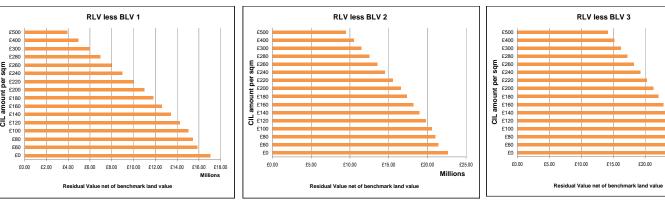




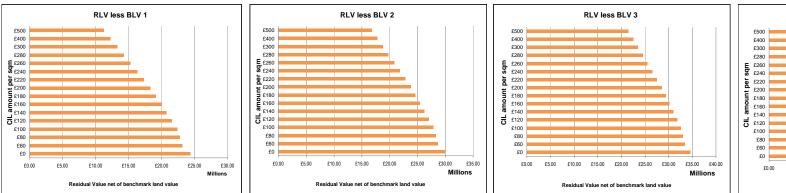


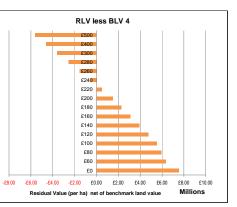


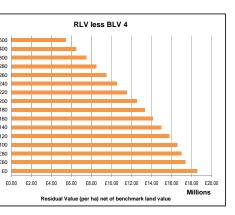




Site type 7	Description:	Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	1.00 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	39,893,578	39,893,578	24,346,496	29,883,533	34,593,350	36,903,578
60	38,681,717	38,681,717	23,134,636	28,671,673	33,381,489	35,691,717
80	38,277,763	38,277,763	22,730,682	28,267,719	32,977,536	35,287,763
100	37,873,810	37,873,810	22,326,728	27,863,765	32,573,582	34,883,810
120	37,065,902	37,065,902	21,518,821	27,055,858	31,765,675	34,075,902
140	36,257,995	36,257,995	20,710,914	26,247,951	30,957,768	33,267,995
160	35,450,088	35,450,088	19,903,006	25,440,044	30,149,860	32,460,088
180	34,642,180	34,642,180	19,095,099	24,632,136	29,341,953	31,652,180
200	33,834,273	33,834,273	18,287,192	23,824,229	28,534,046	30,844,273
220	32,824,389	32,824,389	17,277,308	22,814,345	27,524,162	29,834,389
240	31,814,505	31,814,505	16,267,424	21,804,461	26,514,278	28,824,505
260	30,804,621	30,804,621	15,257,540	20,794,577	25,504,394	27,814,621
280	29,794,737	29,794,737	14,247,656	19,784,693	24,494,510	26,804,737
300	28,784,853	28,784,853	13,237,772	18,774,809	23,484,625	25,794,853
400	27,774,969	27,774,969	12,227,887	17,764,925	22,474,741	24,784,969
500	26,765,085	26,765,085	11,218,003	16,755,040	21,464,857	23,775,085







£400

£300 £280

£260

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£160

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£100

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£0 💻

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£500 £400 £300 £280 £260 £240

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Jer.

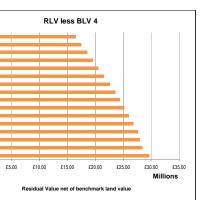
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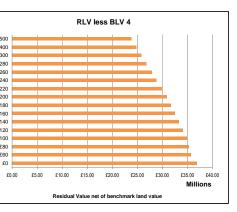
£20.00

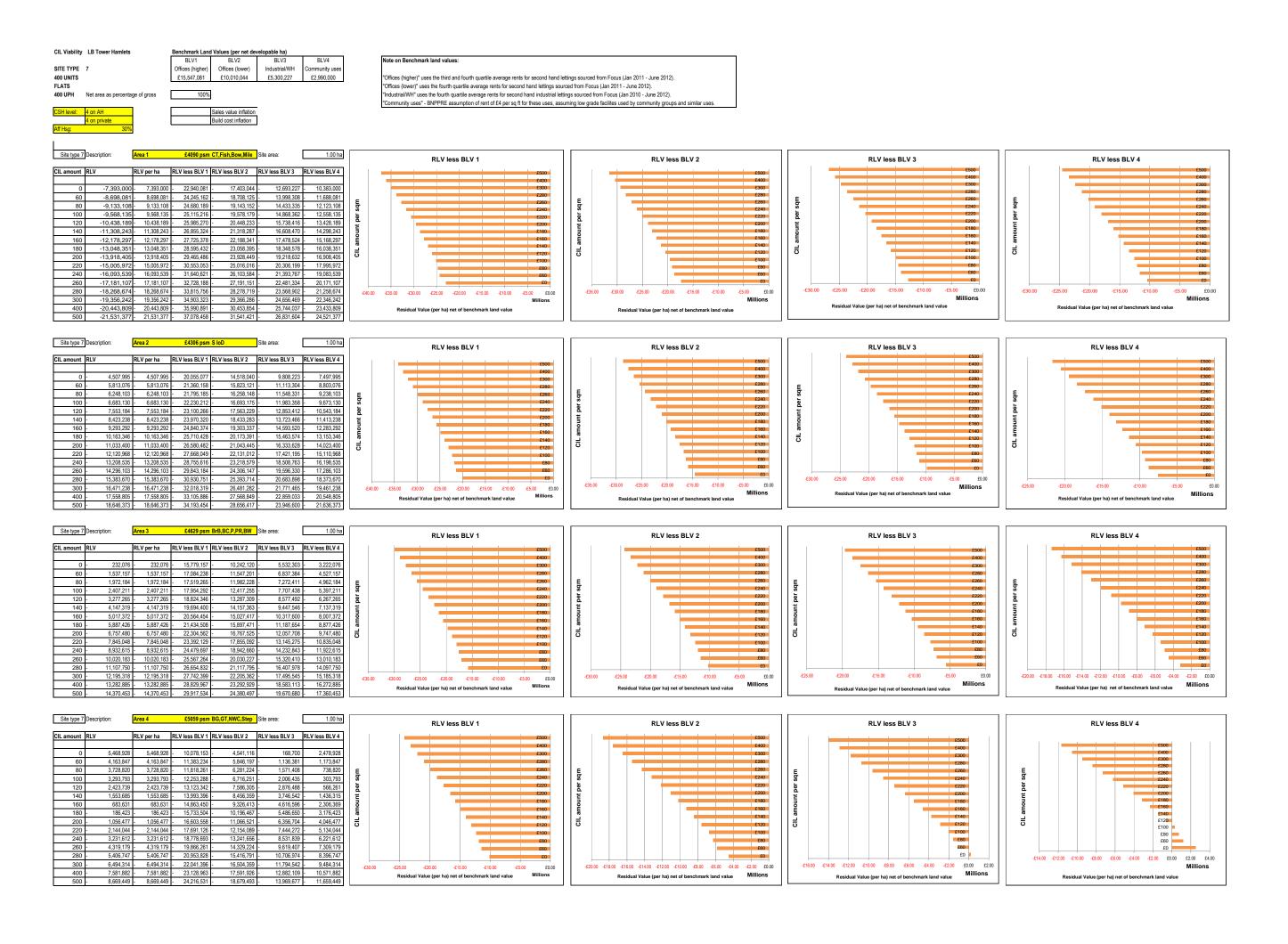
£25.00

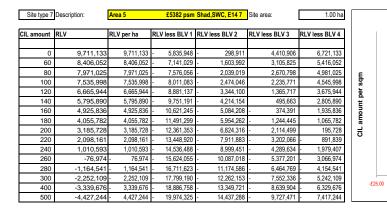
£30.0

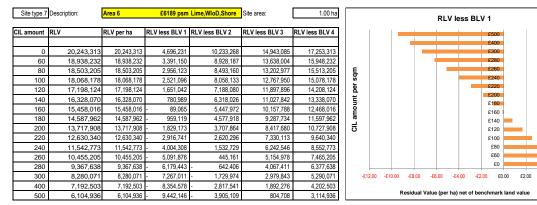
Millions

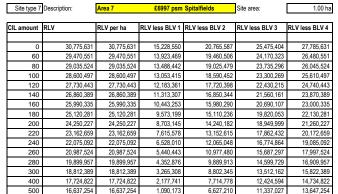














£180 £160 £140

£100

£80

£60

£0

Residual Value (per ha) net of benchmark land value

£500

£280

£260

S £240

£220 £200

£180

£160 £140

£80

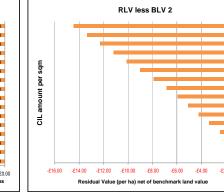
£60

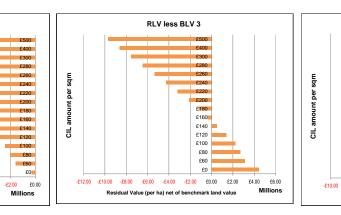
£0

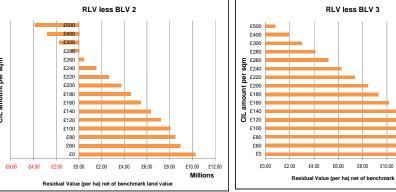
£400 £300

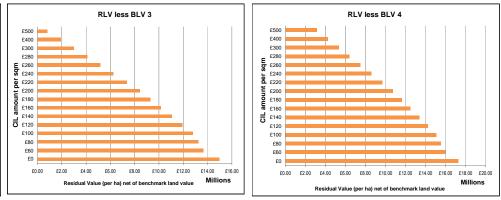
£120

RLV less BLV 1









£500 £500 £400 £300 £280 £260 £240

£220 Jer.

£200

£180

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£100

£80

£60

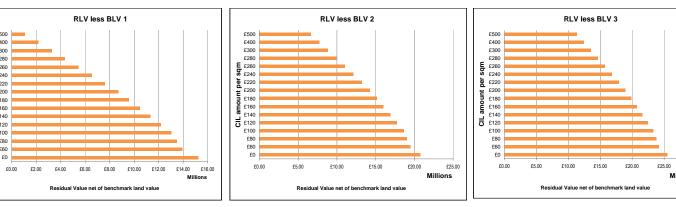
£0

£0.00

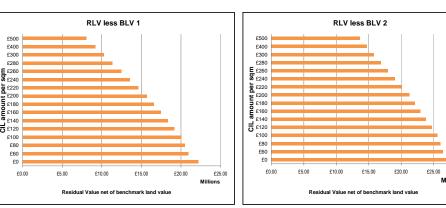
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£30.0

Millions



400	17,724,822	17,724,822	2,177,741	7,714,778	12,424,594	14,734,822
500	16,637,254	16,637,254	1,090,173	6,627,210	11,337,027	13,647,254
	_					
Site type 7	Description:	Area 8	£7535 psm	CW,AI,TLSKD,Wap	Site area:	1.00 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	37,749,275	37,749,275	22,202,194	27,739,231	32,449,048	34,759,275
60	36,444,194	36,444,194	20,897,113	26,434,150	31,143,967	33,454,194
80	36,009,167	36,009,167	20,462,086	25,999,123	30,708,940	33,019,167
100	35,574,140	35,574,140	20,027,059	25,564,096	30,273,913	32,584,140
120	34,704,086	34,704,086	19,157,005	24,694,042	29,403,859	31,714,086
140	33,834,032	33,834,032	18,286,951	23,823,988	28,533,805	30,844,032
160	32,963,978	32,963,978	17,416,897	22,953,934	27,663,751	29,973,978
180	32,093,924	32,093,924	16,546,843	22,083,880	26,793,697	29,103,924
200	31,223,871	31,223,871	15,676,789	21,213,826	25,923,643	28,233,871
220	30,136,303	30,136,303	14,589,222	20,126,259	24,836,076	27,146,303
240	29,048,736	29,048,736	13,501,654	19,038,691	23,748,508	26,058,736
260	27,961,168	27,961,168	12,414,087	17,951,124	22,660,941	24,971,168
280	26,873,601	26,873,601	11,326,519	16,863,556	21,573,373	23,883,601
300	25,786,033	25,786,033	10,238,952	15,775,989	20,485,806	22,796,033
400	24,698,466	24,698,466	9,151,384	14,688,421	19,398,238	21,708,466
500	23,610,898	23,610,898	8,063,817	13,600,854	18,310,671	20,620,898

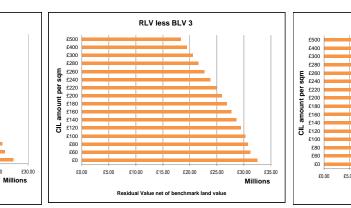


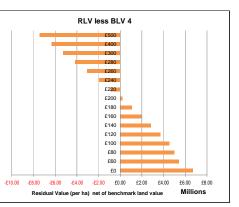
mount per

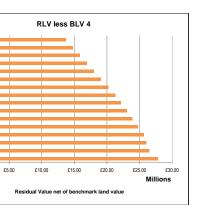
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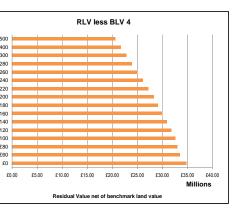
£4.00 £6.00

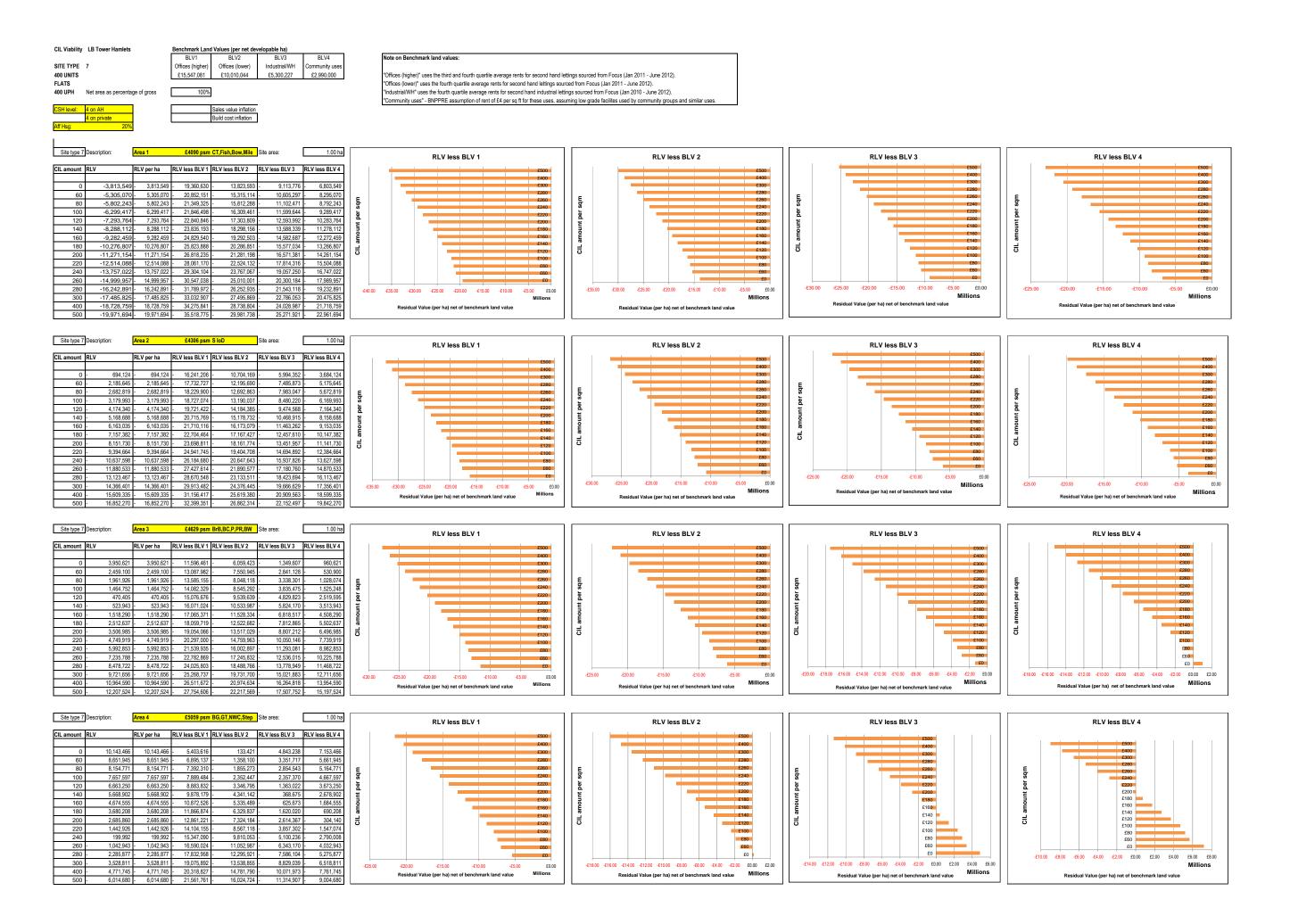
Millions

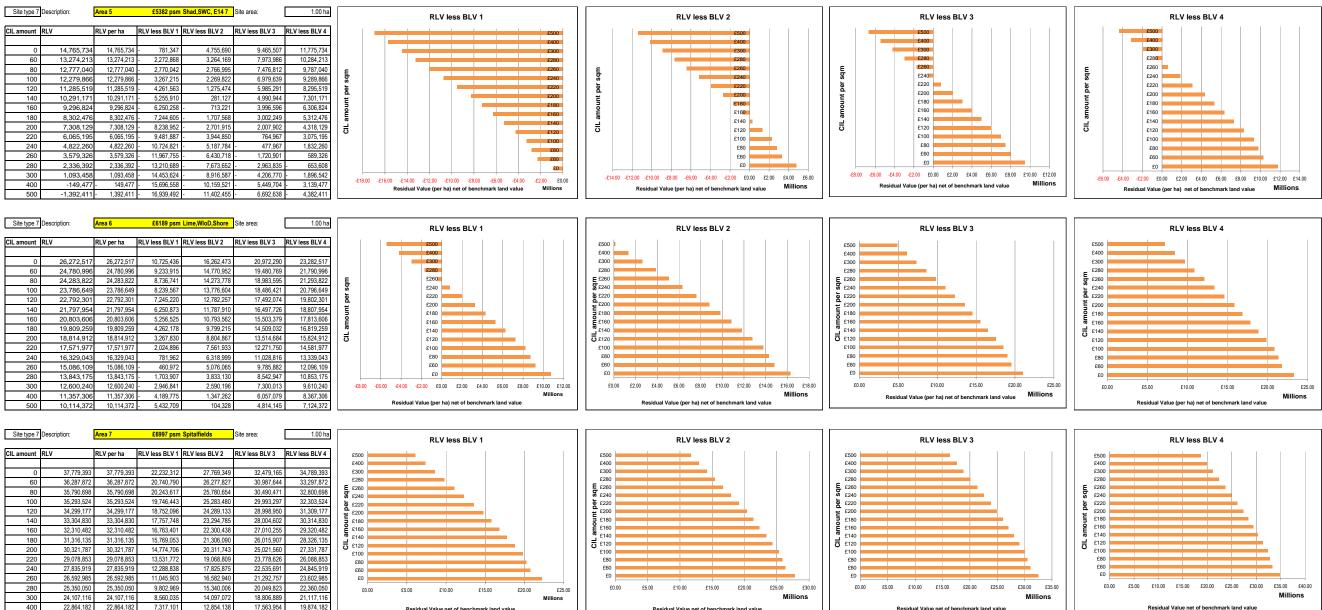




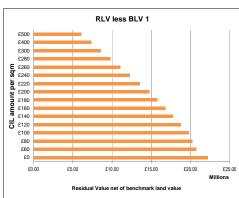


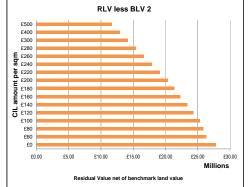


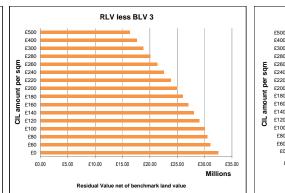




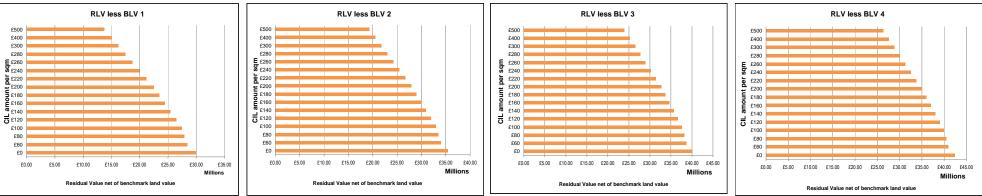
0	37,779,393	37,779,393	22,232,312	27,769,349	32,479,165	34,789,393
60	36,287,872	36,287,872	20,740,790	26,277,827	30,987,644	33,297,872
80	35,790,698	35,790,698	20,243,617	25,780,654	30,490,471	32,800,698
100	35,293,524	35,293,524	19,746,443	25,283,480	29,993,297	32,303,524
120	34,299,177	34,299,177	18,752,096	24,289,133	28,998,950	31,309,177
140	33,304,830	33,304,830	17,757,748	23,294,785	28,004,602	30,314,830
160	32,310,482	32,310,482	16,763,401	22,300,438	27,010,255	29,320,482
180	31,316,135	31,316,135	15,769,053	21,306,090	26,015,907	28,326,135
200	30,321,787	30,321,787	14,774,706	20,311,743	25,021,560	27,331,787
220	29,078,853	29,078,853	13,531,772	19,068,809	23,778,626	26,088,853
240	27,835,919	27,835,919	12,288,838	17,825,875	22,535,691	24,845,919
260	26,592,985	26,592,985	11,045,903	16,582,940	21,292,757	23,602,985
280	25,350,050	25,350,050	9,802,969	15,340,006	20,049,823	22,360,050
300	24,107,116	24,107,116	8,560,035	14,097,072	18,806,889	21,117,116
400	22,864,182	22,864,182	7,317,101	12,854,138	17,563,954	19,874,182
500	21.621.248	21.621.248	6.074.166	11,611,203	16.321.020	18.631.248

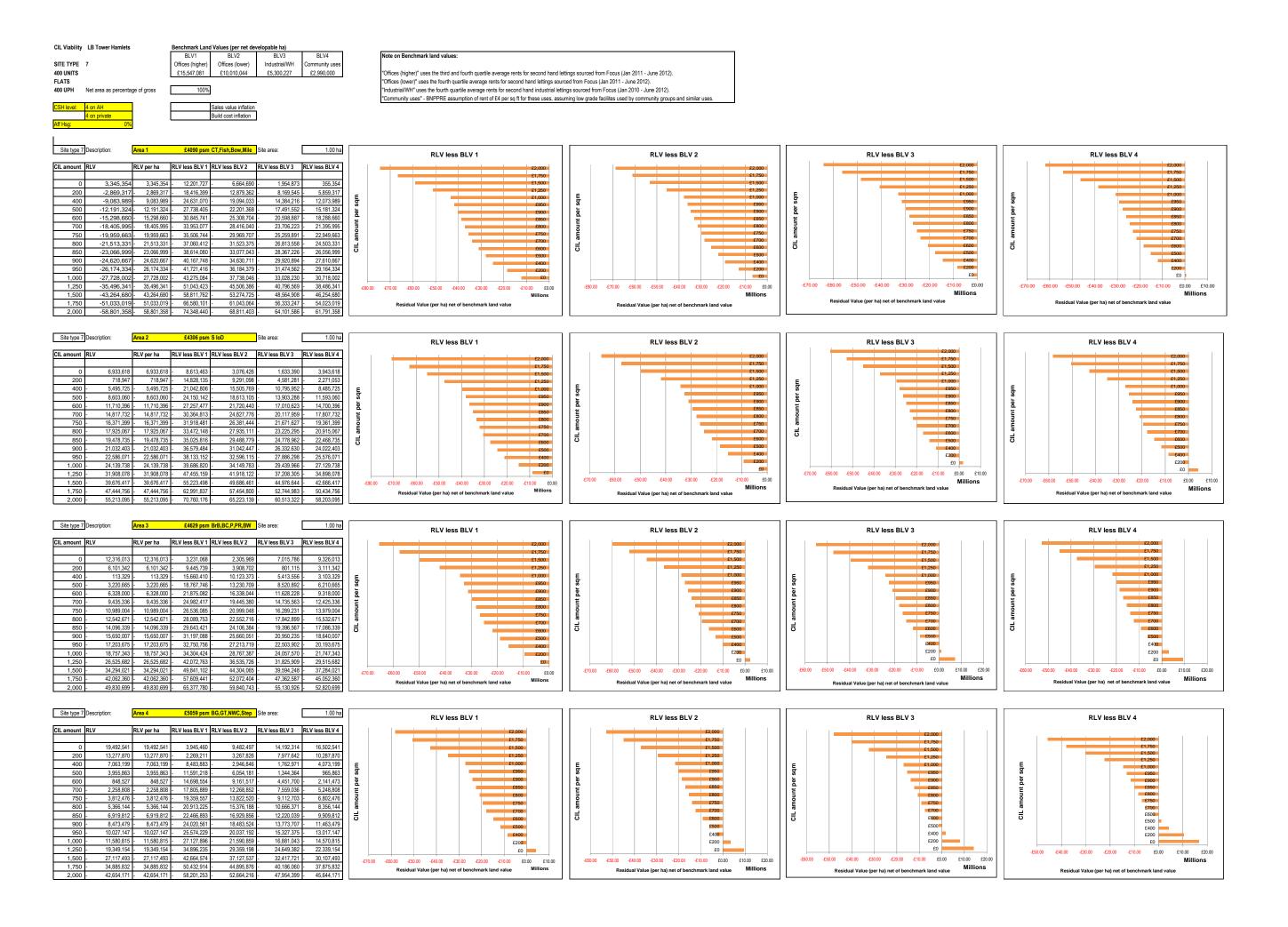


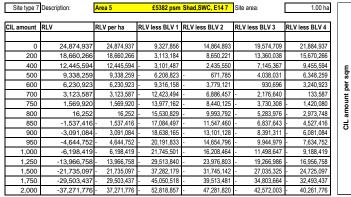


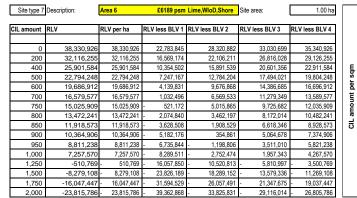


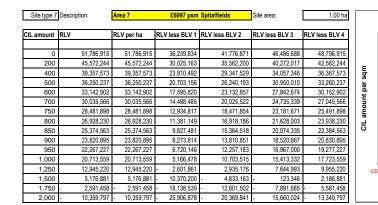
one type i	Description:	Area 8	21000 psin	CW,AI,TLSKD,Wap	one area.	1.00 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	45,418,709	45,418,709	29,871,627	35,408,664	40,118,481	42,428,709
60	43,927,187	43,927,187	28,380,106	33,917,143	38,626,960	40,937,187
80	43,430,014	43,430,014	27,882,932	33,419,970	38,129,786	40,440,014
100	42,932,840	42,932,840	27,385,759	32,922,796	37,632,613	39,942,840
120	41,938,493	41,938,493	26,391,411	31,928,448	36,638,265	38,948,493
140	40,944,145	40,944,145	25,397,064	30,934,101	35,643,918	37,954,145
160	39,949,798	39,949,798	24,402,717	29,939,754	34,649,570	36,959,798
180	38,955,450	38,955,450	23,408,369	28,945,406	33,655,223	35,965,450
200	37,961,103	37,961,103	22,414,022	27,951,059	32,660,876	34,971,103
220	36,718,169	36,718,169	21,171,088	26,708,125	31,417,941	33,728,169
240	35,475,235	35,475,235	19,928,153	25,465,190	30,175,007	32,485,235
260	34,232,300	34,232,300	18,685,219	24,222,256	28,932,073	31,242,300
280	32,989,366	32,989,366	17,442,285	22,979,322	27,689,139	29,999,366
300	31,746,432	31,746,432	16,199,351	21,736,388	26,446,204	28,756,432
400	30,503,498	30,503,498	14,956,416	20,493,453	25,203,270	27,513,498
500	29,260,563	29,260,563	13,713,482	19,250,519	23,960,336	26,270,563

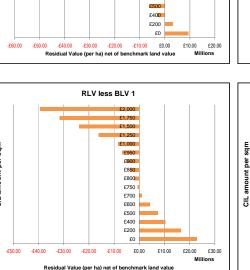












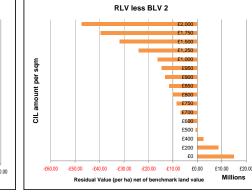
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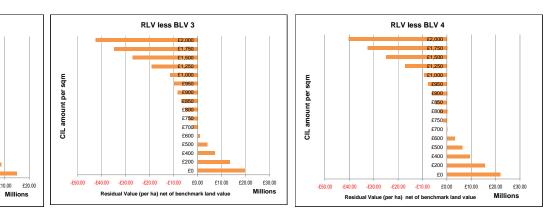
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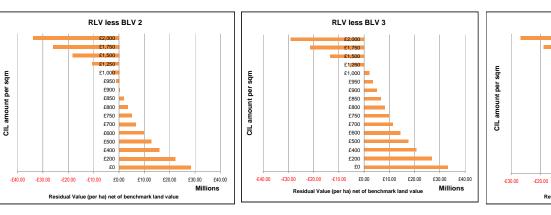
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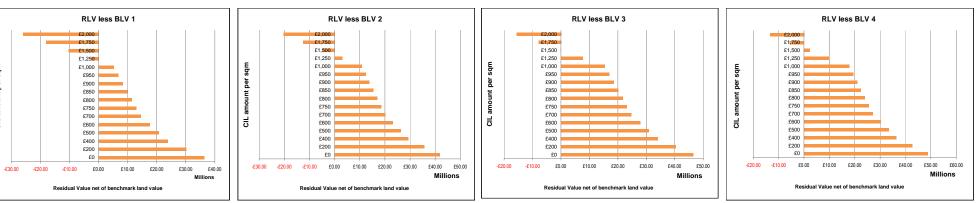
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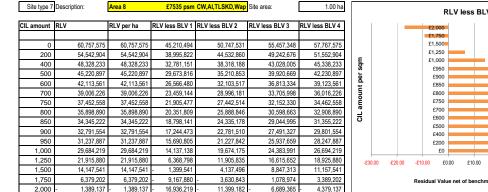
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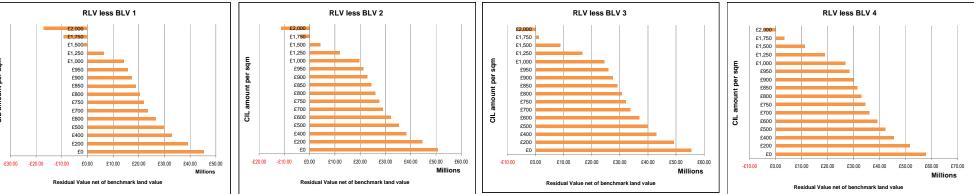


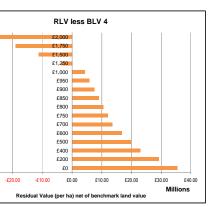


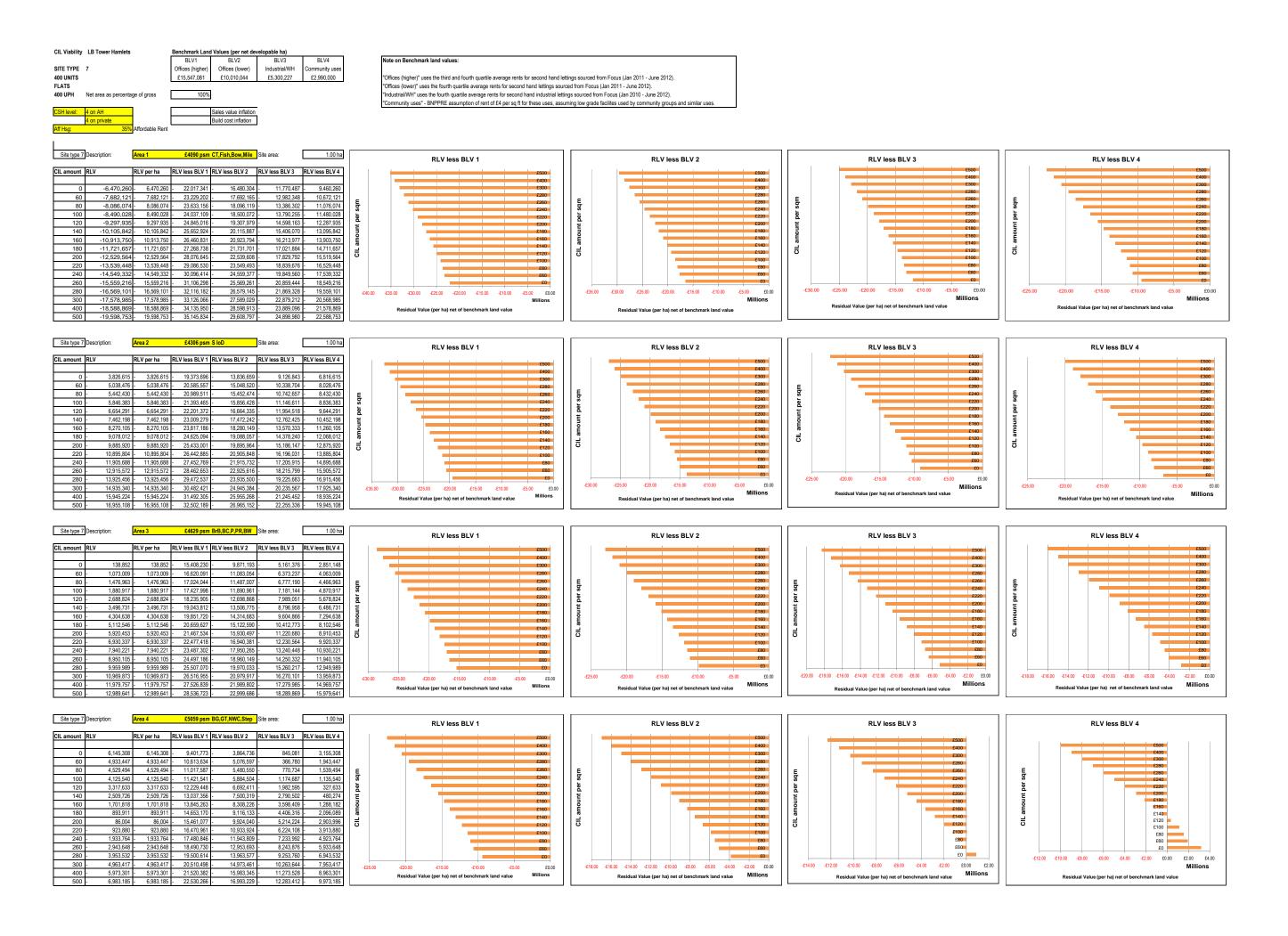


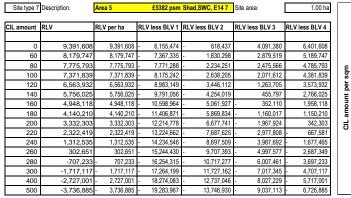


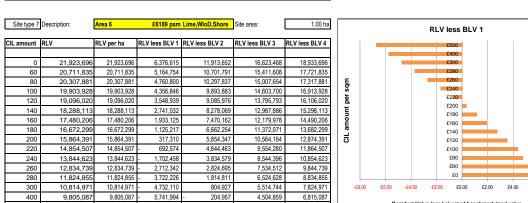












1.214.841

3.494.975 5.805.203

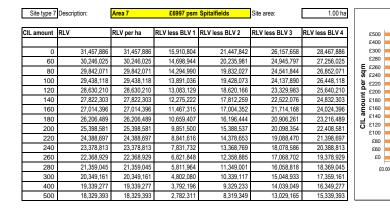
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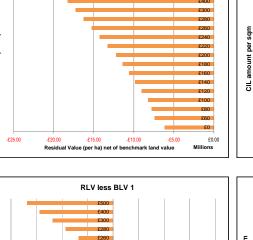
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8.795.203 8.795.203 - 6.751.878

500



£240 £220

£200

£180

£160

£140

£120

£80

£60

Residual Value (per ha) net of benchmark land value

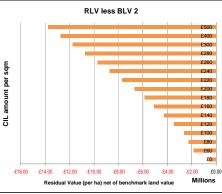
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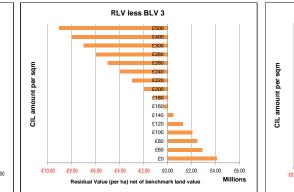
Residual Value net of benchmark land value

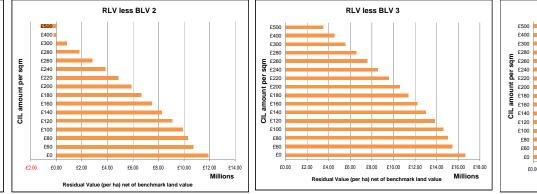
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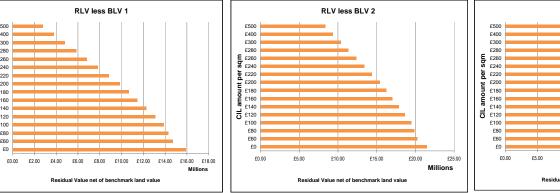
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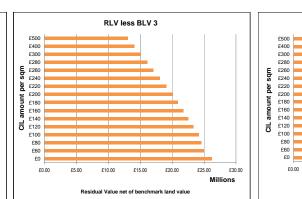
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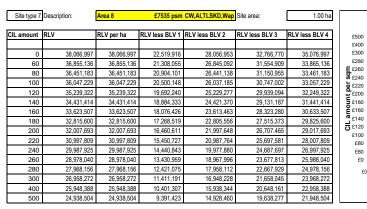


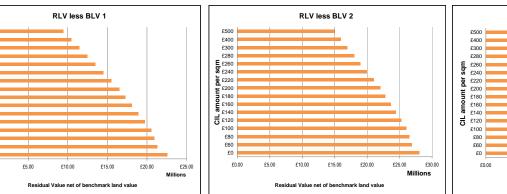


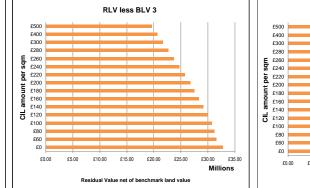


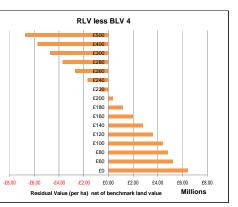


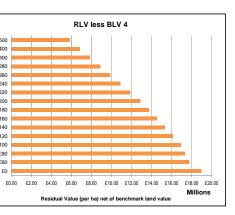




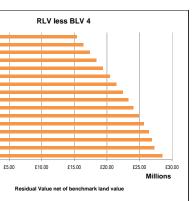


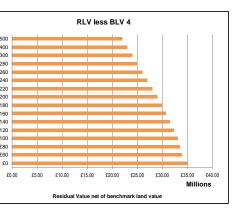






£0 💻







Appendix 4 Commercial appraisal results

Commercial Development

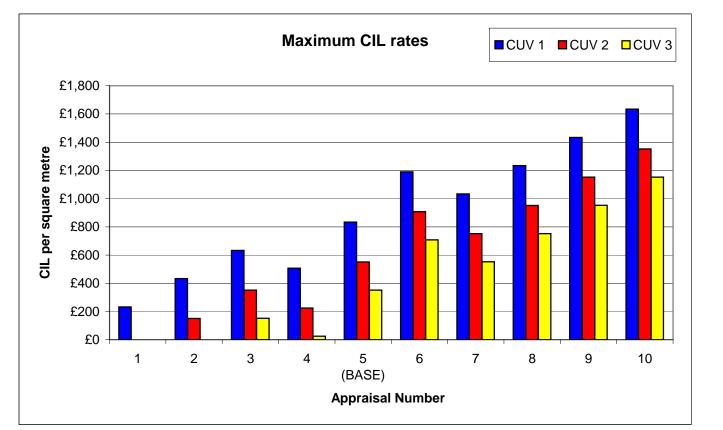
	£s per sqft	Yield	Rent free
Appraisal 1	£32.00	5.75%	2.00 years
Appraisal 2	£33.00	5.75%	2.00 years
Appraisal 3	£34.00	5.75%	2.00 years
Appraisal 4	£35.00	6.00%	2.00 years
Appraisal 5 (base)	£35.00	5.75%	2.00 years
Appraisal 6	£35.00	5.50%	2.00 years
Appraisal 7	£36.00	5.75%	2.00 years
Appraisal 8	£37.00	5.75%	2.00 years
Appraisal 9	£38.00	5.75%	2.00 years
Appraisal 10	£39.00	5.75%	2.00 years

Use class:	OFFICE
Location:	City Fringe

Existing floorspace as % of new 35%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£12.50	7.00%	3.00 years	20.00%
Current use value 2	£15.50	6.75%	3.00 years	20.00%
Current use value 3	£18.00	6.75%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-9%	£233	£0	£0
Appraisal 2	-6%	£433	£151	£0
Appraisal 3	-3%	£633	£351	£152
Appraisal 4	0%	£507	£225	£26
Appraisal 5 (base)	-	£833	£551	£352
Appraisal 6	0%	£1,189	£908	£708
Appraisal 7	3%	£1,033	£752	£552
Appraisal 8	5%	£1,234	£952	£752
Appraisal 9	8%	£1,434	£1,152	£952
Appraisal 10	10%	£1,634	£1,352	£1,152



Commercial Development City Fringe

Use class:

OFFICE

DEVELOPMENT VALUE	Common assun	mptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4		Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
Rental Income	Floor area		£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per :	annum £ psf	£ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum £	psf £ per annum £ p	psf £ per annum
Rent - area 1	10,000		£32.00 £320,000	£33 £330,00	£34.00 £340,00	0 £35.00 £3	350,000	£35.00 £350,000	£35.00 £350,000	£36.00 £360,000	£37.00 £370,000	£38.00 £380,000	£39.00 £390,000
Rent - area 2	10,000		£32.00 £320,000	£33 £330,00	£34.00 £340,00	0 £35.00 £3	350,000	£35.00 £350,000	£35.00 £350,000	£36.00 £360,000	£37.00 £370,000	£38.00 £380,000	£39.00 £390,000
Rent - area 3	10,000		£32.00 £320,000	£33 £330,00			350,000	£35.00 £350,000	£35.00 £350,000	£36.00 £360,000	£37.00 £370,000	£38.00 £380,000	£39.00 £390,000
Total floor area / rent		30,000	£960,000	£990,00	£1,020,00	0 £1,0	050,000	£1,050,000	£1,050,000	£1,080,000	£1,110,000	£1,140,000	£1,170,000
Rent free/voids (years)			2.0 0.8942	2.0 0.8942	2.0 0.8942	2.0	0.8900	2.0 0.8942	2.0 0.8985	2.0 0.8942	2.0 0.8942	2.0 0.8942	2.0 0.8942
Yield	5.75%		5.75%	5.75%	5.75%	6.00%		5.75%	5.50%	5.75%	5.75%	5.75%	5.75%
Capitalised rent			£14,929,410	£15,395,95	£15,862,49	8 £15,5	574,938	£16,329,042	£17,152,273	£16,795,586	£17,262,130	£17,728,674	£18,195,218
GROSS DEVELOPMENT VALUE													
Purchaser's costs	5.75%		£858,441	£885,26	£912,09	4 £8	895,559	£938,920	£986,256	£965,746	£992,572	£1,019,399	£1,046,225
			£14,070,969	£14,510,68	£14,950,40	4 £14,6	679,379	£15,390,122	£16,166,018	£15,829,840	£16,269,557	£16,709,275	£17,148,993
DEVELOPMENT COSTS													
Development Costs													
Existing floor area	35%	10,500	i					i					
Demolition costs	£5 psf	,	£52,500	£52,50	£52,50	0 £	£52,500	£52,500	£52,500	£52,500	£52,500	£52,500	£52,500
Building costs	£200 psf		£7,272,800	£7,272,80	£7,272,80	0 £7,2	272,800	£7,272,800	£7,272,800	£7,272,800	£7,272,800	£7,272,800	£7,272,800
Area	82% grs to net	36,364	, ,	,	, ,		,		, ,				, ,
External works	10.00%		£727,280	£727,28	£727,28	0 £7	727,280	£727,280	£727,280	£727,280	£727,280	£727,280	£727,280
Professional fees	10.00%		£805,258	£805,25			805,258	£805,258	£805,258	£805,258		£805,258	£805,258
Contingency	5.00%		£442,892	£442,89			442,892	£442,892	£442,892			£442,892	£442,892
CIL	1		-		£		£0	£0	£0			£0	£0
Disposal Costs													
Letting Agent's fee (% of rent)	10.00%		£96,000	£99,00			105,000	£105,000	£105,000			£114,000	£117,000
Agent's fees (on capital value)	1.00%		£149,294	£153,96			155,749	£163,290	£171,523			£177,287	£181,952
Legal fees (% of capital value)	0.75%		£111,971	£115,47) £118,96	9 £1	116,812	£122,468	£128,642	£125,967	£129,466	£132,965	£136,464
Finance on construction													
Loan arrangement fee	1.00%		£93,007	£93,00	£93,00	7 £	£93,007	£93,007	£93,007	£93,007	£93,007	£93,007	£93,007
Interest rate	7.00%												
Interest on Construction Costs	18 months		£488,288	£488,28	£488,28	8 £4	488,288	£488,288	£488,288	£488,288	£488,288	£488,288	£488,288
Profit													
Developer's profit on cost	20.00%		£2,047,858	£2,050,09	£2,052,32	4 £2.0	051,917	£2,054,557	£2,057,438	£2,056,790	£2,059,023	£2,061,255	£2,063,488
					,								,,
TOTAL DEVELOPMENT COSTS			£12,287,148	C40 000 E4	C40 040 04		244 504	640 007 044	£12,344,628	£12,340,738	C40 054 405	£12,367,533	£12,380,930
TOTAL DEVELOPMENT COSTS			212,207,140	£12,300,54	£12,313,94	5 212,3	311,504	£12,327,341	£12,344,020	£12,340,730	£12,354,135	£12,307,533	£12,300,930
LAND VALUE													
			ĺ		ĺ			ĺ					
Land surplus			£1,783,820	2,210,141			367,874	£3,062,781	£3,821,389			£4,341,742	£4,768,063
Stamp duty	4.00%		-£71,353	-£88,40			£94,715	-£122,511	-£152,856	-£139,564		-£173,670	-£190,723
Agent's fees	1.25%		-£22,298	-£27,62			£29,598	-£38,285	-£47,767	-£43,614		-£54,272	-£59,601
Legal fees	0.50%		-£8,919	-£11,05	-£13,18		£11,839	-£15,314	-£19,107	-£17,446		-£21,709	-£23,840
Interest rate	6.50%		-£163,922	-£203,09	-£242,27	4 -£2	217,593	-£281,450	-£351,162	-£320,627	-£359,803	-£398,979	-£438,155
Finance period	18 months												
RESIDUAL LAND VALUE			£1,517,329	£1,879,96	£2,242,59	0 £2,0	014,129	£2,605,221	£3,250,498	£2,967,852	£3,330,483	£3,693,113	£4,055,744
Less CUV 1			421,606	784,237	1,146,868	9	18,406	1,509,499	2,154,775	1,872,129	2,234,760	2,597,391	2,960,022
Less CUV 2			(89,025)	273,606			07,775	998,867	1,644,144			2,086,759	2,449,390
Less CUV 3			(450,589)	(87,958)			46,211	637,304	1,282,580	999,934		1,725,196	2,087,827
								, -					
Net additional floorspace (sq ft)		19,500	19,500	19,50			19,500	19,500	19,500			19,500	19,500
Net additional floorspace (sq m)		1,812	1,812	1,812	1,812		1,812	1,812	1,812	1,812	1,812	1,812	1,812
Maximum CIL per sqm													
Against CUV 1			233	433	633		507	833	1,189	1,033	1,234	1,434	1,634
Against CUV 2		_	-	151	351		225	551	908	752	952	1,152	1,352
Against CUV 3			-		152	2	26	352	708	552	752	952	1,152

Commercial Development

Use class: OFFICE

	Common as	sumptions	CU	V 1	CU	V 2	CU	√3
Current use value								
Existing space as percentage of new	35%	10,500						
Rent per sq ft			£13 psf		£16 psf		£18 psf	
Rental income per annum			£131,250		£162,750		£189,000	
Rent free/voids (years)			3.0	0.8163	3.0	0.8220	3.0	0.8220
Total revenue, capitalised (including all costs)			7.00%		6.75%	0.0220	6.75%	0100
				ĺ				
Refurbishment costs	£50 psf		£525,000		£525,000		£525,000	
Fees	7%		£36,750		£36,750		£36,750	
Capitalised rent, net of refurb and fees				£968,809		£1,420,295		£1,739,980
Purchaser's costs	5.75%			-£55,706		-£81,667		-£100,049
Current use value				£913,102		£1,338,628		£1,639,931
CUV including Landowner premium			20%	£1,095,722	20.00%	£1,606,354	20.00%	£1,967,917

Commercial Development

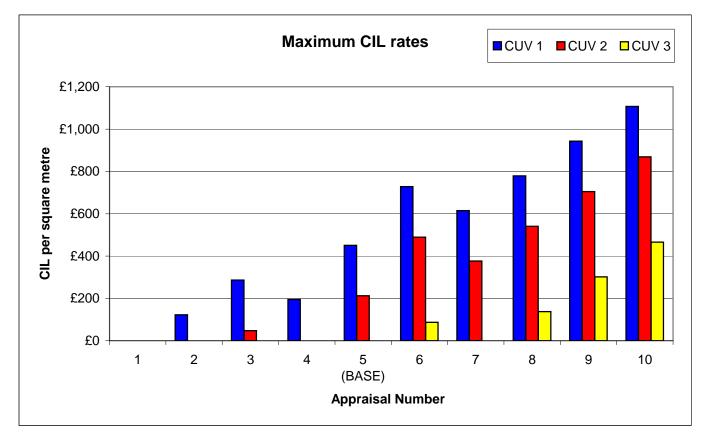
	£s per sqft	Yield	Rent free
Appraisal 1	£32.00	6.25%	2.50 years
Appraisal 2	£33.00	6.25%	2.50 years
Appraisal 3	£34.00	6.25%	2.50 years
Appraisal 4	£35.00	6.50%	2.50 years
Appraisal 5 (base)	£35.00	6.25%	2.50 years
Appraisal 6	£35.00	6.00%	2.50 years
Appraisal 7	£36.00	6.25%	2.50 years
Appraisal 8	£37.00	6.25%	2.50 years
Appraisal 9	£38.00	6.25%	2.50 years
Appraisal 10	£39.00	6.25%	2.50 years

Us	se class:	OFFICE
Lo	ocation:	North Docklands

Existing floorspace as % of new 30%

	200.00	0.2070	2.00 youro	
	£s per sqft	Yield	Rent free	Premium
Current use value 1	£8.00	8.00%	3.00 years	15.00%
Current use value 2	£12.50	8.00%	3.00 years	20.00%
Current use value 3	£18.00	7.25%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-9%	£0	£0	£0
Appraisal 2	-6%	£122	£0	£0
Appraisal 3	-3%	£287	£48	£0
Appraisal 4	0%	£195	£0	£0
Appraisal 5 (base)	-	£451	£212	£0
Appraisal 6	0%	£728	£489	£87
Appraisal 7	3%	£615	£376	£0
Appraisal 8	5%	£779	£540	£138
Appraisal 9	8%	£943	£705	£302
Appraisal 10	10%	£1,107	£869	£466



Use class: OFFICE **Commercial Development** North Docklands Location:

DEVELOPMENT VALUE	Common assumptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
Rental Income	Floor area	£ psf £ per annum £ p	psf £ per annum B	£psf £perannum £	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum s	£ psf £ per annum	£ psf £ per annum	£psf £per annum :	£ psf £ per annum
Rent - area 1	10,000	£32.00 £320,000	£33 £330,000	£34.00 £340,000	£35.00 £350,000	£35.00 £350,000	£35.00 £350,000	£36.00 £360,000	£37.00 £370,000	£38.00 £380,000	£39.00 £390,000
Rent - area 2	10,000	£32.00 £320,000	£33 £330,000	£34.00 £340,000	£35.00 £350,000	£35.00 £350,000	£35.00 £350,000	£36.00 £360,000	£37.00 £370,000	£38.00 £380,000	£39.00 £390,000
Rent - area 3	10,000	£32.00 £320,000	£33 £330,000	£34.00 £340,000	£35.00 £350,000	£35.00 £350,000	£35.00 £350,000	£36.00 £360,000	£37.00 £370,000	£38.00 £380,000	£39.00 £390,000
Total floor area / rent	30,000	£960,000	£990,000	£1,020,000	£1,050,000	£1,050,000	£1,050,000	£1,080,000	£1,110,000	£1,140,000	£1,170,000
Rent free/voids (years)		2.5 0.8594	2.5 0.8594	2.5 0.8594	2.5 0.8543	2.5 0.8594	2.5 0.8644	2.5 0.8594	2.5 0.8594	2.5 0.8594	2.5 0.8594
Yield	6.25%	6.25%	6.25%	6.25%	6.50%	6.25%	6.00%	6.25%	6.25%	6.25%	6.25%
Capitalised rent		£13,199,846	£13,612,341	£14,024,837	£13,800,726	£14,437,332		£14,849,827		£15,674,817	
GROSS DEVELOPMENT VALUE											
Purchaser's costs	5.75%	£758,991	£782,710	£806,428	£793,542	£830,147	£869,844	£853,865	£877,584	£901,302	£925,020
Fulchasel 5 Costs	5.7576	£12,440,855	£12,829,632	£13,218,408	£13,007,184	£13,607,185	,	£13,995,962	,	£301,302	
DEVELOPMENT COSTS											
				i							
Development Costs											
Existing floor area	30% 9,000										
Demolition costs	£5 psf	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000
Building costs	£200 psf	£7,272,800	£7,272,800	£7,272,800	£7,272,800	£7,272,800	£7,272,800	£7,272,800	£7,272,800	£7,272,800	£7,272,800
Area	82% grs to net 36,364										
External works	10.00%	£727,280	£727,280	£727,280	£727,280	£727,280		£727,280		£727,280	
Professional fees	10.00%	£804,508	£804,508	£804,508	£804,508	£804,508		£804,508		£804,508	
Contingency CIL	5.00%	£442,479	£442,479	£442,479 £0	£442,479 £0	£442,479 £0		£442,479 £0		£442,479 £0	
CIE			0	£U	£U	£0	£0	£U	£0	£U	LU
Disposal Costs											
Letting Agent's fee (% of rent)	10.00%	£96,000	£99,000	£102,000	£105,000	£105,000	£105,000	£108,000	£111,000	£114,000	£117,000
Agent's fees (on capital value)	1.00%	£131,998	£136,123	£140,248	£138,007	£144,373	£151,277	£148,498	£152,623	£156,748	£160,873
Legal fees (% of capital value)	0.75%	£98,999	£102,093	£105,186	£103,505	£108,280	£113,458	£111,374	£114,467	£117,561	£120,655
Finance on construction											
Loan arrangement fee	1.00%	£92,921	£92,921	£92,921	£92,921	£92,921	£92,921	£92,921	£92,921	£92,921	£92,921
Interest rate Interest on Construction Costs	7.00% 18 months	£487,834	£487,834	£487,834	£487,834	£487,834	£487,834	£487,834	£487,834	£487,834	£487,834
		2-07,004	2-107,004	2407,004	2-07,00-	2407,004	2407,004	2407,004	2-07,00-	2407,004	2407,004
Profit				i							
Developer's profit on cost	20.00%	£2,039,964	£2,042,008	£2,044,051	£2,043,867	£2,046,095	£2,048,511	£2,048,139	£2,050,182	£2,052,226	£2,054,270
TOTAL DEVELOPMENT COSTS		£12,239,783	£12,252,045	£12,264,308	£12,263,201	£12,276,570	£12,291,068	£12,288,832	£12,301,095	£12,313,357	£12,325,619
TOTAL DEVELOPMENT COSTS		£12,239,703	212,232,043	212,204,300	212,203,201	212,270,370	212,251,000	£12,200,032	212,301,095	212,313,337	212,323,019
LAND VALUE											
Land surplus		£201,072	577,587	£954,101	£743,983	£1,330,615	£1,966,805	£1,707,130	£2,083,644	£2,460,158	£2,836,673
Stamp duty	4.00%	-£8,043	-£23,103	-£38,164	-£29,759	-£53,225	-£78,672	-£68,285	-£83,346	-£98,406	-£113,467
Agent's fees	1.25%	-£2,513	-£7,220	-£11,926	-£9,300	-£16,633		-£21,339		-£30,752	
Legal fees	0.50%	-£1,005	-£2,888	-£4,771	-£3,720	-£6,653		-£8,536		-£12,301	
Interest rate	6.50%	-£18,477	-£53,077	-£87,676	-£68,367	-£122,275	-£180,737	-£156,875	-£191,474	-£226,073	-£260,672
Finance period	18 months										
RESIDUAL LAND VALUE		£171,033	£491,299	£811,564	£632,836	£1,131,830	£1,672,977	£1,452,095	£1,772,361	£2,092,626	£2,412,891
Less CUV 1		(81,454)	238,811	559,077	380,349	879,342		1,199,607	1,519,873	1,840,138	2,160,404
Less CUV 2		(546,956)	(226,690)	93,575	(85,152)	413,841	954,988	734,106		1,374,637	1,694,902
Less CUV 3		(1,332,946)	(1,012,680)	(692,415)	(871,142)	(372,149)	168,998	(51,884)	268,382	588,647	908,912
Net additional floorspace (sq ft)	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000
Net additional floorspace (sq m)	1,951	1,951	1,951	1,951	1,951	1,951		1,951		1,951	1,951
Maximum CIL per sqm											
Against CUV 1		· .	122	287	195	451		615		943	1,107
Against CUV 2			-	48	-	212		376		705	869
Against CUV 3			-		-	-	87	-	138	302	466

Commercial Development

Use class: OFFICE

	Common as	sumptions	CUV	1	CUV	/ 2	CU	V 3
Current use value								
Existing space as percentage of new	30%	9,000						
Rent per sq ft			£8 psf		£13 psf		£18 psf	
Rental income per annum			£72,000		£112,500		£162,000	
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.8106
Total revenue, capitalised (including all costs)			8.00%	i	8.00%		7.25%	
Refurbishment costs	£50 psf		£450,000		£450,000		£450,000	
Fees	7%		£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees				£232,949		£634,827		£1,329,778
Purchaser's costs	5.75%			-£13,395		-£36,503		-£76,462
Current use value				£219,554		£598,324		£1,253,316
				£219,334		2350,324		£1,233,310
CUV including Landowner premium			15%	£252,488	20.00%	£717,989	20.00%	£1,503,979

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£22.00	6.25%	2.50 years
Appraisal 2	£23.00	6.25%	2.50 years
Appraisal 3	£24.00	6.25%	2.50 years
Appraisal 4	£25.00	6.50%	2.50 years
Appraisal 5 (base)	£25.00	6.25%	2.50 years
Appraisal 6	£25.00	6.00%	2.50 years
Appraisal 7	£26.00	6.25%	2.50 years
Appraisal 8	£27.00	6.25%	2.50 years
Appraisal 9	£28.00	6.25%	2.50 years
Appraisal 10	£29.00	6.25%	2.50 years

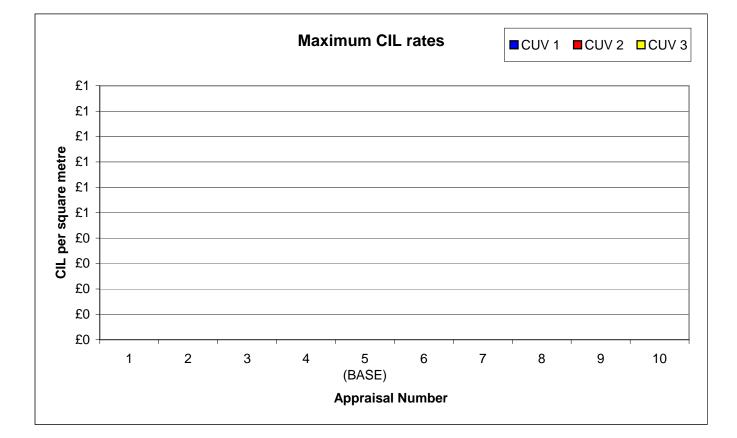
Use	e class:	OFFICE
Loc	cation:	South Docklands

Existing floorspace as % of new

30%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£8.00	8.00%	3.00 years	15.00%
Current use value 2	£12.50	8.00%	3.00 years	20.00%
Current use value 3	£18.00	7.25%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-14%	£0	£0	£0
Appraisal 2	-9%	£0	£0	£0
Appraisal 3	-4%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	4%	£0	£0	£0
Appraisal 8	7%	£0	£0	£0
Appraisal 9	11%	£0	£0	£0
Appraisal 10	14%	£0	£0	£0



Use class: **Commercial Development** South Docklands Location:

OFFICE

DEVELOPMENT VALUE	Common assumptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
Rental Income	Floor area	£ psf £ per annum £ psf	£ per annum	£psf £per annum	£ psf £ per ann	ım £psf £per annum	£psf £per annum £	£ psf £ per annum	£ psf £ per annum :	£ psf £ per annum	£ psf £ per annum
Rent - area 1	10,000		23 £230,000	£24.00 £240,000				£26.00 £260,000	<u> </u>	£28.00 £280,000	£29.00 £290,000
Rent - area 2	10,000		23 £230,000	£24.00 £240,000			,	£26.00 £260,000	,	£28.00 £280,000	£29.00 £290,000
Rent - area 3	10,000		23 £230,000	£24.00 £240,000				£26.00 £260,000		£28.00 £280,000	£29.00 £290,000
Total floor area / rent	30,000	£660,000	£690,000	£720,000				£780,000		£840,000	£870,000
	00,000	2000,000	2000,000	2120,000	2100,	2100,000	2100,000	2100,000	2010,000	2010,000	2010,000
Rent free/voids (years)		2.5 0.8594	2.5 0.8594	2.5 0.8594	2.5 0.85	43 2.5 0.8594	2.5 0.8644	2.5 0.8594	2.5 0.8594	2.5 0.8594	2.5 0.8594
Yield	6.25%	6.25%	6.25%	6.25%	6.50%	6.25%	6.00%	6.25%	6.25%	6.25%	6.25%
Capitalised rent		£9,074,894	£9,487,389	£9,899,885				£10,724,875		£11,549,865	£11,962,361
			,,						,		,
GROSS DEVELOPMENT VALUE											
Purchaser's costs	5.75%	£521,806	£545,525	£569,243	£566,	£592,962	2 £621,317	£616,680	£640,399	£664,117	£687,836
		£8,553,088	£8,941,865	£9,330,641	£9,290,	£9,719,418	£10,184,195	£10,108,195	£10,496,971	£10,885,748	£11,274,525
DEVELOPMENT COSTS											
Development Costs											
Existing floor area	30% 9,000										
Demolition costs	£5 psf	£45,000	£45,000	£45,000	£45,	000 £45,000	0 £45,000	£45,000	£45,000	£45,000	£45,000
Building costs	£200 psf	£7,272,800	£7,272,800	£7,272,800	£7,272,	£7,272,800		£7,272,800	£7,272,800	£7,272,800	£7,272,800
Area	82% grs to net 36,364		,						, ,	, ,	
External works	10.00%	£727,280	£727,280	£727,280	£727,	£727,280	0 £727,280	£727,280	£727,280	£727,280	£727,280
Professional fees	10.00%	£804,508	£804,508	£804,508				£804,508		£804,508	£804,508
Contingency	5.00%	£442,479	£442,479	£442,479				£442,479		£442,479	
CIL	1	-	0	£		£0 £0		£0		£0	£0
Disposal Costs											
Letting Agent's fee (% of rent)	10.00%	£66,000	£69,000	£72,000	£75,	£75,000	0 £75,000	£78,000	£81,000	£84,000	£87,000
Agent's fees (on capital value)	1.00%	£90,749	£94,874	£98,999			,	£107,249	,	£115,499	£119,624
Legal fees (% of capital value)	0.75%	£68,062	£71,155	£74,249				£80,437		£86,624	£89,718
			,								
Finance on construction											
Loan arrangement fee	1.00%	£92,921	£92,921	£92,921	£92,	£92,92	1 £92,921	£92,921	£92,921	£92,921	£92,921
Interest rate	7.00%										
Interest on Construction Costs	18 months	£487,834	£487,834	£487,834	£487,	£487,834	4 £487,834	£487,834	£487,834	£487,834	£487,834
<u>Profit</u>											
Developer's profit on cost	20.00%	£2,019,526	£2,021,570	£2,023,614	£2,024,	£2,025,658	8 £2,027,384	£2,027,701	£2,029,745	£2,031,789	£2,033,833
TOTAL DEVELOPMENT COSTS		£12,117,159	£12,129,421	£12,141,684	£12,144,	£12,153,94	£12,164,302	£12,166,208	£12,178,471	£12,190,733	£12,202,996
LAND VALUE											
Land surplus		-£3,564,071	(3,187,557)	-£2,811,042				-£2,058,014		-£1,304,985	-£928,471
Stamp duty	4.00%	£0	£0	£0			0 £0	£0		£0	
Agent's fees	1.25%	£0	£0	£0		£0 £0		£0		£0	
Legal fees	0.50%	£0	£0	£0		£0 £0	0 £0	£0	£0	£0	£0
Interest rate	6.50%	£0	£0	£0		£0 £0	0 £0	£0	£0	£0	£0
Finance period	18 months										
RESIDUAL LAND VALUE		-£3,564,071	-£3,187,557	-£2,811,042	-£2,853,	i51 -£2,434,528	8 -£1,980,107	-£2,058,014	-£1,681,499	-£1,304,985	-£928,471
		(0.040.550)	(0.440.044)	(0.000.500)	(0.400.0	(0.007.040)	(0.000.50.4)	(0.040.504)	(4,000,007)	(4 557 470)	(1.100.050)
Less CUV 1		(3,816,559)	(3,440,044)	(3,063,530)				(2,310,501)	(1,933,987)	(1,557,473)	(1,180,958)
Less CUV 2		(4,282,060)	(3,905,545)	(3,529,031)				(2,776,003)	(2,399,488)	(2,022,974)	(1,646,460)
Less CUV 3		(5,068,050)	(4,691,535)	(4,315,021)	(4,357,5	(3,938,507)	(3,484,086)	(3,561,993)	(3,185,478)	(2,808,964)	(2,432,450)
Net additional flagrances (ag ft)	24.000	21,000	24.000	24.000		21.00	21.000	24.000	24.000	04.000	21.000
Net additional floorspace (sq ft) Net additional floorspace (sq m)	21,000 1,951	21,000 1,951	21,000 1,951	21,000 1,951				21,000 1,951	21,000 1,951	21,000 1,951	21,000 1,951
	1,901	1,801	1,931	1,901	1,3	1,901	1,901	1,501	1,931	1,501	1,801
Maximum CIL per sqm											
Against CUV 1				-				-		-	
Against CUV 2				-				-		-	
Against CUV 3		-		-				-	-	-	
-										I	

Commercial Development

Use class: OFFICE

	Common as	ssumptions	CUV	1	CUV	/ 2	CU	V 3
Current use value								
Existing space as percentage of new	30%	9,000						
Rent per sq ft			£8 psf		£13 psf		£18 psf	
Rental income per annum			£72,000		£112,500		£162,000	
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.8106
Total revenue, capitalised (including all costs)			8.00%	i	8.00%		7.25%	
Refurbishment costs	£50 psf		£450,000		£450,000		£450,000	
Fees	7%		£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees				£232,949		£634,827		£1,329,778
Purchaser's costs	5.75%			-£13,395		-£36,503		-£76,462
Current use value				£219,554		£598,324		£1,253,316
				£219,004		2350,324		£1,233,310
CUV including Landowner premium			15%	£252,488	20.00%	£717,989	20.00%	£1,503,979

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£15.00	7.00%	2.00 years
Appraisal 2	£17.00	7.00%	2.00 years
Appraisal 3	£18.00	7.00%	2.00 years
Appraisal 4	£20.00	7.25%	2.00 years
Appraisal 5 (base)	£20.00	7.00%	2.00 years
Appraisal 6	£20.00	6.75%	2.00 years
Appraisal 7	£21.00	7.00%	2.00 years
Appraisal 8	£22.00	7.00%	2.00 years
Appraisal 9	£23.00	7.00%	2.00 years
Appraisal 10	£24.00	7.00%	2.00 years

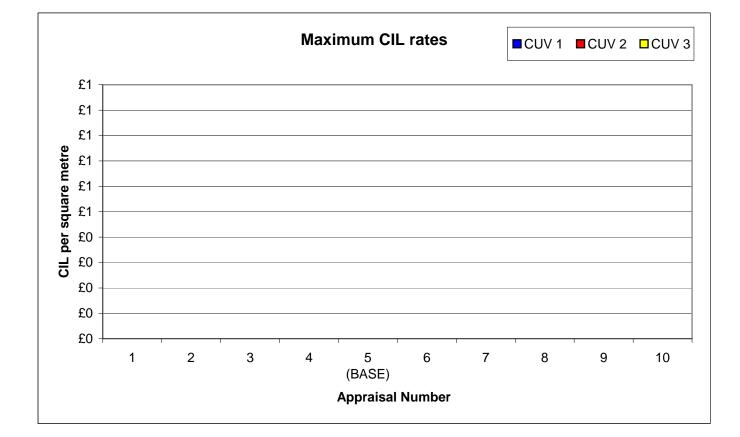
Use class:	OFFICE
Location:	Rest of Borough

Existing floorspace as % of new

30%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£5.00	8.00%	3.00 years	15.00%
Current use value 2	£7.50	8.00%	3.00 years	20.00%
Current use value 3	£10.00	8.00%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-33%	£0	£0	£0
Appraisal 2	-18%	£0	£0	£0
Appraisal 3	-11%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	5%	£0	£0	£0
Appraisal 8	9%	£0	£0	£0
Appraisal 9	13%	£0	£0	£0
Appraisal 10	17%	£0	£0	£0



Use class: OFFICE **Commercial Development** Location: Rest of Borough

DEVELOPMENT VALUE	Common assumptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
Rental Income	Floor area	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum £	£ psf £ per annum	£ psf £ per annum :	£ psf £ per annum	£ psf £ per annum
Rent - area 1	10,000			£18.00 £180,000		£20.00 £200,000	· · · · · · · · · · · · · · · · · · ·	£21.00 £210,000		£23.00 £230,000	£24.00 £240,000
		,		,				,		,	
Rent - area 2	10,000	£15.00 £150,000	,	£18.00 £180,000		£20.00 £200,000		£21.00 £210,000		£23.00 £230,000	£24.00 £240,000
Rent - area 3	10,000	£15.00 £150,000		£18.00 £180,000		£20.00 £200,000		£21.00 £210,000		£23.00 £230,000	£24.00 £240,000
Total floor area / rent	30,000	£450,000	£510,000	£540,000	£600,000	£600,000	£600,000	£630,000	£660,000	£690,000	£720,000
Rent free/voids (years)		2.0 0.8734	2.0 0.8734	2.0 0.8734	2.0 0.8694	2.0 0.8734		2.0 0.8734		2.0 0.8734	2.0 0.8734
Yield	7.00%	7.00%	7.00%	7.00%	7.25%	7.00%	6.75%	7.00%	7.00%	7.00%	7.00%
Capitalised rent		£5,614,963	£6,363,625	£6,737,956	£7,194,799	£7,486,618	£7,800,307	£7,860,949	£8,235,279	£8,609,610	£8,983,941
GROSS DEVELOPMENT VALUE											
Purchaser's costs	5.75%	£322,860	£365,908	£387,432	£413,701	£430,481	£448,518	£452,005	£473,529	£495,053	£516,577
		£5,292,103	£5,997,717	£6,350,523	£6,781,098	£7,056,137	£7,351,790	£7,408,944	£7,761,751	£8,114,558	£8,467,365
DEVELOPMENT COSTS											
Development Costs											
Existing floor area	30% 9,000										
0		£45,000	C45 000	C45 000	C45 000	645.000	C45 000	645.000	C45.000	645.000	645.000
Demolition costs	£5 psf	,	,	£45,000		£45,000		£45,000		£45,000	£45,000
Building costs	£137 psf	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868
Area	82% grs to net 36,364										
External works	10.00%	£498,187	,	£498,187		£498,187		£498,187		£498,187	
Professional fees	10.00%	£552,505	£552,505	£552,505	£552,505	£552,505	£552,505	£552,505	£552,505	£552,505	£552,505
Contingency	5.00%	£303,878	£303,878	£303,878	£303,878	£303,878	£303,878	£303,878	£303,878	£303,878	£303,878
CIL	1	-	0	£0	£0	£0	£0	£0	£0	£0	£0
Disposal Costs											
Letting Agent's fee (% of rent)	10.00%	£45,000	£51,000	£54,000	£60,000	£60,000	£60,000	£63,000	£66,000	£69,000	£72,000
Agent's fees (on capital value)	1.00%	£56,150		£67,380		£74,866		£78,609		£86,096	£89,839
Legal fees (% of capital value)	0.75%	£42,112		£50,535		£56,150		£58,957		£64,572	£67,380
Legar lees (70 of capital value)	0.7378	242,112	241,121	200,000	200,901	200,100	230,302	200,907	201,703	204,372	207,300
Finance on construction											
	1.000/	000.011	000.014	000.044	000.014	000.014	000.044	000.014	000.044	000.014	000.014
Loan arrangement fee	1.00%	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814
Interest rate	7.00%										
Interest on Construction Costs	18 months	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026
Profit											
Developer's profit on cost	20.00%	£1,384,708	£1,388,528	£1,390,438	£1,393,237	£1,394,259	£1,395,357	£1,396,169	£1,398,079	£1,399,989	£1,401,899
TOTAL DEVELOPMENT COSTS		£8,308,248	£8,331,170	£8,342,631	£8,359,425	£8,365,553	£8,372,140	£8,377,014	£8,388,475	£8,399,936	£8,411,397
LAND VALUE											
Land surplus		-£3,016,145	(2,333,453)	-£1,992,107	-£1,578,327	-£1,309,416	-£1,020,351	-£968,070	-£626,724	-£285,378	£55,968
Stamp duty	4.00%	£0		£0		£0		£0		£0	
Agent's fees	1.25%	£0		£0		£0		£0		£0	
Legal fees	0.50%	£0		£0		£0		£0		£0	
-		£0		£0		£0		£0		£0	
Interest rate	6.50%	LU	£0	£U	£0	LU	£0	LU	£0	£U	-£5,143
Finance period	18 months										
				04 000 40 7						0005 070	
RESIDUAL LAND VALUE		-£3,016,145	-£2,333,453	-£1,992,107	-£1,578,327	-£1,309,416	-£1,020,351	-£968,070	-£626,724	-£285,378	£47,607
Less CUV 1		(3,186,997)		(2,162,959)	(1,749,179)	(1,480,268)		(1,138,922)		(456,230)	(123,245)
Less CUV 2		(3,446,939)	(2,764,247)	(2,422,901)	(2,009,120)	(1,740,209)		(1,398,863)		(716,171)	(383,187)
Less CUV 3		(3,699,452)	(3,016,760)	(2,675,414)	(2,261,633)	(1,992,722)	(1,703,657)	(1,651,376)	(1,310,030)	(968,684)	(635,700)
Net additional floorspace (sq ft)	21,000	21,000		21,000		21,000		21,000		21,000	21,000
Net additional floorspace (sq m)	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951
Maximum CIL per sqm											
Against CUV 1		-	-	-	-	-	-	-	-	-	-
Against CUV 2		-	-	-	-	-	-	-	-	-	-
Against CUV 3		-	-	-	•	-	-	-	-	-	-

Commercial Development

Use class: OFFICE

	Common as	sumptions	CUV	1	CU∖	2	CUV	3
Current use value								
Existing space as percentage of new	30%	9,000						
Rent per sq ft			£5 psf		£8 psf		£10 psf	
Rental income per annum			£45,000		£67,500		£90,000	
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)			8.00%		8.00%		8.00%	
Refurbishment costs	£30 psf		£270,000		£270,000		£270,000	
Fees	7%		£18,900		£18,900		£18,900	
Capitalised rent, net of refurb and fees				£157,631		£380,896		£604,161
Purchaser's costs	5.75%			-£9,064		-£21,902		-£34,739
Current use value				£148,567		£358,994		£569,422
CUV including Landowner premium			15%	£170,852	20.00%	£430,793	20.00%	£683,306

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£24.00	6.25%	2.00 years
Appraisal 2	£26.00	6.25%	2.00 years
Appraisal 3	£28.00	6.25%	2.00 years
Appraisal 4	£30.00	6.50%	2.00 years
Appraisal 5 (base)	£30.00	6.25%	2.00 years
Appraisal 6	£30.00	6.00%	2.00 years
Appraisal 7	£32.00	6.25%	2.00 years
Appraisal 8	£34.00	6.25%	2.00 years
Appraisal 9	£36.00	6.25%	2.00 years
Appraisal 10	£38.00	6.25%	2.00 years

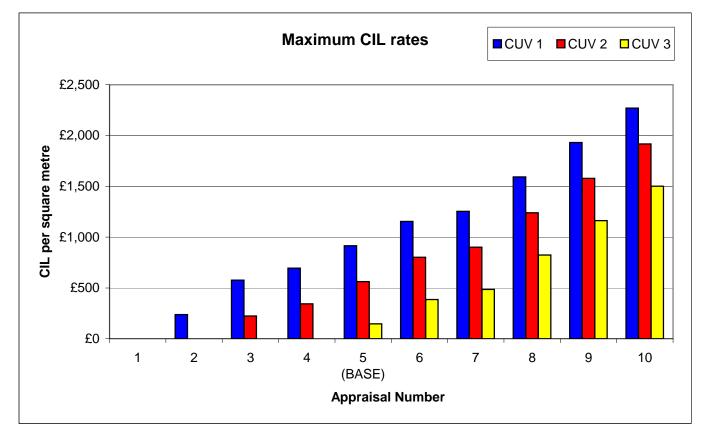
Use class:	Retail
Location:	North Docklands and City Fringe

Existing floorspace as % of new

30%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£10.00	7.50%	3.00 years	20.00%
Current use value 2	£15.00	7.00%	3.00 years	20.00%
Current use value 3	£20.00	6.50%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-25%	£0	£0	£0
Appraisal 2	-15%	£239	£0	£0
Appraisal 3	-7%	£577	£224	£0
Appraisal 4	0%	£695	£343	£0
Appraisal 5 (base)	-	£916	£563	£147
Appraisal 6	0%	£1,154	£802	£385
Appraisal 7	6%	£1,254	£902	£485
Appraisal 8	12%	£1,593	£1,240	£824
Appraisal 9	17%	£1,931	£1,579	£1,162
Appraisal 10	21%	£2,270	£1,917	£1,501





DEVELOPIVIENT APPRAISA	AL .	Use class:	Retail											
Commercial Development		Location:	North Docklands and	City Fringe										
		Location.		, ,	1									
DEVELOPMENT VALUE	Common a	ssumptions	Appraisal 1	Appr	aisal 2	Appraisal 3	Appr	aisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
DEVELOPMENT VALUE	oonnin a	ssumptions	Appiaisai i	Аррі		Appiaisai 3	Appro	di5di 4	Appraisai 5	Appiaisai o	Appraisai 7	Appraisaro	Appiaisai 9	Appraisar To
	_							-						
Rental Income	Floor area		£ psf £ per annum		£ per annum £		· ·	£ per annum		•			· · · · · · · · · · · · · · · · · · ·	
Rent - area 1	10,000		£24.00 £240,000	£26	£260,000	£28.00 £280,00	0 £30.00	£300,000	£30.00 £300,000			£34.00 £340,000	£36.00 £360,000	£38.00 £380,000
Rent - area 2	10,000		£24.00 £240,000	£26	£260,000	£28.00 £280,00	0 £30.00	£300,000	£30.00 £300,000	£30.00 £300,0	00 £32.00 £320,000	£34.00 £340,000	£36.00 £360,000	£38.00 £380,000
Rent - area 3	10,000		£24.00 £240,000	£26	£260,000	£28.00 £280,00	0 £30.00	£300,000	£30.00 £300,000	£30.00 £300,0	00 £32.00 £320,000	£34.00 £340,000	£36.00 £360,000	£38.00 £380,000
Total floor area / rent		30,000	£720,000		£780,000	£840,00		£900,000	£900,000				£1,080,000	£1,140,000
								,	,					
Rent free/voids (years)			2.0 0.8858	2.0	0.8858	2.0 0.885	3 2.0	0.8817	2.0 0.8858	2.0 0.890	0 2.0 0.8858	2.0 0.8858	2.0 0.8858	2.0 0.8858
Yield	6.25%		6.25%	6.25%		6.25%	6.50%	0.0017	6.25%	6.00%	6.25%	6.25%	6.25%	6.25%
	0.2370							640 007 500						
Capitalised rent			£10,204,567		£11,054,948	£11,905,32	9	£12,207,590	£12,755,709	£13,349,9	47 £13,606,090	£14,456,471	£15,306,851	£16,157,232
GROSS DEVELOPMENT VALUE														
Purchaser's costs	5.75%		£586,763		£635,660	£684,55		£701,936	£733,453				£880,144	£929,041
			£9,617,805		£10,419,289	£11,220,77	2	£11,505,654	£12,022,256	£12,582,3	25 £12,823,740	£13,625,224	£14,426,707	£15,228,191
DEVELOPMENT COSTS														
Development Costs				-										
Existing floor area	30%	9,000												
6					045.000	045.00	0	C45 000	645.000	C45.0	0.45.000	645.000	645,000	645,000
Demolition costs	£5 psf		£45,000		£45,000	£45,00		£45,000	£45,000				£45,000	£45,000
Building costs	£150 psf		£5,454,600		£5,454,600	£5,454,60	0	£5,454,600	£5,454,600	£5,454,6	20 £5,454,600	£5,454,600	£5,454,600	£5,454,600
Area	82% grs to net	/												
External works	10.00%		£545,460		£545,460	£545,46		£545,460	£545,460	£545,4			£545,460	£545,460
Professional fees	10.00%		£604,506		£604,506	£604,50	6	£604,506	£604,506	£604,5	2604,506	£604,506	£604,506	£604,506
Contingency	5.00%		£332,478		£332,478	£332,47	8	£332,478	£332,478	£332,4	78 £332,478	£332,478	£332,478	£332,478
CIL	1		-		0	£	0	£0	£0		£0 £0	£0	£0	£0
Disposal Costs														
	10.00%		£72,000		£78,000	£84,00	0	£90,000	£90,000	£90,0	200.202	£102,000	£108,000	£114,000
Letting Agent's fee (% of rent)														
Agent's fees (on capital value)	1.00%		£102,046		£110,549	£119,05		£122,076	£127,557				£153,069	£161,572
Legal fees (% of capital value)	0.75%		£76,534		£82,912	£89,29	0	£91,557	£95,668	£100,1	25 £102,046	£108,424	£114,801	£121,179
Finance on construction														
Loan arrangement fee	1.00%		£69,820		£69,820	£69,82	0	£69,820	£69,820	£69,8	20 £69,820	£69,820	£69,820	£69,820
Interest rate	7.00%													
Interest on Construction Costs	18 months		£366,557		£366,557	£366,55	7	£366,557	£366,557	£366,5	57 £366,557	£366,557	£366,557	£366,557
<u>Profit</u>														
Developer's profit on cost	20.00%		£1,533,800		£1,537,977	£1,542,15	3	£1,544,411	£1,546,329	£1,548,4	09 £1,550,506	£1,554,682	£1,558,858	£1,563,035
Developer 3 pront on cost	20.0070		21,000,000		21,001,011	21,042,10	0	21,044,411	21,040,020	21,040,4	21,000,000	21,004,002	21,000,000	21,000,000
				-	00.007.000	60 0F0 04	•	00.000.400		CO 000 4		<u> </u>	00.050.450	CO 070 000
TOTAL DEVELOPMENT COSTS			£9,202,802		£9,227,860	£9,252,91	8	£9,266,466	£9,277,976	£9,290,4	55 £9,303,034	£9,328,092	£9,353,150	£9,378,208
LAND VALUE														
Land surplus			£415,002		1,191,428	£1,967,85	4	£2,239,188	£2,744,280	£3,291,8	69 £3,520,705	£4,297,131	£5,073,557	£5,849,983
Stamp duty	4.00%		-£16,600		-£47,657	-£78,71		-£89,568	-£109,771				-£202,942	-£233,999
Agent's fees	1.25%		-£5,188		-£14,893	-£24,59		-£27,990	-£34,303				-£63,419	
Legal fees	0.50%		-£3,100		-£5,957	-£9,83		-£11,196	-£13,721				-£25,368	-£73,123 -£29,250
Interest rate	6.50%		-£2,073 -£38,136		-£109,485	-£180,83		-£205,767	-£13,721				-£466,228	-£23,230 -£537,577
			-£30,130		-£109,405	-2100,03	J	-£205,767	-1202,102	-£302,5	JZ -£323,531	-£394,079	-£400,220	-£557,577
Finance period	18 months													
RESIDUAL LAND VALUE			£353,004		£1,013,436	£1,673,86	9	£1,904,667	£2,334,301	£2,800,0	85 £2,994,734	£3,655,167	£4,315,599	£4,976,032
Less CUV 1			(194,912)		465,520	1,125,95		1,356,751	1,786,385	2,252,16	9 2,446,818	3,107,251	3,767,683	4,428,116
Less CUV 2			(882,940)		(222,508)	437,92	5	668,723	1,098,357	1,564,14	1 1,758,790	2,419,223	3,079,655	3,740,088
Less CUV 3			(1,695,243)		(1,034,811)	(374,378		(143,580)	286,055	751,83	8 946,487	1,606,920	2,267,352	2,927,785
			,								· · · · ·			
Net additional floorspace (sq ft)		21,000	21,000		21,000	21,00	0	21,000	21,000	21,0	21,000	21,000	21,000	21,000
Net additional floorspace (sq m)		1,951			1,951	1,95		1,951	1,951				1,951	1,951
		,	,			.,			,		,	,		,
Maximum CIL per sqm													The second se	
Against CUV 1			-		239	57	7	695	916	1,15	4 1,254	1,593	1,931	2,270
Against CUV 2						224		343	563				1,579	1,917
Against CUV 3			_					0.10	147		5 485		1,162	1,501
									147	30	405	024	1,102	1,001

Commercial Development

Use class: Retail

	Common as	sumptions	CUV	1	CU	V 2	CU	√ 3
Current use value								
Existing space as percentage of new	30%	9,000						
Rent per sq ft			£10 psf		£15 psf		£20 psf	
Rental income per annum			£90,000		£135,000		£180,000	
Rent free/voids (years)			3.0	0.8050	3.0	0.8163	3.0	0.8278
Total revenue, capitalised (including all costs)			7.50%		7.00%		6.50%	
Refurbishment costs	£50 psf		£450,000		£450,000		£450,000	
Fees	7%		£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees				£484,453		£1,092,789		£1,811,005
Purchaser's costs	5.75%			-£27,856		-£62,835		-£104,133
Current use value				£456,597		£1 020 0E2		£1 706 970
				£400,097		£1,029,953		£1,706,872
CUV including Landowner premium			20%	£547,916	20.00%	£1,235,944	20.00%	£2,048,247

Commercial Development

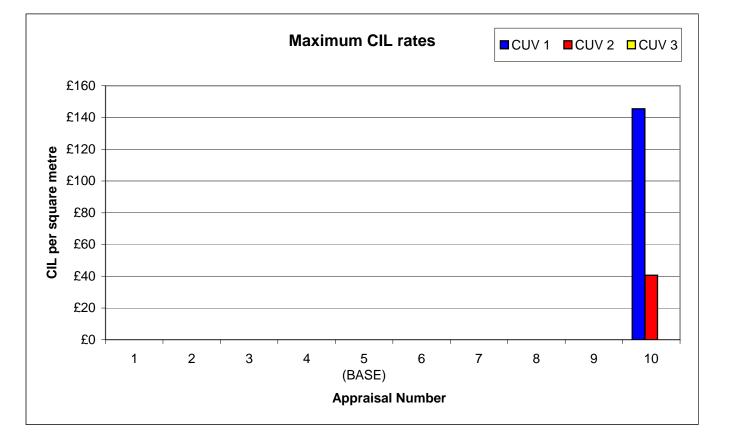
	£s per sqft	Yield	Rent free
Appraisal 1	£10.00	6.75%	2.00 years
Appraisal 2	£15.00	6.75%	2.00 years
Appraisal 3	£18.00	6.75%	2.00 years
Appraisal 4	£20.00	7.00%	2.00 years
Appraisal 5 (base)	£20.00	6.75%	2.00 years
Appraisal 6	£20.00	6.50%	2.00 years
Appraisal 7	£21.00	6.75%	2.00 years
Appraisal 8	£22.00	6.75%	2.00 years
Appraisal 9	£23.00	6.75%	2.00 years
Appraisal 10	£24.00	6.75%	2.00 years

Use class:	Retail
Location:	Rest of Borough

Existing floorspace as % of new 30%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£6.00	8.00%	3.00 years	15.00%
Current use value 2	£8.00	8.00%	3.00 years	20.00%
Current use value 3	£10.00	8.00%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-100%	£0	£0	£0
Appraisal 2	-33%	£0	£0	£0
Appraisal 3	-11%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	5%	£0	£0	£0
Appraisal 8	9%	£0	£0	£0
Appraisal 9	13%	£0	£0	£0
Appraisal 10	17%	£145	£41	£0



Use class: Retail **Commercial Development** Rest of Borough Location:

DEVELOPMENT VALUE	Common assumptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
Rental Income	Floor area	£ psf £ per annum £	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum £	£psf £per annum	£ psf £ per annum	£psf £per annum £psf	£ per annum
Rent - area 1	10,000	£10.00 £100,000	£15 £150,000	£18.00 £180,000	· · ·	£20.00 £200,000		£21.00 £210,000			£24.00 £240,000
Rent - area 2	10,000	£10.00 £100,000	£15 £150,000	£18.00 £180,000	£20.00 £200,000	£20.00 £200,000	£20.00 £200,000	£21.00 £210,000	£22.00 £220,000	£23.00 £230,000	£24.00 £240,000
Rent - area 3	10,000	£10.00 £100,000	£15 £150,000	£18.00 £180,000	£20.00 £200,000	£20.00 £200,000	£20.00 £200,000	£21.00 £210,000	£22.00 £220,000	£23.00 £230,000	£24.00 £240,000
Total floor area / rent	30,000	£300,000	£450,000	£540,000	£600,000	£600,000	£600,000	£630,000	£660,000	£690,000	£720,000
Rent free/voids (years)		2.0 0.8775	2.0 0.8775	2.0 0.8775	2.0 0.8734	2.0 0.8775		2.0 0.8775		2.0 0.8775	2.0 0.8775
Yield	6.75%	6.75%	6.75%	6.75%	7.00%	6.75%	6.50%	6.75%	6.75%	6.75%	6.75%
Capitalised rent		£3,900,154	£5,850,230	£7,020,277	£7,486,618	£7,800,307	£8,138,393	£8,190,323	£8,580,338	£8,970,353	£9,360,369
GROSS DEVELOPMENT VALUE											
Purchaser's costs	5.75%	£224,259 £3,675,895	£336,388 £5,513,842	£403,666 £6,616,611	£430,481 £7,056,137	£448,518 £7,351,790		£470,944 £7,719,37 9		£515,795 £8,454,558	£538,221 £8,822,148
DEVELOPMENT COSTS		20,010,000	20,010,042	20,010,011	21,000,101	21,001,100	21,010,400	21,110,010	20,000,000	20,404,000	20,022,140
DEVELOI MENT COSTS											
Development Costs											
Existing floor area	30% 9,000										
Demolition costs	£5 psf	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000
Building costs	£137 psf	£4,981,868	£4,981,868	£4,981,868		£4,981,868		£4,981,868		£4,981,868	£4,981,868
Area	82% grs to net 36,364	21,001,000	21,001,000	21,001,000	21,001,000	21,001,000	21,001,000	21,001,000	21,001,000	21,001,000	21,001,000
External works	10.00%	£498,187	£498,187	£498,187	£498,187	£498,187	£498,187	£498,187	£498,187	£498,187	£498,187
Professional fees	10.00%	£552,505	£552,505	£552,505		£552,505		£552,505		£552,505	£552,505
Contingency	5.00%	£303,878	£303,878	£303,878		£303,878		£303,878		£303,878	£303,878
CIL	1	-	0	£0		£0		£0		£0	£0
Disposal Costs											
	10.00%	000 000	C45 000	CE 4 000	000 000	000 000	000.000	000 000	000 000	000 000	070.000
Letting Agent's fee (% of rent)	10.00% 1.00%	£30,000 £39,002	£45,000 £58,502	£54,000 £70,203		£60,000 £78,003		£63,000 £81,903	,	£69,000 £89,704	£72,000 £93,604
Agent's fees (on capital value) Legal fees (% of capital value)	0.75%	£39,002 £29,251	,	£70,203 £52,652		£78,003 £58,502		£61,427		£89,704 £67,278	£93,604 £70,203
	0.75%	129,231	£43,877	102,002	200,150	£36,302	£61,038	201,427	£04,333	207,270	£70,203
Finance on construction											
Loan arrangement fee	1.00%	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814
Interest rate	7.00%										
Interest on Construction Costs	18 months	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026
Drofit											
Profit Developerio profit on cost	20.00%	£1,375,706	C1 205 521	C1 201 427	£1,394,259	£1,395,357	C1 206 540	£1,397,322	C1 200 297	C1 401 252	£1,403,217
Developer's profit on cost	20.00%	£1,373,700	£1,385,531	£1,391,427	£1,394,239	£1,395,357	£1,396,540	£1,397,322	£1,399,287	£1,401,252	£1,403,217
TOTAL DEVELOPMENT COSTS		£8,254,237	£8,313,189	£8,348,560	£8,365,553	£8,372,140	£8,379,240	£8,383,931	£8,395,721	£8,407,511	£8,419,302
		20,204,207	20,010,100	20,040,000	20,000,000	20,072,140	20,013,240	20,000,001	20,000,721	20,407,511	20,413,302
LAND VALUE		i									
Land surplus		-£4,578,342	(2,799,346)	-£1,731,949		-£1,020,351		-£664,552		£47,047	£402,846
Stamp duty	4.00%	£0	£0	£0		£0		£0		-£1,882	-£16,114
Agent's fees	1.25%	£0	£0	£0		£0		£0			-£5,036
Legal fees	0.50%	£0 £0	£0	£0 £0		£0 £0		£0			-£2,014
Interest rate Finance period	6.50% 18 months	£U	£0	£U	£0	£U	LU	£0	£0	-£4,323	-£37,019
Finance period	TO MONUIS										
RESIDUAL LAND VALUE		-£4,578,342	-£2,799,346	-£1,731,949	-£1,309,416	-£1,020,351	-£708,804	-£664,552	-£308,752	£40,018	£342,663
Less CUV 1		(4,637,237)	(2,858,241)	(1,790,843)	(1,368,310)	(1,079,245)	(767,699)	(723,446)	(367,647)	(18,876)	283,769
Less CUV 2		(4,841,808)	(3,062,812)	(1,995,414)	(1,572,881)	(1,283,816)		(928,017)	(572,218)	(223,447)	79,198
Less CUV 3		(5,043,818)	(3,264,822)	(2,197,425)		(1,485,826)		(1,130,027)		(425,458)	(122,813)
Net additional floorspace (sq ft)	21,000	21,000	21,000	21,000		21,000		21,000		21,000	21,000
Net additional floorspace (sq m)	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951
Maximum CIL per sqm		i									
Against CUV 1			-		-	-	-	-	-	-	145
Against CUV 2		-	-	-	•	-	-	-	-	-	41
Against CUV 3		· .	-	-	•	-	•	-	-	-	-

Commercial Development

Use class: Retail

	Common assumptions		CUV [,]	1	CUV	JV 2 CUV 3		3
Current use value								
Existing space as percentage of new	30%	9,000						
Rent per sq ft			£6 psf		£8 psf		£10 psf	
Rental income per annum			£54,000		£72,000		£90,000	
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.7938
				0.7930		0.7950		0.7950
Total revenue, capitalised (including all costs)			8.00%		8.00%		8.00%	
Refurbishment costs	£50 psf		£450,000		£450,000		£450,000	
Fees	7%		£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees				£54,337		£232,949		£411,561
Purchaser's costs	5.75%			-£3,124		-£13,395		-£23,665
Current use value				£51,212		£219,554		£387,896
CUV including Landowner premium			15%	£58,894	20.00%	£263,465	20.00%	£465,476

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£18.00	6.25%	2.00 years
Appraisal 2	£19.00	6.25%	2.00 years
Appraisal 3	£20.00	6.25%	2.00 years
Appraisal 4	£21.50	6.50%	2.00 years
Appraisal 5 (base)	£21.50	6.25%	2.00 years
Appraisal 6	£21.50	6.00%	2.00 years
Appraisal 7	£23.00	6.25%	2.00 years
Appraisal 8	£25.00	6.25%	2.00 years
Appraisal 9	£27.00	6.25%	2.00 years
Appraisal 10	£30.00	6.25%	2.00 years

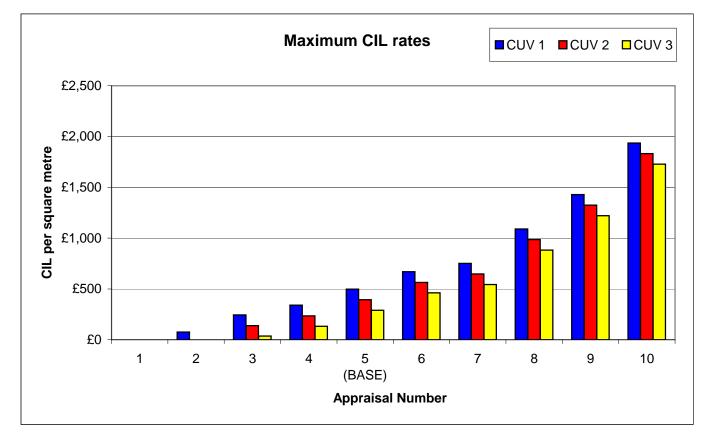
Use class:	Large retail
Location:	Rest of Borough

Existing floorspace as % of new

30%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£6.00	8.00%	3.00 years	15.00%
Current use value 2	£8.00	8.00%	3.00 years	20.00%
Current use value 3	£10.00	8.00%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-19%	£0	£0	£0
Appraisal 2	-13%	£75	£0	£0
Appraisal 3	-8%	£244	£139	£36
Appraisal 4	0%	£340	£235	£132
Appraisal 5 (base)	-	£498	£393	£290
Appraisal 6	0%	£669	£564	£461
Appraisal 7	7%	£752	£647	£544
Appraisal 8	14%	£1,090	£986	£882
Appraisal 9	20%	£1,429	£1,324	£1,221
Appraisal 10	28%	£1,937	£1,832	£1,728



Commercial Development Location: Rest of Borough

Use class:

Large retail

DEVELOPMENT VALUE	Common ass	umptions	Appraisa	al 1	Appra	aisal 2	Appra	isal 3	Appra	aisal 4	Apprais	sal 5	Appra	aisal 6	Appra	iisal 7	Appra	aisal 8	Apprais	al 9	Apprai	isal 10
Rental Income	Floor area		£ psf £	per annum	£ psf	£ per annum £	psf	£perannum £p	osf	£ per annum £	£psf £	per annum	£ psf	£ per annum £ p	psf	£ per annum	£ psf	£ per annum £	psf £	per annum £	psf	£ per annum
Rent - area 1	10,000		£18.00	£180,000	£19	£190,000	£20.00	£200,000	£21.50	£215,000	£21.50	£215,000	£21.50	£215,000	£23.00	£230,000	£25.00	£250,000	£27.00	£270,000	£30.00	£300,000
Rent - area 2	10,000		£18.00	£180,000	£19	£190,000	£20.00	£200,000	£21.50	£215,000	£21.50	£215,000	£21.50	£215,000	£23.00	£230,000	£25.00	£250,000	£27.00	£270,000	£30.00	£300,000
Rent - area 3	10,000		£18.00	£180,000	£19	£190,000	£20.00	£200,000	£21.50	£215,000	£21.50	£215,000	£21.50	£215,000	£23.00	£230,000	£25.00		£27.00	£270,000	£30.00	£300,000
Total floor area / rent		30,000		£540,000		£570,000		£600,000		£645,000		£645,000		£645,000		£690,000		£750,000		£810,000		£900,000
Rent free/voids (years)			2.0	0.8858	2.0	0.8858	2.0	0.8858	2.0		2.0	0.8858	2.0	0.8900	2.0	0.8858	2.0		2.0	0.8858	2.0	0.8858
Yield	6.25%		6.25%		6.25%		6.25%		6.50%		6.25%		6.00%		6.25%		6.25%		6.25%		6.25%	
Capitalised rent			ł	£7,653,426		£8,078,616		£8,503,806		£8,748,773		£9,141,592		£9,567,462		£9,779,377		£10,629,758	£	:11,480,138		£12,755,709
GROSS DEVELOPMENT VALUE				i																		
Purchaser's costs	5.75%			£440,072		£464,520		£488,969		£503,054		£525,642		£550,129		£562,314		£611,211		£660,108		£733,453
DEVELOPMENT COSTS			ł	£7,213,354		£7,614,096		£8,014,837		£8,245,718		£8,615,950		£9,017,333		£9,217,063		£10,018,547	£	10,820,030		£12,022,256
Development COSTS																						
								_														
Development Costs				i																		
Existing floor area	30%	9,000		i																		
Demolition costs	£5 psf			£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000
Building costs	£120 psf		ł	£4,363,680		£4,363,680		£4,363,680		£4,363,680		£4,363,680		£4,363,680		£4,363,680		£4,363,680		£4,363,680		£4,363,680
Area	82% grs to net	36,364																				
External works	10.00%			£436,368		£436,368		£436,368		£436,368		£436,368		£436,368		£436,368		£436,368		£436,368		£436,368
Professional fees	10.00%			£484,505		£484,505		£484,505		£484,505		£484,505		£484,505		£484,505		£484,505		£484,505		£484,505
Contingency	5.00%			£266,478		£266,478		£266,478		£266,478		£266,478		£266,478		£266,478		£266,478		£266,478		£266,478
CIL	1			-		0		£0		£0		£0		£0		£0		£0		£0		£0
Disposal Costs				i																- 1		
Letting Agent's fee (% of rent)	10.00%			£54,000		£57,000		£60,000		£64,500		£64,500		£64,500		£69,000		£75,000		£81,000		£90,000
Agent's fees (on capital value)	1.00%			£76,534		£80,786		£85,038		£87,488		£91,416		£95,675		£97,794		£106,298		£114,801		£127,557
Legal fees (% of capital value)	0.75%			£57,401		£60,590		£63,779		£65,616		£68,562		£71,756		£73,345		£79,723		£86,101		£95,668
Finance on construction				i				_														
Loan arrangement fee	1.00%			£55,960		£55,960		£55,960		£55,960		£55,960		£55,960		£55,960		£55,960		£55,960		£55,960
Interest rate	7.00%			- I																		
Interest on Construction Costs	18 months			£293,792		£293,792		£293,792		£293,792		£293,792		£293,792		£293,792		£293,792		£293,792		£293,792
Profit																						
Developer's profit on cost	20.00%		ł	£1,226,743		£1,228,832		£1,230,920		£1,232,677		£1,234,052		£1,235,543		£1,237,184		£1,241,361		£1,245,537		£1,251,801
				l																		
TOTAL DEVELOPMENT COSTS				£7,360,461		£7,372,990		£7,385,519		£7,396,063		£7,404,312		£7,413,256		£7,423,106		£7,448,164		£7,473,222		£7,510,809
TOTAL DEVELOPMENT COSTS			1	27,300,401		21,312,990		21,365,519		21,390,003		21,404,312		21,413,230		21,423,100		21,440,104		21,413,222	_	27,510,009
LAND VALUE				i																		
				Ĩ																		
Land surplus				-£147,107		241,106		£629,319		£849,655		£1,211,638		£1,604,077		£1,793,957		£2,570,383		£3,346,809		£4,511,447
Stamp duty	4.00%			£0		-£9,644		-£25,173		-£33,986		-£48,466		-£64,163		-£71,758		-£102,815		-£133,872		-£180,458
Agent's fees	1.25%			£0		-£3,014		-£7,866		-£10,621		-£15,145		-£20,051		-£22,424		-£32,130		-£41,835		-£56,393
Legal fees Interest rate	0.50%			£0 £0		-£1,206 -£22,156		-£3,147 -£57,830		-£4,248 -£78,078		-£6,058 -£111,342		-£8,020 -£147,405		-£8,970 -£164,853		-£12,852 -£236,202		-£16,734 -£307,551		-£22,557 -£414,574
Finance period	18 months			20		-222,100		-237,030		-210,010		-2111,042		-2147,400		-2104,000		-2200,202		-2007,001		-2414,374
RESIDUAL LAND VALUE				-£147,107		£205,086		£535,302		£722,722		£1,030,627		£1,364,438		£1,525,951		£2,186,384		£2,846,816		£3,837,465
				(200, 201)		4.40.400		470.400		000.000		074 700		1 205 511		4 407 05-		0.407.400		0 707 000		0 770 574
Less CUV 1 Less CUV 2				(206,001) (410,572)		146,192 (58,379)		476,408 271,837		663,828 459,257		971,733 767,161		1,305,544 1,100,973		1,467,057 1,262,486		2,127,490 1,922,918		2,787,922 2,583,351		3,778,571
Less CUV 2 Less CUV 3				(410,572) (612,583)		(58,379) (260,390)		69,827		459,257		767,161 565,151		898,962		1,262,486		1,922,918		2,381,341		3,574,000 3,371,990
				(312,000)		(200,000)		00,021		201,240		000,101		000,002		1,000,110		1,120,000		_,001,041		5,011,000
Net additional floorspace (sq ft)		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000
Net additional floorspace (sq m)		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951
Maximum CIL per sqm				i																		
Against CUV 1				-		75		244		340		498		669		752		1,090		1,429		1,937
Against CUV 2				-		-		139		235		393		564		647		986		1,324		1,832
Against CUV 3				-		-		36		132		290		461		544		882		1,221		1,728

Commercial Development

Use class: Large retail

	Common assumptions		CUV	1	CUV	/ 2	CUV	3
Current use value								
Existing space as percentage of new	30%	9,000						
Rent per sq ft			£6 psf		£8 psf		£10 psf	
Rental income per annum			£54,000		£72,000		£90,000	
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)			8.00%	0.7000	8.00%	0.1000	8.00%	0.1000
			0.0076		0.00 /8		0.00 /8	
Refurbishment costs	£50 psf		£450,000		£450,000		£450,000	
Fees	7%		£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees				£54,337		£232,949		£411,561
Purchaser's costs	5.75%			-£3,124		-£13,395		-£23,665
Current use value				£51,212		£219,554		£387,896
CUV including Landowner premium			15%	£58,894	20.00%	£263,465	20.00%	£465,476

Commercial Development

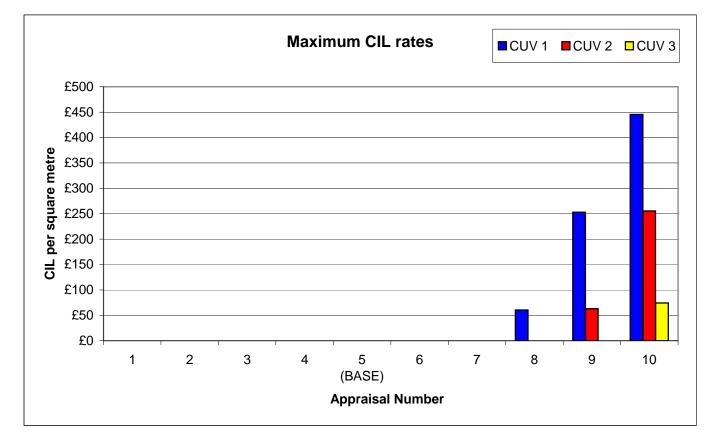
	£s per sqft	Yield	Rent free
Appraisal 1	£7.00	7.50%	2.00 years
Appraisal 2	£8.00	7.50%	2.00 years
Appraisal 3	£9.00	7.50%	2.00 years
Appraisal 4	£10.00	7.75%	2.00 years
Appraisal 5 (base)	£10.00	7.50%	2.00 years
Appraisal 6	£10.00	7.25%	2.00 years
Appraisal 7	£11.00	7.50%	2.00 years
Appraisal 8	£12.00	7.50%	2.00 years
Appraisal 9	£13.00	7.50%	2.00 years
Appraisal 10	£14.00	7.50%	2.00 years

Use class:	INDUSTRIAL
Location:	Whole Borough

Existing floorspace as % of new 50%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£5.00	8.00%	3.00 years	15.00%
Current use value 2	£6.50	8.00%	3.00 years	20.00%
Current use value 3	£8.00	8.00%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-43%	£0	£0	£0
Appraisal 2	-25%	£0	£0	£0
Appraisal 3	-11%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	9%	£0	£0	£0
Appraisal 8	17%	£61	£0	£0
Appraisal 9	23%	£253	£63	£0
Appraisal 10	29%	£446	£256	£74



Commercial Development Location: Whole Borough

Use class:

INDUSTRIAL

DEVELOPMENT VALUE	Common as	ssumptions	Appraisal 1	Арр	raisal 2	Appraisal 3	Apprais	sal 4	Appraisal 5	5	Appra	isal 6	Appra	iisal 7	Appra	aisal 8	Apprais	al 9	Apprai	sal 10
Rental Income	Floor area		£ psf £ per annu	n £psf	£ per annum	£ psf £ per annum	f psf f	per annum	£psf £per	rannum £	Epsf	£ per annum £	nsf -	£ per annum	£nsf	£ per annum £	`psf f	per annum £	nsf	£ per annum
Rent - area 1	10,000		£7.00 £70,00		£80,000	£9.00 £90,000		£100,000		2100,000	£10.00	£100,000	£11.00	£110,000			£13.00	£130,000	£14.00	£140,000
			,													,	£13.00			
Rent - area 2	10,000				£80,000	,		£100,000		2100,000	£10.00	£100,000	£11.00	£110,000		,		£130,000	£14.00	£140,000
Rent - area 3	10,000		£7.00 £70,00		£80,000	£9.00 £90,000		£100,000		2100,000	£10.00	£100,000	£11.00	£110,000		,	£13.00	£130,000	£14.00	£140,000
Total floor area / rent		30,000	£210,00	0	£240,000	£270,000		£300,000	£	300,000		£300,000		£330,000		£360,000		£390,000		£420,000
Rent free/voids (years)			2.0 0.865	3 2.0	0.8653	2.0 0.8653	2.0	0.8613	2.0	0.8653	2.0	0.8694	2.0	0.8653	2.0	0.8653	2.0	0.8653	2.0	0.8653
Yield	7.50%		7.50%	7.50%	Ď	7.50%	7.75%		7.50%	- I	7.25%		7.50%		7.50%		7.50%		7.50%	
Capitalised rent			£2,422,93	1	£2,769,064	£3,115,197		£3,334,149	£3,	,461,330		£3,597,399		£3,807,463		£4,153,597		£4,499,730		£4,845,863
GROSS DEVELOPMENT VALUE																				
Purchaser's costs	5.75%		£139,31		£159,221	£179,124		£191,714		199,027		£206,850		£218,929		£238,832		£258,734		£278,637
DEVELOPMENT COSTS			£2,283,61	3	£2,609,843	£2,936,074		£3,142,435	£3,	,262,304		£3,390,549		£3,588,534		£3,914,765		£4,240,995		£4,567,226
DEVELOI MENT COSTS																				
Development Costs																				
Existing floor area	50%	15,000																		
Demolition costs	£5 psf		£75,00	0	£75,000	£75,000		£75,000		£75,000		£75,000		£75,000		£75,000		£75,000		£75,000
Building costs	£60 psf		£2,000,00	0	£2,000,000	£2,000,000		£2,000,000	£2,	,000,000		£2,000,000		£2,000,000		£2,000,000		£2,000,000		£2,000,000
Area	90% grs to net	33,333									1									
External works	10.00%	00,000	£200,00	0	£200,000	£200,000		£200,000	f	200.000		£200,000		£200,000		£200,000		£200,000		£200,000
Professional fees	10.00%		£220,00		£227,500	£220,000		£227,500		2200,000		£227,500		£227,500		£2200,000		£2200,000		£227,500
Contingency	5.00%		£125,12	.5	£125,125	£125,125		£125,125	Ĺ	125,125		£125,125		£125,125		£125,125		£125,125		£125,125
CIL	1			-	0	£0		£0		£0		£0		£0		£0		£0		£0
Disposal Costs																				
	40.000/		004.00		004.000	007.000		000.000		000.000		000.000		000.000		000 000		000.000		0.40,000
Letting Agent's fee (% of rent)	10.00%		£21,00		£24,000	£27,000		£30,000		£30,000		£30,000		£33,000		£36,000		£39,000		£42,000
Agent's fees (on capital value)	1.00%		£24,22		£27,691	£31,152		£33,341		£34,613		£35,974		£38,075		£41,536		£44,997		£48,459
Legal fees (% of capital value)	0.75%		£18,17	2	£20,768	£23,364	·	£25,006		£25,960		£26,980		£28,556		£31,152		£33,748		£36,344
Finance on construction							_													
	4.000/				000.070			000.070		000 070		000.070		000 070		000 070		000.070		000 070
Loan arrangement fee	1.00%		£26,27	6	£26,276	£26,276		£26,276		£26,276		£26,276		£26,276		£26,276		£26,276		£26,276
Interest rate	7.00%																			
Interest on Construction Costs	18 months		£137,95	0	£137,950	£137,950		£137,950	£	137,950		£137,950		£137,950		£137,950		£137,950		£137,950
Profit					_		_													
	20.00%		£571,05	1	£572,862	£574 674		£576,040	c	576,485		£576,961		£578,296		£580,108		6591 010		£583,731
Developer's profit on cost	20.00%		1571,05		1072,802	£574,674		£576,040	£	.576,485		£376,961		10/8,290		£580,108		£581,919		2083,731
										- i										
TOTAL DEVELOPMENT COSTS			£3,426,30	3	£3,437,172	£3,448,041		£3,456,239	£3,	,458,910		£3,461,767		£3,469,779		£3,480,647		£3,491,516		£3,502,385
										i										
LAND VALUE										- i										
										- i										
Land surplus			-£1,142,69	1	(827,329)	-£511,967		-£313,804	-£	196,606		-£71,218		£118,756		£434,117		£749,479		£1,064,841
Stamp duty	4.00%			0	£0	£0		£0		£0		£0		-£4,750		-£17,365		-£29,979		-£42,594
Agent's fees	1.25%			:0	£0	£0		£0		£0		£0		-£1,484		-£5,426		-£9,368		-£13,311
Legal fees	0.50%			:0	£0	£0		£0		£0		£0		-£594		-£2,171		-£3,747		-£5,324
Interest rate	6.50%			:0	£0	£0		£0		£0		£0		-£10,913		-£39,893		-£68,872		-£97,852
Finance period	18 months		-		20	20		20		20		20		210,010		200,000		200,072		201,002
										i i								- i		
RESIDUAL LAND VALUE			-£1,142,69	1	-£827,329	-£511,967		-£313,804	-£	196,606		-£71,218		£101,014		£369,263		£637,511		£905,760
			(4 407 44))	(1 112 000)	(700 704)		(609 667)	1.4	194 250)		(255 070)		(100 700)		04 540		252 750		621.007
Less CUV 1			(1,427,444		(1,112,082)	(796,721)		(598,557)		81,359)		(355,972)		(183,739)		84,510		352,758		621,007
Less CUV 2			(1,692,337		(1,376,976)	(1,061,614)		(863,450)		46,253)		(620,865)		(448,632)		(180,384)		87,865		356,113
Less CUV 3			(1,944,851)	(1,629,489)	(1,314,127)		(1,115,964)	(9	98,766)		(873,378)		(701,146)		(432,897)		(164,648)		103,600
		(4				15				47.001				
Net additional floorspace (sq ft)		15,000	15,00		15,000	15,000		15,000		15,000		15,000		15,000		15,000		15,000		15,000
Net additional floorspace (sq m)		1,394	1,39	4	1,394	1,394		1,394		1,394		1,394		1,394		1,394		1,394		1,394
Maximum CIL per sqm																				
Against CUV 1				-	-	-		-		- 1		-		-		61		253		446
Against CUV 2				-	-	-		-		- 1		-		-		-		63		256
Against CUV 3				-	-	-		-		- 1		-		-		-		-		74

Commercial Development

Use class: INDUSTRIAL

	Common as	sumptions	CUV	1	CUV	/ 2	CUV	3
Current use value								
Existing space as percentage of new	50%	15,000						
Rent per sq ft			£5 psf		£7 psf		£8 psf	
Rental income per annum			£75,000		£97,500		£120,000	
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)			8.00%		8.00%		8.00%	
Refurbishment costs	£30 psf		£450,000		£450,000		£450,000	
Fees	7%		£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees				£262,718		£485,983		£709,248
Purchaser's costs	5.75%			-£15,106		-£27,944		-£40,782
Current use value				£247,611		£458,039		£668,467
CUV including Landowner premium			15%	£284,753	20.00%	£549,647	20.00%	£802,160

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£22.00	5.75%	
Appraisal 2	£24.00	5.75%	
Appraisal 3	£26.00	5.75%	
Appraisal 4	£28.60	6.00%	
Appraisal 5 (base)	£28.60	5.75%	
Appraisal 6	£28.60	5.50%	
Appraisal 7	£30.00	5.75%	
Appraisal 8	£32.00	5.75%	
Appraisal 9	£34.00	5.75%	
Appraisal 10	£36.00	5.75%	

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£10.00	7.00%	3.00 years	20.00%
Current use value 2	£15.00	7.00%	3.00 years	20.00%
Current use value 3	£20.00	6.75%	3.00 years	20.00%

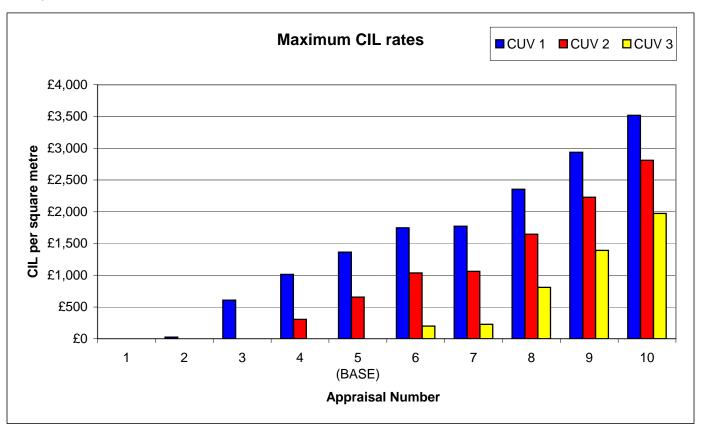
Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-30%	£0	£0	£0
Appraisal 2	-19%	£24	£0	£0
Appraisal 3	-10%	£607	£0	£0
Appraisal 4	0%	£1,014	£305	£0
Appraisal 5 (base)	-	£1,364	£654	£0
Appraisal 6	0%	£1,746	£1,036	£200
Appraisal 7	5%	£1,772	£1,062	£226
Appraisal 8	11%	£2,354	£1,645	£809
Appraisal 9	16%	£2,937	£2,227	£1,391
Appraisal 10	21%	£3,520	£2,810	£1,974

Use class:	HOTEL - Budget
Location:	Tower Hamlets

Existing floorspace as % of new
50%

Capital values for hotel rooms	£11,000,000 Ne
Number of Rooms	131
Value per room	£83,969
Assume 200 sq ft net area per room	£419.85
Goal seek Capital Value PSF	£469



New Providence Wharf (Hotel And Ontario To

Use class: HOTEL - Budget **Commercial Development** Tower Hamlets Location:

DEVELOPMENT VALUE	Common ass	sumptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisa	al 4	Appraisal	5	Appraisal 6	Арр	aisal 7	Appra	aisal 8	Appraisa	al 9	Appra	isal 10
Rental Income	Rooms		£ psf £ per annum	£ psf £ per annur	n £psf £per annum	fpsf fp	per annum £	Fosf Foe	r annum £ pst	f £ per ann	im £ psf	£ per annum	£psf	£ per annum	Fosf Fr	er annum £	nsf	£ per annum
Rent - area 1	30,000		£22.00 £660,000				£858,000		£858,000	£28.60 £858,			£32.00		- 1	21,020,000	£36.00	
Rent - area 2	30,000		£22.00 £000,000		0 £26.00 £700,000		£0	£28.60	£0	£28.60	£0 £30.00				£34.00	£0	£36.00	£0
Rent - area 3			£22.00 £0				£0	£28.60	£0	£28.60	£0 £30.00				£34.00	£0	£36.00	£0
Total floor area / rent		30,000	£660,000				£858,000		£858,000	£858,		£900,000		£960,000		20	200.00	£1,080,000
		30,000	2000,000	2720,00	2700,000		2000,000	2	2000,000	2000,		2000,000		2300,000	2	.1,020,000		21,000,000
Rent free/voids (years)			- 1.0000	- 1.000	0 - 1.0000		1.0000		1.0000	- 1.00	-	1.0000	-	1.0000		1.0000	-	1.0000
Yield	5.75%		5.75%	5.75%	5.75%	6.00%	1.0000	5.75%	1.0000	5.50%	5.75%		5.75%		5.75%	1.0000	5.75%	1.0000
Capitalised rent	5.7570		£11,478,261	£12,521,73			14,300,000		,921,739	£15,600,		, £15,652,174		£16,695,652		17,739,130		£18,782,609
Capitalised Terre			211,470,201	212,021,73	213,303,217	21	14,300,000	214	,921,739	213,000,		213,032,174		210,035,052	21	17,735,150		210,702,003
GROSS DEVELOPMENT VALUE																		
Purchaser's costs	5.75%		£660,000	£720,00	0 £780.000		£822,250	c	£858,000	£897,	000	£900,000		£960,000	c	1,020,000		£1,080,000
	0.1070		£10,818,261	£11,801,7			13,477,750		,063,739	£14,703,		£14,752,174		£15,735,652		16,719,130		£17,702,609
DEVELOPMENT COSTS			210,010,201	211,001,10	212,100,211	~.	10,411,100	2.14	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	214,100,		214,102,114		210,100,002				211,102,000
DEVELOI MENT COSTS																		
													-					
Development Costs																		
Existing floor area	50%	15,000											-					
Demolition costs	£5 psf	13,000	£75,000	£75,0	0 £75,000		£75,000		£75,000	£75,	000	£75,000	-	£75,000		£75,000		£75,000
Building costs	£155 psf		£6,200,000				£6,200,000		5,200,000	£6,200,		£6,200,000		£6,200,000	c	273,000		£6,200,000
Area	75% grs to net	40,000	10,200,000	20,200,00	£0,200,000	L	20,200,000	20	,200,000	10,200,	000	20,200,000		20,200,000	1	.0,200,000		20,200,000
External works	10.00%	40,000	£620,000	£620,0	0 £620,000		£620,000	c	£620,000	£620,	000	£620,000		£620,000		£620,000		£620,000
Professional fees	10.00%		£689,500		,		£689,500		£689,500	£689,		£689,500		£689,500		£689,500		£689,500
			£379,225									£869,500 £379,225				£379,225		
Contingency CIL	5.00%		1379,223	£379,22			£379,225 £0	Z	£379,225	£379,:		£379,225 £0		£379,225				£379,225
GIL			-		0 £0		£U		£0		£0	£U		£0		£0		£0
Disposal Costs																		
Letting Agent's fee (% of rent)	10.00%		£66,000	£72,0	0 £78,000		£85,800		£85,800	£85,	300	£90,000		£96,000		£102,000		£108,000
Agent's fees (on capital value)	1.00%		£114,783	£125,2	7 £135,652		£143,000	£	£149,217	£156,	000	£156,522		£166,957		£177,391		£187,826
Legal fees (% of capital value)	0.75%		£86,087	£93,9	3 £101,739		£107,250	£	£111,913	£117,	000	£117,391		£125,217		£133,043		£140,870
Finance on construction																		
Loan arrangement fee	1.00%		£79,637	£79,63	£79,637		£79,637		£79,637	£79,	637	£79,637		£79,637		£79,637		£79,637
Interest rate	7.00%																	
Interest on Construction Costs	18 months		£418,096	£418,0	£418,096		£418,096	£	£418,096	£418,	096	£418,096		£418,096		£418,096		£418,096
<u>Profit</u>																		
Developer's profit on cost	20.00%		£1,745,665	£1,750,5	8 £1,755,370	£	21,759,502	£1	,761,678	£1,764,	052	£1,765,074		£1,769,926	£	1,774,779		£1,779,631
TOTAL DEVELOPMENT COOTO			040 470 000	C40 500 4			0 557 000		570.000	040 504	200	040 500 445		040 040 550		0.040.074		040 077 704
TOTAL DEVELOPMENT COSTS			£10,473,993	£10,503,10	6 £10,532,219	±1	10,557,009	£10	,570,066	£10,584,	309	£10,590,445		£10,619,558	£1	0,648,671		£10,677,784
LAND VALUE																		
Land surplus			£344,268				2,920,741		3,493,673	£4,118,		£4,161,729		£5,116,094		6,070,459		£7,024,825
Stamp duty	4.00%		-£13,771				-£116,830		£139,747	-£164,		-£166,469		-£204,644		-£242,818		-£280,993
Agent's fees	1.25%		-£4,303				-£36,509		-£43,671	-£51,-		-£52,022		-£63,951		-£75,881		-£87,810
Legal fees	0.50%		-£1,721				-£14,604		-£17,468	-£20,		-£20,809		-£25,580		-£30,352		-£35,124
Interest rate	6.50%		-£31,636	-£119,33	-£207,036		-£268,398	-2	£321,047	-£378,-	182	-£382,437		-£470,137		-£557,837		-£645,537
Finance period	18 months																	
RESIDUAL LAND VALUE			£292,837	£1,104,62	6 £1,916,415	£	2,484,400	£2	2,971,740	£3,503,	384	£3,539,993		£4,351,782	£	5,163,571		£5,975,360
Less CUV 1			(777,892)	33,89	7 845,686	1	1,413,672	1,	,901,012	2,432,6		2,469,264		3,281,053		4,092,842		4,904,631
Less CUV 2			(1,767,070)	(955,281			424,493		911,833	1,443,4		1,480,086		2,291,875		3,103,664		3,915,453
Less CUV 3			(2,931,689)	(2,119,900) (1,308,111)		(740,126)	(2	252,786)	278,8	58	315,467		1,127,256		1,939,045		2,750,834
Net additional floorspace (sq ft)		15,000	15,000				15,000		15,000	15,		15,000		15,000		15,000		15,000
Net additional floorspace (sq m)		1,394	1,394	1,39	4 1,394		1,394		1,394	1,3	94	1,394		1,394		1,394		1,394
Movimum CII, nor																		
Maximum CIL per sqm					4 007		4 0 4 4		1 201		40	4 770		0.05.1		0.007		0.500
Against CUV 1			-	2	4 607		1,014		1,364	1,7		1,772		2,354		2,937		3,520
Against CUV 2			-				305		654	1,0		1,062		1,645		2,227		2,810
Against CUV 3			-				-		-	2	00	226		809		1,391		1,974

Commercial Development

Use class: HOTEL - Budget

	Common as	sumptions	CU	√ 1	CU	V 2	CU	/ 3
Current use value								
Existing space as percentage of new	50%	15,000						
Rent per sq ft			£10 psf		£15 psf		£20 psf	
Rental income per annum			£150,000		£225,000		£300,000	
Rent free/voids (years)			3.0	0.8163	3.0	0.8163	3.0	0.8220
Total revenue, capitalised (including all costs)			7.00%		7.00%		6.75%	
Refurbishment costs	£50 psf		£750,000		£750,000		£750,000	
Fees	7%		£52,500		£52,500		£52,500	
Capitalised rent, net of refurb and fees				£946,710		£1,821,315		£2,851,040
Purchaser's costs	5.75%			-£54,436		-£104,726		-£163,935
Current use value				£892,274		£1,716,589		£2,687,105
CUV including Landowner premium			20%	£1,070,729	20.00%	£2,059,907	20.00%	£3,224,526

Commercial Development			Use class:	STUDENT HSG
	T			
DEVELOPMENT VALUE	Term rent		£200 per week	
	Vacation rent		£225 per week	
Rental Income				1
Annual rent per unit - term time (95% occupancy)	42 weeks	98% occupancy	98,000	4,116,000
Annual rent per unit - summer (50% occupancy)	10 weeks	50% occupancy	56,250	562,500
Operating costs	500 u	inits	£2100 per unit	(1,050,000)
Net annual rents				3,628,500
Total revenue, capitalised (including all costs)			6.25%	58,056,000
GROSS DEVELOPMENT VALUE				58,056,000

DEVELOPMENT COSTS

Development Costs				
Demolition costs	£5 psf	49,875 sqt		249,37
Building costs	£180.00 psf	-, [-		25,650,00
Area per unit (incl common areas)	285 sqft pu	142,500		
External works			10.00%	2,565,00
Professional fees			10.00%	2,846,43
Disposal Costs				
Letting Agent's fee (% of rent)			0.00%	
Agent's fees (on capital value)			1.00%	580,56
Legal fees (% of capital value)			0.75%	435,42
Interest on Finance				
Total development duration	24 r	nonths		
Loan arrangement fee			1.00%	313,10
Interest on Construction Costs	24 r	nonths	6.50%	2,035,20
Profit				
Developer's profit on total revenue			20.00%	11,611,20
TOTAL DEVELOPMENT COSTS				46,286,30

LAND VALUE			
Land surplus			11,769,697
Stamp duty		4.00%	(470,788)
Agent's fees		1.25%	(147,121)
Legal fees		0.50%	(58,848)
Interest on land finance	24 months	6.50%	(1,442,082)
RESIDUAL LAND VALUE			9,650,857

	Existing use value Existing space as % of new Rent per sq ft Rental income per annum	35%	49,875 £12.00 psf 598,500		
	Rent free/voids (years) Total revenue, capitalised (including all costs)		3.0	0.7938 8.00%	5,938,857
	Refurbishment costs Fees		£50 psf 7%	2,493,750 174,563	
	Purchaser's costs		5.75%		188,056
_	Existing use value				3,082,489
	EUV including Landowner premium		20%		3,698,986
	Residual Land Value less EUV plus premium				5,951,871
	Per sqm (net additional floorspace)				692