

# Viability Assessment of Biodiversity Net Gain in Kent

## FINAL REPORT

Kent County Council

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**Date: 31/05/2022**

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Final version

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# Executive Summary

1. SQW and Temple Group have been engaged by Kent County Council (the Council/KCC) to undertake a viability assessment of biodiversity net gain (BNG) across Kent. The commission will primarily focus on assessing the high-level viability of a range of development typologies at 10%, 15% and 20% BNG targets both on and offsite based on a series of evidence based inputs. The output of the assessment will allow the county's planning authorities to understand whether targeting a higher BNG than the statutory minimum of 10% is potentially viable in Kent.<sup>1</sup>
2. **It is important to note that this report is purposefully strategic in nature. The purpose of this report is to provide an initial viability assessment to inform local planning authorities in Kent who may be considering a higher BNG target. This report does not constitute or replace any individual Local Planning Authorities (LPA) Local Plan evidence bases, nor remove the need for BNG to be tested at the local level.**

## Objectives of the commission

3. The following are the key objectives set out in the brief:
  - Provide an independent assessment of the potential effect of a 15% or 20% BNG target on the viability of residential-led development in Kent. The purpose of this assessment will be to determine if an uplift from the mandatory 10% BNG will materially affect delivery of development in the county from a viability perspective.
  - The assessment will be used to demonstrate whether or not a 15% or 20% BNG target in Kent is feasible; and/or to inform how an enhanced target could be defined if the uplift is only viable in certain scenarios (and define what those scenarios might be).
  - The assessment will present a per dwelling and per square metre (sqm) cost of delivering 15% and 20% BNG across a range of site typologies. Though costs have been included to get to 10% BNG we have not tested the viability of this specifically as it is mandatory under legislation. In addition to the assessment, the project will devise a replicable approach, so that should an LPA within Kent wish to undertake an assessment specific to their area they can do so on a consistent basis.
  - Wider objectives are to support the ecological case, understand the wider benefits from BNG (through ecosystems services), and explore the questions of on-site provision and off-site provision.
  - To achieve these objectives, SQW and Temple have ensured that the viability assessments follows the viability standards set out in the revised National Planning Policy Framework (NPPF), Planning Practice Guidance (PPG), RICS Financial viability in planning: conduct

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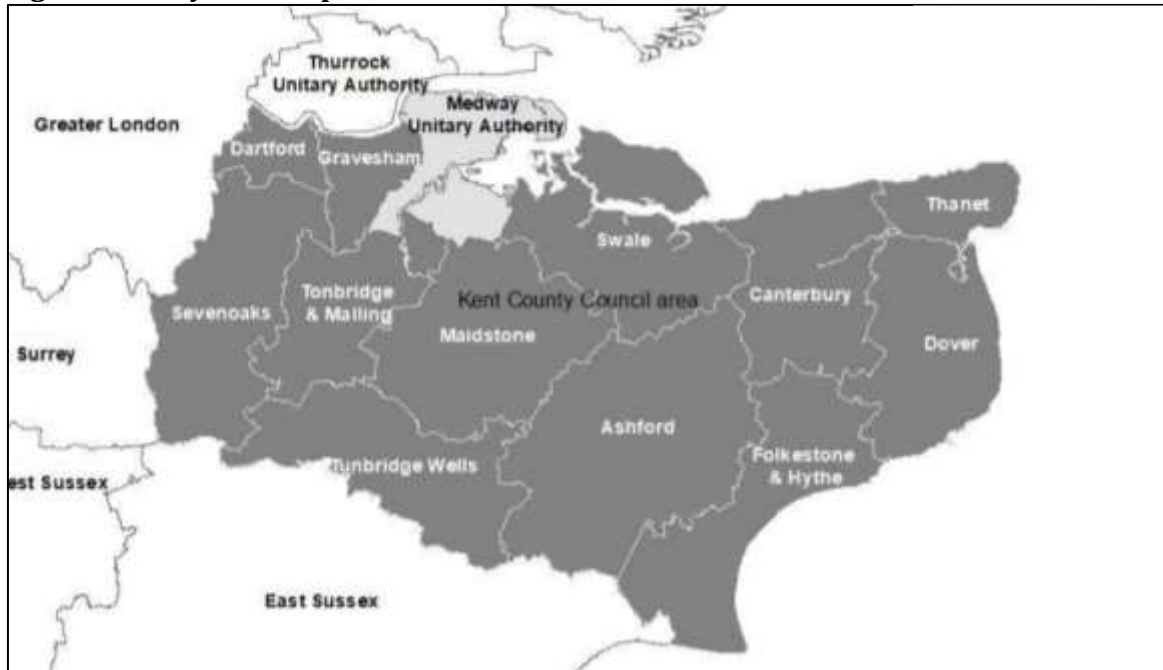
<sup>1</sup> Legislation included in Environment Act 2021

and report (May 2019), and Assessing viability in planning under the National Planning Policy Framework 2019 for England (June 2021), as closely as possible.

## Study area

4. The study covers the whole of Kent including Medway Unitary Authority, see Figure 1

**Figure 1: study area map**



Source: KCC, 2021

## Results and conclusions

5. Table 1 shows the additional BNG costs for each of the typologies. It assumes 10% BNG onsite as a baseline and then the additional £ per dwelling required to get to 15% and 20% BNG on and offsite respectively. For comparison we have included the additional land costs in the £ per dwelling figure - in our modelling these have been split out in the cashflow. Additional onsite provision is less expensive than additional offsite provision in all scenarios apart from the 100 unit and 25 unit greenfield scenarios where additional land is required to provide solutions. The 500 unit scenario is unique in that it does require new land but because the amount required is small, onsite provision is still less expensive than offsite.
6. Overall, the cost of BNG is small when compared to other policy contributions, for context on average in our testing the cost to a developer to provide one affordable dwelling costs £101,385.

**Table 1: comparison of BNG costs £ per dwelling**

Typology	15% onsite per dwelling	20% onsite per dwelling	15% offsite per dwelling	20% offsite per dwelling
5,000 unit greenfield - houses	+£55.79	+£92.29	+£631.85	+£778.69
500 unit greenfield - houses	+£85.56 <i>Additional land</i>	+£216.31 <i>Additional land</i>	+£1,062.85	+£1,167.95
100 unit greenfield - houses	+£943.00 <i>Additional land</i>	+£1,071.57 <i>Additional land</i>	+£394.70	+£458.54
25 unit greenfield - houses	+£5,549.96 <i>Additional land</i>	+£5,913.31 <i>Additional land</i>	+£874.76	+£1,077.59
500 unit brownfield - houses	+£12.00	+£27.00	+£100.37	+£124.22
100 unit brownfield – houses flats	+£4.50	+£9.00	+£10.17	+£13.59
25 unit brownfield - flats	+£0.00	+£42.00	+£506.30	+£508.58

Source: SQW &amp; Temple 2022

### Residential onsite testing results

7. At 15% onsite BNG values of between £3,444 - £4,198 psm (£320 - £390 psf) are required to render development viable on greenfield typologies; and on brownfield £3,552 – over £5,382 psm (£330- over £500 psf); the top of the range consists of 100% flatted development.
8. At 20% onsite BNG values of between £3,444 - £4,198 psm (£320 - £390 psf) are required to render development viable on greenfield typologies; and on brownfield £3,552 – over £5,382 psm (£330- over £500 psf); the top of the range consists of 100% flatted development.

### Residential offsite resting results

9. Costs for the provision of BNG offsite are generally more expensive than onsite where no additional land is required to be purchased onsite. The only typology where this is not the case is the 500 unit greenfield typology where the amount of additional land required is small so the onsite provision is still more cost effective than onsite.
10. For 15% offsite BNG on greenfield sites values of between £3,444 - £4,198 psm (£320 - £390 psf) are required to render development viable on greenfield typologies; and on brownfield £3,552 – over £5,382 psm (£330 - over £500 psf); the top of the range consists of 100% flatted development.
11. For 20% offsite BNG on greenfield sites values of between £3,444 - £4,198 psm (£320 - £390 psf) are required to render development viable on greenfield typologies; and on brownfield £3,552 – over £5,382 psm (£330- over £500 psf); the top of the range consists of 100% flatted development.

## Commercial results

12. We tested three commercial scenarios as part of our modelling. Using the baseline inputs we found industrial development to be viable in some cases and marginally unviable in others. For smaller industrial typology depending on the build cost development becomes viable when rents are between £11 - £13 psf (at the baseline yield) or if yields are between 5.25 – 6.5% (at the baseline rent). For the larger industrial typology depending on the build cost development becomes viable when rents are between £7.50 - £9.50 psf (at the baseline yield) or if yields are between 4.75 – 6.00% (at the baseline rent).
13. Office development is unviable in our baseline scenario. Sensitivity testing shows that there would have to be substantial decreases to build costs and increases to capital values (most importantly yield compression) to render development viable.

## Conclusions

14. The key headline findings are as follows:
  - A shift from 10% to 15% or 20% BNG will not materially affect viability in the majority of instances when delivered onsite or offsite.
  - The biggest cost in most cases is to get to mandatory, minimum 10% BNG. The increase to 15% or 20% BNG in most cases costs much less and is generally negligible.
  - Because the BNG costs are low when compared to other policy costs, in no cases are they likely to be what renders development unviable.
  - Developers are already having issues delivering BNG on some of their sites, this demonstrates the importance of considering BNG from the outset during masterplanning stages. Developers should ensure that they can efficiently provide it onsite if this is what they plan to do.
  - Local Authorities who wish to pursue BNG in excess of 10% should expect push back on the policy – and the need for a local viability assessment to support it. However, this study shows an assessment is likely to demonstrate viability will not be negatively impacted (to a material extent) for BNG increases of up to 20%. Because costs are small BNG is unlikely to impact the viability threshold significantly.
  - The above conclusion reflects the viability position where BNG requirements have been considered and factored in throughout the land acquisition and planning application process. In the short term, BNG policy changes may cause greater levels of disruption and viability impact where the cost and land take requirements of increased levels of BNG provision have not been factored into existing proposals.
  - If onsite provision is how the majority of BNG is delivered on sites, this could have implications on land take. Three of the typologies tested required additional land all were greenfield and were the 500, 100 and 25 unit scenarios. In reality increasing land take

may result in the lowering of average housing densities, so more land may be required to deliver housing. However the majority of this burden relates to the mandatory 10% BNG and the increase to get to 15% and 20% BNG are comparably small, this therefore should not be seen as a reason for not going beyond the 10% but is a consideration for LPAs.

- In certain situations where the starting biodiversity baseline is low i.e. on cleared brownfield sites it might prove easy for developers to provide considerably larger increases over 20%. LPAs may wish to consider this when developing new policy and could, for example, consider a minimum threshold for BNG applied in absolute terms in addition to a percentage increase. This may allow them to capture even more BNG where appropriate.

# 1. Introduction

- 15.** SQW and Temple Group have been engaged by Kent County Council (the Council/KCC) to undertake a viability assessment of biodiversity net gain (BNG) across Kent. The commission will primarily focus on assessing the high-level viability of a range of development typologies at 10%, 15% and 20% BNG targets both on and offsite based on a series of evidence based inputs. The output of the assessment will allow the county's planning authorities to understand whether targeting a higher BNG than the statutory minimum of 10% is potentially viable in Kent.<sup>2</sup>
- 16.** **It is important to note that this report is purposefully strategic in nature. The purpose of this report is to provide an initial viability assessment to inform local planning authorities in Kent who may be considering a higher BNG target. This report does not constitute or replace any individual Local Planning Authorities (LPA) Local Plan evidence bases, nor remove the need for BNG to be tested at the local level.**

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<sup>2</sup> Legislation included in Environment Act 2021



and report (May 2019), and Assessing viability in planning under the National Planning Policy Framework 2019 for England (June 2021), as closely as possible.

- 1.1** To achieve these objectives, SQW and Temple have ensured that the viability assessments follows the viability standards set out in the revised National Planning Policy Framework (NPPF), Planning Practice Guidance (PPG), RICS Financial viability in planning: conduct and report (May 2019), and Assessing viability in planning under the National Planning Policy Framework 2019 for England (June 2021), as closely as possible.

## **Why Kent are considering the viability of a 20% BNG target?**

- 1.2** The Kent Nature Partnership is promoting that a county-wide target of 20% BNG be adopted within Kent and Medway. This is in response to the following drivers:
- Kent has a rich and varied biodiversity resource, with globally rare habitats and over 3,400 rare and threatened species, some of which are only found in Kent within the UK.
  - The county's natural capital is integral to Kent's social and economic prosperity.
  - Kent has some unique land pressures owing to its proximity to London and as a gateway to Europe, through road, rail, sea and air links.
  - There are significant and unprecedented levels of growth in the county (estimated in 2020 at 196,833 additional homes and 378,600 additional people by 2031) and infrastructure is required to support this.<sup>3</sup>
  - Kent had the largest net rise in urban land cover in terms of geographical area between 1990 and 2015 (CEH, 2020) when compared to other English Counties.<sup>4</sup>
  - This continuous growth in development and urbanisation means Kent now has a highly fragmented landscape with small pockets of habitat supporting rare and vulnerable species.
  - There have been major losses of wildlife in Kent in the last century with 30 species of wild plant, eight species of butterfly, one amphibian, one reptile, 10 bird species, and two species of bat all becoming extinct in the county. In addition, there have also been population declines in many species including butterflies and moths, birds and wildflowers of farmland, wetland plants, adders and common toads.
  - Climate emergencies have been declared by many of the county's planning authorities.
- 1.3** With these exceptional pressures for the county, it is considered by the Kent Nature Partnership that a 20% BNG target is a proportionate response and one that would illustrate

<sup>3</sup> Kent & Medway Growth and Infrastructure Framework

<sup>4</sup> 2020, Centre from Ecology & Hydrology

the county's commitment to tackling the ecological crisis that faces Kent. Furthermore, the scale of previous biodiversity losses requires aspirational levels of gain to make up for them.

**1.4** Assessments by both Defra and Natural England have shown that a BNG requirement of up to 20% was not expected to have a significant effect on the financial viability of housing developments. The studies, based on national figures, concluded that:

- With careful design and early consideration, on site BNG can be delivered at no or little cost.
- When delivered on site, BNG is usually cost-neutral.
- If biodiversity net gain costs are significant, it is the landowner that will bear them rather than the developer.
- House prices and developer profits appear inelastic with respect to extra costs, with land prices absorbing the change.
- An increase in the biodiversity net gain requirement does not need to impact the number of dwellings, as some of net gain can be delivered off-site.
- Biodiversity net gain is not expected to reduce the number of affordable housing units.
- It is unlikely to lead to a significant increase on existing average developer contributions.
- The level of net gain requirement makes relatively modest difference to the costs of mitigating and compensating for impacts when assessed against the more significant costs of achieving no net loss and wider development policy objectives and biodiversity requirements.
- The additional investment required to move from 10% net gain to 20% does not mean twice the expense.

**1.5** In October 2020, the case for a 20% BNG target in Kent was discussed with the county's planners. Whilst there was recognition of the need for an enhanced target from an ecological perspective, there was a general consensus that a more local assessment of the impact of this on the viability of Kent's development was required before it could be discussed further.

## Transition to BNG

**1.6** Some developers have expressed concerns over the deliverability of the minimum 10% BNG requirement. This being said the development industry has known about the introduction of BNG for several years, and especially in the cases of large long term strategic sites, should now be taking it into account in their calculations. An increase above 10% however has not been proposed on a national basis and is a reasonably recent proposal in Kent. It is important to bear in mind that by changing to a +15 or +20% policy requirement it might take a period of time until such policy becomes firmly established and is factored into land take assumptions when Local Plans are prepared, options negotiated and planning permissions granted.

- 1.7** Feedback from developers, generally and through this study, has been that in some cases 10% is difficult and increasing above this threshold may be challenging. The reasons noted above may lead to push back from the development industry even though, in viability terms, BNG may not have a significant impact.

## Wider environmental value

- 1.8** A central part of the Government's 25 Year Environment Plan is to achieve 'Environmental Net Gain'. This is underpinned by a natural capital and ecosystem services approach and although not yet determined, it is likely to involve consideration of a wider set of net gain sustainability metrics.
- 1.9** The Kent Nature Partnership<sup>5</sup> states that "Accounting for natural capital is important as many of the most valuable services it provides are intangible so they're often overlooked; natural capital accounts provide one way of representing the environment in decision making."
- 1.10** The value provided can now be monetised and quantified through various tools for aspects such as:
- Sustainable Drainage Systems (SuDS) that reduces risk of damage to property
  - Mental and physical health benefits from access to nature and open space
  - Climate change resilience, such as droughts, heatwaves, and storms
  - Improved landscape quality and heritage enhancement
  - Air quality, land quality and water quality enhancements
- 1.11** Although quantifying and monetising the benefits and costs of changes to natural capital is outside the scope of this study, and not part of formal development viability process, it should be noted that the financial cost of implementing BNG can actually lead to enhanced values.
- 1.12** Developers should bear in mind that enhanced value could manifest itself in higher residential values being achieved for units which would increase viability. We have not included a value premium for this but it is clear that there are many benefits which developers should also consider when providing BNG. Also it is likely that developers will find that delivering BNG will align with their corporate social responsibility and contributions to carbon net zero.

## Study area

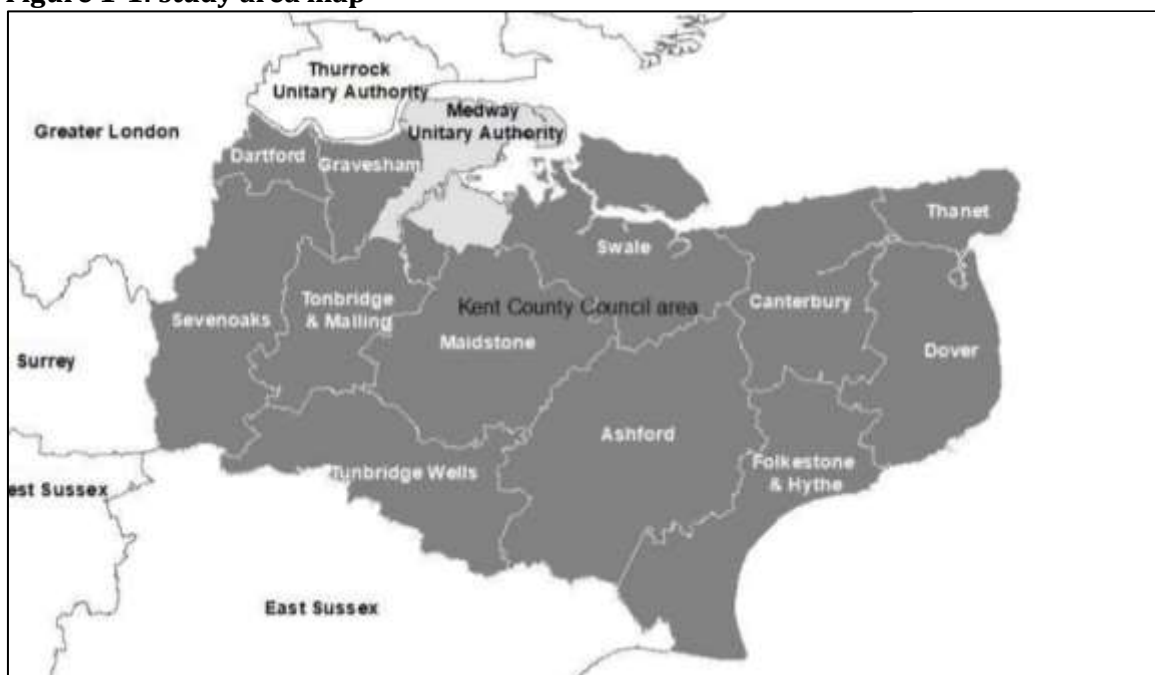
- 1.13** This study covers the whole of Kent see Figure 1-1. This includes 13 LPAs:
- Ashford Borough Council
  - Canterbury City Council

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<sup>5</sup> <https://www.kentnature.org.uk/natural-capital-ecosystem-services.html>

- Dartford Borough Council
- Dover District Council
- Folkestone & Hythe District Council
- Gravesham Borough Council
- Maidstone Borough Council
- Medway Council
- Sevenoaks District Council
- Swale Borough Council
- Thanet District Council
- Tonbridge and Malling Borough Council
- Tunbridge Wells Borough Council

**Figure 1-1: study area map**



Source: KCC, 2021

**1.14** Several of these LPAs have formed part of a steering group for this commission, attending meetings, fulfilling information requests, attending and providing feedback to consultation events and commenting on the draft report.

**1.15** Though we have undertaken our own research to underpin all our assumptions as part of this study, we have used the individual LPAs Local Plan evidence bases, where appropriate, to check our inputs – a summary of our background research can be found in Annex A. Annex A

does not include analysis for all LPAs in the study area and we have only summarised those who responded to the initial request for information. Where we have relied on this secondary information we have made this clear in the report.

## Report structure

**1.16** This report follows the structure set out below to arrive at evidenced and robust conclusions:

<b>Chapter 2 – Policy context</b>	Here we consider the National Planning Policy Framework (NPPF), Planning Practice Guidance (PPG) and National BNG legislation and guidance.
<b>Chapter 3 – Methodology</b>	This section sets out our methodology used to assess the viability of BNG, including the consultation process undertaken to make the findings more robust and inclusive.
<b>Chapter 4 – Development typologies</b>	Here we set out our development typologies and accompanying assumptions around BNG.
<b>Chapter 5 - Value inputs and assumptions</b>	We provide evidence and conclude on development value inputs and underlying assumptions.
<b>Chapter 6 – Cost inputs and assumptions</b>	We provide evidence and conclude on development cost inputs and underlying assumptions.
<b>Chapter 7 – Viability testing results and conclusions</b>	In this section we set our viability results from our modelling alongside sensitivity testing and provide our conclusions and recommendations on the viability of BNG in Kent

## Limitations of report

**1.17** The appraisals and conclusions contained within this report are intended for the sole purpose of informing policy formulation. SQW's advice has been provided to support the authorities in policy making and in negotiation as outlined in Valuation Standards 1 of the RICS Valuation Standards - Global and UK Edition. It is not a formal "Red Book" valuation and should not be relied upon as such. Likewise, Temple has derived indicative costs per development typologies based upon a review of literature, experience of projects and professional judgement. At the time of writing, the Defra is consulting on the BNG Regulations, including

reference to development viability, and therefore the outcomes of this are not available. The cost of off-site BNG enhancement sites is also subject to some wide variations.

**1.18** Assumptions made in this report have been in the absence of any clear guidance or policy on specifically how BNG will be delivered at both the national and local level. Should guidance be published the research and conclusions of this report may need to be revisited.

**1.19** SQW and Temple accept no liability to any party other than the Council.

### **RICS practice statement**

**1.20** Our viability review has been carried out in accordance with the RICS Financial Viability in Planning: Conducts and Reporting Practice Statement, May 2019, as such we confirm the following:

- **Objectivity, impartiality and reasonableness:** Throughout this commission from appointment to completion at all times we have acted with objectivity, impartially and without interference when carrying out our viability assessment. We can confirm that no performance related fees have been paid in relation to this commission.
- **Conflicts of interest:** we confirm that we have no conflict of interest in providing this advice and we have acted independently and impartially.

## 2. Policy context

- 2.1** Though this is not a plan-wide viability assessment, our method and approach has been informed from national primary legislation and national, regional and local planning policy and guidance as closely as possible. This is important because if an increase to BNG is targeted in Kent then individual LPAs will have to include it as a policy in their local plans.
- 2.2** We have reviewed the key sections in the relevant documents below, starting with the National Planning Policy Framework (NPPF) and associated viability Planning Practice Guidance (PPG). The revised NPPF was first published in July 2018 and was subsequently updated in February 2019 and July 2021. The PPG is continually updated with the most recent revisions to the viability section in May 2019.
- 2.3** We have also considered the relevant sections of the Environment Act (2021) in relation to Biodiversity Net Gain, along with CIRIA, CIEEM & IEMA's Biodiversity Net Gain Good Practice Principles, Local Authority biodiversity policy and the Government's 25 Year Environment Plan.

### NPPF

- 2.4** The NPPF details the Government's planning objectives for England and how these should be applied. It also provides a framework within which locally prepared plans for housing and other development can be produced.<sup>6</sup>
- 2.5** It confirms the importance of the development plan in decision taking stages through planning applications. The NPPF states that it should be followed when local plans are being prepared and that it should be a material consideration in planning decisions.<sup>7</sup>
- 2.6** The July 2021 revision of the NPPF focuses on deliverability which is demonstrated in the following sections:

### Development contributions

Paragraph 34: *'Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan.'*

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<sup>6</sup> MHCLG, NPPF, July 2021, para 1

<sup>7</sup> MHCLG, NPPF, July 2021, para 2

## Planning conditions and obligations

Paragraph 58: *'Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.'*

## Biodiversity

Paragraph 8: Achieving sustainable development seeks to achieve net gains across economic, social and environmental objectives. This includes improving biodiversity.

Paragraph 174: Planning policies and decisions should enhance the local and natural environment by *"minimising impacts on and providing net gains for biodiversity, including by establishing coherent ecological networks..."*.

Paragraph 179: *"identify and pursue opportunities for securing measurable net gains for Biodiversity"*.

## Viability PPG

- 2.7** The viability PPG is extensive and has many relevant sections which have been considered as part of our assessment. Certain excerpts have not been included in this section as they directly relate to specific inputs i.e. land value. A summary of the key passages from the PPG are as follows:
- 2.8** Paragraph 010 provides context around viability assessments. It states that, *'viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it' [...]* *'in plan making and decision making viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.'*<sup>8</sup>
- 2.9** Ensuring that policy and local plans are deliverable is discussed further in the PPG and it outlines the role of stakeholders/promoters and the local planning authority. Though this viability is strategic in nature, we will discuss later in this report how engagement with the development industry has been undertaken.
- 2.10** Paragraph 002 states:

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<sup>8</sup>MHCLG, PPG, Paragraph: 010 Reference ID: 10-010-20180724, Revision date: 24 07 2018



*'It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. The price paid for land is not a relevant justification for failing to accord with relevant policies in the plan. Landowners and site purchasers should consider this when agreeing land transactions.'*<sup>9</sup>

**2.11** This is continued in paragraph 006:

*'Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.*

*It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.*

*Where up-to-date policies have set out the contributions expected from development, planning applications that fully comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage.'*<sup>10</sup>

## National BNG legislation and guidance

**2.12** The NPPF sets a requirement in current national policy for enhancement of biodiversity through the planning process where it states that:

*"Planning policies and decisions should contribute to and enhance the natural and local environment by [...] minimising impacts on and providing net gains for biodiversity, including by establishing coherent ecological networks that are more resilient to current and future pressures "...<sup>11</sup>.*

**2.13** The Environment Act (2021) provides a legislative framework that will require mandatory measurable biodiversity net gain of at least 10% in all developments governed by the Town and Country Planning Act and Nationally Significant Infrastructure Projects – unless exempt. This requires the use of a standardised metric to assess impacts on biodiversity by function of using habitats as a proxy for biodiversity value. It also sets out a framework for local

<sup>9</sup>MHCLG, PPG, Paragraph: 002 Reference ID: 10-002-20190509, Revision date: 09 05 2019

<sup>10</sup> MHCLG, PPG, Paragraph: 006 Reference ID: 10-006-20190509, Revision date: 09 05 2019

<sup>11</sup> MHCLG, NPPF, July 2021, para 174

authorities to develop local nature recovery networks and mechanisms for funding these and national biodiversity recovery through biodiversity credits. These credits would be purchased in lieu of direct compensation and enhancement where developments cannot achieve the target net gain on site or through local schemes. These requirements will become mandatory once secondary legislation is implemented, which is anticipated for 2023 for most developments. It is important to note that this report has been completed without this secondary legislation and statutory guidance available.

- 2.14** The measures set out in the Environment Act and the development of the Biodiversity Metric tool have been subject to consultation processes, details of which are provided in the Technical Annex B.
- 2.15** Natural England have produced a BNG metric (Biodiversity Metric 3.0 Calculator)<sup>12</sup> which will be the standard used to calculate net change in biodiversity as required under the Environment Act. This tool assigns values to habitats according to a number of factors (distinctiveness, condition and strategic significance), which are multiplied with habitat areas to provide a score in 'Biodiversity Units'. Post-development habitats are evaluated in the same way, also taking account of additional factors in relation to time and difficulty of creation to provide a Biodiversity Unit score. This can be compared to the baseline score to produce a measure of Biodiversity Net Gain. Further description of the BNG metric scoring system is provided in Technical Annex B.
- 2.16** Best practice Guidance for the use of biodiversity metrics to measure Biodiversity Net Gain is provided in the CIRIA, CIEEM & IEMA Biodiversity Net Gain – Good Practice Principles (2019). These principles put great weight on the importance of the mitigation hierarchy, which requires that impacts should be avoided wherever possible. The implementation of BNG does not replace any requirements for avoidance and mitigation of impacts on species, designated sites and irreplaceable habitats. In addition, where irreplaceable habitats are affected, net gain cannot be claimed for a scheme overall.
- 2.17** British Standard BS8683-2021 – Process For Designing And Implementing Biodiversity Net Gain provides further guidance on the process for BNG assessment. This supports the Good Practice Principles and emphasises the need for BNG to be taken into consideration at all stages of scheme development, from feasibility to final design and post-construction.

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<sup>12</sup> Natural England, 2021, The Biodiversity Metric 3.0 (JP039)

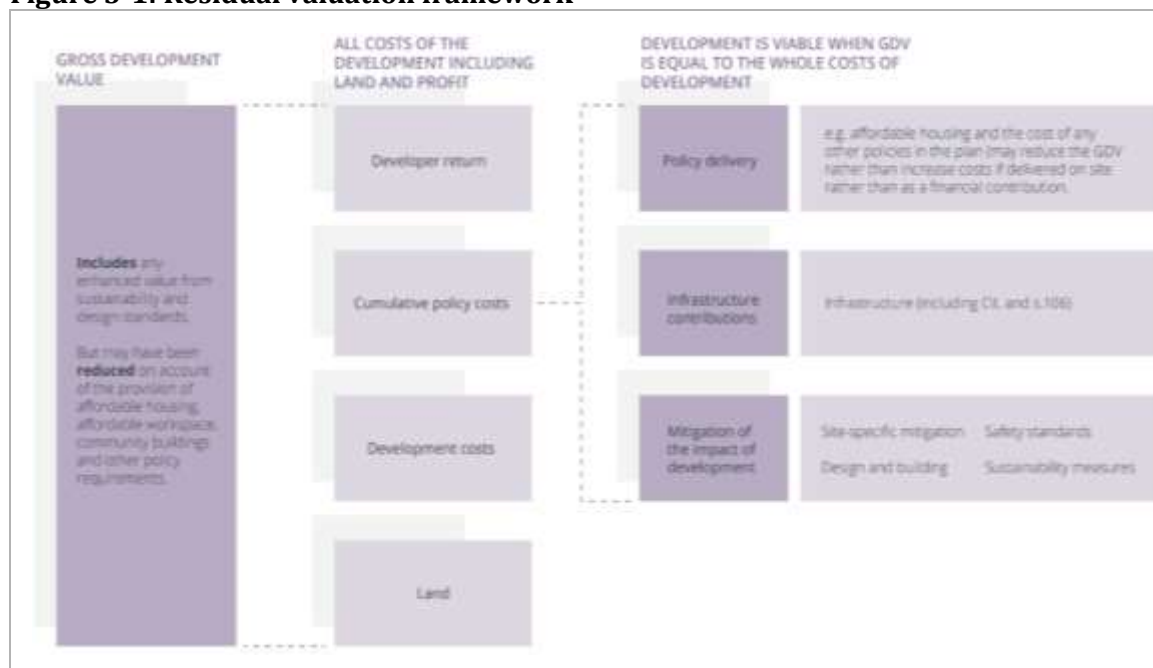
### 3. Methodology

- 3.1** In this section of the report we set out our methodology to establish the viability of increasing BNG to 15%/20% in Kent. We have outlined both the approach to viability testing and to estimating different costs and land take requirements for varying levels of BNG. Engagement with and buy in from stakeholders is important to ensure our findings are robust and inclusive, and this is also described later in this section.

#### Viability principles

- 3.2** All planning gain in principle will be deducted from land value once planning permission is granted. In short, the value of the land usually increases significantly once planning permission is granted when compared to the pre-permission state. Some of this increase in value goes to provide planning policy contributions, including affordable housing and S106/CIL, rather than the landowner. When policies are being set it is important that a balance is struck to ensure that development remains viable. It is therefore critical not to take a one size fits all approach and that viability is understood on an individual site basis when possible.
- 3.3** We rely on a residual value approach to calculate viability and draw conclusions to whether there is additional surplus for planning gain. Figure 3-1 below shows the residual valuation framework set out by the RICS in their *Assessing viability in planning under the National Planning Policy Framework 2019 for England* (2021).

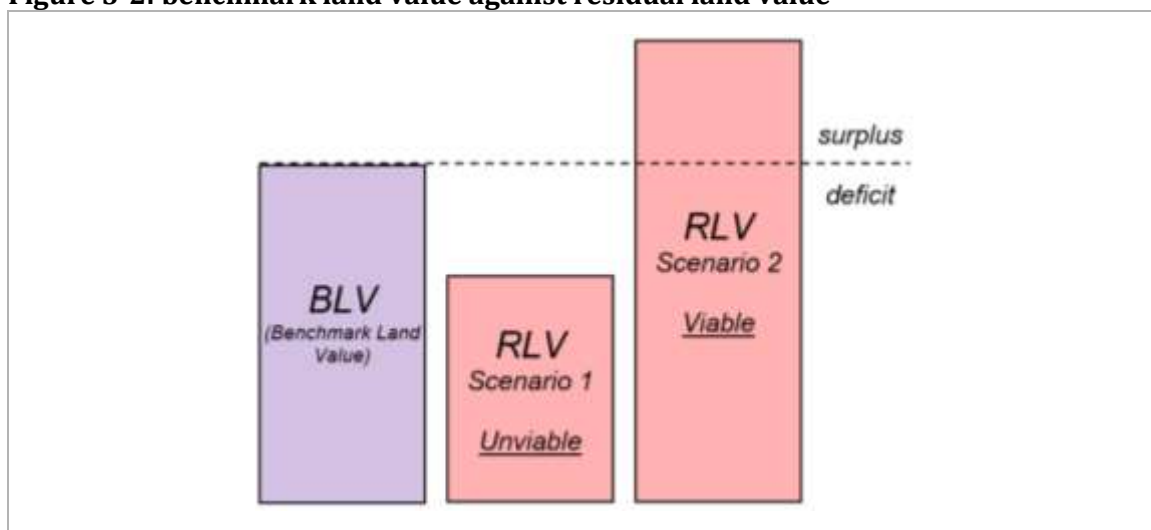
**Figure 3-1: Residual valuation framework**



Source: RICS, 2021

- 3.4** We consider a scheme to be viable if the total gross development value (GDV) is more than the total development costs of the scheme. The total development costs include land costs, build costs, developers' profit, planning obligations and interest. If the sum of all cost elements listed exceed the GDV then we consider the scheme to be unviable.
- 3.5** In order to advise on the ability of development to support an increase in BNG we have benchmarked the residual land value (RLV) from the viability analysis against a suitable benchmark land value (BLV) (analysis in Chapter 7). If the RLV exceeds the BLV then the scheme is viable and produces a surplus you can see this illustrated in Figure 3-2.

**Figure 3-2: benchmark land value against residual land value**



Source: SQW 2021

## Viability approach for this study

- 3.6** Kent is a large geographical area making viability testing challenging, as there are numerous variations in planning policy, market dynamics and the nature of development sites. There is an accepted methodology for testing emerging local plans for development viability and as we have outlined we have followed this reasonably closely.

## Typology based approach

- 3.7** In Local Plan viability testing a typology approach to viability testing is used and we have applied a similar approach here. Essentially a range of development typologies have been determined to best represent the type of development that is likely to come forward in the area. This approach allows viability to be tested for an area without testing every individual site. Unlike in Local Plan viability testing we have not tested strategic sites separately because there are too many across all 13 LPAs and it is not within the scope of this study. We have ensured that our typologies include larger sites to ensure they are considered.
- 3.8** In devising our typologies we have reviewed allocations in adopted and emerging Local Plans, existing Local Plan viability evidence bases and our own understanding of the market. Though

as part of a Local Plan viability assessment a quantitative assessment of proposed allocations can be undertaken, due to the strategic nature of this study this has not been possible. Our typologies have been outlined in detail later in this report.

## Development appraisal inputs – costs and values

- 3.9** The NPPF outlines that you do not have to use inputs which relate to specific sites and that standardised inputs are reasonable, *'All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.'*<sup>13</sup>.
- 3.10** For plan-wide testing, national viability guidance states that *'For broad area-wide or site typology assessment at the plan making stage, average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data. For housing, historic information about delivery rates can be informative.'*<sup>14</sup>
- 3.11** It is standard practice in plan-wide assessments to create a range of value zones across a local authority area to test the different values that can be achieved geographically. In this assessment the geographical area is too large and creating value zones in this way would be confusing and may end up contradicting what has already been established in existing local plan evidence bases. Instead we have tested a range of values through sensitivity analysis with the range informed by our market research.
- 3.12** Regarding development costs the PPG states that these should be reflective of the local market. Costs should be bespoke for the local area and take into account any local specific costs where possible. In this assessment we have looked at costs over the whole study area and have sensitivity tested them using an evidenced based range in a similar fashion to values.

## Planning policy costs

- 3.13** By planning policy costs we mean, CIL, S106 and affordable housing costs. When undertaking a strategic viability assessment for local plan assessment purposes you would directly be testing the emerging planning policies. As we are considering a wide study area we have taken a view on the general level of these policy costs throughout the region. For example we have assumed a starting point for affordable housing by considering all local plan policies and have sensitivity tested this input in a similar way to costs and values.
- 3.14** BNG has been considered separately as this is the focus of this assessment. Our method regarding BNG costing is set out later in this document.

<sup>13</sup> MHCLG, NPPF, July 2021, paragraph 58

<sup>14</sup> MHCLG, PPG, Paragraph: 011 Reference ID: 10-011-20180724, Revision date: 24 07 2018

## Benchmark land value (BLV) methodology

**3.15** One of the most challenging inputs in any viability assessment is BLV (also referred to as threshold land value) and in recent years there has been much discussion around different methods of determining it. In this assessment BLV is an even more challenging input to establish due to the large geographical area. To determine our BLV we have considered not only market evidence but also the secondary evidence presented in individual LPAs local plan viability assessments.

**3.16** Market value adjusted for policy was previously advocated by the RICS as the preferred method, but this is no longer the case and existing use plus a premium is now the single method included both in the PPG and in the recently published RICS viability guidance<sup>15</sup>. The PPG states in regards to existing use plus premium:

*‘To define land value for any viability assessment, a benchmark land value should be established on the basis of the **existing use value (EUV) of the land, plus a premium** for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to fully comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called ‘existing use value plus’ (EUV+)’.*<sup>16</sup>

**3.17** The PPG goes on to outline what should be taken into account when determining BLV:

- *‘be based upon existing use value*
- *allow for a premium to landowners (including equity resulting from those building their own homes)*
- *reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees’*

*Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. **Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value.** There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*

*This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in*

<sup>15</sup> RICS, March 2021, Assessing viability in planning under the National Planning Policy Framework 2019 for England

<sup>16</sup> MHCLG, 05 May 2019, PPG, Paragraph: 013 Reference ID: 10-013-20190509

the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.

***In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.”***<sup>17</sup>

- 3.18** Determining an appropriate level of premium can be difficult and there is no accepted method. The PPG states *‘The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements.*

*Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration.’*<sup>18</sup>

- 3.19** We must also consider the balance between the different interests of stakeholders i.e. developers, landowners and the local planning authority: *‘to secure maximum benefits in the public interest through the granting of planning permission.’*<sup>19</sup>

- 3.20** We will take into account a number of factors when determining an appropriate level of premium these include:

- **RICS Assessing viability in planning under the National Planning Policy Framework 2019 – published March 2021 effective from July 2021.** The RICS guidance states: *“There is no standard amount for the premium and the setting of realistic policy requirements that satisfy the reasonable incentive test behind the setting of the premium is a very difficult judgement.”*<sup>20</sup>. The guidance goes on to state *“For a plan-making FVA, the EUV and the premium is likely to be the same for the same development typology, but it would be expected that a site that required higher costs to enable development would achieve a lower residual value. This should be taken account of in different site typologies at the plan-making stage.”*<sup>21</sup>
- **The Harman Report**<sup>22</sup> - now almost 10 years old, this report was introduced alongside the 2012 NPPF to provide guidance around viability in the planning system as it became

<sup>17</sup> MHCLG, 09 May 2019, PPG, Paragraph: 014 Reference ID: 10-014-20190509

<sup>18</sup> Ibid

<sup>19</sup> MHCLG, 24 July 2018, PPG, Paragraph: 010 Reference ID: 10-010-20180724

<sup>20</sup> RICS, March 2021, Assessing viability in planning under the National Planning Policy Framework 2019 for England . Paragraph 5.3.3

<sup>21</sup> Ibid paragraph 5.3.7

<sup>22</sup> Local Housing Delivery Group Chaired by Sir John Harman, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners



a greater consideration. Because of its age the Harman Report does not align with the most recent PPG which advocates for the use of EUV plus premium as the single approach to benchmark land value. This being said the Harman Report does state that future policy will impact land values and landowners expectations must adjust. The Harman Report is consistent with more recent guidance and does suggest that market values for land can be used as a 'sense check' though should not solely be relied upon to determine BLV. An interesting observation the Harman Report makes is that the fact that on large strategic sites landowners are likely to be able to take a very long term view when disposing of their asset. The reality is that when large amounts of greenfield land are sold it is usually a 'once in a lifetime' opportunity and landowners will often be family trust or institutions who have held the land for a long period of time. To reflect these facts landowners on greenfield sites will expect a significantly higher premium than urban located brownfield sites.

- **HCA Area wide Viability Model** – in Appendix 1 Transparent Viability Assumptions the document provides guidance on the amount of appropriate premium to apply. This piece of evidence is now dated though it is still useful to consider. The guidance states *'Benchmarks and evidence from planning appeals tend to be in a range of 10% to 30% above EUV in urban areas. For greenfield land, benchmarks tend to be in a range of 10 to 20 times agricultural value'*.
- **North Essex Authorities EIP – letter from the planning inspector** - A total of three garden communities in Essex were included in the local plan providing a significant amount of housing growth. The key area of interest in this letter is the consideration the planning inspector gave to the premium element of the land value in the viability assessment. The EUV included in the assessment was £10,000 per gross acre of agricultural land. The inspector determined that a premium of 10x would be sufficient to incentivise a landowner to release the land for development. The letter states, *'the necessarily substantial requirements of the Plan's policies' a price 'below £100,000/acre could be capable of providing a competitive return to a willing landowner'*.<sup>59</sup> The Inspector, however, judged that *'it is extremely doubtful that, for the proposed GCs, a land price below £50,000/acre – half the figure that appears likely to reflect current market expectations – would provide a sufficient incentive to a landowner. The margin of viability is therefore likely to lie somewhere between a price of £50,000 and £100,000 per acre.'*<sup>23</sup>
- **Planning appeal Land at Warburton Lane, Trafford (Appeal Ref: APP/Q4245/W/19/3243720)** - this planning appeal considered a greenfield development site where one of the main areas of disagreement was land value. The appeal was dismissed and the inspector agreed with the approach taken by the local authority. The council applied a EUV for agricultural land of £8,000 per acre to which a premium of x10 was applied though only to the net developable area of 33.75 acres. The undeveloped area of the site had only an EUV of £8,000 applied to it with no premium. The total benchmark land value

<sup>23</sup> Planning Inspectorate, 15 May 2020, Examination of the Shared Strategic Section 1 Plan - North Essex Authorities, Paragraph 204



equated to £2,900,00 against a total site area of 62 acres (25 hectares). The blended land value was therefore £46,945 per gross acre which equates to a 5.9x multiplier on the agricultural existing use value of £8,000 per acre.

- 3.21** The North Essex decision is interesting as it demonstrates that there is no fixed acceptable level for landowner premium. In fact the premium could lie within a range which will vary based on the viability of the scheme when all costs are taken into account. When setting landowner premium it is important to not set it too high at the expense of planning obligations, or set it too low and risk the site not coming forward for development.

## Approach to viability modelling

- 3.22** We have produced a bespoke excel model to undertake our testing. Our model calculates the approximate BLV and includes it in the appraisal rather than using it as a separate benchmark. As we have noted above we have undertaken in depth sensitivity testing. This has allowed us to understand the viability of a range of values, costs and policy contributions across the region. We have used this sensitivity analysis to work out what levels costs and values need to be at to produce a viable scheme. Figure 3-3 below shows a sensitivity table for costs and values. The examples show that at £350 psf, residential sale values, the development is viable, with build costs at £1,425 psm, but if build costs rise to £1,450 psm values need to be at least £360 psf to produce a viable scheme.

**Figure 3-3: Example sensitivity test – residential GDV vs build costs**

		Build costs		£ psm	
		£1,425	£1,450	£1,475	£1,500
Resi GDV	£400	156,829,044	128,634,654	99,920,511	69,651,246
	£390	127,694,669	99,096,451	69,917,751	38,161,480
£psf	£380	98,189,572	69,165,740	38,677,463	1,618,277
	£370	68,329,594	38,127,763	3,039,592	40,140,902
	£360	37,453,880	3,161,557	38,719,587	81,900,081
	£350	3,041,149	38,582,117	80,478,767	123,659,261
	£340	38,561,140	80,341,296	122,237,946	165,418,440
	£330	80,320,319	122,100,476	163,997,125	207,177,619
	£320	122,079,499	163,859,655	205,756,305	248,936,799
	£310	163,838,678	205,618,834	247,515,484	290,695,978

Source: SQW 2022

## Approach to BNG

### Typology BNG calculations

- 3.23** For each of the typologies identified (as identified in section 3.7), a typical baseline was determined in the form of a hypothetical development site. Areas of typical baseline habitat types were estimated with reference to previous project experience and reviews of planning applications to compare examples of similar schemes. Conditions of habitats were also

estimated to represent typical sites. This stage of the process required assumptions to be made, for example the proportion of arable land and grassland in a greenfield site. Details of assumptions and the reasoning behind decisions made for each typology are presented in Technical Annex B. These habitat types, areas and condition values were inputted into the Biodiversity Metric 3.0 Calculator to provide the baseline biodiversity score.

**3.24** To determine the baseline habitat makeup of the sites, the following general assumptions were applied across all of the typologies:

- Development will be targeted on sites of lower biodiversity value, consisting typically of non-priority habitats.
- All sites are assumed to be in areas of low strategic significance for biodiversity (i.e. not in designated networks or sites and not important for maintaining or improving connectivity of strategic sites). This assumption does not materially affect the outcomes as it is applied across all pre-development and post-development habitats, so the Calculator Tool applies the same weighting to all habitat parcels.

**3.25** Caveats have been placed on some of the typologies with regard to their baseline habitats, for the purposes of this study. Those caveats are noted below:

- Brownfield sites were assumed to be mainly bare ground with little vegetation. This was in order to differentiate them as much as possible from the greenfield site typologies. Thus they had relatively low pre-development biodiversity units. In a real-world situation if sites become re-vegetated through lack of disturbance, they would have the potential to be more equivalent to a greenfield site in terms of pre-development habitats and biodiversity units. Additionally brownfield sites can be very varied in terms of their vegetations and there is a potential for some sites to have mosaic vegetation habitats which would make them of high ecological value. These types of site have been excluded from this study.
- Greenfield sites have the potential to be a lot higher in existing diversity than assumed for this study. The greenfield sites in these typologies were assumed to be mostly arable/crop farmland but could of course be sites of much higher value, such as those including habitats of principal importance. However as these are rarely the sites chosen for development we believe the habitat choices within this study reflects the real world value for the majority of sites in these typologies.

**3.26** Post-development habitat types were determined similarly to the baseline habitats with reference to previous experience and projects. An initial suite of developed site habitats was drafted, including retention and enhancement where appropriate, taking the gross-to-net proportions for developed land and land available for biodiversity and public open space.

- 3.27** These habitat areas were then adjusted to achieve a 10% BNG, where reasonably achievable on site within the area available, based on the given gross-to-net ratios. This mirrors the process employed in design-stage consultation in schemes being developed according to BNG principles, although in real schemes, the 10% figure should be taken as a minimum rather than a target. Where 10% BNG is not reasonably achievable, the highest reasonable final biodiversity score has been used.
- 3.28** The process of revising the post-development habitats has then been repeated to deliver net gains of 15% and 20% where reasonably achievable on site.
- 3.29** Where the net gain does not reach the given target percentage, the shortfall of biodiversity units was reported to inform the estimated cost of delivering the difference through offsite provision<sup>24</sup>, while retaining the gross-to-net development ratio on site. The post-development habitat areas were then re-adjusted to deliver the required target net gain by increasing the total site area and committing this additional land to biodiversity enhancement. The additional land requirement was reported to inform the viability assessment of the development based on the altered gross-to-net ratio. It has been noted in the relevant section where certain typologies have needed extra land. In reality if this approach was applied to site allocations additional land may not be available meaning that a decrease in development density may be required.
- 3.30** For determining the post-development makeup of the sites, it was assumed across all of the typologies that the mitigation hierarchy will be applied through the design of schemes, such that features of ecological value are retained as far as possible and development areas are located on habitats of lower biodiversity value.
- 3.31** Specific assumptions for each typology are detailed in Technical Annex B.

### **Habitat costs**

- 3.32** In order to estimate costs for delivery of BNG for each of the typologies on-site, costs per hectare were applied to the habitat creation, management and monitoring requirements over an assumed 30-year period, outlined in the net gain calculations. This required identifying appropriate cost values for the necessary activities and capital costs to deliver these habitat outcomes (land take costs were not included here as these are covered within the typology viability assessment).
- 3.33** Costs were derived through an examination of previous research into habitat creation costs, including Defra Impact Assessment and the supporting Assessing the Cost of Environmental Land Management in the UK report. Alongside this evidence from previous projects carried out by Temple involving on-site habitat creation, and input from external companies and

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<sup>24</sup> Providing improvements away from the development site, either directly by the developer, or financial contribution to a third party.

technical experts were considered. This included responses from Stakeholders and conversations with LPA's and Kent Wildlife Trust.

- 3.34** It was found that often habitat creation cost estimates from external sources and literature reviews varied widely. This was in some part due to costs varying as to whether they included management and monitoring or not. For example the recent Defra Biodiversity Net Gain Market Analysis Study, had estimates for habitat creation costs for woodland ranging from £10,821 to £195,061. Our estimated costs fall within the mid-range for most habitats. A detailed breakdown of costs and assumptions can be found in Technical Annex B.
- 3.35** Costs for off-site delivery were assumed at £19,000 per biodiversity unit. This varies from the governments suggested cost of £11,000 but ties in more closely with the estimate of £20,000 used in the Defra Impact Assessment and cost estimates provided by stakeholders.
- 3.36** It should be noted that, in line with usual practice for viability assessments to use current prices to establish costs, future management and monitoring costs are not adjusted for potential inflation over the assumed 30 year management period.

## Stakeholder consultation

- 3.37** As part of this commission we undertook two consultation events on 20 January 2022. The first event was with developers operating in the county and the second with planners representing all of the county's authorities. Annex C includes a list of the organisations that attended the two consultation events. At these events we presented our draft viability testing and BNG inputs and welcomed both questions and comments. After both events we allowed 2 weeks for written feedback to be provided. We received a range of feedback which we have reflected in our assessment and have included a summary of the written and verbal feedback we received and our actions in Annex C. We have not included any specific organisations or names against each of the comments. In some cases, the same comments were received from multiple sources.

## 4. Development typologies

- 4.1** In this section we have set out the development typologies tested as part of our modelling. As we explained in the previous chapter using a typology-based approach is reasonable for strategic viability testing and it is not appropriate to test each individual site.
- 4.2** Our preferred method of determining typologies is to undertake both qualitative and quantitative analysis of proposed allocations coming forward in an area. However, due to the fact there are 13 different LPAs with local plans at different stages of the process it would be impractical to undertake quantitative analysis of allocations (i.e. grouping together all of a similar size, development type, density etc. and taking averages of specific metrics). Instead we have taken a more qualitative approach to determining typologies.
- 4.3** Based on our own experience of the market we have devised a range of typologies. These have then been considered against the emerging Local Plans to ensure that we have a suitable range of options. Because of the size of the study area with a range of different markets this method is imperfect and there will be certain developments that will come forward in an area that will not be captured by the typologies. But because this is a strategic study, as long as the range of typologies represents the bulk of development in the region, this is enough to advise KCC and the Local Authorities in Kent on the viability of developments with different degrees of BNG.
- 4.4** As the focus of this study is testing the impact of different levels of BNG we have provided some context in regards the assumptions made around the existing use/status of this site. This is important because the first part of a BNG assessment on a specific site is considering the pre-development biodiversity score. This acts as the starting point to which a % net gain is applied.

### Residential typologies

- 4.5** Based on our understanding of the residential market in Kent and through considering Local Plan allocations/recent Local Plan viability assessments in the region, we have defined the residential typologies set out in Table 4-1. The gross to net development areas are starting points. These may be varied in certain typologies if there is not enough space available to provide the level of BNG being tested.

**Table 4-1: Residential development typologies**

No. units	Land type	Predominant unit type	Starting site gross to net	Net dev density (DPH)	Total site size (HA)
5,000	Greenfield	Houses	50.00%	35	285.71
500	Greenfield	Houses	70.00%	35	20.41

No. units	Land type	Predominant unit type	Starting site gross to net	Net dev density (DPH)	Total site size (HA)
100	Greenfield	Houses	85.00% <sup>25</sup>	40	2.94
25	Greenfield	Houses	90.00% <sup>21</sup>	20	1.39
500	Brownfield	Houses	90.00%	40	13.89
100	Brownfield	Flats and Houses	95.00%	55	1.91
25	Brownfield	Flats	97.50%	100	0.26

Source: SQW, 2022

- 4.6** Comments from the Local Authorities consulted as part of the process noted that some of these typologies do not exactly match the type of development coming forward in their area. For example some Local Authorities only have strategic allocations up to around 2,000 units. This however is not seen as an issue because the typologies are representatives of various number of units as only gross to net and density variables a varied. Taking the 2,000 unit strategic allocation example this site would likely have similar site gross to nets and density to the 5,000 unit typology tested. This means that the viability conclusions will be almost identical just at different scales.

### Residential development baseline habitat assumptions

- 4.7** Assumed baseline habitats for each of the residential typologies are shown in Table 4-2. Details and justifications behind these assumptions are provided in the Technical Annex B.

**Table 4-2: Residential development baseline habitat assumptions**

Habitat classification	Description	Area (Ha)
<b>5,000 unit Greenfield</b>		
Cropland - Cereal crops	Arable farmland	193.00
Grassland - Modified grassland	Grazed pasture/ silage crop	40.00
Urban - developed land sealed surface	Buildings and hardstanding	1.00
Cropland - Arable field margins tussocky	Arable field margins	10.7
Woodland and forest - Other woodland; mixed	Managed woodland within farm ownership	26.00
Lakes - Ponds (Non- Priority Habitat)	Existing ponds	0.01
Heathland and shrub - Mixed scrub	Mix of bramble, hawthorn, blackthorn at the edges of woodland and unmanaged margins	15.00

<sup>25</sup> The small (25 unit) and small-medium (100 unit) greenfield sites could not reasonably deliver a 10% net gain within the baseline site are and gross to net parameters. Additional land required would be 0.642ha for the small greenfield site (resulting in 61.55% gross to net) and 0.397ha for the small-medium greenfield site (resulting in 74.89% gross to net)

Habitat classification	Description	Area (Ha)
<b>500 unit Greenfield</b>		
Cropland - Cereal crops	Arable farmland	14.16
Grassland - Modified grassland	Grazed pasture/ silage crop	4.00
Urban - developed land sealed surface	Buildings and hardstanding	0.25
Sparsely vegetated land - Ruderal/Ephemeral	Marginal areas of tall vegetation (nettles etc.)	0.25
Woodland and forest - Other woodland; broadleaved	Managed woodland within farm ownership, shelterbelt plantation	1.5
Heathland and shrub - Bramble scrub	Marginal areas of bramble scrub	0.25
<b>100 unit Greenfield</b>		
Cropland - Cereal crops	Arable farmland	2.54
Cropland - Arable field margins tussocky	Arable field margins	0.18
Woodland and forest - Other woodland; mixed	Shelterbelt plantations	0.02
Heathland and shrub - Mixed scrub	Mix of bramble, hawthorn, blackthorn at the edges of woodland and unmanaged margins	0.20
<b>25 unit Greenfield</b>		
Grassland - Modified grassland	Grazed pasture/ silage crop	1.18
Sparsely vegetated land - Ruderal/Ephemeral	Marginal tall vegetations, such as nettles etc.	0.01
Heathland and shrub - Bramble scrub	Marginal areas of bramble scrub	0.05
Woodland and forest - Other woodland; mixed	Shelterbelt plantations	0.10
Urban - Vacant/derelect land/ bareground	Vehicle turning and storage areas	0.05
<b>500 unit Brownfield</b>		
Urban - Developed land; sealed surface	Existing buildings and hard standing	7.50
Urban - Vacant/derelect land/ bareground	Vehicle turning and storage areas	20.00
Urban - Artificial unvegetated, unsealed surface	Broken hard standing	20.00
Urban - Introduced shrub	Previous landscape planting	0.30
Grassland - Modified grassland	Previous amenity grassland	0.30

Habitat classification	Description	Area (Ha)
Sparsely vegetated land - Ruderal/Ephemeral	Tall ruderal vegetation, such as nettles, thistles, willowherbs and bramble	0.40
Heathland and shrub - Mixed scrub	Encroaching scrub from site margins	0.20
Woodland and forest - Other woodland; mixed	Shelterbelt plantations at site boundary	0.45
Lakes - Ponds (Non- Priority Habitat)	Existing pond, or old SUDS feature	0.05
Sparsely vegetated land - Ruderal/Ephemeral	Ephemeral vegetation over broken ground	0.30
Grassland - Other neutral grassland	Road verges at the edge of the site	0.39
<b>100 unit Brownfield</b>		
Urban - Vacant/derelict/ bare ground	Bare ground	0.1
Urban - Developed land sealed surface	Buildings and hardstanding	1.40
Urban - Built linear features	Access road	0.36
Heathland and shrub - Bramble scrub	Encroaching bramble scrub	0.03
Sparsely vegetated land - Ruderal/Ephemeral	Marginal tall vegetations, such as nettles etc.	0.02
<b>25 unit Brownfield</b>		
Vacant/derelict/Bare ground	Bare ground	0.03
Developed land; sealed surface – 0.23ha 0bu	Existing buildings and hard standing	0.23

Source: Temple, 2022

- 4.8** Where additional land would be required to achieve BNG targets, this is assumed to be cropland – cereal crops, which would be enhanced to wildflower meadow (grassland – other neutral grassland) and/ or mixed scrub in ‘good’ condition.

### Residential development mix

- 4.9** To determine the correct development mix we have used our own professional judgment and have considered individual LPAs’ housing need evidence bases. This is a challenging input as LPA housing need varies considerably across the region. We have devised a development mix that represents the majority of areas and likely the bulk of development coming forward.
- 4.10** Table 4-3 shows the development mix inputs we have applied for residential market units. To account for the higher density typologies we have varied the mix depending on the predominant housing type i.e. housing or flats. Even in the housing predominant mix we have



included a very small amount of 1 bed flats, because most LPAs housing need evidence bases identify a need for 1 bed units. In practice these units are rarely delivered as houses as they are too small so we have included them in our testing as flats.

**Table 4-3: Residential market mix inputs**

Unit type	Housing typologies mix	Housing and flatted typology mix	Flatted typologies mix
1 bed flat	10%	15%	50%
2 bed flat	n/a	15%	50%
2 bed house	35%	30%	n/a
3 bed house	35%	30%	n/a
4 bed house	20%	10%	n/a

Source: SQW, 2022

- 4.11** Table 4-4 shows a different mix for affordable units. We have separated the residential mixes out as the need identified in the LPAs Local Plan evidence bases are generally weighted towards smaller unit types.

**Table 4-4: Residential affordable mix inputs**

Unit type	Housing typologies mix	Housing and flatted typology mix	Flatted typologies mix
1 bed flat	10%	15%	50%
2 bed flat	n/a	15%	50%
2 bed house	35%	30%	n/a
3 bed house	35%	30%	n/a
4 bed house	20%	10%	n/a

Source: SQW, 2022

## Residential unit sizes

- 4.12** To determine appropriate inputs for residential unit sizes we have considered a range of sources including minimum space standards, unit sizes from recently completed schemes and the sizes adopted in the individual LPA Local Plan Viability assessments.
- 4.13** Table 4-5 below shows the national minimum space standards. None of our inputs are lower than these figures.

**Table 4-5: Minimum gross internal floor areas – space standards**

Number of bedrooms(b)	Number of bed spaces (persons)	1 storey dwellings	2 storey dwellings	3 storey dwellings	Built-in storage
1b	1p	39 (37) <sup>2</sup>			1.0
	2p	50	58		1.5
2b	3p	61	70		2.0
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3.0
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4.0
	8p	125	132	138	

Source: DLGG, 2015 - Technical housing standards – nationally described space standard

**4.14** Based on the above we have adopted the unit sizes in Table 4-6 for all typologies apart from the 25 unit greenfield scenario at 20dph.

**Table 4-6: Residential unit sizes**

Unit type	Unit sizes
1 bed flat	60 sqm
2 bed flat	72 sqm
2 bed house	85 sqm
3 bed house	100 sqm
4 bed house	115 sqm

Source: SQW, 2022

**4.15** Table 4-7 shows that we have adopted marginally higher unit sizes for the 25 unit greenfield scenario at 20dph as the density is lower than the rest of the typologies. The mix inputs have stayed the same.

**Table 4-7: Lower density residential unit sizes**

Unit type	Unit sizes
1 bed flat	60 sqm
2 bed flat	N/A
2 bed house	90 sqm
3 bed house	110 sqm
4 bed house	130 sqm

## Commercial typologies

**4.16** We have also tested a range of commercial typologies as part of our viability assessment. To determine the commercial typologies we have considered individual LPAs Local Plans and supporting evidence bases – Employment Land Reviews and Local Plan Viability Assessments; we have also used our professional judgement and experience of the commercial property market.

**4.17** We have devised the following mix:

- Industrial
  - Small/medium – 500 sqm @ 40% site coverage
  - Large -10,000 sqm @ 35% site coverage
- Offices
  - 1,000 sqm footprint x 2 floors 2,000 sqm total
  - 40% site coverage
  - Approx. 2,500 sqm gross

## Commercial development baseline habitat assumptions

**4.18** Assumed baseline habitats for each of the commercial typologies are shown in Table 4-8. Details and justifications behind these assumptions are provided in the Technical Annex B.

**Table 4-8: Commercial development baseline habitat assumptions**

Habitat classification	Description	Area (Ha)
<b>Small/medium industrial, 500sqm</b>		
Urban - Developed land; sealed surface	Existing buildings and hard standing	0.07
Urban - Vacant/derelict land/ bareground	Bare ground	0.0245
Urban - Artificial unvegetated, unsealed surface	Broken hard standing/ gravel area	0.01
Sparsely vegetated land - Ruderal/Ephemeral	Tall ruderal vegetation, such as nettles	0.015
Heathland and shrub - Mixed scrub	Encroaching scrub from site margins, such as bramble, blackthorn	0.0125
<b>Large industrial, 10,000sqm</b>		
Cropland - cereal	Arable farmland	2.20

Habitat classification	Description	Area (Ha)
Urban - developed land, sealed surface	Buildings and hardstanding	0.30
Woodland; broadleaved	Shelterbelt plantation	0.20
Heathland and shrub - Mixed scrub	Marginal bramble, hawthorn, blackthorn scrub	0.15
<b>Offices, 1,000sqm</b>		
Vacant/derelict/Bare ground	Bare ground	0.03
Developed land; sealed surface – 0.23ha 0bu	Existing buildings and hard standing	0.2
Bramble scrub	Marginal bramble scrub	0.01
Tall ruderal/ephemeral	Ruderal vegetation grown over derelict/bare ground	0.01

Source: Temple, 2022

## 5. Value inputs and assumptions

- 5.1** In this section we have outlined the development appraisal inputs used to determine gross development value (GDV). We have considered several sources when determining our value inputs. For residential we have relied upon REalyse software which pulls from land registry transactions, quoting prices and EPC unit size data. For commercial we have considered comparable transactions on both CoStar and EGi. See Annex D for full market report. All inputs were tested with stakeholders and the council during the stakeholder workshops.

### Market residential

- 5.2** Table 5-1 sets out individual value inputs by unit type. The mid value is the starting point within our development appraisal – this is a value of £360 psf. We have also included the lower and higher values which will act as ‘bookends’ to our sensitivity testing range. The lower value assumption is £200 psf and the higher £500 psf. As part of our sensitivity analysis we started to test values at £20 psf increments. In most typologies we have refined this to test at £10 psf increments to provide more granularity on the viability balance. Where viability is more challenging i.e. brownfield higher density development £20psf increments have remained because a wider range was needed in the testing.
- 5.3** Table 5-2 applies the same £psf values as above but applies them to the single lower density 25 units at 20 dph scenario. Overall value per unit is higher because of larger unit sizes.

**Table 5-1: Residential values – range**

Unit type	Unit size (sqm)	Lower values			Mid values (starting point)			Higher values		
		Unit price £	£ psm	£ psf	Unit Price £	£ psm	£ psf	Unit Price £	£ psm	£ psf
1 bed flat	60	£129,168	£2,153	£200	£232,502	£3,875	£360	£322,920	£5,382	£500
2 bed flat	72	£155,002	£2,153	£200	£279,003	£3,875	£360	£387,504	£5,382	£500
2 bed house	85	£182,988	£2,153	£200	£329,378	£3,875	£360	£457,470	£5,382	£500
3 bed house	100	£215,280	£2,153	£200	£387,504	£3,875	£360	£538,200	£5,382	£500
4 bed house	115	£247,572	£2,153	£200	£445,630	£3,875	£360	£618,930	£5,382	£500

Source: SQW, 2022

**Table 5-2: Low density residential values - range (only for 20dph typology)**

Unit type	Unit size (sqm)	Lower values			Mid values (starting point)			Higher values		
		Unit price £	£ psm	£ psf	Unit Price £	£ psm	£ psf	Unit Price £	£ psm	£ psf
1 bed flat	60	£129,168	£2,153	£200	£232,502	£3,875	£360	£322,920	£5,382	£500
2 bed flat	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2 bed house	90	£193,752	£2,153	£200	£348,754	£3,875	£360	£484,380	£5,382	£500
3 bed house	110	£236,808	£2,153	£200	£426,254	£3,875	£360	£592,020	£5,382	£500
4 bed house	130	£279,864	£2,153	£200	£503,755	£3,875	£360	£699,660	£5,382	£500

Source: SQW, 2022

## Affordable housing

**5.4** We have assumed two different affordable housing targets because most local authority areas vary targets for urban/town centre and more rural areas. As we are not taking a geographical based approach to testing we have assumed different affordable housing rates for brownfield and greenfield sites. This is based on the assumption that the bulk of sites in urban/town centres settings are brownfield and sites in a rural setting are greenfield. As with other key inputs we have sensitivity tested these to understand the impact of different levels of affordable. The affordable housing starting point assumptions are as follows:

- Urban/town centre (Brownfield): 25%
- Rural (Greenfield): 40%

**5.5** We have also had to make assumptions based on affordable housing tenure split. We have assumed the following tenure split which is also based on current policy with the inclusion of first homes:

- 70% Social/aff rent
- 30% 1<sup>st</sup> homes

**5.6** We have assumed that affordable housing values will be calculated using a transfer value as a % of open market value (OMV). We appreciate that some LPAs may disaggregate out social rent or have a intermediate property in addition to first homes. To simplify things for this study we have taken a more general approach. Like the market residential transfer values will vary over the area. To determine them we have considered existing Local Plan evidence bases and our own experience:

- Social/aff rent 50% of OMV
- 1<sup>st</sup> homes 70% of OMV<sup>26</sup>

## Commercial

**5.7** As we have already noted our commercial value inputs are fairly high level. We have assumed that uses would be valued using the investment method by determining a market rent and capitalising it at an appropriate investment yield taking account of reasonable voids and purchaser costs. Our rent and yield inputs are shown below – like other inputs a range has been tested through sensitivity testing:

- Office space
  - Rent: £25 psf

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<sup>26</sup> The maximum value allowed by first home guidance is £250,000 per unit. We have capped our value inputs for first homes at this level in our appraisals.

- Yield: 7.5%
- Smaller industrial space
  - Rent: £13 psf
  - Yield: 5.5%
- Larger industrial space (logistics)
  - Rent: £10 psf
  - Yield: 4.5%

**5.8** Other assumptions include:

- a gross to net for the office lettable floor space of 85%
- 12% has been deducted for management costs
- Voids/rent frees of 9 months



## 6. Cost inputs and assumptions

- 6.1** In this section we outline all cost elements including policy costs, base build cost, fees, disposal and acquisition costs etc. We have relied on a range of sources to determine development costs including BCIS, comparable schemes and our own professional knowledge. All these inputs were tested with stakeholders and the council during the early stages of the project.

### What costs to include?

- 6.2** The PPG explains the types of development costs that should be considered:

- *'build costs based on appropriate data, for example that of the Building Cost Information Service*
- *abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value*
- *site-specific infrastructure costs, which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy. These costs should be taken into account when defining benchmark land value*
- *the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value*
- *general finance costs including those incurred through loans*
- *professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site. Any professional site fees should also be taken into account when defining benchmark land value*
- *explicit reference to project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return'*<sup>27</sup>

### Policy and infrastructure costs

- 6.3** Table 6-1 outlines our policy cost inputs. Because this study cuts across multiple Local Authority boundaries it is challenging to include accurate levels of policy costs for all areas. We have therefore taken a high level view and included the most prevalent costs:

<sup>27</sup> MHCLG, 24 July 2018, PPG, 012 Reference ID: 10-012-20180724

**Table 6-1: Included policy costs**

Name	Cost	Notes
Electric charging points (residential only)	£1,000 per dwelling	Most new development is likely to be required to include electric charging points. This was raised as part of the consultation process. The cost has been based on our own experience and by considering Local Plan viability evidence bases.
M4 (2) accessible housing costs (residential only)	50% of all dwellings @ £1,400 per dwelling	<p>The policy requirement for this varies significantly across the Local Authority areas. A view has been taken based on the levels occurring most regularly.</p> <p>Cost taken from – <i>Housing and disabled people: A toolkit for local authorities in England: Planning for accessible homes 2018</i></p>
M4 (3) accessible housing costs (residential only)	10% of all dwellings @ £22,791 per dwelling	Please refer to above note.
Affordable housing (residential only)	Variable	This has been included as outlined in the previous section of this report.
CIL (residential only)	Rural (greenfield): £120 psm Brownfield (£75 psf) residential only	<p>5 LPAs have adopted CIL across the study area: Dartford; Sevenoaks; Maidstone; Canterbury; and Folkestone and Hythe. This is a challenging input to include as CIL charges vary between and within individual LPA areas. This being said from considering each LPA charging schedules there are some similarities with urban areas generally lower than rural. The rates adopted are not too far away from the actual charges in each of the LPA areas.</p> <p>The remaining LPAs in Kent do not have a CIL charge. But, we have included CIL in all our testing because it is assumed that the infrastructure costs captured through CIL would likely have to be collected through S106 by these LPAs regardless.</p>
Future Homes Standards	£4,847 per house £2,256 per flat	<p>Costs taken from MHCLG – <i>The Future Home Standard 2019 Consultation on changes to Part L (conservation of fuel and power) and Part F (ventilation) of the Building Regulations for new dwellings</i></p> <p>Costs based on ‘option 2- Fabric plus technology’</p>
Sustainable urban drainage	Included within our external allowance	Including SUDs has been accepted previously in Local Plan Examination and is the approach

Name	Cost	Notes
		adopted in multiple Local Plan Viability Assessments.
Infrastructure (greenfield residential only) <sup>28</sup>	5,000 unit: £20,000 500 unit: £15,000 100 & 25 unit: £5,000	These allowances have been included on strategic greenfield sites to fund strategic infrastructure. These allowances have been based on our own experience of similar sites and through considering individual Local Authority Local Plan Viability Assessments.

Source SQW 2022:

## BNG costs

**6.4** Table 6-2 shows the outline costs for delivering 10, 15 and 20% net gain on site.

**Table 6-2: On-site delivery costs<sup>29</sup>**

Typology	Site size (Ha)	Cost per £ Ha 10% BNG	Costs per £ ha 15% BNG	Costs per £ ha 20% BNG
5000 Unit Greenfield	285.71	8,487.59	9,463.99	10,102.75
500 Unit Greenfield	20.41	£23,464.77	£23,659.25*	£23,865.64*
100 Unit Greenfield	2.94	£11,249.32*	£11,436.05*	£11,631.97*
25 Unit Greenfield	1.39	£12,094.54*	£12,443.73*	£12,813.09*
500 Unit Brownfield	13.89	2,754.40	3,186.40	3,726.40
100 Unit Brownfield	1.91	352.68	587.81	822.93
25 Unit Brownfield	0.26	49,141.97	49,141.97	53,237.13
Large Industrial	2.85	6,600.00	6,757.89	6,947.37
Small Industrial	0.125	1,980.00	1,980.00	1,980.00
Offices	0.25	600.00	600.00	1,800.00

Source SQW 2022:

**6.5** Table 6-3 shows costs for delivering net gain above 10% off-site, through purchase of required additional biodiversity units. This table provides total costs for the increase in BNG, which is different than Table 6-2, which shows increases on a per ha basis.

**Table 6-3: BNG delivery costs above 10% for off-site delivery**

Typology	Off-site total cost above 10% - total £	
	15% BNG	20% BNG

<sup>28</sup> The funding of nutrient neutrality mitigation solutions is an emerging cost that developers in some areas of Kent are having to pay. As nutrient neutrality is a relatively new issue a £per dwelling cost is currently unknown. No additional allowance has been made for nutrient neutrality over and above the general infrastructure allowances.

<sup>29</sup> Where BNG targets cannot be met within the baseline site parameters (highlighted with an asterisk in the table), these costs include habitat costs on the additional land required. Additional land purchase costs are incorporated elsewhere into the viability calculations.

5000 Unit Greenfield	734,206.36	1,486,412.34
500 Unit Greenfield	52,550.58	105,101.16
100 Unit Greenfield	6,384.00	12,768.00
25 Unit Greenfield	5,070.91	10,141.00
500 Unit Brownfield	11,927.82	23,855.64
100 Unit Brownfield	342.00	684.00
25 Unit Brownfield	57.00	114.00
Large Industrial	5,510.00	11,780.00
Small Industrial	95.00	190.00
Offices	N/A	228.00

Source SQW 2022:

## All other costs

### Base build cost

- 6.6** We have relied upon BCIS to determine base build costs – our inputs are shown in Table 6-4. We have rebased these costs to Kent County and reduced the sample size to 5 years where possible. For commercial uses we have taken a 15 years sample due to insufficient available data. We have applied the median cost quoted for all uses. We have applied median build costs because this is what has been adopted in the majority of Local Plan Wide viability assessments in Kent. See Annex E for BCIS costs

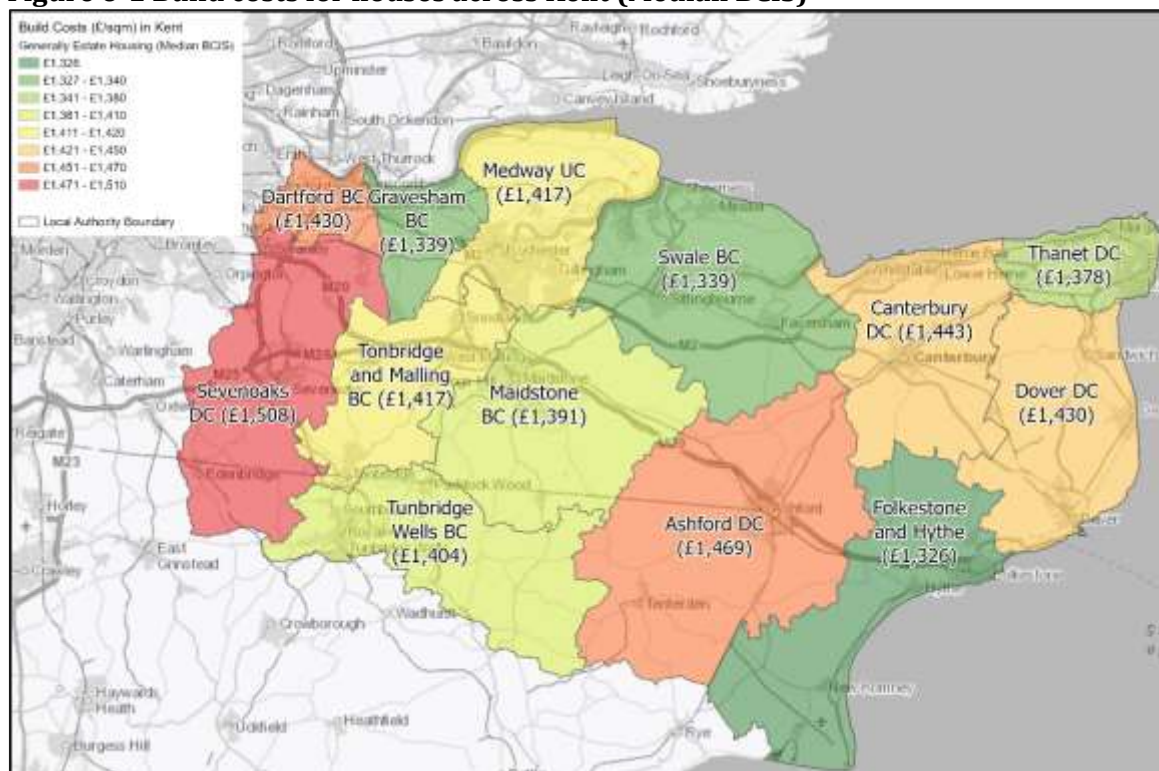
**Table 6-4 BCIS build costs**

Unit type	BCIS cost £ psm
Residential – houses (generally)	£1,417
Residential – flats (generally)	£1,651
Industrial (generally)	£860
Offices(generally)	£2,127

Source: BCIS accessed 2022

- 6.7** We have sensitivity tested build costs through considering the range of median BCIS costs across each LPA area. Figure 6-1 shows the range of residential build costs for houses rebased to each LPA.

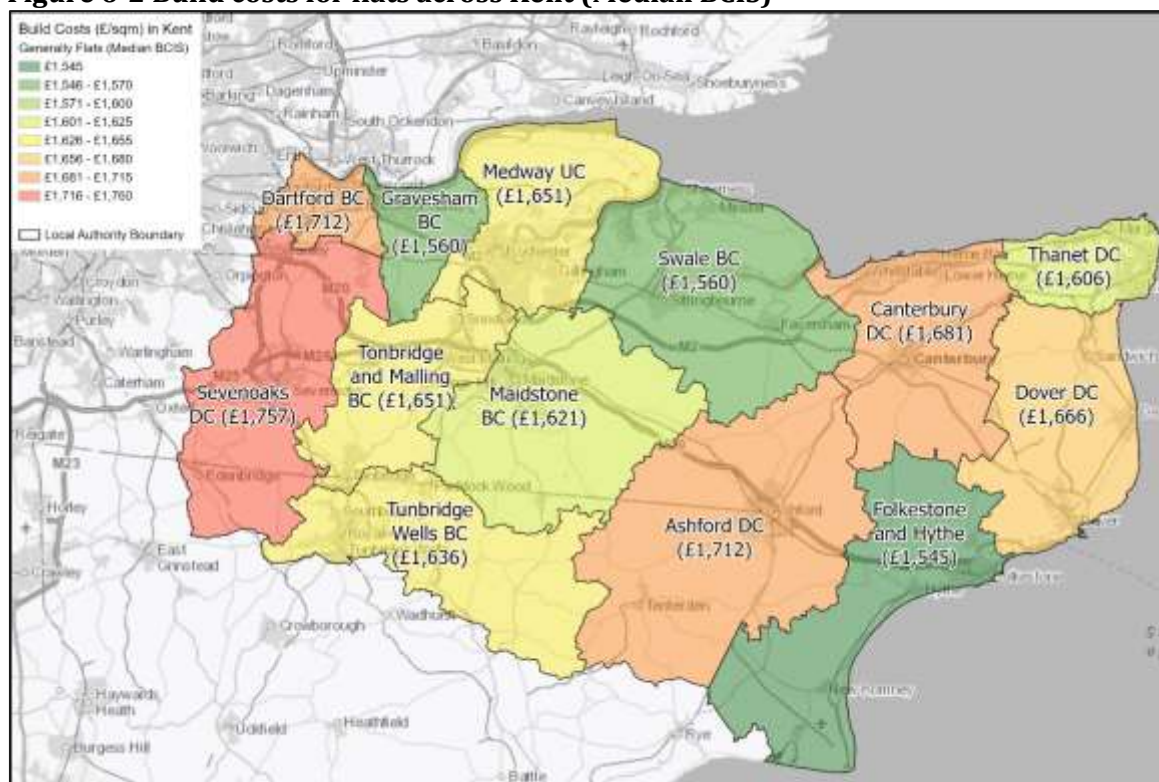
**Figure 6-1 Build costs for houses across Kent (Median BCIS)**



Source: SQW and BCIS 2022

**6.8** Figure 6-2 shows the same data but for flatted rather than housing development.

**Figure 6-2 Build costs for flats across Kent (Median BCIS)**



Source: SQW and BCIS 2022



## External works

- 6.9** This allowance will cover all garages, services and internal infrastructure. This has been based on our own professional judgement, from considering comparable sites and Local Plan Viability assessments in the region. We have applied an allowance of 15% of build costs to greenfield sites and 10% of build costs to brownfield sites.

## Site abnormalities

- 6.10** This has been included for brownfield development only. This is a challenging input to estimate as every brownfield site will face its own challenges. An allowance of £110,000 per net developable area is included, this is based on HCA (now Homes England) guidance on dereliction, demolition and remediation March 2015. Though this source is dated it has been applied in at least some of the Local Plan Viability assessments in the area.

## Planning fees

- 6.11** These have been included based on the nationally prescribed formula<sup>30</sup>. As stated in the formula these have been capped at a maximum of £300,000 per application.

## Professional fees

- 6.12** We have drawn on our experience of similar schemes and have applied a professional fees allowance of 10% of build costs – this is also consistent with what has been included in several of the Local Plan Viability assessments in the area.

## Development contingency

- 6.13** We have allowed for a development contingency applied to base build costs, external works, professional fees, infrastructure and policy costs. We have adopted an allowance of 5% across all typologies based on our own experience and precedence within Local Plan Viability assessments in the area.

## Developer profit

- 6.14** We have varied the profit by use which is a standard approach when undertaking viability modelling. For market residential we have allowed for a profit of 20% of GDV; this is in line with comparable schemes and is within the range included in the Viability PPG. We have applied a reduced level of profit at 6% of GDV to affordable units; this is a standard approach which is supported by the Viability PPG. For first homes we have applied 20% on GDV to reflect that they are higher risk and not a traditional affordable tenure with units being sold to individuals rather than registered providers. For the commercial uses we have targeted

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<sup>30</sup> Planning portal, 2022, A Guide to the Fees for Planning Applications in England

20% profit on cost; profit on cost is an industry standard assumption for commercial uses. All these inputs are within a range used in Local Plan Viability assessments in the area.

### Interest

- 6.15** We have assumed an interest rate of 7.5% inclusive of loan fees etc. This is a reasonable allowance based on our experience undertaking similar assessments for comparable sites.

### Marketing and disposal costs

- 6.16** We have included disposal costs at prevailing rates – these are reasonable allowances from our experience. The inputs are as follows:

- Marketing: 1.5% of GDV – only on market units
- Sales agents: 1% of GDV – only on market units
- Sales legal 0.5% of GDV
- Letting agent (commercial only) 10% of rental value
- Letting legal (commercial only) 5% of rental value
- Purchasers costs (commercial only) 6% of GDV

### Land acquisition costs

- 6.17** We will discuss our land value inputs in the section below but have outlined our acquisition inputs here. We have assumed the following:

- SDLT – 5% of land (slabbed)
- Sales agents fees: 1% of land
- Sales legal fee: 0.5% of land

### Land value assessment

- 6.18** A high land value assessment has been undertaken as part of this study – included in Annex F. In determining appropriate land values we have referred to market evidence, the type of sites we have tested, and the inputs used in Local Plan Viability assessments in the area. By its very nature land value is challenging to take a view on across such a wide area with a massive range of sites. As with other inputs we have sensitivity tested this input to show a wide range of possibilities

- 6.19** Here we have provided a short summary of our land value inputs:

- Greenfield: evidence shows that agricultural land in the area transacts for £9.5-7k per gross acre. This has been used as our starting point. A 10.52 - 14.3x multiplier has been added to this to get to £247,100 per gross ha (£100,000 per gross acre).
- Brownfield: this is more difficult to assess, and we have applied different figures to the different typologies. We have assumed the following starting points in our appraisals (inclusive of landowner premium):
  - 500 units: £1,235,500 per gross ha (£500,000 per gross acre)
  - 100 units: £2,471,000 per gross ha (£1,000,000 per gross acre)
  - 25 units: £3,706,500 per gross ha (£1,500,000 per gross acre)

**6.20** For the commercial typologies we have assumed that the small industrial and offices will be built on brownfield sites and the large industrial on a greenfield. We have assumed the following land values

- Small industrial: £1,235,500 per gross ha (£500,000 per gross acre)
- Large industrial: £247,100 per gross ha (£100,000 per gross acre)
- Offices: £1,235,500 per gross ha (£500,000 per gross acre)

## Timescales

**6.21** Our assumed timescales are set out in Table 6-5, they vary between typologies and we have made adjustments based on the type of units delivered.

**Table 6-5: Development timescales**

Typology	Lead in time	Build period	Sales period
5,000 unit greenfield - houses	8 months	120 months	120 months (starts 6 months into build period)
500 unit greenfield - houses	8 months	48 months	48 months (starts 6 months into build period)
100 unit greenfield - houses	8 months	24 months	24 months (starts 6 months into build period)
25 unit greenfield - houses	8 months	18 months	18 months (starts 6 months into build period)
500 unit brownfield - houses	8 months	48 months	48 months (starts 6 months into build period)
100 unit brownfield - houses flats	8 months	24 months	24 months (starts 6 months into build period)
25 unit brownfield - flats	8 months	18 months	18 months (starts on practical completion)
Small industrial	8 months	12 months	Sold fully let on practical completion



Typology	Lead in time	Build period	Sales period
Large industrial	8 months	24 months	Sold fully let on practical completion
Office	8 months	18 months	Sold fully let on practical completion

*Source: SQW 2022*

## 7. Viability results and conclusions

- 7.1** In this section we set out the results of testing the viability impact of increasing BNG from 10% to 15% or 20% in Kent. Conclusions have also been drawn, setting out what these results may mean for KCC and the individual Districts.

### The cost of BNG

- 7.2** The results of our testing are discussed here but a sample of our development appraisal and full sensitivity testing can be found in Annex G.
- 7.3** The first thing to note is that the costs outlined in Table 6-2 and Table 6-3, in the previous chapter, for both onsite and offsite delivery on a per ha/ total basis are comparably small when considered against other sums included in the development appraisal. Table 7-1 shows the additional BNG costs for each of the typologies. It assumes 10% BNG onsite as a baseline and then the additional £ per dwelling required to get to 15% and 20% BNG on and offsite respectively; offsite provision therefore assumes a mix and match approach. For comparison we have included the additional land costs in the £ per dwelling figure - in our modelling these have been split out in the cashflow. Additional onsite provision is less expensive than additional offsite provision in all scenarios apart from the 100 unit and 25 unit greenfield scenarios where additional land is required to provide solutions. The 500 unit scenario is unique in that it does require new land but because the amount required is small, onsite provision is still less expensive than offsite.<sup>31</sup>

**Table 7-1 comparison of BNG costs £ per dwelling**

Typology	15% onsite per dwelling	20% onsite per dwelling	15% offsite per dwelling	20% offsite per dwelling
5,000 unit greenfield - houses	+£55.79	+£92.29	+£631.85	+£778.69
500 unit greenfield - houses	+£85.56 <i>Additional land</i>	+£216.31 <i>Additional land</i>	+£1,062.85	+£1,167.95
100 unit greenfield - houses	+£943.00 <i>Additional land</i>	+£1,071.57 <i>Additional land</i>	+£394.70	+£458.54
25 unit greenfield - houses	+£5,549.96 <i>Additional land</i>	+£5,913.31 <i>Additional land</i>	+£874.76	+£1,077.59
500 unit brownfield - <sup>32</sup> houses	+£12.00	+£27.00	+£100.37	+£124.22

<sup>31</sup> It is not a case of doubling costs to increase BNG from 10%-20%. The reasons for this are economies of scale, the inclusion of higher scoring biodiversity uses for significantly less than double the cost on the same land and in some cases a considerable amount of additional land is needed to get to 10% but only a small amount to increase further.

<sup>32</sup> As noted earlier in this report the brownfield typologies tested produce a low BNG cost because it is assumed that they comprise bare land and have a low pre biodiversity score. Should a specific

Typology	15% onsite per dwelling	20% onsite per dwelling	15% offsite per dwelling	20% offsite per dwelling
100 unit brownfield – houses flats	+£4.50	+£9.00	+£10.17	+£13.59
25 unit brownfield - flats	+£0.00	+£42.00	+£506.30	+£508.58

Source: SQW & Temple 2022

**7.4** Table 7-2 shows the total benchmark land value cost for each typology (excluding any additional land required). Also included is the total cost for 10%, 15% and 20% BNG – like Table 7-1 the costs include any additional land required. Using land value as a comparison is useful because it is a constant cost for each typology even when costs and values are sensitivity tested so it clearly demonstrates the scale of BNG contributions. When compared to benchmark land value it is clear the cost of BNG is comparably small – in percentage terms it does not exceed 5.6% and in most cases is considerably smaller. It also demonstrates that the differences in the cost of BNG from 10% to 15% or 20% is small with only very marginal increases.

**Table 7-2 surplus created at baseline cost and value inputs**

Typology	Benchmark land value	10% baseline total BNG cost	15% onsite total BNG cost	20% onsite total BNG cost	15% offsite total BNG cost	20% offsite total BNG cost e
5,000 unit greenfield - houses	£70,600,000	£2,425,026 3.435%	£2,703,997 3.830%	£2,886,500 4.089%	£3,159,232 4.475%	£3,893,438 5.515%
500 unit greenfield - houses	£5,042,857	£478,873 0.678%	£591,813 0.838%	£711,668 1.008%	£531,423 0.753%	£583,974 0.827%
100 unit greenfield - houses	£824,876	£33,086 0.047%	£146,807 0.208%	£163,198 0.231%	£39,470 0.056%	£45,854 0.065%
25 unit greenfield - houses	£501,828	£16,798 0.024%	£189,512 0.268%	£204,109 0.289%	£21,869 0.031%	£26,940 0.038%
500 unit brownfield - houses	£17,159,722	£38,256 0.054%	£44,256 0.063%	£51,756 0.073%	£50,183 0.071%	£62,111 0.088%
100 unit brownfield – houses flats	£4,729,187	£675 0.001%	£1,125 0.002%	£1,575 0.002%	£1,017 0.001%	£1,359 0.002%

brownfield site have been left to go wild and has a higher pre biodiversity score, the overall cost of BNG is likely to be closer to the greenfield scenarios.

Typology	Benchmark land value	10% baseline total BNG cost	15% onsite total BNG cost	20% onsite total BNG cost	15% offsite total BNG cost	20% offsite total BNG cost e
25 unit brownfield - flats	£950,385	£12,601 0.018%	£12,601 0.018%	£13,651 0.019%	£12,658 0.018%	£12,715 0.018%

Source: SQW & Temple 2022

- 7.5** Affordable housing has been included in our testing at 25% on brownfield urban sites and 40% on rural greenfield sites. This is the biggest policy cost to developers and costs considerably more than an increase to biodiversity net gain. To demonstrate this we have taken one of our typologies and run it at 100% market housing with 10% BNG to compare with its 40% policy target. Table 7-3 shows that the cost of providing an affordable unit for the developer is £101,385 per unit on average

**Table 7-3: Cost of affordable housing calculation**

Typology	500 unit typology
10% BNG (40% affordable) baseline surplus.	£2,041,051
10% BNG (0% affordable) baseline surplus.	£22,318,111
Difference	£20,277,060
Difference per affordable unit (200)	£101,385

Source: SQW & Temple 2022

- 7.6** The onsite costs for increasing to 15-20% shown in Table 7-1 range between £4.50 -£5,913.31 this equates to 0.004% - 5.8% of the cost of an affordable unit. The offsite costs for increasing to 15-20% shown in Table 7-1 range between £10.17 - £1,167.95 this equates to 0.01% - 1.15% of the cost of an affordable unit. Overall this demonstrates that when compared to other policy costs like affordable housing an increase to BNG is comparably small.

### How to interpret the results?

- 7.7** Next we have included two tables (Table 7-4 and Table 7-5) showing the headline results of our sensitivity test across a range of cost and value inputs. The first Table 7-4 shows the results for onsite testing and the second Table 7-5 shows the results of offsite testing. For each we have tested 10%, 15% and 20% BNG (although please note that the baseline 10% BNG for both is based on onsite provision). Though the sensitivity testing included in the appraisal is more incremental, for the purposes of showing an in report summary, we have shown the lowest build cost of £1,300 psm, the mid build costs of £1,400 psm and the highest build cost of £1,525 psm. These build costs are set out in the columns three times under the different levels of BNG. In the rows we then have each of the residential typologies tested and in the respective cell we have noted the residential value required to render development viable on a psm/psf basis.

- 7.8** As we noted in the methodology section of this report our sensitivity testing uses £10psf increments of value. It is impractical to use increments less than this because sensitivity testing tables become large and difficult to interpret. But because the cost of both onsite and offsite BNG is so small in most cases the increase from 10% to 15% or 20% has such a small impact on viability the value required to render development viable still lies within the same £10psf increment. This is a finding in itself as it demonstrates the minimal impact on viability increasing BNG to 15 or 20% has in most scenarios.
- 7.9** Individual Local Authorities can compare value thresholds for districts/areas with these figures to understand whether an increase from 10% would impact the viability of development. We have not sought to indicate specific districts where an increase may be viable because there are nuances/variations within districts regarding values and viability. The purpose of the table is to provide an indication of the values required at a specific build cost to viably provide BNG. As we have already noted this should not replace Local Plan evidence basis and Local Authorities should undertake their own detailed viability testing at a more granular level.
- 7.10** As a worked example, if you consider Table 7-4 and take the 5,000 greenfield scenario here the results show that at 10% BNG delivery onsite with build cost at £1,300 psm (£121 psf) residential sale values of at least £3,767 psm (£350 psf) are required to produce a viable scheme. If costs are higher at £1,400 psm (£130 psf) or £1,525 psm (£142 psf) then residential values of at least £3,983 psm (£370 psf) and £4,198 psm (£390 psf) are required respectively to produce a viable scheme. Next if you move along the table to the right, for the same typology you can see the value thresholds required, at the same cost increments for both 15% and 20% onsite BNG. The same process can be followed for all typologies both onsite and offsite.

## Buffer

- 7.11** We have included a buffer of 30% in the results shown in Table 7-4 and Table 7-5. By this we mean where the total cost of BNG equates to higher than 30% of the surplus created we have assumed that viability is marginal and have gone up a value increment i.e. if at £360 psf the overall costs of BNG equates to 35% of the total surplus we have stated that a value of £370psf is required. Biodiversity could vary significantly from site to site so this will ensure that the viability thresholds quoted are not marginal. This has a more significant impact on the scenarios where BNG costs are higher.

## Onsite BNG provision results

- 7.12** Table 7-4 shows the threshold values required for onsite BNG to be viable across each of the typologies tested – full sensitivity tables are included in Annex G. The first thing to note is because the differences in onsite BNG costs between 15-20% are very small the impact on viability is also minimal. This results in many cases the same value being included across 10%, 15% and 20% BNG.

- 7.13** At 15% onsite BNG values of between £3,444 - £4,198 psm (£320 - £390 psf) are required to render development viable on greenfield typologies; and on brownfield £3,552 – over £5,382 psm (£330- over £500 psf); the top of the range consists of 100% flatted development.
- 7.14** At 20% onsite BNG values of between £3,444 - £4,198 psm (£320 - £390 psf) are required to render development viable on greenfield typologies; and on brownfield £3,552 – over £5,382 psm (£330- over £500 psf); the top of the range consists of 100% flatted development.<sup>33</sup>

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<sup>33</sup> It appears that the results for 15% and 20% onsite BNG are the same. This is because the changes in the increase in the sale values required to render development viable between 15%-20% BNG are less than the £10psf increments used. 20% BNG does in fact require marginally higher values.

**Table 7-4: Onsite viability results – residential cost to value viability threshold**

Typology		10% BNG onsite baseline			15% BNG onsite			20% BNG onsite		
		Build cost £1,300 psm (£121 psf) <sup>30</sup>	Build cost £1,400 psm (£130 psf) <sup>30</sup>	Build cost £1,525 psm (£142 psf) <sup>30</sup>	Build cost £1,300 psm (£121 psf) <sup>30</sup>	Build cost £1,400 psm (£130 psf) <sup>30</sup>	Build cost £1,525 psm (£142 psf) <sup>30</sup>	Build cost £1,300 psm (£121 psf) <sup>34</sup>	Build cost £1,400 psm (£142 psf) <sup>30</sup>	Build cost £1,525 psm (£142 psf) <sup>30</sup>
5,000 unit gf – houses	<i>Psf</i> <sub>35</sub>	£350	£370	£390	£360	£370	£390	£360	£370	£390
	<i>Psm</i>	£3,767	£3,983	£4,198	£3,875	£3,983	£4,198	£3,875	£3,983	£4,198
500 unit gf – houses	<i>Psf</i>	£340	£360	£380	£340	£360	£380	£350	£360	£380
	<i>Psm</i>	£3,660	£3,875	£4,090	£3,660	£3,875	£4,090	£3,767	£3,875	£4,090
100 unit gf – houses	<i>Psf</i>	£320	£330	£360	£320	£340	£360	£320	£340	£360
	<i>Psm</i>	£3,444	£3,552	£3,875	£3,444	£3,660	£3,875	£3,444	£3,660	£3,875
25 unit gf – houses	<i>Psf</i>	£340	£360	£380	£350	£370	£390	£350	£370	£390
	<i>Psm</i>	£3,660	£3,875	£4,090	£3,767	£3,983	£4,198	£3,767	£3,983	£4,198
500 unit bf – houses	<i>Psf</i>	£330	£350	£370	£330	£350	£370	£330	£350	£370
	<i>Psm</i>	£3,552	£3,767	£3,983	£3,552	£3,767	£3,983	£3,552	£3,767	£3,983
100 unit bf – houses flats	<i>Psf</i>	£410	£420	£440	£410	£420	£440	£410	£420	£440
	<i>Psm</i>	£4,413	£4,521	£4,736	£4,413	£4,521	£4,736	£4,413	£4,521	£4,736
25 unit bf – flats	<i>Psf</i>	£490	£500 +	£500 +	£490	£500 +	£500 +	£490	£500 +	£500 +
	<i>Psm</i>	£5,274	£5,382 +	£5,382 +	£5,274	£5,382 +	£5,382 +	£5,274	£5,382 +	£5,382 +

Source: SQW &amp; Temple 2022

<sup>34</sup> Cost for 25 unit brownfield flattened scenario Min: £1,550 psm, Mid £1,650 psm, Max £1,775 psm<sup>35</sup> Psf – per square foot; Psm – per square metre

## Offsite BNG provision results

- 7.15** Table 7-5 shows the threshold values required for onsite BNG to be viable across each of the typologies tested – full sensitivity tables are included in Annex G. Offsite costs are more expensive than onsite where no additional land is required to be purchased for onsite provision. The only typology where this is not the case is the 500 unit greenfield typology where the amount of additional land required is small so the onsite provision is still more cost effective than onsite.
- 7.16** For 15% offsite BNG on greenfield sites values of between £3,444 - £4,198 psm (£320 - £390 psf) are required to render development viable on greenfield typologies; and on brownfield £3,552 – over £5,382 psm (£330 - over £500 psf); the top of the range consists of 100% flatted development.
- 7.17** For 20% offsite BNG on greenfield sites values of between £3,444 - £4,198 psm (£320 - £390 psf) are required to render development viable on greenfield typologies; and on brownfield £3,552 – over £5,382 psm (£330- over £500 psf); the top of the range consists of 100% flatted development.<sup>36</sup>

**Table 7-5: Offsite viability results– residential cost to value viability threshold**

Typology		10% BNG onsite baseline			15% BNG offsite			20% BNG offsite		
		Build cost £1,300 psm (£121 psf) <sup>30</sup>	Build cost £1,400 psm (£130 psf) <sup>30</sup>	Build cost £1,525 psm (£142 psf) <sup>30</sup>	Build cost £1,300 psm (£121 psf) <sup>30</sup>	Build cost £1,400 psm (£130 psf) <sup>30</sup>	Build cost £1,525 psm (£142 psf) <sup>30</sup>	Build cost £1,300 psm (£121 psf) <sup>30</sup>	Build cost £1,400 psm (£142 psf) <sup>30</sup>	Build cost £1,525 psm (£142 psf) <sup>30</sup>
5,000 unit gf – houses	<i>Psf</i> <sup>37</sup>	£350	£370	£390	£360	£370	£390	£360	£370	£390
	<i>Psm</i>	£3,767	£3,983	£4,198	£3,875	£3,983	£4,198	£3,875	£3,983	£4,198
500 unit gf – houses	<i>Psf</i>	£340	£360	£380	£350	£360	£380	£350	£360	£380
	<i>Psm</i>	£3,660	£3,875	£4,090	£3,767	£3,875	£4,090	£3,767	£3,875	£4,090

<sup>36</sup> It appears that the results for 15% and 20% offsite BNG are the same. This is because the changes in the increase in the sale values required to render development viable between 15%-20% BNG are less than the £10psf increments used. 20% BNG does in fact require marginally higher values.

<sup>37</sup> Psf – per square foot; Psm – per square metre



Typology		10% BNG onsite baseline			15% BNG offsite			20% BNG offsite		
		Build cost £1,300 psm (£121 psf) <sup>30</sup>	Build cost £1,400 psm (£130 psf) <sup>30</sup>	Build cost £1,525 psm (£142 psf) <sup>30</sup>	Build cost £1,300 psm (£121 psf) <sup>30</sup>	Build cost £1,400 psm (£130 psf) <sup>30</sup>	Build cost £1,525 psm (£142 psf) <sup>30</sup>	Build cost £1,300 psm (£121 psf) <sup>30</sup>	Build cost £1,400 psm (£142 psf) <sup>30</sup>	Build cost £1,525 psm (£142 psf) <sup>30</sup>
100 unit gf – houses	<i>Psf</i>	£320	£330	£360	£320	£340	£360	£320	£340	£360
	<i>Psm</i>	£3,444	£3,552	£3,875	£3,444	£3,660	£3,875	£3,444	£3,660	£3,875
25 unit gf – houses	<i>Psf</i>	£340	£360	£380	£340	£360	£380	£350	£370	£390
	<i>Psm</i>	£3,660	£3,875	£4,090	£3,660	£3,875	£4,090	£3,767	£3,983	£4,198
500 unit bf – houses	<i>Psf</i>	£330	£350	£370	£330	£350	£370	£330	£350	£370
	<i>Psm</i>	£3,552	£3,767	£3,983	£3,552	£3,767	£3,983	£3,552	£3,767	£3,983
100 unit bf – houses flats	<i>Psf</i>	£410	£420	£440	£410	£420	£440	£410	£420	£440
	<i>Psm</i>	£4,413	£4,521	£4,736	£4,413	£4,521	£4,736	£4,413	£4,521	£4,736
25 unit bf – flats	<i>Psf</i>	£490	£500 +	£500 +	£490	£500 +	£500 +	£490	£500 +	£500 +
	<i>Psm</i>	£5,274	£5,382 +	£5,382 +	£5,274	£5,382 +	£5,382 +	£5,274	£5,382 +	£5,382 +

Source: SQW &amp; Temple 2022

## Commercial results

- 7.18** We tested three commercial scenarios as part of our modelling – our sensitivity testing can be found in Annex H. Using the baseline inputs we found industrial development to be viable in some cases and marginally unviable in others. For smaller industrial typology depending on the build cost development becomes viable when rents are between £11 - £13 psf (at the baseline yield) or if yields are between 5.25 – 6.5% (at the baseline rent). For the larger industrial typology depending on the build cost development becomes viable when rents are between £7.50 - £9.50 psf (at the baseline yield) or if yields are between 4.75 – 6.00% (at the baseline rent).
- 7.19** Office development is unviable in our baseline scenario. Sensitivity testing shows that there would have to be substantial decreases to build costs and increases to capital values (most importantly yield compression) to render development viable.

## Conclusions

- 7.20** Our testing has shown where the viability threshold is in terms of build costs and values for Kent with 15% and 20% BNG, both onsite and offsite. It is important to bear in mind when considering our conclusions that they have been made based on testing only seven high level generic typologies. BNG is inherently site specific so this exercise can only give an indication of its viability. Individual Local Plan Viability assessments will have to be undertaken to understand whether this is viable at a local level.
- 7.21** It is interesting to note that generally BNG costs are not high compared with other development and policy costs, even when additional land is to be purchased. In the typologies we have tested it has not been an increase in BNG which has increased costs substantially and rendered development unviable. In all but the highest value areas, flatted development is likely to struggle with viability on brownfield sites, regardless of the level of BNG. This echoes the findings of many of the Local Plan Viability assessments we considered as part of the background research of this study.
- 7.22** Generally the difference between onsite and offsite provision is small. In two of our typologies, 100 unit greenfield and 25 unit greenfield, onsite provision is more expensive than offsite provision. This is because more land has to be purchased in these typologies and they are the greenfield sites which already have the lowest gross to net development area ratios so have the least land to expand into. Though offsite provision also needs land this cost is included in the biodiversity credit already, and because the land purchase can be made in an area where there is no development pressure from residential development the cost will be comparably less.
- 7.23** When we consider the range of average values in Kent set out in the market report in Annex D and the range of build costs set out in this report, it is clear that there are areas in the county which can viably support 15% or 20% BNG and others that cannot. As we have already noted

we cannot indicate the districts where an increase may be viable and where not. This is because there is considerable price differences within each district and it would also not be appropriate for this report to draw specific conclusions for each District as each LA should undertake its own local plan specific testing. This being said the most viable areas are likely to be to the higher value north west of the county especially on greenfield sites. The south east of the county may prove more challenging especially in areas which have predominantly urban development sites.

**7.24** Interestingly the viability of brownfield typologies in our testing were less impacted by changing between offsite and onsite provision. This is because the biodiversity starting point for these typologies is considerably lower than the greenfield scenarios. Offsite provision could be pursued on areas where it is challenging to provide an increase onsite i.e. brownfield urban sites.

The key headline findings are as follows:

- A shift from 10% to 15% or 20% BNG will not materially affect viability in the majority of instances when delivered onsite or offsite.
- The biggest cost in most cases is to get to mandatory, minimum 10% BNG. The increase to 15% or 20% BNG in most cases costs much less and is generally negligible.
- Because the BNG costs are low when compared to other policy costs, in no cases are they likely to be what renders development unviable.
- Developers are already having issues delivering BNG on some of their sites, this demonstrates the importance of considering BNG from the outset during masterplanning stages. Developers should ensure that they can efficiently provide it onsite if this is what they plan to do.
- Local Authorities who wish to pursue BNG in excess of 10% should expect push back on the policy – and the need for a local viability assessment to support it. However, this study shows an assessment is likely to demonstrate viability will not be negatively impacted (to a material extent) for BNG increases of up to 20%. Because costs are small BNG is unlikely to impact the viability threshold significantly.
- The above conclusion reflects the viability position where BNG requirements have been considered and factored in throughout the land acquisition and planning application process. In the short term, BNG policy changes may cause greater levels of disruption and viability impact where the cost and land take requirements of increased levels of BNG provision have not been factored into existing proposals.
- If onsite provision is how the majority of BNG is delivered on sites, this could have implications on land take. Three of the typologies tested required additional land all were greenfield and were the 500, 100 and 25 unit scenarios. In reality increasing land take may result in the lowering of average housing densities, so more land may be required to

deliver housing. However the majority of this burden relates to the mandatory 10% BNG and the increase to get to 15% and 20% BNG are comparably small, this therefore should not be seen as a reason for not going beyond the 10% but is a consideration for LPAs.

- In certain situations where the starting biodiversity baseline is low i.e. on cleared brownfield sites it might prove easy for developers to provide considerably larger increases over 20%. LPAs may wish to consider this when developing new policy and could, for example, consider a minimum threshold for BNG applied in absolute terms in addition to a percentage increase. This may allow them to capture even more BNG where appropriate.

## **Annex A: Review of Local Authority Local Plan evidence bases**

# Planning and Viability Policy Review Paper

## Viability Assessment of Biodiversity Net Gain in Kent

The purpose of this working paper is to provide an overview of the planning and viability policy within each Local Authority in Kent. Our findings are set out in Table 1 below.

**Table 1: Local Authority Planning Policy review**

Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Spilt	CIL Authority?	Other comments
Ashford Borough Council	Local Plan to 2030 (Adopted February 2019) <i>No emerging local plan.</i>	Tenure mix currently being revisited in light of Government First Homes initiative.  Viability table below provides affordable housing mix	<b>Zone A: Ashford Town</b> 20% of total dwellings  <b>Zone B: Ashford Hinterlands</b> 30% of total dwellings  <b>Zone C: Rest of the Borough</b> 40% of total dwellings	<b>Zone A: Ashford Town*</b> 20% of total dwellings (all home ownership products of which a minimum of 10% should be shared ownership)  *flatted development is not required to deliver affordable housing. However, Build to Rent will be considered on a	No. The council commenced draft CIL proposals alongside the Local Plan to 2030 in 2016. However, the plans for implementing CIL in Ashford are currently on hold, until the proposals for potential changes to the system set out in the Government	At the time for writing, the viability study zones and ward boundaries aligned. Ward boundaries have been changed; the map in the local plan is not correct. the <a href="#">online map</a> should be used to view ward and viability zones.

Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Spilt	CIL Authority?	Other comments
				<p>case-by-case basis but should provide 20% affordable housing.</p> <p><b>Zone B: Ashford Hinterlands</b> 30% of total dwellings of which 20% home ownership (minimum of 10% shared ownership) and 10% affordable/social rented)</p> <p><b>Zone C: Rest of the Borough</b> 40% of total dwellings of which 30% home ownership (minimum of 20% shared ownership) and 10% affordable/social rented)</p>	White Paper are formalised.	
Canterbury City Council	Current local Plan adopted 2017.	Total housing mix: 1Bed flat: 14% 2bed flat: 42% 2Bed House: 22% 3Bed House: 12%	<b>30% affordable housing on all residential developments</b> consisting of 11 or more units, or which have a combined	70% affordable/social rent 30% intermediate	Yes.  <b>Charging schedule Charging Zone A (resi): £187 / sq.m</b>	

Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Spilt	CIL Authority?	Other comments
	currently updating the Local Plan. We undertook an Issues consultation over the summer in 2020. <i>Draft district vision and Local Plan options</i> consultation happened over the summer in 2021. Reviewing responses from the consultation over the summer and gathering evidence to inform a draft Local Plan. We intend to go out for consultation on a draft Local Plan (possibly Reg 18) next year.	<p>4Bed House: 11%</p> <p>Market Housing:  1Bed flat: 12%  2bed flat: 46%  2Bed House: 26%  3Bed House: 4%  4Bed House: 12%</p> <p>Affordable/social rent:  1Bed flat: 15%  2bed flat: 28%  2Bed House: 13%  3Bed House: 29%  4Bed House: 15%</p> <p>Affordable Home Ownership:  1Bed flat: 17%  2bed flat: 51%  2Bed House: 20%  3Bed House: 7%  4Bed House: 6%</p>	gross floor area of more than 1,000 square metres, other than on sites in the Area of Outstanding Natural Beauty where commuted sums will be sought on developments of between 6 to 10 units	Emerging policies informed by Housing Needs Assessment (2021) suggests 66% affordable/social rent, 34% intermediate (with 25% required to be First Homes by Government)	<p><b>Charging Zone B (resi): £82</b></p> <p><b>Charging Zone A (older person housing development): £187 / sq. m</b></p> <p>Charging Zone E (all areas not in Zone C or D) supermarket development: £37</p> <p>Charging Zone E (all areas not in Zone C or D) comparison retail: £178</p> <p>Charging Zone E (all areas not in Zone C or D) hotel: £34</p> <p>District wide Student Accommodation: £103</p> <p>No CIL charge for other uses not identified above including flatted</p>	



Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Split	CIL Authority?	Other comments
					development of 11+ dwellings where no other resi is proposed, older person housing development in Zone B, and strategic development sites in Zone C.  Charging Zone map in Appendix A <a href="#">here</a>	
Dartford Borough Council	Core Strategy 2011 Dartford Development Policies Plan 2017 Emerging Plan at presubmission stage (Reg 19 done)	Developments 100+: 70% houses of two bedrooms or more, of which 5% should be 4 bedrooms or more. 30% flats  Less than 100 homes development: 2Bedrooms or more  In the following locations a higher proportion of flats may be acceptable: - Dartford Town Centre Priority Area (including Northern Gateway (see Policy CS 3(1)) - Ebbsfleet Valley Strategic Site (see Policy CS 5(3))	Policy CS19 - Urban Areas (For 15 homes or more): 30% affordable  Policy CS19 - Rural area (2 units or more): 50% affordable	Between 50-80% as intermediate with remainder as social rented. Mix is determined on a site by site basis taking into account site characteristics and development viability, and in the light of regularly reviewed assessment of local housing need.	Yes.  Residential Zone A (southern part of the Borough): £200/sqm  Residential Zone B, 15 homes+ with affordable policy requirement (northern part of the Borough): £100/sqm  Residential Zone B, less than 15 homes with <b>no</b> affordable policy requirement (northern part of the Borough): £200/sqm	Many of the larger sites without planning permission coming forward in the next 15 years in Dartford fall within the town centre, these sites are redevelopment of existing developed sites and high density development will be required. It would be useful if the study considers viability with regard to these sites and also the ability to provide BNG.

Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Split	CIL Authority?	Other comments
		<p>- Thames Waterfront sites</p> <p>Housing need: 790 homes per annum (80% of homes to be built on brownfield land)</p>			<p>Retail Zone D (all retail development above 500 sqm: £125</p> <p>Retail Zone C (supermarkets/superstores above 500 sq. m): £65</p> <p>Office/industrial/hotel/leisure: £25</p> <p>Index Figure for 2021: 333</p>	
Dover District Council	Core Strategy Adopted 2010, Land Allocation Adopted 2015 Emerging Local Plan 2040 reg 18 consultation 2021, Reg 19 consultation expected Feb 2022	<p>Current tenure need (2020): Owner-occupied: 64.7% Private rented: 20.2% Shared Ownership: 0.4% Social rent/Affordable rent: 13.4%</p> <p>Current tenure need (2040): Owner-occupied: 63.8% Private rented: 14.4% Shared Ownership: 5.8% Social rent/Affordable rent: 16%</p> <p><b>Market Housing Mix</b> 1Bed: 5.99% 2bed: 21.38%</p>	<p>30% affordable housing on all developments of 10 units or more (or on sites 0.5 hectares or more) and in Designated Rural Areas, on schemes of 6 dwellings or more.</p> <p>No affordable housing is to be provided in Dover Urban Area.</p>	<p><b>CONFIDENTIAL</b> 55% affordable/social rent 25% First homes (at 30% discount rate) 20% intermediate affordable home ownership products</p>	No	

Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Spilt	CIL Authority?	Other comments
		3Bed: 38.49% 4Bed+: 34.15%  Affordable mix: 1Bed: 28.93% 2bed: 17.83% 3Bed: 26.34% 4Bed+: 26.9%				
Gravesham Borough Council	The Development Plan comprises: Gravesham Local Plan Core Strategy, adopted 2014, and Saved policies from the Gravesham Local Plan First Review (1994)	For market housing, it shows a significant need for three-bedroom (47%) and two bedroom (31%) properties. Full market mix is not provided.  Affordable: Affordable Rent: 58% - 66% Shared Ownership: 22% - 28% Social Rent: 12% - 14%	The provision of affordable housing will be required on all new housing developments of: 15 dwellings or more or on sites of 0.5 hectares or more in the urban area; and 3 units or more or on sites of 0.1 hectares or more in the rural area  Urban Areas: 30% Rural areas: 35%	Affordable/social rented: 70% Intermediate: 30%	No.	n/a
Maidstone Borough Council	Maidstone Borough Council Local Plan (2011-2031) adopted 2017 Emerging local plan	Only accept 2 bed 4-person units 3 bed 5/6-person units and 4 bed 6/7/8-person units where the tenure is for rent.	On housing sites or mixed use development sites of 11 residential units (gross) or more, or which have a combined floorspace of greater than 1,000m <sup>2</sup> (gross internal area), the council will	Affordable/social rented: 70% Intermediate: 30%	Yes. <b>Residential (£/sqm)</b> Urban Areas: £93 Rural areas: £99 Residential Springfield: £77	

Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Split	CIL Authority?	Other comments
		Affordable: 75% affordable/social rented product 25% of affordable home ownership	require the delivery of affordable housing.  Urban Areas: 30% Rural areas: 40% Residential Springfield: 20% Retirement housing/extra care: 20% Retirement care homes /nursing home: 0%		Retirement housing/extra care: £45  <b>Commercial</b> Retail – wholly or mainly convenience: £150 Retail – wholly or mainly comparison (outside the town centre boundary): £75	
Sevenoaks District Council	Core Strategy adopted 2011  Emerging Plan Reg 19 Consultation Dec 2018	<b>Market</b> 1Bed: 5-10% 2Bed: 25-30% 3Bed: 40-45% 4Bed: 20-25%  <b>Affordable</b> 1Bed: 30-35% 2Bed: 30-35% 3Bed: 25-30% 4Bed: 5-10%  <b>All units</b> 1Bed: 15-20% 2Bed: 25-30% 3Bed: 35-40% 4Bed: 15-20%	0 - 5 new homes: 0% affordable housing required  6-9 new homes: 20% affordable housing required to be provided in the form of a financial contribution  10+ homes on brownfield sites: 30% affordable housing to be provide on-site unless the Council advises that a financial contribution is preferred. 10+ homes on a greenfield site: 40% affordable housing on site	Social/affordable rent: 76%  Intermediate housing: 24%	Yes.  <b>Residential</b> Area A: £125/sqm  Area B: £75/sqm  Supermarket and superstores selling convenience goods: £125/sqm  Retail warehousing: £125 /sqm Other forms of development: £0/sqm	

Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Split	CIL Authority?	Other comments
			unless financial contribution is preferred.			
Swale Borough Council	Local plan adopted 2017, currently at Regulation 18 stage for the local plan review.	<p>No specific housing mix stated.</p> <p>Sittingbourne HMA</p> <p>ME9; Rural parts of Sittingbourne, Iwade, Upchurch, Newington, Milstead and Teynham: greatest demand for <b>family housing</b></p> <p>ME10; The town of Sittingbourne including Milton Regis and Kemsley: provide <b>a mix of quality housing types</b></p> <p>M11, Queenborough and Rushenden on the Isle of Sheppey: 3Bed family homes and flats</p> <p>ME12, Isle of Sheppey including Sheerness, Minster, Leysdown and Warden: greatest demand for <b>family housing</b></p>	<p>Area:</p> <p>Isle of Sheppey: 0%</p> <p>Sittingbourne town, urban extension and Iwade: 10%</p> <p>Strategic Site at NW Sittingbourne: 10% affordable housing if a zero CIL rate applied</p> <p>Faversham town and urban extensions: 35% affordable housing</p> <p>All other rural areas: 40%</p> <p>All areas: 0%</p>	<p>Size, tenure and types of affordable housing units should be delivered in accordance with the needs of the area.</p> <p>Affordable rented: 18%</p> <p>Affordable home ownership: 9.3% of which 4.3% SO and 4.9% help-to-buy/Starter Homes</p>	No	

Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Spilt	CIL Authority?	Other comments
		ME12, Faversham and rural parts of east Swale including Boughton, Oare, Selling and Eastling: family housing encouraged				
Thanet District Council	Adopted 2020 Early Partial Review has started	<p><b>Market housing</b>  Flat: 20%-25%  Terraced 20%-25%  Semi: 25%-30%  Detached: 25%-30%</p> <p>1-bed properties: 10-15%  2-bed properties: 40-45%  3-bed properties: 30-35%  4-bed properties: 10-15%</p> <p><b>Affordable</b>  Flat: 45%-50%  Terraced 20-25%  Semi: 25%-30%  Detached: 0 -5%</p> <p>1-bed properties: 35-40%  2-bed properties: 30-35%  3-bed properties: 20-25%  4-bed properties: 5-10%</p>	Policy SP23: for 10+ dwellings or a gross floor area of more than 1,000 sqm: 30%	<p>Not specified.</p> <p>Affordable housing is defined as social rented, affordable rented, intermediate housing, provided to eligible households whose needs are not met by the market. The Strategic Housing Market Assessment's (SHMA) analysis is that tackling the backlog of need is an enormous task. The SHMA also sets out the requirement for a proportion of starter homes (homes for first time buyers under the age of 40 at a discount of at least 20% below</p>	No.	

Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Spilt	CIL Authority?	Other comments
				the open market value) to be delivered on all suitable reasonably-sized housing developments		
Tonbridge and Malling Borough Council	Adopted Core Strategy (2007), Development Land Allocations DPD (2008), Tonbridge Central Area Action Plan (2008), Managing Development and the Environment DPD (2010). Local Plan submitted in Jan 2019, but withdrawn in Nov 2021. Work starting on new Local Plan.	Standard Method calculation identifies a need of 15,102 units over the plan period 2021-3029 (839x18 years).	Urban Areas (15dwellings+ or 0.5ha +): 40%  Rural areas (5dwellings+ or 0.16ha +): 40%	70% social rented 30% intermediate housing  Such housing can comprise a combination of: rented housing (where the rents do not exceed Housing Corporation target rent levels); shared ownership (where the initial equity purchase is as low as 25% of the market value of a suitable property); and, subsidised low-cost home ownership where the level of subsidy enables	No	The Environment Act was granted Royal assent this week, mandating 10% net gain.

Local Authority	Local Plan Status	Target Housing Need Mix	Affordable Housing Policy	Affordable Tenure Spilt	CIL Authority?	Other comments
				purchase at least 40% below market value.		

## Viability Policy

**Table 2: Local Authorities' Viability Assessment**

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
Ashford Borough Council	Carried out in 2016, update in 2017 by Three Dragons	<b>Zone A: Ashford Town</b> 1Bed flat: £130,000 2Bed flat: £145,000 2Bed Terrace: £200,000 3Bed Terrace: £230,000 4Bed Terrace: £245,000 3Bed Semi-detached: £240,000 4Bed Semi-detached: £260,000 3Bed Detached: £285,000 3Bed Detached: £325,000 4Bed Detached: £365,000  <b>Zone B: Ashford Hinterlands</b> 1Bed flat: £130,000 2Bed flat: £150,000	Dwelling sizes (sq.ft) Affordable, Market : 1Bed flat: 538, 538 2Bed flat: 721, 656 2Bed Terrace: 807, 753 3Bed Terrace: 904, 904 4Bed Terrace/semi: 1076, 1044 3Bed Semi-detached: 904, 1001 3Bed Detached: 904, 1184 3Bed Detached: 1141, 1399 4Bed Detached: 1345, 1668	<b>Affordable rent/shared ownership</b> 1Bed flat: 30% 2Bed flat: 20% 2Bed house: 20% 3Bed house: 25% 4Bed house: 5%  <b>Starter Homes</b> 2Bed flat: 30% 2Bed house: 40% 3Bed house: 30%	Taken from BCIS with 15% uplift to cover external works  e.g., flats (1-2 storeys) £133psf (£1431psm)	<b>Zone A/B: Urban/edge of urban</b> £700,000/gross ha (based on premium over EUV + review)  <b>Zone B: Larger sites intermediate benchmark</b> £450,000 (mid-point for larger strategic sites with additional costs)	



Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
		2Bed Terrace: £215,000 3Bed Terrace: £250,000 4Bed Terrace: £270,000 3Bed Semi-detached: £265,000 4Bed Semi-detached: £280,000 3Bed Detached: £305,000 4Bed Detached: £345,000 5Bed Detached: £380,000  <b>Zone C: Rest of the Borough</b> 1Bed flat: £155,000 2Bed flat: £180,000 2Bed Terrace: £230,000 3Bed Terrace: £255,000 4Bed Terrace: £290,000 3Bed Semi-detached: £305,000 4Bed Semi-detached: £330,000 3Bed Detached: £380,000 4Bed Detached: £425,000 5Bed Detached: £490,000				<b>Zone B/C: Strategic greenfield sites</b> £300,000 (based on a multiple of agri values)  <b>Zone C: infill/edge of settlements</b> £1,300,000 (based on review)  <b>Industrial/office accessible sites:</b> £482,000 (VOA/DCLG)  <b>Other standard non-residential uses with accessible sites:</b> £626,000 (premium over industrial use values)  Higher value non-residential uses on accessible	

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
						sites: £1,300,000 (benchmarked against highest resi benchmark)	
Canterbury City Council	Most recent viability study in 2018 carried out by Three Dragons  Preparing a viability study for the new Local Plan at the time of writing	<b>Canterbury/Sturry/Whitstable</b> 1Bed flat: £190,950 2Bed flat: £232,959 2Bed Terrace: £272,580 3Bed Terrace: £327,096 4Bed Terrace/semi: £412,764 3Bed Semi-detached: £397,188 3Bed Detached: £506,220 4Bed Detached: £642,510  <b>Rural</b> 1Bed flat: £190,950 2Bed flat: £232,959 2Bed Terrace: £247,170 3Bed Terrace: £296,604 4Bed Terrace/semi: £374,286 3Bed Semi-detached: £360,162 3Bed Detached: £459,030 4Bed Detached: £582,615  <b>Herne Bay</b>	Sqm 1Bed flat: 59 2Bed flat: 61 2Bed Terrace: 70 3Bed Terrace: 84 4Bed Terrace/semi: 106 3Bed Semi-detached: 102 3Bed Detached: 130 4Bed Detached: 165	<b>Affordable Mix (CIL Viability Study)</b> Brownfield: Market 2Bed flat: 70% Affordable 1Bed flat: 20% Affordable 2Bed: 10%  Medium greenfield/brown field 30 - 150 units: 1Bed flat: 11% 2Bed flat: 5% 2Bed terrace: 6% 3Bed terrace: 6% 4Bed terrace 2%	<b>Flats (1-2 storeys):</b> £1,611. Mean BCIS plus 15% for external works/contingency (=£1,853 total) <b>Flats (3-5 storeys):</b> £1,617. Mean BCIS plus 15% for external works/contingency (= £1,860 total) <b>Houses 2 -5 dwellings:</b> £1,466. 105% Mean BCIS plus 15% for external works/contingency (= £1,686 total) <b>Houses 6 -10 dwellings:</b> £1,396. Mean BCIS plus 15% for external	<b>Canterbury/Whitstable</b> Large Greenfield (250 plus) £500,000  Greenfield: £675,000  Urban Infill/BF cleared: £1,000,000  Urban Infill/BF existing uses: £1,500,000  <b>Rural</b> Greenfield: £675,000  Urban Infill/BF cleared: £1,000,000  <b>Herne Bay</b>	

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
		1Bed flat: £190,950 2Bed flat: £232,959 2Bed Terrace: £221,690 3Bed Terrace: £226,028 4Bed Terrace/semi: £335,702 3Bed Semi-detached: £323,034 3Bed Detached: £411,710 4Bed Detached: £522,555  Affordable Rents: 1Bed flats: £114 2Bed flat: £145 1Bed house: £119 2Bed House: £150 3Bed House: £175 4Bed House: £276			works/contingency (= £1,605 total) <b>Houses 11 – 50 dwellings:</b> £1,326. 95% Mean BCIS plus 15% for external works/contingency (= £1,525 total) <b>Houses 51 – 100 dwellings:</b> £1,284. 92% Mean BCIS plus 15% for external works/contingency (= £1,477 total) <b>Houses 101 – 250 dwellings:</b> £1,242. 89% Mean BCIS plus 10% for external works/contingency (= £1,366 total) <b>Houses 251 plus dwellings:</b> £1,189. Lower	Large Greenfield (250 plus) £275,000  Greenfield: £600,000  Urban Infill/BF cleared: £850,000	

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
					quartile BCIS plus 10% for external works/contingency (= £1,308 total)		
Dartford Borough Council	2021 written by Dixon Searle Partners hip	<p>Tested viability against 8 value levels:</p> <p>Average market value £/sqm ranged between £3,500 - £5,500</p> <p>VL1  1Bed flat: £175,000  2Bed flat: £213,5000  2Bed house: £276,500  3Bed house: £325,000  4Bed house: £371,000</p> <p>VL8:  1Bed flat: £275,000  2Bed flat: £335,5000  2Bed house: £434,000  3Bed house: £511,500  4Bed house: £583,000</p>	1Bed flat: 50 2Bed flat: 61 3Bed flat: 79 2Bed house: 85 3Bed house: 93 4Bed house: 106	<p>53% affordable rented tenure</p> <p>47% intermediate tenure</p> <p>** the above tenure mix does not factor in the First Homes Requirement</p>	<p><b>Residential</b></p> <p>Build Costs 'One-off' housing semi-detached – generally: £2,114</p> <p>Build Costs Estate Housing – generally: £1,328</p> <p>Build Costs Mixed Developments: £1,339</p> <p>Build Costs Flats – generally: £1,489</p>	<p>Greenfield: £250,000</p> <p>Greenfield Upper: £500,000</p> <p>Low-grade PDL (former community uses, yards and workshops): £1,000,000</p> <p>PDL land values industrial: £2,000,000</p> <p>PDL – Commercial (lower): £3,000,000</p> <p>PDL – Commercial</p>	<p><b>Sustainable Design &amp; Construction &amp; Biodiversity Net Gain (BNG)</b> – all tests assume a 20% CO2 reduction through energy efficiency measures (3% extra-over allowance on build costs to include BNG and electric vehicle charging) with sensitivity testing carried out assuming a 31% reduction in CO2 based on the 2013 Edition of the 2010 Building Regulations (Part</p>

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
					<p>Build Costs Flats - 3-5 Storeys: £1,473</p> <p>Build Costs Flats - 6+ Storey: £1,717</p> <p>Build Costs (Supported Housing – Generally): £1,808</p> <p><b>Warehouse/Logistic Centre</b> Large scale distribution centre with ancillary office: £866</p> <p>Medium scale distribution warehouse with ancillary office: £866</p> <p>Distribution Centre: £866</p>	(higher): £5,000,000	<p>L) – 5% extra-over allowance on build costs (to include BNG and electric vehicle charging). BREEAM Excellent has been included for major non-residential floorspace developments (on which the typologies cover industrial / warehousing / distribution development uses and include as a base assumption an addition of 0.4% build cost to reflect BREEAM 'Excellent'</p>

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
					<p>Smaller / Move-on type industrial unit including offices – industrial estate: £1,260</p> <p>Small industrial unit including offices – industrial estate: £1,260</p> <p>Larger industrial / warehousing unit including offices – industrial estate: £866</p>		
Dover District Council	Prepared by HDH Planning & Development in November 2020	<p>Brownfield: £3200 - £3350/sqm</p> <p>Dover Town brownfield &amp; flatted schemes: £2300/sqm</p> <p>Urban flatted schemes: £3300 - £4250</p> <p>Large greenfield site: £3100 - £3350</p>	<p><b>Market Units (Sqm)</b></p> <p>1Bed flat: 40</p> <p>2Bed flat: 65</p> <p>2Bed Terrace: 73</p> <p>3Bed Terrace: 86</p> <p>2Bed Semi-detached: 81</p> <p>3Bed Semi-detached: 98</p>	35% intermediate housing 65% affordable rent	<p><b>Median BCIS for all types used</b></p> <p>1Bed flat: 1502</p> <p>2Bed flat: 1502</p> <p>2Bed Terrace: 1396</p> <p>3Bed Terrace: 1396</p>	<p>Large Green 400: £422,500</p> <p>Large Green 150: £422,500</p> <p>Medium Green 80: £422,500</p> <p>Medium Green 40: £422,500</p>	

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
		<p>Medium greenfield sites: £3100 - £3350</p> <p>Small greenfield sites: £3100 – 3500</p> <p>Social rent: £1270/sqm</p> <p>Affordable rent £1930</p> <p>Intermediate products: 70% of open market value</p>	<p>4Bed Semi-detached: 115</p> <p>4Bed Detached: 120</p> <p>5Bed Detached: 130</p> <p>Highrise flats 1Bed: 40</p> <p>Highrise flats 2Bed: 65</p> <p>Highrise flats 3Bed: 80</p> <p><b>Affordable units</b></p> <p>1Bed flat: 39</p> <p>2Bed flat: 61</p> <p>2Bed Terrace: 70</p> <p>3Bed Terrace: 84</p> <p>2Bed Semi-detached: 79</p> <p>3Bed Semi-detached: 93</p> <p>4Bed Semi-detached: 97</p> <p>4Bed Detached: 106</p> <p>5Bed Detached: 110</p> <p>Highrise flats 1Bed: 39</p> <p>Highrise flats 2Bed: 61</p>		<p>2Bed Semi-detached: 1396</p> <p>3Bed Semi-detached: 1396</p> <p>4Bed Semi-detached: 1552</p> <p>4Bed Detached: 1552</p> <p>5Bed Detached: 1552</p> <p>Highrise flats 1Bed: 1563</p> <p>Highrise flats 2Bed: 1563</p> <p>Highrise flats 3Bed: 1563</p>	<p>Medium Green 20: £422,500</p> <p>Medium Green 20 LD: £422,500</p> <p>Small Green 12: £450,000</p> <p>Small 8: £450,000</p> <p>PDL 300, 200 HD, 100, 30, 30 HD, 12, 12 HD: £1,440,000</p>	

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
			Highrise flats 3Bed: 74				
Gravesham Borough Council	Prepared by GVA Grimley Ltd Jan 2016	<b>Zone A</b> 1Bed flat: £160,000 2Bed flat: £180,000 2Bed house: £250,000 3Bed house £300,000 4Bed house: £340,000  <b>Zone B</b> 1Bed flat: £160,000 2Bed flat: £180,000 2Bed house: £300,000 3Bed house £340,000 4Bed house: £400,000	Unit sizes <b>Zone A</b> 1Bed flat: 50 2Bed flat: 67 2Bed house: 83 3Bed house 105 4Bed house: 120  <b>Zone B</b> 1Bed flat: 50 2Bed flat: 67 2Bed house: 83 3Bed house 116 4Bed house: 139	Residential mix 100% flatted scheme 1Bed flat: 45% 2Bed flat: 55%  100% house scheme 2Bed house: 20% 3Bed house 50% 4Bed house: 30%  Mix 1 1Bed flat: 35% 2Bed flat: 40% 2Bed house: 5% 3Bed house 13% 4Bed house: 20%  Mix 2 1Bed flat: 10% 2Bed flat: 15% 2Bed house: 15% 3Bed house 40% 4Bed house: 20%	Development costs are based on BCIS figures for Kent, analysis of recent viability assessments and GVA knowledge of typical development costs.  Basic build – houses (small scheme) : £1297 /sqm  Basic build – flat (small scheme) : £1488 /sqm  Basic build – flat: £1353/sqm Basic build – house: £1024/sqm	Majority of sites will come forward on former employment land.  <b>Zone A</b> £1,185,000 / ha applied to most schemes  <b>Zone B</b>  Small brownfield plots: £2,471,000/ ha  Greenfield: £865,000/ha  Town centre brownfield employment site: £990,000/ha  Town centre comparison	



Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
						retail: £3,450,000/ ha	
Maidstone Borough Council	Prepared by Aspinall Verdi September 2021	<p><b>Lower Value Area</b> 3-bed house: £360,000 (£352 /psf) 2Bed flat: £260,000 (£345 /psf) 1Bed flat: £220,000 (£372 /psf)</p> <p><b>Mid Value Area</b> 4Bed house: £450,000 (£334 /psf) 3-bed house: £360,000 (£352 /psf) 2Bed flat: £300,000 (£372 /psf) 1Bed flat: £230,000 (£356 /psf)</p> <p><b>Higher Value Area</b> 4Bed house: £500,000 (£357 /psf) 3-bed house: £400,000 (£372 /psf) 2Bed flat: £320,000 (£372 /psf) 1Bed flat: £230,000 (£356 /psf)</p>	<p><b>Lower Value Area (sqm)</b> 3-bed house: 95 2Bed flat: 70 1Bed flat: 55</p> <p><b>Mid Value Area</b> 4Bed house: 125 3-bed house: 95 2Bed flat: 75 1Bed flat: 60</p> <p><b>Higher Value Area</b> 4Bed house: 130 3-bed house: 100 2Bed flat: 80 1Bed flat: 60</p>	<p>70% affordable rented/social rented 30% affordable home ownership product of which: 5% affordable home ownership &amp; 25% First Homes.</p> <p><b>Social / affordable rent:</b> 4Bed house: 10% 3-bed house: 25% 2Bed flat: 35% 1Bed flat: 30%</p> <p><b>Affordable home ownership:</b> 4Bed house: 10% 3-bed house: 25% 2Bed flat: 40% 1Bed flat: 25%</p>	<p><b>Residential</b> Median BCIS for estate housing generally &amp; flats generally</p> <p>Garage - £6,000</p> <p><b>Convenience retail build costs:</b> BCIS median build costs for hypermarkets and supermarkets, re-based to Maidstone, default period used to ensure sufficient sample</p> <p><b>Office</b> BCIS median generally for offices</p>	<p><b>Lower and mid value zones Greenfield</b> £247,000/ha (100,000 /acre)</p> <p><b>High value area</b> £308,750/ha</p> <p><b>Brownfield</b>  Town centre and inner urban area (lower value zone) - £2,200,000 /ha</p> <p>Outer urban area (Mid value zone) - £1,358,500/ha</p> <p>Rural service area (Higher value zone) - £815,100 /ha</p>	

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
					<b>Industrial</b> BCIS median build costs warehouses/stores 'generally'		
Sevenoaks District Council	Prepared by DixonSea rle Partners hip in November 2018	<p>Private</p> <p>VL 1: 1Bed flat: £175,000 2Bed flat: £245,000 2Bed house: £276,500 3Bed house £350,000 4Bed house: £455,000 £/m2: £3,500</p> <p>VL2 1Bed flat: £200,000 2Bed flat: £280,000 2Bed house: £316,000 3Bed house £400,000 4Bed house: £520,000 £/m2: £4,000</p> <p>VL3: £4,250 /sqm</p> <p>VL3: £4,500 /sqm</p> <p>VL5: 1Bed flat: £237,500</p>	<p><b>Private</b> 1Bed flat: 50 2Bed flat: 70 2Bed house: 79 3Bed house 100 4Bed house: 130</p> <p><b>Affordable</b> 1Bed flat: 50 2Bed flat: 70 2Bed house: 79 3Bed house 93 4Bed house: 112</p>	<p><b>Affordable rent</b> 1Bed: 30-35% 2Bed: 30-35% 3Bed: 25-30% 4Bed: 5-10%</p> <p>Intermediate: Adjusted across 1 and 2-beds only</p>	<p>BCIS Median build costs for:</p> <p>Build Costs Mixed Developments - generally (£/sq. m): £1,469</p> <p>Build Costs Estate Housing - generally (£/sq. m): £1,643</p> <p>Build Costs Estate Housing - generally (£/sq. m): £1,441 Build Costs Flats - generally (£/sq. m): £1,673 Build Costs Flats - generally (£/sq. m): £1,593 Build Costs Flats - 3-5</p>	<p><b>EUUV+£/ha</b> Greenfield Enhancement: £250,000 /ha</p> <p>Greenfield Enhancement (upper): £500,000 /ha</p> <p>Brownfield industrial land (proxy AUV for developments on BF)*: £1,500,000</p> <p>Commercial OOT land (plus 20%+)*: £1,800,000</p> <p>Commercial CBD land (plus 20%+)*: £2,250,000</p>	

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
		2Bed flat: £332,500 2Bed house: £375,250 3Bed house £475,000 4Bed house: £617,500 £/m2: £4,750 /sqm  VL6: £5,000 /sqm  VL7: £5,250 /sqm  VL8: £5,500 /sqm  VL9: £6,000 /sqm  VL10: £6,500 /sqm  VL11+: £7,000 /sqm			storey (£/sq. m): £1,658  Build Costs (Sheltered Housing - Generally) (£/sq.m): £1,765	Residential land values*: £4,506,300  *Based on MHCLG 2017 land value estimates	
Swale Borough Council	Prepared by Aspinall Verdi Dec 2020	<b>Lower Value Area</b> 1Bed flat: £175,000 (£3,500/sqm) 2Bed flat: £210,000 (£3,500 /sqm) 2-bed house: £240,000 (£3,428 /sqm)	<b>Unit size (sqm)</b> 1Bed flat: 50 2Bed flat: 60 2-bed house: 70 3-bed house: 90 4Bed house: 120	<b>Open market</b> 1Bed flat: 0% 2Bed flat: 8% 2-bed house: 27% 3-bed house: 35% 4Bed house: 30%	BCIS median for all uses including: Residential houses and flats  Sheltered accommodation	Greenfield: £247,100 /ha  Brownfield: £988,400	

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
		3-bed house: £330,000 (£3,666/sqm) 4Bed house: £430,000 (£3,583 / sqm)  <b>Higher Value Area</b> 1Bed flat: £195,000 (£3,900/sqm) 2Bed flat: £235,000 (£3,917 /sqm) 2-bed house: £265,000 (£3,786 /sqm) 3-bed house: £370,000 (£4,111/sqm) 4Bed house: £465,000 (£3,875 / sqm)		<b>Affordable</b> 1Bed flat: 25% 2Bed flat: 45% 2-bed house: 45% 3-bed house: 30% 4Bed house: 0%  <b>Tenure split:</b> 60% affordable rent, 15% shared ownership, 25% First Homes	Holoday lodge  Convenience retail  Comparison retail high street  Comparison retail warehouse  Office  B1c/B2  B8 strategic distribution	Greenfield/brown field – lower value one (850 units) £237,253	
Thanet District Council	Prepared by DixonSea rle Dec 2017	VL1: £2,500 /sqm VL2: £2,800 /sqm VL3: £3,100 /sqm VL4: £3,400 /sqm VL5: £3,700 /sqm VL6: £4,000 /sqm	<b>Affordable</b> 1Bed flat: 50 2Bed flat: 70 2-bed house: 79 3-bed house: 93 4Bed house: 112  <b>Market</b> 1Bed flat: 50 2Bed flat: 70 2-bed house: 79	<b>Affordable</b> 1Bed: 35-40% 2Bed: 30-35% 3Bed: 20-25% 4Bed: 5-10%  <b>Market</b> 1Bed: 10- 15% 2Bed: 40-45% 3Bed: 30-35% 4Bed: 10-15%	Build cost taken as "Median" figure from BCIS for that build type - e.g. flats ; houses storey heights etc. and then rounded	Range between Greenfield (agricultural land): £250,000 /ha - £3,000,000 / ha  Residential use/ high than typical existing or alternative use	

Local Authority	Plan-wide Viability Study	Valued Adopted (average prices)	Size Adopted	Affordable Mix	Build Costs	Benchmark Land Value (£/gross ha)	Other comments
		VL7: £4,300 /sqm	3-bed house: 100 4Bed house: 130			value: £1.2m - £1.75m	
Tonbridge and Malling Borough Council	<b>No recent viability study</b>						

## **Annex B: BNG technical note**

# Technical Appendix B: Background information to Biodiversity Net Gain analysis

## Background to the current Biodiversity Net Gain (BNG) process in the Environment Act

### CIRIA BNG Best Practice Principles

In 2016 CIRIA, CIEEM and IEMA developed the UK's first good practice principles for BNG. This publication defines BNG as "development that leaves biodiversity in a better state than before, and an approach where developers work with local governments, wildlife groups, landowners and other stakeholders to support their priorities for nature conservation".

The principles were stated as:

- Apply the mitigation hierarchy – Avoidance, minimisation, compensation (on-site, offsite);
- Avoid losing biodiversity that cannot be offset elsewhere;
- Be inclusive and equitable;
- Address risk;
- Make a measurable net gain contribution;
- Achieve the best outcomes for biodiversity;
- Be additional;
- Create a net gain legacy;
- Optimise sustainability; and
- Be transparent

In 2019 the updated version of this document was produced giving much greater detail to the principles. The updated guidance provides information for planners and LPA's on best practice to deliver net gain on projects, how to incorporate BNG into local plans and strategies and advice on how to work with developers and imbed BNG within a planning function.

The document requires updating now that there is a mandatory net gain of 10%. However, much of this advice will still be relevant in understanding the importance of delivering over and above the 10% minimum requirement to achieve biodiversity targets in an ecologically meaningful way.

### Preparation for the introduction of mandatory net gain within the Environment Bill – Consultation 2018

Various stakeholder engagement sessions and consultation processes were undertaken to inform the best way to move forward with mandatory net gain. The DEFRA – Net Gain Proposals Consultation, 2018, asked several questions. Most pertinent for this study are:

1. Would a mandatory 10% increase in biodiversity units be the right gain to be required?

This figure was chosen as the minimum required to ensure with a high degree of certainty that an overall gain would be achieved whilst balancing the need to ensure costs to developers are proportionate.

2. Does the proposed range for tariff costs fit (suggested £9,000 to £15,000 per biodiversity unit (BU) for off-site compensation)?

The figure proposed for BU off-site costs were taken from existing costs for habitat creation and estimates for administration costs. Final tariff rate would be a fixed cost set according to the developments location.

In response to the question on whether 10% is the correct mandatory amount for net gain the respondents were divided. Some sectors argued for a lower gain of 1-5%, whilst many agreed that 10% was the right number. Those that didn't agree with 10% however mostly thought that this was too low a figure and believed that it should be a minimum of 10%. CIEEM cited their work on BNG delivery demonstrating an inaccuracy of up to 5% in the calculator. Many were also concerned that stipulating 10% would be a barrier to those LPA's asking for a higher figure.

In response to the question of tariffs there was a wide range in suggested costs. Figures of £15-£30,000 were widely suggested. IEMA believed the rate too low, while CIEEM believed it should be a minimum of £12,000. Additionally, most respondents believed the tariff should be collected and spent locally.

## **DEFRA Impact Assessment following consultation - 2019**

Following the results of the government consultation, an impact assessment was undertaken by DEFRA and Natural England.

It established that a cost of £11,000 per BU would be the assumed rate. However, there is currently an additional consultation being undertaken that will investigate this with further stakeholder engagement and a formal cost per unit is expected to be announced in Spring 2022.

With regard to the figure for mandatory net gain two primary factors were considered in selecting a suitable level of net gain:

1. The capability of the policy to deliver genuine gains for nature
2. The capability of the development sector to meet the requirement without significantly affecting the development rates or inhibiting economic growth.

The document states that:

*"In light of the advantages of a significant margin of gain, but also the need for a rate that can be mandated for with confidence that will not significantly affect the delivery of appropriate development, 10% was selected as a reasonable level of gain to consult on."*

## **PAS workshops – Summer 2021**

Local Government Association Planning Advisory Service held a number of workshops in the summer of 2021 to discuss the outcomes of the Government consultation and proposed Environment Bill.

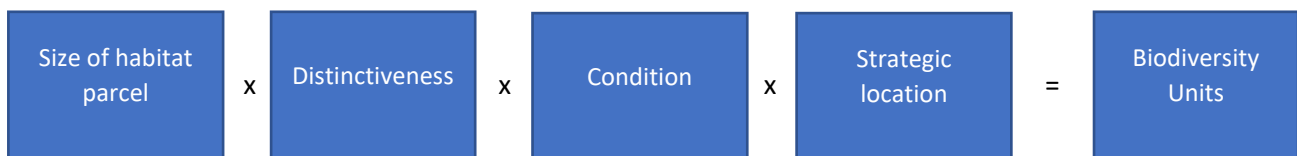


Representatives from over 178 local authorities attended. A wide variety of current approaches to biodiversity net gain were found across LPA's. From general No Net Loss policies to requirement for 20% Net Gain. Most LPA's at the Regulation 19 stage of local plans were intending to have a 20% target. There was however limited experience within LPA's of delivering off-site compensation. One example given was that Coventry had adopted the Warwickshire metric and use this for taking developers off-site compensation contributions.

## Background to BNG Metric 3.0 Process

### Biodiversity Net Gain – Matrix 3.0

Biodiversity metric 3.0 uses habitats as a proxy to describe biodiversity. These habitats are converted into 'biodiversity units', which are calculated using the size of a parcel of habitat and its quality. The formula for the calculation of value of a habitat parcel in biodiversity units works as below:



Habitat biodiversity units are calculated by multiplying scores for:

- Distinctiveness - the rarity and importance of the habitat to biodiversity at a national scale. Distinctiveness is automatically determined by the Biodiversity Metric 3.0 Calculation Tool for different habitat types, and allocated an appropriate weighted score. Certain habitat types, such as hardstanding and buildings, are allocated a distinctiveness score of 0.
- Condition - the quality of a habitat at a point in time based on management, disturbance and other environmental factors. The condition of the habitats is calculated based on the condition assessment tables completed during the site survey, and each habitat is allocated a weighted score between 1 and 3. Different condition assessment criteria are used for each broad habitat type.
- Strategic significance – whether the location of the development and/or off-site work has been identified locally as significant for nature. Strategic importance weighted scores are between 1 and 1.15.
- Size - the extent of the habitat in hectares (ha).

This gives the Biodiversity Unit score for each habitat parcel pre-development.

- Linear habitats, including hedgerows, are assessed separately to those that represent areas. Instead of area measures, these habitats are measured in length (kilometres). The number of units are calculated in the same way to habitats areas, multiplying the length by weighted scores for distinctiveness, condition and strategic importance.

The post-development score of Biodiversity Units for proposed habitats is worked out in the same way, but also multiplying with negative multipliers to account for difficulty factors associated with habitat establishment, temporal delays and off-site risk.

Post-development units are then compared against pre-development units, and a final score given for percentage increase or decrease (net loss or net gain).

## Background to typologies and habitat assumptions

For each typology to be studied and costed, a set of assumptions were made. First were the assumptions of what habitat would be on site prior to any development. Second were assumptions of what the realistic habitats were that could/would be created on site and to what extent.

Baseline habitats were assumed to be mainly those of lower biodiversity value, assuming site selection and optioneering will scope out development on Habitats of Principal Importance, designated sites or other ecologically important features.

Post-development habitats were selected on the basis of those that would be most practical habitats to would both provide habitat links and bring an environmental benefit to the area, whilst also being practical for a developer to create on site.

Selection of baseline and post-development habitats was informed by a review of previous development schemes Temple have advised on, along with comparisons with planning applications and use of professional judgement and experience of advising developers on how best to create habitats that would gain the required net gain and work with the local landscapes.

Some examples below are given of previous Temple projects that have had similar typologies to the ones used in this project to provide a comparison for the habitats assumed. These projects have been anonymised due to client confidentiality.

<b>Small Greenfield Site – Brereton, Staffordshire</b>	
<b>Site Area: 0.32ha</b>	
<b>Pre-development habitats:</b> <ul style="list-style-type: none"><li>• Broadleaved Woodland</li><li>• Modified Grassland</li><li>• Neutral Grassland</li><li>• Ruderal/Ephemeral</li><li>• Vacant/Derelict/Bare ground</li><li>• Developed land/Sealed surface</li></ul>	<b>Post-development habitats:</b> <ul style="list-style-type: none"><li>• Broadleaved Woodland (retained)</li><li>• Developed land/Sealed surface</li><li>• Modified Grassland</li><li>• Built linear structures</li><li>• Trees</li></ul>
<b>BNG Outcome: +0.14 Units / +30.10%</b>	

<b>Small Brownfield Site – Richmond, London</b>	
<b>Site Area: 0.31ha</b>	
<b>Pre-development habitats:</b> <ul style="list-style-type: none"><li>• Developed land, sealed surface</li><li>• Amenity grassland</li></ul>	<b>Post-development habitats:</b> <ul style="list-style-type: none"><li>• Native Scrub Planting</li><li>• Native Tree Planting</li></ul>

<ul style="list-style-type: none"> <li>• Ruderal/ephemeral</li> <li>• Introduced shrub</li> <li>• Bramble scrub</li> <li>• Street Trees</li> </ul>	<ul style="list-style-type: none"> <li>• Biodiverse Roof Installation</li> <li>• Native Climbers</li> <li>• Green Walls</li> <li>• Species Rich Lawn Turf</li> </ul>
<b>BNG Outcome:</b> 0.10 Units / +12.53%	

### **Assumptions and Justifications**

Detailed assumptions with justifications for the habitats used for each typology, as specified in Table 4.2 of the main body text are present in the table below:

Habitat classification	Assumption/Justification
<b>5,000 unit Greenfield</b>	
<b>Pre-development</b>	
Cropland - Cereal crops	Arable farmland – generally main habitat found on these types of sites for development
Grassland - Modified grassland	Grazed pasture/ silage crop – secondary main habitat on greenfield sites for development.
Urban - developed land sealed surface	Buildings and hardstanding – old barns, turning circles, tracks and storage areas
Cropland - Arable field margins tussocky	Arable field margins – areas left to become slightly better habitats
Woodland and forest - Other woodland; mixed	Managed woodland within farm ownership – large greenfield sites generally contain some form of woodland either plantation or managed/unmanaged edge habitats.
Lakes - Ponds (Non- Priority Habitat)	Existing ponds – often small ponds found on farmland surrounded by scrub. Can be good habitat for newts and amphibians
Heathland and shrub - Mixed scrub	Mix of bramble, hawthorn, blackthorn at the edges of woodland and unmanaged margins. Scrub is usual on non-cropland areas of greenfield sites.
<b>Post-development</b>	
Urban – Developed land sealed surface	Buildings and hardstanding (development separated from infrastructure in this typology due to size)
Lakes – Ponds (Priority Habitat)	Existing pond + creation of new ponds on site. Improvement of ponds already on site and creation of new wildlife ponds to increase habitat and food sources for wildlife.
Grassland – Other neutral grassland	Wildflower meadow. Important source of food and terrestrial habitat for wildlife. Also creates attractive habitat for householders to use for recreation purposes. Relatively easy to create and maintain.

Habitat classification	Assumption/Justification
Urban – Introduced shrub	Shrub planting around development infrastructure. Usual to have some form of more formal planting around central areas of the development.
Urban – Sustainable urban drainage systems	SuDs/Rain Garden. Protective feature for development against heavy rains. Provides drainage whilst also having some ecological potential.
Urban – Vegetated garden	Private gardens for the developments housing.
Woodland and Forest – Other woodland; mixed (existing)	Managed woodland retained. Ideal to retain habitat if well managed.
Woodland and Forest – Other woodland; mixed (enhanced)	Managed woodland enhanced. Enhancement of habitat in areas to ensure that it is providing the best habitat available.
Woodland and Forest – Other woodland; mixed (created)	Additional woodland to create connectivity to wider landscape. Creation of additional habitats and wildlife corridors. Woodland is one of the most valuable habitats that can be created on site but is slow to establish. Therefore combination of retention/enhancement and creation is idea.
Urban – Artificial unvegetated; unsealed surface	Areas of playing fields/playparks. Important to provide play areas on large developments. Often required as a condition of development.
Grassland – Modified grassland	Amenity grassland – walkways and picnic areas. Play areas and areas of grass through the wildflower meadow that can be enjoyed without creating disturbance to the wildflower habitat. Social area.
Heathland and Shrub – Mixed scrub (enhanced)	Enhancement of the mix of bramble, hawthorn, blackthorn at the edges of woodland and unmanaged margins.
Urban – Built linear features	Infrastructure for development – roads and pavements (separated in this typology due to size of development)
<b>500 unit Greenfield</b>	
<b>Pre-development</b>	
Cropland - Cereal crops	Arable farmland – generally main habitat found on these types of sites for development
Grassland - Modified grassland	Grazed pasture/ silage crop – secondary main habitat on greenfield sites for development.
Urban - developed land sealed surface	Buildings and hardstanding – old barns, turning circles, tracks and storage areas
Sparsely vegetated land - Ruderal/Ephemeral	Marginal areas of tall vegetation (nettles etc.) Often found around edges of developed land and within old/disused buildings where hardstanding has become cracked and broken.
Woodland and forest - Other woodland; broadleaved	Managed woodland within farm ownership, shelterbelt plantation – greenfield sites generally contain some form of woodland either plantation or managed/unmanaged edge habitats.

Habitat classification	Assumption/Justification
Heathland and shrub - Bramble scrub	Marginal areas of bramble scrub. Scrub is usual on non-cropland areas of greenfield sites.
<b>Post-development</b>	
Urban – Developed land sealed surface	Buildings and hardstanding (development)
Lakes – Ponds (Non-Priority habitat)	Creation of new ponds on site. Development of new wildlife ponds to increase habitat and food sources for wildlife.
Grassland – Other neutral grassland	Wildflower meadow. Important source of food and terrestrial habitat for wildlife. Also creates attractive habitat for householders to use for recreation purposes. Relatively easy to create and maintain.
Urban – Sustainable urban drainage systems	SuDs/Rain Garden. Protective feature for development against heavy rains. Provides drainage whilst also having some ecological potential.
Urban – Vegetated garden	Private gardens for the developments housing
Woodland and Forest – Other woodland; broadleaved (enhanced)	Managed woodland enhanced. Enhancement of habitat in areas to ensure that it is providing the best habitat available.
Woodland and Forest – Other woodland; broadleaved (created)	Additional woodland to create connectivity to wider landscape. Creation of additional habitats and wildlife corridors. Woodland is one of the most valuable habitats that can be created on site but is slow to establish. Therefore combination of retention/enhancement and creation is idea.
Heathland and shrub – Mixed scrub	Enhancement of the bramble scrub with additional planting of hawthorn and blackthorn at the site margins in proximity to the areas of woodland.
Grassland - Modified grassland	Amenity grassland – walkways and picnic areas. Play areas and areas of grass through the wildflower meadow that can be enjoyed without creating disturbance to the wildflower habitat. Social area.
<b>100 unit Greenfield</b>	
<b>Pre-development</b>	
Cropland - Cereal crops	Arable farmland – generally main habitat found on these types of sites for development
Cropland - Arable field margins tussocky	Arable field margins – areas left to become slightly better habitats
Woodland and forest - Other woodland; mixed	Shelterbelt plantations – greenfield sites generally contain some form of woodland either plantation or managed/unmanaged edge habitats.
Heathland and shrub - Mixed scrub	Mix of bramble, hawthorn, blackthorn at the edges of woodland and unmanaged margins
<b>Post-development</b>	
Urban – Developed land sealed surface	Buildings and hardstanding (development)

Habitat classification	Assumption/Justification
Lakes – Ponds (Non-Priority habitat)	Creation of new ponds on site. Development of new wildlife ponds to increase habitat and food sources for wildlife.
Grassland – Other neutral grassland	Small wildflower meadow and grass verges. Important source of food and terrestrial habitat for wildlife. Also creates attractive habitat for householders to use for recreation purposes. Relatively easy to create and maintain.
Urban – Vegetated garden	Private gardens for the developments housing
Woodland and forest - Other woodland; mixed (enhanced)	Improvement of shelter belt to create linking habitat to wider landscape. Enhancement of habitat in areas to ensure that it is providing the best habitat available.
Heathland and shrub - Mixed scrub (enhanced)	Enhance mixed scrub at woodland edges to improve habitat connectivity.
<b>25 unit Greenfield</b>	
<b>Pre-development</b>	
Grassland - Modified grassland	Grazed pasture/ silage crop - secondary main habitat on greenfield sites for development.
Sparsely vegetated land - Ruderal/Ephemeral	Marginal tall vegetations, such as nettles etc. Often found around edges of developed land and within old/disused buildings where hardstanding has become cracked and broken.
Heathland and shrub - Bramble scrub	Marginal areas of bramble scrub. Scrub is usual on non-cropland areas of greenfield sites.
Woodland and forest - Other woodland; mixed	Shelterbelt plantations - greenfield sites generally contain some form of woodland either plantation or managed/unmanaged edge habitats.
Urban - Vacant/derelict land/ bareground	Vehicle turning and storage areas. Also areas where old buildings have become derelict and ground is cracked and broken.
<b>Post-development</b>	
Urban – Developed land sealed surface	Buildings and hardstanding (development and infrastructure)
Lakes – Ponds (Non-Priority habitat)	Small wildlife pond. Development of new wildlife ponds to increase habitat and food sources for wildlife.
Grassland – Other neutral grassland	Small wildflower meadow and grass verges. Important source of food and terrestrial habitat for wildlife. Also creates attractive habitat for householders to use for recreation purposes. Relatively easy to create and maintain.
Urban – Vegetated garden	Private gardens for the developments housing
Woodland and forest - Other woodland; mixed (enhanced)	Improvement of shelter belt to create linking habitat to wider landscape. Enhancement of habitat in areas to ensure that it is providing the best habitat available.

Habitat classification	Assumption/Justification
Urban – Sustainable urban drainage systems	Rain Garden/Run-off pond. Protective feature for development against heavy rains. Provides drainage whilst also having some ecological potential.
<b>500 unit Brownfield</b>	
<b>Pre-development</b>	
Urban - Developed land; sealed surface	Existing buildings and hard standing. Potentially old offices or warehouses.
Urban - Vacant/derelict land/ bareground	Vehicle turning and storage areas. Also areas where old buildings have become derelict and ground is cracked.
Urban - Artificial unvegetated, unsealed surface	Broken hard standing and potentially rubble from old buildings
Urban - Introduced shrub	Previous landscape planting, often left to invade other areas of the site.
Grassland - Modified grassland	Previous amenity grassland, left to potentially become better habitat as no longer managed.
Sparsely vegetated land - Ruderal/Ephemeral	Tall ruderal vegetation, such as nettles, thistles, willowherbs and bramble. Quite usual to find in old abandoned sites that have been left for some time, especially in areas of broken ground.
Heathland and shrub - Mixed scrub	Encroaching scrub from site margins. Often bramble with additional plants from adjacent sites.
Woodland and forest - Other woodland; mixed	Shelterbelt plantations at site boundary. Often left to be in poor condition due to lack of management.
Lakes - Ponds (Non- Priority Habitat)	Existing pond, or old SUDS feature, often in poor condition with potential for old ponds to have become polluted/silted up.
Grassland - Other neutral grassland	Road verges at the edge of the site. May have been previously seeded and then left to go wild.
<b>Post-development</b>	
Urban – Developed land sealed surface	Buildings and hardstanding (development and infrastructure)
Lakes – Ponds (Non-Priority habitat)	Retained pond enhanced to attain good condition.
Grassland – Other neutral grassland (retained)	Existing wildflower verges retained as may already be decent habitat due to lack of management.
Grassland – Other neutral grassland (enhanced)	Small wildflower margin. Also creates attractive habitat for householders to use for recreation purposes. Relatively easy to create and maintain.
Woodland and forest - Other woodland; mixed (retained)	Existing woodland retained (all at 10%, some at 15% and none at 20% BNG). Less ideal to retain habitat and improve management.
Woodland and forest - Other woodland; mixed (enhanced)	Existing woodland enhanced through appropriate management and replanting (none at 10%, some at 15% and all at 20% BNG). Enhancement of habitat in areas to ensure that it is providing the best habitat available.

Habitat classification	Assumption/Justification
Urban – Vegetated garden	Private gardens for housing development.
Urban – Sustainable urban drainage systems	Rain Garden/Run-off pond. Protective feature for development against heavy rains. Provides drainage whilst also having some ecological potential.
Heathland and shrub - Mixed scrub	Existing scrub enhanced through diverse planting and management. Provides excellent additional habitat and food source for invertebrates.
Grassland - Modified grassland	Amenity grassland – grassed paths and playground/picnic area. walkways and picnic areas. Play areas and areas of grass through the wildflower meadow that can be enjoyed without creating disturbance to the wildflower habitat. Social area.
<b>100 unit Brownfield</b>	
<b>Pre-development</b>	
Urban - Vacant/derelict/ bare ground	Bare ground - vehicle turning and storage areas
Urban - Developed land sealed surface	Buildings and hardstanding, derelict areas potentially.
Urban - Built linear features	Access road – separated from bare ground as kept in better condition.
Heathland and shrub - Bramble scrub	Encroaching bramble scrub. Usual to find scrub on old unused sites.
Sparsely vegetated land - Ruderal/Ephemeral	Marginal tall vegetations, such as nettles etc. Particularly over areas of broken ground.
<b>Post-development</b>	
Urban - Developed land sealed surface	Development area (buildings and infrastructure)
Urban – Vegetated garden	Private gardens for housing development
Grassland – Other neutral grassland	Small wildflower margin. Also creates attractive habitat for householders to use for recreation purposes. Relatively easy to create and maintain.
Urban – Introduced shrub	Shrub planting around development infrastructure. Usual to have some form of more formal planting around central areas of the development.
Urban – Street trees	Street trees planted to give additional variety to development and habitat for birds.
Heathland and shrub - Bramble scrub (retained)	Existing scrub retained to keep habitats previously on site as good food source.
Heathland and shrub – Mixed scrub	Existing scrub retained and enhanced by diverse planting and management (15 and 20% only). Provides excellent additional habitat and food source for invertebrates.
<b>25 unit Brownfield</b>	
<b>Pre-development</b>	
Vacant/derelict/Bare ground	Bare ground - vehicle turning and storage areas
Developed land; sealed surface	Existing buildings and hard standing, derelict areas potentially.



Habitat classification	Assumption/Justification
<b>Post-development</b>	
Urban - Developed land sealed surface	Development area (buildings and infrastructure)
Urban – Introduced shrub	Shrub planting around development infrastructure. Usual to have some form of more formal planting, especially on small sites with limited provision for planting.
Urban – Extensive green roof	Provision of ecological habitat on site. Potential to give excellent habitats for urban species (Often very important in areas where black redstart is a BAP species). Provides great source of food for invertebrates and urban birds and bats.
<b>Small/medium industrial, 500sqm</b>	
<b>Pre-development</b>	
Urban - Developed land; sealed surface	Existing buildings and hard standing with potential derelict areas.
Urban - Vacant/derelict land/ bareground	Bare ground – old infrastructure
Urban - Artificial unvegetated, unsealed surface	Broken hard standing/ gravel area – old parking areas
Sparsely vegetated land - Ruderal/Ephemeral	Tall ruderal vegetation, such as nettles. Often found within areas of old ground.
Heathland and shrub - Mixed scrub	Encroaching scrub from site margins, such as bramble, blackthorn. Possibly overgrown from adjacent sites.
<b>Post-development</b>	
Urban - developed land, sealed surface	Development area – office buildings
Urban - Built linear features	Access and amenities – parking or paving areas.
Urban – Introduced shrub	Shrub planting around development infrastructure. Usual to have some form of more formal planting around central areas of the development.
Urban – Street trees	Street trees planted to give additional variety to development and habitat for birds.
Heathland and shrub - Mixed scrub (retained and enhanced)	Existing scrub retained and enhanced by diverse planting and management. Provides excellent additional habitat and food source for invertebrates.
Heathland and shrub - Mixed scrub	Additional extension of existing scrub (15 and 20% only). Provides excellent additional habitat and food source for invertebrates.
Urban – artificial unsealed, unvegetated surface	Gravel/Bark area for drainage. Helps to deal with surface water run-off whilst providing potential areas for habitat (some species of plant) to grow in future.
<b>Large industrial, 10,000sqm</b>	
<b>Pre-development</b>	
Cropland - cereal	Arable farmland - generally main habitat found on these types of sites for development.

Habitat classification	Assumption/Justification
Urban - developed land, sealed surface	Buildings and hardstanding. Old warehouses and storage areas. Old infrastructure (roads, turning circles etc.)
Woodland; broadleaved	Shelterbelt plantation. Previously planted but variable levels of management
Heathland and shrub - Mixed scrub	Marginal bramble, hawthorn, blackthorn scrub, particularly adjacent to areas of woodland.
<b>Post-development</b>	
Urban - developed land, sealed surface	Buildings/warehouses, hardstanding (car parks) (Not infrastructure as separated due to size of site)
Urban - Built linear features	tracks/turning circles/loading storage areas – site infrastructure.
Grassland - Modified grassland	Amenity grassland. Areas for staff and visitors to sit outside. Grassland around edges of buildings.
Urban – Sustainable urban drainage systems	balancing ponds, potential habitat for wildlife, although due to variable amounts of water, not as high value as wildlife ponds.
Grassland – Other neutral grassland	Wildflower margins. Creates attractive habitat for staff and visitors. Relatively easy to create and maintain.
Woodland and forest - Other woodland; mixed (retained and enhanced)	Existing woodland retained and enhanced. Enhancement of habitat in areas to ensure that it is providing the best habitat available.
Heathland and shrub - Mixed scrub (retained and enhanced)	Existing scrub retained and enhanced. Enhancement of habitat in areas to ensure that it is providing the best habitat available.
<b>Offices, 1,000sqm</b>	
<b>Pre-development</b>	
Vacant/derelict/Bare ground	Bare ground – old infrastructure
Developed land; sealed surface	Existing buildings and hard standing with potential derelict areas.
Bramble scrub	Marginal bramble scrub. Usual to find scrub on old unused sites.
Tall ruderal/ephemeral	Ruderal vegetation grown over areas of derelict/bare ground.
<b>Post-development</b>	
Urban - developed land, sealed surface	Development area & hardstanding (offices, car parking and infrastructure)
Urban – Introduced shrub	Shrub planting around development infrastructure. Usual to have some form of more formal planting around central areas of the development.
Bramble scrub	Existing scrub retained to keep habitats previously on site as good food source.

## Sources for costs:

Previous literature was reviewed to look at on-site habitat creation costs across a number of sources, these costs were then combined with the provided costs taken from direct external sources (habitat management companies) and our own previous experience. A summary of the costs provided and evidence from the literature review are below.

It should be noted that there is a wide range of suggested costs for habitat creation, not least because sources vary in whether they include management and monitoring costs or not. This is best seen in the table below from the Biodiversity Market Analysis study undertaken by WSP, Balfour Beatty and Eftec, for Defra in 2020.

**Figure 1: Table showing costs provided from a wide range of sources for habitat creation, enhancement, management and monitoring for the 2020 Market Analysis study.**

Habitat	Source	Nominal cost over 30-yrs		Included costs
		(£/ha)	(£/BU)	
All	Natural England (2019b)	14,451	6,046	Ma & Mo
All + 20% contingency	Natural England (2019b)	17,341	7,255	Ma & Mo
Grassland, Woodland and Scrub	Contractor*	195,061	81,610	C & Ma & Mo
Grassland, Woodland and Scrub (exc. Stakeholder engagement)	Contractor	156,868	65,630	C & Ma & Mo
Woodland (poor to good)	City Council**	106,167	44,796	E & Ma
Woodland (moderate to good)	City Council	53,083	22,398	E & Ma
Woodland	WCC (2020)	10,821	4,566	C & Ma & Mo
Wet woodland (from dry woodland)	City Council	66,958	28,253	E & Ma
Woodland	Confidential	37,622	15,874	C & Ma
Grassland (SI poor to UI good through grazing)	City Council	27,604	10,452	E & Ma
Grassland (SI moderate to UI good through grazing)	City Council	27,604	10,452	E & Ma
Grassland (PSI/A poor to UI moderate through mechanical intervention)	City Council	68,379	25,890	E & Ma
Scrub	Confidential	9,870	4,620	C & Ma
Meadow	WCC (2020)	13,022	4,931	C & Ma & Mo
Pond	WCC (2020)	285,973	119,645	C & Ma & Mo
Wetland	eftec et al. (2015)	21,187	29,568	C & Ma & Mo
Peat	eftec et al. (2015)	12,333	17,211	C & Ma & Mo
<b>Linear feature</b>				
Hedge with trees	County Council	33,664		C & Ma
Hedgerow	WCC (2020)	362,564		C & M & M
Hedgerow	Defra (2020a)	19,474		C & Ma
Hedgerow	Confidential	9,647		C & Ma
Hedgerow	Confidential	8,235		C

Costs for habitat creation from a previous Temple projects were looked at and costed up for approximately 1ha.

Item	Scope	Cost
Wildlife Ponds	1X80m2 wildlife pond with EDPM rubber lining and geotextile (includes materials labour and machinery)	£7,440 (per pond)
Mixed native hedge	150m@5 trees per m (includes rabbit guards and bamboo canes)	£3,000 (depending on age of saplings)
Wildflower Meadow	General purpose wildflower seed at 40kg per ha. Does not include after care or maintenance like annual mowing	£3-£4K per ha depended ground preparation (i.e £3k if on bare soil)
Scrub planting	400m2 (1 tree per m2 including planting, rabbit guards and bamboo canes)	£3,000

Management and monitoring costs were then added on top of the creation costs to account for 30 years maintenance and monitoring as per legislation. These costs included surveys and any relevant checks for quality of habitat to ensure it reaches target condition and additional checks such as nest or bat boxes. Maintenance included costs such as mowing, pond clearance, protection against damage from wildlife/livestock, woodland management (coppicing etc.).

Costs provided by external habitat creation companies were also taken into account where provided. Below are two examples of data/costs that were provided to us. One for more generic habitat creation and management costs and one for costings for creation and management of green roofs.

Vegetation clearance by hand using chainsaws, brushcutters etc	£240/day/operator or hourly pro rata
Vegetation clearance using mini excavator flail	£525.00/day or hourly pro rata
Vegetation clearance using midi excavator mulcher	£640.00/day or hourly pro rata
Vegetation clearance using compact tractor mower 2m wide	£525.00/day or hourly pro rata
Destructive search with excavator (various sizes)	£640-£840.00/day
Creation of standard size hibernacula 2x1x1m	£195.00/each
Surcharge to import materials	+£80/each
Creation of standard size log piles 1x1m	£80.00/each
Surcharge to import materials	+£20.00/each
Site clearance works. Includes qualified cutting team, chipper and mini excavator flail or tractor mower.	From £1050.00/day
Forestry mulching	From £1200.00/day

James,

Thanks for your email to Craig. He has passed this enquiry on to me as Bauder's Green Roof Product Manager.

Regarding rates.

Size and Access will have a major impact on costs.

Typically a large simple biodiverse green roof (1,000m<sup>2</sup>) with good crane access installed with a GRO compliant build up (as attached) with a native seed mix to establish the vegetation could be circa £50-55 per m<sup>2</sup>

However the same spec on a <50m<sup>2</sup> roof with poor access might be £80-90 per m<sup>2</sup>

A seeded Biodiverse roof is relatively low cost against a wildflower blanket or plug planted solution. These could easily add £30 per m<sup>2</sup> to the cost.

Maintenance and aftercare is obviously crucial to the establishment of these types of roofs. Typically 2 visits per year at circa £0.50/m<sup>2</sup> for over 3,000m<sup>2</sup> to £2/m<sup>2</sup> for under 50m<sup>2</sup> per visit. This does not include establishment watering and during dry conditions which we now include in all our specifications.

Bauder are very keen to promote best practice for green roofs, we are founder members of GRO and I sit on the board of the organisation. We would be happy to help with your work if you require any further information.

Regards,

Our final cost assumptions for on-site creation were pulled together into the below table and used to inform the costings for each typology.

Habitat Type	Cost by area (Creation + 30 years monitoring/management)	Cost per BU (OFF-SITE ONLY)	Cost by area enhanced habitats only (30 years monitoring/management)	Cost by area retained habitats only (management)	Source	Alternative costs/Comparison with other studies.
Woodland Park Pasture	£39,500 per ha		£27,250.00 per ha	£15,000.00 per ha	UK Habitat Action Plan costs document	
Woodland/Scrub	£75,000 per ha		£45000 per ha	£15,000.00 per ha	Temple creation costs from previous project	Falls in line with mid-range of WCC and contractor feedback
Wildflower meadow	£9,000 per ha		£4,000.00 per ha	£1,500.00 per ha	Temple creation costs from previous project	Cheaper than feedback however projects would not be aiming to achieve unimproved grassland status, just good condition other neutral grassland (Semi-improved).
Hedgerow (Native species rich)	£3,500 (per linear 100m) £350,000.00 per ha		£2,300 per 100m £230,000 per ha	£1,400.00 per 100m £140,000.00 per ha	Temple creation costs from previous project	If take Defra/EA document cost of £2275 for creation +£100 pa monitoring/maintenance total is £5275 per 100m. Similar to Warwickshire County Council costs. These costs are higher than other feedback but those don't include monitoring and in some cases management costs.
Non priority Habitat pond	£10,000 per 80m2		£4000 per 80m2	£3,000 per 80m2	Temple creation costs from previous project	Lower than Warwickshire County Council costs but their costs are generally quite high.
Heath Scrub/Open Veg	£17,203.54 per ha		TBC	TBC	Defra/EA document	£11,723.00 in 2006 document so needed increasing for inflation. Biodiversity Net Gain analysis doc has £9,870 from a contractor so higher cost, but Defra is more in line with other habitat creation costs.
Orchard	£13,276.00 per ha		TBC	TBC	UK Habitat Action Plan costs document	£8623.00 in 2006 document so needed increasing for inflation.
Green Roofs	£1,049,580.00 per ha		159,000.00 per ha	150,000.00 per ha	Bauder	Costs provided by green roof company for creation, management and monitoring
<b>OFF SITE</b>						
All - offsetting costs		£18,914.00 - £24,168.00			Environment Bank costs for Local Planning Authority	Similar cost (22,000) received in feedback from contractor.
		11,000			Government suggested cost to purchase 1bu through offsetting scheme.	We have taken an average of £19,000 per BU. Falls in low end of LPA provided sum but similar to BNG analysis cost of £20,000.

Summary cost inputs

The summary cost table below shows the costs for delivery of biodiversity compensation and enhancement measures for each of the typologies, that have been fed into the viability calculations:

No units	Land type	Type of units	Gross to n Density (DPH)	Total site size (ha)	On site costs									Off site costs			Off site cost above 10% onsite			
					On site biodiversity cost per ha			Estimated additional land required ha			Additional land cost			Off site biodiversity costs per bu			Total			
					10%	15%	20%	10%	15%	20%	10%	15%	20%	10%	15%	20%	10%	15%	20%	
5000	Greenfield	Houses	50%	35	285.71	£8,487.59	£9,463.99	£10,102.75	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	£734,206.36	£1,468,412.34
500	Greenfield	Houses	70%	35	20.41	£23,464.77	£23,659.25	£23,865.64	N/A	0.441ha	0.909ha	N/A			N/A	£19,000.00	£19,000.00	N/A	£52,550.58	£105,101.16
100	Greenfield	Houses	85%	40	2.94	£11,249.32	£11,436.05	£11,631.97	0.397ha	0.458ha	0.522ha				£19,000.00	£19,000.00	£19,000.00	N/A	£6,384.00	£12,768.00
25	Greenfield	Houses	90%	20	1.39	£12,094.54	£12,443.73	£12,813.09	0.642ha	0.697ha	0.754ha				£19,000.00	£19,000.00	£19,000.00	N/A	£5,070.91	£10,141.82
500	Brownfield	Houses	90%	40	13.89	£2,754.40	£3,186.40	£3,726.40	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	£11,927.82	£23,855.64
100	Brownfield	Flats and Houses	95%	55	1.91	£352.68	£587.81	£822.93	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	£342.00	£684.00
25	Brownfield	Flats	97.5%	100	0.26	£49,141.97	£49,141.97	£53,237.13	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	£57.00	£114.00
	Commercial	Industrial			2.85	£6,600.00	£6,757.89	£6,947.37	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	£5,510.00	£11,780.00
	Commercial	Industrial			0.13	£1,980.00	£1,980.00	£1,980.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	£95.00	£190.00
	Commercial	Office			0.25	£600.00	£600.00	£1,800.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	£228.00
Notes																				
10%, 15% and 20% relate to net gain increases																				
SQW to calculate the additional land cost once populated. Land values will vary between typology																				

The following tables show the details of the habitats, biodiversity units and costs calculated for each typology that have been used to inform the summary cost information.



## Large Greenfield site

5000 Units Greenfield											
Site Area	285.7143 ha										
Development plots	142.8572 ha										
Non-developed area	142.8572 ha										
Assumed Pre-Development Habitats											
Habitat	Area (ha)	Bio-Units									
Cropland - Cereal crops	193.0043	387.01									
Other - modified grass	40	80									
Urban - developed land sealed surface	1	0									
Cropland - Arable field margins tussocky	10.7	42.8									
Woodland and forest - Other woodland; mixed	26	204									
Lakes - Ponds (Non- Priority Habitat)	0.01	0.04									
Heathland and shrub - Mixed scrub	15	60									
Total	285.7143	773.85									
Assumed Post-Development Habitats											
Habitat	Area (ha)	Bio-Units	Cost/ha								
Urban - Developed land; sealed surface	85.7143	0	N/A								
Lakes - Ponds (Priority Habitat)	0.2000	1.743032	250,000								
Grassland - Other neutral grassland	40.0000	311.71	360,000								
Urban - Introduced shrub	0.2000	0.39	N/A								
Urban - Sustainable urban drainage feature	0.4571	1.10085	N/A								
Urban - Vegetated garden	57.1429	110.29	N/A								
Woodland and forest - Other woodland; mixed (created)	5	13.74	375,000								
Urban - Artificial unvegetated, unsealed surface	6.0000	0	N/A								
Grassland - Modified grassland	9.0000	31.22	N/A								
Urban - Built linear features	42.0000	0	N/A								
Woodland and forest - Other woodland; mixed (existing)	12.0000	96	180,000								
Woodland and forest - Other woodland; mixed (enhanced)	13.0000	140.41	585,000								
Heathland and shrub - Mixed scrub (enhanced)	15	144.03	675,000								
Total	285.7143	850.6339	2423000								
Change in Units		76.7888									
% change		10%									
Target change units		77.385									
Shortfall/excess units		-0.6012									
Assumed Post-Development Habitats											
Habitat	Area (ha)	Bio-Units	Cost/ha								
Urban - Developed land; sealed surface	85.7143	0	N/A								
Lakes - Ponds (Priority Habitat)	0.2000	1.743032	250,000								
Grassland - Other neutral grassland	46.0000	358.74	414,000								
Urban - Introduced shrub	0.2000	0.39	N/A								
Urban - Sustainable urban drainage feature	0.4571	1.10085	N/A								
Urban - Vegetated garden	57.1429	110.29	N/A								
Woodland and forest - Other woodland; mixed (created)	8	21.98	600,000								
Urban - Artificial unvegetated, unsealed surface	3	0	N/A								
Grassland - Modified grassland	5	17.34	N/A								
Urban - Built linear features	40	0	N/A								
Woodland and forest - Other woodland; mixed (existing)	12	96	180,000								
Woodland and forest - Other woodland; mixed (enhanced)	13	140.41	585,000								
Heathland and shrub - Mixed scrub (enhanced)	15.0000	144.03	675,000								
Total	285.7143	892.0239	2704000								
Change in Units		118.1739									
% change		15%									
Target change units		116.0775									
Shortfall/excess units		2.096382									
Assumed Post-Development Habitats											
Habitat	Area (ha)	Bio-Units	Cost/ha								
Urban - Developed land; sealed surface	85.7143	0	N/A								
Lakes - Ponds (Priority Habitat)	0.2000	1.743032	257,500								
Grassland - Other neutral grassland	51.0000	397.43	459,000								
Urban - Introduced shrub	0.2000	0.39	N/A								
Urban - Sustainable urban drainage feature	0.4571	1.10085	N/A								
Urban - Vegetated garden	57.1429	110.29	N/A								
Woodland and forest - Other woodland; mixed (created)	10	27.47	750,000								
Urban - Artificial unvegetated, unsealed surface	3	0	N/A								
Grassland - Modified grassland	3	10.41	N/A								
Urban - Built linear features	35	0	N/A								
Woodland and forest - Other woodland; mixed (existing)	12	96	180,000								
Woodland and forest - Other woodland; mixed (enhanced)	13	140.41	585,000								
Heathland and shrub - Mixed scrub (enhanced)	15.0000	144.03	675,000								
Total	285.7143	929.2739	2886500								
Change in Units		155.4239									
% change		20%									
Target change units		154.77									
Shortfall/excess units		0.653882									



## Medium Greenfield:

2	500 Units Greenfield
Site Area	20.4082 ha
Developed area	14.2857 ha
Non-developed area	6.1225 ha

### Assumed Pre-Development Habitats

Habitat	Area (ha)	Bio-Units
Cropland - Cereal crops	14.1582	28.32
Grassland - Modified grassland	4	16
Urban - Vacant/derelict land/ bareground	0.25	0.5
Sparsely vegetated land - Ruderal/Ephemeral	0.25	0.5
Woodland and forest - Other woodland, broadleaved	1.5	9
Heathland and shrub - Bramble scrub	0.25	1
Total	20.4082	55.32

### Assumed Post-Development Habitats

Habitat	Area (ha)	Bio-Units	Cost
Urban - Developed land; sealed surface	8.5	0	N/A
Urban - Vegetated garden	5.7	11.001	N/A
Grassland - Other neutral grassland	2.2082	17.208	£19,873.80
Woodland and forest - Other woodland; broadleaved	0.4	1.96158	£30,000.00
Heathland and shrub - Mixed scrub	0.6	4.67565	£45,000.00
Urban - Sustainable urban drainage feature	0.25	0.60208	N/A
Lakes - Ponds (Non- Priority Habitat)	0.25	2.51049	£312,500.00
Woodland and forest - Other woodland; broadleaved (enhanced)	1.5	8.68813	£67,500.00
Grassland - Other neutral grassland (enhanced)	1	14.2741	£4,000.00
Total	20.4082	60.9211	478873.8

Change in Units	5.60105
% change	10%
Target change units	5.532
Shortfall/excess units	0.06905

### Assumed Post-Development Habitats

Habitat	Area (ha)	Bio-Units	Cost
Urban - Developed land; sealed surface	8.5	0	N/A
Urban - Vegetated garden	5.7	11.001	N/A
Grassland - Other neutral grassland	2.2082	17.20797	£19,873.80
Woodland and forest - Other woodland; broadleaved	0.4	1.961581	£30,000.00
Heathland and shrub - Mixed scrub	0.6	4.675655	£45,000.00
Urban - Sustainable urban drainage feature	0.25	0.602084	N/A
Lakes - Ponds (Non- Priority Habitat)	0.25	2.510486	£12,500
Woodland and forest - Other woodland; broadleaved (enhanced)	1.5	8.68813	£7500
Grassland - Other neutral grassland (enhanced)	1	14.27415	4000
Total	20.4082	60.92105	478873.8

Change in Units	5.601051
% change	10%
Target change units	8.298
Shortfall/excess units	-3.896949
Additional land-take needed	0.441

inc  
additional  
land

482,842.80

### Assumed Post-Development Habitats

Habitat	Area (ha)	Bio-Units	Cost
Urban - Developed land; sealed surface	8.5	0	N/A
Urban - Vegetated garden	5.7	11.001	N/A
Grassland - Other neutral grassland	2.2082	17.207968	£19,873.80
Woodland and forest - Other woodland; broadleaved	0.4	1.9615811	£30,000.00
Heathland and shrub - Mixed scrub	0.6	4.6756548	£45,000.00
Urban - Sustainable urban drainage feature	0.25	0.6020835	N/A
Lakes - Ponds (Non- Priority Habitat)	0.25	2.5104861	£12,500
Woodland and forest - Other woodland; broadleaved (enhanced)	1.5	8.6881304	£7500
Grassland - Other neutral grassland (enhanced)	1	14.274147	4000
Total	20.4082	60.921051	478873.8

Change in Units	5.6010511
% change	10%
Target change units	11.064
Shortfall/excess units	-5.462949
Additional land-take needed	0.909

inc  
additional  
land

£487,054.80

### Small-Medium Greenfield:

3	100 Units Greenfield		
Site Area	2.9412	ha	
Developed area	2.5000	ha	
Non-developed area	0.4412	ha	
Assumed Pre-Development Habitats			
Habitat	Area (ha)	Bio-Units	
Cereal Crops	2.54	5.08	
Arable field margins tussocky	0.18	0.72	
Other woodland; mixed	0.02	0.12	
Mixed scrub	0.2	0.8	
Total	2.94	6.72	
Assumed Post-Development Habitats		+10%	
Habitat	Area (ha)	Bio-Units	Cost
Developed land; sealed surface	1.8	0	N/A
Vegetated garden	0.7	1.35	N/A
Pond (non-priority habitat)	0.02	0.2	£25,000
Other neutral grassland	0.30	2.34	£2,700
Other woodland; mixed (enhanced)	0.02	0.18	£300
Mixed scrub (enhanced)	0.10	0.87	£1,500
Total	2.94	4.94	29500
Change in Units		-1.78	
% change		-26%	
Target change units		0.672	
Shortfall/excess units		-2.452	
Additional land-take needed		0.397	£3,573
		inc additional land	£33,073
Assumed Post-Development Habitats		+15%	
Habitat	Area (ha)	Bio-Units	Cost
Developed land; sealed surface	1.8	0	N/A
Vegetated garden	0.7	1.35	N/A
Pond (non-priority habitat)	0.02	0.2	£25,000
Other neutral grassland	0.30	2.34	£2,700
Other woodland; mixed (enhanced)	0.02	0.18	£300
Mixed scrub (enhanced)	0.10	0.87	£1,500
Total	2.94	4.94	29500
Change in Units		-1.78	
% change		-26%	
Target change units		1.008	
Shortfall/excess units		-2.788	
Additional land-take needed		0.458	£4,122
		inc additional land	£33,622
Assumed Post-Devel		+20%	
Habitat	Area (ha)	Bio-Units	Cost
Developed land; sealed surface	1.8	0	N/A
Vegetated garden	0.7	1.35	N/A
Pond (non-priority habitat)	0.02	0.2	£25,000
Other neutral grassland	0.30	2.34	£2,700
Other woodland; mixed (enhanced)	0.02	0.18	£300
Mixed scrub (enhanced)	0.10	0.87	£1,500
Total	2.94	4.94	29500
Change in Units		-1.78	
% change		-26%	
Target change units		1.344	
Shortfall/excess units		-3.124	
Additional land-take needed		0.522	£4,698
		inc additional land	£34,198

## Small Greenfield:

[illegible]

## Large Brownfield:

[illegible]

### Medium Brownfield:

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## Large Industrial

	2.85ha 35% site coverage
Site Area	2.8500 ha
Developed area	2.0000 ha
Non-developed area	0.8500 ha

Habitat	Area (ha)	So-Units
Cropland - cereal	1.7	4.4
Urban - developed land, sealed surface	0.3	0
Woodland; broadleaved	0.2	0.8
Heathland and shrub - Mixed scrub	0.15	0.6
Total	2.35	5.8

Assumed Post-Development Habitats		+10%	
Habitat	Area (ha)	Big-Units	Cost
Urban - Developed land, sealed surface	1.5000	0	N/A
Urban - built linear feature	0.5000	0	N/A
Grassland - Modified grassland	0.1500	0.52	N/A
Urban - SuDs	0.0100	0.02	N/A
Grassland - other neutral grassland	0.3400	2.86	£3,060.00
Woodland and forest - Other woodland; mixed (retained and enhanced)	0.2000	1.58	£9,000.00
Heathland and shrub - Mixed scrub (retained & enhanced)	0.1500	1.44	£6,750.00
<b>Total</b>	<b>2.8500</b>	<b>6.42</b>	<b>£18,810.00</b>
Change in Units		0.61	
% change		11%	
Target change units		0.58	
Shortfall/excess units		0.04	

Assumed Post-Development Habitats		+15%
Habitat	Area (ha)	Bio-Units Cost
Urban - Developed land; sealed surface	1.5000	0 N/A
Urban - built linear feature	0.5000	0 N/A
Grassland - Modified grassland	0.1000	0.35 N/A
Urban - SuDs	0.0100	0.02 N/A
Grassland - other neutral grassland	0.3900	3.28 £3,510.00
Woodland and forest - Other woodland, mixed (retained and enhanced)	0.1000	1.58 £9,000.00
Heathland and shrub - Mixed scrub (retained & enhanced)	0.1500	1.44 £6,750.00
<b>Total</b>	<b>2.85</b>	<b>6.67 £19,260.00</b>
Change in Units		0.87
% change		15%
Target change units		0.87
Shortfall/excess units		0

Assumed Post-Development Habitats		±20%	
Habitat	Area (ha)	Bio-Units	Cost
Urban - Developed land, sealed surface	1.5000	0	N/A
Urban - built linear feature	0.5000	0	N/A
Grassland - Modified grassland	0.0400	0.14	N/A
Urban - SuOs	0.0100	0.02	N/A
Grassland - other neutral grassland	0.4500	3.78	£4,050.00
Woodland and forest - Other woodland; mixed (retained and enhanced)	0.2000	1.58	£9,000.00
Heathland and shrub - Mixed scrub (retained & enhanced)	0.1500	1.44	£6,750.00
<b>Total</b>	<b>2.85</b>	<b>5.96</b>	<b>£19,800.00</b>
Change in Units		1.16	
% change		20%	
Target change units		1.16	
Shortfall/excess units		0	



## Small Industrial

[illegible]



Industrial – Office

10	1 unit 0.25ha office																		
Site Area	0.2500	ha																	
Developed area	0.1900	ha																	
Non-developed area	0.0600	ha																	
Assumed Pre-Development Habitats																			
Habitat	Area (ha)	Bio-Units																	
Vacant/derelict/Bare ground	0.03	0.06																	
Developed land; sealed surface	0.2	0																	
Bramble scrub	0.01	0.04																	
Tall ruderal/ephemeral	0.01	0.02																	
Total	0.25	0.12																	
Assumed Post-Development Habitats		+10%			Assumed Post-Development Habitats		+15%			Assumed Post-Development Habitats		+20%							
Habitat	Area (ha)	Bio-Units	Cost		Habitat	Area (ha)	Bio-Units	Cost		Habitat	Area (ha)	Bio-Units	Cost						
Developed land; sealed surface	0.1900	0	N/A		Developed land; sealed surf	0.1900	0	N/A		Developed land; sealed surf	0.1900	0	N/A						
Urban - introduced Shrub	0.0500	0.1	N/A		Urban - introduced Shrub	0.0500	0.1	N/A		Urban - introduced Shrub	0.0500	0.1	N/A						
Bramble scrub	0.01	0.04	£150.00		Bramble scrub	0.01	0.04	£150.00		Mixed scrub	0.01	0.07	£450.00						
Total	0.25	0.14	£150.00		Total	0.25	0.14	£150.00		Total	0.25	0.17	£450.00						
Change in Units		0.02			Change in Units		0.02			Change in Units		0.05							
% change		17%			% change		17%			% change		42%							
Target change units		0.012			Target change units		0.018			Target change units		0.024							
Shortfall/excess units		0.008			Shortfall/excess units		0.002			Shortfall/excess units		0.026							



## **Annex C: Stakeholder consultation – response to comments**

# Consultation attendees, comments, and responses

## Viability Assessment of Biodiversity Net Gain in Kent

### Attendees

Two separate virtual consultation events were held on xxx January 2022. The first was attended by **‘external’ stakeholders** i.e. developers, landowners, planners and land promoters etc. outside KCC/Local Authorities in Kent. The second was held for **‘internal’ stakeholders** Local Authorities in Kent and other public sector organisations such as Natural England and the Environment Agency. For each session an almost identical presentation was given by both SQW and Temple. The presentation focused on draft methodology both in regards to viability testing and BNG, and draft viability inputs. To the internal stakeholder some additional discussion was had around emerging conclusion .

### Session 1: External stakeholders

The event was hosted by KCC and lead by SQW and Temple. In total 63 individuals attended from a total of 39 different organisations. Below we have listed the organisations that responded to say that they were attending the event (we have not included names from individuals):

Aspire Designer Homes	Kingsgate Property Consultants
Avison Young	Lloyd Bore
Axis Land Partnerships	LRM Planning
Bakerwell	MDH
Barratt David Wilson	Pegasus Group
Barton Willmore	Pentland Homes
Bellway	Provectus developments
Country House Homes	Redrow
DHA Planning	Savills
DLP Consultants	<b>SQW (Lead)</b>
Ecology Solutions	Stantec
Esquire Developments	Stone Bond Ltd

FCPR	Stonebond
Fernham Homes	Taylor Wimpey
Gladman	<b>Temple (Lead)</b>
Hallam Land Management	University of Kent
Home Builders Federation	Wealden Homes
Hume Planning	Wedgewood Homes
Judith Ashton Associates	WSP
<b>Kent County Council (Host)</b>	

## Session 2: Internal stakeholders

The event was hosted by KCC and lead by SQW and Temple. In total 38 individuals attended from a total of 17 different organisations. Below we have listed the organisations that responded to say that they were attending the event (we have not included names from individuals):

Ashford Borough Council	Medway Council
Canterbury City Council	Sevenoaks District Council
Dartford Borough Council	<b>SQW (Lead)</b>
Ebbsfleet Development Corporation	Swale Borough Council
Environment Agency	<b>Temple (Lead)</b>
Folkestone & Hythe District Council	Thanet District Council
Gravesham Borough Council	Tonbridge and Malling Borough Council
<b>Kent County Council (Host)</b>	Tunbridge Wells Borough Council
Maidstone Borough Council	

## Written comments

After these presentations we gave attendees two weeks to provide written responses to the content. Below we have summarised the comments received and have provided a response. These responses do not include comments made by the project steering group on the draft report issued after the consultation event, they have been actioned separately.

Consultee comment	Response
General concern with <b>raising the BNG target over the 10%</b>	This comment was received from several consultees. The purpose of our assessment is to consider the viability and the decision to

Consultee comment	Response
<b>statutory minimum</b> when there are viability challenges	implement a policy requiring a higher target is outside the scope. This will be undertaken by individual Local Authorities in the region.
Not enough <b>infrastructure costs</b> included	An allowance for infrastructure costs has been included for greenfield sites. This cost varies based on the scale of the site. We deem our inputs reasonable, and they are inline with the cost of infrastructure we would expect on sites such as these and they are comparable to what was included in individual Local Authorities local plan viability assessments.
No cost for <b>electric charging points</b> included	These costs have now been included in our assessment.
No cost for <b>nutrient neutrality</b> included	At this stage the nutrient neutrality issue is reasonably new in Kent and there is no specific contribution for developers or an accepted solution to deliver it onsite. This makes it challenging to include a specific cost. We have included infrastructure allowances (greenfield sites) and generous externals allowances which should capture this cost. No evidence of specific nutrient neutrality costs was provided by consultees.
<b>Increase in land take</b> from BNG	As part of our conclusions we have noted that in several of the typologies additional land is required (in reality this may mean lowering development density). This is something that Local Authorities will need to take into account when deciding whether to introduce a higher BNG target. Other than flagging this as a potential issue the purpose of this assessment is not to advise on the impact this may have on housing delivery in a specific area.
If onsite is not possible on a site then an <b>Off-Site Register and Local Nature Recovery Strategies</b> need to be established	There may be cases where sites struggle to deliver onsite solutions. the creation of an Off-Site Register and Local Nature Recovery Strategies is outside the scope of this study though is something which Kent County Council will need to consider.
<b>Cost of BNG too low</b> and not enough detail	We have taken an evidence based approach to determining costs for BNG in our assessment and we are comfortable with the assumptions we have made on the indicative typologies. We have provided full details on how BNG costs have been calculated as part of the report. No evidence of alternative BNG costs were provided by the consultees.
<b>Gross to net</b> developable areas to high even at 10%	Temple and SQW worked together to define the starting gross to nets. There are two instances where we noted that our gross to net starting points needed to be adjusted to accommodate 10% BNG. We are comfortable we have been through a robust process and our inputs are reasonable. No evidence was provided by the consultees which demonstrated that our assumptions on gross to net were incorrect
Developers profit and price cap on <b>first homes</b>	First homes have been included in our assessment. A price cap of £250,000 has now been included based on the first home guidance. We have also adjusted our profit to reflect that first homes pose a higher risk than other affordable products because they are sold directly to individuals.
No allowances for <b>marketing costs</b>	Marketing costs have been allowed for in our testing.

Consultee comment	Response
<b>Agents fees</b> cost too low	We are comfortable with our allowance for agents fees and they are generally inline with local plan viability assessments undertaken in the region. No additional evidence of agents fees was provided by consultees
No cost for energy efficiency standards ' <b>future home standards</b> '	An allowance has now been made for future home standards that reduces CO <sub>2</sub> emissions by 31%.
<b>Base build costs</b> are too low	Base build costs have been based on BCIS median rebased to Kent. This is a widely accepted source and is regularly used on strategic viability testing exercises. We note that all of the local authority plan wide viability assessments we considered also used BCIS median costs. No additional evidence of build costs was provided by consultees.
How will <b>variations in values</b> between the district be accounted for	The study has used sensitivity testing to test a range of values and costs across the area. It is important to bear in mind that this is a strategic study and all Local Authorities will still need to test any future BNG policy as part of their local plan viability assessment.
Offsite BNG may <b>increase land costs</b> for such a use	The impact of offsite provision on land costs sits outside the scope of this study though there may well be an impact. This being said though there may be a premium over agriculture land values to provide offsite BNG, the premium is likely to be considerably less than for residential development.

## **Annex D: Property market report**



# Kent Biodiversity Net Gain Viability Assessment

## Property Market Report

Kent County Council

# Contents

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**Approved by:**

**Andy Smith**

**Director**

**Date: 20/04/2022**

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**Disclaimer****Disclaimer**

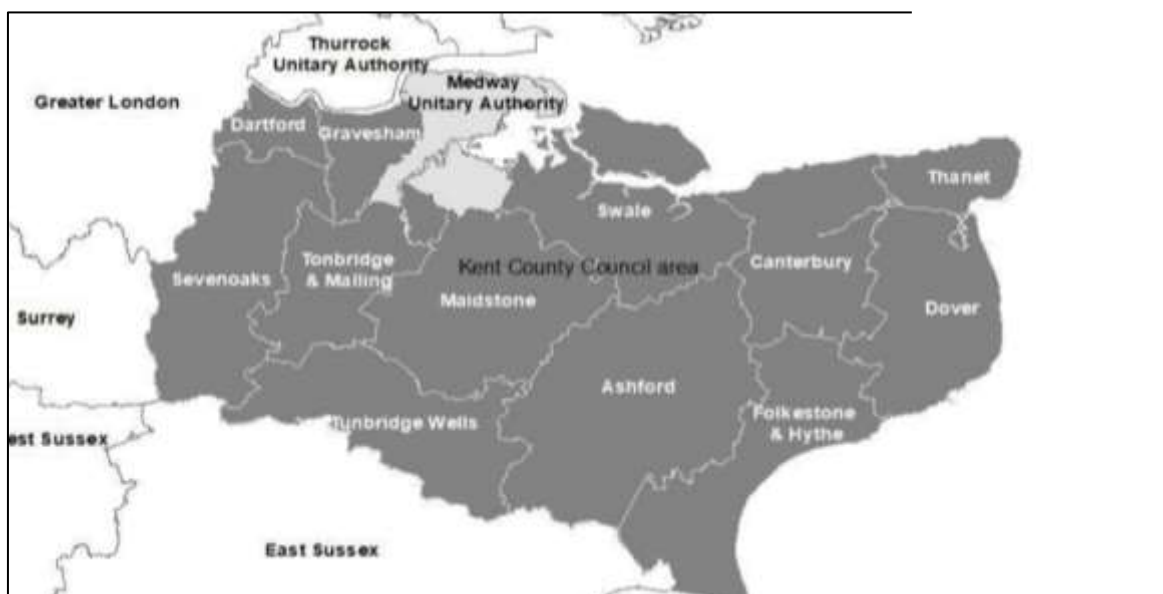
In relation to services provided by the SQW Land and Property team, this team is regulated by the Royal Institution of Chartered Surveyors (RICS) for the provision of surveying services. This report has been prepared in accordance with PS1 and PS2 of the RICS Valuation - Professional Standards 2017 but does not constitute a 'Red Book Valuation' and any commentary on values must not be relied upon as a valuation in any sense and specifically not for any regulated or secured lending purpose.

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# 1. Introduction

- 1.1** This market report has been used to inform SQW's viability assessment of Kent County Council's biodiversity net gain (BNG) policy. We consider 13 Local Authorities (LA's) within Kent County Council's borders including; Ashford, Canterbury, Dartford, Dover, Folkestone and Hythe, Gravesham, Maidstone, Medway, Sevenoaks, Swale, Tonbridge and Malling, Tunbridge Wells and Thanet. The data used in this market report will be from a variety of different property site databases and recognised platforms including REalyse for the residential market data, and Costar and EGi for the commercial and industrial space transactions. All data has been recorded from 2018-2021.
- 1.2** All of our research has focused on Kent. We have looked at as wide a range as possible across the county to understand the variety of values being achieved for each use. For certain property types i.e. commercial there is less data available and we have not been able to look at recent examples in every LA area. Because of the high level nature of the viability assessment we have not assumed a fix value input for each use, instead the conclusions of this report provide a starting point and potential range for our viability testing
- 1.3** This market assessment considers the following markets for new build properties:
- Residential
  - Office
  - Industrial
- 1.4** For the avoidance of doubt Figure 1-1 illustrates the study area which includes all 13 LA's in Kent.

**Figure 1-1 Study Area**



Source: KCC, 2021

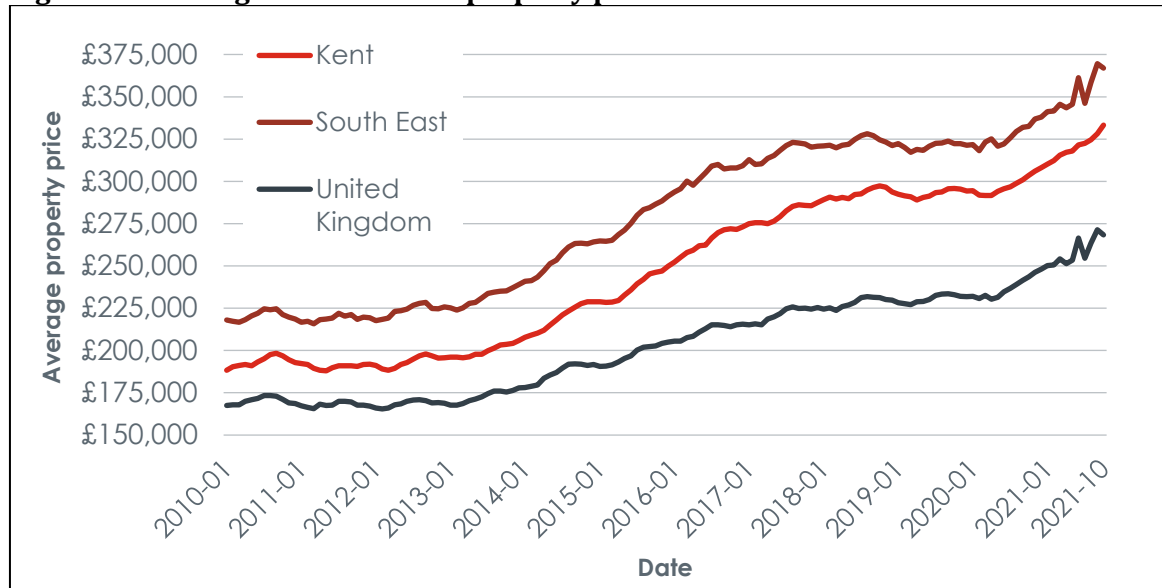
## 2. Residential market

- 2.1** We have considered a series of different elements in this section to allow us to arrive at our conclusions on value inputs. Firstly we consider the general market conditions on a national basis and compare this to Kent. We have then considered the range, and average prices, of new build sale transactional evidence in each LA. This average price data has been considered spatially through using GIS. These methods provide us with a reasonable estimation of what values residential development in Kent is likely to achieve.

### National context

- 2.2** Since March 2020 the UK, and the rest of the world, have been in the grips of the COVID 19 pandemic. In the short term this had an immediate effect on the residential property market; as the country went into the first lock down transaction volumes plummeted. Once the first lock down started to be lifted the property market in the UK began to restart with viewings recommencing and transactions starting to pick up. A series of economic stimulus measures were used by the UK Government to restart the economy, one of which was a 'stamp duty holiday' which temporally suspended stamp duty payments on up to a £500,000 transaction. This measure was introduced by the government on 8 July 2020 and ran until the 30 June 2021. This stamp duty holiday seemed to have the intended impact with transaction volumes increasing throughout the country. This market stimulus also led to increasing property prices as people were able to offer more than they were previously when they had stamp duty liabilities. Even though the stamp duty holiday has now ended the property market has been resilient and throughout 2022 the average property price in England has continued to increase.
- 2.3** Property outside major cities has seen significant increases in values when compared to more urban areas such as London. During the first lockdown people were forced to work from home on a national scale for the first time. This may have had an unintended consequence of showing people that they do not need to live in the city anymore. This has meant that areas which would usually be outside optimum commuting time are becoming more attractive and are seeing rising residential property prices as people realise they do not need to be in the office as much or even at all.
- 2.4** Figure 2-1 shows that between December 2019 and December 2021 on average values in the UK rose from £231,792 to £268,349 equating to 15.8%; values in the South East of England rose from £321,278 to £366,883 equating to 14.2%; and values in Kent rose from £294,250 to £333,234 equating to 13.2%. This demonstrates that Kent has followed similar trends in property price growth to the wider area though at a slightly slower rate. It is important to note that this analysis includes both new build and second hand property and does not disaggregate different types i.e. flatted units.

**Figure 2-1 Average all residential property prices in Kent**



Source: Land Registry 2022

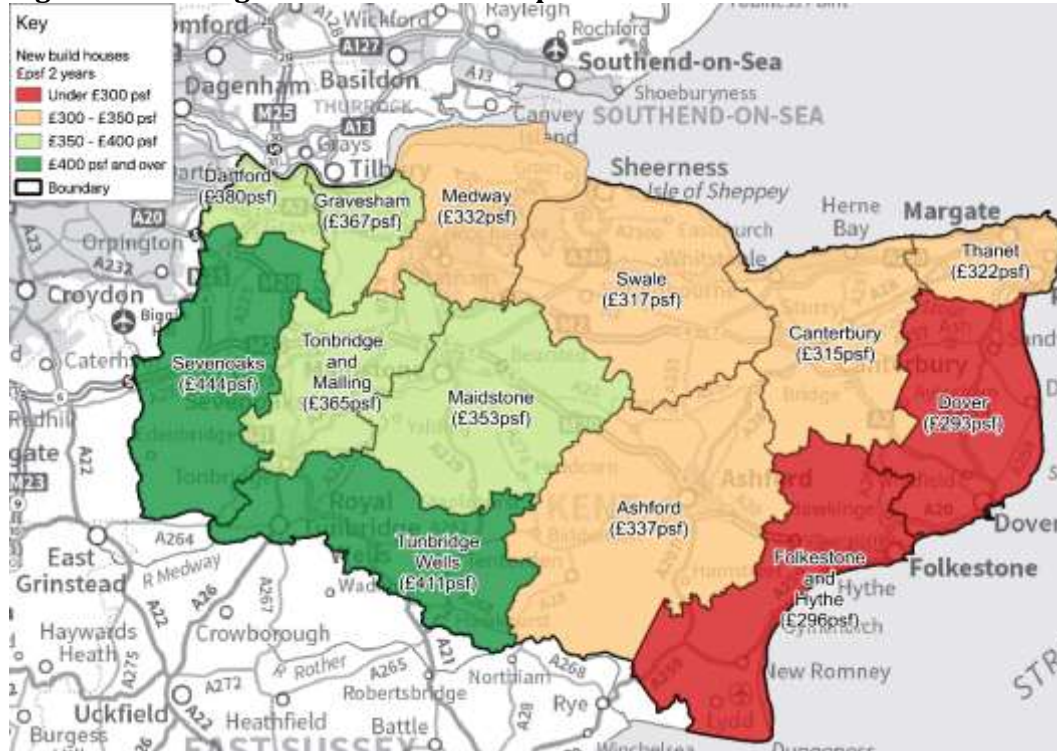
- 2.5** Residential market forecasts look optimistic over the next 5 years with prices expected to rise by 13.1% across the UK and 10.4% in the South East.<sup>1</sup>

## Local market

- 2.6** Figure 2-2 shows a heat map of new build houses in Kent divided by its 13 local authorities. We have relied on average new build property prices between 2019-2021. The analysis conducted on the raw data from the REalyse database on residential transactions between 2019-2021 in Kent deducted 1.5% of the lowest and highest transactions so as not to extrapolate any outliers in transactional data that were not particularly reflective or generic of the Kent market as a whole.
- 2.7** Figure 2-2 shows that average new build values vary significantly throughout the county with higher values generally achieved to the north west, in close proximity to London, with lower values achieved to the south east along the coast.

<sup>1</sup> Savills, 2021, Residential Property Forecast

**Figure 2-2 Average new build houses £psf Kent – Oct 2019 -Oct 2021**



**2.8** Figure 2-3 shows average new build £psf for new build flats in Kent. Generally there is a similar trend to houses though Thanet is lower value and Dover and Folkestone and Hythe are marginally higher.

**Figure 2-3 Average new build flats £psf Kent – Oct 2019 -Oct 2021**





- 2.9** Table 2-1 shows the same average price data included in Figure 2-1 above. Alongside the average values we have also shown the maximum and minimum achieved prices on a psf to provide a range. It is clear that prices are wide ranging with the lowest achieved in Kent £180 psf and the highest £665 psf.

**Table 2-1: New build houses average min and max prices £psf – Oct 2019 -Oct 2021**

Local Authority	Minimum Price	Average Price	Maximum Price
Ashford	£221	£337	£527
Canterbury	£216	£315	£429
Dartford	£296	£380	£531
Dover	£180	£293	£372
Folkstone and Hythe	£219	£296	£454
Gravesham	£210	£397	£502
Maidstone	£182	£353	£518
Medway	£182	£332	£501
Sevenoaks	£337	£444	£665
Swale	£187	£317	£427
Thanet	£187	£322	£391
Tonbridge and Malling	£214	£365	£525
Tunbridge Wells	£294	£411	£583
Kent	£180	£352	£665

Source: Land Registry, REalyse and SQW 2022

- 2.10** Table 2-2 shows the same average, maximum and minimum transactional data but for flats. Flats are even more wide ranging than houses with the minimum achieved in Kent of £182 psf and a maximum of £825 psf.

**Table 2-2: New build flats average min and max prices £psf – Oct 2019 -Oct 2021**

Local Authority	Minimum Price	Average Price	Maximum Price
Ashford	£274	£315	£433
Canterbury	£266	£411	£571
Dartford	£283	£376	£597
Dover	£182	£457	£524
Folkstone and Hythe	£196	£306	£506
Gravesham	£313	£331	£348
Maidstone	£187	£332	£499
Medway	£194	£326	£504
Sevenoaks	£208	£460	£825
Swale	£239	£305	£608

Local Authority	Minimum Price	Average Price	Maximum Price
Thanet	£183	£281	£553
Tonbridge and Malling	£296	£383	£591
Tunbridge Wells	£296	£417	£607
Kent	£182	£362	£825

Source: Land Registry, REalyse and SQW 2022

## Conclusions

**2.11** Our analysis has shown that Kent has a wide range of values for both houses and flats. There is a geographical spread of values, with more high value areas in the north western parts of the county. The purpose of this market report is to provide a starting point for the viability testing and to provide a range of values to test within. The analysis has shown that average flatted and housing prices are actually reasonably similar and in most areas they have a similar range. We have therefore assumed the same starting points, minimum and maximum for both types of residential units. Based on the above analysis we have assumed the following

- Starting point £360 psf
- Minimum £200 psf
- Maximum £500 psf



## 3. Office market

- 3.1** This section considers the office market both nationally and in Kent. Firstly we provide a national contextual overview followed by consideration of local market dynamics including analysis of rental and yield evidence.

### National context

The office market in the UK has been focused in key urban areas in recent years with London and other regional centres such as Manchester seeing the most growth. These are the areas where development has been viable driven by strong demand and high quality tenants willing to take on long term lease obligations. The Covid 19 pandemic had a short term impact on office take up across the country but in the second half of 2021 and early 2022 there has been a significant increase in both leasing and investment volumes across the UK. The ‘flight to quality’ has been felt across the UK with demand of Grade A space outperforming lesser quality offices.

- 3.2** The bulk of office growth since the 2009 recession has come from occupiers in the professional services, and technology, media and telecommunications (TMT) sectors. In addition areas such as London and other major cities have seen huge amount of demand from flexible office providers i.e. WeWork. This demand has started to move out of the major cities and flexible office space is being seen in different forms throughout the country.
- 3.3** Outside core city centre locations some secondary towns/cities have faced increased pressure on office stock through offices being converted to residential through permitted development rights. This has in some areas decreased supply significantly but has not increased rents to a level where development is viable. This means that some areas both have a lack of office supply and increasing poor quality residential development.

### Local market

- 3.4** Looking at regional office markets, there is mixed commentary on the recovery of the Southeast’s office market which appears to be highly locational. Ashford, Folkestone & Hythe and Maidstone’s office market having been more buoyant than others with Dover, Swale and Sevenoaks experiencing lower volumes of transactions.
- 3.5** Over most of this timeframe in which the data in table 4-1 was captured, the Covid-19 pandemic has forced many businesses to a work-from-home business model where workers are actively encouraged by their employers and government to work from home where possible.
- 3.6** Over the past 2.5 years, Kent has recorded 31 new build office space transactions. The greatest of which in terms of physical space being the Connect 38 office space (80,500 square feet NIA)

in Ashford. Followed closely in size by the Priory Court office building (68, 870 square feet NIA) in Maidstone and Number Four (57, 180 square feet NIA) in Maidstone.

- 3.7** Table 3-1 shows a range of new build comparable evidence with achieved rental information available. Rents are wide ranging with the larger units generally achieving less on a £psf basis. Overall the rents in Table 3-1 range between £22.33 - £30psf.

**Table 3-1 Comparable office rental transactions**

Address	Local Authority	Transaction lease date	Size	Rent per sqft (£)
1-2 Conequoror Court, Staplehurst Road, Swale, ME10 5BH	Swale	11/11/2020	4,271	£30 (Achieved)
Kings Hill Business Park 11 Tower, Tonbridge and Malling, ME19 4DQ	Tonbridge and Malling	09/03/2021	2,717	£25 (Achieved)
15 Crossways Point, Victory Way, Dartford, DA2 6QD	Dartford	24/09/2020	17,957	£23 (Achieved)
Suite 2 RIFT House, 200 Eureka, Ashford, TN25 4AZ	Ashford	21/06/2021	10,313	£22.33 (Achieved)
Lower Road, Gravesend, Dartford, DA11 9SR	Dartford	10/09/2020	3,017	£27.65 (Achieved)

Source: Costar and EGI lease comps analysis, 2021

- 3.8** To determine an appropriate starting point for yields for our testing we have considered the Knight Frank investment yield guide published February 2022. Figure 3-1 shows that yields in Grade A offices in South East Towns range from between 5% - 6.5% and in South East Business Parks from 5.25% - 6.75%.

**Figure 3-1 Knight Frank yield guide Feb 2022 offices**

Offices (Grade A)	
City Prime (Single let, 10 years)	3.75%
West End: Prime (Mayfair & St James's)	3.25%
West End: Non-core (Soho & Fitzrovia)	3.75% - 4.00%
Major Regional Cities (Single let, 15 years)	5.00% -
Major Regional Cities (Multi-let, 5 year WAULT)	5.75% -
South East Towns (Single let, 15 years)	5.00% - 5.25%
South East Towns (Multi-let, 5 year WAULT)	6.50%
South East Business Parks (Single let, 15 years)	5.25% +
South East Business Parks (Multi-let, 5 year WAULT)	6.75% +

Source: Knight Frank 2022

- 3.9** We have also considered the CBRE investment yield guide for February 2022 as a sense check. Figure 3-2 shows good secondary yields for offices of 7% and secondary yields of 10%.

**Figure 3-2 CBRE investment yields Feb 2022 offices**

	Mar 21 (%)	June 21 (%)	Sept 21 (%)	Dec 21 (%)	Jan 22 (%)	Feb 22 (%)
<b>OFFICES</b>						
West End	3.50	3.50	3.25	3.25	3.25	3.25
City of London	4.00	4.00	3.75	3.75	3.75	3.75
M25/South East	5.50	5.50	5.50	5.50	5.50	5.50
Regional Cities	4.75	4.75	4.75	4.75	4.75	4.75
Good Secondary	7.00	6.00	7.00	7.00	7.00	7.00
Secondary	10.00	10.00	10.00	10.00	10.00	10.00

Source: CBRE 2022

## Conclusions

**3.10** Based on the above analysis we have adopted the following value inputs for office uses in our testing:

- Starting point: £25 psf rent / 7.5% yield
- Minimum: £20 psf rent / 4.0% yield
- Maximum: £35 psf rent / 11.5% yield

## 4. Industrial market

- 4.1** This section considers the office market both nationally and in Kent. Firstly we provide a national contextual overview followed by consideration of local market dynamics including analysis of rental and yield evidence.

### National context

- 4.2** Across the UK the industrial market has been tight for several years with supply not keeping up with increasing levels of demand. Since the global economic crisis in the late 2000s speculative industrial development all but stopped overnight as finance became restricted. Since the global economic crisis demand has returned in the industrial market but easy access to finance has not. In fact with even more online shopping demand for space has increased over this time. This paired with the fact that development is still unviable in many locations, and the competition for space from higher values uses such as residential has made the last 10 years a challenging period for the industrial market.
- 4.3** The logistics market has seen by far the most growth in recent years with large units being delivered in core areas around key motorway junctions. Development for these types of units is viable and there is a lot of investor appetite as occupiers are seen to have a strong covenant and they are prepared to take on longer term leases. Speculative logistics development only really focuses on core areas i.e. on key motorway junctions and areas which can access major cities quickly, where there are significant outstanding requirements from large international or national 'blue chip' firms.
- 4.4** National demand for warehousing and logistics has increased significantly since 2018. This has been driven by a change in shopping habits and shift to online retail, accelerated dramatically due to the pandemic restrictions introduced in March 2020. Additionally, increased demand for warehousing space was driven by preparation for and uncertainty surrounding Brexit trade arrangements and the need for stockpiling of goods in anticipation, as well as increased stockpiling needs of medical, PPE, and other sectors arising from responses to the pandemic. 2020 was a record year for industrial and logistics property transactions which looks likely to continue through to 2021. Across the UK, Q1 2021 secured 12.5 million sq. ft of industrial property transactions (115% rise from the 10-year average). The makeup of the occupiers fell between retailers, parcel delivery and 3PLs who accounted for 70% of the quarterly take-up.<sup>2</sup>
- 4.5** The rise in e-commerce has driven demand for logistics space. This rise has been propelled by several driving factors; technological innovation, increases in grocery shopping and government-imposed restrictions driving the current trend of online spending. In addition, the COVID-19 pandemic has directly led to an increase in the Industrial & Logistics sector with

<sup>2</sup> Cushman & Wakefield, 2021 UK Market Beat Reports, Industrial Property

technological innovation (access to smartphones, internet, and the means to place online orders) and consumer habits resulting in greater online shopping which requires greater spaces for industrial storage to cater to the levels of goods in demand. For every £1 billion spent on online sales an estimated 1.36 million sq. ft in logistics space is required.<sup>3</sup> Research carried out by Knight Frank concludes that online sales are forecast to rise over the next few years with continued demand driven by long term strategic planning from operators bringing forward e-commerce growth strategies, calculating that by 2024 e-commerce will drive demand for around 90 million square feet of space across the UK, compared to 30 million square feet today.<sup>4</sup>

- 4.6** Smaller and mid sized units are a separate market to the large scale logistics market in terms of their property requirements, occupier covenant strength and viability. Smaller and medium sized units are required in more locations than just in the prime market around motorway junctions. In terms of covenant strength smaller and medium sized occupiers cannot offer the same risk profile to investors as large blue chip logistics companies making it harder to get finance to speculatively build units. Also smaller occupiers generally desire shorter leases on more flexible terms which impacts the overall capital value of development. This makes viability more challenging for these units and development outside of existing estates is rare. Development will often only be viable as part of sites where there is existing infrastructure and a critical mass of occupiers.
- 4.7** Due to the lack of speculative development in recent years pent up demand in the market has not been satisfied and those occupiers who wish to move to bigger or high specification premises are finding it challenging to find the right sort of space. This means that at all levels of the market there is not enough market churn. Across the country small firms who rely on industrial premises are finding it difficult to expand their businesses because the correct type of space is just not available.

## Local market

- 4.8** The smaller more local industrial market is located around the largest settlements in the county with a range of types of stock to suit different occupiers. There has been some new build development in recent years though demand still outstrips supply in most locations. Logistics demand in Kent is less than in other areas of the country i.e. the Midlands though there is still demand for space down the M20 and M2 corridors and in the areas close enough to service London.
- 4.9** Table 4-1 shows a range of comparable industrial rental transactions across Kent. Smaller units, under 10,000 sqft are achieving around £13.50 psf. Larger more logistics style units are achieving less at between £7.50 - £10.88 psf.

<sup>3</sup> Knight Frank (2020) How will rising online sales volumes impact on demand for distribution and logistics space? Online article: <https://www.knightfrank.co.uk/research/london-report/2020-10-07-how-will-rising-online-sales-volumes-impact-on-demand-for-distribution-and-logistics-space>

<sup>4</sup> Ibid, Knight Frank UK Logistics Market Mid-Year Review 2021

**Table 4-1 Comparable industrial rental transactions**

Address	Local Authority	Transaction lease date	Size	Rent per sqft (£)
Unit 1, 2 & 3 - Goya Business Park, Manor Road, Sevenoaks, TN14 5EQ	Sevenoaks	04/06/2021	5,689	£13.50
Unit 4 & 5 - Goya Business Park, Manor Road, Sevenoaks, TN14 5EQ	Sevenoaks	01/10/2020	5,844	£13.50
Dartford X, Unit E 33-34 Rennie Drive, Dartford, DA1 5GA	Dartford	08/09/2021	28,810	£13
Orbital 48, Littlebrook Way, Dartford, DA1 5PQ	Dartford	30/10/2020	47,888	£10.88
Trilogy Park, Unit 1 Great Easthall Way, Swale, Sittingbourne, ME10 3TF	Swale	27/09/2021	43,671	£9
Unit 1B, Stoke Road, Medway, Rochester, ME3 9GX	Rochester	01/10/2020	150,000	£7.50

Source: Costar and EGI lease comps analysis, 2021

- 4.10** To determine an appropriate starting point for yields for our testing we have considered the Knight Frank investment yield guide published February 2022. Figure 4-1 shows that yields in warehouse and industrial space for good modern estates outside London range between 3.50% - 3.75% and for secondary estates range from 4.75% - 5.25%. Secondary distribution range from 4 - 4.25%.

**Figure 4-1 Knight Frank yield guide Feb 2022 industrial**

Warehouse & Industrial Space	
Prime Distribution/Warehousing (20 year income [NIY] with fixed/indexed uplifts)	3.00%
Prime Distribution/Warehousing (15 year income, OMRRs)	3.50% - 3.75%
Secondary Distribution (10 year income, OMRRs)	4.00% - 4.25%
SE Estate (exc London & Heathrow)	3.25% - 3.50%
Good Modern RoUK Estate	3.50% - 3.75%
Secondary Estates	4.75% - 5.25%

Source: Knight Frank 2022

- 4.11** We have also considered the CBRE investment yield guide for February 2022 as a sense check. Figure 4-2 shows good secondary yields for offices of 4.5% and secondary yields of 5.5%.

**Figure 4-2 CBRE investment yields Feb 2022 industrial**

	Mar 21 (%)	June 21 (%)	Sept 21 (%)	Dec 21 (%)	Jan 22 (%)	Feb 22 (%)
<b>INDUSTRIAL</b>						
Prime Distribution	4.00	4.00	3.75	3.50	3.50	3.50
Prime Estate (Greater London)	3.65	3.50	3.15	3.00	3.00	3.00
Prime Estate (Ex Greater London)	4.25	4.25	3.85	3.50	3.50	3.50
Good Secondary	5.25	5.25	5.00	4.50	4.50	4.50
Secondary Estate	6.75	6.50	6.00	5.50	5.50	5.50

Source: CBRE 2022

## Conclusions

**4.12** Based on the above analysis we have adopted the following value inputs for industrial uses in our testing:

- Small industrial
  - Starting point: £13 psf rent / 5.5% yield
  - Minimum: £8 psf rent / 4.0% yield
  - Maximum: £15.50 psf rent / 7.75% yield
- Larger logistics
  - Starting point: £10 psf rent / 4.5% yield
  - Minimum: £8 psf rent / 4.0% yield
  - Maximum: £15.50 psf rent / 7.75% yield



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## About us

### **SQW Group**

SQW and Oxford Innovation are part of SQW Group.

**[www.sqwgroup.com](http://www.sqwgroup.com)**

### **SQW**

SQW is a leading provider of research, analysis and advice on sustainable economic and social development for public, private and voluntary sector organisations across the UK and internationally. Core services include appraisal, economic impact assessment, and evaluation; demand assessment, feasibility and business planning; economic, social and environmental research and analysis; organisation and partnership development; policy development, strategy, and action planning. In 2019, BBP Regeneration became part of SQW, bringing to the business a RICS-accredited land and property team.

**[www.sqw.co.uk](http://www.sqw.co.uk)**

### **Oxford Innovation**

Oxford Innovation is a leading operator of business and innovation centres that provide office and laboratory space to companies throughout the UK. The company also provides innovation services to entrepreneurs, including business planning advice, coaching and mentoring. Oxford Innovation also manages investment networks that link investors with entrepreneurs seeking funding from £20,000 to £2m.

**[www.oxin.co.uk](http://www.oxin.co.uk)**



## **Annex E: BCIS build costs**

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

➤ Rebased to Dartford ( 113; sample 9 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,524	738	1,299	1,469	1,664	5,286	1491
Single storey (15)	1,714	975	1,458	1,658	1,906	5,286	244
2-storey (15)	1,473	738	1,282	1,433	1,609	3,214	1150
3-storey (15)	1,574	955	1,265	1,505	1,766	3,143	92
4-storey or above (15)	3,214	1,567	2,564	2,863	4,307	4,767	5
810.11 Estate housing detached (15)	1,973	1,136	1,489	1,681	1,986	5,286	21
810.12 Estate housing semi detached							
Generally (15)	1,520	902	1,309	1,484	1,669	2,814	353
Single storey (15)	1,696	1,126	1,473	1,671	1,873	2,814	73
2-storey (15)	1,476	902	1,301	1,446	1,615	2,571	267
3-storey (15)	1,448	1,082	1,154	1,430	1,566	2,210	13
810.13 Estate housing terraced							
Generally (15)	1,571	955	1,282	1,489	1,728	4,767	275
Single storey (15)	1,766	1,168	1,503	1,665	2,032	2,473	25
2-storey (15)	1,512	959	1,279	1,444	1,662	3,214	205
3-storey (15)	1,604	955	1,257	1,488	1,807	3,143	43
816. Flats (apartments)							
Generally (15)	1,798	888	1,495	1,712	2,024	6,196	851
1-2 storey (15)	1,706	1,056	1,453	1,629	1,910	3,057	194
3-5 storey (15)	1,771	888	1,487	1,695	2,008	3,752	557
6 storey or above (15)	2,134	1,317	1,760	2,000	2,276	6,196	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

► Rebased to Dover ( 110; sample 20 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,484	718	1,265	1,430	1,620	5,146	1491
Single storey (15)	1,668	949	1,419	1,614	1,856	5,146	244
2-storey (15)	1,434	718	1,248	1,394	1,566	3,129	1150
3-storey (15)	1,533	930	1,231	1,465	1,719	3,060	92
4-storey or above (15)	3,129	1,525	2,496	2,787	4,193	4,640	5
810.11 Estate housing detached (15)	1,920	1,106	1,450	1,637	1,933	5,146	21
810.12 Estate housing semi detached							
Generally (15)	1,480	878	1,274	1,445	1,624	2,739	353
Single storey (15)	1,651	1,096	1,434	1,627	1,823	2,739	73
2-storey (15)	1,436	878	1,266	1,407	1,572	2,503	267
3-storey (15)	1,409	1,053	1,123	1,392	1,525	2,151	13
810.13 Estate housing terraced							
Generally (15)	1,530	930	1,248	1,450	1,682	4,640	275
Single storey (15)	1,719	1,137	1,463	1,620	1,978	2,408	25
2-storey (15)	1,472	934	1,245	1,406	1,618	3,129	205
3-storey (15)	1,562	930	1,224	1,449	1,759	3,060	43
816. Flats (apartments)							
Generally (15)	1,750	865	1,455	1,666	1,970	6,031	851
1-2 storey (15)	1,661	1,028	1,414	1,586	1,860	2,976	194
3-5 storey (15)	1,724	865	1,448	1,650	1,954	3,652	557
6 storey or above (15)	2,077	1,282	1,713	1,947	2,216	6,031	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

› Rebased to Gillingham ( 113; sample 12 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,524	738	1,299	1,469	1,664	5,286	1491
Single storey (15)	1,714	975	1,458	1,658	1,906	5,286	244
2-storey (15)	1,473	738	1,282	1,433	1,609	3,214	1150
3-storey (15)	1,574	955	1,265	1,505	1,766	3,143	92
4-storey or above (15)	3,214	1,567	2,564	2,863	4,307	4,767	5
810.11 Estate housing detached (15)	1,973	1,136	1,489	1,681	1,986	5,286	21
810.12 Estate housing semi detached							
Generally (15)	1,520	902	1,309	1,484	1,669	2,814	353
Single storey (15)	1,696	1,126	1,473	1,671	1,873	2,814	73
2-storey (15)	1,476	902	1,301	1,446	1,615	2,571	267
3-storey (15)	1,448	1,082	1,154	1,430	1,566	2,210	13
810.13 Estate housing terraced							
Generally (15)	1,571	955	1,282	1,489	1,728	4,767	275
Single storey (15)	1,766	1,168	1,503	1,665	2,032	2,473	25
2-storey (15)	1,512	959	1,279	1,444	1,662	3,214	205
3-storey (15)	1,604	955	1,257	1,488	1,807	3,143	43
816. Flats (apartments)							
Generally (15)	1,798	888	1,495	1,712	2,024	6,196	851
1-2 storey (15)	1,706	1,056	1,453	1,629	1,910	3,057	194
3-5 storey (15)	1,771	888	1,487	1,695	2,008	3,752	557
6 storey or above (15)	2,134	1,317	1,760	2,000	2,276	6,196	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

➤ Rebased to Gravesham ( 103; sample 4 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,389	672	1,184	1,339	1,517	4,818	1491
Single storey (15)	1,562	888	1,329	1,511	1,738	4,818	244
2-storey (15)	1,343	672	1,168	1,306	1,467	2,930	1150
3-storey (15)	1,435	871	1,153	1,372	1,610	2,865	92
4-storey or above (15)	2,929	1,428	2,337	2,610	3,926	4,345	5
810.11 Estate housing detached (15)	1,798	1,035	1,358	1,532	1,810	4,818	21
810.12 Estate housing semi detached							
Generally (15)	1,385	822	1,193	1,353	1,521	2,565	353
Single storey (15)	1,546	1,027	1,343	1,523	1,707	2,565	73
2-storey (15)	1,345	822	1,186	1,318	1,472	2,344	267
3-storey (15)	1,320	986	1,052	1,304	1,428	2,014	13
810.13 Estate housing terraced							
Generally (15)	1,432	871	1,169	1,357	1,575	4,345	275
Single storey (15)	1,610	1,065	1,370	1,517	1,852	2,255	25
2-storey (15)	1,378	874	1,166	1,317	1,515	2,930	205
3-storey (15)	1,462	871	1,146	1,357	1,647	2,865	43
816. Flats (apartments)							
Generally (15)	1,638	810	1,363	1,560	1,845	5,648	851
1-2 storey (15)	1,555	963	1,324	1,485	1,741	2,787	194
3-5 storey (15)	1,615	810	1,356	1,545	1,830	3,420	557
6 storey or above (15)	1,945	1,200	1,604	1,823	2,075	5,648	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

➤ Rebased to Maidstone ( 107; sample 28 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,443	698	1,230	1,391	1,576	5,006	1491
Single storey (15)	1,623	923	1,380	1,570	1,805	5,006	244
2-storey (15)	1,395	698	1,214	1,356	1,523	3,044	1150
3-storey (15)	1,491	904	1,198	1,425	1,672	2,976	92
4-storey or above (15)	3,043	1,483	2,428	2,711	4,078	4,514	5
810.11 Estate housing detached (15)	1,868	1,076	1,410	1,592	1,880	5,006	21
810.12 Estate housing semi detached							
Generally (15)	1,439	854	1,239	1,405	1,580	2,665	353
Single storey (15)	1,606	1,067	1,395	1,582	1,773	2,665	73
2-storey (15)	1,397	854	1,232	1,369	1,529	2,435	267
3-storey (15)	1,371	1,025	1,092	1,354	1,483	2,093	13
810.13 Estate housing terraced							
Generally (15)	1,488	904	1,214	1,410	1,636	4,514	275
Single storey (15)	1,673	1,106	1,423	1,576	1,924	2,342	25
2-storey (15)	1,432	908	1,211	1,368	1,574	3,044	205
3-storey (15)	1,519	904	1,190	1,409	1,711	2,976	43
816. Flats (apartments)							
Generally (15)	1,702	841	1,416	1,621	1,917	5,867	851
1-2 storey (15)	1,615	1,000	1,376	1,543	1,809	2,895	194
3-5 storey (15)	1,677	841	1,408	1,605	1,901	3,553	557
6 storey or above (15)	2,020	1,247	1,666	1,894	2,156	5,867	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

› Rebased to Medway ( 109; sample 13 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,470	711	1,253	1,417	1,605	5,099	1491
Single storey (15)	1,653	940	1,406	1,599	1,839	5,099	244
2-storey (15)	1,421	711	1,236	1,382	1,552	3,100	1150
3-storey (15)	1,519	921	1,220	1,452	1,703	3,032	92
4-storey or above (15)	3,100	1,511	2,474	2,762	4,155	4,598	5
810.11 Estate housing detached (15)	1,903	1,096	1,437	1,622	1,916	5,099	21
810.12 Estate housing semi detached							
Generally (15)	1,466	870	1,262	1,431	1,610	2,714	353
Single storey (15)	1,636	1,087	1,421	1,612	1,806	2,714	73
2-storey (15)	1,423	870	1,255	1,394	1,558	2,480	267
3-storey (15)	1,397	1,044	1,113	1,380	1,511	2,132	13
810.13 Estate housing terraced							
Generally (15)	1,516	921	1,237	1,436	1,666	4,598	275
Single storey (15)	1,704	1,127	1,450	1,606	1,960	2,386	25
2-storey (15)	1,458	925	1,234	1,393	1,603	3,100	205
3-storey (15)	1,547	921	1,212	1,436	1,743	3,032	43
816. Flats (apartments)							
Generally (15)	1,734	857	1,442	1,651	1,953	5,977	851
1-2 storey (15)	1,645	1,019	1,402	1,572	1,843	2,949	194
3-5 storey (15)	1,709	857	1,435	1,635	1,936	3,619	557
6 storey or above (15)	2,058	1,270	1,697	1,930	2,196	5,977	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

› Rebased to Sevenoaks ( 116; sample 19 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,565	757	1,334	1,508	1,708	5,427	1491
Single storey (15)	1,759	1,000	1,497	1,702	1,957	5,427	244
2-storey (15)	1,512	757	1,316	1,471	1,652	3,300	1150
3-storey (15)	1,616	980	1,298	1,545	1,813	3,226	92
4-storey or above (15)	3,299	1,608	2,633	2,939	4,421	4,894	5
810.11 Estate housing detached (15)	2,025	1,166	1,529	1,726	2,039	5,427	21
810.12 Estate housing semi detached							
Generally (15)	1,560	926	1,343	1,523	1,713	2,889	353
Single storey (15)	1,741	1,156	1,512	1,715	1,922	2,889	73
2-storey (15)	1,515	926	1,335	1,484	1,658	2,639	267
3-storey (15)	1,486	1,111	1,184	1,468	1,608	2,269	13
810.13 Estate housing terraced							
Generally (15)	1,613	980	1,316	1,529	1,773	4,894	275
Single storey (15)	1,813	1,199	1,543	1,709	2,086	2,539	25
2-storey (15)	1,552	985	1,313	1,483	1,706	3,300	205
3-storey (15)	1,647	980	1,290	1,528	1,855	3,226	43
816. Flats (apartments)							
Generally (15)	1,845	912	1,535	1,757	2,078	6,360	851
1-2 storey (15)	1,751	1,084	1,492	1,673	1,961	3,138	194
3-5 storey (15)	1,818	912	1,527	1,740	2,061	3,851	557
6 storey or above (15)	2,190	1,352	1,806	2,054	2,337	6,360	97



## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

➤ Rebased to Shepway ( 102; sample 18 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,376	666	1,173	1,326	1,502	4,772	1491
Single storey (15)	1,547	880	1,316	1,496	1,721	4,772	244
2-storey (15)	1,329	666	1,157	1,293	1,452	2,901	1150
3-storey (15)	1,421	862	1,142	1,359	1,594	2,837	92
4-storey or above (15)	2,901	1,414	2,315	2,585	3,888	4,303	5
810.11 Estate housing detached (15)	1,781	1,025	1,344	1,518	1,792	4,772	21
810.12 Estate housing semi detached							
Generally (15)	1,372	814	1,181	1,339	1,506	2,540	353
Single storey (15)	1,531	1,017	1,329	1,508	1,690	2,540	73
2-storey (15)	1,332	814	1,174	1,305	1,458	2,321	267
3-storey (15)	1,307	977	1,041	1,291	1,414	1,995	13
810.13 Estate housing terraced							
Generally (15)	1,418	862	1,157	1,344	1,559	4,303	275
Single storey (15)	1,594	1,054	1,357	1,503	1,834	2,233	25
2-storey (15)	1,365	866	1,155	1,304	1,500	2,901	205
3-storey (15)	1,448	862	1,135	1,343	1,631	2,837	43
816. Flats (apartments)							
Generally (15)	1,623	802	1,349	1,545	1,827	5,593	851
1-2 storey (15)	1,540	953	1,312	1,471	1,724	2,760	194
3-5 storey (15)	1,599	802	1,343	1,530	1,812	3,387	557
6 storey or above (15)	1,926	1,188	1,588	1,806	2,055	5,593	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

➤ Rebased to Swale ( 103; sample 14 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,389	672	1,184	1,339	1,517	4,818	1491
Single storey (15)	1,562	888	1,329	1,511	1,738	4,818	244
2-storey (15)	1,343	672	1,168	1,306	1,467	2,930	1150
3-storey (15)	1,435	871	1,153	1,372	1,610	2,865	92
4-storey or above (15)	2,929	1,428	2,337	2,610	3,926	4,345	5
810.11 Estate housing detached (15)	1,798	1,035	1,358	1,532	1,810	4,818	21
810.12 Estate housing semi detached							
Generally (15)	1,385	822	1,193	1,353	1,521	2,565	353
Single storey (15)	1,546	1,027	1,343	1,523	1,707	2,565	73
2-storey (15)	1,345	822	1,186	1,318	1,472	2,344	267
3-storey (15)	1,320	986	1,052	1,304	1,428	2,014	13
810.13 Estate housing terraced							
Generally (15)	1,432	871	1,169	1,357	1,575	4,345	275
Single storey (15)	1,610	1,065	1,370	1,517	1,852	2,255	25
2-storey (15)	1,378	874	1,166	1,317	1,515	2,930	205
3-storey (15)	1,462	871	1,146	1,357	1,647	2,865	43
816. Flats (apartments)							
Generally (15)	1,638	810	1,363	1,560	1,845	5,648	851
1-2 storey (15)	1,555	963	1,324	1,485	1,741	2,787	194
3-5 storey (15)	1,615	810	1,356	1,545	1,830	3,420	557
6 storey or above (15)	1,945	1,200	1,604	1,823	2,075	5,648	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

➤ Rebased to Thanet ( 106; sample 15 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,430	692	1,219	1,378	1,561	4,959	1491
Single storey (15)	1,608	914	1,368	1,555	1,788	4,959	244
2-storey (15)	1,382	692	1,202	1,344	1,509	3,015	1150
3-storey (15)	1,477	896	1,186	1,412	1,657	2,948	92
4-storey or above (15)	3,015	1,470	2,406	2,686	4,040	4,472	5
810.11 Estate housing detached (15)	1,851	1,066	1,397	1,577	1,863	4,959	21
810.12 Estate housing semi detached							
Generally (15)	1,426	846	1,228	1,392	1,565	2,640	353
Single storey (15)	1,591	1,057	1,382	1,567	1,757	2,640	73
2-storey (15)	1,384	846	1,220	1,356	1,515	2,412	267
3-storey (15)	1,358	1,015	1,082	1,342	1,469	2,073	13
810.13 Estate housing terraced							
Generally (15)	1,474	896	1,203	1,397	1,621	4,472	275
Single storey (15)	1,657	1,096	1,410	1,562	1,906	2,320	25
2-storey (15)	1,418	900	1,200	1,355	1,559	3,015	205
3-storey (15)	1,505	896	1,179	1,396	1,695	2,948	43
816. Flats (apartments)							
Generally (15)	1,686	833	1,402	1,606	1,899	5,812	851
1-2 storey (15)	1,600	991	1,363	1,529	1,792	2,868	194
3-5 storey (15)	1,662	833	1,395	1,590	1,883	3,519	557
6 storey or above (15)	2,002	1,235	1,651	1,877	2,135	5,812	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

› Rebased to Tonbridge and Malling ( 109; sample 21 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,470	711	1,253	1,417	1,605	5,099	1491
Single storey (15)	1,653	940	1,406	1,599	1,839	5,099	244
2-storey (15)	1,421	711	1,236	1,382	1,552	3,100	1150
3-storey (15)	1,519	921	1,220	1,452	1,703	3,032	92
4-storey or above (15)	3,100	1,511	2,474	2,762	4,155	4,598	5
810.11 Estate housing detached (15)	1,903	1,096	1,437	1,622	1,916	5,099	21
810.12 Estate housing semi detached							
Generally (15)	1,466	870	1,262	1,431	1,610	2,714	353
Single storey (15)	1,636	1,087	1,421	1,612	1,806	2,714	73
2-storey (15)	1,423	870	1,255	1,394	1,558	2,480	267
3-storey (15)	1,397	1,044	1,113	1,380	1,511	2,132	13
810.13 Estate housing terraced							
Generally (15)	1,516	921	1,237	1,436	1,666	4,598	275
Single storey (15)	1,704	1,127	1,450	1,606	1,960	2,386	25
2-storey (15)	1,458	925	1,234	1,393	1,603	3,100	205
3-storey (15)	1,547	921	1,212	1,436	1,743	3,032	43
816. Flats (apartments)							
Generally (15)	1,734	857	1,442	1,651	1,953	5,977	851
1-2 storey (15)	1,645	1,019	1,402	1,572	1,843	2,949	194
3-5 storey (15)	1,709	857	1,435	1,635	1,936	3,619	557
6 storey or above (15)	2,058	1,270	1,697	1,930	2,196	5,977	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

➤ Rebased to Tunbridge Wells ( 108; sample 32 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,457	705	1,242	1,404	1,591	5,052	1491
Single storey (15)	1,638	931	1,393	1,584	1,822	5,052	244
2-storey (15)	1,408	705	1,225	1,369	1,538	3,072	1150
3-storey (15)	1,505	913	1,209	1,439	1,688	3,004	92
4-storey or above (15)	3,072	1,497	2,451	2,737	4,116	4,556	5
810.11 Estate housing detached (15)	1,885	1,086	1,424	1,607	1,898	5,052	21
810.12 Estate housing semi detached							
Generally (15)	1,453	862	1,251	1,418	1,595	2,689	353
Single storey (15)	1,621	1,077	1,408	1,597	1,790	2,689	73
2-storey (15)	1,410	862	1,243	1,382	1,543	2,457	267
3-storey (15)	1,384	1,034	1,103	1,367	1,497	2,112	13
810.13 Estate housing terraced							
Generally (15)	1,502	913	1,225	1,423	1,651	4,556	275
Single storey (15)	1,688	1,116	1,437	1,591	1,942	2,364	25
2-storey (15)	1,445	917	1,222	1,380	1,588	3,072	205
3-storey (15)	1,533	913	1,201	1,422	1,727	3,004	43
816. Flats (apartments)							
Generally (15)	1,718	849	1,429	1,636	1,935	5,922	851
1-2 storey (15)	1,630	1,009	1,389	1,557	1,826	2,922	194
3-5 storey (15)	1,693	849	1,422	1,620	1,919	3,586	557
6 storey or above (15)	2,039	1,258	1,682	1,912	2,176	5,922	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

► Rebased to Kent ( 109; sample 257 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,470	711	1,253	1,417	1,605	5,099	1491
Single storey (15)	1,653	940	1,406	1,599	1,839	5,099	244
2-storey (15)	1,421	711	1,236	1,382	1,552	3,100	1150
3-storey (15)	1,519	921	1,220	1,452	1,703	3,032	92
4-storey or above (15)	3,100	1,511	2,474	2,762	4,155	4,598	5
810.11 Estate housing detached (15)	1,903	1,096	1,437	1,622	1,916	5,099	21
810.12 Estate housing semi detached							
Generally (15)	1,466	870	1,262	1,431	1,610	2,714	353
Single storey (15)	1,636	1,087	1,421	1,612	1,806	2,714	73
2-storey (15)	1,423	870	1,255	1,394	1,558	2,480	267
3-storey (15)	1,397	1,044	1,113	1,380	1,511	2,132	13
810.13 Estate housing terraced							
Generally (15)	1,516	921	1,237	1,436	1,666	4,598	275
Single storey (15)	1,704	1,127	1,450	1,606	1,960	2,386	25
2-storey (15)	1,458	925	1,234	1,393	1,603	3,100	205
3-storey (15)	1,547	921	1,212	1,436	1,743	3,032	43
816. Flats (apartments)							
Generally (15)	1,734	857	1,442	1,651	1,953	5,977	851
1-2 storey (15)	1,645	1,019	1,402	1,572	1,843	2,949	194
3-5 storey (15)	1,709	857	1,435	1,635	1,936	3,619	557
6 storey or above (15)	2,058	1,270	1,697	1,930	2,196	5,977	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

› Rebased to Ashford ( 113; sample 26 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,524	738	1,299	1,469	1,664	5,286	1491
Single storey (15)	1,714	975	1,458	1,658	1,906	5,286	244
2-storey (15)	1,473	738	1,282	1,433	1,609	3,214	1150
3-storey (15)	1,574	955	1,265	1,505	1,766	3,143	92
4-storey or above (15)	3,214	1,567	2,564	2,863	4,307	4,767	5
810.11 Estate housing detached (15)	1,973	1,136	1,489	1,681	1,986	5,286	21
810.12 Estate housing semi detached							
Generally (15)	1,520	902	1,309	1,484	1,669	2,814	353
Single storey (15)	1,696	1,126	1,473	1,671	1,873	2,814	73
2-storey (15)	1,476	902	1,301	1,446	1,615	2,571	267
3-storey (15)	1,448	1,082	1,154	1,430	1,566	2,210	13
810.13 Estate housing terraced							
Generally (15)	1,571	955	1,282	1,489	1,728	4,767	275
Single storey (15)	1,766	1,168	1,503	1,665	2,032	2,473	25
2-storey (15)	1,512	959	1,279	1,444	1,662	3,214	205
3-storey (15)	1,604	955	1,257	1,488	1,807	3,143	43
816. Flats (apartments)							
Generally (15)	1,798	888	1,495	1,712	2,024	6,196	851
1-2 storey (15)	1,706	1,056	1,453	1,629	1,910	3,057	194
3-5 storey (15)	1,771	888	1,487	1,695	2,008	3,752	557
6 storey or above (15)	2,134	1,317	1,760	2,000	2,276	6,196	97

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 01-Jan-2022 00:36

➤ Rebased to Canterbury ( 111; sample 25 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810.1 Estate housing							
Generally (15)	1,497	725	1,276	1,443	1,635	5,193	1491
Single storey (15)	1,683	957	1,432	1,628	1,873	5,193	244
2-storey (15)	1,447	725	1,259	1,407	1,580	3,157	1150
3-storey (15)	1,547	938	1,242	1,479	1,735	3,087	92
4-storey or above (15)	3,157	1,539	2,519	2,813	4,231	4,683	5
810.11 Estate housing detached (15)	1,938	1,116	1,463	1,652	1,951	5,193	21
810.12 Estate housing semi detached							
Generally (15)	1,493	886	1,286	1,458	1,639	2,764	353
Single storey (15)	1,666	1,106	1,447	1,641	1,840	2,764	73
2-storey (15)	1,449	886	1,278	1,420	1,586	2,526	267
3-storey (15)	1,422	1,063	1,133	1,405	1,538	2,171	13
810.13 Estate housing terraced							
Generally (15)	1,544	938	1,260	1,463	1,697	4,683	275
Single storey (15)	1,735	1,147	1,477	1,635	1,996	2,430	25
2-storey (15)	1,485	942	1,256	1,419	1,632	3,157	205
3-storey (15)	1,576	938	1,235	1,462	1,775	3,087	43
816. Flats (apartments)							
Generally (15)	1,766	873	1,469	1,681	1,988	6,086	851
1-2 storey (15)	1,676	1,037	1,427	1,601	1,876	3,003	194
3-5 storey (15)	1,740	873	1,461	1,665	1,972	3,685	557
6 storey or above (15)	2,096	1,293	1,728	1,965	2,236	6,086	97



## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 12-Feb-2022 00:38

▸ Rebased to Kent ( 109; sample 257 )

**Maximum age of results:** 15 years

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
284. Warehouses/stores							
Generally (15)	1,069	424	645	860	1,116	4,986	45
Up to 500m2 GFA (15)	2,072	714	1,060	1,476	2,603	4,986	7
500 to 2000m2 GFA (15)	985	504	726	885	1,116	1,720	17
Over 2000m2 GFA (15)	802	424	602	652	928	1,696	21
284.2 Purpose built warehouses/stores							
Generally (15)	1,133	424	647	860	1,271	4,986	33
Up to 500m2 GFA (15)	2,476	714	1,476	2,073	3,134	4,986	5
500 to 2000m2 GFA (15)	945	504	691	863	1,074	1,720	14
Over 2000m2 GFA (15)	842	424	631	741	1,000	1,696	14

## £/m<sup>2</sup> study

**Description:** Rate per m<sup>2</sup> gross internal floor area for the building Cost including prelims.

**Last updated:** 12-Feb-2022 00:38

▸ Rebased to Kent ( 109; sample 257 )

**Maximum age of results:** 15 years

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
<b>320. Offices</b>							
Generally (15)	2,256	1,109	1,621	2,127	2,622	5,473	75
<b>Air-conditioned</b>							
Generally (15)	2,241	1,335	1,792	2,178	2,574	3,846	24
1-2 storey (15)	2,228	1,335	1,932	2,088	2,230	3,846	9
3-5 storey (15)	2,113	1,515	1,669	2,127	2,587	3,019	11
<b>Not air-conditioned</b>							
Generally (15)	2,236	1,109	1,566	2,095	2,752	3,741	34
1-2 storey (15)	2,282	1,294	1,602	2,095	2,827	3,575	16
3-5 storey (15)	2,181	1,109	1,565	2,011	2,711	3,741	16

## **Annex F: Land value report**

# Benchmark Land Value Analysis Paper

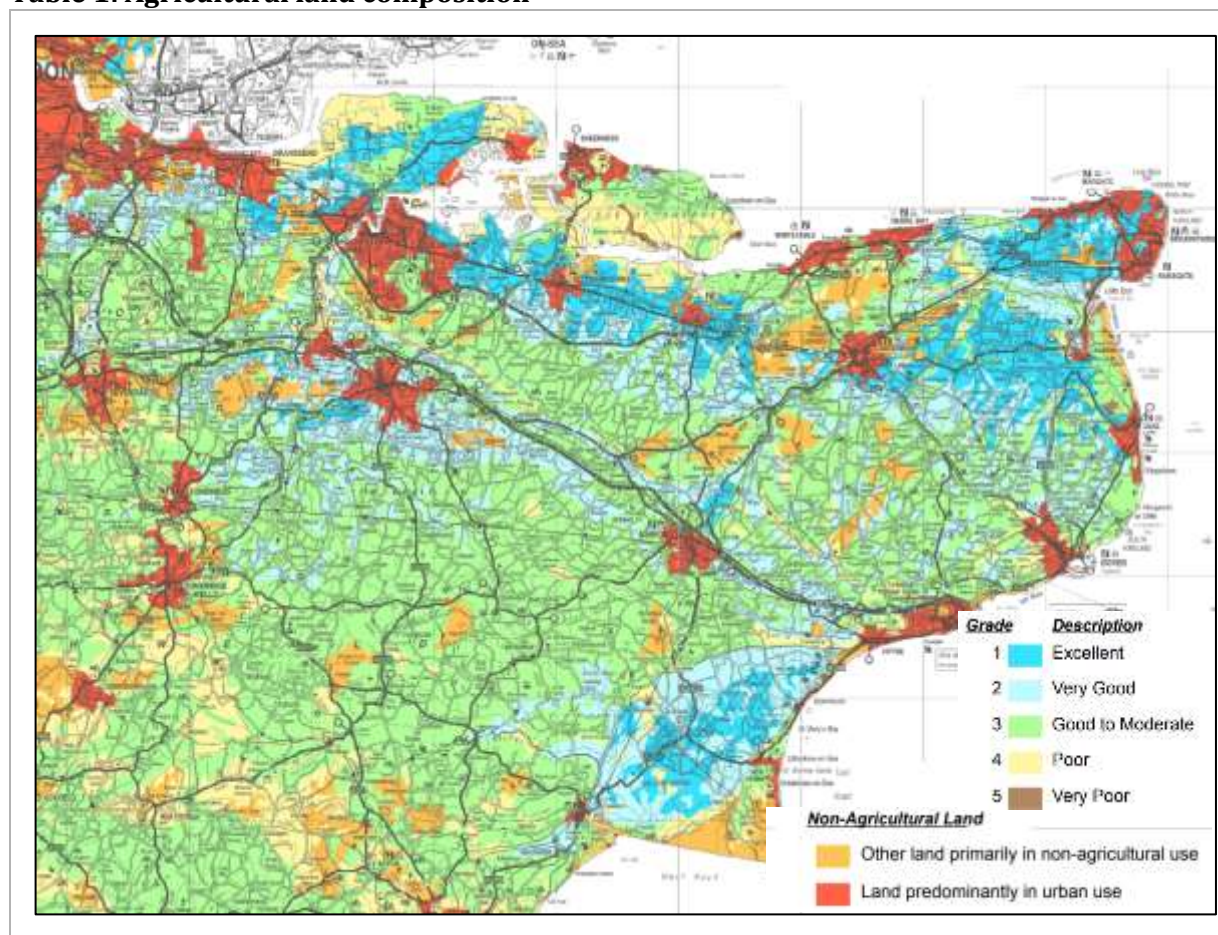
## Viability Assessment of Biodiversity Net Gain in Kent

### Introduction

1. Adopting a considered and accepted approach when accounting for land value is vital to assessing viability/deliverability. We have followed guidance to inform our method and relied on industry standard sources of evidence to calculate an appropriate land value. The guidance followed in regards to land value is outlined in the methodology section of the main report.
2. When we have considered land value we have split out the greenfield and brownfield typologies and have taken a different approach to each. This is because the dynamic of each of the market is different and separate evidence and justification is required.

### Greenfield land value assessment

3. In determining EUV for greenfield typologies we have assumed that the entirety of each site is comprised of agricultural land. Table 1 shows a map from Natural England which illustrates the quality of the farmland across Kent. The quality of farmland varies significantly across the county and in specific districts there may be a higher average quality which can command a marginally higher price. It appears from Table 1 that the most predominant agriculture land is grade 3 (Good to moderate) which can be used for some arable crops.

**Table 1: Agricultural land composition**

Source: Natural England (accessed 2022)

## Comparable greenfield transactions

4. To determine EUV we have considered sold transactions from the RICS Farmland Survey 2020. The comparable evidence in Table 2 shows that prices range between £7,034 - £16,146 per acre (£21,091 - £35,425 per ha).

**Table 2: Agricultural land transaction comparables**

Address	Date sold	Size acre and (ha)	Sold price acre and (ha)	Description/ notes
The Moat Farmland, Benenden, Cranbrook, TN17 4EU	Jun- 21	87.00 (35.2)	£7,471 (£18,461)	Grade 3 quality bare land. Predominantly arable land (65.76 ac) with grassland (5.16 ac), woodland (14.73 ac) and ponds (1.35 ac).
Lot 5, Manor Court Farm Estate, ASHURST, KENT TN3 9TB	Mar-21	45.47 (18.40)	£7,697 (£19,020)	Grade 4 quality Bare land. Pasture - 30.44 ac, woodland, 15.23 ac

Address	Date sold	Size acre and (ha)	Sold price acre and (ha)	Description/ notes
Tong Bank Orchard, Marle Place Road, Brenchley, Kent, TN12 7HS	Nov-2020	23.46 (9.49)	£8,525 (£21,066)	Grade 3 quality. Land and buildings. A parcel of South sloping orchard land with a range of derelict hopper huts.

Source: RICS-RAU Farmland Market Directory of Land Prices FY – H12021

5. In addition to the above comparable evidence we have also considered Knight Franks 2021 Rural Report which includes indicative agricultural land value figures. Figure 1 shows us that Hampshire values generally range between £7,000 - £9,500 per acre depending on quality. Based on our comparables above, this range seems reasonable.

**Figure 1: Knight Frank Rural Report 2021 – agricultural land values by county**

KENT			ARABLE LAND (£/ACRE)
PRIME	AVERAGE	POOR	
9,500	8,500	8,000	PASTURE* (£/ACRE)
8,000	7,500	7,000	

Source: Knight Frank, 2021, Rural Report, page 29

## Districts local plan viability evidence base

6. We have considered a sample of the existing local plan viability evidence bases for some of the Local Authorities in Kent. In several cases there is a range of greenfield values presented within a specific district. Across the evidence bases considered greenfield land values, inclusive of premium, range between £247,000 -£675,000 per gross ha (£100,000 - £273,169 per gross acre). Generally the lower end of the range – closer to £274,100 per gross hectare (£100,000 per gross acre) are for local plan viability evidence bases carried out more recently. This is more reflective of the accepted approach to benchmark land value today with the single EUV plus method being used.

## Premium and conclusion

7. To come to an opinion on overall benchmark land value we must now add a premium. Based on the evidence presented above premiums are generally between 10-20x but can be less depending on overall viability. As a starting point in our assessment we have applied a benchmark land value of £274,100 per hectare (£100,000 per gross acre). This value equates to a multiplier of 10.52 - 14.3x based on the £7,000 - £9,500 per acre range of agricultural land values seen in Kent.
8. We have assumed that the larger industrial commercial typology would be on a greenfield site. Here we made the same £100,000 land value assumptions as used in the residential typologies.

## Brownfield land value assessment

9. The brownfield land value assessment is much more challenging than the greenfield. This is because brownfield sites are much more unique than most greenfield sites in terms of value. Across the study area there are a range of different locations with different commercial markets and the brownfields sites will vary significantly within these markets. For example a dated, but occupiable office block in a district in the north of Kent will command a significantly higher land value than a cleared poorly located employment site in the south of the study area. We have therefore had to take a very high level view to land value and have sensitivity tested this input as part of our results.
10. In total there are three residential brownfields scenarios as part of our testing and two commercial. To determine an EUV for each of them we have provided a short description below outlining the assumed context:
  - **500 unit brownfield:** site is located on the edge of an urban area and is most likely in industrial use
  - **100 unit brownfield:** site is located on the edge of an urban area and is most likely in an office or industrial use
  - **25 unit brownfield:** site is located in an urban location most likely a town and is likely in retail or office use
  - **Smaller industrial brownfield:** site was previously in employment use and likely located in existing estate
  - **Office brownfield:** site was previously in employment use and likely located in existing estate

### Comparable brownfield transactions

11. Initially we began to consider comparable land value evidence across Kent but it became apparent that uses and values ranged too broadly to make this a meaningful assessment. Because we have used sensitivity testing and have informed our baseline inputs from the existing local plan viability assessment evidence bases, we are comfortable that this approach is reasonable for such a high level piece of research.

### Districts local plan viability evidence base

12. We have considered a sample of the existing local plan viability evidence bases for some of the Local Authorities in Kent for brownfield land. The range within districts is significantly wider than that shown for greenfield sites. This is because the type of sites coming forward in these areas vary significantly. Across the evidence bases considered brownfield land values, inclusive of premium, range between £482,000 - £5,000,000 per gross ha (£195,063 - £2,023,347 per gross acre). Generally the lower end of the range is for employment sites outside of town centres, the higher end is generally for more urban sites, which are more likely to be in retail, office or carpark uses.

## Premium and conclusion

13. Generally it is accepted, and outlined in guidance that to release brownfield land for redevelopment landowners need a premium over the existing use value as incentive. The acceptable range for this is usually between 10-20% - this is what is outlined in the viability PPG. For the purposes of our assessment we have assumed that a 10% landowner premium is suitable.

14. We have assumed the following starting points in our appraisals (inclusive of landowner premium):

- 500 units brownfield: £1,235,500 per gross ha (£500,000 per gross acre)
- 100 units brownfield: £2,471,000 per gross ha (£1,000,000 per gross acre)
- 25 units brownfield: £3,706,500 per gross ha (£1,500,000 per gross acre)
- Small industrial brownfield: £1,235,500 per gross ha (£500,000 per gross acre)
- Offices brownfield: £1,235,500 per gross ha (£500,000 per gross acre)



## **Annex G: Residential testing example appraisal and sensitivity testing**

# Kent BNG - 10% onsite baseline

Residential

## User information

User inputs in this version of the model provided or updated by:

Name: JB

Date: April 2022

The logo for SQW, consisting of the letters 'SQW' in a bold, red, sans-serif font.

Residential baseline inputs

No units				Tenure split aff		Mrkt resi mix					Aff resi mix					Mrkt resi no. units					Aff resi no. units				
Number of units	Land type	Unit type	Affordable housing policy	Social/aff rent	Int/1st homes	1BF	2BF	2BH	3BH	4BH	1BF	2BF	2BH	3BH	4BH	1B					1BF	2BF	2BH	3BH	4BH
																F	2BF	2BH	3BH	4BH					
5,000	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	300	0	1050	1050	600	700	0	800	400	100
500	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	30	0	105	105	60	70	0	80	40	10
100	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	6	0	21	21	12	14	0	16	8	2
25	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	2	0	5	5	3	4	0	4	2	1
500	Brownfield	Houses	25%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	38	0	131	131	75	44	0	50	25	6
100	Brownfield	Houses/flat	25%	70%	30%	15%	15%	30%	30%	10%	35%	20%	20%	20%	5%	11	11	23	23	8	9	5	5	5	1
25	Brownfield	Flats	25%	70%	30%	50%	50%	0%	0%	0%	50%	50%	0%	0%	0%	9	9	0	0	0	3	3	0	0	0

Mrkt resi unit sizes sqm						Aff resi unit sizes sqm					Floorspace sqm					Floorspace sqft					
																					Flat gross to net
1BF	2BF	2BH	3BH	4BH		1BF	2BF	2BH	3BH	4BH	Mrkt H	Aff H	Mrkt F	Aff F	TOTAL	Mrkt H	Aff H	Mrkt F	Aff F	TOTAL	
60	72	85	100	115		60	72	85	100	115	263,250	119,500	18,000	42,000	442,750	2,833,599	1,286,287	193,750	452,084	4,765,721	80%
60	72	85	100	115		60	72	85	100	115	26,325	11,950	1,800	4,200	44,275	283,360	128,629	19,375	45,208	476,572	80%
60	72	85	100	115		60	72	85	100	115	5,265	2,390	360	840	8,855	56,672	25,726	3,875	9,042	95,314	80%
60	0	90	110	130		60	0	90	110	130	1,440	645	90	210	2,385	15,500	6,943	969	2,260	25,672	80%
60	72	85	100	115		60	72	85	100	115	32,906	7,469	2,250	2,625	45,250	354,200	80,393	24,219	28,255	487,067	80%
60	72	85	100	115		60	72	85	100	115	5,025	1,069	1,485	885	8,464	54,089	11,504	15,984	9,526	91,103	80%
60	72	85	100	115		60	72	85	100	115	-	-	1,238	413	1,650	-	-	13,320	4,440	17,760	80%

Affordable transfer value			Values £psf			Value per unit 1st homes £250k cap				
Aff/soc rent	1st homes		Market	Aff/ soc rent	1st homes	1BF	2BF	2BH	3BH	4BH
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£0	£244,128	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000

Land value													
<i>Net density (dph)</i>	<i>Gross to net</i>	<i>Site size ha</i>	<i>Value per gross acre</i>	<i>Value per gross ha</i>	<i>Total land cost</i>	<i>Additional land for BNG</i>	<i>Total land</i>	<i>Phased purchased</i>	<i>Cost per phase</i>	<i>SDLT per phase</i>	<i>Acquisition Agent fees</i>	<i>Acquisition Legal fees</i>	
35	50.00%	285.71	£100,000	£247,100	£70,600,000	£0	£70,600,000	5	£14,120,000	£695,500	1%	0.50%	
35	70.00%	20.41	£100,000	£247,100	£5,042,857	£0	£5,042,857	1	£5,042,857	£241,643	1%	0.5%	
40	74.89%	3.34	£100,000	£247,100	£824,876	£0	£824,876	1	£824,876	£30,744	1%	0.5%	
20	61.55%	2.03	£100,000	£247,100	£501,828	£0	£501,828	1	£501,828	£14,591	1%	0.5%	
40	90.00%	13.89	£500,000	£1,235,500	£17,159,722	£0	£17,159,722	1	£17,159,722	£847,486	1%	0.5%	
55	95.00%	1.91	£1,000,000	£2,471,000	£4,729,187	£0	£4,729,187	1	£4,729,187	£225,959	1%	0.5%	
100	97.50%	0.26	£1,500,000	£3,706,500	£950,385	£0	£950,385	1	£950,385	£37,019	1%	0.5%	

General costs										Other policy costs						
Planning fee	CIL	£psm	Infrastrucutre and policy £ per dwelling	Site clerance per net ac	Base build cost house	Base build cost flat	External works	Prof fees	Contingency	%M4(2)	% M4(3)	M4(2) £ per	M4(3) £ per	Electric car	Future Home Standards	Future Home Standards
												dwelling cost	dwelling cost	£per dwelling	£ per dwelling (houses)	£ per dwelling (flats)
£300,000		£120	£20,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£84,959		£120	£15,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£29,759		£120	£5,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£11,550		£120	£5,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£84,959		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£29,759		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£11,550		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256

Disposal costs			Interest		Developers profit			BNG costs 10%		
Marketing (market unit GDV)	Sale agents (market unit GDV)	Sale legal	APR	PCM	Market% on GDV	Aff/social rent% on GDV	1st homes % on GDV	Onsite £ph	Onsite additional land ha	Onsite additional land £
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£8,487.59	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£23,464.77	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£11,249.32	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£12,094.54	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£2,754.40	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£352.68	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£49,141.97	0	£0



Number of units	Land type	Unit type	Affordable housing policy
	5,000 Greenfield	Houses	40%

Item	Value/cost	Notes	Timings			
			Offset	payments start	#months	payments finish (no payments)
Market housing	£1,020,095,751		6	15	120	135
Market flats	£69,750,137		6	15	120	135
Social/aff rent housing	£162,072,193		6	9	120	129
Social/aff rent flats	£56,962,612		6	9	120	129
1st home housing	£92,835,571		6	9	120	129
1st home flats	£34,177,853		6	9	120	129
TOTAL GDV		£1,435,894,116				
Planning fee	-£300,000		0	2	1	3
CIL	-£34,290,000		1	9	1	10
Site clearance	£0	Brownfield only	0	2	1	3
Infrastructure	-£100,000,000		1	3	120	123
Build cost houses	-£542,356,750		6	9	120	129
Build cost flats	-£123,825,000		0	9	120	129
External works	-£99,927,263		0	9	120	129
M4(2) cat housing	-£3,500,000		0	9	120	129
M4(3) cat housing	-£11,395,500		0	9	120	129
Contingency	-£44,050,226	Includes costs from m42	2	9	120	129
Professional fees	-£88,100,451		3	9	120	129
Marketing	-£16,347,688	Only on market units	-6	9	120	129
Sales agents costs	-£10,898,459	Only on market units	0	15	120	135
Sales legal costs	-£5,449,229	Only on market units	0	15	120	135
BNG costs	-£2,425,026		0	9	120	129
Electric charging	-£5,000,000		0	9	120	129
Future home standards housing	-£19,388,000					
Future home standards flats	-£2,256,000					
Land	-£14,120,000	-£70,600,000				MANUAL TIMINGS
SDLT	-£695,500	-£3,477,500				MANUAL TIMINGS
Land agents	-£141,200	-£706,000				MANUAL TIMINGS
Lands legal	-£70,600	-£353,000				MANUAL TIMINGS
Interest	-£15,379,753					
Profit market	-£217,969,178					
Profit social/aff	-£13,142,088					
Profit 1st homes	-£25,402,685					
TOTAL COSTS		-£1,456,539,795				
SURPLUS/DEFICT		-£20,645,679				

1.1%

12%

5,000 units		Greenfield		10% BNG onsite									
RLV	-£20,645,679	Build cost										£psm	
		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	-272,770,865	-292,430,760	-312,090,654	-331,750,548	-351,410,443	-371,070,337	-390,730,231	-410,390,125	-430,050,020	-449,709,914		
	£290	-221,070,797	-240,533,270	-260,193,165	-279,853,059	-299,512,953	-319,172,847	-338,832,742	-358,492,636	-378,152,530	-397,812,425		
	£300	-172,614,203	-190,761,533	-209,463,056	-228,442,725	-247,915,121	-267,575,015	-287,234,910	-306,894,804	-326,554,698	-346,214,592		
	£310	-130,037,346	-145,882,646	-162,500,529	-179,877,632	-198,102,607	-216,824,254	-235,816,706	-255,296,972	-274,956,866	-294,616,760		
	£320	-92,446,185	-107,018,195	-121,849,026	-137,027,217	-152,988,402	-169,682,334	-187,151,023	-205,447,248	-224,185,451	-243,191,793		
	£330	-57,175,206	-70,985,909	-84,972,526	-99,286,667	-113,900,445	-128,776,041	-144,035,142	-160,102,276	-176,873,136	-194,433,297		
	£340	-23,614,143	-37,168,252	-50,804,937	-64,538,568	-78,380,479	-92,441,412	-106,840,817	-121,508,313	-136,445,751	-151,831,837		
	£350	9,273,372	-4,105,482	-17,542,135	-31,045,807	-44,625,874	-58,291,865	-72,054,258	-85,940,451	-100,085,122	-114,561,017		
	£360	41,641,644	28,474,671	15,227,912	1,897,129	11,499,147	24,959,455	38,487,075	52,091,385	65,786,384	79,581,696		
	£370	73,624,386	60,561,970	47,472,758	34,345,867	21,149,972	7,874,799	5,484,817	18,904,337	32,385,136	45,936,499		
	£380	105,447,640	92,441,670	79,415,416	66,366,701	53,293,333	40,193,101	27,043,758	13,816,381	506,573	12,875,836		
	£390	137,151,689	124,190,113	111,213,247	98,218,957	85,205,089	72,168,616	59,109,017	46,024,215	32,908,323	19,724,762		
	£400	167,543,756	154,615,620	141,674,437	128,720,689	115,751,514	102,761,423	89,753,750	76,726,342	63,677,027	50,603,616		
	£410	197,818,163	184,920,417	172,011,666	159,087,492	146,153,447	133,205,172	120,238,265	107,256,519	94,257,801	81,239,961		
	£420	228,037,179	215,164,952	202,277,549	189,385,749	176,476,998	163,559,364	150,631,228	137,684,182	124,725,015	111,751,615		
	£430	258,209,414	245,354,336	232,491,210	219,618,983	206,736,935	193,846,819	180,942,329	168,031,235	155,103,100	142,163,192		
RLV	-£20,645,679	Affordable										%	
		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	-152,197,211	-174,388,229	-198,165,547	-224,023,327	-251,014,471	-279,208,444	-307,732,020	-336,255,595	-364,779,171	-393,302,746		
	£290	-105,712,549	-126,705,772	-148,357,259	-171,643,612	-196,847,118	-224,340,696	-253,008,475	-282,945,078	-312,881,681	-342,818,284		
	£300	-61,775,961	-82,663,523	-104,125,034	-126,115,157	-148,921,630	-173,728,742	-200,946,867	-230,368,826	-261,283,849	-292,670,937		
	£310	-19,513,495	-40,844,044	-62,344,032	-84,144,854	-106,608,595	-129,719,485	-154,077,724	-180,952,518	-210,802,420	-242,523,590		
	£320	21,987,053	5,833	-22,090,633	-44,329,799	-66,767,516	-89,579,762	-113,187,929	-137,617,554	-164,265,997	-194,153,283		
	£330	62,957,137	40,242,870	17,455,727	-5,429,270	-28,439,630	-51,622,969	-75,040,221	-99,036,415	-123,983,492	-150,483,927		
	£340	103,423,729	79,934,618	56,350,113	32,663,029	8,886,769	-15,004,730	-39,047,798	-63,303,075	-87,907,825	-113,492,824		
	£350	143,481,584	119,097,363	94,685,313	70,225,275	45,666,949	20,980,856	3,823,997	28,766,871	53,908,183	79,339,199		
	£360	183,357,746	158,032,082	132,687,418	107,320,441	81,924,502	56,483,655	30,926,888	5,213,727	20,645,679	46,693,408		
	£370	223,085,536	196,812,749	170,523,676	144,220,487	117,896,395	91,544,558	65,158,077	38,716,085	12,131,148	14,648,043		
	£380	262,697,736	235,470,788	208,227,900	180,975,712	153,710,674	126,421,564	99,110,690	71,770,999	44,388,548	16,921,552		
	£390	302,218,420	274,024,653	245,828,768	217,616,267	189,398,233	161,164,562	132,912,382	104,640,038	76,340,287	48,005,827		
	£400	341,661,384	312,348,286	283,031,871	253,711,332	224,377,081	195,036,839	165,682,246	136,309,935	106,918,491	77,500,442		
	£410	381,035,211	350,600,686	320,156,648	289,712,610	259,259,509	228,798,685	198,328,604	167,848,414	137,348,620	106,830,848		
	£420	420,356,108	388,795,140	357,223,715	325,652,289	294,080,051	262,493,048	230,906,045	199,304,280	167,696,367	136,070,237		
	£430	459,632,042	426,939,419	394,240,594	361,541,770	328,842,945	296,132,748	263,419,713	230,701,624	197,971,656	165,232,239		
RLV	-£20,645,679	Land value										Eper gross acre	
		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000		
GDV £psf	£280	-331,963,181	-338,526,379	-345,089,577	-351,652,775	-358,215,973	-364,779,171	-371,342,369	-377,905,566	-384,468,764	-391,031,962		
	£290	-280,065,692	-286,628,890	-293,192,088	-299,755,285	-306,318,483	-312,881,681	-319,444,879	-326,008,077	-332,571,275	-339,134,473		
	£300	-228,649,187	-235,056,058	-241,594,255	-248,157,453	-254,720,651	-261,283,849	-267,847,047	-274,410,245	-280,973,443	-287,536,641		
	£310	-180,097,213	-186,082,246	-192,158,912	-198,332,145	-204,548,834	-210,802,420	-217,085,048	-223,397,123	-229,739,053	-236,111,250		
	£320	-137,702,484	-142,756,912	-147,955,061	-153,294,150	-158,732,900	-164,265,997	-169,896,986	-175,629,508	-181,467,307	-187,414,228		
	£330	-100,251,284	-104,912,820	-109,616,415	-114,361,804	-119,150,078	-123,983,492	-128,863,005	-133,788,520	-138,808,460	-143,950,372		
	£340	-65,752,465	-70,135,906	-74,538,775	-78,961,297	-83,409,267	-87,907,825	-92,465,700	-97,077,798	-101,749,020	-106,464,334		
	£350	-32,378,225	-36,651,556	-40,941,018	-45,246,809	-49,569,130	-53,908,183	-58,264,172	-62,637,304	-67,027,787	-71,435,829		
	£360	447,864	3,744,027	7,949,147	12,167,676	16,399,793	20,645,679	24,905,518	29,180,526	33,471,254	37,776,409		
	£370	32,756,322	28,664,722	24,558,873	20,433,700	16,295,149	12,131,148	7,954,219	3,754,758	456,185	4,681,539		
	£380	64,734,293	60,673,855	56,611,676	52,541,584	48,468,484	44,388,548	40,304,462	36,201,755	32,085,071	27,953,037		
	£390	96,546,858	92,517,047	88,478,273	84,437,737	80,391,612	76,340,287	72,286,637	68,224,458	64,162,278	60,090,006		
	£400	127,015,832	123,007,278	118,989,928	114,970,777	110,948,301	106,918,491	102,888,680	98,850,193	94,809,658	90,765,660		
	£410	157,353,980	153,360,313	149,362,291	145,364,268	141,357,175	137,348,620	133,338,424	129,319,273	125,300,123	121,276,018		
	£420	187,617,774	183,640,627	179,661,707	175,674,154	171,686,600	167,696,367	163,698,345	159,700,322	155,698,517	151,689,963		
	£430	217,827,660	213,860,856	209,894,053	205,925,950	201,948,803	197,971,656	193,994,327	190,006,774	186,019,221	182,031,667		

500 units			Greenfield		10% BNG onsite										
RLV		Build cost												£psm	
	£2,041,051	£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525				
GDV £psf	£280	- 19,498,334	- 21,009,581	- 22,725,516	- 25,123,776	- 27,522,036	- 29,920,296	- 32,318,556	- 34,716,816	- 37,115,076	- 39,513,336				
	£290	- 15,716,463	- 17,206,249	- 18,703,304	- 20,207,578	- 21,719,170	- 23,432,417	- 25,830,677	- 28,228,937	- 30,627,197	- 33,025,457				
	£300	- 12,017,497	- 13,486,965	- 14,962,948	- 16,445,539	- 17,935,325	- 19,433,623	- 20,938,773	- 22,450,869	- 24,176,846	- 26,575,106				
	£310	- 8,416,842	- 9,842,527	- 11,283,132	- 12,740,657	- 14,212,460	- 15,690,416	- 17,174,615	- 18,665,151	- 20,163,943	- 21,669,967				
	£320	- 4,922,802	- 6,311,556	- 7,712,668	- 9,128,378	- 10,558,124	- 12,003,235	- 13,466,018	- 14,937,955	- 16,417,883	- 17,903,692				
	£330	- 1,507,453	- 2,870,379	- 4,241,202	- 5,622,719	- 7,015,101	- 8,420,564	- 9,840,419	- 11,274,300	- 12,724,065	- 14,191,513				
	£340	- 1,791,607	- 446,435	- 904,986	- 2,263,205	- 3,629,154	- 5,004,722	- 6,390,101	- 7,787,106	- 9,197,969	- 10,623,269				
	£350	- 5,041,097	- 3,708,792	- 2,371,845	- 1,029,721	- 318,124	- 1,672,238	- 3,034,535	- 4,404,564	- 5,783,994	- 7,173,827				
	£360	- 8,264,988	- 6,942,256	- 5,616,113	- 4,286,032	- 2,951,482	- 1,611,927	- 266,827	- 1,084,362	- 2,442,189	- 3,807,207				
	£370	- 11,469,770	- 10,154,201	- 8,836,070	- 7,515,220	- 6,190,892	- 4,862,142	- 3,529,439	- 2,192,250	- 850,040	- 497,732				
	£380	- 14,658,365	- 13,349,421	- 12,037,955	- 10,723,570	- 9,407,152	- 8,087,296	- 6,763,856	- 5,437,159	- 4,106,679	- 2,771,886				
	£390	- 17,835,523	- 16,531,715	- 15,224,813	- 13,917,247	- 12,605,781	- 11,292,940	- 9,977,371	- 8,658,379	- 7,336,820	- 6,012,175				
	£400	- 20,880,352	- 19,580,101	- 18,277,548	- 16,973,739	- 15,667,610	- 14,360,064	- 13,049,495	- 11,737,717	- 10,422,148	- 9,104,365				
	£410	- 23,913,588	- 22,616,714	- 21,317,352	- 20,017,101	- 18,715,161	- 17,411,352	- 16,105,980	- 14,798,434	- 13,488,765	- 12,177,299				
	£420	- 26,941,097	- 25,646,991	- 24,350,117	- 23,053,243	- 21,754,352	- 20,454,101	- 19,152,774	- 17,848,966	- 16,544,349	- 15,236,803				
	£430	- 29,964,320	- 28,670,973	- 27,377,297	- 26,083,521	- 24,786,647	- 23,489,773	- 22,191,352	- 20,891,100	- 19,590,387	- 18,286,579				
RLV		Affordable												%	
	£2,041,051	0%	5%	10%	15%	20%	25%	30%	35%	40%	45%				
GDV £psf	£280	- 10,579,039	- 12,520,812	- 14,487,702	- 16,465,618	- 18,457,340	- 20,465,670	- 22,494,927	- 25,306,715	- 29,152,853	- 32,998,991				
	£290	- 6,248,689	- 8,230,560	- 10,234,424	- 12,265,183	- 14,327,407	- 16,403,174	- 18,495,376	- 20,610,129	- 22,750,707	- 26,691,589				
	£300	- 2,023,331	- 4,057,821	- 6,108,979	- 8,181,218	- 10,279,320	- 12,408,284	- 14,571,076	- 16,750,699	- 18,954,010	- 21,184,037				
	£310	- 2,127,902	- 27,326	- 2,083,166	- 4,207,657	- 6,349,829	- 8,516,390	- 10,713,127	- 12,947,470	- 15,216,549	- 17,506,816				
	£320	- 6,225,858	- 4,053,048	- 1,873,179	- 315,216	- 2,516,340	- 4,732,341	- 6,969,169	- 9,236,074	- 11,538,902	- 13,888,686				
	£330	- 10,286,053	- 8,036,290	- 5,781,484	- 3,520,137	- 1,250,737	- 1,028,238	- 3,321,016	- 5,631,872	- 7,969,323	- 10,343,722				
	£340	- 14,317,321	- 11,979,201	- 9,637,665	- 7,290,967	- 4,939,212	- 2,580,851	- 212,802	- 2,166,545	- 4,563,285	- 6,983,997				
	£350	- 18,327,212	- 15,895,969	- 13,463,408	- 11,027,358	- 8,587,026	- 6,142,149	- 3,691,129	- 1,232,357	- 1,238,595	- 3,724,438				
	£360	- 22,318,111	- 19,794,540	- 17,268,520	- 14,740,775	- 12,210,232	- 9,675,591	- 7,136,944	- 4,592,650	- 2,041,051	- 521,288				
	£370	- 26,295,329	- 23,678,101	- 21,057,651	- 18,436,787	- 15,813,177	- 13,188,110	- 10,558,541	- 7,925,540	- 5,287,418	- 2,642,471				
	£380	- 30,261,311	- 27,548,753	- 24,834,007	- 22,118,181	- 19,401,936	- 16,682,258	- 13,961,644	- 11,237,529	- 8,509,650	- 5,777,207				
	£390	- 34,218,025	- 31,409,932	- 28,599,463	- 25,788,503	- 22,977,542	- 20,163,865	- 17,349,440	- 14,532,475	- 11,713,922	- 8,890,760				
	£400	- 38,167,423	- 35,246,848	- 32,325,180	- 29,403,513	- 26,481,846	- 23,557,635	- 20,632,871	- 17,706,959	- 14,778,479	- 11,847,811				
	£410	- 42,108,999	- 39,075,902	- 36,042,804	- 33,009,706	- 29,975,842	- 26,940,051	- 23,904,260	- 20,867,691	- 17,828,571	- 14,788,851				
	£420	- 46,044,768	- 42,900,009	- 39,755,250	- 36,609,546	- 33,462,536	- 30,315,525	- 27,168,515	- 24,020,095	- 20,870,181	- 17,720,267				
	£430	- 49,977,738	- 46,719,617	- 43,461,135	- 40,202,654	- 36,944,172	- 33,685,691	- 30,426,617	- 27,165,695	- 23,904,772	- 20,643,646				
RLV		Land value												£per gross acre	
	£2,041,051	£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000				
GDV £psf	£280	- 26,087,036	- 26,700,199	- 27,313,363	- 27,926,526	- 28,539,689	- 29,152,853	- 29,766,016	- 30,379,180	- 30,992,343	- 31,605,507				
	£290	- 20,813,206	- 21,199,335	- 21,587,178	- 21,975,021	- 22,362,864	- 22,750,707	- 23,278,137	- 23,891,301	- 24,504,464	- 25,117,628				
	£300	- 17,043,911	- 17,424,804	- 17,805,698	- 18,187,618	- 18,570,814	- 18,954,010	- 19,337,206	- 19,720,402	- 20,104,946	- 20,490,459				
	£310	- 13,331,726	- 13,708,056	- 14,084,386	- 14,460,716	- 14,837,944	- 15,216,549	- 15,595,154	- 15,973,759	- 16,352,364	- 16,731,673				
	£320	- 9,702,862	- 10,068,021	- 10,433,744	- 10,801,111	- 11,169,315	- 11,538,902	- 11,909,629	- 12,281,451	- 12,654,743	- 13,028,812				
	£330	- 6,190,375	- 6,543,713	- 6,898,033	- 7,254,074	- 7,610,707	- 7,969,323	- 8,328,732	- 8,689,516	- 9,051,744	- 9,414,709				
	£340	- 2,830,535	- 3,174,755	- 3,520,635	- 3,866,922	- 4,214,893	- 4,563,285	- 4,913,359	- 5,263,894	- 5,616,085	- 5,968,801				
	£350	- 459,854	- 122,212	- 216,740	- 556,423	- 896,859	- 1,238,595	- 1,580,547	- 1,924,349	- 2,268,151	- 2,613,731				
	£360	- 3,712,389	- 3,379,579	- 3,045,982	- 2,712,278	- 2,376,664	- 2,041,051	- 1,704,394	- 1,366,752	- 1,029,110	- 689,446				
	£370	- 6,936,953	- 6,608,748	- 6,279,148	- 5,949,548	- 5,619,010	- 5,287,418	- 4,955,826	- 4,622,905	- 4,289,309	- 3,955,712				
	£380	- 10,141,669	- 9,816,018	- 9,490,367	- 9,164,717	- 8,837,270	- 8,509,650	- 8,182,031	- 7,852,770	- 7,523,170	- 7,193,570				
	£390	- 13,329,336	- 13,007,586	- 12,685,066	- 12,361,372	- 12,037,678	- 11,713,922	- 11,388,271	- 11,062,621	- 10,736,970	- 10,409,967				
	£400	- 16,382,421	- 16,062,605	- 15,742,789	- 15,421,977	- 15,100,228	- 14,778,479	- 14,456,730	- 14,133,241	- 13,809,547	- 13,485,853				
	£410	- 19,422,150	- 19,104,256	- 18,786,361	- 18,468,203	- 18,148,387	- 17,828,571	- 17,508,755	- 17,188,442	- 16,866,693	- 16,544,944				
	£420	- 22,454,416	- 22,138,432	- 21,822,447	- 21,505,969	- 21,188,075	- 20,870,181	- 20,552,287	- 20,234,169	- 19,914,353	- 19,594,537				
	£430	- 25,480,674	- 25,166,589	- 24,852,503	- 24,536,741	- 24,220,757	- 23,904,772	- 23,588,788	- 23,271,895	- 22,954,001	- 22,636,106				

100 units		Greenfield			10% BNG onsite																
RLV		Build cost      £psm																			
	£1,886,310	£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525										
GDV £psf	£280	-	2,172,165	-	2,449,210	-	2,727,328	-	3,005,445	-	3,285,003	-	3,564,802	-	3,845,226	-	4,126,716	-	4,408,206	-	4,688,829
	£290	-	1,485,215	-	1,760,380	-	2,036,826	-	2,313,273	-	2,590,758	-	2,868,876	-	3,147,045	-	3,426,844	-	3,706,642	-	3,987,211
	£300	-	806,437	-	1,080,087	-	1,354,872	-	1,629,657	-	1,905,439	-	2,181,885	-	2,458,331	-	2,736,286	-	3,014,403	-	3,292,895
	£310	-	131,382	-	403,850	-	676,984	-	950,118	-	1,224,530	-	1,499,315	-	1,774,100	-	2,050,497	-	2,326,943	-	2,603,697
	£320	-	537,049	-	267,749	-	2,664	-	274,397	-	547,531	-	820,665	-	1,094,187	-	1,368,972	-	1,643,757	-	1,919,109
	£330	-	1,199,393	-	932,386	-	664,513	-	395,804	-	125,879	-	145,439	-	418,078	-	691,212	-	964,346	-	1,238,630
	£340	-	1,844,398	-	1,579,170	-	1,313,514	-	1,046,643	-	779,206	-	510,777	-	241,076	-	29,671	-	301,672	-	574,806
	£350	-	2,483,323	-	2,219,619	-	1,955,242	-	1,690,302	-	1,424,645	-	1,158,127	-	891,108	-	622,678	-	353,462	-	83,266
	£360	-	3,119,638	-	2,857,114	-	2,593,946	-	2,330,463	-	2,066,087	-	1,801,433	-	1,535,777	-	1,269,610	-	1,002,603	-	734,580
	£370	-	3,753,943	-	3,492,134	-	3,230,103	-	2,967,736	-	2,704,568	-	2,441,308	-	2,176,931	-	1,912,554	-	1,646,908	-	1,381,094
	£380	-	4,386,241	-	4,125,277	-	3,864,314	-	3,602,599	-	3,340,568	-	3,078,359	-	2,815,190	-	2,552,022	-	2,287,775	-	2,023,398
	£390	-	5,017,105	-	4,757,139	-	4,496,612	-	4,235,649	-	3,974,686	-	3,713,063	-	3,451,033	-	3,188,981	-	2,925,812	-	2,662,644
	£400	-	5,622,828	-	5,362,863	-	5,102,897	-	4,842,932	-	4,582,317	-	4,321,354	-	4,060,391	-	3,798,736	-	3,536,706	-	3,274,675
	£410	-	6,226,040	-	5,967,003	-	5,707,742	-	5,447,776	-	5,187,811	-	4,927,846	-	4,667,139	-	4,406,176	-	4,145,213	-	3,883,522
	£420	-	6,829,175	-	6,570,138	-	6,311,101	-	6,052,064	-	5,792,655	-	5,532,690	-	5,272,725	-	5,012,759	-	4,751,961	-	4,490,998
	£430	-	7,431,233	-	7,173,055	-	6,914,235	-	6,655,198	-	6,396,161	-	6,137,124	-	5,877,569	-	5,617,604	-	5,357,638	-	5,097,673
RLV		Affordable      %																			
	£1,886,310	0%	5%	10%	15%	20%	25%	30%	35%	40%	45%										
GDV £psf	£280	-	578,114	-	937,730	-	1,297,346	-	1,657,672	-	2,019,324	-	2,380,976	-	2,744,580	-	3,108,631	-	3,475,266	-	3,843,606
	£290	-	243,622	-	131,884	-	507,592	-	884,862	-	1,262,131	-	1,639,482	-	2,018,889	-	2,398,296	-	2,779,878	-	3,162,522
	£300	-	1,063,021	-	670,199	-	276,641	-	116,916	-	510,474	-	905,058	-	1,300,471	-	1,695,884	-	2,093,422	-	2,491,340
	£310	-	1,876,089	-	1,467,393	-	1,058,389	-	648,329	-	237,454	-	174,155	-	585,765	-	997,827	-	1,411,384	-	1,825,045
	£320	-	2,683,245	-	2,258,271	-	1,832,917	-	1,407,410	-	980,813	-	553,833	-	125,800	-	303,601	-	733,262	-	1,163,170
	£330	-	3,485,654	-	3,044,343	-	2,602,266	-	2,160,188	-	1,717,877	-	1,274,688	-	831,326	-	386,828	-	58,561	-	505,253
	£340	-	4,284,626	-	3,824,802	-	3,364,338	-	2,903,874	-	2,443,410	-	1,982,393	-	1,520,953	-	1,059,295	-	596,674	-	133,371
	£350	-	5,080,934	-	4,601,660	-	4,122,381	-	3,643,103	-	3,163,825	-	2,684,328	-	2,204,218	-	1,724,109	-	1,243,569	-	762,418
	£360	-	5,874,212	-	5,376,018	-	4,877,823	-	4,379,628	-	3,881,433	-	3,382,913	-	2,884,045	-	2,385,178	-	1,886,310	-	1,386,687
	£370	-	6,665,732	-	6,148,498	-	5,631,264	-	5,114,030	-	4,596,552	-	4,078,817	-	3,561,083	-	3,043,348	-	2,525,613	-	2,007,451
	£380	-	7,456,240	-	6,919,508	-	6,382,776	-	5,846,045	-	5,309,313	-	4,772,582	-	4,235,850	-	3,699,118	-	3,162,387	-	2,625,298
	£390	-	8,244,257	-	7,688,379	-	7,132,501	-	6,576,622	-	6,020,744	-	5,464,866	-	4,908,987	-	4,353,109	-	3,796,913	-	3,240,684
	£400	-	9,032,256	-	8,453,832	-	7,875,407	-	7,296,983	-	6,718,559	-	6,140,135	-	5,561,711	-	4,983,286	-	4,404,862	-	3,826,438
	£410	-	9,818,049	-	9,217,172	-	8,616,295	-	8,015,418	-	7,414,541	-	6,813,665	-	6,212,788	-	5,611,911	-	5,011,034	-	4,410,158
	£420	-	10,603,798	-	9,980,308	-	9,356,819	-	8,733,329	-	8,109,839	-	7,486,349	-	6,862,859	-	6,239,369	-	5,615,879	-	4,992,389
	£430	-	11,388,631	-	10,742,554	-	10,096,478	-	9,450,401	-	8,804,324	-	8,158,247	-	7,512,170	-	6,866,093	-	6,220,016	-	5,573,939
RLV		Land value      £per gross acre																			
	£1,886,310	£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000										
GDV £psf	£280	-	3,202,429	-	3,256,996	-	3,311,564	-	3,366,131	-	3,420,699	-	3,475,266	-	3,529,833	-	3,584,401	-	3,638,968	-	3,693,536
	£290	-	2,508,680	-	2,562,920	-	2,617,159	-	2,671,399	-	2,725,639	-	2,779,878	-	2,834,118	-	2,888,357	-	2,942,597	-	2,996,837
	£300	-	1,823,854	-	1,877,767	-	1,931,681	-	1,985,595	-	2,039,508	-	2,093,422	-	2,147,336	-	2,201,249	-	2,255,163	-	2,309,077
	£310	-	1,143,435	-	1,197,025	-	1,250,614	-	1,304,204	-	1,357,794	-	1,411,384	-	1,464,973	-	1,518,563	-	1,572,153	-	1,625,743
	£320	-	466,923	-	520,191	-	573,459	-	626,727	-	679,994	-	733,262	-	786,530	-	839,798	-	893,065	-	946,333
	£330	-	205,478	-	152,849	-	100,219	-	47,335	-	5,613	-	58,561	-	111,509	-	164,456	-	217,404	-	270,612
	£340	-	858,066	-	805,927	-	753,614	-	701,301	-	648,987	-	596,674	-	544,361	-	492,047	-	439,488	-	386,859
	£350	-	1,502,432	-	1,450,745	-	1,399,059	-	1,347,372	-	1,295,686	-	1,243,999	-	1,191,570	-	1,139,571	-	1,087,572	-	1,035,573
	£360	-	2,143,190	-	2,091,814	-	2,040,438	-	1,989,062	-	1,937,686	-	1,886,310	-	1,834,756	-	1,783,558	-	1,731,383	-	1,679,697
	£370	-	2,780,950	-	2,729,883	-	2,678,815	-	2,627,748	-	2,576,681	-	2,525,613	-	2,474,532	-	2,423,456	-	2,371,780	-	2,320,044
	£380	-	3,416,189	-	3,365,429	-	3,314,668	-	3,263,908	-	3,213,147	-	3,162,387	-	3,111,505	-	3,060,438	-	3,009,371	-	2,958,303
	£390	-	4,049,508	-	3,999,052	-	3,948,597	-	3,898,142	-	3,847,674	-	3,796,913	-	3,746,153	-	3,695,392	-	3,644,632	-	3,593,871
	£400	-	4,656,951	-	4,606,684	-	4,556,428	-	4,505,773	-	4,455,318	-	4,404,862	-	4,354,407	-	4,303,951	-	4,253,496	-	4,203,040
	£410	-	5,261,796	-	5,211,644	-	5,161,491	-	5,111,339	-	5,061,187	-	5,011,034	-	4,960,882	-	4,910,699	-	4,860,244	-	4,809,789
	£420	-	5,866,136	-	5,816,285	-	5,766,433	-	5,716,583	-	5,666,731	-	5,616,879	-	5,565,727	-	5,515,574	-	5,465,422	-	5,415,270
	£430	-	6,469,270	-	6,419,419	-	6,369,569	-	6,319,718	-	6,269,867	-	6,220,016	-	6,170,165	-	6,120,314	-	6,070,267	-	6,020,411

25 units		Greenfield										10% BNG onsite									
RLV		Build cost										Epsm									
£185,499		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525										
GDV	£280	890,032	-	964,999	-	1,040,266	-	1,115,533	-	1,190,801	-	1,332,225	-	1,474,802	-	1,617,378	-	1,759,954	-	1,902,531	-
	£290	706,966	-	781,776	-	856,591	-	931,406	-	1,006,445	-	1,081,712	-	1,156,979	-	1,233,781	-	1,376,358	-	1,518,934	-
	£300	525,117	-	599,483	-	673,848	-	748,334	-	823,149	-	897,964	-	972,779	-	1,047,890	-	1,123,158	-	1,198,425	-
	£310	347,656	-	421,575	-	495,657	-	570,022	-	644,388	-	718,753	-	793,393	-	868,207	-	943,022	-	1,017,837	-
	£320	171,422	-	245,225	-	319,144	-	393,063	-	466,981	-	541,275	-	615,640	-	690,006	-	764,371	-	839,169	-
	£330	3,860	-	69,615	-	143,089	-	216,713	-	290,631	-	364,550	-	438,469	-	512,527	-	586,892	-	661,258	-
	£340	178,745	-	105,667	-	32,192	-	41,282	-	114,757	-	188,231	-	262,119	-	336,038	-	409,956	-	483,875	-
	£350	353,019	-	279,986	-	206,953	-	133,920	-	60,525	-	12,949	-	86,424	-	159,898	-	233,607	-	307,525	-
	£360	526,845	-	454,251	-	381,227	-	308,194	-	235,161	-	162,128	-	88,858	-	15,383	-	58,091	-	131,566	-
	£370	698,933	-	626,648	-	554,054	-	481,459	-	408,498	-	335,465	-	262,432	-	189,399	-	116,246	-	42,772	-
	£380	864,494	-	792,313	-	720,132	-	647,844	-	575,250	-	502,656	-	429,712	-	356,679	-	283,646	-	210,613	-
	£390	1,029,311	-	957,518	-	885,692	-	813,511	-	741,330	-	669,041	-	596,447	-	523,853	-	450,927	-	377,894	-
	£400	1,193,897	-	1,122,324	-	1,050,531	-	978,738	-	906,891	-	834,710	-	762,529	-	690,238	-	617,643	-	545,049	-
	£410	1,358,020	-	1,286,589	-	1,215,159	-	1,143,544	-	1,071,751	-	999,958	-	928,089	-	855,909	-	783,728	-	711,434	-
	£420	1,521,965	-	1,450,713	-	1,379,282	-	1,307,851	-	1,236,420	-	1,164,765	-	1,092,971	-	1,021,178	-	949,288	-	877,107	-
	£430	1,685,474	-	1,614,380	-	1,543,287	-	1,471,974	-	1,400,543	-	1,329,112	-	1,257,681	-	1,185,985	-	1,114,191	-	1,042,398	-
RLV		Affordable										%									
£185,499		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%										
GDV	£280	481,603	-	576,008	-	670,413	-	764,821	-	859,890	-	954,959	-	1,050,254	-	1,146,118	-	1,286,601	-	1,519,579	-
	£290	260,214	-	359,104	-	458,276	-	557,729	-	657,183	-	756,642	-	856,793	-	956,944	-	1,057,626	-	1,158,611	-
	£300	39,374	-	143,284	-	247,194	-	351,103	-	455,141	-	559,643	-	664,144	-	768,790	-	874,024	-	979,376	-
	£310	180,652	-	71,750	-	37,300	-	146,682	-	256,065	-	365,448	-	474,943	-	584,949	-	694,956	-	805,412	-
	£320	400,196	-	285,761	-	171,326	-	56,891	-	57,543	-	172,414	-	287,358	-	402,302	-	517,478	-	633,079	-
	£330	619,333	-	499,751	-	379,804	-	259,837	-	139,869	-	19,902	-	100,066	-	220,391	-	340,896	-	461,401	-
	£340	837,679	-	712,588	-	587,497	-	462,406	-	337,282	-	211,782	-	86,281	-	39,219	-	164,719	-	290,613	-
	£350	1,056,025	-	925,425	-	794,825	-	664,225	-	533,625	-	403,025	-	272,425	-	141,596	-	10,562	-	120,471	-
	£360	1,273,644	-	1,137,827	-	1,002,009	-	866,044	-	729,935	-	593,826	-	457,717	-	321,608	-	185,499	-	49,278	-
	£370	1,490,673	-	1,349,466	-	1,208,043	-	1,066,619	-	925,196	-	783,772	-	642,306	-	500,571	-	358,836	-	217,100	-
	£380	1,706,914	-	1,559,385	-	1,411,857	-	1,264,329	-	1,116,800	-	969,230	-	821,449	-	673,667	-	525,886	-	377,997	-
	£390	1,922,718	-	1,769,043	-	1,615,368	-	1,461,564	-	1,307,701	-	1,153,838	-	999,974	-	846,111	-	692,247	-	538,132	-
	£400	2,138,049	-	1,978,058	-	1,818,068	-	1,658,077	-	1,498,087	-	1,338,096	-	1,178,106	-	1,018,006	-	857,808	-	697,609	-
	£410	2,353,092	-	2,186,921	-	2,020,750	-	1,854,462	-	1,688,156	-	1,521,850	-	1,355,544	-	1,189,238	-	1,022,932	-	856,626	-
	£420	2,567,607	-	2,395,137	-	2,222,667	-	2,050,197	-	1,877,727	-	1,705,257	-	1,532,787	-	1,360,317	-	1,187,738	-	1,015,117	-
	£430	2,782,123	-	2,603,353	-	2,424,584	-	2,245,815	-	2,067,046	-	1,888,277	-	1,709,508	-	1,530,739	-	1,351,970	-	1,173,201	-
RLV		Land value										Eper gross acre									
£185,499		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000										
GDV	£280	1,080,924	-	1,113,136	-	1,145,347	-	1,177,559	-	1,225,583	-	1,286,601	-	1,347,618	-	1,408,636	-	1,469,653	-	1,530,671	-
	£290	897,004	-	929,023	-	961,041	-	993,203	-	1,025,415	-	1,057,626	-	1,089,838	-	1,122,050	-	1,154,261	-	1,186,473	-
	£300	714,019	-	745,951	-	777,969	-	809,987	-	842,005	-	874,024	-	906,042	-	938,060	-	970,078	-	1,002,117	-
	£310	535,828	-	567,654	-	599,479	-	631,305	-	663,131	-	694,956	-	726,782	-	758,607	-	790,433	-	822,259	-
	£320	359,073	-	390,708	-	422,342	-	453,977	-	485,612	-	517,247	-	548,882	-	580,517	-	612,152	-	643,787	-
	£330	182,779	-	214,358	-	245,937	-	277,516	-	309,095	-	340,674	-	372,253	-	403,832	-	435,411	-	466,990	-
	£340	7,497	-	38,942	-	70,386	-	101,830	-	133,275	-	164,719	-	196,163	-	227,607	-	259,051	-	290,495	-
	£350	167,502	-	136,246	-	104,990	-	73,734	-	42,478	-	10,562	-	20,882	-	52,326	-	83,771	-	115,215	-
	£360	341,776	-	310,521	-	279,265	-	248,010	-	216,754	-	185,499	-	154,243	-	122,987	-	91,732	-	60,476	-
	£370	514,840	-	483,772	-	452,704	-	421,636	-	390,568	-	359,500	-	328,432	-	297,364	-	266,296	-	235,228	-
	£380	681,092	-	650,157	-	619,089	-	588,022	-	556,954	-	525,886	-	494,819	-	463,751	-	432,683	-	401,615	-
	£390	846,652	-	815,771	-	784,890	-	754,009	-	723,128	-	692,247	-	661,366	-	630,485	-	599,604	-	568,723	-
	£400	1,011,602	-	980,907	-	950,211	-	919,516	-	888,821	-	858,126	-	827,431	-	796,736	-	766,041	-	735,346	-
	£410	1,176,279	-	1,145,713	-	1,115,147	-	1,084,581	-	1,053,015	-	1,022,449	-	991,883	-	961,317	-	930,751	-	900,185	-
	£420	1,340,402	-	1,309,891	-	1,279,380	-	1,248,869	-	1,218,358	-	1,187,847	-	1,157,336	-	1,126,825	-	1,096,314	-	1,065,803	-
	£430	1,504,394	-	1,474,014	-	1,443,503	-	1,412,992	-	1,382,481	-	1,351,970	-	1,321,459	-	1,290,948	-	1,260,437	-	1,229,926	-



500 units	Brownfield	10% BNG onsite
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100 units		Brownfield		10% BNG onsite									
RLV		Build cost										£psm	
-£3,964,894		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£350	3,645,908	3,860,245	4,074,582	4,288,919	4,503,256	4,718,825	4,935,592	5,153,572	5,372,779	5,593,230		
	£360	2,965,325	3,178,374	3,391,423	3,604,808	3,819,145	4,033,482	4,247,819	4,462,156	4,677,050	4,893,098		
	£370	2,287,024	2,498,793	2,711,674	2,924,723	3,137,772	3,350,821	3,563,870	3,778,045	3,992,382	4,206,719		
	£380	1,611,438	1,823,207	2,034,976	2,246,745	2,458,514	2,671,072	2,884,121	3,097,170	3,310,219	3,523,268		
	£390	938,827	1,149,324	1,359,820	1,571,158	1,782,927	1,994,696	2,206,465	2,418,234	2,630,470	2,843,519		
	£400	275,481	485,978	696,474	906,971	1,117,467	1,327,964	1,539,216	1,750,984	1,962,753	2,174,522		
	£410	383,937	174,705	34,526	243,921	454,418	664,914	875,411	1,085,907	1,296,404	1,507,571		
	£420	1,043,247	834,050	624,818	415,586	206,354	2,877	212,361	422,858	633,354	843,851		
	£430	1,699,081	1,491,106	1,283,132	1,074,931	865,699	656,467	447,235	238,004	28,772	180,801		
	£440	2,354,915	2,146,940	1,938,966	1,730,991	1,523,017	1,315,042	1,106,580	897,348	688,116	478,884		
	£450	3,008,023	2,801,299	2,594,574	2,386,826	2,178,851	1,970,876	1,762,902	1,554,927	1,346,953	1,138,229		
	£460	3,659,484	3,453,817	3,247,092	3,040,367	2,833,642	2,626,711	2,418,736	2,210,762	2,002,787	1,794,812		
	£470	4,302,430	4,096,899	3,891,367	3,685,836	3,479,644	3,272,919	3,066,194	2,859,469	2,652,057	2,444,082		
	£480	4,943,002	4,738,609	4,533,731	4,328,200	4,122,669	3,917,138	3,711,607	3,504,885	3,298,160	3,091,435		
	£490	5,582,523	5,378,131	5,173,738	4,969,346	4,764,953	4,559,502	4,353,971	4,148,440	3,942,909	3,736,852		
	£500	6,220,328	6,017,019	5,813,260	5,608,867	5,404,475	5,200,082	4,995,690	4,790,804	4,585,273	4,379,742		
RLV		Affordable %											
-£3,964,894		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£350	2,294,125	2,763,729	3,233,333	3,704,247	4,176,626	4,649,823	5,129,669	5,619,274	6,121,572	6,847,001		
	£360	1,529,696	2,014,495	2,500,649	2,987,897	3,475,146	3,964,894	4,455,025	4,950,100	5,455,556	5,974,667		
	£370	766,359	1,268,707	1,771,056	2,273,405	2,777,752	3,282,645	3,788,665	4,296,548	4,807,253	5,328,913		
	£380	7,006	524,719	1,042,819	1,562,718	2,082,617	2,602,896	3,125,435	3,647,973	4,173,574	4,700,798		
	£390	751,954	216,773	318,408	853,589	1,389,481	1,926,930	2,464,379	3,003,514	3,543,697	4,086,105		
	£400	1,507,466	955,051	402,306	151,998	706,301	1,260,605	1,816,347	2,373,014	2,930,320	3,489,828		
	£410	2,262,305	1,690,790	1,119,276	547,761	24,070	597,555	1,171,041	1,744,618	2,320,562	2,896,506		
	£420	3,015,200	2,426,145	1,835,917	1,245,303	654,690	64,077	527,174	1,119,841	1,712,509	2,306,664		
	£430	3,766,173	3,158,090	2,550,008	1,941,925	1,333,133	723,421	113,709	496,003	1,107,005	1,718,855		
	£440	4,517,145	3,890,035	3,262,925	2,635,815	2,008,704	1,381,594	753,955	125,144	503,667	1,132,534		
	£450	5,265,027	4,620,131	3,975,236	3,329,704	2,683,566	2,037,428	1,391,290	745,153	98,381	549,529		
	£460	6,011,749	5,348,523	4,684,660	4,020,796	3,356,932	2,693,069	2,028,097	1,362,931	697,766	32,600		
	£470	6,755,745	6,072,705	5,389,665	4,706,625	4,023,206	3,339,071	2,654,936	1,970,800	1,286,014	600,508		
	£480	7,498,899	6,796,375	6,093,008	5,389,642	4,686,275	3,982,908	3,279,542	2,575,439	1,870,915	1,166,391		
	£490	8,239,779	7,517,017	6,794,254	6,071,491	5,348,729	4,625,272	3,901,579	3,177,886	2,454,193	1,730,252		
	£500	8,980,559	8,237,625	7,494,590	6,751,556	6,008,522	5,265,488	4,522,454	3,779,419	3,035,577	2,291,558		
RLV		Land value										£per gross acre	
-£3,964,894		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000		
GDV £psf	£350	1,519,607	3,077,911	4,649,823	6,267,175	8,393,096	11,268,217	14,143,337	17,018,458	19,893,578	22,768,698		
	£360	847,832	2,398,855	3,964,894	5,553,196	7,204,366	9,899,479	12,774,600	15,649,720	18,524,840	21,399,961		
	£370	177,546	1,723,269	3,282,645	4,855,679	6,473,538	8,530,742	11,405,862	14,280,982	17,156,103	20,031,223		
	£380	490,308	1,050,081	2,602,896	4,170,361	5,759,822	7,409,733	10,037,124	12,912,245	15,787,365	18,662,486		
	£390	1,156,082	378,459	1,926,930	3,487,380	5,061,570	6,679,901	8,668,387	11,543,507	14,418,628	17,293,748		
	£400	1,812,208	281,594	1,260,605	2,816,030	4,384,289	5,975,223	7,624,268	10,191,761	13,066,881	15,942,002		
	£410	2,466,080	940,938	597,555	2,147,564	3,709,213	5,285,215	6,904,525	8,840,623	11,715,743	14,590,863		
	£420	3,117,299	1,596,901	64,077	1,480,613	3,038,163	4,607,282	6,200,029	7,848,626	10,364,605	13,239,725		
	£430	3,766,481	2,252,735	723,421	816,948	2,368,496	3,931,935	5,509,168	7,129,471	9,013,467	11,888,587		
	£440	4,413,005	2,905,833	1,381,594	153,899	1,701,545	3,260,296	4,830,276	6,424,835	8,072,985	10,537,449		
	£450	5,058,081	3,556,864	2,037,428	505,904	1,036,341	2,589,428	4,154,929	5,733,121	7,354,416	9,186,311		
	£460	5,701,926	4,206,279	2,693,069	1,165,249	373,291	1,922,477	3,482,429	5,053,270	6,649,640	8,297,601		
	£470	6,337,576	4,846,538	3,339,071	1,815,557	281,774	1,262,396	2,818,140	4,384,733	5,963,985	7,586,582		
	£480	6,972,037	5,485,670	3,982,908	2,464,237	933,911	606,607	2,157,435	3,718,692	5,290,498	6,889,211		
	£490	7,605,172	6,122,558	4,625,272	3,112,103	1,585,942	49,182	1,497,799	3,055,011	4,622,573	6,203,442		
	£500	8,237,413	6,759,312	5,265,488	3,757,519	2,234,621	701,979	840,521	2,392,996	3,955,562	5,528,337		

25 units		Brownfield										10% BNG onsite									
RLV		Build cost										£psm									
-£2,512,784		£1,550	£1,575	£1,600	£1,625	£1,650	£1,675	£1,700	£1,725	£1,750	£1,775										
GDV £psf	£350	2,229,648	2,364,553	2,499,459	2,634,365	2,769,270	2,904,176	3,039,081	3,173,987	3,308,893	3,443,798										
	£360	1,967,765	2,102,671	2,237,577	2,372,482	2,507,388	2,642,294	2,777,199	2,912,105	3,047,011	3,181,916										
	£370	1,705,883	1,840,789	1,975,695	2,110,600	2,245,506	2,380,411	2,515,317	2,650,223	2,785,128	2,920,034										
	£380	1,444,001	1,578,907	1,713,812	1,848,718	1,983,624	2,118,529	2,253,435	2,388,341	2,523,246	2,658,152										
	£390	1,192,331	1,317,024	1,451,930	1,586,836	1,721,741	1,856,647	1,991,553	2,126,458	2,261,364	2,396,270										
	£400	1,056,458	1,133,017	1,209,577	1,324,954	1,459,859	1,594,765	1,729,670	1,864,576	1,999,482	2,134,387										
	£410	921,041	997,145	1,073,704	1,150,263	1,226,822	1,332,883	1,467,788	1,602,694	1,737,600	1,872,505										
	£420	786,122	862,221	938,320	1,014,420	1,090,949	1,167,508	1,244,068	1,340,813	1,475,717	1,610,623										
	£430	651,698	727,340	803,402	879,501	955,600	1,031,699	1,108,195	1,184,754	1,261,313	1,348,891										
	£440	517,685	593,327	668,969	744,611	820,681	896,781	972,880	1,048,979	1,125,440	1,201,999										
	£450	384,022	459,313	534,955	610,597	686,239	761,881	837,961	914,060	990,159	1,066,258										
	£460	250,865	326,053	401,240	476,584	552,226	627,868	703,509	779,151	855,241	931,340										
	£470	122,155	197,342	272,529	347,717	422,904	498,333	573,975	649,616	725,258	800,932										
	£480	5,391	69,345	144,218	219,406	294,593	369,781	444,968	520,484	596,126	671,768										
	£490	132,929	58,193	16,542	91,278	166,282	241,469	316,657	391,844	467,032	542,635										
	£500	260,325	185,731	110,996	36,260	38,476	113,211	188,346	263,533	338,720	413,908										
RLV		Affordable										%									
-£2,512,784		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%										
GDV £psf	£350	2,072,895	2,213,249	2,353,604	2,493,958	2,634,312	2,774,666	2,915,021	3,055,375	3,195,729	3,336,084										
	£360	1,788,558	1,933,403	2,078,249	2,223,094	2,367,939	2,512,784	2,657,629	2,802,475	2,947,320	3,092,165										
	£370	1,504,221	1,653,557	1,802,893	1,952,230	2,101,566	2,250,902	2,400,238	2,549,574	2,698,911	2,848,247										
	£380	1,301,166	1,374,108	1,527,538	1,681,366	1,835,193	1,989,020	2,142,847	2,296,674	2,450,501	2,604,328										
	£390	1,155,185	1,224,474	1,293,763	1,410,501	1,568,820	1,727,138	1,885,456	2,043,774	2,202,092	2,360,410										
	£400	1,009,930	1,080,624	1,151,826	1,223,136	1,302,678	1,465,255	1,628,064	1,790,874	1,953,683	2,116,492										
	£410	864,988	937,687	1,010,385	1,083,220	1,156,552	1,229,884	1,370,673	1,537,973	1,705,273	1,872,573										
	£420	720,416	794,749	869,453	944,156	1,018,859	1,094,012	1,169,365	1,285,073	1,456,864	1,628,655										
	£430	576,448	652,617	728,786	805,228	881,936	958,644	1,035,514	1,112,889	1,208,455	1,384,737										
	£440	432,481	510,640	588,800	666,959	745,119	823,725	902,438	981,151	1,060,456	1,141,197										
	£450	289,200	368,916	448,814	528,964	609,115	689,265	769,524	850,241	930,959	1,012,066										
	£460	146,144	227,840	309,535	391,231	473,110	555,251	637,392	719,533	802,054	884,776										
	£470	3,088	87,652	172,217	256,782	341,347	425,912	510,744	595,771	680,799	765,996										
	£480	139,329	52,155	35,059	122,573	210,087	297,601	385,114	472,628	560,568	648,562										
	£490	281,537	191,429	101,321	11,213	78,895	169,289	259,752	350,215	440,678	531,298										
	£500	423,745	330,703	237,661	144,619	51,577	41,465	134,507	227,802	321,214	414,626										
RLV		Land value										£per gross acre									
-£2,512,784		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000										
GDV £psf	£350	1,233,897	1,619,089	2,004,282	2,389,474	2,774,666	3,159,859	3,545,051	3,930,244	4,315,436	4,700,628										
	£360	1,034,859	1,357,207	1,742,399	2,127,592	2,512,784	2,897,977	3,283,169	3,668,361	4,053,554	4,438,746										
	£370	899,021	1,117,584	1,480,517	1,865,710	2,250,902	2,636,094	3,021,287	3,406,479	3,791,672	4,176,864										
	£380	764,102	981,711	1,218,635	1,603,827	1,989,020	2,374,212	2,759,405	3,144,597	3,529,789	3,914,982										
	£390	629,432	846,467	1,064,436	1,341,945	1,727,138	2,112,330	2,497,522	2,882,715	3,267,907	3,653,100										
	£400	495,419	711,548	928,832	1,147,160	1,465,255	1,850,448	2,235,640	2,620,833	3,006,025	3,391,217										
	£410	361,684	577,383	793,914	1,011,287	1,229,884	1,588,566	1,973,758	2,358,950	2,744,143	3,129,335										
	£420	228,527	443,370	659,348	876,279	1,094,012	1,326,754	1,711,876	2,097,068	2,482,261	2,867,453										
	£430	95,496	310,051	525,335	741,360	958,644	1,176,736	1,449,994	1,835,186	2,220,378	2,605,571										
	£440	36,853	176,894	391,575	607,300	823,725	1,041,009	1,259,461	1,573,304	1,958,496	2,343,689										
	£450	169,201	44,190	258,418	473,287	689,265	906,090	1,123,588	1,342,185	1,696,614	2,081,806										
	£460	300,998	88,158	125,262	339,942	555,251	771,230	988,456	1,206,312	1,434,943	1,819,924										
	£470	428,204	216,093	2,702	211,231	425,912	641,695	858,048	1,075,332	1,293,581	1,566,760										
	£480	555,016	342,908	130,240	83,150	297,601	512,562	728,540	945,330	1,162,660	1,381,258										
	£490	681,228	469,721	257,612	44,388	169,289	383,970	599,408	815,386	1,032,612	1,250,337										
	£500	807,363	596,529	384,425	171,926	41,465	255,659	470,339	686,254	902,609	1,119,891										



# Kent BNG - 15% onsite

Residential

## User information

User inputs in this version of the model provided or updated by:

Name: JB

Date: April 2022

**SQW**

Residential baseline inputs

Kent BNG - 15% onsite				Tenure split aff		Mrkt resi mix					Aff resi mix					Mrkt resi no. units					Aff resi no. units				
Number of units	Land type	Unit type	Affordable housing policy	Social/aff rent	Int/1st homes	1BF	2BF	2BH	3BH	4BH	1BF	2BF	2BH	3BH	4BH	1B					1BF	2BF	2BH	3BH	4BH
																F	2BF	2BH	3BH	4BH					
5,000	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	300	0	1050	1050	600	700	0	800	400	100
500	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	30	0	105	105	60	70	0	80	40	10
100	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	6	0	21	21	12	14	0	16	8	2
25	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	2	0	5	5	3	4	0	4	2	1
500	Brownfield	Houses	25%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	38	0	131	131	75	44	0	50	25	6
100	Brownfield	Houses/flat	25%	70%	30%	15%	15%	30%	30%	10%	35%	20%	20%	20%	5%	11	11	23	23	8	9	5	5	5	1
25	Brownfield	Flats	25%	70%	30%	50%	50%	0%	0%	0%	50%	50%	0%	0%	0%	9	9	0	0	0	3	3	0	0	0

Mrkt resi unit sizes sqm						Aff resi unit sizes sqm					Floorspace sqm					Floorspace sqft					
																					Flat gross to net
1BF	2BF	2BH	3BH	4BH		1BF	2BF	2BH	3BH	4BH	Mrkt H	Aff H	Mrkt F	Aff F	TOTAL	Mrkt H	Aff H	Mrkt F	Aff F	TOTAL	
60	72	85	100	115		60	72	85	100	115	263,250	119,500	18,000	42,000	442,750	2,833,599	1,286,287	193,750	452,084	4,765,721	80%
60	72	85	100	115		60	72	85	100	115	26,325	11,950	1,800	4,200	44,275	283,360	128,629	19,375	45,208	476,572	80%
60	72	85	100	115		60	72	85	100	115	5,265	2,390	360	840	8,855	56,672	25,726	3,875	9,042	95,314	80%
60	0	90	110	130		60	0	90	110	130	1,440	645	90	210	2,385	15,500	6,943	969	2,260	25,672	80%
60	72	85	100	115		60	72	85	100	115	32,906	7,469	2,250	2,625	45,250	354,200	80,393	24,219	28,255	487,067	80%
60	72	85	100	115		60	72	85	100	115	5,025	1,069	1,485	885	8,464	54,089	11,504	15,984	9,526	91,103	80%
60	72	85	100	115		60	72	85	100	115	-	-	1,238	413	1,650	-	-	13,320	4,440	17,760	80%

Affordable transfer value			Values £psf			Value per unit 1st homes £250k cap				
Aff/soc rent	1st homes		Market	Aff/ soc rent	1st homes	1BF	2BF	2BH	3BH	4BH
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£0	£244,128	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000

Land value													
<i>Net density (dph)</i>	<i>Gross to net</i>	<i>Site size ha</i>	<i>Value per gross acre</i>	<i>Value per gross ha</i>	<i>Total land cost</i>	<i>Additional land for BNG</i>	<i>Total land</i>	<i>Phased purchased</i>	<i>Cost per phase</i>	<i>SDLT per phase</i>	<i>Acquisition Agent fees</i>	<i>Acquisition Legal fees</i>	
35	50.00%	285.71	£100,000	£247,100	£70,600,000	£0	£70,600,000	5	£14,120,000	£695,500		1%	0.50%
35	70.00%	20.41	£100,000	£247,100	£5,042,857	£108,971	£5,151,828	1	£5,151,828	£247,091		1%	0.5%
40	74.89%	3.34	£100,000	£247,100	£824,876	£113,172	£938,048	1	£938,048	£36,402		1%	0.5%
20	61.55%	2.03	£100,000	£247,100	£501,828	£172,229	£674,056	1	£674,056	£23,203		1%	0.5%
40	90.00%	13.89	£500,000	£1,235,500	£17,159,722	£0	£17,159,722	1	£17,159,722	£847,486		1%	0.5%
55	95.00%	1.91	£1,000,000	£2,471,000	£4,729,187	£0	£4,729,187	1	£4,729,187	£225,959		1%	0.5%
100	97.50%	0.26	£1,500,000	£3,706,500	£950,385	£0	£950,385	1	£950,385	£37,019		1%	0.5%

General costs										Other policy costs						
Planning fee	CIL	£psm	Infrastrucutre and policy £ per dwelling	Site clerance per net ac	Base build cost house	Base build cost flat	External works	Prof fees	Contingency	%M4(2)	% M4(3)	M4(2) £ per dwelling cost	M4(3) £ per dwelling cost	Electric car £per dwelling	Future Home	Future Home
															Standards	Standards
															£ per dwelling (houses)	£ per dwelling (flats)
£300,000		£120	£20,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£84,959		£120	£15,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£29,759		£120	£5,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£11,550		£120	£5,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£84,959		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£29,759		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£11,550		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256

Disposal costs			Interest		Developers profit			BNG costs 15%		
Marketing (market unit GDV)	Sale agents (market unit GDV)	Sale legal	APR	PCM	Market% on GDV	Aff/social rent% on GDV	1st homes % on GDV	Onsite £ph	Onsite additional land ha	Onsite additional land £
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£9,463.99	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£23,659.25	0.441	£108,971
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£11,436.05	0.458	£113,172
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£12,443.73	0.697	£172,229
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£3,186.40	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£587.81	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£49,141.97	0	£0

Number of units	Land type	Unit type	Affordable housing policy
Kent BNG - 15% onsite	Greenfield	Houses	40%

Item	Value/cost	Notes	Timings			
			Offset	payments start	#months	payments finish (no payments)
Market housing	£1,020,095,751		6	15	120	135
Market flats	£69,750,137		6	15	120	135
Social/aff rent housing	£162,072,193		6	9	120	129
Social/aff rent flats	£56,962,612		6	9	120	129
1st home housing	£92,835,571		6	9	120	129
1st home flats	£34,177,853		6	9	120	129
TOTAL GDV		£1,435,894,116				
Planning fee	-£300,000		0	2	1	3
CIL	-£34,290,000		1	9	1	10
Site clearance	£0	Brownfield only	0	2	1	3
Infrastructure	-£100,000,000		1	3	120	123
Build cost houses	-£542,356,750		6	9	120	129
Build cost flats	-£123,825,000		0	9	120	129
External works	-£99,927,263		0	9	120	129
M4(2) cat housing	-£3,500,000		0	9	120	129
M4(3) cat housing	-£11,395,500		0	9	120	129
Contingency	-£44,050,226	Includes costs from m42	2	9	120	129
Professional fees	-£88,100,451		3	9	120	129
Marketing	-£16,347,688	Only on market units	-6	9	120	129
Sales agents costs	-£10,898,459	Only on market units	0	15	120	135
Sales legal costs	-£5,449,229	Only on market units	0	15	120	135
BNG costs	-£2,703,997		0	9	120	129
Electric charging	-£5,000,000		0	9	120	129
Future home standards housing	-£19,388,000					
Future home standards flats	-£2,256,000					
Land	-£14,120,000	-£70,600,000				MANUAL TIMINGS
SDLT	-£695,500	-£3,477,500				MANUAL TIMINGS
Land agents	-£141,200	-£706,000				MANUAL TIMINGS
Lands legal	-£70,600	-£353,000				MANUAL TIMINGS
Interest	-£15,397,959					
Profit market	-£217,969,178					
Profit social/aff	-£13,142,088					
Profit 1st homes	-£25,402,685					
TOTAL COSTS		-£1,456,836,973				
SURPLUS/DEFICT		-£20,942,857				

1.1%

13%



5,000 units		Greenfield		15% BNG Onsite									
RLV	-£20,942,857	Build cost										£psm	
		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	-273,204,266	-292,864,161	-312,524,055	-332,183,949	-351,843,844	-371,503,738	-391,163,632	-410,823,527	-430,483,421	-450,143,315		
	£290	-221,491,333	-240,966,671	-260,626,566	-280,286,460	-299,946,354	-319,606,249	-339,266,143	-358,926,037	-378,585,931	-398,245,826		
	£300	-173,005,786	-191,169,586	-209,878,554	-228,864,696	-248,348,522	-268,008,416	-287,668,311	-307,328,205	-326,988,099	-346,647,994		
	£310	-130,377,820	-146,241,572	-162,874,942	-180,271,484	-198,513,126	-217,239,751	-236,239,784	-255,730,373	-275,390,267	-295,050,161		
	£320	-92,764,382	-107,342,581	-122,178,860	-137,369,389	-153,349,175	-170,058,799	-187,547,171	-205,857,767	-224,600,949	-243,614,871		
	£330	-57,478,375	-71,291,937	-85,284,999	-99,605,958	-114,224,832	-129,107,292	-144,378,846	-160,464,921	-177,251,680	-194,829,445		
	£340	-23,912,120	-37,467,883	-51,106,298	-64,842,670	-78,687,491	-92,755,366	-107,161,349	-121,834,028	-136,778,442	-152,179,785		
	£350	8,979,202	4,401,119	17,839,313	31,344,601	44,926,360	58,594,120	72,359,313	86,248,587	100,399,826	114,882,813		
	£360	41,352,618	28,183,144	14,935,082	1,602,235	11,795,279	25,256,633	38,785,869	52,391,871	66,089,553	79,886,751		
	£370	73,336,469	60,273,508	47,183,732	34,055,608	20,858,445	7,581,263	5,779,711	19,200,735	32,683,113	46,236,129		
	£380	105,161,258	92,154,793	79,128,027	66,078,784	53,004,871	39,904,075	26,753,500	13,523,551	212,403	13,171,472		
	£390	136,866,246	123,904,208	110,926,865	97,932,080	84,917,701	71,881,228	58,821,100	45,735,189	32,618,064	19,433,236		
	£400	167,258,756	154,330,620	141,388,993	128,434,784	115,465,610	102,475,040	89,466,873	76,438,954	63,389,111	50,315,153		
	£410	197,534,001	184,635,844	171,727,094	158,802,492	145,868,004	132,919,728	119,952,360	106,970,136	93,970,924	80,952,572		
	£420	227,753,411	214,881,185	201,993,387	189,101,176	176,192,425	163,274,364	150,346,228	137,398,738	124,439,110	111,465,233		
	£430	257,926,024	245,070,946	232,207,442	219,335,216	206,452,773	193,562,657	180,657,757	167,746,236	154,818,100	141,877,748		
RLV	-£20,942,857	Affordable											
		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	-152,542,470	-174,752,771	-198,554,889	-224,433,846	-251,435,007	-279,641,845	-308,165,421	-336,688,996	-365,212,572	-393,736,147		
	£290	-106,034,345	-127,035,606	-148,699,265	-172,010,077	-197,240,969	-224,753,696	-253,441,876	-283,378,479	-313,315,082	-343,251,686		
	£300	-62,082,982	-82,977,049	-104,446,829	-126,444,991	-149,268,088	-174,101,128	-201,352,416	-230,786,835	-261,717,250	-293,104,338		
	£310	-19,814,857	-41,147,213	-62,650,059	-84,458,380	-106,930,390	-130,050,737	-154,434,829	-181,339,646	-211,215,421	-242,956,991		
	£320	21,689,875	-292,962	-22,391,119	-44,632,968	-67,073,543	-89,894,466	-113,512,316	-137,954,845	-164,636,384	-194,561,336		
	£330	62,663,208	39,947,976	17,159,329	5,727,246	-28,740,116	-51,926,138	-75,347,242	-99,355,706	-124,312,181	-150,843,307		
	£340	103,134,122	79,643,761	56,056,649	32,368,135	8,590,371	-15,302,707	-39,348,285	-63,607,177	-88,219,128	-113,817,211		
	£350	143,193,121	118,808,337	94,395,706	69,934,418	45,374,119	20,685,962	4,120,395	-29,065,665	-54,209,544	-79,645,227		
	£360	183,070,358	157,744,694	132,399,502	107,031,978	81,635,476	56,193,396	30,634,058	4,918,833	20,942,857	-46,993,039		
	£370	222,799,153	196,526,366	170,236,800	143,933,099	117,608,478	91,256,095	64,869,051	38,425,827	11,838,318	-14,943,680		
	£380	262,412,292	235,184,883	207,941,995	180,689,329	153,424,262	126,134,688	98,823,302	71,483,083	44,099,522	16,630,279		
	£390	301,933,420	273,739,653	245,543,325	217,330,823	189,112,328	160,878,658	132,626,000	104,353,161	76,052,899	47,717,387		
	£400	341,377,222	312,063,714	282,747,299	253,426,332	224,092,082	194,751,395	165,396,802	136,024,031	106,632,108	77,213,565		
	£410	380,751,443	350,316,524	319,872,486	289,428,448	258,974,937	228,514,113	198,043,604	167,563,414	137,063,176	106,544,943		
	£420	420,072,719	388,511,373	356,939,947	325,368,521	293,795,889	262,208,886	230,621,883	199,019,707	167,411,367	135,785,237		
	£430	459,349,015	426,656,029	393,957,205	361,258,380	328,559,556	295,848,980	263,135,945	230,417,463	197,687,494	164,947,667		
RLV	-£20,942,857	Land value										£per gross acre	
		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000		
GDV £psf	£280	-332,396,582	-338,959,780	-345,522,978	-352,086,176	-358,649,374	-365,212,572	-371,775,770	-378,338,968	-384,902,165	-391,465,363		
	£290	-280,499,093	-287,062,291	-293,625,489	-300,188,687	-306,751,884	-313,315,082	-319,878,280	-326,441,478	-333,004,676	-339,567,874		
	£300	-229,072,265	-235,479,136	-242,027,657	-248,590,854	-255,154,052	-261,717,250	-268,280,448	-274,843,646	-281,406,844	-287,970,042		
	£310	-180,488,796	-186,480,718	-192,564,527	-198,742,665	-204,961,152	-211,215,421	-217,500,545	-223,815,132	-230,159,589	-236,534,328		
	£320	-138,038,125	-143,102,171	-148,308,743	-153,653,564	-159,097,442	-164,636,384	-170,273,451	-176,012,290	-181,856,649	-187,810,376		
	£330	-100,568,171	-105,232,111	-109,938,210	-114,686,191	-119,477,144	-124,312,181	-129,194,256	-134,122,674	-139,150,632	-144,299,101		
	£340	-66,055,634	-70,440,008	-74,843,831	-79,267,325	-83,717,403	-88,219,128	-92,780,404	-97,394,774	-102,069,552	-106,787,057		
	£350	-32,675,403	-36,949,533	-41,239,812	-45,546,440	-49,869,616	-54,209,544	-58,566,427	-62,940,473	-67,331,889	-71,740,885		
	£360	154,400	4,038,197	8,244,041	12,463,313	16,696,191	20,942,857	25,203,494	29,478,502	33,770,048	38,076,039		
	£370	32,467,296	28,375,116	24,268,615	20,142,174	16,002,935	11,838,318	7,660,067	3,459,864	751,822	4,977,175		
	£380	64,446,905	60,385,938	56,323,759	52,253,121	48,180,021	44,099,522	40,015,436	35,911,497	31,794,143	27,661,510		
	£390	96,260,476	92,230,665	88,191,396	84,150,860	80,104,224	76,052,899	71,998,720	67,936,541	63,874,362	59,801,543		
	£400	126,730,389	122,721,834	118,704,023	114,684,873	110,661,919	106,632,108	102,602,297	98,563,317	94,522,781	90,478,271		
	£410	157,069,408	153,075,313	149,077,291	145,079,268	141,071,731	137,063,176	133,052,520	129,033,369	125,014,218	120,989,635		
	£420	187,333,612	183,356,465	179,377,134	175,389,581	171,402,028	167,411,367	163,413,345	159,415,323	155,413,073	151,404,519		
	£430	217,543,892	213,577,089	209,610,286	205,641,788	201,664,641	197,687,494	193,709,754	189,722,201	185,734,648	181,747,095		

500 units		Greenfield		15% BNG Onsite									
RLV		Build cost      £psm											
£1,891,807		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	19,669,674	21,181,957	22,998,035	25,396,295	27,794,555	30,192,815	32,591,075	34,989,335	37,387,595	39,785,854		
	£290	15,885,750	17,375,536	18,873,614	20,378,918	21,891,546	23,704,936	26,103,196	28,501,456	30,899,716	33,297,975		
	£300	12,183,751	13,654,224	15,131,218	16,614,826	18,105,142	19,603,934	21,110,113	22,623,245	24,449,365	26,847,624		
	£310	8,578,168	10,005,225	11,447,661	12,907,782	14,379,719	15,858,686	17,343,903	18,835,462	20,334,253	21,841,307		
	£320	5,079,291	6,469,054	7,872,068	9,289,704	10,721,402	12,168,490	13,633,277	15,105,319	16,586,153	18,072,979		
	£330	1,660,305	3,024,149	4,396,616	5,779,276	7,173,547	8,580,924	10,002,718	11,438,362	12,890,140	14,358,772		
	£340	1,641,470	295,398	1,056,928	2,416,057	3,783,846	5,160,344	6,547,599	7,946,506	9,359,295	10,785,568		
	£350	4,893,621	3,560,435	2,222,601	879,583	469,160	1,825,091	3,188,305	4,559,257	5,940,551	7,332,066		
	£360	8,119,258	6,795,656	5,468,637	4,137,675	2,802,237	1,461,789	115,790	1,236,304	2,595,042	3,961,563		
	£370	11,324,904	10,009,335	8,690,340	7,368,620	6,043,654	4,714,667	3,381,082	2,043,005	699,902	648,768		
	£380	14,515,210	13,205,414	11,893,948	10,578,705	9,261,422	7,941,566	6,617,256	5,289,683	3,958,322	2,622,642		
	£390	17,693,216	16,389,205	15,081,659	13,773,239	12,461,773	11,148,074	9,832,504	8,512,648	7,190,220	5,864,700		
	£400	20,738,886	19,438,635	18,135,240	16,831,432	15,524,456	14,216,909	12,905,487	11,592,851	10,277,282	8,958,635		
	£410	23,772,959	22,476,085	21,175,886	19,875,635	18,572,853	17,269,045	15,962,825	14,655,279	13,344,758	12,033,167		
	£420	26,801,298	25,506,362	24,209,488	22,912,614	21,612,886	20,312,635	19,010,467	17,706,658	16,401,195	15,093,649		
	£430	29,824,849	28,531,174	27,237,498	25,942,891	24,646,017	23,349,143	22,049,886	20,749,635	19,448,080	18,144,271		
RLV		Affordable      %											
£1,891,807		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	10,743,302	12,687,066	14,654,961	16,633,888	18,626,628	20,635,980	22,667,303	25,579,234	29,425,372	33,271,510		
	£290	6,408,089	8,391,886	10,397,702	12,431,437	14,494,666	16,571,444	18,664,663	20,781,469	22,937,493	26,964,108		
	£300	2,178,953	4,214,953	6,267,615	8,342,544	10,442,598	12,574,538	14,738,335	16,919,986	19,124,321	21,356,413		
	£310	1,975,049	126,443	2,237,859	4,364,214	6,508,276	8,677,716	10,876,405	13,114,670	15,384,819	17,676,103		
	£320	6,075,720	3,902,012	1,721,238	468,726	2,671,033	4,888,898	7,127,932	9,397,401	11,703,166	14,055,945		
	£330	10,137,696	7,887,045	5,631,346	3,369,100	1,098,795	1,181,091	3,475,709	5,788,527	8,128,723	10,506,288		
	£340	14,170,721	11,831,726	9,489,728	7,142,610	4,789,968	2,430,325	60,860	2,320,251	4,718,907	7,141,771		
	£350	18,181,482	15,750,239	13,316,808	10,880,758	8,439,551	5,993,792	3,541,884	1,081,427	1,390,537	3,878,207		
	£360	22,174,103	19,649,674	17,123,654	14,595,045	12,064,502	9,528,990	6,989,468	4,444,293	1,891,807	672,325		
	£370	26,152,174	23,534,507	20,913,643	18,292,780	15,668,311	13,042,653	10,412,811	7,778,940	5,139,943	2,494,113		
	£380	30,119,004	27,406,446	24,690,852	21,975,026	19,257,928	16,538,251	13,816,778	11,092,664	8,363,920	5,630,607		
	£390	34,076,560	31,268,117	28,457,156	25,646,196	22,835,136	20,020,711	17,206,285	14,388,468	11,569,056	8,745,894		
	£400	38,026,793	35,105,382	32,183,715	29,262,047	26,340,092	23,415,328	20,490,563	17,563,805	14,635,324	11,703,804		
	£410	41,968,370	38,935,272	35,902,174	32,869,077	29,834,376	26,798,585	23,762,794	20,725,384	17,686,264	14,645,697		
	£420	45,904,969	42,760,210	39,615,451	36,468,916	33,321,906	30,174,896	27,027,886	23,878,630	20,728,715	17,578,018		
	£430	49,838,299	46,579,818	43,321,336	40,062,855	36,804,373	33,545,892	30,285,988	27,025,065	23,764,143	20,502,180		
RLV		Land value      £per gross acre											
£1,891,807		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000		
GDV £psf	£280	26,293,305	26,919,719	27,546,132	28,172,545	28,798,958	29,425,372	30,051,785	30,678,198	31,304,612	31,931,025		
	£290	20,942,893	21,338,187	21,734,411	22,130,635	22,526,859	22,937,493	23,563,906	24,190,319	24,816,733	25,443,146		
	£300	17,172,044	17,561,169	17,950,293	18,341,367	18,732,844	19,124,321	19,515,797	19,907,435	20,301,278	20,695,121		
	£310	13,458,324	13,842,786	14,227,249	14,611,711	14,998,032	15,384,819	15,771,605	16,158,391	16,545,178	16,933,883		
	£320	9,825,707	10,198,757	10,573,207	10,948,512	11,325,592	11,703,166	12,082,919	12,463,095	12,845,247	13,228,170		
	£330	6,308,880	6,670,585	7,032,950	7,397,115	7,762,357	8,128,723	8,496,888	8,865,792	9,236,600	9,607,557		
	£340	2,946,242	3,298,628	3,651,983	4,006,576	4,362,067	4,718,907	5,076,546	5,435,672	5,795,473	6,156,925		
	£350	346,197	1,259	345,756	692,780	1,041,416	1,390,537	1,740,829	2,092,060	2,444,043	2,797,398		
	£360	3,600,740	3,260,056	2,919,251	2,577,538	2,234,672	1,891,807	1,546,960	1,202,022	856,072	509,048		
	£370	6,826,621	6,490,637	6,153,915	5,817,193	5,478,700	5,139,943	4,800,936	4,460,131	4,119,325	3,777,717		
	£380	10,031,988	9,699,300	9,366,612	9,033,318	8,698,619	8,363,920	8,028,647	7,691,925	7,355,203	7,017,902		
	£390	13,220,945	12,892,243	12,562,043	12,231,354	11,900,665	11,569,056	11,236,368	10,903,681	10,570,617	10,235,919		
	£400	16,274,668	15,947,942	15,621,215	15,292,728	14,964,026	14,635,324	14,305,933	13,975,245	13,644,556	13,313,867		
	£410	19,315,031	18,990,267	18,665,504	18,339,717	18,012,991	17,686,264	17,359,537	17,031,382	16,702,680	16,373,979		
	£420	22,347,927	22,025,115	21,702,302	21,378,243	21,053,479	20,728,715	20,403,952	20,078,040	19,751,313	19,424,586		
	£430	25,374,811	25,053,938	24,732,580	24,409,767	24,086,955	23,764,143	23,441,331	23,116,690	22,791,927	22,467,163		

100 units		Greenfield				15% BNG Onsite									
RLV		Build cost										£psm			
£1,743,962		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525				
GDV £psf	£280	- 2,320,783	- 2,598,727	- 2,876,845	- 3,155,625	- 3,435,424	- 3,715,222	- 3,996,556	- 4,278,046	- 4,661,027	- 5,175,308				
	£290	- 1,632,940	- 1,908,999	- 2,185,445	- 2,462,158	- 2,740,275	- 3,018,392	- 3,297,466	- 3,577,264	- 3,857,063	- 4,138,541				
	£300	- 953,275	- 1,227,813	- 1,502,598	- 1,777,611	- 2,054,057	- 2,330,503	- 2,607,686	- 2,885,803	- 3,163,920	- 3,443,315				
	£310	- 277,554	- 550,688	- 823,822	- 1,097,470	- 1,372,255	- 1,647,040	- 1,922,669	- 2,199,115	- 2,475,562	- 2,753,213				
	£320	392,595	122,670	- 148,619	- 421,235	- 694,369	- 967,503	- 1,241,913	- 1,516,698	- 1,791,483	- 2,067,728				
	£330	1,056,052	788,736	520,306	250,726	- 19,901	- 291,782	- 564,916	- 838,050	- 1,111,570	- 1,386,355				
	£340	1,702,346	1,436,690	1,170,309	903,302	634,999	365,922	95,866	- 175,627	- 448,509	- 721,644				
	£350	2,342,371	2,077,994	1,813,477	1,547,821	1,281,792	1,014,785	746,901	478,308	208,383	- 62,690				
	£360	2,979,507	2,716,339	2,453,170	2,188,838	1,924,461	1,658,952	1,393,276	1,126,269	858,803	590,373				
	£370	3,614,234	3,352,203	3,090,130	2,826,961	2,563,793	2,299,682	2,035,306	1,770,083	1,504,427	1,237,753				
	£380	4,247,150	3,986,186	3,724,699	3,462,668	3,200,637	2,937,583	2,674,415	2,410,527	2,146,150	1,881,215				
	£390	4,878,848	4,618,484	4,357,521	4,096,558	3,835,163	3,573,133	3,311,102	3,048,206	2,785,037	2,521,371				
	£400	5,484,572	5,224,606	4,964,641	4,704,189	4,443,226	4,182,263	3,920,837	3,658,806	3,396,775	3,133,903				
	£410	6,088,613	5,829,451	5,569,485	5,309,520	5,049,554	4,789,011	4,528,048	4,267,085	4,005,622	3,743,592				
	£420	6,691,747	6,432,710	6,173,673	5,914,364	5,654,399	5,394,433	5,134,468	4,873,833	4,612,870	4,351,907				
	£430	7,294,630	7,035,845	6,776,808	6,517,771	6,258,733	5,999,278	5,739,312	5,479,347	5,219,382	4,958,655				
RLV		Affordable										%			
£1,743,962		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%				
GDV £psf	£280	- 725,839	- 1,085,455	- 1,445,072	- 1,806,290	- 2,167,942	- 2,530,046	- 2,894,097	- 3,258,872	- 3,625,687	- 3,994,935				
	£290	96,784	- 278,722	- 655,318	- 1,032,587	- 1,409,857	- 1,788,100	- 2,167,507	- 2,547,475	- 2,929,395	- 3,312,943				
	£300	916,919	523,361	129,803	- 263,754	- 657,370	- 1,052,783	- 1,448,196	- 1,844,385	- 2,242,040	- 2,640,857				
	£310	1,731,010	1,322,314	912,433	502,225	90,616	- 320,993	- 732,603	- 1,145,553	- 1,559,109	- 1,973,664				
	£320	2,539,417	2,114,064	1,688,710	1,262,331	835,734	407,877	- 20,778	- 450,439	- 880,100	- 1,310,896				
	£330	3,343,080	2,901,002	2,458,924	2,016,847	1,573,670	1,130,481	686,248	241,489	- 204,516	- 652,091				
	£340	4,142,785	3,682,321	3,221,857	2,761,393	2,300,493	1,839,052	1,377,611	915,088	452,298	- 11,708				
	£350	4,939,312	4,460,034	3,980,756	3,501,478	3,021,957	2,541,847	2,061,738	1,581,378	1,100,228	618,826				
	£360	5,733,437	5,235,242	4,737,048	4,238,853	3,740,155	3,241,287	2,742,420	2,243,552	1,743,962	1,244,207				
	£370	6,525,801	6,008,568	5,491,246	4,973,511	4,455,777	3,938,042	3,420,307	2,902,573	2,384,283	1,865,826				
	£380	7,316,309	6,779,577	6,242,846	5,706,114	5,169,383	4,632,651	4,095,920	3,559,072	3,021,797	2,484,523				
	£390	8,105,166	7,549,288	6,993,410	6,437,531	5,881,653	5,325,670	4,769,441	4,213,212	3,656,983	3,100,753				
	£400	8,893,165	8,314,741	7,736,317	7,157,892	6,579,468	6,001,044	5,422,620	4,844,195	4,265,771	3,687,347				
	£410	9,679,792	9,078,915	8,478,038	7,877,162	7,276,285	6,675,408	6,074,531	5,473,600	4,872,519	4,271,439				
	£420	10,465,542	9,842,052	9,218,562	8,595,072	7,971,582	7,348,092	6,724,602	6,101,112	5,477,622	4,854,132				
	£430	11,251,204	10,605,127	9,959,050	9,312,973	8,666,879	8,020,776	7,374,673	6,728,570	6,082,467	5,436,364				
RLV		Land value										£per gross acre			
£1,743,962		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000				
GDV £psf	£280	- 3,315,416	- 3,377,470	- 3,439,524	- 3,501,579	- 3,563,633	- 3,625,687	- 3,687,741	- 3,749,848	- 3,812,277	- 3,874,706				
	£290	- 2,620,989	- 2,682,670	- 2,744,351	- 2,806,033	- 2,867,714	- 2,929,395	- 2,991,076	- 3,052,757	- 3,114,439	- 3,176,348				
	£300	- 1,935,488	- 1,996,798	- 2,058,109	- 2,119,419	- 2,180,730	- 2,242,040	- 2,303,351	- 2,364,662	- 2,425,972	- 2,487,296				
	£310	- 1,254,398	- 1,315,340	- 1,376,282	- 1,437,225	- 1,498,167	- 1,559,109	- 1,620,051	- 1,680,993	- 1,741,936	- 1,803,003				
	£320	- 577,220	- 637,796	- 698,372	- 758,948	- 819,524	- 880,100	- 940,676	- 1,001,252	- 1,062,023	- 1,122,965				
	£330	96,503	36,332	- 23,880	- 84,092	- 144,304	- 204,516	- 264,955	- 325,531	- 386,107	- 446,683				
	£340	749,920	690,429	630,939	571,448	511,957	452,298	392,448	332,598	272,748	212,897				
	£350	1,395,408	1,336,630	1,277,627	1,218,494	1,159,361	1,100,228	1,041,094	981,961	922,756	863,266				
	£360	2,036,809	1,978,384	1,919,959	1,861,518	1,802,740	1,743,962	1,685,184	1,626,406	1,567,629	1,508,851				
	£370	2,675,206	2,617,133	2,559,059	2,500,985	2,442,708	2,384,283	2,325,858	2,267,433	2,209,009	2,150,584				
	£380	3,311,080	3,253,355	3,195,631	3,137,906	3,079,871	3,021,797	2,963,724	2,905,650	2,847,576	2,789,503				
	£390	3,945,029	3,887,651	3,830,157	3,772,432	3,714,707	3,656,983	3,599,258	3,541,533	3,483,808	3,426,084				
	£400	4,552,660	4,495,283	4,437,905	4,380,527	4,323,149	4,265,771	4,208,393	4,151,015	4,093,543	4,035,818				
	£410	5,157,943	5,100,910	5,043,877	4,986,844	4,929,811	4,872,519	4,815,142	4,757,764	4,700,386	4,643,008				
	£420	5,762,788	5,705,755	5,648,722	5,591,689	5,534,655	5,477,622	5,420,589	5,363,556	5,306,523	5,249,490				
	£430	6,366,040	6,309,350	6,252,660	6,195,969	6,139,279	6,082,467	6,025,434	5,968,401	5,911,367	5,854,333				

25 units		Greenfield										15% BNG Onsite									
RLV		Build cost										£psm									
		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525										
GDV £psf	RLV	-£30,748																			
	£280	-	1,111,608	-	1,186,876	-	1,324,791	-	1,467,367	-	1,609,943	-	1,752,519	-	1,895,096	-	2,037,672	-	2,180,248	-	2,322,825
	£290	-	927,504	-	1,002,520	-	1,077,787	-	1,153,054	-	1,228,321	-	1,368,923	-	1,511,499	-	1,654,075	-	1,796,652	-	1,939,228
	£300	-	744,433	-	819,248	-	894,063	-	968,878	-	1,043,693	-	1,119,233	-	1,194,500	-	1,270,479	-	1,413,055	-	1,555,631
	£310	-	566,145	-	640,510	-	714,875	-	789,491	-	864,306	-	939,121	-	1,013,936	-	1,089,123	-	1,164,390	-	1,239,658
	£320	-	389,208	-	463,127	-	537,397	-	611,762	-	686,128	-	760,493	-	835,267	-	910,082	-	984,897	-	1,059,737
	£330	-	212,858	-	286,777	-	360,696	-	434,614	-	508,649	-	583,015	-	657,380	-	731,745	-	806,228	-	881,043
	£340	-	37,451	-	110,925	-	184,400	-	258,265	-	332,183	-	406,102	-	480,020	-	554,267	-	628,632	-	702,998
	£350	-	137,728	-	64,356	-	9,118	-	82,592	-	156,067	-	229,752	-	303,671	-	377,589	-	451,508	-	525,519
	£360	-	312,002	-	238,969	-	165,936	-	92,689	-	19,215	-	54,260	-	127,734	-	201,240	-	275,158	-	349,077
	£370	-	485,245	-	412,306	-	339,273	-	266,240	-	193,207	-	120,078	-	46,603	-	26,871	-	100,346	-	173,820
	£380	-	651,630	-	579,036	-	506,442	-	433,521	-	360,488	-	287,455	-	214,422	-	141,364	-	67,890	-	5,585
	£390	-	817,343	-	745,162	-	672,826	-	600,232	-	527,638	-	454,735	-	381,702	-	308,669	-	235,636	-	162,603
	£400	-	982,684	-	910,722	-	838,541	-	766,360	-	694,023	-	621,429	-	548,835	-	475,950	-	402,917	-	329,884
	£410	-	1,147,491	-	1,075,697	-	1,003,904	-	931,921	-	859,740	-	787,559	-	715,220	-	642,626	-	570,031	-	497,164
	£420	-	1,311,979	-	1,240,504	-	1,168,711	-	1,096,917	-	1,025,124	-	953,120	-	880,939	-	808,758	-	736,416	-	663,822
	£430	-	1,476,103	-	1,404,672	-	1,333,241	-	1,261,724	-	1,189,931	-	1,118,138	-	1,046,344	-	974,318	-	902,137	-	829,956
RLV		Affordable										%									
		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%										
GDV £psf	RLV	-£30,748																			
	£280	-	700,821	-	795,227	-	890,296	-	985,365	-	1,080,434	-	1,176,267	-	1,272,131	-	1,473,917	-	1,706,895	-	1,939,874
	£290	-	478,587	-	578,041	-	677,494	-	776,948	-	877,034	-	977,185	-	1,077,534	-	1,178,519	-	1,323,298	-	1,567,816
	£300	-	257,275	-	361,185	-	465,357	-	569,858	-	674,360	-	778,868	-	884,101	-	989,334	-	1,095,147	-	1,201,252
	£310	-	36,436	-	145,818	-	255,201	-	364,584	-	474,147	-	584,154	-	694,161	-	804,405	-	915,180	-	1,026,193
	£320	-	183,604	-	69,169	-	45,484	-	160,428	-	275,372	-	390,315	-	505,494	-	621,095	-	736,696	-	852,920
	£330	-	403,147	-	283,180	-	163,212	-	43,245	-	76,777	-	197,282	-	317,787	-	438,292	-	559,218	-	680,413
	£340	-	622,388	-	497,191	-	371,691	-	246,190	-	120,690	-	4,810	-	130,315	-	256,381	-	382,448	-	508,529
	£350	-	840,734	-	710,134	-	579,534	-	448,934	-	318,103	-	187,070	-	56,037	-	74,996	-	206,098	-	337,726
	£360	-	1,059,080	-	922,971	-	786,862	-	650,753	-	514,644	-	378,535	-	242,384	-	105,818	-	30,748	-	167,314
	£370	-	1,276,893	-	1,135,469	-	993,956	-	852,221	-	710,486	-	568,751	-	427,015	-	285,280	-	143,545	-	1,373
	£380	-	1,494,139	-	1,346,357	-	1,198,576	-	1,050,795	-	903,014	-	755,181	-	607,062	-	458,944	-	310,825	-	162,707
	£390	-	1,710,443	-	1,556,580	-	1,402,716	-	1,248,853	-	1,094,829	-	940,690	-	786,552	-	632,413	-	478,106	-	323,604
	£400	-	1,926,615	-	1,766,486	-	1,606,287	-	1,446,089	-	1,285,890	-	1,125,692	-	965,493	-	805,155	-	644,659	-	484,163
	£410	-	2,141,946	-	1,975,640	-	1,809,334	-	1,643,028	-	1,476,722	-	1,310,258	-	1,143,724	-	977,190	-	810,657	-	644,123
	£420	-	2,357,277	-	2,184,656	-	2,012,034	-	1,839,413	-	1,666,791	-	1,494,169	-	1,321,548	-	1,148,926	-	976,218	-	803,349
	£430	-	2,571,958	-	2,393,189	-	2,214,420	-	2,035,651	-	1,856,860	-	1,677,923	-	1,498,986	-	1,320,049	-	1,141,111	-	962,174
RLV		Land value										£per gross acre									
		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000										
GDV £psf	RLV	-£30,748																			
	£280	-	1,297,101	-	1,379,060	-	1,461,019	-	1,542,977	-	1,624,936	-	1,706,895	-	1,788,854	-	1,870,813	-	1,952,772	-	2,034,730
	£290	-	1,063,169	-	1,106,436	-	1,149,703	-	1,192,970	-	1,241,339	-	1,323,298	-	1,405,257	-	1,487,216	-	1,569,175	-	1,651,134
	£300	-	879,533	-	922,540	-	965,547	-	1,008,614	-	1,051,880	-	1,095,147	-	1,138,414	-	1,181,681	-	1,224,948	-	1,268,214
	£310	-	700,433	-	743,181	-	786,160	-	829,167	-	872,174	-	915,180	-	958,187	-	1,001,194	-	1,044,303	-	1,087,570
	£320	-	522,954	-	565,703	-	608,451	-	651,199	-	693,948	-	736,696	-	779,518	-	822,525	-	865,532	-	908,539
	£330	-	346,340	-	388,831	-	431,323	-	473,814	-	516,469	-	559,218	-	601,966	-	644,714	-	687,463	-	730,211
	£340	-	170,130	-	212,482	-	254,973	-	297,465	-	339,956	-	382,448	-	424,939	-	467,431	-	509,984	-	552,733
	£350	-	5,152	-	37,085	-	79,321	-	121,557	-	163,793	-	206,098	-	248,590	-	291,081	-	333,573	-	376,064
	£360	-	180,120	-	138,138	-	95,961	-	53,724	-	11,488	-	30,748	-	72,984	-	115,220	-	157,457	-	199,715
	£370	-	353,457	-	311,475	-	269,492	-	227,510	-	185,527	-	143,545	-	101,353	-	59,117	-	16,881	-	25,355
	£380	-	520,540	-	478,755	-	436,773	-	394,790	-	352,808	-	310,825	-	268,843	-	226,860	-	184,878	-	142,880
	£390	-	686,925	-	645,195	-	603,465	-	561,734	-	520,004	-	478,106	-	436,123	-	394,141	-	352,158	-	310,176
	£400	-	852,494	-	811,014	-	769,535	-	728,055	-	686,389	-	644,659	-	602,929	-	561,199	-	519,439	-	477,456
	£410	-	1,017,649	-	976,419	-	935,095	-	893,616	-	852,136	-	810,657	-	769,178	-	727,584	-	685,853	-	644,123
	£420	-	1,182,456	-	1,141,225	-	1,099,995	-	1,058,765	-	1,017,535	-	976,218	-	934,738	-	893,259	-	851,779	-	810,300
	£430	-	1,346,718	-	1,305,736	-	1,264,753	-	1,223,572	-	1,182,342	-	1,141,111	-	1,099,881	-	1,058,651	-	1,017,340	-	975,860

500 units		Brownfield		15% BNG Onsite											
RLV		Build cost												£psm	
£5,086,266		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525				
GDV £psf	£280	- 18,798,010	- 20,310,294	- 21,827,718	- 23,350,367	- 24,880,990	- 27,045,216	- 29,465,066	- 31,884,916	- 34,304,766	- 36,724,616				
	£290	- 14,756,278	- 16,249,660	- 17,747,488	- 19,250,686	- 20,762,129	- 22,278,237	- 23,799,662	- 25,329,716	- 27,275,457	- 29,695,306				
	£300	- 10,789,214	- 12,256,609	- 13,737,363	- 15,222,551	- 16,716,129	- 18,213,686	- 19,716,883	- 21,227,584	- 22,742,475	- 24,263,901				
	£310	- 6,915,690	- 8,351,613	- 9,797,356	- 11,253,352	- 12,722,220	- 14,203,636	- 15,688,824	- 17,182,599	- 18,679,884	- 20,183,081				
	£320	- 3,119,053	- 4,530,433	- 5,949,320	- 7,377,089	- 8,814,078	- 10,260,682	- 11,717,540	- 13,187,831	- 14,669,909	- 16,155,097				
	£330	620,270	772,342	2,171,085	3,576,519	4,989,209	6,409,726	7,838,644	9,276,543	10,724,008	12,182,439				
	£340	4,275,055	2,895,957	1,512,423	123,906	1,270,145	2,670,286	4,077,079	5,491,087	6,912,881	8,343,036				
	£350	7,885,847	6,518,532	5,147,538	3,772,884	2,393,666	1,008,565	381,481	1,777,023	3,178,618	4,586,824				
	£360	11,468,420	10,112,227	8,750,695	7,386,804	6,019,488	4,646,852	3,270,594	1,890,172	504,707	886,868				
	£370	15,029,889	13,679,873	12,328,952	10,972,772	9,614,988	8,253,331	6,887,760	5,519,335	4,146,166	2,768,303				
	£380	18,571,151	17,229,465	15,883,624	14,536,899	13,185,978	11,833,317	10,477,124	9,117,624	7,755,967	6,388,716				
	£390	22,097,469	20,761,219	19,421,822	18,080,871	16,737,360	15,391,519	14,043,004	12,692,083	11,337,669	9,981,476				
	£400	25,532,401	24,200,664	22,866,789	21,530,539	20,193,640	18,852,689	17,511,738	16,166,045	14,820,204	13,469,531				
	£410	28,953,701	27,626,289	26,296,635	24,964,897	23,633,159	22,297,048	20,960,797	19,621,683	18,280,732	16,937,735				
	£420	32,365,854	31,042,581	29,715,868	28,388,456	27,060,868	25,729,131	24,397,393	23,063,557	21,727,306	20,390,677				
	£430	35,770,518	34,449,433	33,126,161	31,802,889	30,478,035	29,150,623	27,823,211	26,493,364	25,161,626	23,829,889				
RLV		Affordable												%	
£5,086,266		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%				
GDV £psf	£280	- 15,072,867	- 17,209,078	- 19,359,259	- 21,526,217	- 23,712,783	- 26,270,864	- 30,373,920	- 34,476,975	- 38,580,031	- 42,683,087				
	£290	- 10,618,335	- 12,812,932	- 15,033,955	- 17,268,617	- 19,519,819	- 21,791,380	- 24,090,335	- 27,808,620	- 32,092,152	- 36,375,684				
	£300	- 6,270,082	- 8,511,607	- 10,776,804	- 13,071,464	- 15,393,674	- 17,732,663	- 20,094,563	- 22,480,803	- 25,641,801	- 30,110,501				
	£310	- 2,004,211	- 4,302,859	- 6,620,617	- 8,960,020	- 11,326,495	- 13,728,376	- 16,156,581	- 18,605,896	- 21,083,173	- 23,845,318				
	£320	- 2,200,421	- 164,813	- 2,543,324	- 4,938,522	- 7,354,185	- 9,796,436	- 12,271,500	- 14,785,703	- 17,323,928	- 19,892,451				
	£330	6,355,850	3,920,993	1,474,945	984,805	3,459,068	5,954,606	8,474,212	11,025,870	13,618,695	16,248,508				
	£340	10,474,113	7,956,394	5,430,271	2,893,491	343,308	2,221,163	4,806,096	7,414,832	10,054,822	12,736,283				
	£350	14,560,597	11,956,999	9,345,976	6,725,889	4,095,090	1,451,914	1,205,332	3,883,370	6,585,033	9,318,576				
	£360	18,623,556	15,930,039	13,231,230	10,525,457	7,811,035	5,086,266	2,349,437	402,818	3,173,952	5,970,574				
	£370	22,664,801	19,882,129	17,094,435	14,299,692	11,498,479	8,689,061	5,869,694	3,038,211	189,909	2,677,275				
	£380	26,689,555	23,816,341	20,936,207	18,052,499	15,163,455	12,267,299	9,362,240	6,446,475	3,518,184	575,239				
	£390	30,699,839	27,733,744	24,762,173	21,788,267	18,808,170	15,822,188	12,829,618	9,828,623	6,817,351	3,793,737				
	£400	34,697,656	31,623,009	28,542,966	25,461,755	22,373,696	19,281,793	16,184,350	13,079,478	9,965,274	6,839,819				
	£410	38,684,991	35,500,716	32,310,890	29,120,635	25,924,106	22,724,648	19,520,754	16,308,840	13,089,892	9,861,952				
	£420	42,663,815	39,367,594	36,068,931	32,768,413	29,463,408	26,155,287	22,843,262	19,524,199	16,199,223	12,866,323				
	£430	46,634,146	43,226,540	39,818,933	36,406,885	32,993,338	29,575,395	26,155,211	22,727,953	19,295,973	15,857,213				
RLV		Land value												£per gross acre	
£5,086,266		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000				
GDV £psf	£200	- 82,538,026	-103,402,615	-124,267,204	-145,131,793	-165,996,382	-186,860,971	-207,725,560	-228,590,149	-249,454,738	-270,319,326				
	£220	- 68,471,236	- 89,335,825	-110,200,414	-131,065,002	-151,929,591	-172,794,180	-193,658,769	-214,523,358	-235,387,947	-256,252,536				
	£240	- 54,404,445	- 75,269,034	- 96,133,623	-116,998,212	-137,862,801	-158,727,390	-179,591,979	-200,456,568	-221,321,156	-242,185,745				
	£260	- 40,337,655	- 61,202,244	- 82,066,832	-102,931,421	-123,796,010	-144,660,599	-165,525,188	-186,389,777	-207,254,366	-228,118,955				
	£280	- 26,270,864	- 47,135,453	- 68,000,042	- 88,864,631	-109,729,220	-130,593,809	-151,458,398	-172,322,986	-193,187,575	-214,052,164				
	£300	- 17,732,663	- 33,100,290	- 53,964,879	- 74,829,467	- 95,694,056	-116,558,645	-137,423,234	-158,287,823	-179,152,412	-200,017,001				
	£320	- 9,796,436	- 22,615,606	- 39,953,170	- 60,817,759	- 81,682,348	-102,546,937	-123,411,526	-144,276,115	-165,140,704	-186,005,292				
	£340	- 2,221,163	- 14,610,855	- 27,573,443	- 46,884,662	- 67,749,251	- 88,613,840	-109,478,429	-130,343,018	-151,207,606	-172,072,195				
	£360	5,086,266	6,914,095	19,556,829	33,064,544	53,929,133	74,793,721	95,658,310	116,522,899	137,387,488	158,252,077				
	£380	12,267,299	549,721	11,722,643	24,534,635	40,109,014	60,973,603	81,838,192	102,702,781	123,567,370	144,431,959				
	£400	19,281,793	7,781,445	4,199,885	16,702,386	29,637,644	47,310,707	68,175,296	89,039,885	109,904,474	130,769,063				
	£420	26,155,287	14,821,614	3,065,544	9,144,146	21,832,202	34,867,011	54,680,881	75,545,470	96,410,059	117,274,648				
	£440	32,986,643	21,790,331	10,215,136	1,761,275	14,169,636	26,993,736	41,186,466	62,051,055	82,915,644	103,780,233				
	£460	39,787,977	28,703,823	17,278,953	5,492,384	6,677,833	19,259,761	32,184,517	48,556,640	69,421,229	90,285,818				
	£480	46,563,612	35,573,381	24,275,639	12,648,828	674,936	11,666,584	24,390,411	37,402,053	55,926,814	76,791,403				
	£500	53,320,021	42,413,156	31,219,009	19,727,393	7,919,223	4,220,863	16,716,690	29,549,967	42,643,833	63,296,988				



100 units		Brownfield		15% BNG Onsite									
RLV	-£3,965,394	Build cost      £psm											
		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£350	3,646,408	3,860,745	4,075,082	4,289,419	4,503,756	4,719,329	4,936,099	5,154,082	5,373,292	5,593,746		
	£360	2,965,822	3,178,871	3,391,920	3,605,308	3,819,645	4,033,982	4,248,319	4,462,656	4,677,554	4,893,605		
	£370	2,287,519	2,499,288	2,712,171	2,925,220	3,138,270	3,351,319	3,564,368	3,778,545	3,992,882	4,207,219		
	£380	1,611,932	1,823,701	2,035,470	2,247,239	2,459,008	2,671,570	2,884,619	3,097,668	3,310,717	3,523,766		
	£390	939,319	1,149,815	1,360,312	1,571,653	1,783,422	1,995,191	2,206,960	2,418,729	2,630,968	2,844,017		
	£400	275,973	486,469	696,966	907,462	1,117,959	1,328,455	1,539,710	1,751,479	1,963,248	2,175,017		
	£410	383,448	174,217	35,015	244,413	454,909	665,406	875,902	1,086,399	1,296,895	1,508,066		
	£420	1,042,761	833,561	624,329	415,098	205,866	3,366	212,853	423,349	633,846	844,342		
	£430	1,698,595	1,490,621	1,282,646	1,074,442	865,210	655,978	446,747	237,515	28,283	181,293		
	£440	2,354,429	2,146,455	1,938,480	1,730,506	1,522,531	1,314,557	1,106,091	896,859	687,628	478,396		
	£450	3,007,541	2,800,816	2,594,091	2,386,340	2,178,365	1,970,391	1,762,416	1,554,442	1,346,467	1,137,740		
	£460	3,659,004	3,453,334	3,246,609	3,039,884	2,833,159	2,626,225	2,418,250	2,210,276	2,002,301	1,794,327		
	£470	4,301,950	4,096,419	3,890,888	3,685,357	3,479,161	3,272,436	3,065,711	2,858,986	2,651,571	2,443,597		
	£480	4,942,525	4,738,132	4,533,251	4,327,720	4,122,189	3,916,658	3,711,127	3,504,403	3,297,678	3,090,953		
	£490	5,582,046	5,377,654	5,173,261	4,968,868	4,764,476	4,559,022	4,353,491	4,147,960	3,942,429	3,736,369		
	£500	6,219,854	6,016,544	5,812,783	5,608,390	5,403,997	5,199,605	4,995,212	4,790,324	4,584,793	4,379,282		
RLV	-£3,965,394	Affordable      %											
		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£350	2,294,623	2,764,226	3,233,830	3,704,748	4,177,126	4,650,326	5,130,182	5,619,796	6,122,104	6,847,916		
	£360	1,530,191	2,014,989	2,501,146	2,988,395	3,475,643	3,965,394	4,455,525	4,950,609	5,456,075	5,975,199		
	£370	766,853	1,269,202	1,771,551	2,273,900	2,778,249	3,283,143	3,789,166	4,297,048	4,807,760	5,329,432		
	£380	7,497	525,210	1,043,314	1,563,213	2,083,112	2,603,394	3,125,932	3,648,471	4,174,075	4,701,304		
	£390	751,462	216,282	318,899	854,080	1,389,975	1,927,425	2,464,874	3,004,011	3,544,194	4,086,605		
	£400	1,506,978	954,562	401,815	152,489	706,793	1,261,097	1,816,842	2,373,509	2,930,818	3,490,325		
	£410	2,261,816	1,690,302	1,118,787	547,273	24,561	598,047	1,171,533	1,745,112	2,321,056	2,897,000		
	£420	3,014,715	2,425,660	1,835,428	1,244,815	654,201	63,588	527,665	1,120,333	1,713,001	2,307,158		
	£430	3,765,687	3,157,605	2,549,522	1,941,439	1,332,645	722,933	113,221	496,491	1,107,497	1,719,347		
	£440	4,516,660	3,889,549	3,262,439	2,635,329	2,008,219	1,381,108	753,466	124,655	504,156	1,133,025		
	£450	5,264,544	4,619,649	3,974,754	3,329,218	2,683,081	2,036,943	1,390,805	744,667	97,892	550,017		
	£460	6,011,269	5,348,040	4,684,177	4,020,313	3,356,450	2,692,586	2,027,611	1,362,446	697,280	32,115		
	£470	6,755,265	6,072,225	5,389,185	4,706,145	4,022,723	3,338,588	2,654,453	1,970,318	1,285,529	600,022		
	£480	7,498,422	6,795,895	6,092,528	5,389,162	4,685,795	3,982,428	3,279,062	2,574,956	1,870,433	1,165,909		
	£490	8,239,302	7,516,539	6,793,777	6,071,014	5,348,252	4,624,792	3,901,099	3,177,406	2,453,713	1,729,770		
	£500	8,980,084	8,237,147	7,494,113	6,751,079	6,008,045	5,265,010	4,521,976	3,778,942	3,035,097	2,291,078		
RLV	-£3,965,394	Land value      £per gross acre											
		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000		
GDV £psf	£350	1,520,102	3,078,408	4,650,326	6,267,700	8,394,011	11,269,131	14,144,252	17,019,372	19,894,492	22,769,613		
	£360	848,323	2,399,350	3,965,394	5,553,712	7,204,901	9,900,394	12,775,514	15,650,634	18,525,755	21,400,875		
	£370	178,034	1,723,763	3,283,143	4,856,182	6,474,063	8,531,656	11,406,776	14,281,897	17,157,017	20,032,138		
	£380	489,819	1,050,572	2,603,394	4,170,862	5,760,338	7,410,268	10,038,039	12,913,159	15,788,280	18,663,400		
	£390	1,155,596	378,951	1,927,425	3,487,878	5,062,077	6,680,426	8,669,301	11,544,422	14,419,542	17,294,662		
	£400	1,811,722	281,105	1,261,097	2,816,527	4,384,789	5,975,739	7,624,802	10,192,675	13,067,796	15,942,916		
	£410	2,465,597	940,450	598,047	2,148,058	3,709,710	5,285,722	6,905,050	8,841,537	11,716,658	14,591,778		
	£420	3,116,819	1,596,415	63,588	1,481,107	3,038,660	4,607,783	6,200,545	7,849,161	10,365,519	13,240,640		
	£430	3,766,003	2,252,249	722,933	817,440	2,368,990	3,932,435	5,509,675	7,129,996	9,014,381	11,889,502		
	£440	4,412,528	2,905,350	1,381,108	154,390	1,702,039	3,260,793	4,830,777	6,425,350	8,073,520	10,538,364		
	£450	5,057,606	3,556,384	2,036,943	505,416	1,036,832	2,589,922	4,155,429	5,733,627	7,354,941	9,187,226		
	£460	5,701,451	4,205,799	2,692,586	1,164,760	373,783	1,922,971	3,482,927	5,053,770	6,650,156	8,298,132		
	£470	6,337,103	4,846,061	3,338,588	1,815,071	281,286	1,262,887	2,818,638	4,385,234	5,964,491	7,587,108		
	£480	6,971,565	5,485,196	3,982,428	2,463,751	933,423	607,098	2,157,929	3,719,189	5,290,998	6,889,727		
	£490	7,604,701	6,122,083	4,624,792	3,111,620	1,585,456	48,690	1,498,293	3,055,508	4,623,074	6,203,952		
	£500	8,236,943	6,758,839	5,265,010	3,757,037	2,234,136	701,491	841,013	2,393,491	3,956,060	5,528,838		

25 units		Brownfield		15% BNG Onsite									
RLV		Build cost										£psm	
-£2,512,784		£1,550	£1,575	£1,600	£1,625	£1,650	£1,675	£1,700	£1,725	£1,750	£1,775		
GDV £psf	£350	2,229,648	2,364,553	2,499,459	2,634,365	2,769,270	2,904,176	3,039,081	3,173,987	3,308,893	3,443,798		
	£360	1,967,765	2,102,671	2,237,577	2,372,482	2,507,388	2,642,294	2,777,199	2,912,105	3,047,011	3,181,916		
	£370	1,705,883	1,840,789	1,975,695	2,110,600	2,245,506	2,380,411	2,515,317	2,650,223	2,785,128	2,920,034		
	£380	1,444,001	1,578,907	1,713,812	1,848,718	1,983,624	2,118,529	2,253,435	2,388,341	2,523,246	2,658,152		
	£390	1,192,331	1,317,024	1,451,930	1,586,836	1,721,741	1,856,647	1,991,553	2,126,458	2,261,364	2,396,270		
	£400	1,056,458	1,133,017	1,209,577	1,324,954	1,459,859	1,594,765	1,729,670	1,864,576	1,999,482	2,134,387		
	£410	921,041	997,145	1,073,704	1,150,263	1,226,822	1,332,883	1,467,788	1,602,694	1,737,600	1,872,505		
	£420	786,122	862,221	938,320	1,014,420	1,090,949	1,167,508	1,244,068	1,340,813	1,475,717	1,610,623		
	£430	651,698	727,340	803,402	879,501	955,600	1,031,699	1,108,195	1,184,754	1,261,313	1,348,891		
	£440	517,685	593,327	668,969	744,611	820,681	896,781	972,880	1,048,979	1,125,440	1,201,999		
	£450	384,022	459,313	534,955	610,597	686,239	761,881	837,961	914,060	990,159	1,066,258		
	£460	250,865	326,053	401,240	476,584	552,226	627,868	703,509	779,151	855,241	931,340		
	£470	122,155	197,342	272,529	347,717	422,904	498,333	573,975	649,616	725,258	800,932		
	£480	5,391	69,345	144,218	219,406	294,593	369,781	444,968	520,484	596,126	671,768		
	£490	132,929	58,193	16,542	91,278	166,282	241,469	316,657	391,844	467,032	542,635		
	£500	260,325	185,731	110,996	36,260	38,476	113,211	188,346	263,533	338,720	413,908		
RLV		Affordable %											
-£2,512,784		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£350	2,072,895	2,213,249	2,353,604	2,493,958	2,634,312	2,774,666	2,915,021	3,055,375	3,195,729	3,336,084		
	£360	1,788,558	1,933,403	2,078,249	2,223,094	2,367,939	2,512,784	2,657,629	2,802,475	2,947,320	3,092,165		
	£370	1,504,221	1,653,557	1,802,893	1,952,230	2,101,566	2,250,902	2,400,238	2,549,574	2,698,911	2,848,247		
	£380	1,301,166	1,374,108	1,527,538	1,681,366	1,835,193	1,989,020	2,142,847	2,296,674	2,450,501	2,604,328		
	£390	1,155,185	1,224,474	1,293,763	1,410,501	1,568,820	1,727,138	1,885,456	2,043,774	2,202,092	2,360,410		
	£400	1,009,930	1,080,624	1,151,826	1,223,136	1,302,678	1,465,255	1,628,064	1,790,874	1,953,683	2,116,492		
	£410	864,988	937,687	1,010,385	1,083,220	1,156,552	1,229,884	1,370,673	1,537,973	1,705,273	1,872,573		
	£420	720,416	794,749	869,453	944,156	1,018,859	1,094,012	1,169,365	1,285,073	1,456,864	1,628,655		
	£430	576,448	652,617	728,786	805,228	881,936	958,644	1,035,514	1,112,889	1,208,455	1,384,737		
	£440	432,481	510,640	588,800	666,959	745,119	823,725	902,438	981,151	1,060,456	1,141,197		
	£450	289,200	368,916	448,814	528,964	609,115	689,265	769,524	850,241	930,959	1,012,066		
	£460	146,144	227,840	309,535	391,231	473,110	555,251	637,392	719,533	802,054	884,776		
	£470	3,088	87,652	172,217	256,782	341,347	425,912	510,744	595,771	680,799	765,996		
	£480	139,329	52,155	35,059	122,573	210,087	297,601	385,114	472,628	560,568	648,562		
	£490	281,537	191,429	101,321	11,213	78,895	169,289	259,752	350,215	440,678	531,298		
	£500	423,745	330,703	237,661	144,619	51,577	41,465	134,507	227,802	321,214	414,626		
RLV		Land value										£per gross acre	
-£2,512,784		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000		
GDV £psf	£350	1,233,897	1,619,089	2,004,282	2,389,474	2,774,666	3,159,859	3,545,051	3,930,244	4,315,436	4,700,628		
	£360	1,034,859	1,357,207	1,742,399	2,127,592	2,512,784	2,897,977	3,283,169	3,668,361	4,053,554	4,438,746		
	£370	899,021	1,117,584	1,480,517	1,865,710	2,250,902	2,636,094	3,021,287	3,406,479	3,791,672	4,176,864		
	£380	764,102	981,711	1,218,635	1,603,827	1,989,020	2,374,212	2,759,405	3,144,597	3,529,789	3,914,982		
	£390	629,432	846,467	1,064,436	1,341,945	1,727,138	2,112,330	2,497,522	2,882,715	3,267,907	3,653,100		
	£400	495,419	711,548	928,832	1,147,160	1,465,255	1,850,448	2,235,640	2,620,833	3,006,025	3,391,217		
	£410	361,684	577,383	793,914	1,011,287	1,229,884	1,588,566	1,973,758	2,358,950	2,744,143	3,129,335		
	£420	228,527	443,370	659,348	876,279	1,094,012	1,326,754	1,711,876	2,097,068	2,482,261	2,867,453		
	£430	95,496	310,051	525,335	741,360	958,644	1,176,736	1,449,994	1,835,186	2,220,378	2,605,571		
	£440	36,853	176,894	391,575	607,300	823,725	1,041,009	1,259,461	1,573,304	1,958,496	2,343,689		
	£450	169,201	44,190	258,418	473,287	689,265	906,090	1,123,588	1,342,185	1,696,614	2,081,806		
	£460	300,998	88,158	125,262	339,942	555,251	771,230	988,456	1,206,312	1,434,943	1,819,924		
	£470	428,204	216,093	2,702	211,231	425,912	641,695	858,048	1,075,332	1,293,581	1,566,760		
	£480	555,016	342,908	130,240	83,150	297,601	512,562	728,540	945,330	1,162,660	1,381,258		
	£490	681,228	469,721	257,612	44,388	169,289	383,970	599,408	815,386	1,032,612	1,250,337		
	£500	807,363	596,529	384,425	171,926	41,465	255,659	470,339	686,254	902,609	1,119,893		

# Kent BNG - 20% onsite

Residential

## User information

User inputs in this version of the model provided or updated by:

Name: JB

Date: April 2022

**SQW**



Residential baseline inputs

No units				Tenure split aff		Mrkt resi mix					Aff resi mix					Mrkt resi no. units					Aff resi no. units				
Number of units	Land type	Unit type	Affordable housing policy	Social/aff rent	Int/1st homes	1BF	2BF	2BH	3BH	4BH	1BF	2BF	2BH	3BH	4BH	1B					1BF	2BF	2BH	3BH	4BH
																F	2BF	2BH	3BH	4BH					
5,000	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	300	0	1050	1050	600	700	0	800	400	100
500	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	30	0	105	105	60	70	0	80	40	10
100	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	6	0	21	21	12	14	0	16	8	2
25	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	2	0	5	5	3	4	0	4	2	1
500	Brownfield	Houses	25%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	38	0	131	131	75	44	0	50	25	6
100	Brownfield	Houses/flat	25%	70%	30%	15%	15%	30%	30%	10%	35%	20%	20%	20%	5%	11	11	23	23	8	9	5	5	5	1
25	Brownfield	Flats	25%	70%	30%	50%	50%	0%	0%	0%	50%	50%	0%	0%	0%	9	9	0	0	0	3	3	0	0	0

Mrkt resi unit sizes sqm						Aff resi unit sizes sqm					Floorspace sqm					Floorspace sqft					
																					Flat gross to net
1BF	2BF	2BH	3BH	4BH		1BF	2BF	2BH	3BH	4BH	Mrkt H	Aff H	Mrkt F	Aff F	TOTAL	Mrkt H	Aff H	Mrkt F	Aff F	TOTAL	
60	72	85	100	115		60	72	85	100	115	263,250	119,500	18,000	42,000	442,750	2,833,599	1,286,287	193,750	452,084	4,765,721	80%
60	72	85	100	115		60	72	85	100	115	26,325	11,950	1,800	4,200	44,275	283,360	128,629	19,375	45,208	476,572	80%
60	72	85	100	115		60	72	85	100	115	5,265	2,390	360	840	8,855	56,672	25,726	3,875	9,042	95,314	80%
60	0	90	110	130		60	0	90	110	130	1,440	645	90	210	2,385	15,500	6,943	969	2,260	25,672	80%
60	72	85	100	115		60	72	85	100	115	32,906	7,469	2,250	2,625	45,250	354,200	80,393	24,219	28,255	487,067	80%
60	72	85	100	115		60	72	85	100	115	5,025	1,069	1,485	885	8,464	54,089	11,504	15,984	9,526	91,103	80%
60	72	85	100	115		60	72	85	100	115	-	-	1,238	413	1,650	-	-	13,320	4,440	17,760	80%

Affordable transfer value			Values £psf			Value per unit 1st homes £250k cap				
Aff/soc rent	1st homes		Market	Aff/ soc rent	1st homes	1BF	2BF	2BH	3BH	4BH
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£0	£244,128	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000

Land value													
<i>Net density (dph)</i>	<i>Gross to net</i>	<i>Site size ha</i>	<i>Value per gross acre</i>	<i>Value per gross ha</i>	<i>Total land cost</i>	<i>Additional land for BNG</i>	<i>Total land</i>	<i>Phased purchased</i>	<i>Cost per phase</i>	<i>SDLT per phase</i>	<i>Acquisition Agent fees</i>	<i>Acquisition Legal fees</i>	
35	50.00%	285.71	£100,000	£247,100	£70,600,000	£0	£70,600,000	5	£14,120,000	£695,500		1%	0.50%
35	70.00%	20.41	£100,000	£247,100	£5,042,857	£224,614	£5,267,471	1	£5,267,471	£252,874		1%	0.5%
40	74.89%	3.34	£100,000	£247,100	£824,876	£128,986	£953,863	1	£953,863	£37,193		1%	0.5%
20	61.55%	2.03	£100,000	£247,100	£501,828	£186,313	£688,141	1	£688,141	£23,907		1%	0.5%
40	90.00%	13.89	£500,000	£1,235,500	£17,159,722	£0	£17,159,722	1	£17,159,722	£847,486		1%	0.5%
55	95.00%	1.91	£1,000,000	£2,471,000	£4,729,187	£0	£4,729,187	1	£4,729,187	£225,959		1%	0.5%
100	97.50%	0.26	£1,500,000	£3,706,500	£950,385	£0	£950,385	1	£950,385	£37,019		1%	0.5%

General costs										Other policy costs						
Planning fee	CIL	£psm	Infrastrucutre and policy £ per dwelling	Site clerance per net ac	Base build cost house	Base build cost flat	External works	Prof fees	Contingency	%M4(2)	% M4(3)	M4(2) £ per dwelling cost	M4(3) £ per dwelling cost	Electric car £per dwelling	Future Home Standards	Future Home Standards
															£ per dwelling (houses)	£ per dwelling (flats)
£300,000		£120	£20,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£84,959		£120	£15,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£29,759		£120	£5,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£11,550		£120	£5,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£84,959		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£29,759		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£11,550		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256

Disposal costs			Interest		Developers profit			BNG costs 20%		
Marketing (market unit GDV)	Sale agents (market unit GDV)	Sale legal	APR	PCM	Market% on GDV	Aff/social rent% on GDV	1st homes % on GDV	Onsite £ph	Onsite additional land ha	Onsite additional land £
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£10,102.75	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£23,865.64	0.909	£224,614
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£11,631.97	0.522	£128,986
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£12,813.09	0.754	£186,313
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£3,726.40	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£822.93	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£53,237.13	0	£0

Number of units	Land type	Unit type	Affordable housing policy
	5,000 Greenfield	Houses	40%

Item	Value/cost	Notes	Timings			
			Offset	payments start	#months	payments finish (no payments)
Market housing	£1,020,095,751		6	15	120	135
Market flats	£69,750,137		6	15	120	135
Social/aff rent housing	£162,072,193		6	9	120	129
Social/aff rent flats	£56,962,612		6	9	120	129
1st home housing	£92,835,571		6	9	120	129
1st home flats	£34,177,853		6	9	120	129
TOTAL GDV		£1,435,894,116				
Planning fee	-£300,000		0	2	1	3
CIL	-£34,290,000		1	9	1	10
Site clearance	£0	Brownfield only	0	2	1	3
Infrastructure	-£100,000,000		1	3	120	123
Build cost houses	-£542,356,750		6	9	120	129
Build cost flats	-£123,825,000		0	9	120	129
External works	-£99,927,263		0	9	120	129
M4(2) cat housing	-£3,500,000		0	9	120	129
M4(3) cat housing	-£11,395,500		0	9	120	129
Contingency	-£44,050,226	Includes costs from m42	2	9	120	129
Professional fees	-£88,100,451		3	9	120	129
Marketing	-£16,347,688	Only on market units	-6	9	120	129
Sales agents costs	-£10,898,459	Only on market units	0	15	120	135
Sales legal costs	-£5,449,229	Only on market units	0	15	120	135
BNG costs	-£2,886,500		0	9	120	129
Electric charging	-£5,000,000		0	9	120	129
Future home standards housing	-£19,388,000					
Future home standards flats	-£2,256,000					
Land	-£14,120,000	-£70,600,000				MANUAL TIMINGS
SDLT	-£695,500	-£3,477,500				MANUAL TIMINGS
Land agents	-£141,200	-£706,000				MANUAL TIMINGS
Lands legal	-£70,600	-£353,000				MANUAL TIMINGS
Interest	-£15,409,870					
Profit market	-£217,969,178					
Profit social/aff	-£13,142,088					
Profit 1st homes	-£25,402,685					
TOTAL COSTS		-£1,457,031,386				
SURPLUS/DEFICT		-£21,137,270				

1.1%

14%

5,000 units		Greenfield		20% BNG Onsite									
RLV	-£21,137,270	Build cost										Epsm	
		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	-273,487,797	-293,147,691	-312,807,586	-332,467,480	-352,127,374	-371,787,269	-391,447,163	-411,107,057	-430,766,951	-450,426,846		
	£290	-221,766,447	-241,250,202	-260,910,096	-280,569,991	-300,229,885	-319,889,779	-339,549,673	-359,209,568	-378,869,462	-398,529,356		
	£300	-173,261,959	-191,437,047	-210,150,372	-229,141,474	-248,632,053	-268,291,947	-287,951,841	-307,611,736	-327,271,630	-346,931,524		
	£310	-130,600,557	-146,476,382	-163,119,882	-180,529,141	-198,781,688	-217,511,569	-236,516,561	-256,013,903	-275,673,798	-295,333,692		
	£320	-92,972,545	-107,554,794	-122,394,637	-137,594,062	-153,585,193	-170,305,082	-187,806,331	-206,126,329	-224,872,767	-243,891,648		
	£330	-57,676,708	-71,492,140	-85,489,418	-99,814,837	-114,437,253	-129,323,996	-144,603,856	-160,702,162	-177,499,323	-195,088,605		
	£340	-24,107,056	-37,663,901	-51,303,448	-65,041,614	-78,888,344	-92,961,246	-107,371,040	-122,047,110	-136,996,089	-152,407,923		
	£350	8,786,757	4,594,524	-18,033,726	-31,540,072	-45,122,938	-58,791,856	-72,558,879	-86,450,169	-100,605,705	-115,093,331		
	£360	41,163,538	27,992,428	14,743,513	1,409,316	11,989,182	25,451,046	38,981,339	52,588,629	66,287,886	80,086,318		
	£370	73,148,114	60,084,795	46,994,651	33,865,721	20,667,729	7,389,232	5,972,631	19,394,638	32,878,048	46,432,147		
	£380	104,973,907	91,967,119	78,940,018	65,890,429	52,816,159	39,714,995	26,563,613	13,331,982	19,957	13,364,878		
	£390	136,679,508	123,717,170	110,739,514	97,744,406	84,729,691	71,693,199	58,632,741	45,546,108	32,428,177	19,242,520		
	£400	167,072,309	154,144,174	141,202,256	128,247,746	115,278,527	102,287,689	89,279,199	76,250,945	63,200,756	50,126,441		
	£410	197,348,103	184,449,677	171,540,927	158,616,045	145,681,266	132,732,991	119,765,322	106,782,786	93,783,250	80,764,563		
	£420	227,567,771	214,695,544	201,807,489	188,915,009	176,006,258	163,087,917	150,159,781	137,212,001	124,252,072	111,277,882		
	£430	257,740,631	244,885,553	232,021,802	219,149,576	206,266,875	193,376,759	180,471,590	167,559,789	154,631,653	141,691,011		
RLV	-£21,137,270	Affordable										%	
		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	-152,768,339	-174,992,304	-198,809,596	-224,702,408	-251,710,121	-279,925,376	-308,448,951	-336,972,527	-365,496,102	-394,019,678		
	£290	-106,244,863	-127,251,382	-148,923,512	-172,249,817	-197,499,035	-225,023,881	-253,725,407	-283,662,010	-313,598,613	-343,535,216		
	£300	-62,283,834	-83,182,158	-104,657,347	-126,660,768	-149,495,083	-174,344,743	-201,617,769	-231,060,296	-262,000,781	-293,387,869		
	£310	-20,012,007	-41,345,546	-62,850,263	-84,663,489	-107,140,908	-130,267,441	-154,668,447	-181,592,904	-211,485,605	-243,240,522		
	£320	21,495,461	488,432	22,587,697	44,831,301	67,273,747	90,100,345	113,724,529	138,175,500	164,878,691	194,829,701		
	£330	62,470,763	39,755,056	16,965,425	5,922,182	28,936,694	52,124,471	75,548,094	99,564,586	124,527,958	151,079,324		
	£340	102,944,661	79,453,483	55,864,665	32,175,216	8,396,467	15,497,643	39,544,862	63,806,120	88,422,791	114,029,424		
	£350	143,004,409	118,619,257	94,206,246	69,744,140	45,182,550	20,493,043	4,314,298	29,261,135	54,406,694	79,845,430		
	£360	182,882,349	157,556,684	132,211,147	106,843,266	81,446,396	56,003,509	30,442,489	4,725,914	21,137,270	47,189,057		
	£370	222,611,803	196,339,015	170,049,125	143,745,090	117,420,123	91,067,383	64,679,971	38,235,940	11,646,748	15,137,085		
	£380	262,225,555	234,997,845	207,754,956	180,501,978	153,236,587	125,947,013	98,635,293	71,294,728	43,910,441	16,439,563		
	£390	301,746,974	273,553,207	245,356,587	217,144,086	188,925,290	160,691,619	132,438,649	104,165,487	75,864,890	47,528,675		
	£400	341,191,324	311,877,547	282,561,132	253,239,885	223,905,635	194,564,658	165,210,065	135,836,992	106,444,757	77,025,891		
	£410	380,565,803	350,130,626	319,686,588	289,242,550	258,788,769	228,327,946	197,857,157	167,376,967	136,876,439	106,357,905		
	£420	419,887,326	388,325,733	356,754,307	325,182,881	293,609,991	262,022,988	230,435,985	198,833,540	167,224,921	135,598,790		
	£430	459,163,858	426,470,636	393,771,812	361,072,987	328,374,163	295,663,340	262,950,305	230,231,564	197,501,596	164,761,499		
RLV	-£21,137,270	Land value					Eper gross acre						
		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000		
GDV £psf	£280	-332,680,113	-339,243,311	-345,806,509	-352,369,707	-358,932,904	-365,496,102	-372,059,300	-378,622,498	-385,185,696	-391,748,894		
	£290	-280,782,623	-287,345,821	-293,909,019	-300,472,217	-307,035,415	-313,598,613	-320,161,811	-326,725,009	-333,288,207	-339,851,405		
	£300	-229,349,042	-235,755,914	-242,311,187	-248,874,385	-255,437,583	-262,000,781	-268,563,979	-275,127,177	-281,690,375	-288,253,572		
	£310	-180,744,969	-186,741,399	-192,829,880	-199,011,226	-205,231,337	-211,485,605	-217,772,363	-224,088,593	-230,434,703	-236,811,105		
	£320	-138,258,544	-143,328,040	-148,540,122	-153,889,581	-159,335,925	-164,878,691	-170,519,734	-176,262,706	-182,111,355	-188,069,536		
	£330	-100,776,010	-105,440,990	-110,148,728	-114,898,404	-119,691,110	-124,527,958	-129,410,960	-134,342,155	-139,374,481	-144,527,240		
	£340	-66,253,966	-70,638,951	-75,043,397	-79,467,528	-83,918,984	-88,422,791	-92,986,283	-97,602,445	-102,279,244	-106,998,415		
	£350	-32,869,816	-37,144,469	-41,435,283	-45,742,458	-50,066,194	-54,406,694	-58,764,163	-63,138,806	-67,530,832	-71,940,451		
	£360	37,896	4,230,642	8,436,961	12,656,718	16,890,094	21,137,270	25,398,430	29,673,760	33,965,519	38,272,057		
	£370	32,278,215	28,185,655	24,078,728	19,951,457	15,811,769	11,646,748	7,467,622	3,266,944	945,227	5,170,581		
	£380	64,258,896	60,197,583	56,135,404	52,064,409	47,991,309	43,910,441	39,826,355	35,721,610	31,603,818	27,470,794		
	£390	96,073,125	92,043,314	88,003,721	83,963,186	79,916,215	75,864,890	71,810,365	67,748,186	63,685,931	59,612,831		
	£400	126,543,651	122,535,097	118,516,985	114,497,834	110,474,568	106,444,757	102,414,947	98,375,642	94,335,107	90,290,262		
	£410	156,883,241	152,888,866	148,890,844	144,892,822	140,884,994	136,876,439	132,865,481	128,846,330	124,827,180	120,802,284		
	£420	187,147,714	183,170,567	179,190,967	175,203,414	171,215,861	167,224,921	163,226,898	159,228,876	155,226,336	151,217,781		
	£430	217,358,252	213,391,449	209,424,645	205,455,890	201,478,743	197,501,596	193,523,587	189,536,034	185,548,481	181,560,928		



500 units		Greenfield										20% BNG Onsite									
RLV		Build cost										£psm									
£1,732,569		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525										
GDV	£280	- 19,851,505	- 21,364,886	- 23,287,239	- 25,685,499	- 28,083,759	- 30,482,019	- 32,880,279	- 35,278,538	- 37,676,798	- 40,075,058										
	£290	- 16,065,402	- 17,555,561	- 19,054,352	- 20,560,748	- 22,074,475	- 23,994,140	- 26,392,400	- 28,790,659	- 31,188,919	- 33,587,179										
	£300	- 12,360,184	- 13,831,724	- 15,309,791	- 16,794,478	- 18,285,880	- 19,784,672	- 21,291,943	- 22,806,175	- 24,738,568	- 27,136,828										
	£310	- 8,749,372	- 10,178,500	- 11,623,034	- 13,085,282	- 14,557,218	- 16,037,258	- 17,523,554	- 19,016,199	- 20,515,286	- 22,023,138										
	£320	- 5,245,433	- 6,637,097	- 8,041,882	- 9,461,098	- 10,894,676	- 12,343,864	- 13,810,776	- 15,283,891	- 16,764,725	- 18,252,631										
	£330	- 1,822,516	- 3,187,333	- 4,561,765	- 5,945,622	- 7,341,693	- 8,751,102	- 10,174,953	- 11,612,683	- 13,066,573	- 14,536,271										
	£340	- 1,482,140	- 135,114	- 1,218,172	- 2,578,817	- 3,948,010	- 5,325,756	- 6,714,740	- 8,115,665	- 9,530,498	- 10,958,671										
	£350	- 4,736,827	- 3,402,994	- 2,064,219	- 720,064	- 630,302	- 1,987,302	- 3,351,489	- 4,724,167	- 6,106,694	- 7,500,212										
	£360	- 7,964,408	- 6,640,080	- 5,312,132	- 3,980,234	- 2,643,855	- 1,302,459	- 44,494	- 1,397,548	- 2,757,253	- 4,125,727										
	£370	- 11,171,168	- 9,855,543	- 8,535,688	- 7,213,044	- 5,887,149	- 4,557,474	- 3,223,491	- 1,884,623	- 540,456	- 809,678										
	£380	- 14,363,291	- 13,052,590	- 11,740,538	- 10,424,969	- 9,106,770	- 7,786,009	- 6,461,680	- 5,133,178	- 3,800,881	- 2,464,260										
	£390	- 17,542,196	- 16,237,286	- 14,929,740	- 13,620,415	- 12,308,949	- 10,994,339	- 9,677,852	- 8,357,996	- 7,034,644	- 5,708,195										
	£400	- 20,588,759	- 19,288,029	- 17,984,220	- 16,680,083	- 15,372,536	- 14,064,129	- 12,752,663	- 11,439,116	- 10,123,547	- 8,803,983										
	£410	- 23,623,719	- 22,326,011	- 21,025,759	- 19,725,508	- 18,421,833	- 17,118,025	- 15,810,906	- 14,503,360	- 13,191,933	- 11,879,432										
	£420	- 26,652,940	- 25,357,122	- 24,060,248	- 22,763,011	- 21,462,759	- 20,162,508	- 18,859,447	- 17,555,638	- 16,249,276	- 14,941,730										
	£430	- 29,676,491	- 28,382,816	- 27,089,140	- 25,793,652	- 24,496,778	- 23,199,904	- 21,899,759	- 20,599,508	- 19,297,060	- 17,993,251										
RLV		Affordable										%									
£1,732,569		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%										
GDV	£280	- 10,917,623	- 12,863,499	- 14,832,460	- 16,812,461	- 18,806,279	- 20,816,718	- 22,850,233	- 25,868,437	- 29,714,575	- 33,560,714										
	£290	- 6,577,248	- 8,563,090	- 10,570,976	- 12,607,870	- 14,672,166	- 16,750,017	- 18,844,838	- 20,963,299	- 23,226,696	- 27,253,311										
	£300	- 2,344,103	- 4,382,094	- 6,436,774	- 8,513,748	- 10,615,873	- 12,750,971	- 14,915,834	- 17,099,638	- 19,305,058	- 21,539,343										
	£310	- 1,812,838	- 289,628	- 2,402,873	- 4,530,356	- 6,676,722	- 8,848,919	- 11,050,685	- 13,292,169	- 15,563,391	- 17,855,755										
	£320	- 5,916,390	- 3,741,728	- 1,559,993	- 631,910	- 2,835,197	- 5,055,040	- 7,297,091	- 9,569,197	- 11,878,437	- 14,233,444										
	£330	- 9,980,255	- 7,728,663	- 5,472,017	- 3,208,816	- 937,551	- 1,344,131	- 3,639,873	- 5,955,668	- 8,298,486	- 10,679,563										
	£340	- 14,015,145	- 11,675,221	- 9,332,287	- 6,984,812	- 4,631,249	- 2,270,041	- 100,384	- 2,483,435	- 4,884,056	- 7,309,918										
	£350	- 18,026,829	- 15,595,586	- 13,161,232	- 10,724,443	- 8,283,046	- 5,836,351	- 3,383,502	- 921,143	- 1,551,808	- 4,041,834										
	£360	- 22,021,279	- 19,495,939	- 16,969,919	- 14,440,392	- 11,909,036	- 9,373,415	- 6,832,964	- 4,286,852	- 1,732,569	- 832,609										
	£370	- 26,000,255	- 23,381,683	- 20,760,819	- 18,139,643	- 15,514,576	- 12,888,000	- 10,258,158	- 7,623,365	- 4,983,438	- 2,336,075										
	£380	- 29,967,984	- 27,254,760	- 24,538,933	- 21,823,107	- 19,105,104	- 16,385,427	- 13,663,043	- 10,938,409	- 8,209,268	- 5,475,031										
	£390	- 33,926,433	- 31,117,097	- 28,306,136	- 25,495,176	- 22,683,217	- 19,868,791	- 17,054,134	- 14,235,643	- 11,415,321	- 8,591,620										
	£400	- 37,876,923	- 34,955,255	- 32,033,588	- 29,111,921	- 26,189,072	- 23,264,308	- 20,339,543	- 17,411,885	- 14,483,405	- 11,550,979										
	£410	- 41,819,130	- 38,786,033	- 35,752,935	- 32,719,837	- 29,684,249	- 26,648,458	- 23,612,668	- 20,574,364	- 17,535,244	- 14,493,778										
	£420	- 45,756,611	- 42,611,852	- 39,466,687	- 36,319,677	- 33,172,666	- 30,025,656	- 26,878,417	- 23,728,503	- 20,578,588	- 17,426,998										
	£430	- 49,689,941	- 46,431,460	- 43,172,978	- 39,914,497	- 36,656,015	- 33,397,534	- 30,136,748	- 26,875,826	- 23,614,903	- 20,352,053										
RLV		Land value										£per gross acre									
£1,732,569		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000										
GDV	£280	- 26,512,204	- 27,152,678	- 27,793,152	- 28,433,627	- 29,074,101	- 29,714,575	- 30,355,050	- 30,995,524	- 31,635,998	- 32,276,473										
	£290	- 21,080,520	- 21,485,541	- 21,890,659	- 22,295,776	- 22,700,894	- 23,226,696	- 23,867,171	- 24,507,645	- 25,148,120	- 25,788,594										
	£300	- 17,308,023	- 17,705,882	- 18,104,266	- 18,504,530	- 18,904,794	- 19,305,058	- 19,705,322	- 20,106,946	- 20,509,630	- 20,912,314										
	£310	- 13,592,673	- 13,985,766	- 14,378,858	- 14,772,454	- 15,167,922	- 15,563,391	- 15,958,860	- 16,354,328	- 16,750,614	- 17,148,474										
	£320	- 9,956,074	- 10,337,498	- 10,721,208	- 11,105,388	- 11,491,437	- 11,878,437	- 12,266,819	- 12,656,684	- 13,047,414	- 13,440,189										
	£330	- 6,435,124	- 6,805,226	- 7,176,574	- 7,548,913	- 7,923,293	- 8,298,486	- 8,675,340	- 9,053,642	- 9,432,774	- 9,813,288										
	£340	- 3,069,033	- 3,430,085	- 3,791,372	- 4,154,781	- 4,518,389	- 4,884,056	- 5,250,089	- 5,617,967	- 5,986,466	- 6,356,568										
	£350	- 225,581	- 127,859	- 482,672	- 837,866	- 1,194,824	- 1,551,808	- 1,910,924	- 2,270,039	- 2,631,023	- 2,992,309										
	£360	- 3,481,671	- 3,133,216	- 2,784,761	- 2,434,548	- 2,083,987	- 1,732,569	- 1,379,888	- 1,027,207	- 672,419	- 317,606										
	£370	- 6,709,533	- 6,365,295	- 6,021,015	- 5,676,161	- 5,329,799	- 4,983,438	- 4,635,846	- 4,287,390	- 3,938,935	- 3,588,550										
	£380	- 9,915,592	- 9,575,436	- 9,235,281	- 8,893,691	- 8,551,480	- 8,209,268	- 7,865,513	- 7,521,233	- 7,176,952	- 6,830,981										
	£390	- 13,105,917	- 12,769,599	- 12,431,488	- 12,093,376	- 11,755,264	- 11,415,321	- 11,075,165	- 10,735,010	- 10,393,426	- 10,051,214										
	£400	- 16,160,318	- 15,826,258	- 15,491,646	- 15,155,565	- 14,819,485	- 14,483,405	- 14,145,686	- 13,807,575	- 13,469,463	- 13,130,613										
	£410	- 19,201,354	- 18,869,300	- 18,537,247	- 18,203,365	- 17,869,305	- 17,535,244	- 17,200,787	- 16,864,706	- 16,528,626	- 16,192,546										
	£420	- 22,234,918	- 21,904,860	- 21,574,749	- 21,242,696	- 20,910,642	- 20,578,588	- 20,246,413	- 19,912,352	- 19,578,291	- 19,244,230										
	£430	- 25,262,466	- 24,934,391	- 24,605,079	- 24,275,020	- 23,944,962	- 23,614,903	- 23,284,937	- 22,954,984	- 22,619,930	- 22,287,875										

100 units		Greenfield										20% BNG Onsite									
RLV		Build cost										£psm									
£1,723,457		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525										
GDV £psf	£280	- 2,342,170	- 2,620,243	- 2,898,361	- 3,177,271	- 3,457,070	- 3,736,868	- 4,018,333	- 4,299,823	- 4,700,814	- 5,215,094										
	£290	- 1,654,199	- 1,930,386	- 2,206,832	- 2,483,674	- 2,761,791	- 3,039,909	- 3,319,112	- 3,598,910	- 3,878,828	- 4,160,318										
	£300	- 974,405	- 1,249,071	- 1,523,856	- 1,798,998	- 2,075,444	- 2,351,890	- 2,629,202	- 2,907,319	- 3,185,436	- 3,464,962										
	£310	- 298,684	- 571,818	- 844,952	- 1,118,728	- 1,393,513	- 1,668,299	- 1,944,056	- 2,220,502	- 2,496,949	- 2,774,730										
	£320	371,718	101,793	- 169,623	- 442,365	- 715,499	- 988,633	- 1,263,171	- 1,537,956	- 1,812,741	- 2,089,115										
	£330	1,035,423	767,983	499,553	229,848	- 40,905	- 312,912	- 586,046	- 859,180	- 1,132,828	- 1,407,613										
	£340	1,681,841	1,416,185	1,149,680	882,673	614,247	345,045	74,863	- 196,630	- 469,640	- 742,774										
	£350	2,321,988	2,057,611	1,792,972	1,527,316	1,261,164	994,157	726,148	457,431	187,506	- 83,694										
	£360	2,959,246	2,696,078	2,432,832	2,168,455	1,904,079	1,638,447	1,372,648	1,105,641	838,050	569,620										
	£370	3,594,093	3,332,063	3,069,868	2,806,700	2,543,532	2,279,300	2,014,923	1,749,578	1,483,922	1,217,124										
	£380	4,227,129	3,966,166	3,704,558	3,442,527	3,180,491	2,917,322	2,654,154	2,390,144	2,125,767	1,860,710										
	£390	4,858,946	4,598,463	4,337,500	4,076,537	3,815,023	3,552,992	3,290,962	3,027,944	2,764,776	2,500,988										
	£400	5,464,670	5,204,704	4,944,739	4,684,168	4,423,205	4,162,242	3,900,696	3,638,665	3,376,635	3,113,642										
	£410	6,068,829	5,809,549	5,549,583	5,289,618	5,029,652	4,768,990	4,508,027	4,247,064	3,985,482	3,723,451										
	£420	6,671,963	6,412,926	6,153,889	5,894,462	5,634,497	5,374,531	5,114,566	4,853,812	4,592,849	4,331,886										
	£430	7,274,963	7,016,061	6,757,023	6,497,986	6,238,949	5,979,376	5,719,410	5,459,445	5,199,480	4,938,634										
RLV		Affordable										%									
£1,723,457		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%										
GDV £psf	£280	- 747,098	- 1,106,714	- 1,466,330	- 1,827,677	- 2,189,329	- 2,551,562	- 2,915,613	- 3,280,518	- 3,647,333	- 4,016,712										
	£290	75,654	- 299,852	- 676,576	- 1,053,846	- 1,431,115	- 1,809,487	- 2,188,894	- 2,568,991	- 2,950,911	- 3,334,589										
	£300	895,788	502,230	108,673	- 284,885	- 678,629	- 1,074,041	- 1,469,454	- 1,865,772	- 2,263,427	- 2,662,373										
	£310	1,710,132	1,301,436	891,430	481,095	69,485	- 342,124	- 753,733	- 1,166,811	- 1,580,367	- 1,995,050										
	£320	2,518,664	2,093,311	1,667,958	1,241,454	814,857	386,874	- 41,909	- 471,570	- 901,231	- 1,332,154										
	£330	3,322,451	2,880,374	2,438,296	1,996,107	1,552,918	1,109,729	665,370	220,485	- 225,520	- 673,222										
	£340	4,122,280	3,661,816	3,201,352	2,740,888	2,279,864	1,818,424	1,356,957	894,335	431,421	- 32,585										
	£350	4,918,930	4,439,652	3,960,374	3,481,095	3,001,452	2,521,342	2,041,233	1,560,750	1,079,599	598,074										
	£360	5,713,176	5,214,981	4,716,787	4,218,592	3,719,772	3,220,905	2,722,037	2,223,170	1,723,457	1,223,702										
	£370	6,505,661	5,988,427	5,470,985	4,953,250	4,435,516	3,917,781	3,400,046	2,882,312	2,363,900	1,845,444										
	£380	7,296,168	6,759,437	6,222,705	5,685,974	5,149,242	4,612,511	4,075,779	3,538,811	3,001,536	2,464,262										
	£390	8,085,146	7,529,267	6,973,389	6,417,511	5,861,632	5,305,530	4,749,301	4,193,071	3,636,842	3,080,613										
	£400	8,873,144	8,294,720	7,716,296	7,137,871	6,559,447	5,981,023	5,402,599	4,824,175	4,245,750	3,667,326										
	£410	9,659,890	9,059,013	8,458,136	7,857,260	7,256,383	6,655,506	6,054,629	5,453,579	4,852,499	4,251,418										
	£420	10,445,640	9,822,150	9,198,660	8,575,170	7,951,680	7,328,190	6,704,700	6,081,210	5,457,720	4,834,230										
	£430	11,231,390	10,585,286	9,939,183	9,293,080	8,646,977	8,000,874	7,354,771	6,708,668	6,062,565	5,416,462										
RLV		Land value										£per gross acre									
£1,723,457		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000										
GDV £psf	£280	- 3,331,832	- 3,394,932	- 3,458,032	- 3,521,132	- 3,584,233	- 3,647,333	- 3,710,433	- 3,773,730	- 3,837,211	- 3,900,693										
	£290	- 2,637,306	- 2,700,027	- 2,762,748	- 2,825,469	- 2,888,190	- 2,950,911	- 3,013,632	- 3,076,353	- 3,139,078	- 3,202,179										
	£300	- 1,951,706	- 2,014,051	- 2,076,395	- 2,138,739	- 2,201,083	- 2,263,427	- 2,325,772	- 2,388,116	- 2,450,460	- 2,512,971										
	£310	- 1,270,519	- 1,332,489	- 1,394,459	- 1,456,428	- 1,518,398	- 1,580,367	- 1,642,337	- 1,704,307	- 1,766,276	- 1,828,524										
	£320	- 593,244	- 654,841	- 716,439	- 778,036	- 839,633	- 901,231	- 962,828	- 1,024,425	- 1,086,363	- 1,148,333										
	£330	80,616	19,389	- 41,839	- 103,066	- 164,293	- 225,520	- 287,107	- 348,704	- 410,301	- 471,898										
	£340	734,182	673,689	613,195	552,701	492,208	431,421	370,561	309,702	248,843	187,984										
	£350	1,379,857	1,320,089	1,259,990	1,199,859	1,139,729	1,079,599	1,019,469	959,339	898,995	838,501										
	£360	2,021,351	1,961,941	1,902,531	1,842,995	1,783,226	1,723,457	1,663,688	1,603,920	1,544,151	1,484,382										
	£370	2,659,840	2,600,788	2,541,735	2,482,682	2,423,310	2,363,900	2,304,491	2,245,081	2,185,671	2,126,262										
	£380	3,265,805	3,237,107	3,178,410	3,119,641	3,060,589	3,001,536	2,942,483	2,883,431	2,824,378	2,765,325										
	£390	3,929,845	3,871,500	3,812,936	3,754,238	3,695,540	3,636,842	3,578,144	3,519,446	3,460,748	3,402,051										
	£400	4,537,476	4,479,131	4,420,786	4,362,441	4,304,095	4,245,750	4,187,405	4,129,060	4,070,783	4,011,785										
	£410	5,142,849	5,084,854	5,026,860	4,968,865	4,910,844	4,852,499	4,794,153	4,735,808	4,677,463	4,619,118										
	£420	5,747,693	5,689,699	5,631,704	5,573,710	5,515,715	5,457,720	5,399,726	5,341,731	5,283,736	5,225,742										
	£430	6,351,035	6,293,389	6,235,743	6,178,097	6,120,450	6,062,565	6,004,570	5,946,576	5,888,581	5,830,586										

25 units		Greenfield		20% BNG Onsite									
RLV		Build cost										Epsm	
-£49,198		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	- 1,130,509	- 1,218,017	- 1,360,593	- 1,503,170	- 1,645,746	- 1,788,322	- 1,930,899	- 2,073,475	- 2,216,051	- 2,358,627		
	£290	- 946,291	- 1,021,420	- 1,096,688	- 1,171,955	- 1,262,149	- 1,404,726	- 1,547,302	- 1,689,878	- 1,832,454	- 1,975,031		
	£300	- 763,220	- 838,035	- 912,850	- 987,665	- 1,062,866	- 1,138,133	- 1,213,401	- 1,306,281	- 1,448,858	- 1,591,434		
	£310	- 584,819	- 659,184	- 733,550	- 808,278	- 883,093	- 957,908	- 1,032,756	- 1,108,024	- 1,183,291	- 1,258,558		
	£320	- 407,770	- 481,706	- 556,071	- 630,436	- 704,802	- 779,239	- 854,054	- 928,869	- 1,003,684	- 1,078,637		
	£330	- 231,420	- 305,339	- 379,257	- 453,176	- 527,323	- 601,689	- 676,054	- 750,420	- 825,015	- 899,830		
	£340	- 55,901	- 129,376	- 202,908	- 276,826	- 350,745	- 424,664	- 498,582	- 572,941	- 647,306	- 721,672		
	£350	119,381	45,906	27,568	101,043	174,517	248,314	322,233	396,151	470,070	544,193		
	£360	293,663	220,630	147,597	74,239	764	72,710	146,185	219,802	293,720	367,639		
	£370	467,000	393,967	320,934	247,901	174,868	101,627	28,153	45,322	118,796	192,271		
	£380	633,401	560,806	488,212	415,181	342,148	269,115	196,082	122,914	49,439	24,035		
	£390	799,223	727,042	654,597	582,003	509,409	436,396	363,363	290,330	217,297	144,201		
	£400	964,672	892,602	820,421	748,240	675,794	603,200	530,605	457,610	384,577	311,544		
	£410	1,129,479	1,057,686	985,892	913,801	841,620	769,439	696,990	624,396	551,802	478,824		
	£420	1,294,075	1,222,492	1,150,699	1,078,906	1,007,112	935,000	862,819	790,638	718,187	645,593		
£430	1,458,198	1,386,767	1,315,337	1,243,712	1,171,919	1,100,126	1,028,333	956,198	884,017	811,836			
RLV		Affordable										%	
-£49,198		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	- 719,496	- 814,014	- 909,083	- 1,004,152	- 1,099,304	- 1,195,168	- 1,291,032	- 1,509,719	- 1,742,698	- 1,975,676		
	£290	- 497,262	- 596,715	- 696,168	- 795,670	- 895,821	- 995,972	- 1,096,434	- 1,197,419	- 1,359,101	- 1,603,619		
	£300	- 275,837	- 379,747	- 484,031	- 588,532	- 693,034	- 797,655	- 902,888	- 1,008,121	- 1,114,048	- 1,231,561		
	£310	- 54,998	- 164,380	- 273,763	- 383,145	- 492,821	- 602,828	- 712,835	- 823,192	- 933,967	- 1,045,094		
	£320	165,153	50,719	- 64,046	- 178,990	- 293,933	- 408,877	- 524,168	- 639,769	- 755,370	- 871,707		
	£330	384,697	264,730	144,762	24,794	95,339	215,844	336,349	456,854	577,892	699,088		
	£340	604,049	478,741	353,240	227,740	102,240	23,261	148,877	274,943	401,010	527,203		
	£350	822,395	691,795	561,195	430,595	299,652	168,619	37,586	93,447	224,660	356,288		
	£360	1,040,741	904,632	768,523	632,414	496,305	360,196	223,933	87,368	49,198	185,764		
	£370	1,258,664	1,117,240	975,617	833,881	692,146	550,411	408,676	266,941	125,139	17,078		
	£380	1,475,909	1,328,128	1,180,347	1,032,566	884,785	736,841	588,723	440,604	292,486	144,367		
	£390	1,692,323	1,538,460	1,384,596	1,230,733	1,076,600	922,461	768,322	614,184	459,766	305,265		
	£400	1,908,564	1,748,366	1,588,167	1,427,969	1,267,770	1,107,572	947,373	786,926	626,430	465,933		
	£410	2,123,935	1,957,628	1,791,322	1,625,016	1,458,671	1,292,137	1,125,604	959,070	792,537	625,961		
	£420	2,339,266	2,166,644	1,994,022	1,821,401	1,648,779	1,476,158	1,303,536	1,130,915	958,097	785,229		
£430	2,554,054	2,375,285	2,196,516	2,017,747	1,838,848	1,659,911	1,480,974	1,302,037	1,123,100	944,163			
RLV		Land value										Eper gross acre	
-£49,198		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000		
GDV £psf	£280	- 1,324,341	- 1,408,012	- 1,491,684	- 1,575,355	- 1,659,026	- 1,742,698	- 1,826,369	- 1,910,041	- 1,993,712	- 2,077,384		
	£290	- 1,077,549	- 1,121,720	- 1,165,891	- 1,210,062	- 1,254,233	- 1,359,101	- 1,442,773	- 1,526,444	- 1,610,115	- 1,693,787		
	£300	- 893,827	- 937,732	- 981,638	- 1,025,706	- 1,069,774	- 1,114,048	- 1,158,219	- 1,202,389	- 1,246,560	- 1,310,190		
	£310	- 714,641	- 758,346	- 802,251	- 846,157	- 890,062	- 933,967	- 977,873	- 1,021,778	- 1,065,916	- 1,110,087		
	£320	- 537,162	- 580,804	- 624,445	- 668,087	- 711,729	- 755,370	- 799,204	- 843,109	- 887,015	- 930,920		
	£330	- 360,462	- 403,842	- 447,221	- 490,600	- 534,250	- 577,892	- 621,533	- 665,175	- 708,817	- 752,458		
	£340	- 184,168	- 227,492	- 270,872	- 314,251	- 357,630	- 401,010	- 444,389	- 487,769	- 531,338	- 574,980		
	£350	8,886	52,005	95,124	138,242	181,361	224,660	268,039	311,419	354,798	398,178		
	£360	166,167	123,277	80,158	37,039	6,080	49,198	92,317	135,346	178,555	221,828		
	£370	339,504	296,644	253,784	210,925	168,065	125,139	82,020	38,901	4,217	47,336		
	£380	506,671	463,924	421,065	378,205	335,345	292,486	249,626	206,766	163,907	120,900		
	£390	673,056	630,453	587,851	545,249	502,626	459,766	416,906	374,047	331,187	288,327		
	£400	838,707	796,361	754,015	711,634	669,032	626,430	583,828	541,225	498,468	455,608		
	£410	1,003,945	961,853	919,575	877,229	834,883	792,537	750,191	707,610	665,008	622,406		
	£420	1,168,752	1,126,660	1,084,568	1,042,476	1,000,385	958,097	915,751	873,405	831,059	788,713		
£430	1,333,096	1,291,257	1,249,735	1,207,283	1,165,191	1,123,100	1,081,008	1,038,916	996,619	954,277			

500 units		Brownfield		20% BNG Onsite											
RLV	Build cost														£psm
	£5,078,200	£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525				
GDV £psf	£280	18,806,892	20,319,177	21,836,654	23,359,358	24,889,981	27,059,430	29,479,280	31,899,129	34,318,979	36,738,829				
	£290	14,765,001	16,258,436	17,756,318	19,259,515	20,771,011	22,287,173	23,808,599	25,338,707	27,289,670	29,709,520				
	£300	10,797,785	12,265,280	13,746,087	15,231,274	16,724,906	18,222,515	19,725,713	21,236,467	22,751,412	24,272,837				
	£310	6,924,073	8,360,087	9,805,878	11,261,922	12,730,891	14,212,360	15,697,548	17,191,375	18,688,713	20,191,911				
	£320	3,127,308	4,538,729	5,957,659	7,385,516	8,822,552	10,269,203	11,726,160	13,196,503	14,678,633	16,163,821				
	£330	612,094	780,557	2,179,340	3,584,815	4,997,548	6,418,109	7,847,072	9,285,017	10,732,529	12,191,060				
	£340	4,266,989	2,887,856	1,504,285	115,730	1,278,360	2,678,541	4,085,375	5,499,426	6,921,264	8,351,464				
	£350	7,877,816	6,510,500	5,139,472	3,764,783	2,385,565	1,000,427	389,657	1,785,238	3,186,873	4,595,121				
	£360	11,460,454	10,104,261	8,742,697	7,378,772	6,011,457	4,638,786	3,262,492	1,882,034	496,569	895,044				
	£370	15,021,984	13,671,938	12,320,999	10,964,806	9,606,990	8,245,333	6,879,728	5,511,269	4,138,100	2,760,202				
	£380	18,563,275	17,221,560	15,875,719	14,528,964	13,178,043	11,825,351	10,469,158	9,109,626	7,747,969	6,380,685				
	£390	22,089,620	20,753,370	19,413,946	18,072,995	16,729,455	15,383,614	14,035,069	12,684,148	11,329,703	9,973,510				
	£400	25,524,579	24,192,841	22,858,940	21,522,690	20,185,763	18,844,812	17,503,861	16,158,140	14,812,299	13,461,596				
	£410	28,945,904	27,618,492	26,288,812	24,957,075	23,625,337	22,289,199	20,952,949	19,613,806	18,272,855	16,929,830				
	£420	32,358,081	31,034,809	29,708,071	28,380,659	27,053,046	25,721,308	24,389,571	23,055,708	21,719,457	20,382,800				
	£430	35,762,768	34,441,660	33,118,388	31,795,116	30,470,238	29,142,826	27,815,414	26,485,542	25,153,804	23,822,066				
RLV	Affordable														%
	£5,078,200	0%	5%	10%	15%	20%	25%	30%	35%	40%	45%				
GDV £psf	£280	15,081,591	17,217,855	19,368,088	21,535,099	23,721,720	26,285,078	30,388,133	34,491,189	38,594,245	42,697,300				
	£290	10,626,906	12,821,604	15,042,678	17,277,394	19,528,648	21,800,317	24,099,325	27,822,833	32,106,366	36,389,898				
	£300	6,278,465	8,520,081	10,785,374	13,080,135	15,402,398	17,741,492	20,103,446	22,489,739	25,656,015	30,124,715				
	£310	2,012,466	4,311,198	6,628,999	8,968,494	11,335,066	13,737,100	16,165,358	18,614,725	21,092,110	23,859,531				
	£320	2,192,245	173,028	2,551,579	4,946,861	7,362,613	9,804,958	12,280,120	14,794,426	17,332,757	19,901,334				
	£330	6,347,784	3,912,892	1,466,769	993,020	3,467,323	5,962,945	8,482,640	11,034,440	13,627,419	16,257,284				
	£340	10,466,115	7,948,363	5,422,206	2,885,353	335,133	2,229,378	4,814,392	7,423,215	10,063,344	12,744,954				
	£350	14,552,631	11,949,001	9,337,944	6,717,824	4,086,989	1,443,776	1,213,547	3,891,625	6,593,372	9,327,050				
	£360	18,615,650	15,922,104	13,223,264	10,517,459	7,803,004	5,078,200	2,341,336	410,993	3,182,167	5,978,913				
	£370	22,656,924	19,874,224	17,086,530	14,291,757	11,490,513	8,681,063	5,861,663	3,030,110	181,771	2,685,490				
	£380	26,681,707	23,808,493	20,928,331	18,044,594	15,155,520	12,259,333	9,354,242	6,438,444	3,510,118	567,101				
	£390	30,692,017	27,725,921	24,754,324	21,780,390	18,800,294	15,814,283	12,821,683	9,820,657	6,809,353	3,785,671				
	£400	34,689,859	31,615,212	28,535,143	25,453,906	22,365,848	19,273,917	16,176,445	13,071,543	9,957,308	6,831,821				
	£410	38,677,218	35,492,919	32,303,093	29,112,813	25,916,284	22,716,799	19,512,888	16,300,964	13,081,987	9,854,017				
	£420	42,656,066	39,359,821	36,061,158	32,760,616	29,455,612	26,147,464	22,835,439	19,516,350	16,191,346	12,858,418				
	£430	46,626,397	43,218,790	39,811,184	36,399,112	32,985,565	29,567,598	26,147,414	22,720,130	19,288,124	15,849,336				
RLV	Land value														£per gross acre
	£5,078,200	£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000				
GDV £psf	£200	82,552,240	103,416,829	124,281,418	145,146,007	166,010,596	186,875,184	207,739,773	228,604,362	249,468,951	270,333,540				
	£220	68,485,449	89,350,038	110,214,627	131,079,216	151,943,805	172,808,394	193,672,983	214,537,572	235,402,161	256,266,750				
	£240	54,418,659	75,283,248	96,147,837	117,012,426	137,877,014	158,741,603	179,606,192	200,470,781	221,335,370	242,199,959				
	£260	40,351,868	61,216,457	82,081,046	102,945,635	123,810,224	144,674,813	165,539,402	186,403,991	207,268,580	228,133,168				
	£280	26,285,078	47,149,667	68,014,256	88,878,844	109,743,433	130,608,022	151,472,611	172,337,200	193,201,789	214,066,378				
	£300	17,741,492	33,114,503	53,979,092	74,843,681	95,708,270	116,572,859	137,437,448	158,302,037	179,166,626	200,031,215				
	£320	9,804,958	22,624,489	39,967,384	60,831,973	81,696,562	102,561,151	123,425,739	144,290,328	165,154,917	186,019,506				
	£340	2,229,378	14,619,579	27,582,379	46,898,876	67,763,464	88,628,053	109,492,642	130,357,231	151,221,820	172,086,409				
	£360	5,078,200	6,922,523	19,565,605	33,078,757	53,943,346	74,807,935	95,672,524	116,537,113	137,401,702	158,266,291				
	£380	12,259,333	541,506	11,731,213	24,543,464	40,123,228	60,987,817	81,852,406	102,716,995	123,581,584	144,446,172				
	£400	19,273,917	7,773,344	4,208,224	16,711,109	29,646,580	47,324,921	68,189,510	89,054,099	109,918,688	130,783,277				
	£420	26,147,464	14,813,616	3,057,330	9,152,620	21,840,978	34,876,001	54,695,095	75,569,684	96,424,713	117,288,862				
	£440	32,978,870	21,782,426	10,207,035	1,769,614	14,178,256	27,002,566	41,200,680	62,065,269	82,929,858	103,794,446				
	£460	39,780,227	28,695,946	17,270,922	5,484,169	6,686,261	19,268,485	32,193,400	48,570,854	69,435,443	90,300,031				
	£480	46,555,906	35,565,559	24,267,673	12,640,727	666,639	11,675,106	24,399,187	37,410,990	55,941,027	76,805,616				
	£500	53,312,335	42,405,359	31,211,104	19,719,362	7,911,008	4,229,291	16,725,310	29,558,797	42,652,824	63,311,200				

100 units		Brownfield		20% BNG Onsite									
RLV		Build cost										£psm	
-£3,965,895		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£350	3,646,909	3,861,246	4,075,583	4,289,920	4,504,257	4,719,832	4,936,605	5,154,591	5,373,805	5,594,262		
	£360	2,966,320	3,179,369	3,392,418	3,605,809	3,820,146	4,034,483	4,248,820	4,463,157	4,678,057	4,894,111		
	£370	2,288,013	2,499,782	2,712,669	2,925,718	3,138,767	3,351,816	3,564,865	3,779,046	3,993,383	4,207,720		
	£380	1,612,427	1,824,196	2,035,965	2,247,734	2,459,503	2,672,067	2,885,116	3,098,165	3,311,214	3,524,263		
	£390	939,810	1,150,307	1,360,803	1,572,147	1,783,916	1,995,685	2,207,454	2,419,223	2,631,465	2,844,514		
	£400	276,464	486,961	697,457	907,954	1,118,450	1,328,947	1,540,205	1,751,973	1,963,742	2,175,511		
	£410	382,960	173,728	35,504	244,904	455,401	665,897	876,394	1,086,890	1,297,387	1,508,560		
	£420	1,042,275	833,072	623,841	414,609	205,377	3,854	213,344	423,841	634,337	844,834		
	£430	1,698,110	1,490,135	1,282,160	1,073,953	864,722	655,490	446,258	237,026	27,795	181,784		
	£440	2,353,944	2,145,969	1,937,995	1,730,020	1,522,046	1,314,071	1,105,603	896,371	687,139	477,907		
	£450	3,007,058	2,800,333	2,593,608	2,385,854	2,177,880	1,969,905	1,761,931	1,553,956	1,345,982	1,137,252		
	£460	3,658,524	3,452,851	3,246,126	3,039,401	2,832,676	2,625,739	2,417,765	2,209,790	2,001,816	1,793,841		
	£470	4,301,470	4,095,939	3,890,408	3,684,877	3,478,678	3,271,953	3,065,229	2,858,504	2,651,086	2,443,111		
	£480	4,942,047	4,737,655	4,532,772	4,327,241	4,121,710	3,916,178	3,710,645	3,503,920	3,297,195	3,090,470		
	£490	5,581,569	5,377,176	5,172,784	4,968,391	4,763,999	4,558,542	4,353,011	4,147,480	3,941,949	3,735,886		
	£500	6,219,379	6,016,070	5,812,305	5,607,913	5,403,520	5,199,128	4,994,735	4,789,844	4,584,313	4,378,782		
RLV		Affordable										%	
-£3,965,895		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£350	2,295,120	2,764,724	3,234,327	3,705,248	4,177,627	4,650,830	5,130,695	5,620,318	6,122,636	6,848,830		
	£360	1,530,685	2,015,484	2,501,644	2,988,892	3,476,141	3,965,895	4,456,026	4,951,119	5,456,594	5,975,730		
	£370	767,348	1,269,696	1,772,045	2,274,394	2,778,747	3,283,640	3,789,666	4,297,549	4,808,266	5,329,951		
	£380	7,989	525,702	1,043,808	1,563,707	2,083,606	2,603,891	3,126,430	3,648,968	4,174,575	4,701,811		
	£390	750,971	215,790	319,391	854,572	1,390,470	1,927,919	2,465,368	3,004,509	3,544,692	4,087,106		
	£400	1,506,489	954,073	401,323	152,981	707,284	1,261,588	1,817,336	2,374,003	2,931,315	3,490,823		
	£410	2,261,327	1,689,813	1,118,299	546,784	25,053	598,538	1,172,024	1,745,607	2,321,551	2,897,495		
	£420	3,014,229	2,425,174	1,834,939	1,244,326	653,713	63,100	528,157	1,120,824	1,713,492	2,307,653		
	£430	3,765,202	3,157,119	2,549,036	1,940,954	1,332,156	722,444	112,732	496,980	1,107,988	1,719,838		
	£440	4,516,174	3,889,064	3,261,954	2,634,843	2,007,733	1,380,623	752,978	124,167	504,644	1,133,517		
	£450	5,264,061	4,619,166	3,974,271	3,328,733	2,682,595	2,036,457	1,390,319	744,181	97,404	550,506		
	£460	6,010,789	5,347,558	4,683,694	4,019,831	3,355,967	2,692,103	2,027,126	1,361,960	696,795	31,629		
	£470	6,754,785	6,071,745	5,388,705	4,705,665	4,022,241	3,338,105	2,653,970	1,969,835	1,285,043	599,537		
	£480	7,497,945	6,795,415	6,092,048	5,388,682	4,685,315	3,981,948	3,278,582	2,574,474	1,869,950	1,165,426		
	£490	8,238,825	7,516,062	6,793,299	6,070,537	5,347,774	4,624,312	3,900,619	3,176,926	2,453,233	1,729,287		
	£500	8,979,609	8,236,670	7,493,636	6,750,602	6,007,567	5,264,533	4,521,499	3,778,465	3,034,618	2,290,598		
RLV		Land value										£per gross acre	
-£3,965,895		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000		
GDV £psf	£350	1,520,596	3,078,906	4,650,830	6,268,225	8,394,925	11,270,046	14,145,166	17,020,286	19,895,407	22,770,527		
	£360	848,815	2,399,844	3,965,895	5,554,228	7,205,435	9,901,308	12,776,428	15,651,549	18,526,669	21,401,790		
	£370	178,523	1,724,258	3,283,640	4,856,686	6,474,588	8,532,570	11,407,691	14,282,811	17,157,932	20,033,052		
	£380	489,331	1,051,064	2,603,891	4,171,362	5,760,853	7,410,803	10,038,953	12,914,074	15,789,194	18,664,314		
	£390	1,155,110	379,442	1,927,919	3,488,375	5,062,583	6,680,951	8,670,216	11,545,336	14,420,456	17,295,577		
	£400	1,811,236	280,617	1,261,588	2,817,025	4,385,289	5,976,255	7,625,337	10,193,590	13,068,710	15,943,830		
	£410	2,465,114	939,961	598,538	2,148,553	3,710,208	5,286,229	6,905,576	8,842,451	11,717,572	14,592,692		
	£420	3,116,339	1,595,930	63,100	1,481,602	3,039,158	4,608,283	6,201,060	7,849,696	10,366,434	13,241,554		
	£430	3,765,526	2,251,764	722,444	817,931	2,369,485	3,932,936	5,510,181	7,130,521	9,015,296	11,890,416		
	£440	4,412,051	2,904,868	1,380,623	154,882	1,702,534	3,261,291	4,831,277	6,425,866	8,074,054	10,539,278		
	£450	5,057,131	3,555,904	2,036,457	504,927	1,037,324	2,590,417	4,155,930	5,734,134	7,355,466	9,188,140		
	£460	5,700,976	4,205,319	2,692,103	1,164,272	374,274	1,923,466	3,483,424	5,054,271	6,650,672	8,298,664		
	£470	6,336,631	4,845,584	3,338,105	1,814,586	280,797	1,263,379	2,819,135	4,385,734	5,964,998	7,587,633		
	£480	6,971,092	5,484,721	3,981,948	2,463,266	932,934	607,590	2,158,424	3,719,687	5,291,498	6,890,243		
	£490	7,604,231	6,121,609	4,624,312	3,111,138	1,584,970	48,199	1,498,788	3,056,006	4,623,574	6,204,461		
	£500	8,236,473	6,758,367	5,264,533	3,756,554	2,233,650	701,002	841,504	2,393,985	3,956,557	5,529,338		



25 units		Brownfield		20% BNG Onsite									
RLV		Build cost										£psm	
-£2,514,956		£1,550	£1,575	£1,600	£1,625	£1,650	£1,675	£1,700	£1,725	£1,750	£1,775		
GDV £psf	£350	2,231,819	2,366,725	2,501,631	2,636,536	2,771,442	2,906,348	3,041,253	3,176,159	3,311,065	3,445,970		
	£360	1,969,937	2,104,843	2,239,748	2,374,654	2,509,560	2,644,465	2,779,371	2,914,277	3,049,182	3,184,088		
	£370	1,708,055	1,842,961	1,977,866	2,112,772	2,247,678	2,382,583	2,517,489	2,652,394	2,787,300	2,922,206		
	£380	1,446,173	1,581,078	1,715,984	1,850,890	1,985,795	2,120,701	2,255,607	2,390,512	2,525,418	2,660,324		
	£390	1,193,564	1,319,196	1,454,102	1,589,008	1,723,913	1,858,819	1,993,724	2,128,630	2,263,536	2,398,441		
	£400	1,057,691	1,134,250	1,210,809	1,327,125	1,462,031	1,596,937	1,731,842	1,866,748	2,001,653	2,136,559		
	£410	922,266	998,377	1,074,936	1,151,495	1,228,055	1,335,054	1,469,960	1,604,866	1,739,771	1,874,677		
	£420	787,347	863,446	939,545	1,015,645	1,092,182	1,168,741	1,245,300	1,342,983	1,477,889	1,612,795		
	£430	652,916	728,558	804,627	880,726	956,825	1,032,924	1,109,427	1,185,986	1,262,546	1,351,040		
	£440	518,903	594,544	670,186	745,828	821,906	898,006	974,105	1,050,204	1,126,673	1,203,232		
	£450	385,233	460,531	536,173	611,815	687,457	763,099	839,186	915,285	991,384	1,067,483		
	£460	252,076	327,263	402,451	477,802	553,443	629,085	704,727	780,369	856,466	932,565		
	£470	123,365	198,552	273,740	348,927	424,115	499,550	575,192	650,834	726,476	802,157		
	£480	4,188	70,548	145,429	220,616	295,804	370,991	446,178	521,702	597,344	672,985		
	£490	131,726	56,990	17,745	92,481	167,492	242,680	317,867	393,055	468,242	543,853		
	£500	259,130	184,528	109,793	35,057	39,679	114,414	189,556	264,743	339,931	415,118		
RLV		Affordable										%	
-£2,514,956		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£350	2,075,067	2,215,421	2,355,775	2,496,130	2,636,484	2,776,838	2,917,192	3,057,547	3,197,901	3,338,255		
	£360	1,790,730	1,935,575	2,080,420	2,225,266	2,370,111	2,514,956	2,659,801	2,804,646	2,949,492	3,094,337		
	£370	1,506,393	1,655,729	1,805,065	1,954,401	2,103,738	2,253,074	2,402,410	2,551,746	2,701,082	2,850,419		
	£380	1,302,398	1,376,242	1,529,710	1,683,537	1,837,364	1,991,192	2,145,019	2,298,846	2,452,673	2,606,500		
	£390	1,156,418	1,225,707	1,294,996	1,412,673	1,570,991	1,729,309	1,887,627	2,045,946	2,204,264	2,362,582		
	£400	1,011,155	1,081,849	1,153,058	1,224,369	1,304,819	1,467,427	1,630,236	1,793,045	1,955,854	2,118,663		
	£410	866,213	938,912	1,011,610	1,084,453	1,157,785	1,231,117	1,372,845	1,540,145	1,707,445	1,874,745		
	£420	721,634	795,974	870,678	945,381	1,020,084	1,095,244	1,170,598	1,287,245	1,459,036	1,630,827		
	£430	577,666	653,835	730,003	806,453	883,161	959,869	1,036,746	1,114,122	1,210,626	1,386,908		
	£440	433,699	511,858	590,018	668,177	746,336	824,950	903,663	982,376	1,061,688	1,143,324		
	£450	290,410	370,126	450,032	530,182	610,332	690,482	770,749	851,467	932,184	1,013,298		
	£460	147,354	229,050	310,746	392,441	474,328	556,469	638,610	720,751	803,279	886,001		
	£470	4,298	88,863	173,428	257,993	342,557	427,122	511,962	596,989	682,017	767,221		
	£480	138,126	50,952	36,270	123,783	211,297	298,811	386,325	473,839	561,785	649,780		
	£490	280,334	190,226	100,118	10,010	80,098	170,500	260,963	351,425	441,888	532,515		
	£500	422,542	329,500	236,458	143,416	50,374	42,668	135,710	229,012	322,424	415,836		
RLV		Land value										£per gross acre	
-£2,514,956		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000		
GDV £psf	£350	1,236,069	1,621,261	2,006,453	2,391,646	2,776,838	3,162,031	3,547,223	3,932,415	4,317,608	4,702,800		
	£360	1,036,092	1,359,379	1,744,571	2,129,764	2,514,956	2,900,148	3,285,341	3,670,533	4,055,726	4,440,918		
	£370	900,246	1,118,816	1,482,689	1,867,881	2,253,074	2,638,266	3,023,459	3,408,651	3,793,843	4,179,036		
	£380	765,327	982,944	1,220,807	1,605,999	1,991,192	2,376,384	2,761,576	3,146,769	3,531,961	3,917,154		
	£390	630,650	847,692	1,065,668	1,344,117	1,729,309	2,114,502	2,499,694	2,884,887	3,270,079	3,655,271		
	£400	496,636	712,774	930,057	1,148,392	1,467,427	1,852,620	2,237,812	2,623,004	3,008,197	3,393,389		
	£410	362,894	578,601	795,139	1,012,520	1,231,117	1,590,737	1,975,930	2,361,122	2,746,315	3,131,507		
	£420	229,737	444,588	660,566	877,504	1,095,244	1,328,911	1,714,048	2,099,240	2,484,432	2,869,625		
	£430	96,699	311,261	526,553	742,585	959,869	1,177,969	1,452,165	1,837,358	2,222,550	2,607,743		
	£440	35,649	178,105	392,785	608,518	824,950	1,042,234	1,260,693	1,575,476	1,960,668	2,345,860		
	£450	167,998	45,393	259,629	474,504	690,482	907,316	1,124,820	1,343,418	1,698,786	2,083,978		
	£460	299,802	86,955	126,472	341,152	556,469	772,447	989,681	1,207,545	1,437,085	1,822,096		
	£470	427,008	214,890	1,499	212,442	427,122	642,912	859,273	1,076,557	1,294,813	1,568,932		
	£480	553,821	341,712	129,037	84,353	298,811	513,780	729,758	946,555	1,163,893	1,382,490		
	£490	680,040	468,525	256,416	43,185	170,500	385,180	600,626	816,604	1,033,837	1,251,570		
	£500	806,174	595,337	383,229	170,722	42,668	256,869	471,550	687,472	903,835	1,121,111		

# Kent BNG - 15% offsite

Residential

## User information

User inputs in this version of the model provided or updated by:

Name: JB

Date: April 2022

**SQW**

Residential baseline inputs

No units				Tenure split aff		Mrkt resi mix					Aff resi mix					Mrkt resi no. units					Aff resi no. units				
Number of units	Land type	Unit type	Affordable housing policy	Social/aff rent	Int/1st homes	1BF	2BF	2BH	3BH	4BH	1BF	2BF	2BH	3BH	4BH	1B					1BF	2BF	2BH	3BH	4BH
																F	2BF	2BH	3BH	4BH					
5,000	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	300	0	1050	1050	600	700	0	800	400	100
500	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	30	0	105	105	60	70	0	80	40	10
100	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	6	0	21	21	12	14	0	16	8	2
25	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	2	0	5	5	3	4	0	4	2	1
500	Brownfield	Houses	25%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	38	0	131	131	75	44	0	50	25	6
100	Brownfield	Houses/flat	25%	70%	30%	15%	15%	30%	30%	10%	35%	20%	20%	20%	5%	11	11	23	23	8	9	5	5	5	1
25	Brownfield	Flats	25%	70%	30%	50%	50%	0%	0%	0%	50%	50%	0%	0%	0%	9	9	0	0	0	3	3	0	0	0



Mrkt resi unit sizes sqm						Aff resi unit sizes sqm					Floorspace sqm					Floorspace sqft					
																					Flat gross to net
1BF	2BF	2BH	3BH	4BH		1BF	2BF	2BH	3BH	4BH	Mrkt H	Aff H	Mrkt F	Aff F	TOTAL	Mrkt H	Aff H	Mrkt F	Aff F	TOTAL	
60	72	85	100	115		60	72	85	100	115	263,250	119,500	18,000	42,000	442,750	2,833,599	1,286,287	193,750	452,084	4,765,721	80%
60	72	85	100	115		60	72	85	100	115	26,325	11,950	1,800	4,200	44,275	283,360	128,629	19,375	45,208	476,572	80%
60	72	85	100	115		60	72	85	100	115	5,265	2,390	360	840	8,855	56,672	25,726	3,875	9,042	95,314	80%
60	0	90	110	130		60	0	90	110	130	1,440	645	90	210	2,385	15,500	6,943	969	2,260	25,672	80%
60	72	85	100	115		60	72	85	100	115	32,906	7,469	2,250	2,625	45,250	354,200	80,393	24,219	28,255	487,067	80%
60	72	85	100	115		60	72	85	100	115	5,025	1,069	1,485	885	8,464	54,089	11,504	15,984	9,526	91,103	80%
60	72	85	100	115		60	72	85	100	115	-	-	1,238	413	1,650	-	-	13,320	4,440	17,760	80%

Affordable transfer value			Values £psf			Value per unit 1st homes £250k cap				
Aff/soc rent	1st homes		Market	Aff/ soc rent	1st homes	1BF	2BF	2BH	3BH	4BH
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£0	£244,128	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%		£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000

Land value													
<i>Net density (dph)</i>	<i>Gross to net</i>	<i>Site size ha</i>	<i>Value per gross acre</i>	<i>Value per gross ha</i>	<i>Total land cost</i>	<i>Additional land for BNG</i>	<i>Total land</i>	<i>Phased purchased</i>	<i>Cost per phase</i>	<i>SDLT per phase</i>	<i>Acquisition Agent fees</i>	<i>Acquisition Legal fees</i>	
35	50.00%	285.71	£100,000	£247,100	£70,600,000	£0	£70,600,000	5	£14,120,000	£695,500	1%	0.50%	
35	70.00%	20.41	£100,000	£247,100	£5,042,857	£0	£5,042,857	1	£5,042,857	£241,643	1%	0.5%	
40	74.89%	3.34	£100,000	£247,100	£824,876	£0	£824,876	1	£824,876	£30,744	1%	0.5%	
20	61.55%	2.03	£100,000	£247,100	£501,828	£0	£501,828	1	£501,828	£14,591	1%	0.5%	
40	90.00%	13.89	£500,000	£1,235,500	£17,159,722	£0	£17,159,722	1	£17,159,722	£847,486	1%	0.5%	
55	95.00%	1.91	£1,000,000	£2,471,000	£4,729,187	£0	£4,729,187	1	£4,729,187	£225,959	1%	0.5%	
100	97.50%	0.26	£1,500,000	£3,706,500	£950,385	£0	£950,385	1	£950,385	£37,019	1%	0.5%	

General costs										Other policy costs						
Planning fee	CIL	£psm	Infrastrucutre and policy £ per dwelling	Site clerance per net ac	Base build cost house	Base build cost flat	External works	Prof fees	Contingency	%M4(2)	% M4(3)	M4(2) £ per dwelling cost	M4(3) £ per dwelling cost	Electric car £per dwelling	Future Home Standards	Future Home Standards
															£ per dwelling (houses)	£ per dwelling (flats)
£300,000		£120	£20,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£84,959		£120	£15,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£29,759		£120	£5,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£11,550		£120	£5,000		£1,417	£1,651	15%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£84,959		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£29,759		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£11,550		£75	£0	110000	£1,417	£1,651	10%	10%	5%	50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256

Disposal costs			Interest		Developers profit			BNG costs	OFFSITE	15%
Marketing (market unit GDV)	Sale agents (market unit GDV)	Sale legal	APR	PCM	Market% on GDV	Aff/social rent% on GDV	1st homes % on GDV	Offsite £per dwelling	Onsite additional land ha	Onsite additional land £
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£631.85	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£1,062.85	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£394.70	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£874.76	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£100.37	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£10.17	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£506.30	0	£0

Number of units	Land type	Unit type	Affordable housing policy
	5,000 Greenfield	Houses	40%

Item	Value/cost	Notes	Timings			
			Offset	payments start	#months	payments finish (no payments)
Market housing	£1,020,095,751		6	15	120	135
Market flats	£69,750,137		6	15	120	135
Social/aff rent housing	£162,072,193		6	9	120	129
Social/aff rent flats	£56,962,612		6	9	120	129
1st home housing	£92,835,571		6	9	120	129
1st home flats	£34,177,853		6	9	120	129
TOTAL GDV		£1,435,894,116				
Planning fee	-£300,000		0	2	1	3
CIL	-£34,290,000		1	9	1	10
Site clearance	£0	Brownfield only	0	2	1	3
Infrastructure	-£100,000,000		1	3	120	123
Build cost houses	-£542,356,750		6	9	120	129
Build cost flats	-£123,825,000		0	9	120	129
External works	-£99,927,263		0	9	120	129
M4(2) cat housing	-£3,500,000		0	9	120	129
M4(3) cat housing	-£11,395,500		0	9	120	129
Contingency	-£44,050,226	Includes costs from m42	2	9	120	129
Professional fees	-£88,100,451		3	9	120	129
Marketing	-£16,347,688	Only on market units	-6	9	120	129
Sales agents costs	-£10,898,459	Only on market units	0	15	120	135
Sales legal costs	-£5,449,229	Only on market units	0	15	120	135
BNG costs	-£3,159,232		0	9	120	129
Electric charging	-£5,000,000		0	9	120	129
Future home standards housing	-£19,388,000					
Future home standards flats	-£2,256,000					
Land	-£14,120,000	-£70,600,000				MANUAL TIMINGS
SDLT	-£695,500	-£3,477,500				MANUAL TIMINGS
Land agents	-£141,200	-£706,000				MANUAL TIMINGS
Lands legal	-£70,600	-£353,000				MANUAL TIMINGS
Interest	-£15,427,669					
Profit market	-£217,969,178					
Profit social/aff	-£13,142,088					
Profit 1st homes	-£25,402,685					
TOTAL COSTS		-£1,457,321,918				
SURPLUS/DEFICT		-£21,427,801				

1.1%

15%

5,000 units		Greenfield		15% BNG Offsite									
RLV		Build cost										£psm	
-£21,427,801		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	-273,911,505	-293,571,399	-313,231,294	-332,891,188	-352,551,082	-372,210,976	-391,870,871	-411,530,765	-431,190,659	-450,850,554		
	£290	-222,180,002	-241,673,910	-261,333,804	-280,993,698	-300,653,593	-320,313,487	-339,973,381	-359,633,276	-379,293,170	-398,953,064		
	£300	-173,644,783	-191,838,385	-210,556,576	-229,555,089	-249,055,761	-268,715,655	-288,375,549	-308,035,443	-327,695,338	-347,355,232		
	£310	-130,933,416	-146,828,827	-163,485,921	-180,914,184	-199,183,026	-217,917,774	-236,930,177	-256,437,611	-276,097,506	-295,757,400		
	£320	-93,283,625	-107,871,926	-122,717,093	-137,930,079	-153,937,897	-170,673,128	-188,193,619	-206,527,666	-225,278,971	-244,305,264		
	£330	-57,973,096	-71,791,323	-85,794,903	-100,127,027	-114,755,683	-129,647,838	-144,941,557	-161,056,696	-177,869,401	-195,478,041		
	£340	-24,398,368	-37,956,830	-51,598,069	-65,338,915	-79,188,498	-93,268,911	-107,684,404	-122,366,429	-137,321,339	-152,749,825		
	£350	8,499,166	4,883,549	18,324,257	31,832,183	45,416,704	59,087,351	72,857,112	86,751,412	100,914,605	115,407,929		
	£360	40,880,976	27,707,422	14,457,232	1,121,017	12,278,951	25,741,577	39,273,451	52,883,250	66,584,275	80,384,550		
	£370	72,866,636	59,802,784	46,712,090	33,581,955	20,382,723	7,102,261	6,260,929	19,684,407	33,169,361	46,725,076		
	£380	104,693,930	91,686,658	78,659,058	65,608,952	52,534,147	39,432,433	26,279,846	13,045,701	267,633	13,653,902		
	£390	136,400,449	123,437,660	110,459,537	97,463,946	84,448,731	71,411,722	58,350,729	45,263,547	32,144,411	18,957,513		
	£400	166,793,684	153,865,548	140,923,196	127,968,235	114,998,550	102,007,712	88,998,738	75,969,984	62,919,278	49,844,430		
	£410	197,070,297	184,171,469	171,262,719	158,337,420	145,402,207	132,453,931	119,485,811	106,502,808	93,502,789	80,483,603		
	£420	227,290,350	214,418,124	201,529,682	188,636,801	175,728,050	162,809,291	149,881,155	136,932,941	123,972,562	110,997,905		
	£430	257,463,580	244,608,502	231,744,381	218,872,155	205,989,068	193,098,952	180,193,382	167,281,163	154,353,027	141,411,951		
RLV		Affordable										%	
-£21,427,801		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	-153,105,876	-175,350,572	-199,190,230	-225,105,352	-252,121,252	-280,349,084	-308,872,659	-337,396,235	-365,919,810	-394,443,386		
	£290	-106,559,461	-127,573,839	-149,259,389	-172,608,085	-197,886,322	-225,427,654	-254,149,115	-284,085,718	-314,022,321	-343,958,924		
	£300	-62,583,988	-83,488,672	-104,971,945	-126,983,224	-149,834,305	-174,708,801	-202,014,312	-231,471,019	-262,424,489	-293,811,577		
	£310	-20,306,628	-41,641,935	-63,149,446	-84,970,003	-107,455,506	-130,591,283	-155,017,565	-181,971,374	-211,889,369	-243,664,229		
	£320	21,204,930	-780,544	-22,881,462	-45,127,689	-67,572,930	-90,408,011	-114,041,660	-138,505,247	-165,241,564	-195,231,039		
	£330	62,183,172	39,466,758	16,675,656	6,213,494	-29,230,460	-52,420,859	-75,848,248	-99,876,735	-124,850,415	-151,432,028		
	£340	102,661,532	79,169,131	55,577,765	31,886,917	8,106,698	-15,788,955	-39,838,628	-64,103,421	-88,727,989	-114,346,555		
	£350	142,722,398	118,336,695	93,923,116	69,459,789	44,896,269	20,204,744	4,604,067	-29,553,247	-54,701,315	-80,144,613		
	£360	182,601,388	157,275,724	131,929,669	106,561,255	81,163,834	55,719,743	30,156,208	4,437,615	21,427,801	47,481,986		
	£370	222,331,825	196,059,038	169,768,665	143,464,130	117,138,646	90,785,372	64,397,409	37,952,173	11,360,468	15,426,110		
	£380	261,946,495	234,718,334	207,475,446	180,222,001	152,956,127	125,666,553	98,354,332	71,013,250	43,627,879	16,154,557		
	£390	301,468,348	273,274,581	245,077,528	216,865,026	188,645,779	160,412,109	132,158,671	103,885,026	75,583,929	47,246,664		
	£400	340,913,518	311,599,339	282,282,924	252,961,259	223,627,009	194,285,598	164,931,005	135,557,482	106,164,780	76,745,430		
	£410	380,288,382	349,852,819	319,408,782	288,964,744	258,510,561	228,049,738	197,578,532	167,098,342	136,597,379	106,078,394		
	£420	419,610,274	388,048,312	356,476,886	324,905,460	293,332,184	261,745,181	230,158,178	198,555,332	166,946,295	135,320,165		
	£430	458,887,161	426,193,585	393,494,761	360,795,936	328,097,112	295,385,919	262,672,884	229,953,758	197,223,789	164,483,291		
RLV		Land value										£per gross acre	
-£21,427,801		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000		
GDV £psf	£280	-333,103,821	-339,667,019	-346,230,216	-352,793,414	-359,356,612	-365,919,810	-372,483,008	-379,046,206	-385,609,404	-392,172,602		
	£290	-281,206,331	-287,769,529	-294,332,727	-300,895,925	-307,459,123	-314,022,321	-320,585,519	-327,148,717	-333,711,915	-340,275,112		
	£300	-229,762,658	-236,171,697	-242,734,895	-249,298,093	-255,861,291	-262,424,489	-268,987,687	-275,550,885	-282,114,082	-288,677,280		
	£310	-181,129,403	-187,130,959	-193,226,423	-199,412,564	-205,635,101	-211,889,369	-218,178,568	-224,497,254	-230,845,834	-237,224,721		
	£320	-138,588,379	-143,665,577	-148,885,894	-154,242,285	-159,694,162	-165,241,564	-170,888,068	-176,637,350	-182,493,187	-188,456,824		
	£330	-101,086,967	-105,753,140	-110,463,326	-115,215,535	-120,010,860	-124,850,415	-129,735,334	-134,670,449	-139,709,000	-144,868,169		
	£340	-66,550,355	-70,936,252	-75,341,630	-79,766,712	-84,220,446	-88,727,989	-93,293,948	-97,913,525	-102,592,607	-107,314,269		
	£350	-33,160,773	-37,435,781	-41,727,394	-46,035,387	-50,359,960	-54,701,315	-59,059,658	-63,435,194	-67,828,133	-72,238,684		
	£360	325,487	4,518,233	8,725,259	12,945,743	17,179,863	21,427,801	25,689,742	29,965,871	34,257,630	38,564,987		
	£370	31,995,654	27,902,525	23,794,961	19,666,451	15,525,803	11,360,468	7,180,031	2,978,646	1,234,251	5,459,605		
	£380	63,977,935	59,916,106	55,853,926	51,782,398	47,709,298	43,627,879	39,543,794	35,437,843	31,319,397	27,185,301		
	£390	95,793,148	91,763,337	87,723,261	83,682,725	79,635,254	75,583,929	71,528,888	67,466,709	63,403,920	59,330,820		
	£400	126,264,592	122,256,037	118,237,475	114,218,324	110,194,591	106,164,780	102,134,969	98,095,182	94,054,646	90,009,302		
	£410	156,605,033	152,610,241	148,612,218	144,614,196	140,605,934	136,597,379	132,585,971	128,566,820	124,547,669	120,522,307		
	£420	186,869,907	182,892,760	178,912,759	174,925,206	170,937,653	166,946,295	162,948,272	158,950,250	154,947,276	150,938,722		
	£430	217,080,831	213,114,028	209,147,224	205,178,084	201,200,937	197,223,789	193,245,379	189,257,826	185,270,273	181,282,349		

500 units		Greenfield		15% BNG Offsite										
RLV		Build cost										£psm		
£1,985,453		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525			
GDV £psf	£280	- 19,560,950	- 21,072,575	- 22,825,108	- 25,223,368	- 27,621,628	- 30,019,888	- 32,418,148	- 34,816,408	- 37,214,667	- 39,612,927			
	£290	- 15,778,329	- 17,268,115	- 18,765,544	- 20,270,194	- 21,782,164	- 23,532,009	- 25,930,269	- 28,328,529	- 30,726,788	- 33,125,048			
	£300	- 12,078,254	- 13,548,090	- 15,024,442	- 16,507,405	- 17,997,191	- 19,495,863	- 21,001,389	- 22,513,864	- 24,276,437	- 26,674,697			
	£310	- 8,475,894	- 9,901,902	- 11,343,181	- 12,801,648	- 14,273,585	- 15,751,910	- 17,236,481	- 18,727,391	- 20,226,182	- 21,732,583			
	£320	- 4,980,293	- 6,369,397	- 7,771,097	- 9,187,430	- 10,617,832	- 12,063,634	- 13,527,143	- 14,999,079	- 16,479,377	- 17,965,557			
	£330	- 1,563,967	- 2,927,142	- 4,298,279	- 5,680,278	- 7,073,232	- 8,479,300	- 9,899,794	- 11,334,148	- 12,784,644	- 14,252,637			
	£340	- 1,735,792	- 390,394	- 961,259	- 2,319,719	- 3,686,174	- 5,062,008	- 6,447,941	- 7,845,535	- 9,257,020	- 10,682,644			
	£350	- 4,985,908	- 3,653,402	- 2,316,247	- 973,905	- 374,164	- 1,728,752	- 3,091,298	- 4,461,584	- 5,841,553	- 7,231,751			
	£360	- 8,210,179	- 6,887,261	- 5,560,925	- 4,230,642	- 2,895,883	- 1,556,111	- 210,786	- 1,140,636	- 2,498,703	- 3,863,970			
	£370	- 11,415,138	- 10,099,570	- 8,781,261	- 7,460,225	- 6,135,897	- 4,806,954	- 3,474,049	- 2,136,651	- 794,224	- 553,772			
	£380	- 14,604,067	- 13,294,960	- 11,983,494	- 10,668,939	- 9,352,343	- 8,032,487	- 6,708,861	- 5,381,970	- 4,051,289	- 2,716,287			
	£390	- 17,781,380	- 16,477,572	- 15,170,515	- 13,862,786	- 12,551,320	- 11,238,309	- 9,922,740	- 8,603,569	- 7,281,825	- 5,956,987			
	£400	- 20,826,357	- 19,526,106	- 18,223,405	- 16,919,597	- 15,613,312	- 14,305,766	- 12,995,034	- 11,683,086	- 10,367,517	- 9,049,556			
	£410	- 23,859,733	- 22,562,859	- 21,263,357	- 19,963,105	- 18,661,018	- 17,357,210	- 16,051,682	- 14,744,136	- 13,434,304	- 12,122,838			
	£420	- 26,887,375	- 25,593,137	- 24,296,263	- 22,999,389	- 21,700,357	- 20,400,105	- 19,098,631	- 17,794,823	- 16,490,051	- 15,182,505			
	£430	- 29,910,723	- 28,617,251	- 27,323,575	- 26,029,666	- 24,732,792	- 23,435,918	- 22,137,357	- 20,837,105	- 19,536,244	- 18,232,436			
RLV		Affordable												%
£1,985,453		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%			
GDV £psf	£280	- 10,639,088	- 12,581,570	- 14,548,826	- 16,527,112	- 18,519,206	- 20,527,910	- 22,557,922	- 25,406,306	- 29,252,445	- 33,098,583			
	£290	- 6,307,119	- 8,289,612	- 10,294,131	- 12,325,940	- 14,388,532	- 16,464,668	- 18,557,242	- 20,672,745	- 22,813,702	- 26,791,180			
	£300	- 2,080,617	- 4,115,380	- 6,167,110	- 8,240,270	- 10,339,028	- 12,469,042	- 14,632,201	- 16,812,565	- 19,016,250	- 21,247,032			
	£310	- 2,071,387	- 29,437	- 2,140,187	- 4,265,216	- 6,407,960	- 8,575,441	- 10,772,835	- 13,008,535	- 15,278,043	- 17,568,682			
	£320	- 6,170,042	- 3,997,008	- 1,816,906	- 371,731	- 2,573,361	- 4,789,900	- 7,027,300	- 9,295,126	- 11,598,951	- 13,949,810			
	£330	- 10,230,663	- 7,980,691	- 5,725,668	- 3,464,096	- 1,194,463	- 1,084,753	- 3,378,037	- 5,689,431	- 8,027,753	- 10,403,098			
	£340	- 14,262,326	- 11,924,013	- 9,582,477	- 7,235,578	- 4,883,614	- 2,525,035	- 156,529	- 2,223,244	- 4,620,570	- 7,041,838			
	£350	- 18,272,403	- 15,841,160	- 13,408,413	- 10,972,363	- 8,531,838	- 6,086,759	- 3,635,530	- 1,176,423	- 1,294,868	- 3,781,201			
	£360	- 22,263,650	- 19,739,909	- 17,213,889	- 14,685,966	- 12,155,423	- 9,620,596	- 7,081,756	- 4,537,260	- 1,985,453	- 577,329			
	£370	- 26,241,031	- 23,623,803	- 21,003,190	- 18,382,326	- 15,758,546	- 13,133,478	- 10,503,731	- 7,870,545	- 5,232,230	- 2,587,081			
	£380	- 30,207,168	- 27,494,610	- 24,779,709	- 22,063,883	- 19,347,475	- 16,627,798	- 13,907,013	- 11,182,898	- 8,454,841	- 5,722,212			
	£390	- 34,164,030	- 31,355,937	- 28,545,321	- 25,734,360	- 22,923,400	- 20,109,567	- 17,295,142	- 14,478,014	- 11,659,291	- 8,836,129			
	£400	- 38,113,568	- 35,192,853	- 32,271,185	- 29,349,518	- 26,427,851	- 23,503,492	- 20,578,728	- 17,652,661	- 14,724,181	- 11,793,350			
	£410	- 42,055,145	- 39,022,047	- 35,988,949	- 32,955,851	- 29,921,847	- 26,886,056	- 23,850,265	- 20,813,548	- 17,774,428	- 14,734,554			
	£420	- 45,991,046	- 42,846,287	- 39,701,528	- 36,555,691	- 33,408,681	- 30,261,671	- 27,114,660	- 23,966,100	- 20,816,186	- 17,666,183			
	£430	- 49,924,141	- 46,665,895	- 43,407,413	- 40,148,932	- 36,890,450	- 33,631,969	- 30,372,763	- 27,111,840	- 23,850,918	- 20,589,651			
RLV		Land value										£per gross acre		
£1,985,453		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000			
GDV £psf	£280	- 26,186,627	- 26,799,791	- 27,412,954	- 28,026,118	- 28,639,281	- 29,252,445	- 29,865,608	- 30,478,771	- 31,091,935	- 31,705,098			
	£290	- 20,875,822	- 21,262,330	- 21,650,173	- 22,038,016	- 22,425,859	- 22,813,702	- 23,377,729	- 23,990,892	- 24,604,056	- 25,217,219			
	£300	- 17,105,776	- 17,486,670	- 17,867,564	- 18,249,857	- 18,633,054	- 19,016,250	- 19,399,446	- 19,782,642	- 20,167,562	- 20,553,075			
	£310	- 13,392,850	- 13,769,180	- 14,145,511	- 14,521,841	- 14,899,438	- 15,278,043	- 15,656,648	- 16,035,253	- 16,413,858	- 16,793,539			
	£320	- 9,762,238	- 10,127,397	- 10,493,452	- 10,860,819	- 11,229,364	- 11,598,951	- 11,970,028	- 12,341,849	- 12,715,500	- 13,089,570			
	£330	- 6,247,935	- 6,601,554	- 6,955,874	- 7,312,205	- 7,669,136	- 8,027,753	- 8,387,469	- 8,748,253	- 9,110,796	- 9,473,761			
	£340	- 2,887,050	- 3,231,518	- 3,577,399	- 3,923,942	- 4,271,914	- 4,620,570	- 4,970,645	- 5,321,453	- 5,673,644	- 6,026,642			
	£350	- 404,039	- 66,397	- 272,781	- 612,464	- 953,132	- 1,294,868	- 1,637,061	- 1,980,863	- 2,324,665	- 2,670,495			
	£360	- 3,657,201	- 3,324,189	- 2,990,592	- 2,656,679	- 2,321,066	- 1,985,453	- 1,648,579	- 1,310,937	- 973,088	- 633,405			
	£370	- 6,882,144	- 6,553,753	- 6,224,153	- 5,894,553	- 5,563,822	- 5,232,230	- 4,900,638	- 4,567,516	- 4,233,919	- 3,900,322			
	£380	- 10,087,038	- 9,761,387	- 9,435,736	- 9,110,080	- 8,782,460	- 8,454,841	- 8,127,222	- 7,797,775	- 7,468,175	- 7,138,575			
	£390	- 13,275,038	- 12,953,288	- 12,630,606	- 12,306,911	- 11,983,217	- 11,659,291	- 11,333,640	- 11,007,989	- 10,682,339	- 10,355,158			
	£400	- 16,328,278	- 16,008,462	- 15,688,647	- 15,367,679	- 15,045,930	- 14,724,181	- 14,402,432	- 14,078,781	- 13,755,087	- 13,431,392			
	£410	- 19,368,155	- 19,050,260	- 18,732,366	- 18,414,060	- 18,094,244	- 17,774,428	- 17,454,612	- 17,134,144	- 16,812,395	- 16,490,646			
	£420	- 22,400,561	- 22,084,577	- 21,768,593	- 21,451,974	- 21,134,080	- 20,816,186	- 20,498,292	- 20,180,026	- 19,860,210	- 19,540,394			
	£430	- 25,426,952	- 25,112,867	- 24,798,781	- 24,482,886	- 24,166,902	- 23,850,918	- 23,534,933	- 23,217,900	- 22,900,006	- 22,582,111			



100 units		Greenfield		15% BNG Offsite																	
RLV		Build cost      £psm																			
£1,884,307		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525										
GDV £psf	£280	-	2,174,259	-	2,451,317	-	2,729,435	-	3,007,552	-	3,287,123	-	3,566,921	-	3,847,359	-	4,128,849	-	4,410,338	-	4,902,725
	£290	-	1,487,297	-	1,762,475	-	2,038,921	-	2,315,367	-	2,592,865	-	2,870,983	-	3,149,165	-	3,428,963	-	3,708,762	-	3,989,343
	£300	-	808,506	-	1,082,169	-	1,356,954	-	1,631,739	-	1,907,533	-	2,183,979	-	2,460,425	-	2,738,393	-	3,016,510	-	3,295,015
	£310	-	133,439	-	405,919	-	679,053	-	952,187	-	1,226,611	-	1,501,397	-	1,776,182	-	2,052,591	-	2,329,038	-	2,605,804
	£320	-	535,015	-	265,704	-	4,721	-	276,466	-	549,600	-	822,734	-	1,096,269	-	1,371,054	-	1,645,839	-	1,921,204
	£330	-	1,197,370	-	930,363	-	662,479	-	393,759	-	123,834	-	147,495	-	420,147	-	693,281	-	966,415	-	1,240,711
	£340	-	1,842,395	-	1,577,158	-	1,311,501	-	1,044,620	-	777,173	-	508,743	-	239,031	-	31,728	-	303,741	-	576,875
	£350	-	2,481,330	-	2,217,616	-	1,953,239	-	1,688,289	-	1,422,633	-	1,156,104	-	889,074	-	620,645	-	351,417	-	81,209
	£360	-	3,117,653	-	2,855,120	-	2,591,952	-	2,328,460	-	2,064,084	-	1,799,420	-	1,533,764	-	1,267,587	-	1,000,580	-	732,546
	£370	-	3,751,966	-	3,490,149	-	3,228,118	-	2,965,743	-	2,702,574	-	2,439,305	-	2,174,928	-	1,910,551	-	1,644,895	-	1,379,071
	£380	-	4,384,263	-	4,123,300	-	3,862,337	-	3,600,613	-	3,338,583	-	3,076,365	-	2,813,196	-	2,550,028	-	2,285,772	-	2,021,395
	£390	-	5,015,135	-	4,755,170	-	4,494,635	-	4,233,672	-	3,972,709	-	3,711,078	-	3,449,047	-	3,186,987	-	2,923,819	-	2,660,650
	£400	-	5,620,859	-	5,360,893	-	5,100,928	-	4,840,962	-	4,580,340	-	4,319,377	-	4,058,414	-	3,796,751	-	3,534,721	-	3,272,684
	£410	-	6,224,078	-	5,965,041	-	5,705,772	-	5,445,807	-	5,185,841	-	4,925,876	-	4,665,162	-	4,404,199	-	4,143,236	-	3,881,537
	£420	-	6,827,212	-	6,568,175	-	6,309,138	-	6,050,101	-	5,790,686	-	5,530,721	-	5,270,755	-	5,010,790	-	4,749,984	-	4,489,021
	£430	-	7,429,277	-	7,171,100	-	6,912,273	-	6,653,236	-	6,394,198	-	6,135,161	-	5,875,600	-	5,615,634	-	5,355,669	-	5,095,703
RLV		Affordable      %																			
£1,884,307		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%										
GDV £psf	£280	-	580,195	-	939,812	-	1,299,428	-	1,659,766	-	2,021,418	-	2,383,071	-	2,746,687	-	3,110,738	-	3,477,386	-	3,845,738
	£290	-	241,553	-	133,953	-	509,674	-	886,944	-	1,264,213	-	1,641,576	-	2,020,983	-	2,400,390	-	2,781,985	-	3,164,642
	£300	-	1,060,964	-	668,130	-	274,572	-	118,986	-	512,543	-	907,139	-	1,302,552	-	1,697,965	-	2,095,516	-	2,493,447
	£310	-	1,874,044	-	1,465,348	-	1,056,332	-	646,273	-	235,385	-	176,225	-	587,834	-	999,909	-	1,413,465	-	1,827,139
	£320	-	2,681,222	-	2,256,237	-	1,830,884	-	1,405,365	-	978,768	-	551,776	-	123,743	-	305,670	-	735,331	-	1,165,252
	£330	-	3,483,642	-	3,042,320	-	2,600,243	-	2,158,165	-	1,715,844	-	1,272,655	-	829,281	-	384,783	-	60,618	-	507,323
	£340	-	4,282,623	-	3,822,789	-	3,362,325	-	2,901,861	-	2,441,398	-	1,980,371	-	1,518,930	-	1,057,262	-	594,641	-	131,326
	£350	-	5,078,935	-	4,599,657	-	4,120,379	-	3,641,100	-	3,161,822	-	2,682,315	-	2,202,206	-	1,722,096	-	1,241,546	-	760,396
	£360	-	5,872,219	-	5,374,024	-	4,875,829	-	4,377,634	-	3,879,440	-	3,380,910	-	2,882,042	-	2,383,175	-	1,884,307	-	1,384,675
	£370	-	6,663,747	-	6,146,513	-	5,629,279	-	5,112,045	-	4,594,558	-	4,076,824	-	3,559,089	-	3,041,354	-	2,523,620	-	2,005,449
	£380	-	7,454,254	-	6,917,523	-	6,380,791	-	5,844,060	-	5,307,328	-	4,770,597	-	4,233,865	-	3,697,133	-	3,160,402	-	2,623,304
	£390	-	8,242,280	-	7,686,402	-	7,130,524	-	6,574,645	-	6,018,767	-	5,462,889	-	4,907,010	-	4,351,132	-	3,794,928	-	3,238,699
	£400	-	9,030,279	-	8,451,855	-	7,873,430	-	7,295,006	-	6,716,582	-	6,138,158	-	5,559,733	-	4,981,309	-	4,402,885	-	3,824,461
	£410	-	9,816,079	-	9,215,202	-	8,614,326	-	8,013,449	-	7,412,572	-	6,811,695	-	6,210,818	-	5,609,942	-	5,009,065	-	4,408,188
	£420	-	10,601,829	-	9,978,339	-	9,354,849	-	8,731,359	-	8,107,869	-	7,484,379	-	6,860,889	-	6,237,399	-	5,613,909	-	4,990,420
	£430	-	11,386,669	-	10,740,592	-	10,094,515	-	9,448,438	-	8,802,361	-	8,156,284	-	7,510,207	-	6,864,130	-	6,218,053	-	5,571,976
RLV		Land value      £per gross acre																			
£1,884,307		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000										
GDV £psf	£280	-	3,204,548	-	3,259,116	-	3,313,683	-	3,368,251	-	3,422,818	-	3,477,386	-	3,531,953	-	3,586,521	-	3,641,088	-	3,695,656
	£290	-	2,510,787	-	2,565,027	-	2,619,266	-	2,673,506	-	2,727,746	-	2,781,985	-	2,836,225	-	2,890,464	-	2,944,704	-	2,998,944
	£300	-	1,825,948	-	1,879,862	-	1,933,775	-	1,987,689	-	2,041,603	-	2,095,516	-	2,149,430	-	2,203,344	-	2,257,257	-	2,311,171
	£310	-	1,145,517	-	1,199,106	-	1,252,696	-	1,306,286	-	1,359,876	-	1,413,465	-	1,467,055	-	1,520,645	-	1,574,235	-	1,627,824
	£320	-	468,993	-	522,260	-	575,528	-	628,796	-	682,064	-	735,331	-	788,599	-	841,867	-	895,135	-	948,402
	£330	-	203,433	-	150,804	-	98,174	-	45,278	-	7,670	-	60,618	-	113,565	-	166,513	-	219,461	-	272,681
	£340	-	856,043	-	803,894	-	751,580	-	699,267	-	646,954	-	594,641	-	542,327	-	490,014	-	437,443	-	384,814
	£350	-	1,500,419	-	1,448,733	-	1,397,046	-	1,345,360	-	1,293,545	-	1,241,546	-	1,189,547	-	1,137,548	-	1,085,549	-	1,033,550
	£360	-	2,141,187	-	2,089,811	-	2,038,435	-	1,987,059	-	1,935,683	-	1,884,307	-	1,832,744	-	1,781,057	-	1,729,371	-	1,677,684
	£370	-	2,778,956	-	2,727,889	-	2,676,822	-	2,625,754	-	2,574,687	-	2,523,620	-	2,472,529	-	2,421,153	-	2,369,777	-	2,318,401
	£380	-	3,414,204	-	3,363,444	-	3,312,683	-	3,261,923	-	3,211,162	-	3,160,402	-	3,109,511	-	3,058,444	-	3,007,377	-	2,956,310
	£390	-	4,047,531	-	3,997,075	-	3,946,620	-	3,896,164	-	3,845,688	-	3,794,928	-	3,744,168	-	3,693,407	-	3,642,647	-	3,591,886
	£400	-	4,654,982	-	4,604,707	-	4,554,251	-	4,503,796	-	4,453,340	-	4,402,885	-	4,352,430	-	4,301,974	-	4,251,519	-	4,201,063
	£410	-	5,259,826	-	5,209,674	-	5,159,522	-	5,109,370	-	5,059,217	-	5,009,065	-	4,958,913	-	4,908,722	-	4,858,267	-	4,807,812
	£420	-	5,864,174	-	5,814,323	-	5,764,366	-	5,714,214	-	5,664,062	-	5,613,909	-	5,563,757	-	5,513,605	-	5,463,453	-	5,413,300
	£430	-	6,467,308	-	6,417,457	-	6,367,606	-	6,317,755	-	6,267,904	-	6,218,053	-	6,168,202	-	6,118,351	-	6,068,297	-	6,018,145

25 units		Greenfield										15% BNG Offsite									
RLV		Build cost										£psm									
		£188,352	£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525									
GDV	£280	-	887,109	-	962,058	-	1,037,325	-	1,112,592	-	1,187,860	-	1,326,654	-	1,469,231	-	1,611,807	-	1,754,383	-	1,896,960
	£290	-	704,060	-	778,852	-	853,667	-	928,482	-	1,003,504	-	1,078,771	-	1,154,038	-	1,229,305	-	1,370,787	-	1,513,363
	£300	-	522,212	-	596,577	-	670,942	-	745,411	-	820,226	-	895,041	-	969,856	-	1,044,949	-	1,120,217	-	1,195,484
	£310	-	344,768	-	418,687	-	492,751	-	567,117	-	641,482	-	715,848	-	790,469	-	865,284	-	940,099	-	1,014,914
	£320	-	168,551	-	242,337	-	316,256	-	390,174	-	464,093	-	538,369	-	612,734	-	687,100	-	761,465	-	836,245
	£330	-	6,731	-	66,744	-	140,218	-	213,825	-	287,743	-	361,662	-	435,580	-	509,621	-	583,987	-	658,352
	£340	-	181,598	-	108,538	-	35,063	-	38,411	-	111,886	-	185,360	-	259,231	-	333,149	-	407,068	-	480,987
	£350	-	355,873	-	282,840	-	209,807	-	136,774	-	63,396	-	10,078	-	83,553	-	157,027	-	230,718	-	304,637
	£360	-	529,682	-	457,088	-	384,081	-	311,048	-	238,015	-	164,982	-	91,729	-	18,254	-	55,220	-	128,695
	£370	-	701,754	-	629,484	-	556,890	-	484,296	-	411,352	-	338,319	-	265,286	-	192,253	-	119,117	-	45,643
	£380	-	867,309	-	795,133	-	722,952	-	650,681	-	578,087	-	505,493	-	432,566	-	359,533	-	286,500	-	213,467
	£390	-	1,032,116	-	960,323	-	888,513	-	816,332	-	744,151	-	671,878	-	599,283	-	526,689	-	453,780	-	380,747
	£400	-	1,196,688	-	1,125,130	-	1,053,336	-	981,543	-	909,711	-	837,530	-	765,349	-	693,074	-	620,480	-	547,886
	£410	-	1,360,811	-	1,289,381	-	1,217,950	-	1,146,350	-	1,074,556	-	1,002,763	-	930,910	-	858,729	-	786,548	-	714,271
	£420	-	1,524,743	-	1,453,504	-	1,382,073	-	1,310,642	-	1,239,211	-	1,167,570	-	1,095,777	-	1,023,983	-	952,108	-	879,927
	£430	-	1,688,252	-	1,617,158	-	1,546,064	-	1,474,765	-	1,403,334	-	1,331,903	-	1,260,472	-	1,188,790	-	1,116,997	-	1,045,203
RLV		Affordable										%									
		£188,352	0%	5%	10%	15%	20%	25%	30%	35%	40%	45%									
GDV	£280	-	478,697	-	573,102	-	667,508	-	761,913	-	856,967	-	952,036	-	1,047,313	-	1,143,177	-	1,281,030	-	1,514,008
	£290	-	257,325	-	356,216	-	455,370	-	554,823	-	654,277	-	753,730	-	853,869	-	954,021	-	1,054,685	-	1,155,670
	£300	-	36,486	-	140,395	-	244,305	-	348,215	-	452,236	-	556,737	-	661,239	-	765,867	-	871,100	-	976,435
	£310	-	183,523	-	74,621	-	34,411	-	143,794	-	253,177	-	362,559	-	472,037	-	582,044	-	692,051	-	802,489
	£320	-	403,067	-	288,632	-	174,197	-	59,762	-	54,672	-	169,526	-	284,470	-	399,414	-	514,572	-	630,173
	£330	-	622,186	-	502,604	-	382,675	-	262,708	-	142,740	-	22,773	-	97,195	-	217,503	-	338,008	-	458,513
	£340	-	840,533	-	715,441	-	590,350	-	465,259	-	340,153	-	214,653	-	89,152	-	36,348	-	161,848	-	287,725
	£350	-	1,058,879	-	928,279	-	797,678	-	667,078	-	536,478	-	405,878	-	275,278	-	144,466	-	13,433	-	117,600
	£360	-	1,276,481	-	1,140,663	-	1,004,846	-	868,898	-	732,788	-	596,679	-	460,570	-	324,461	-	188,352	-	52,149
	£370	-	1,493,493	-	1,352,300	-	1,210,879	-	1,069,456	-	928,032	-	786,609	-	645,160	-	503,424	-	361,689	-	219,954
	£380	-	1,709,734	-	1,562,206	-	1,414,677	-	1,267,149	-	1,119,621	-	972,066	-	824,285	-	676,504	-	528,723	-	380,851
	£390	-	1,925,523	-	1,771,848	-	1,618,173	-	1,464,385	-	1,310,521	-	1,156,658	-	1,002,795	-	848,931	-	695,068	-	540,969
	£400	-	2,140,854	-	1,980,864	-	1,820,873	-	1,660,883	-	1,500,892	-	1,340,902	-	1,180,911	-	1,020,827	-	860,628	-	700,430
	£410	-	2,355,883	-	2,189,712	-	2,023,541	-	1,857,267	-	1,690,961	-	1,524,655	-	1,358,349	-	1,192,043	-	1,025,737	-	859,431
	£420	-	2,570,398	-	2,397,928	-	2,225,458	-	2,052,988	-	1,880,518	-	1,708,048	-	1,535,578	-	1,363,108	-	1,190,544	-	1,017,922
	£430	-	2,784,914	-	2,606,145	-	2,427,375	-	2,248,606	-	2,069,837	-	1,891,068	-	1,712,299	-	1,533,530	-	1,354,761	-	1,175,992
RLV		Land value										£per gross acre									
		£188,352	£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000									
GDV	£280	-	1,077,983	-	1,110,195	-	1,142,406	-	1,174,618	-	1,220,012	-	1,281,030	-	1,342,047	-	1,403,065	-	1,464,082	-	1,525,100
	£290	-	894,081	-	926,099	-	958,117	-	990,262	-	1,022,474	-	1,054,685	-	1,086,897	-	1,119,109	-	1,151,320	-	1,183,532
	£300	-	711,113	-	743,028	-	775,046	-	807,064	-	839,082	-	871,100	-	903,118	-	935,136	-	967,155	-	999,176
	£310	-	532,922	-	564,748	-	596,574	-	628,399	-	660,225	-	692,051	-	723,876	-	755,700	-	787,524	-	819,348
	£320	-	356,185	-	387,820	-	419,454	-	451,089	-	482,746	-	514,572	-	546,398	-	578,223	-	610,049	-	641,875
	£330	-	179,908	-	211,470	-	243,104	-	274,739	-	306,373	-	338,008	-	369,642	-	401,277	-	432,911	-	464,546
	£340	-	4,626	-	36,071	-	67,515	-	98,959	-	130,404	-	161,848	-	193,293	-	224,927	-	256,562	-	288,196
	£350	-	170,355	-	139,100	-	107,767	-	76,322	-	44,878	-	13,433	-	18,011	-	49,455	-	80,900	-	112,344
	£360	-	344,630	-	313,374	-	282,119	-	250,863	-	219,608	-	188,352	-	157,097	-	125,826	-	94,382	-	62,937
	£370	-	517,676	-	486,608	-	455,456	-	424,200	-	392,945	-	361,689	-	330,434	-	299,178	-	267,923	-	236,667
	£380	-	683,912	-	652,993	-	621,926	-	590,858	-	559,790	-	528,723	-	497,655	-	466,459	-	435,203	-	403,948
	£390	-	849,473	-	818,592	-	787,711	-	756,830	-	725,949	-	695,068	-	664,040	-	632,972	-	601,905	-	570,837
	£400	-	1,014,407	-	983,712	-	953,017	-	922,321	-	891,509	-	860,628	-	829,747	-	798,866	-	767,985	-	737,104
	£410	-	1,179,070	-	1,148,519	-	1,117,823	-	1,087,128	-	1,056,432	-	1,025,737	-	995,041	-	964,346	-	933,546	-	902,665
	£420	-	1,343,193	-	1,312,682	-	1,282,171	-	1,251,660	-	1,221,149	-	1,190,544	-	1,159,848	-	1,129,153	-	1,098,457	-	1,067,762
	£430	-	1,507,171	-	1,476,805	-	1,446,294	-	1,415,783	-	1,385,272	-	1,354,761	-	1,324,250	-	1,293,739	-	1,263,228	-	1,232,569

500 units		Brownfield		15% BNG Offsite									
RLV		Build cost										£psm	
£5,079,891		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	-18,805,030	-20,317,314	-21,834,781	-23,357,473	-24,888,096	-27,056,450	-29,476,300	-31,896,150	-34,316,000	-36,735,850		
	£290	-14,763,173	-16,256,596	-17,754,467	-19,257,664	-20,769,149	-22,285,300	-23,806,726	-25,336,822	-27,286,691	-29,706,541		
	£300	-10,795,988	-12,263,463	-13,744,258	-15,229,446	-16,723,066	-18,220,665	-19,723,862	-21,234,604	-22,749,538	-24,270,964		
	£310	-6,922,315	-8,358,311	-9,804,091	-11,260,125	-12,729,074	-14,210,531	-15,695,719	-17,189,536	-18,686,862	-20,190,060		
	£320	-3,125,578	-4,536,990	-5,955,911	-7,383,750	-8,820,776	-10,267,417	-11,724,353	-13,194,685	-14,676,804	-16,161,992		
	£330	613,808	778,835	2,177,610	3,583,076	4,995,800	6,416,352	7,845,305	9,283,241	10,730,743	12,189,253		
	£340	4,268,680	2,889,554	1,505,991	117,444	1,276,638	2,676,811	4,083,636	5,497,678	6,919,507	8,349,697		
	£350	7,879,500	6,512,184	5,141,163	3,766,481	2,387,263	1,002,133	387,943	1,783,516	3,185,142	4,593,382		
	£360	11,462,124	10,105,931	8,744,374	7,380,456	6,013,140	4,640,477	3,264,191	1,883,740	498,275	893,330		
	£370	15,023,641	13,673,601	12,322,669	10,966,476	9,608,667	8,247,010	6,881,412	5,512,960	4,139,791	2,761,900		
	£380	18,564,926	17,223,217	15,877,376	14,530,627	13,179,706	11,827,021	10,470,828	9,111,302	7,749,645	6,382,368		
	£390	22,091,266	20,755,015	19,415,597	18,074,646	16,731,112	15,385,271	14,036,732	12,685,811	11,331,373	9,975,180		
	£400	25,526,219	24,194,481	22,860,585	21,524,335	20,187,414	18,846,463	17,505,512	16,159,797	14,813,956	13,463,259		
	£410	28,947,539	27,620,127	26,290,452	24,958,714	23,626,977	22,290,844	20,954,594	19,615,457	18,274,506	16,931,487		
	£420	32,359,710	31,036,438	29,709,706	28,382,294	27,054,686	25,722,948	24,391,210	23,057,353	21,721,103	20,384,451		
	£430	35,764,393	34,443,290	33,120,017	31,796,745	30,471,872	29,144,460	27,817,048	26,487,182	25,155,444	23,823,706		
RLV		Affordable										%	
£5,079,891		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	-15,079,762	-17,216,015	-19,366,237	-21,533,237	-23,719,847	-26,282,098	-30,385,154	-34,488,210	-38,591,265	-42,694,321		
	£290	-10,625,109	-12,819,786	-15,040,850	-17,275,554	-19,526,798	-21,798,444	-24,097,440	-27,819,854	-32,103,386	-36,386,919		
	£300	-6,276,707	-8,518,305	-10,783,577	-13,078,317	-15,400,569	-17,739,641	-20,101,584	-22,487,866	-25,653,035	-30,121,735		
	£310	-2,010,736	-4,309,450	-6,627,242	-8,966,718	-11,333,269	-13,735,271	-16,163,518	-18,612,874	-21,090,236	-23,856,552		
	£320	2,193,959	-171,306	-2,549,849	-4,945,113	-7,360,846	-9,803,171	-12,278,313	-14,792,598	-17,330,907	-19,899,472		
	£330	6,349,475	3,914,590	1,468,483	-991,298	-3,465,592	-5,961,197	-8,480,873	-11,032,643	-13,625,590	-16,255,444		
	£340	10,467,792	7,950,047	5,423,896	2,887,059	336,846	2,227,656	4,812,653	7,421,458	10,061,558	12,743,137		
	£350	14,554,301	11,950,678	9,339,628	6,719,514	4,088,687	1,445,482	1,211,825	3,889,894	6,591,624	9,325,274		
	£360	18,617,307	15,923,768	13,224,934	10,519,136	7,804,687	5,079,891	2,343,034	409,279	3,180,445	5,977,165		
	£370	22,658,575	19,875,881	17,088,187	14,293,421	11,492,182	8,682,740	5,863,347	3,031,808	183,477	2,683,768		
	£380	26,683,352	23,810,138	20,929,982	18,046,251	15,157,183	12,261,002	9,355,919	6,440,128	3,511,809	568,807		
	£390	30,693,657	27,727,561	24,755,969	21,782,041	18,801,945	15,815,940	12,823,346	9,822,327	6,811,029	3,787,362		
	£400	34,691,493	31,616,846	28,536,783	25,455,551	22,367,493	19,275,568	16,178,102	13,073,207	9,958,978	6,833,497		
	£410	38,678,847	35,494,553	32,304,727	29,114,453	25,917,924	22,718,444	19,514,539	16,302,615	13,083,644	9,855,680		
	£420	42,657,690	39,361,451	36,062,787	32,762,251	29,457,246	26,149,104	22,837,079	19,517,995	16,192,997	12,860,075		
	£430	46,628,021	43,220,415	39,812,808	36,400,741	32,987,195	29,569,232	26,149,048	22,721,770	19,289,769	15,850,987		
RLV		Land value										£per gross acre	
£5,079,891		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000		
GDV £psf	£200	-82,549,260	-103,413,849	-124,278,438	-145,143,027	-166,007,616	-186,872,205	-207,736,794	-228,601,383	-249,465,972	-270,330,561		
	£220	-68,482,470	-89,347,059	-110,211,648	-131,076,237	-151,940,826	-172,805,414	-193,670,003	-214,534,592	-235,399,181	-256,263,770		
	£240	-54,415,679	-75,280,268	-96,144,857	-117,009,446	-137,874,035	-158,738,624	-179,603,213	-200,467,802	-221,332,391	-242,196,979		
	£260	-40,348,889	-61,213,478	-82,078,067	-102,942,655	-123,807,244	-144,671,833	-165,536,422	-186,401,011	-207,265,600	-228,130,189		
	£280	-26,282,098	-47,146,687	-68,011,276	-88,875,865	-109,740,454	-130,605,043	-151,469,632	-172,334,221	-193,198,809	-214,063,398		
	£300	-17,739,641	-33,111,524	-53,976,113	-74,840,702	-95,705,290	-116,569,879	-137,434,468	-158,299,057	-179,163,646	-200,028,235		
	£320	-9,803,171	-22,622,626	-39,964,404	-60,828,993	-81,693,582	-102,558,171	-123,422,760	-144,287,349	-165,151,938	-186,016,527		
	£340	-2,227,656	-14,617,750	-27,580,506	-46,895,896	-67,760,485	-88,625,074	-109,489,663	-130,354,252	-151,218,841	-172,083,429		
	£360	5,079,891	6,920,756	19,563,765	33,075,778	53,940,367	74,804,956	95,669,544	116,534,133	137,398,722	158,263,311		
	£380	12,261,002	543,228	11,729,417	24,541,613	40,120,248	60,984,837	81,849,426	102,714,015	123,578,604	144,443,193		
	£400	19,275,568	7,775,042	4,206,476	16,709,281	29,644,707	47,321,942	68,186,530	89,051,119	109,915,708	130,780,297		
	£420	26,149,104	14,815,292	3,059,052	9,150,844	21,839,138	34,874,116	54,692,115	75,556,704	96,421,293	117,285,882		
	£440	32,980,500	21,784,083	10,208,733	1,767,866	14,176,449	27,000,715	41,197,700	62,062,289	82,926,878	103,791,467		
	£460	39,781,852	28,697,597	17,272,605	5,485,891	6,684,494	19,266,656	32,191,538	48,567,874	69,432,463	90,297,052		
	£480	46,557,521	35,567,198	24,269,343	12,642,425	668,378	11,673,320	24,397,347	37,409,116	55,938,048	76,802,637		
	£500	53,313,946	42,406,993	31,212,761	19,721,046	7,912,730	4,227,524	16,723,503	29,556,946	42,650,939	63,308,222		

100 units		Brownfield		15% BNG Offsite									
RLV		Build cost										£psm	
-£3,965,274		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£350	3,646,288	3,860,625	4,074,962	4,289,299	4,503,636	4,719,208	4,935,977	5,153,959	5,373,169	5,593,622		
	£360	2,965,703	3,178,752	3,391,801	3,605,188	3,819,525	4,033,862	4,248,199	4,462,536	4,677,433	4,893,483		
	£370	2,287,400	2,499,169	2,712,052	2,925,101	3,138,150	3,351,199	3,564,248	3,778,425	3,992,762	4,207,099		
	£380	1,611,814	1,823,582	2,035,351	2,247,120	2,458,889	2,671,450	2,884,499	3,097,548	3,310,597	3,523,646		
	£390	939,201	1,149,697	1,360,194	1,571,534	1,783,303	1,995,072	2,206,841	2,418,610	2,630,848	2,843,897		
	£400	275,855	486,351	696,848	907,344	1,117,841	1,328,337	1,539,591	1,751,360	1,963,129	2,174,898		
	£410	383,566	174,334	34,898	244,295	454,791	665,288	875,784	1,086,281	1,296,777	1,507,947		
	£420	1,042,878	833,678	624,447	415,215	205,983	3,249	212,735	423,231	633,728	844,224		
	£430	1,698,712	1,490,737	1,282,763	1,074,559	865,327	656,096	446,864	237,632	28,401	181,175		
	£440	2,354,546	2,146,571	1,938,597	1,730,622	1,522,648	1,314,673	1,106,208	896,977	687,745	478,513		
	£450	3,007,657	2,800,932	2,594,207	2,386,456	2,178,482	1,970,507	1,762,533	1,554,558	1,346,584	1,137,858		
	£460	3,659,119	3,453,450	3,246,725	3,040,000	2,833,275	2,626,342	2,418,367	2,210,392	2,002,418	1,794,443		
	£470	4,302,065	4,096,534	3,891,003	3,685,472	3,479,277	3,272,552	3,065,827	2,859,102	2,651,688	2,443,713		
	£480	4,942,639	4,738,247	4,533,367	4,327,836	4,122,305	3,916,774	3,711,243	3,504,518	3,297,794	3,091,069		
	£490	5,582,161	5,377,768	5,173,376	4,968,983	4,764,590	4,559,138	4,353,607	4,148,075	3,942,544	3,736,485		
	£500	6,219,967	6,016,658	5,812,897	5,608,505	5,404,112	5,199,719	4,995,327	4,790,439	4,584,908	4,379,377		
RLV		Affordable %											
-£3,965,274		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£350	2,294,503	2,764,107	3,233,711	3,704,627	4,177,006	4,650,206	5,130,059	5,619,671	6,121,976	6,847,696		
	£360	1,530,072	2,014,870	2,501,027	2,988,275	3,475,524	3,965,274	4,455,405	4,950,487	5,455,950	5,975,071		
	£370	766,734	1,269,083	1,771,432	2,273,781	2,778,130	3,283,024	3,789,046	4,296,928	4,807,638	5,329,307		
	£380	7,379	525,092	1,043,195	1,563,094	2,082,993	2,603,274	3,125,813	3,648,351	4,173,955	4,701,183		
	£390	751,580	216,399	318,781	853,962	1,389,857	1,927,306	2,464,755	3,003,892	3,544,075	4,086,485		
	£400	1,507,095	954,679	401,933	152,371	706,675	1,260,979	1,816,723	2,373,390	2,930,698	3,490,206		
	£410	2,261,933	1,690,419	1,118,904	547,390	24,443	597,929	1,171,415	1,744,993	2,320,938	2,896,882		
	£420	3,014,831	2,425,776	1,835,545	1,244,932	654,319	63,706	527,547	1,120,215	1,712,883	2,307,040		
	£430	3,765,804	3,157,721	2,549,639	1,941,556	1,332,762	723,050	113,338	496,374	1,107,379	1,719,229		
	£440	4,516,776	3,889,666	3,262,556	2,635,445	2,008,335	1,381,225	753,583	124,773	504,038	1,132,907		
	£450	5,264,660	4,619,765	3,974,869	3,329,335	2,683,197	2,037,059	1,390,921	744,783	98,010	549,900		
	£460	6,011,384	5,348,156	4,684,293	4,020,429	3,356,566	2,692,702	2,027,728	1,362,562	697,397	32,231		
	£470	6,755,380	6,072,340	5,389,300	4,706,260	4,022,839	3,338,704	2,654,569	1,970,434	1,285,645	600,139		
	£480	7,498,537	6,796,010	6,092,643	5,389,277	4,685,910	3,982,544	3,279,177	2,575,072	1,870,548	1,166,024		
	£490	8,239,416	7,516,654	6,793,891	6,071,129	5,348,366	4,624,907	3,901,214	3,177,521	2,453,828	1,729,886		
	£500	8,980,198	8,237,262	7,494,228	6,751,193	6,008,159	5,265,125	4,522,091	3,779,057	3,035,213	2,291,193		
RLV		Land value										£per gross acre	
-£3,965,274		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000		
GDV £psf	£350	1,519,983	3,078,289	4,650,206	6,267,574	8,393,791	11,268,912	14,144,032	17,019,153	19,894,273	22,769,393		
	£360	848,205	2,399,231	3,965,274	5,553,588	7,204,772	9,900,174	12,775,295	15,650,415	18,525,535	21,400,656		
	£370	177,917	1,723,644	3,283,024	4,856,061	6,473,937	8,531,437	11,406,557	14,281,677	17,156,798	20,031,918		
	£380	489,936	1,050,454	2,603,274	4,170,741	5,760,214	7,410,139	10,037,819	12,912,940	15,788,060	18,663,180		
	£390	1,155,712	378,833	1,927,306	3,487,758	5,061,955	6,680,300	8,669,082	11,544,202	14,419,322	17,294,443		
	£400	1,811,839	281,222	1,260,979	2,816,408	4,384,669	5,975,615	7,624,674	10,192,456	13,067,576	15,942,696		
	£410	2,465,713	940,567	597,929	2,147,939	3,709,591	5,285,600	6,904,924	8,841,318	11,716,438	14,591,558		
	£420	3,116,934	1,596,532	63,706	1,480,988	3,038,541	4,607,663	6,200,421	7,849,033	10,365,300	13,240,420		
	£430	3,766,118	2,252,366	723,050	817,322	2,368,872	3,932,315	5,509,553	7,129,870	9,014,162	11,889,282		
	£440	4,412,643	2,905,466	1,381,225	154,272	1,701,921	3,260,674	4,830,656	6,425,227	8,073,391	10,538,144		
	£450	5,057,720	3,556,499	2,037,059	505,533	1,036,714	2,589,804	4,155,309	5,733,506	7,354,815	9,187,006		
	£460	5,701,565	4,205,914	2,692,702	1,164,877	373,665	1,922,853	3,482,807	5,053,650	6,650,032	8,298,005		
	£470	6,337,217	4,846,176	3,338,704	1,815,188	281,403	1,262,769	2,818,518	4,385,114	5,964,370	7,586,982		
	£480	6,971,678	5,485,310	3,982,544	2,463,868	933,540	606,980	2,157,811	3,719,070	5,290,878	6,889,603		
	£490	7,604,814	6,122,197	4,624,907	3,111,736	1,585,572	48,808	1,498,174	3,055,389	4,622,953	6,203,830		
	£500	8,237,055	6,758,953	5,265,125	3,757,153	2,234,252	701,608	840,895	2,393,372	3,955,941	5,528,718		

25 units		Brownfield		15% BNG Offsite									
RLV		Build cost				£psm							
-£2,512,902		£1,550	£1,575	£1,600	£1,625	£1,650	£1,675	£1,700	£1,725	£1,750	£1,775		
GDV £psf	£350	2,229,766	2,364,671	2,499,577	2,634,482	2,769,388	2,904,294	3,039,199	3,174,105	3,309,011	3,443,916		
	£360	1,967,883	2,102,789	2,237,695	2,372,600	2,507,506	2,642,412	2,777,317	2,912,223	3,047,128	3,182,034		
	£370	1,706,001	1,840,907	1,975,812	2,110,718	2,245,624	2,380,529	2,515,435	2,650,341	2,785,246	2,920,152		
	£380	1,444,119	1,579,025	1,713,930	1,848,836	1,983,741	2,118,647	2,253,553	2,388,458	2,523,364	2,658,270		
	£390	1,192,398	1,317,142	1,452,048	1,586,954	1,721,859	1,856,765	1,991,671	2,126,576	2,261,482	2,396,387		
	£400	1,056,525	1,133,084	1,209,643	1,325,071	1,459,977	1,594,883	1,729,788	1,864,694	1,999,600	2,134,505		
	£410	921,107	997,212	1,073,771	1,150,330	1,226,889	1,333,001	1,467,906	1,602,812	1,737,717	1,872,623		
	£420	786,189	862,288	938,387	1,014,486	1,091,016	1,167,575	1,244,134	1,340,930	1,475,835	1,610,741		
	£430	651,764	727,406	803,468	879,567	955,667	1,031,766	1,108,262	1,184,821	1,261,380	1,349,008		
	£440	517,751	593,393	669,035	744,677	820,748	896,847	972,946	1,049,045	1,125,507	1,202,066		
	£450	384,088	459,379	535,021	610,663	686,305	761,947	838,027	914,127	990,226	1,066,325		
	£460	250,931	326,119	401,306	476,650	552,292	627,934	703,576	779,217	855,307	931,406		
	£470	122,220	197,408	272,595	347,783	422,970	498,399	574,041	649,683	725,324	800,999		
	£480	5,326	69,410	144,284	219,471	294,659	369,846	445,034	520,550	596,192	671,834		
	£490	132,864	58,128	16,608	91,343	166,348	241,535	316,722	391,910	467,097	542,701		
	£500	260,261	185,666	110,930	36,195	38,541	113,276	188,411	263,599	338,786	413,973		
RLV		Affordable %											
-£2,512,902		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£350	2,073,013	2,213,367	2,353,722	2,494,076	2,634,430	2,774,784	2,915,139	3,055,493	3,195,847	3,336,201		
	£360	1,788,676	1,933,521	2,078,366	2,223,212	2,368,057	2,512,902	2,657,747	2,802,593	2,947,438	3,092,283		
	£370	1,504,339	1,653,675	1,803,011	1,952,348	2,101,684	2,251,020	2,400,356	2,549,692	2,699,028	2,848,365		
	£380	1,301,232	1,374,224	1,527,656	1,681,483	1,835,311	1,989,138	2,142,965	2,296,792	2,450,619	2,604,446		
	£390	1,155,252	1,224,541	1,293,830	1,410,619	1,568,937	1,727,256	1,885,574	2,043,892	2,202,210	2,360,528		
	£400	1,009,997	1,080,690	1,151,893	1,223,203	1,302,794	1,465,373	1,628,182	1,790,991	1,953,800	2,116,610		
	£410	865,054	937,753	1,010,452	1,083,287	1,156,619	1,229,951	1,370,791	1,538,091	1,705,391	1,872,691		
	£420	720,482	794,816	869,519	944,222	1,018,926	1,094,079	1,169,432	1,285,191	1,456,982	1,628,773		
	£430	576,515	652,683	728,852	805,294	882,002	958,710	1,035,581	1,112,956	1,208,573	1,384,854		
	£440	432,547	510,707	588,866	667,025	745,185	823,792	902,505	981,217	1,060,523	1,141,313		
	£450	289,266	368,981	448,880	529,030	609,181	689,331	769,591	850,308	931,025	1,012,133		
	£460	146,209	227,905	309,601	391,297	473,176	555,317	637,459	719,600	802,121	884,843		
	£470	3,153	87,718	172,283	256,848	341,413	425,977	510,810	595,838	680,865	766,063		
	£480	139,264	52,090	35,125	122,639	210,152	297,666	385,180	472,694	560,634	648,628		
	£490	281,472	191,364	101,256	11,148	78,960	169,355	259,818	350,281	440,744	531,364		
	£500	423,680	330,638	237,596	144,554	51,512	41,530	134,572	227,868	321,279	414,691		
RLV		Land value										£per gross acre	
-£2,512,902		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000		
GDV £psf	£350	1,234,015	1,619,207	2,004,400	2,389,592	2,774,784	3,159,977	3,545,169	3,930,362	4,315,554	4,700,746		
	£360	1,034,926	1,357,325	1,742,517	2,127,710	2,512,902	2,898,095	3,283,287	3,668,479	4,053,672	4,438,864		
	£370	899,087	1,117,651	1,480,635	1,865,828	2,251,020	2,636,212	3,021,405	3,406,597	3,791,790	4,176,982		
	£380	764,168	981,778	1,218,753	1,603,945	1,989,138	2,374,330	2,759,523	3,144,715	3,529,907	3,915,100		
	£390	629,498	846,534	1,064,502	1,342,063	1,727,256	2,112,448	2,497,640	2,882,833	3,268,025	3,653,218		
	£400	495,485	711,615	928,899	1,147,227	1,465,373	1,850,566	2,235,758	2,620,951	3,006,143	3,391,335		
	£410	361,749	577,450	793,980	1,011,354	1,229,951	1,588,684	1,973,876	2,359,068	2,744,261	3,129,453		
	£420	228,593	443,436	659,414	876,345	1,094,079	1,326,871	1,711,994	2,097,186	2,482,379	2,867,571		
	£430	95,561	310,117	525,401	741,427	958,710	1,176,803	1,450,112	1,835,304	2,220,496	2,605,689		
	£440	36,787	176,960	391,640	607,366	823,792	1,041,076	1,259,527	1,573,422	1,958,614	2,343,807		
	£450	169,135	44,255	258,484	473,353	689,331	906,157	1,123,655	1,342,252	1,696,732	2,081,924		
	£460	300,933	88,093	125,327	340,008	555,317	771,296	988,522	1,206,379	1,435,059	1,820,042		
	£470	428,139	216,028	2,637	211,297	425,977	641,761	858,115	1,075,398	1,293,648	1,566,878		
	£480	554,952	342,843	130,175	83,216	297,666	512,628	728,607	945,396	1,162,727	1,381,325		
	£490	681,164	469,656	257,547	44,322	169,355	384,036	599,474	815,452	1,032,678	1,250,404		
	£500	807,298	596,464	384,360	171,860	41,530	255,725	470,405	686,320	902,676	1,119,960		

# Kent BNG - 20% offsite

Residential

## User information

User inputs in this version of the model provided or updated by:

Name: JB

Date: April 2022

The logo for SQW, consisting of the letters 'SQW' in a bold, red, sans-serif font.

**Residential baseline inputs**

No units				Tenure split aff		Mrkt resi mix					Aff resi mix					Mrkt resi no. units					Aff resi no. units				
Number of units	Land type	Unit type	Affordable housing policy	Social/aff rent	Int/1st homes	1BF	2BF	2BH	3BH	4BH	1BF	2BF	2BH	3BH	4BH	1B F	2BF	2BH	3BH	4BH	1BF	2BF	2BH	3BH	4BH
5,000	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	300	0	1050	1050	600	700	0	800	400	100
500	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	30	0	105	105	60	70	0	80	40	10
100	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	6	0	21	21	12	14	0	16	8	2
25	Greenfield	Houses	40%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	2	0	5	5	3	4	0	4	2	1
500	Brownfield	Houses	25%	70%	30%	10%	0%	35%	35%	20%	35%	0%	40%	20%	5%	38	0	131	131	75	44	0	50	25	6
100	Brownfield	Houses/flat	25%	70%	30%	15%	15%	30%	30%	10%	35%	20%	20%	20%	5%	11	11	23	23	8	9	5	5	5	1
25	Brownfield	Flats	25%	70%	30%	50%	50%	0%	0%	0%	50%	50%	0%	0%	0%	9	9	0	0	0	3	3	0	0	0

Mrkt resi unit sizes sqm						Aff resi unit sizes sqm					Floorspace sqm					Floorspace sqft					
																					Flat gross to net
1BF	2BF	2BH	3BH	4BH		1BF	2BF	2BH	3BH	4BH	Mrkt H	Aff H	Mrkt F	Aff F	TOTAL	Mrkt H	Aff H	Mrkt F	Aff F	TOTAL	
60	72	85	100	115		60	72	85	100	115	263,250	119,500	18,000	42,000	442,750	2,833,599	1,286,287	193,750	452,084	4,765,721	80%
60	72	85	100	115		60	72	85	100	115	26,325	11,950	1,800	4,200	44,275	283,360	128,629	19,375	45,208	476,572	80%
60	72	85	100	115		60	72	85	100	115	5,265	2,390	360	840	8,855	56,672	25,726	3,875	9,042	95,314	80%
60	0	90	110	130		60	0	90	110	130	1,440	645	90	210	2,385	15,500	6,943	969	2,260	25,672	80%
60	72	85	100	115		60	72	85	100	115	32,906	7,469	2,250	2,625	45,250	354,200	80,393	24,219	28,255	487,067	80%
60	72	85	100	115		60	72	85	100	115	5,025	1,069	1,485	885	8,464	54,089	11,504	15,984	9,526	91,103	80%
60	72	85	100	115		60	72	85	100	115	-	-	1,238	413	1,650	-	-	13,320	4,440	17,760	80%



Affordable transfer value		Values £psf			Value per unit 1st homes £250k cap				
Aff/soc rent	1st homes	Market	Aff/ soc rent	1st homes	1BF	2BF	2BH	3BH	4BH
50%	70%	£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%	£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%	£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%	£360	£180	£252	£162,752	£0	£244,128	£250,000	£250,000
50%	70%	£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%	£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000
50%	70%	£360	£180	£252	£162,752	£195,302	£230,565	£250,000	£250,000

Land value													
<i>Net density (dph)</i>	<i>Gross to net</i>	<i>Site size ha</i>	<i>Value per gross acre</i>	<i>Value per gross ha</i>	<i>Total land cost</i>	<i>Additional land for BNG</i>	<i>Total land</i>	<i>Phased purchased</i>	<i>Cost per phase</i>	<i>SDLT per phase</i>	<i>Acquisition Agent fees</i>	<i>Acquisition Legal fees</i>	
35	50.00%	285.71	£100,000	£247,100	£70,600,000	£0	£70,600,000	5	£14,120,000	£695,500	1%	0.50%	
35	70.00%	20.41	£100,000	£247,100	£5,042,857	£0	£5,042,857	1	£5,042,857	£241,643	1%	0.5%	
40	74.89%	3.34	£100,000	£247,100	£824,876	£0	£824,876	1	£824,876	£30,744	1%	0.5%	
20	61.55%	2.03	£100,000	£247,100	£501,828	£0	£501,828	1	£501,828	£14,591	1%	0.5%	
40	90.00%	13.89	£500,000	£1,235,500	£17,159,722	£0	£17,159,722	1	£17,159,722	£847,486	1%	0.5%	
55	95.00%	1.91	£1,000,000	£2,471,000	£4,729,187	£0	£4,729,187	1	£4,729,187	£225,959	1%	0.5%	
100	97.50%	0.26	£1,500,000	£3,706,500	£950,385	£0	£950,385	1	£950,385	£37,019	1%	0.5%	

General costs										Other policy costs						
Planning fee	CIL £psm	Infrastrucutre and policy £ per dwelling	Site clarence per net ac	Base build cost house	Base build cost flat	External works	Prof fees	Contingency		%M4(2)	% M4(3)	M4(2) £ per dwelling cost	M4(3) £ per dwelling cost	Electric car charge £per dwelling	Future Home Standards £ per dwelling (houses)	Future Home Standards £ per dwelling (flats)
£300,000	£120	£20,000		£1,417	£1,651	15%	10%	5%		50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£84,959	£120	£15,000		£1,417	£1,651	15%	10%	5%		50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£29,759	£120	£5,000		£1,417	£1,651	15%	10%	5%		50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£11,550	£120	£5,000		£1,417	£1,651	15%	10%	5%		50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£84,959	£75	£0	110000	£1,417	£1,651	10%	10%	5%		50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£29,759	£75	£0	110000	£1,417	£1,651	10%	10%	5%		50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256
£11,550	£75	£0	110000	£1,417	£1,651	10%	10%	5%		50%	10%	£1,400	£22,791	£1,000	£4,847	£2,256

Disposal costs			Interest		Developers profit			BNG costs	OFFSITE	20%
Marketing (market unit GDV)	Sale agents (market unit GDV)	Sale legal	APR	PCM	Market% on GDV	Aff/social rent% on GDV	1st homes % on GDV	Offsite £per dwelling	Onsite additional land ha	Onsite additional land £
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£778.69	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£1,167.95	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£458.54	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£1,077.59	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£124.22	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£13.59	0	£0
1.50%	1.00%	0.50%	7.50%	0.604%	20%	6%	20%	£508.58	0	£0

Number of units	Land type	Unit type	Affordable housing policy
5,000	Greenfield	Houses	40%

Item	Value/cost	Notes	Timings			
			Offset	payments start	#months	payments finish (no payments)
Market housing	£1,020,095,751		6	15	120	135
Market flats	£69,750,137		6	15	120	135
Social/aff rent housing	£162,072,193		6	9	120	129
Social/aff rent flats	£56,962,612		6	9	120	129
1st home housing	£92,835,571		6	9	120	129
1st home flats	£34,177,853		6	9	120	129
<b>TOTAL GDV</b>		<b>£1,435,894,116</b>				
Planning fee	-£300,000		0	2	1	3
CIL	-£34,290,000		1	9	1	10
Site clearance	£0	Brownfield only	0	2	1	3
Infrastructure	-£100,000,000		1	3	120	123
Build cost houses	-£542,356,750		6	9	120	129
Build cost flats	-£123,825,000		0	9	120	129
External works	-£99,927,263		0	9	120	129
M4(2) cat housing	-£3,500,000		0	9	120	129
M4(3) cat housing	-£11,395,500		0	9	120	129
Contingency	-£44,050,226	Includes costs from m42	2	9	120	129
Professional fees	-£88,100,451		3	9	120	129
Marketing	-£16,347,688	Only on market units	-6	9	120	129
Sales agents costs	-£10,898,459	Only on market units	0	15	120	135
Sales legal costs	-£5,449,229	Only on market units	0	15	120	135
BNG costs	-£3,893,438		0	9	120	129
Electric charging	-£5,000,000		0	9	120	129
Future home standards housing	-£19,388,000					
Future home standards flats	-£2,256,000					
Land	-£14,120,000	-£70,600,000				MANUAL TIMINGS
SDLT	-£695,500	-£3,477,500				MANUAL TIMINGS
Land agents	-£141,200	-£706,000				MANUAL TIMINGS
Lands legal	-£70,600	-£353,000				MANUAL TIMINGS
Interest	-£15,475,585					
Profit market	-£217,969,178					
Profit social/aff	-£13,142,088					
Profit 1st homes	-£25,402,685					
<b>TOTAL COSTS</b>		<b>-£1,458,104,040</b>				
<b>SURPLUS/DEFICT</b>		<b>-£22,209,924</b>				

1.1%

18%

5,000 units		Greenfield		20% BNG Offsite									
RLV		Build cost											
-£22,209,924		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	-275,052,144	-294,712,038	-314,371,933	-334,031,827	-353,691,721	-373,351,615	-393,011,510	-412,671,404	-432,331,298	-451,991,193		
	£290	-223,293,473	-242,814,549	-262,474,443	-282,134,337	-301,794,232	-321,454,126	-341,114,020	-360,773,915	-380,433,809	-400,093,703		
	£300	-174,678,790	-192,918,803	-211,650,096	-230,668,560	-250,196,400	-269,856,294	-289,516,188	-309,176,082	-328,835,977	-348,495,871		
	£310	-131,829,485	-147,778,321	-164,473,970	-181,953,939	-200,263,444	-219,011,294	-238,043,647	-257,578,250	-277,238,145	-296,898,039		
	£320	-94,123,695	-108,725,656	-123,588,762	-138,834,651	-154,891,996	-171,665,527	-189,236,213	-207,608,085	-226,372,491	-245,418,734		
	£330	-58,770,986	-72,596,737	-86,617,280	-100,970,614	-115,612,910	-130,519,817	-145,854,326	-162,013,881	-178,866,188	-196,526,755		
	£340	-25,182,592	-38,745,407	-52,392,782	-66,139,260	-79,996,524	-94,097,159	-108,529,800	-123,227,210	-138,197,530	-153,671,778		
	£350	7,724,961	5,661,615	19,106,380	32,618,559	46,207,533	59,882,836	73,659,966	87,564,581	101,748,834	116,255,954		
	£360	40,119,588	26,940,173	13,686,552	344,905	13,059,021	26,524,328	40,060,302	53,676,382	67,382,164	81,189,412		
	£370	72,108,888	59,043,599	45,951,421	32,818,043	19,615,474	6,328,460	7,038,304	20,464,477	33,953,585	47,513,654		
	£380	103,940,220	90,931,647	77,902,700	64,851,203	51,774,962	38,671,765	25,514,526	12,275,022	1,042,035	14,431,969		
	£390	135,649,208	122,685,207	109,705,827	96,708,934	83,692,373	70,653,973	57,591,544	44,502,878	31,380,499	18,190,265		
	£400	166,043,612	153,115,476	140,171,956	127,215,782	114,244,840	101,254,003	88,243,727	75,213,627	62,161,529	49,085,244		
	£410	196,322,431	183,422,522	170,513,771	157,587,348	144,650,966	131,702,533	118,733,358	105,749,099	92,747,778	79,727,225		
	£420	226,543,522	213,671,295	200,781,816	187,887,854	174,979,103	162,059,219	149,129,976	136,181,701	123,220,109	110,244,195		
	£430	256,717,747	243,862,669	230,997,553	218,125,327	205,241,202	192,351,086	179,444,434	166,531,091	153,602,955	140,660,711		
RLV		Affordable %											
-£22,209,924		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	-154,015,475	-176,315,044	-200,219,339	-226,192,301	-253,228,032	-281,489,723	-310,013,298	-338,536,874	-367,060,449	-395,584,025		
	£290	-107,408,940	-128,441,905	-150,167,174	-173,574,909	-198,928,917	-226,521,174	-255,289,754	-285,226,357	-315,162,960	-345,099,563		
	£300	-63,392,015	-84,315,759	-105,818,856	-127,851,291	-150,751,443	-175,692,695	-203,081,823	-232,577,799	-263,565,128	-294,952,216		
	£310	-21,099,759	-42,439,824	-63,954,860	-85,795,152	-108,302,417	-131,463,081	-155,960,943	-182,991,268	-212,980,013	-244,804,868		
	£320	20,422,808	1,566,919	23,672,292	45,925,579	68,378,344	91,237,280	114,895,391	139,395,971	166,221,623	196,311,457		
	£330	61,408,967	38,690,646	15,895,587	6,997,719	30,021,289	53,218,749	76,656,275	100,717,054	125,718,481	152,381,522		
	£340	101,899,335	78,402,052	54,805,417	31,110,805	7,326,629	16,573,179	40,629,457	64,903,767	89,550,366	115,200,286		
	£350	141,963,212	117,576,027	93,160,920	68,694,302	44,125,589	19,428,633	5,384,137	30,339,623	55,495,357	80,950,027		
	£360	181,845,030	156,519,366	131,171,920	105,802,069	80,403,166	54,955,831	29,385,528	3,661,504	22,209,924	48,270,563		
	£370	221,578,116	195,305,329	169,013,653	142,707,772	116,380,897	90,026,186	63,636,741	37,188,262	10,589,788	16,204,176		
	£380	261,195,254	233,965,881	206,722,993	179,468,292	152,201,116	124,911,542	97,597,975	70,254,656	42,867,211	15,387,308		
	£390	300,718,276	272,524,509	244,326,287	216,113,786	187,893,327	159,659,656	131,404,962	103,130,015	74,827,572	46,487,478		
	£400	340,165,652	310,850,391	281,533,976	252,211,187	222,876,937	193,534,358	164,179,765	134,805,029	105,411,071	75,990,419		
	£410	379,541,554	349,104,953	318,660,915	288,216,878	257,761,614	227,300,790	196,828,460	166,348,270	135,846,139	105,325,941		
	£420	418,864,441	387,301,484	355,730,058	324,158,632	292,584,318	260,997,315	229,410,312	197,806,385	166,196,223	134,570,093		
	£430	458,142,280	425,447,752	392,748,927	360,050,103	327,351,278	294,639,091	261,926,056	229,205,892	196,475,923	163,734,344		
RLV		Land value											
-£22,209,924		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000		
GDV £psf	£280	-334,244,460	-340,807,658	-347,370,855	-353,934,053	-360,497,251	-367,060,449	-373,623,647	-380,186,845	-386,750,043	-393,313,241		
	£290	-282,346,970	-288,910,168	-295,473,366	-302,036,564	-308,599,762	-315,162,960	-321,726,158	-328,289,356	-334,852,554	-341,415,751		
	£300	-230,876,128	-237,312,336	-243,875,534	-250,438,732	-257,001,930	-263,565,128	-270,128,326	-276,691,523	-283,254,721	-289,817,919		
	£310	-182,165,954	-188,184,937	-194,293,933	-200,492,982	-206,722,050	-212,980,013	-219,272,088	-225,597,383	-231,952,614	-238,338,191		
	£320	-139,480,042	-144,575,732	-149,817,565	-155,191,779	-160,658,634	-166,221,623	-171,884,333	-177,650,451	-183,523,767	-189,503,135		
	£330	-101,924,075	-106,596,480	-111,310,308	-116,069,266	-120,871,642	-125,718,481	-130,610,922	-135,556,956	-140,510,956	-145,789,171		
	£340	-67,348,245	-71,736,598	-76,144,484	-80,572,592	-85,034,072	-89,550,366	-94,122,196	-98,750,964	-103,436,194	-108,164,561		
	£350	-33,944,997	-38,222,010	-42,515,352	-46,825,221	-51,151,822	-55,495,357	-59,856,034	-64,234,060	-68,629,645	-73,043,001		
	£360	-1,099,692	-5,292,438	-9,501,371	-13,723,809	-17,959,932	-22,209,924	-26,473,967	-30,752,247	-35,044,951	-39,353,564		
	£370	31,234,985	27,140,329	23,030,407	18,899,203	14,755,123	10,589,788	6,405,826	2,202,534	2,012,318	6,238,898		
	£380	63,220,536	59,158,357	55,096,177	51,023,212	46,950,112	42,867,211	38,782,829	34,673,932	30,553,723	26,416,243		
	£390	95,039,438	91,008,785	86,968,250	82,927,714	78,878,897	74,827,572	70,771,139	66,708,960	62,644,734	58,571,634		
	£400	125,513,351	121,504,172	117,485,022	113,465,871	109,440,881	105,411,071	101,380,706	97,340,171	93,299,635	89,252,944		
	£410	155,856,086	151,860,169	147,862,146	143,863,248	139,854,694	135,846,139	131,833,518	127,814,367	123,795,216	119,768,598		
	£420	186,122,041	182,144,894	178,163,812	174,176,259	170,188,706	166,196,223	162,198,200	158,200,178	154,196,036	150,187,481		
	£430	216,334,003	212,367,200	208,400,396	204,430,217	200,453,070	196,475,923	192,496,432	188,508,879	184,521,326	180,532,277		

500 units		Greenfield		20% BNG Offsite									
RLV		Build cost      £psm											
	£1,929,854	£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	- 19,623,566	- 21,135,570	- 22,924,700	- 25,322,960	- 27,721,219	- 30,119,479	- 32,517,739	- 34,915,999	- 37,314,259	- 39,712,519		
	£290	- 15,840,195	- 17,329,980	- 18,827,783	- 20,332,810	- 21,845,159	- 23,631,600	- 26,029,860	- 28,428,120	- 30,826,380	- 33,224,640		
	£300	- 12,139,011	- 13,609,214	- 15,085,936	- 16,569,271	- 18,059,311	- 19,558,103	- 21,064,005	- 22,576,858	- 24,376,029	- 26,774,289		
	£310	- 8,534,945	- 9,961,363	- 11,403,230	- 12,862,772	- 14,334,709	- 15,813,404	- 17,298,347	- 18,789,631	- 20,288,422	- 21,795,199		
	£320	- 5,037,852	- 6,427,237	- 7,829,527	- 9,246,481	- 10,677,540	- 12,124,033	- 13,588,267	- 15,060,204	- 16,540,871	- 18,027,423		
	£330	- 1,620,481	- 2,983,906	- 4,355,565	- 5,737,837	- 7,131,362	- 8,538,037	- 9,959,170	- 11,394,197	- 12,845,401	- 14,313,762		
	£340	- 1,679,976	- 334,354	- 1,017,533	- 2,376,233	- 3,743,194	- 5,119,293	- 6,505,782	- 7,903,965	- 9,316,072	- 10,742,020		
	£350	- 4,930,720	- 3,598,013	- 2,260,648	- 918,089	- 430,205	- 1,785,267	- 3,148,061	- 4,518,605	- 5,899,112	- 7,289,881		
	£360	- 8,155,369	- 6,832,266	- 5,505,736	- 4,175,253	- 2,840,284	- 1,500,295	- 154,746	- 1,196,909	- 2,555,218	- 3,920,911		
	£370	- 11,360,507	- 10,044,939	- 8,726,452	- 7,405,230	- 6,080,753	- 4,751,766	- 3,418,660	- 2,081,052	- 738,408	- 609,813		
	£380	- 14,549,769	- 13,240,500	- 11,929,034	- 10,614,308	- 9,297,534	- 7,977,678	- 6,653,866	- 5,326,782	- 3,995,900	- 2,660,689		
	£390	- 17,727,238	- 16,423,429	- 15,116,217	- 13,808,325	- 12,496,859	- 11,183,678	- 9,868,109	- 8,548,760	- 7,226,830	- 5,901,799		
	£400	- 20,772,362	- 19,472,110	- 18,169,262	- 16,865,454	- 15,559,014	- 14,251,468	- 12,940,573	- 11,628,455	- 10,312,886	- 8,994,747		
	£410	- 23,805,878	- 22,509,004	- 21,209,362	- 19,909,110	- 18,606,875	- 17,303,067	- 15,997,384	- 14,689,838	- 13,379,843	- 12,068,378		
	£420	- 26,833,653	- 25,539,282	- 24,242,408	- 22,945,534	- 21,646,362	- 20,346,110	- 19,044,488	- 17,740,680	- 16,435,753	- 15,128,207		
	£430	- 29,857,127	- 28,563,529	- 27,269,853	- 25,975,811	- 24,678,937	- 23,382,063	- 22,083,362	- 20,783,110	- 19,482,101	- 18,178,293		
RLV		Affordable      %											
	£1,929,854	0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	- 10,699,137	- 12,642,327	- 14,609,951	- 16,588,606	- 18,581,072	- 20,590,149	- 22,620,916	- 25,505,898	- 29,352,036	- 33,198,174		
	£290	- 6,365,548	- 8,348,663	- 10,353,839	- 12,386,698	- 14,449,657	- 16,526,162	- 18,619,107	- 20,735,361	- 22,876,696	- 26,890,772		
	£300	- 2,137,902	- 4,173,136	- 6,225,241	- 8,299,321	- 10,398,736	- 12,529,799	- 14,693,325	- 16,874,431	- 19,078,490	- 21,310,026		
	£310	- 2,014,873	- 86,200	- 2,197,207	- 4,322,775	- 6,466,091	- 8,634,493	- 10,832,543	- 13,069,660	- 15,339,537	- 17,630,548		
	£320	- 6,114,226	- 3,940,967	- 1,760,633	- 428,482	- 2,630,381	- 4,847,459	- 7,085,431	- 9,354,178	- 11,659,000	- 14,010,935		
	£330	- 10,175,274	- 7,925,093	- 5,669,853	- 3,408,055	- 1,138,190	- 1,141,267	- 3,435,057	- 5,746,990	- 8,086,182	- 10,462,473		
	£340	- 14,207,331	- 11,868,825	- 9,527,288	- 7,180,188	- 4,828,015	- 2,469,220	- 100,255	- 2,280,008	- 4,677,856	- 7,099,679		
	£350	- 18,217,593	- 15,786,350	- 13,353,418	- 10,917,368	- 8,476,650	- 6,031,370	- 3,579,931	- 1,120,382	- 1,351,142	- 3,837,964		
	£360	- 22,209,189	- 19,685,278	- 17,159,258	- 14,631,157	- 12,100,614	- 9,565,601	- 7,026,567	- 4,481,871	- 1,929,854	- 633,369		
	£370	- 26,186,733	- 23,569,505	- 20,948,729	- 18,327,866	- 15,703,915	- 13,078,764	- 10,448,922	- 7,815,550	- 5,177,042	- 2,531,691		
	£380	- 30,153,026	- 27,440,467	- 24,725,411	- 22,009,585	- 19,293,014	- 16,573,337	- 13,852,382	- 11,128,267	- 8,400,032	- 5,667,217		
	£390	- 34,110,035	- 31,301,942	- 28,491,178	- 25,680,217	- 22,869,257	- 20,055,269	- 17,240,844	- 14,423,553	- 11,604,660	- 8,781,498		
	£400	- 38,059,713	- 35,138,858	- 32,217,190	- 29,295,523	- 26,373,856	- 23,449,350	- 20,524,585	- 17,598,363	- 14,669,883	- 11,738,889		
	£410	- 42,001,290	- 38,968,192	- 35,935,094	- 32,901,997	- 29,867,852	- 26,832,061	- 23,796,270	- 20,759,406	- 17,720,286	- 14,680,256		
	£420	- 45,937,324	- 42,792,565	- 39,647,806	- 36,501,836	- 33,354,826	- 30,207,816	- 27,060,806	- 23,912,105	- 20,762,191	- 17,612,040		
	£430	- 49,870,545	- 46,612,173	- 43,353,691	- 40,095,210	- 36,836,728	- 33,578,247	- 30,318,908	- 27,057,985	- 23,797,063	- 20,535,656		
RLV		Land value      £per gross acre											
	£1,929,854	£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000		
GDV £psf	£280	- 26,286,219	- 26,899,382	- 27,512,546	- 28,125,709	- 28,738,873	- 29,352,036	- 29,965,200	- 30,578,363	- 31,191,526	- 31,804,690		
	£290	- 20,938,438	- 21,325,324	- 21,713,167	- 22,101,010	- 22,488,853	- 22,876,696	- 23,477,321	- 24,090,484	- 24,703,647	- 25,316,811		
	£300	- 17,167,642	- 17,548,536	- 17,929,430	- 18,312,097	- 18,695,293	- 19,078,490	- 19,461,686	- 19,844,882	- 20,230,178	- 20,615,691		
	£310	- 13,453,975	- 13,830,305	- 14,206,635	- 14,582,966	- 14,960,932	- 15,339,537	- 15,718,142	- 16,096,747	- 16,475,352	- 16,855,405		
	£320	- 9,821,613	- 10,186,772	- 10,553,160	- 10,920,527	- 11,289,413	- 11,659,000	- 12,030,427	- 12,402,248	- 12,776,258	- 13,150,632		
	£330	- 6,305,494	- 6,659,395	- 7,013,874	- 7,370,336	- 7,727,566	- 8,086,182	- 8,446,205	- 8,806,989	- 9,169,847	- 9,532,813		
	£340	- 2,943,564	- 3,288,281	- 3,634,162	- 3,980,963	- 4,328,934	- 4,677,856	- 5,027,931	- 5,379,012	- 5,731,203	- 6,084,483		
	£350	- 348,223	- 10,581	- 328,821	- 668,504	- 1,009,405	- 1,351,142	- 1,693,575	- 2,037,377	- 2,381,378	- 2,727,258		
	£360	- 3,602,012	- 3,268,800	- 2,935,203	- 2,601,080	- 2,265,467	- 1,929,854	- 1,592,763	- 1,255,121	- 917,048	- 577,365		
	£370	- 6,827,335	- 6,498,758	- 6,169,158	- 5,839,559	- 5,508,634	- 5,177,042	- 4,845,449	- 4,512,126	- 4,178,530	- 3,844,774		
	£380	- 10,032,407	- 9,706,756	- 9,381,105	- 9,055,271	- 8,727,651	- 8,400,032	- 8,072,380	- 7,742,780	- 7,413,180	- 7,083,580		
	£390	- 13,220,740	- 12,898,991	- 12,576,145	- 12,252,451	- 11,928,757	- 11,604,660	- 11,279,009	- 10,953,358	- 10,627,707	- 10,300,348		
	£400	- 16,274,136	- 15,954,320	- 15,634,504	- 15,313,381	- 14,991,632	- 14,669,883	- 14,348,014	- 14,024,320	- 13,700,626	- 13,376,932		
	£410	- 19,314,160	- 18,996,265	- 18,678,371	- 18,359,917	- 18,040,102	- 17,720,286	- 17,400,470	- 17,079,846	- 16,758,097	- 16,436,348		
	£420	- 22,346,706	- 22,030,722	- 21,714,738	- 21,397,979	- 21,080,085	- 20,762,191	- 20,444,297	- 20,125,883	- 19,806,067	- 19,486,252		
	£430	- 25,373,230	- 25,059,145	- 24,745,015	- 24,429,031	- 24,113,047	- 23,797,063	- 23,481,079	- 23,163,905	- 22,846,010	- 22,528,116		

100 units		Greenfield		20% BNG Offsite									
RLV		Build cost      £psm											
£1,877,639		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	- 2,181,232	- 2,458,333	- 2,736,450	- 3,014,567	- 3,294,180	- 3,573,979	- 3,854,459	- 4,135,949	- 4,417,439	- 4,915,697		
	£290	- 1,494,228	- 1,769,448	- 2,045,894	- 2,322,340	- 2,599,881	- 2,877,998	- 3,156,222	- 3,436,021	- 3,715,819	- 3,996,444		
	£300	- 815,396	- 1,089,100	- 1,363,885	- 1,638,670	- 1,914,506	- 2,190,952	- 2,467,398	- 2,745,408	- 3,023,526	- 3,302,072		
	£310	- 140,287	- 412,809	- 685,943	- 959,077	- 1,233,543	- 1,508,328	- 1,783,118	- 2,059,564	- 2,336,011	- 2,612,819		
	£320	528,244	258,896	- 11,569	- 283,356	- 556,490	- 829,624	- 1,103,200	- 1,377,985	- 1,652,770	- 1,928,177		
	£330	1,190,635	923,628	655,709	386,951	117,026	- 154,343	- 427,037	- 700,171	- 973,305	- 1,247,643		
	£340	1,835,726	1,570,457	1,304,801	1,037,885	770,402	501,972	232,223	- 38,576	- 310,630	- 583,764		
	£350	2,474,692	2,210,948	1,946,571	1,681,588	1,415,932	1,149,369	882,304	613,874	344,608	74,361		
	£360	3,111,044	2,848,482	2,585,314	2,321,792	2,057,415	1,792,719	1,527,063	1,260,852	993,845	725,775		
	£370	3,745,383	3,483,539	3,221,508	2,959,104	2,695,936	2,432,636	2,168,259	1,903,851	1,638,194	1,372,336		
	£380	4,377,681	4,116,718	3,855,755	3,594,004	3,331,973	3,069,727	2,806,558	2,543,390	2,279,104	2,014,727		
	£390	5,008,578	4,748,613	4,488,052	4,227,089	3,966,126	3,704,469	3,442,438	3,180,349	2,917,181	2,654,012		
	£400	5,614,301	5,354,336	5,094,371	4,834,405	4,573,757	4,312,794	4,051,831	3,790,142	3,528,111	3,266,046		
	£410	6,217,544	5,958,507	5,699,215	5,439,250	5,179,284	4,919,319	4,658,579	4,397,616	4,136,653	3,874,928		
	£420	6,820,678	6,561,641	6,302,604	6,043,567	5,784,129	5,524,163	5,264,198	5,004,232	4,743,401	4,482,438		
	£430	7,422,765	7,164,587	6,905,739	6,646,702	6,387,665	6,128,628	5,869,042	5,609,077	5,349,111	5,089,146		
RLV		Affordable      %											
£1,877,639		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	- 587,127	- 946,743	- 1,306,359	- 1,666,739	- 2,028,391	- 2,390,044	- 2,753,702	- 3,117,753	- 3,484,443	- 3,852,838		
	£290	234,663	- 140,843	- 516,605	- 893,875	- 1,271,144	- 1,648,549	- 2,027,956	- 2,407,363	- 2,789,000	- 3,171,700		
	£300	1,054,116	661,240	267,683	- 125,875	- 519,433	- 914,071	- 1,309,484	- 1,704,896	- 2,102,489	- 2,500,462		
	£310	1,867,235	1,458,539	1,049,484	639,424	228,495	- 183,114	- 594,723	- 1,006,840	- 1,420,396	- 1,834,113		
	£320	2,674,487	2,249,466	1,824,113	1,398,557	971,960	544,928	116,895	- 312,560	- 742,221	- 1,172,183		
	£330	3,476,941	3,035,585	2,593,508	2,151,430	1,709,073	1,265,884	822,473	377,975	- 67,466	- 514,212		
	£340	4,275,954	3,816,088	3,355,624	2,895,161	2,434,697	1,973,636	1,512,195	1,050,491	587,870	124,517		
	£350	5,072,266	4,592,988	4,113,710	3,634,432	3,155,154	2,675,615	2,195,505	1,715,395	1,234,811	753,661		
	£360	5,865,581	5,367,386	4,869,191	4,370,996	3,872,801	3,374,241	2,875,374	2,376,506	1,877,639	1,377,974		
	£370	6,657,137	6,139,904	5,622,670	5,105,436	4,587,920	4,070,185	3,552,451	3,034,716	2,516,982	1,998,780		
	£380	7,447,645	6,910,913	6,374,182	5,837,450	5,300,719	4,763,987	4,227,256	3,690,524	3,153,792	2,616,666		
	£390	8,235,698	7,679,819	7,123,941	6,568,063	6,012,184	5,456,306	4,900,428	4,344,548	3,788,319	3,232,089		
	£400	9,023,696	8,445,272	7,866,848	7,288,424	6,709,999	6,131,575	5,553,151	4,974,727	4,396,303	3,817,878		
	£410	9,809,522	9,208,645	8,607,768	8,006,891	7,406,015	6,805,138	6,204,261	5,603,384	5,002,508	4,401,631		
	£420	10,595,272	9,971,782	9,348,292	8,724,802	8,101,312	7,477,822	6,854,332	6,230,842	5,607,352	4,983,862		
	£430	11,380,135	10,734,058	10,087,981	9,441,904	8,795,827	8,149,750	7,503,673	6,857,596	6,211,519	5,565,442		
RLV		Land value      £per gross acre											
£1,877,639		£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000		
GDV £psf	£280	- 3,211,606	- 3,266,173	- 3,320,741	- 3,375,308	- 3,429,876	- 3,484,443	- 3,539,011	- 3,593,578	- 3,648,146	- 3,702,713		
	£290	- 2,517,802	- 2,572,042	- 2,626,282	- 2,680,521	- 2,734,761	- 2,789,000	- 2,843,240	- 2,897,480	- 2,951,719	- 3,005,959		
	£300	- 1,832,921	- 1,886,835	- 1,940,748	- 1,994,662	- 2,048,576	- 2,102,489	- 2,156,403	- 2,210,317	- 2,264,231	- 2,318,144		
	£310	- 1,152,448	- 1,206,037	- 1,259,627	- 1,313,217	- 1,366,807	- 1,420,396	- 1,473,986	- 1,527,576	- 1,581,166	- 1,634,756		
	£320	- 475,882	- 529,150	- 582,418	- 635,685	- 688,953	- 742,221	- 795,489	- 848,756	- 902,024	- 955,292		
	£330	196,625	143,995	91,366	38,430	- 14,518	- 67,466	- 120,413	- 173,361	- 226,309	- 279,571		
	£340	849,308	797,123	744,810	692,496	640,183	587,870	535,556	483,243	430,635	378,005		
	£350	1,493,718	1,442,032	1,390,345	1,338,659	1,286,810	1,234,811	1,182,812	1,130,813	1,078,814	1,026,815		
	£360	2,134,519	2,083,143	2,031,767	1,980,391	1,929,015	1,877,639	1,826,043	1,774,356	1,722,670	1,670,983		
	£370	2,772,318	2,721,251	2,670,183	2,619,116	2,568,049	2,516,982	2,465,861	2,414,485	2,363,109	2,311,733		
	£380	3,407,595	3,356,834	3,306,074	3,255,313	3,204,553	3,153,792	3,102,873	3,051,806	3,000,739	2,949,671		
	£390	4,040,948	3,990,493	3,940,037	3,889,582	3,839,079	3,788,319	3,737,558	3,686,798	3,636,037	3,585,277		
	£400	4,648,425	4,598,124	4,547,669	4,497,213	4,446,758	4,396,303	4,345,847	4,295,392	4,244,936	4,194,481		
	£410	5,253,269	5,203,117	5,152,964	5,102,812	5,052,660	5,002,508	4,952,355	4,902,140	4,851,684	4,801,229		
	£420	5,857,640	5,807,789	5,757,809	5,707,657	5,657,504	5,607,352	5,557,200	5,507,048	5,456,895	5,406,743		
	£430	6,460,774	6,410,923	6,361,072	6,311,221	6,261,370	6,211,519	6,161,668	6,111,817	6,061,740	6,011,587		



25 units		Greenfield		20% BNG Offsite																	
RLV		Build cost      £psm																			
		£182,980	£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525									
GDV £psf	£280	-	892,612	-	967,595	-	1,042,862	-	1,118,129	-	1,194,566	-	1,337,142	-	1,479,719	-	1,622,295	-	1,764,871	-	1,907,448
	£290	-	709,541	-	784,356	-	859,171	-	933,986	-	1,009,040	-	1,084,308	-	1,159,575	-	1,238,698	-	1,381,275	-	1,523,851
	£300	-	527,682	-	602,047	-	676,413	-	750,914	-	825,729	-	900,544	-	975,359	-	1,050,486	-	1,125,753	-	1,201,021
	£310	-	350,206	-	424,124	-	498,222	-	572,587	-	646,952	-	721,318	-	795,973	-	870,788	-	945,603	-	1,020,418
	£320	-	173,956	-	247,775	-	321,693	-	395,612	-	469,530	-	543,839	-	618,205	-	692,570	-	766,936	-	841,749
	£330	-	1,326	-	72,149	-	145,623	-	219,262	-	293,181	-	367,099	-	441,018	-	515,092	-	589,457	-	663,823
	£340	-	176,226	-	103,133	-	29,658	-	43,816	-	117,290	-	190,765	-	264,668	-	338,587	-	412,506	-	486,424
	£350	-	350,500	-	277,467	-	204,434	-	131,401	-	57,991	-	15,483	-	88,958	-	162,432	-	236,156	-	310,075
	£360	-	524,342	-	451,741	-	378,708	-	305,675	-	232,642	-	159,609	-	86,324	-	12,849	-	60,625	-	134,100
	£370	-	696,444	-	624,144	-	551,550	-	478,956	-	405,979	-	332,946	-	259,913	-	186,880	-	113,712	-	40,238
	£380	-	862,004	-	789,824	-	717,643	-	645,341	-	572,747	-	500,153	-	427,194	-	354,161	-	281,128	-	208,095
	£390	-	1,026,835	-	955,042	-	883,203	-	811,022	-	738,841	-	666,537	-	593,943	-	521,349	-	448,408	-	375,375
	£400	-	1,191,434	-	1,119,848	-	1,048,055	-	976,262	-	904,402	-	832,221	-	760,040	-	687,734	-	615,140	-	542,546
	£410	-	1,355,557	-	1,284,126	-	1,212,695	-	1,141,069	-	1,069,275	-	997,482	-	925,600	-	853,419	-	781,238	-	708,931
	£420	-	1,519,513	-	1,448,249	-	1,376,818	-	1,305,387	-	1,233,956	-	1,162,289	-	1,090,495	-	1,018,702	-	946,799	-	874,618
	£430	-	1,683,022	-	1,611,929	-	1,540,835	-	1,469,510	-	1,398,079	-	1,326,648	-	1,255,218	-	1,183,509	-	1,111,716	-	1,039,922
RLV		Affordable      %																			
		£182,980	0%	5%	10%	15%	20%	25%	30%	35%	40%	45%									
GDV £psf	£280	-	484,168	-	578,573	-	672,978	-	767,401	-	862,470	-	957,539	-	1,052,850	-	1,148,714	-	1,291,518	-	1,524,496
	£290	-	262,763	-	361,654	-	460,840	-	560,294	-	659,747	-	759,222	-	859,373	-	959,524	-	1,060,222	-	1,161,207
	£300	-	41,923	-	145,833	-	249,743	-	353,653	-	457,706	-	562,207	-	666,709	-	771,371	-	876,604	-	981,971
	£310	-	178,118	-	69,216	-	39,849	-	149,231	-	258,614	-	367,997	-	477,507	-	587,514	-	697,521	-	807,993
	£320	-	397,662	-	283,227	-	168,792	-	54,357	-	60,077	-	174,963	-	289,907	-	404,851	-	520,042	-	635,644
	£330	-	616,814	-	497,232	-	377,271	-	257,303	-	137,335	-	17,368	-	102,600	-	222,940	-	343,445	-	463,951
	£340	-	835,160	-	710,069	-	584,978	-	459,887	-	334,748	-	209,248	-	83,748	-	41,753	-	167,253	-	293,162
	£350	-	1,053,506	-	922,906	-	792,306	-	661,706	-	531,106	-	400,506	-	269,906	-	139,062	-	8,029	-	123,005
	£360	-	1,271,141	-	1,135,323	-	999,506	-	863,525	-	727,416	-	591,307	-	455,198	-	319,089	-	182,980	-	46,744
	£370	-	1,488,183	-	1,346,963	-	1,205,539	-	1,064,116	-	922,692	-	781,268	-	639,787	-	498,052	-	356,317	-	214,582
	£380	-	1,704,424	-	1,556,896	-	1,409,368	-	1,261,839	-	1,114,311	-	966,726	-	818,945	-	671,164	-	523,383	-	375,479
	£390	-	1,920,242	-	1,766,567	-	1,612,892	-	1,459,075	-	1,305,212	-	1,151,348	-	997,485	-	843,621	-	689,758	-	535,629
	£400	-	2,135,573	-	1,975,583	-	1,815,592	-	1,655,602	-	1,495,611	-	1,335,621	-	1,175,630	-	1,015,517	-	855,319	-	695,120
	£410	-	2,350,628	-	2,184,457	-	2,018,286	-	1,851,986	-	1,685,680	-	1,519,374	-	1,353,068	-	1,186,762	-	1,020,456	-	854,150
	£420	-	2,565,144	-	2,392,674	-	2,220,204	-	2,047,733	-	1,875,263	-	1,702,793	-	1,530,323	-	1,357,853	-	1,185,263	-	1,012,641
	£430	-	2,779,659	-	2,600,890	-	2,422,121	-	2,243,352	-	2,064,583	-	1,885,814	-	1,707,045	-	1,528,275	-	1,349,506	-	1,170,737
RLV		Land value      £per gross acre																			
		£182,980	£75,000	£80,000	£85,000	£90,000	£95,000	£100,000	£105,000	£110,000	£115,000	£120,000									
GDV £psf	£280	-	1,083,520	-	1,115,731	-	1,147,943	-	1,180,155	-	1,230,500	-	1,291,518	-	1,352,535	-	1,413,553	-	1,474,570	-	1,535,588
	£290	-	899,585	-	931,603	-	963,621	-	995,799	-	1,028,010	-	1,060,222	-	1,092,434	-	1,124,645	-	1,156,857	-	1,189,069
	£300	-	716,584	-	748,531	-	780,549	-	812,567	-	844,586	-	876,604	-	908,622	-	940,640	-	972,658	-	1,004,713
	£310	-	538,392	-	570,218	-	602,044	-	633,870	-	665,695	-	697,521	-	729,347	-	761,253	-	793,271	-	825,289
	£320	-	361,623	-	393,257	-	424,892	-	456,526	-	488,217	-	520,042	-	551,868	-	583,694	-	615,520	-	647,345
	£330	-	185,313	-	216,907	-	248,542	-	280,176	-	311,811	-	343,445	-	375,080	-	406,714	-	438,349	-	469,983
	£340	-	10,031	-	41,475	-	72,920	-	104,364	-	135,809	-	167,253	-	198,730	-	230,365	-	261,999	-	293,634
	£350	-	164,983	-	133,728	-	102,362	-	70,917	-	39,473	-	8,029	-	23,416	-	54,860	-	86,305	-	117,749
	£360	-	339,257	-	308,002	-	276,746	-	245,491	-	214,235	-	182,980	-	151,725	-	120,421	-	88,977	-	57,533
	£370	-	512,336	-	481,268	-	450,083	-	418,828	-	387,572	-	356,317	-	325,061	-	293,806	-	262,550	-	231,295
	£380	-	678,602	-	647,653	-	616,586	-	585,518	-	554,450	-	523,383	-	492,315	-	461,086	-	429,831	-	398,575
	£390	-	844,163	-	813,282	-	782,401	-	751,520	-	720,639	-	689,758	-	658,700	-	627,632	-	596,565	-	565,497
	£400	-	1,009,126	-	978,431	-	947,735	-	917,040	-	886,200	-	855,319	-	824,438	-	793,557	-	762,676	-	731,795
	£410	-	1,173,815	-	1,143,238	-	1,112,542	-	1,081,847	-	1,051,151	-	1,020,456	-	989,760	-	959,065	-	928,236	-	897,355
	£420	-	1,337,938	-	1,307,427	-	1,276,916	-	1,246,405	-	1,215,894	-	1,185,263	-	1,154,567	-	1,123,872	-	1,093,176	-	1,062,481
	£430	-	1,501,942	-	1,471,550	-	1,441,039	-	1,410,528	-	1,380,017	-	1,349,506	-	1,318,995	-	1,288,484	-	1,257,973	-	1,227,288

500 units		Brownfield		20% BNG Offsite									
RLV		Build cost      £psm											
£5,067,064		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525		
GDV £psf	£280	- 18,819,157	- 20,331,442	- 21,848,993	- 23,371,772	- 24,902,394	- 27,079,055	- 29,498,905	- 31,918,755	- 34,338,605	- 36,758,455		
	£290	- 14,777,047	- 16,270,554	- 17,768,509	- 19,271,706	- 20,783,276	- 22,299,512	- 23,820,938	- 25,351,120	- 27,309,296	- 29,729,146		
	£300	- 10,809,618	- 12,277,253	- 13,758,132	- 15,243,320	- 16,737,024	- 18,234,707	- 19,737,904	- 21,248,732	- 22,763,751	- 24,285,177		
	£310	- 6,935,647	- 8,371,788	- 9,817,644	- 11,273,755	- 12,742,864	- 14,224,405	- 15,709,593	- 17,203,493	- 18,700,905	- 20,204,102		
	£320	- 3,138,707	- 4,550,185	- 5,969,173	- 7,397,153	- 8,834,253	- 10,280,969	- 11,738,063	- 13,208,475	- 14,690,678	- 16,175,866		
	£330	- 600,806	- 791,900	- 2,190,738	- 3,596,271	- 5,009,062	- 6,429,683	- 7,858,709	- 9,296,718	- 10,744,295	- 12,202,962		
	£340	4,255,853	2,876,670	1,493,048	104,441	- 1,289,702	- 2,689,940	- 4,096,830	- 5,510,940	- 6,932,388	- 8,363,100		
	£350	7,866,727	6,499,411	5,128,335	3,753,597	2,374,379	989,190	- 400,946	- 1,796,581	- 3,198,271	- 4,606,576		
	£360	11,449,455	10,093,262	8,731,654	7,367,683	6,000,367	4,627,650	3,251,307	1,870,798	485,333	- 906,333		
	£370	15,011,069	13,660,982	12,310,000	10,953,807	9,595,947	8,234,290	6,868,639	5,500,132	4,126,964	2,749,016		
	£380	18,552,399	17,210,645	15,864,804	14,518,008	13,167,087	11,814,352	10,458,159	9,098,582	7,736,911	6,369,595		
	£390	22,078,783	20,742,533	19,403,070	18,062,120	16,718,539	15,372,699	14,024,112	12,673,191	11,318,704	9,962,511		
	£400	25,513,778	24,182,040	22,848,103	21,511,853	20,174,888	18,833,937	17,492,986	16,147,225	14,801,384	13,450,639		
	£410	28,935,139	27,607,727	26,278,012	24,946,274	23,614,536	22,278,362	20,942,111	19,602,931	18,261,980	16,918,915		
	£420	32,347,349	31,024,077	29,697,306	28,369,893	27,042,245	25,710,508	24,378,770	23,044,870	21,708,620	20,371,925		
	£430	35,752,068	34,430,928	33,107,656	31,784,384	30,459,472	29,132,060	27,804,648	26,474,741	25,143,003	23,811,266		
RLV		Affordable      %											
£5,067,064		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£280	- 15,093,636	- 17,229,973	- 19,380,279	- 21,547,364	- 23,734,059	- 26,304,703	- 30,407,759	- 34,510,815	- 38,613,870	- 42,716,926		
	£290	- 10,638,739	- 12,833,577	- 15,054,723	- 17,289,512	- 19,540,840	- 21,812,656	- 24,111,739	- 27,842,459	- 32,125,991	- 36,409,524		
	£300	- 6,290,039	- 8,531,781	- 10,797,207	- 13,092,108	- 15,414,443	- 17,753,684	- 20,115,711	- 22,502,078	- 25,675,640	- 30,144,340		
	£310	- 2,023,865	- 4,322,712	- 6,640,574	- 8,980,195	- 11,346,899	- 13,749,145	- 16,177,476	- 18,626,916	- 21,104,449	- 23,879,157		
	£320	- 2,180,956	- 184,371	- 2,562,977	- 4,958,375	- 7,374,249	- 9,816,724	- 12,292,022	- 14,806,471	- 17,344,949	- 19,913,599		
	£330	6,336,647	3,901,706	1,455,480	- 1,004,362	- 3,478,762	- 5,974,460	- 8,494,276	- 11,046,273	- 13,639,464	- 16,269,402		
	£340	10,455,072	7,937,274	5,411,069	2,874,116	323,844	2,240,720	- 4,825,848	- 7,434,790	- 10,075,110	- 12,756,927		
	£350	14,541,632	11,937,958	9,326,855	6,706,687	4,075,803	1,432,539	- 1,224,890	- 3,903,023	- 6,604,886	- 9,338,750		
	£360	18,604,735	15,911,148	13,212,265	10,506,416	7,791,915	5,067,064	2,330,150	- 422,282	- 3,193,509	- 5,990,427		
	£370	22,646,049	19,863,309	17,075,615	14,280,801	11,479,514	8,670,020	5,850,574	3,018,924	170,535	- 2,696,833		
	£380	26,670,869	23,797,655	20,917,455	18,033,679	15,144,563	12,248,334	9,343,199	6,427,355	3,498,981	555,865		
	£390	30,681,216	27,715,121	24,743,486	21,769,515	18,789,418	15,803,368	12,810,727	9,809,658	6,798,310	3,774,535		
	£400	34,679,093	31,604,446	28,524,343	25,443,068	22,355,010	19,263,041	16,165,530	13,060,587	9,946,309	6,820,777		
	£410	38,666,486	35,482,153	32,292,327	29,102,012	25,905,483	22,705,962	19,502,013	16,290,088	13,071,072	9,843,060		
	£420	42,645,366	39,349,089	36,050,426	32,749,851	29,444,846	26,136,664	22,824,639	19,505,513	16,180,471	12,847,502		
	£430	46,615,697	43,208,090	39,800,484	36,388,380	32,974,833	29,556,832	26,136,648	22,709,330	19,277,287	15,838,461		
RLV		Land value      £per gross acre											
£5,067,064		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000		
GDV £psf	£200	- 82,571,866	-103,436,454	-124,301,043	-145,165,632	-166,030,221	-186,894,810	-207,759,399	-228,623,988	-249,488,577	-270,353,166		
	£220	- 68,505,075	- 89,369,664	-110,234,253	-131,098,842	-151,963,431	-172,828,020	-193,692,608	-214,557,197	-235,421,786	-256,286,375		
	£240	- 54,438,284	- 75,302,873	- 96,167,462	-117,032,051	-137,896,640	-158,761,229	-179,625,818	-200,490,407	-221,354,996	-242,219,585		
	£260	- 40,371,494	- 61,236,083	- 82,100,672	-102,965,261	-123,829,850	-144,694,438	-165,559,027	-186,423,616	-207,288,205	-228,152,794		
	£280	- 26,304,703	- 47,169,292	- 68,033,881	- 88,898,470	-109,763,059	-130,627,648	-151,492,237	-172,356,826	-193,221,415	-214,086,003		
	£300	- 17,753,684	- 33,134,129	- 53,998,718	- 74,863,307	- 95,727,896	-116,592,484	-137,457,073	-158,321,662	-179,186,251	-200,050,840		
	£320	- 9,816,724	- 22,636,754	- 39,987,009	- 60,851,598	- 81,716,187	-102,580,776	-123,445,365	-144,309,954	-165,174,543	-186,039,132		
	£340	- 2,240,720	- 14,631,624	- 27,594,718	- 46,918,501	- 67,783,090	- 88,647,679	-109,512,268	-130,376,857	-151,241,446	-172,106,035		
	£360	5,067,064	- 6,934,160	- 19,577,723	- 33,098,383	- 53,962,972	- 74,827,561	- 95,692,150	-116,556,738	-137,421,327	-158,285,916		
	£380	12,248,334	530,164	- 11,743,047	- 24,555,656	- 40,142,853	- 61,007,442	- 81,872,031	-102,736,620	-123,601,209	-144,465,798		
	£400	19,263,041	7,762,158	- 4,219,738	- 16,723,155	- 29,658,920	- 47,344,547	- 68,209,136	- 89,073,724	-109,938,313	-130,802,902		
	£420	26,136,664	14,802,572	3,045,987	- 9,164,321	- 21,853,096	- 34,888,415	- 54,714,720	- 75,579,309	- 96,443,898	-117,308,487		
	£440	32,968,138	21,771,510	10,195,849	- 1,781,129	- 14,190,158	- 27,014,757	- 41,220,305	- 62,084,894	- 82,949,483	-103,814,072		
	£460	39,769,527	28,685,071	17,259,832	5,472,826	- 6,697,897	- 19,280,530	- 32,205,665	- 48,590,479	- 69,455,068	- 90,319,657		
	£480	46,545,266	35,554,758	24,256,674	12,629,541	655,184	- 11,686,872	- 24,411,305	- 37,423,329	- 55,960,653	- 76,825,242		
	£500	53,301,722	42,394,593	31,200,189	19,708,273	7,899,665	- 4,240,928	- 16,737,212	- 29,570,988	- 42,665,237	- 63,330,827		

100 units		Brownfield		20% BNG Offsite										
RLV		Build cost      £psm												
-£3,965,655		£1,300	£1,325	£1,350	£1,375	£1,400	£1,425	£1,450	£1,475	£1,500	£1,525			
GDV £psf	£350	- 3,646,669	- 3,861,006	- 4,075,343	- 4,289,679	- 4,504,016	- 4,719,591	- 4,936,362	- 5,154,347	- 5,373,559	- 5,594,014			
	£360	- 2,966,081	- 3,179,130	- 3,392,179	- 3,605,569	- 3,819,906	- 4,034,243	- 4,248,579	- 4,462,916	- 4,677,816	- 4,893,868			
	£370	- 2,287,776	- 2,499,545	- 2,712,430	- 2,925,479	- 3,138,528	- 3,351,577	- 3,564,626	- 3,778,806	- 3,993,143	- 4,207,479			
	£380	- 1,612,189	- 1,823,958	- 2,035,727	- 2,247,496	- 2,459,265	- 2,671,828	- 2,884,877	- 3,097,926	- 3,310,975	- 3,524,025			
	£390	- 939,574	- 1,150,071	- 1,360,567	- 1,571,910	- 1,783,679	- 1,995,448	- 2,207,217	- 2,418,986	- 2,631,226	- 2,844,275			
	£400	- 276,228	- 486,725	- 697,221	- 907,718	- 1,118,214	- 1,328,711	- 1,539,967	- 1,751,736	- 1,963,505	- 2,175,275			
	£410	383,194	173,963	- 35,269	- 244,668	- 455,165	- 665,661	- 876,158	- 1,086,654	- 1,297,151	- 1,508,323			
	£420	1,042,508	833,307	624,075	414,844	205,612	- 3,620	- 213,108	- 423,605	- 634,101	- 844,598			
	£430	1,698,343	1,490,368	1,282,394	1,074,188	864,956	655,724	446,493	237,261	28,029	- 181,548			
	£440	2,354,177	2,146,202	1,938,228	1,730,253	1,522,279	1,314,304	1,105,837	896,605	687,374	478,142			
	£450	3,007,290	2,800,565	2,593,840	2,386,087	2,178,113	1,970,138	1,762,164	1,554,189	1,346,215	1,137,486			
	£460	3,658,755	3,453,083	3,246,358	3,039,633	2,832,908	2,625,972	2,417,998	2,210,023	2,002,049	1,794,074			
		£470	4,301,700	4,096,169	3,890,638	3,685,107	3,478,910	3,272,185	3,065,460	2,858,735	2,651,319	2,443,344		
		£480	4,942,276	4,737,884	4,533,002	4,327,471	4,121,940	3,916,409	3,710,876	3,504,152	3,297,427	3,090,702		
		£490	5,581,798	5,377,405	5,173,013	4,968,620	4,764,228	4,558,773	4,353,242	4,147,711	3,942,180	3,736,118		
		£500	6,219,607	6,016,297	5,812,534	5,608,142	5,403,749	5,199,357	4,994,964	4,790,075	4,584,544	4,379,013		
RLV		Affordable      %												
-£3,965,655		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%			
GDV £psf	£350	- 2,294,881	- 2,764,485	- 3,234,089	- 3,705,008	- 4,177,387	- 4,650,588	- 5,130,449	- 5,620,067	- 6,122,380	- 6,848,391			
	£360	- 1,530,448	- 2,015,246	- 2,501,405	- 2,988,654	- 3,475,902	- 3,965,655	- 4,455,785	- 4,950,874	- 5,456,345	- 5,975,475			
	£370	- 767,110	- 1,269,459	- 1,771,808	- 2,274,157	- 2,778,508	- 3,283,402	- 3,789,426	- 4,297,309	- 4,808,023	- 5,329,702			
	£380	- 7,753	- 525,466	- 1,043,571	- 1,563,470	- 2,083,369	- 2,603,652	- 3,126,191	- 3,648,729	- 4,174,335	- 4,701,568			
	£390	751,207	216,026	- 319,155	- 854,336	- 1,390,232	- 1,927,682	- 2,465,131	- 3,004,270	- 3,544,453	- 4,086,865			
	£400	1,506,724	954,308	401,559	- 152,745	- 707,048	- 1,261,352	- 1,817,099	- 2,373,766	- 2,931,076	- 3,490,584			
	£410	2,261,562	1,690,048	1,118,533	547,019	- 24,817	- 598,303	- 1,171,788	- 1,745,369	- 2,321,313	- 2,897,258			
	£420	3,014,462	2,425,407	1,835,174	1,244,561	653,947	63,334	- 527,921	- 1,120,588	- 1,713,256	- 2,307,416			
	£430	3,765,435	3,157,352	2,549,270	1,941,187	1,332,391	722,679	112,967	- 496,746	- 1,107,753	- 1,719,602			
	£440	4,516,407	3,889,297	3,262,187	2,635,076	2,007,966	1,380,856	753,212	124,401	- 504,410	- 1,133,281			
	£450	5,264,293	4,619,398	3,974,503	3,328,966	2,682,828	2,036,690	1,390,552	744,414	97,638	- 550,271			
	£460	6,011,019	5,347,789	4,683,926	4,020,062	3,356,199	2,692,335	2,027,359	1,362,193	697,028	31,862			
		£470	6,755,016	6,071,976	5,388,935	4,705,895	4,022,472	3,338,337	2,654,202	1,970,067	1,285,276	599,770		
		£480	7,498,174	6,795,645	6,092,279	5,388,912	4,685,545	3,982,179	3,278,812	2,574,705	1,870,182	1,165,658		
		£490	8,239,054	7,516,291	6,793,529	6,070,766	5,348,003	4,624,543	3,900,850	3,177,156	2,453,463	1,729,519		
		£500	8,979,837	8,236,899	7,493,865	6,750,831	6,007,797	5,264,762	4,521,728	3,778,694	3,034,848	2,290,828		
RLV		Land value      £per gross acre												
-£3,965,655		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000			
GDV £psf	£350	- 1,520,359	- 3,078,667	- 4,650,588	- 6,267,973	- 8,394,486	- 11,269,607	- 14,144,727	- 17,019,848	- 19,894,968	- 22,770,088			
	£360	- 848,579	- 2,399,607	- 3,965,655	- 5,553,980	- 7,205,179	- 9,900,869	- 12,775,990	- 15,651,110	- 18,526,230	- 21,401,351			
	£370	- 178,288	- 1,724,020	- 3,283,402	- 4,856,444	- 6,474,336	- 8,532,132	- 11,407,252	- 14,282,372	- 17,157,493	- 20,032,613			
	£380	489,565	- 1,050,828	- 2,603,652	- 4,171,122	- 5,760,606	- 7,410,546	- 10,038,514	- 12,913,635	- 15,788,755	- 18,663,875			
	£390	1,155,343	- 379,206	- 1,927,682	- 3,488,136	- 5,062,340	- 6,680,699	- 8,669,777	- 11,544,897	- 14,420,017	- 17,295,138			
	£400	1,811,470	280,851	- 1,261,352	- 2,816,786	- 4,385,049	- 5,976,007	- 7,625,081	- 10,193,151	- 13,068,271	- 15,943,391			
	£410	2,465,346	940,195	- 598,303	- 2,148,315	- 3,709,969	- 5,285,985	- 6,905,323	- 8,842,013	- 11,717,133	- 14,592,253			
	£420	3,116,569	1,596,163	63,334	- 1,481,364	- 3,038,919	- 4,608,043	- 6,200,813	- 7,849,439	- 10,365,995	- 13,241,115			
	£430	3,765,755	2,251,997	722,679	- 817,695	- 2,369,247	- 3,932,696	- 5,509,938	- 7,130,269	- 9,014,857	- 11,889,977			
	£440	4,412,280	2,905,099	1,380,856	- 154,646	- 1,702,296	- 3,261,052	- 4,831,037	- 6,425,619	- 8,073,798	- 10,538,839			
	£450	5,057,359	3,556,135	2,036,690	505,162	- 1,037,088	- 2,590,180	- 4,155,689	- 5,733,891	- 7,355,214	- 9,187,701			
	£460	5,701,204	4,205,550	2,692,335	1,164,506	- 374,038	- 1,923,228	- 3,483,185	- 5,054,031	- 6,650,424	- 8,298,409			
		£470	6,336,858	4,845,813	3,338,337	1,814,819	281,032	- 1,263,143	- 2,818,896	- 4,385,494	- 5,964,755	- 7,587,381		
		£480	6,971,319	5,484,949	3,982,179	2,463,499	933,169	- 607,354	- 2,158,187	- 3,719,448	- 5,291,258	- 6,889,995		
		£490	7,604,457	6,121,837	4,624,543	3,111,369	1,585,203	48,435	- 1,498,550	- 3,055,767	- 4,623,334	- 6,204,217		
		£500	8,236,698	6,758,594	5,264,762	3,756,786	2,233,883	701,237	- 841,269	- 2,393,748	- 3,956,319	- 5,529,098		

25 units		Brownfield		20% BNG Offsite									
RLV		Build cost      £psm											
-£2,513,020		£1,550	£1,575	£1,600	£1,625	£1,650	£1,675	£1,700	£1,725	£1,750	£1,775		
GDV £psf	£350	- 2,229,883	- 2,364,789	- 2,499,695	- 2,634,600	- 2,769,506	- 2,904,412	- 3,039,317	- 3,174,223	- 3,309,129	- 3,444,034		
	£360	- 1,968,001	- 2,102,907	- 2,237,813	- 2,372,718	- 2,507,624	- 2,642,529	- 2,777,435	- 2,912,341	- 3,047,246	- 3,182,152		
	£370	- 1,706,119	- 1,841,025	- 1,975,930	- 2,110,836	- 2,245,742	- 2,380,647	- 2,515,553	- 2,650,458	- 2,785,364	- 2,920,270		
	£380	- 1,444,237	- 1,579,142	- 1,714,048	- 1,848,954	- 1,983,859	- 2,118,765	- 2,253,671	- 2,388,576	- 2,523,482	- 2,658,388		
	£390	- 1,192,465	- 1,317,260	- 1,452,166	- 1,587,072	- 1,721,977	- 1,856,883	- 1,991,788	- 2,126,694	- 2,261,600	- 2,396,505		
	£400	- 1,056,592	- 1,133,151	- 1,209,710	- 1,325,189	- 1,460,095	- 1,595,001	- 1,729,906	- 1,864,812	- 1,999,718	- 2,134,623		
	£410	- 921,174	- 997,278	- 1,073,838	- 1,150,397	- 1,226,956	- 1,333,118	- 1,468,024	- 1,602,930	- 1,737,835	- 1,872,741		
	£420	- 786,255	- 862,354	- 938,453	- 1,014,553	- 1,091,083	- 1,167,642	- 1,244,201	- 1,341,048	- 1,475,953	- 1,610,859		
	£430	- 651,830	- 727,472	- 803,535	- 879,634	- 955,733	- 1,031,832	- 1,108,329	- 1,184,888	- 1,261,447	- 1,349,125		
	£440	- 517,817	- 593,459	- 669,101	- 744,743	- 820,814	- 896,914	- 973,013	- 1,049,112	- 1,125,574	- 1,202,133		
	£450	- 384,154	- 459,446	- 535,087	- 610,729	- 686,371	- 762,013	- 838,094	- 914,193	- 990,292	- 1,066,391		
	£460	- 250,997	- 326,184	- 401,372	- 476,716	- 552,358	- 628,000	- 703,642	- 779,284	- 855,374	- 931,473		
	£470	- 122,286	- 197,474	- 272,661	- 347,848	- 423,036	- 498,465	- 574,107	- 649,749	- 725,390	- 801,065		
	£480	- 5,260	- 69,475	- 144,350	- 219,537	- 294,725	- 369,912	- 445,099	- 520,616	- 596,258	- 671,900		
	£490	- 132,798	- 58,063	- 16,673	- 91,409	- 166,413	- 241,601	- 316,788	- 391,976	- 467,163	- 542,768		
	£500	- 260,196	- 185,601	- 110,865	- 36,129	- 38,606	- 113,342	- 188,477	- 263,664	- 338,852	- 414,039		
RLV		Affordable      %											
-£2,513,020		0%	5%	10%	15%	20%	25%	30%	35%	40%	45%		
GDV £psf	£350	- 2,073,131	- 2,213,485	- 2,353,839	- 2,494,194	- 2,634,548	- 2,774,902	- 2,915,256	- 3,055,611	- 3,195,965	- 3,336,319		
	£360	- 1,788,794	- 1,933,639	- 2,078,484	- 2,223,330	- 2,368,175	- 2,513,020	- 2,657,865	- 2,802,710	- 2,947,556	- 3,092,401		
	£370	- 1,504,457	- 1,653,793	- 1,803,129	- 1,952,465	- 2,101,802	- 2,251,138	- 2,400,474	- 2,549,810	- 2,699,146	- 2,848,483		
	£380	- 1,301,299	- 1,374,340	- 1,527,774	- 1,681,601	- 1,835,428	- 1,989,256	- 2,143,083	- 2,296,910	- 2,450,737	- 2,604,564		
	£390	- 1,155,319	- 1,224,608	- 1,293,897	- 1,410,737	- 1,569,055	- 1,727,373	- 1,885,692	- 2,044,010	- 2,202,328	- 2,360,646		
	£400	- 1,010,063	- 1,080,757	- 1,151,960	- 1,223,270	- 1,302,910	- 1,465,491	- 1,628,300	- 1,791,109	- 1,953,918	- 2,116,727		
	£410	- 865,121	- 937,820	- 1,010,518	- 1,083,354	- 1,156,686	- 1,230,018	- 1,370,909	- 1,538,209	- 1,705,509	- 1,872,809		
	£420	- 720,548	- 794,882	- 869,586	- 944,289	- 1,018,992	- 1,094,145	- 1,169,499	- 1,285,309	- 1,457,100	- 1,628,891		
	£430	- 576,581	- 652,749	- 728,918	- 805,361	- 882,069	- 958,777	- 1,035,648	- 1,113,023	- 1,208,690	- 1,384,972		
	£440	- 432,613	- 510,773	- 588,932	- 667,091	- 745,251	- 823,858	- 902,571	- 981,284	- 1,060,590	- 1,141,428		
	£450	- 289,331	- 369,047	- 448,946	- 529,097	- 609,247	- 689,397	- 769,657	- 850,374	- 931,092	- 1,012,200		
	£460	- 146,275	- 227,971	- 309,667	- 391,362	- 473,243	- 555,384	- 637,525	- 719,666	- 802,187	- 884,909		
	£470	- 3,219	- 87,784	- 172,349	- 256,914	- 341,478	- 426,043	- 510,876	- 595,904	- 680,931	- 766,129		
	£480	- 139,199	- 52,025	- 35,191	- 122,704	- 210,218	- 297,732	- 385,246	- 472,760	- 560,700	- 648,694		
	£490	- 281,406	- 191,298	- 101,190	- 11,082	- 79,026	- 169,421	- 259,884	- 350,346	- 440,809	- 531,430		
	£500	- 423,614	- 330,572	- 237,530	- 144,488	- 51,446	- 41,596	- 134,638	- 227,933	- 321,345	- 414,757		
RLV		Land value      £per gross acre											
-£2,513,020		£500,000	£750,000	£1,000,000	£1,250,000	£1,500,000	£1,750,000	£2,000,000	£2,250,000	£2,500,000	£2,750,000		
GDV £psf	£350	- 1,234,133	- 1,619,325	- 2,004,517	- 2,389,710	- 2,774,902	- 3,160,095	- 3,545,287	- 3,930,479	- 4,315,672	- 4,700,864		
	£360	- 1,034,993	- 1,357,443	- 1,742,635	- 2,127,828	- 2,513,020	- 2,898,212	- 3,283,405	- 3,668,597	- 4,053,790	- 4,438,982		
	£370	- 899,154	- 1,117,718	- 1,480,753	- 1,865,945	- 2,251,138	- 2,636,330	- 3,021,523	- 3,406,715	- 3,791,907	- 4,177,100		
	£380	- 764,235	- 981,845	- 1,218,871	- 1,604,063	- 1,989,256	- 2,374,448	- 2,759,640	- 3,144,833	- 3,530,025	- 3,915,218		
	£390	- 629,564	- 846,600	- 1,064,569	- 1,342,181	- 1,727,373	- 2,112,566	- 2,497,758	- 2,882,951	- 3,268,143	- 3,653,335		
	£400	- 495,551	- 711,681	- 928,965	- 1,147,294	- 1,465,491	- 1,850,684	- 2,235,876	- 2,621,068	- 3,006,261	- 3,391,453		
	£410	- 361,815	- 577,516	- 794,047	- 1,011,421	- 1,230,018	- 1,588,801	- 1,973,994	- 2,359,186	- 2,744,379	- 3,129,571		
	£420	- 228,658	- 443,502	- 659,481	- 876,412	- 1,094,145	- 1,326,988	- 1,712,112	- 2,097,304	- 2,482,496	- 2,867,689		
	£430	- 95,626	- 310,182	- 525,467	- 741,493	- 958,777	- 1,176,870	- 1,450,229	- 1,835,422	- 2,220,614	- 2,605,807		
	£440	- 36,722	- 177,026	- 391,706	- 607,432	- 823,858	- 1,041,142	- 1,259,594	- 1,573,540	- 1,958,732	- 2,343,924		
	£450	- 169,070	- 44,321	- 258,550	- 473,419	- 689,397	- 906,223	- 1,123,722	- 1,342,319	- 1,696,850	- 2,082,042		
	£460	- 300,868	- 88,028	- 125,393	- 340,073	- 555,384	- 771,362	- 988,589	- 1,206,446	- 1,435,175	- 1,820,160		
	£470	- 428,074	- 215,962	- 2,572	- 211,363	- 426,043	- 641,827	- 858,181	- 1,075,465	- 1,293,715	- 1,566,996		
	£480	- 554,887	- 342,778	- 130,110	- 83,281	- 297,732	- 512,694	- 728,673	- 945,463	- 1,162,794	- 1,381,391		
	£490	- 681,099	- 469,591	- 257,482	- 44,257	- 169,421	- 384,101	- 599,540	- 815,518	- 1,032,745	- 1,250,471		
	£500	- 807,234	- 596,400	- 384,295	- 171,795	- 41,596	- 255,790	- 470,471	- 686,386	- 902,742	- 1,120,026		

## **Annex H: Commercial testing sensitivity testing**

# Kent BNG - 10% onsite baseline

Commerical

## User information

User inputs in this version of the model provided or updated by:

Name: JB

Date: April 2022

**SQW**

Small industrial - brownfield		10% BNG Onsite									
RLV		Build cost    £psm									
	£67,971	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Rent £psf	£8.00	- 201,104	- 220,954	- 240,804	- 260,654	- 280,504	- 300,353	- 320,203	- 340,053	- 359,903	- 379,753
	£8.50	- 162,429	- 182,279	- 202,129	- 221,979	- 241,829	- 261,679	- 281,529	- 301,379	- 321,229	- 341,079
	£9.00	- 126,823	- 144,688	- 163,455	- 183,305	- 203,155	- 223,005	- 242,855	- 262,705	- 282,555	- 302,405
	£9.50	- 92,017	- 109,881	- 127,746	- 145,611	- 164,481	- 184,331	- 204,180	- 224,030	- 243,880	- 263,730
	£10.00	- 57,210	- 75,075	- 92,940	- 110,804	- 128,669	- 146,534	- 165,506	- 185,356	- 205,206	- 225,056
	£10.50	- 22,403	- 40,268	- 58,133	- 75,998	- 93,863	- 111,727	- 129,592	- 147,457	- 166,532	- 186,382
	£11.00	- 12,404	- 5,461	- 23,326	- 41,191	- 59,056	- 76,921	- 94,786	- 112,651	- 130,515	- 148,380
	£11.50	47,211	29,346	11,481	6,384	24,249	42,114	59,979	77,844	95,709	113,574
	£12.00	76,763	64,153	46,288	28,423	10,558	7,307	25,172	43,037	60,902	78,767
	£12.50	110,797	93,329	75,861	63,230	45,365	27,500	9,635	8,230	26,095	43,960
	£13.00	143,885	127,362	109,894	92,426	74,958	62,307	44,442	26,577	8,712	9,153
	£13.50	174,837	159,738	143,928	126,460	108,992	91,524	74,056	61,384	43,519	25,654
	£14.00	205,788	190,690	175,592	160,493	143,025	125,557	108,089	90,621	73,153	60,461
	£14.50	236,740	221,642	206,543	191,445	176,346	159,590	142,123	124,655	107,187	89,719
	£15.00	267,692	252,593	237,495	222,396	207,298	192,199	176,156	158,688	141,220	123,752
	£15.50	293,495	283,545	268,447	253,348	238,250	223,151	208,053	192,721	175,253	157,785
RLV		Build cost    £psm									
	£67,971	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Yeild £psf	4.00%	455,252	440,325	425,398	410,471	395,545	380,618	365,691	350,764	335,837	320,910
	4.25%	387,363	372,436	357,510	342,583	327,656	312,729	297,802	282,875	272,803	257,705
	4.50%	327,018	312,091	297,164	282,237	272,158	257,059	241,961	226,863	211,764	194,857
	4.75%	277,938	262,839	247,741	232,642	217,544	202,445	187,271	169,803	152,335	134,867
	5.00%	228,785	213,687	198,588	183,490	168,215	150,748	133,280	115,812	98,344	80,876
	5.25%	184,314	169,215	154,117	136,834	119,366	101,899	84,431	66,963	54,130	36,265
	5.50%	143,885	127,362	109,894	92,426	74,958	62,307	44,442	26,577	8,712	9,153
	5.75%	104,283	86,815	69,348	56,569	38,704	20,839	2,974	- 14,891	- 32,756	- 50,621
	6.00%	67,116	54,286	36,421	18,556	691	- 17,174	- 35,039	- 52,904	- 70,769	- 88,633
	6.25%	37,180	19,315	1,450	- 16,415	- 34,280	- 52,145	- 70,010	- 87,875	- 105,740	- 123,605
	6.50%	4,898	- 12,967	- 30,832	- 48,697	- 66,562	- 84,427	- 102,291	- 120,156	- 138,021	- 156,047
	6.75%	- 24,992	- 42,857	- 60,722	- 78,587	- 96,452	- 114,317	- 132,182	- 150,047	- 169,409	- 189,259
	7.00%	- 52,747	- 70,612	- 88,477	- 106,342	- 124,207	- 142,072	- 160,548	- 180,398	- 200,248	- 220,098
	7.25%	- 78,588	- 96,453	- 114,318	- 132,183	- 150,048	- 169,410	- 189,260	- 209,110	- 228,960	- 248,810
	7.50%	- 102,706	- 120,571	- 138,436	- 156,508	- 176,358	- 196,208	- 216,058	- 235,908	- 255,758	- 275,608
	7.75%	- 125,269	- 143,133	- 161,727	- 181,577	- 201,427	- 221,277	- 241,127	- 260,977	- 280,827	- 300,677



# Large industrial - greenfield

10% BNG Onsite

RLV		Build cost    £psm									
#####		£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Rent £psf	£6.50	-1,107,324	-1,496,306	-1,885,288	-2,274,270	-2,663,252	-3,052,235	-3,441,217	-3,830,199	-4,219,181	-4,608,164
	£7.00	-290,504	-631,145	-1,011,810	-1,400,792	-1,789,775	-2,178,757	-2,567,739	-2,956,721	-3,345,703	-3,734,686
	£7.50	464,700	126,286	-212,129	-545,183	-916,297	-1,305,279	-1,694,261	-2,083,243	-2,472,226	-2,861,208
	£8.00	1,224,626	886,211	547,797	209,382	-129,032	-464,705	-820,783	-1,209,765	-1,598,748	-1,987,730
	£8.50	1,984,552	1,646,137	1,307,723	969,308	630,893	292,479	-45,936	-380,653	-725,270	-1,114,252
	£9.00	2,744,477	2,406,063	2,067,648	1,729,234	1,390,819	1,052,405	713,990	375,576	37,161	-296,601
	£9.50	3,504,403	3,165,989	2,827,574	2,489,160	2,150,745	1,812,330	1,473,916	1,135,501	797,087	458,672
	£10.00	4,264,329	3,925,914	3,587,500	3,249,085	2,910,671	2,572,256	2,233,842	1,895,427	1,557,013	1,218,598
	£10.50	5,021,354	4,685,840	4,347,426	4,009,011	3,670,597	3,332,182	2,993,767	2,655,353	2,316,938	1,978,524
	£11.00	5,775,720	5,441,074	5,106,429	4,768,937	4,430,522	4,092,108	3,753,693	3,415,279	3,076,864	2,738,450
	£11.50	6,530,085	6,195,440	5,860,794	5,526,149	5,190,448	4,852,034	4,513,619	4,175,204	3,836,790	3,498,375
	£12.00	7,284,450	6,949,805	6,615,160	6,280,514	5,945,869	5,611,224	5,273,545	4,935,130	4,596,716	4,258,301
	£12.50	8,038,816	7,704,170	7,369,525	7,034,880	6,700,234	6,365,589	6,030,944	5,695,056	5,356,641	5,018,227
	£13.00	8,793,181	8,458,536	8,123,890	7,789,245	7,454,600	7,119,954	6,785,309	6,450,664	6,116,019	5,778,153
	£13.50	9,547,546	9,212,901	8,878,256	8,543,610	8,208,965	7,874,320	7,539,674	7,205,029	6,870,384	6,535,739
	£14.00	#####	9,967,266	9,632,621	9,297,976	8,963,330	8,628,685	8,294,040	7,959,394	7,624,749	7,290,104
RLV		Build cost    £psm									
#####		£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Yeild £psf	4.00%	6,236,947	5,902,302	5,567,657	5,233,011	4,895,015	4,556,601	4,218,186	3,879,772	3,541,357	3,202,943
	4.25%	5,194,028	4,859,383	4,521,309	4,182,895	3,844,480	3,506,066	3,167,651	2,829,236	2,490,822	2,152,407
	4.50%	4,264,329	3,925,914	3,587,500	3,249,085	2,910,671	2,572,256	2,233,842	1,895,427	1,557,013	1,218,598
	4.75%	3,428,815	3,090,401	2,751,986	2,413,572	2,075,157	1,736,743	1,398,328	1,059,914	721,499	383,085
	5.00%	2,676,853	2,338,439	2,000,024	1,661,610	1,323,195	984,780	646,366	307,951	-30,463	-365,003
	5.25%	1,996,506	1,658,092	1,319,677	981,263	642,848	304,434	-33,981	-368,561	-711,529	-1,100,511
	5.50%	1,378,009	1,039,595	701,180	362,766	24,351	-309,558	-650,632	-1,033,463	-1,422,445	-1,811,427
	5.75%	813,295	474,880	136,466	-201,949	-534,652	-904,595	-1,293,578	-1,682,560	-2,071,542	-2,460,524
	6.00%	295,640	-42,775	-377,456	-721,637	-1,110,619	-1,499,601	-1,888,584	-2,277,566	-2,666,548	-3,055,530
	6.25%	-180,603	-512,570	-880,060	-1,269,042	-1,658,025	-2,047,007	-2,435,989	-2,824,971	-3,213,953	-3,602,936
	6.50%	-617,254	-996,375	-1,385,357	-1,774,340	-2,163,322	-2,552,304	-2,941,286	-3,330,269	-3,719,251	-4,108,233
	6.75%	-1,075,261	-1,464,243	-1,853,225	-2,242,208	-2,631,190	-3,020,172	-3,409,154	-3,798,136	-4,187,119	-4,576,101
	7.00%	-1,509,710	-1,898,692	-2,287,674	-2,676,656	-3,065,638	-3,454,621	-3,843,603	-4,232,585	-4,621,567	-5,010,550
	7.25%	-1,914,196	-2,303,179	-2,692,161	-3,081,143	-3,470,125	-3,859,107	-4,248,090	-4,637,072	-5,026,054	-5,415,036
	7.50%	-2,291,717	-2,680,700	-3,069,682	-3,458,664	-3,847,646	-4,236,628	-4,625,611	-5,014,593	-5,403,575	-5,792,557
	7.75%	-2,644,882	-3,033,864	-3,422,847	-3,811,829	-4,200,811	-4,589,793	-4,978,776	-5,367,758	-5,756,740	-6,145,722



Offices - brownfield		10% BNG Onsite									
RLV		Build cost    £psm									
-£3,197,700	£1,500	£1,600	£1,700	£1,800	£1,900	£2,000	£2,100	£2,200	£2,300	£2,400	
Rent £psf	£20.00	-2,073,837	-2,415,999	-2,758,161	-3,100,323	-3,442,485	-3,784,646	-4,126,808	-4,468,970	-4,811,132	-5,153,294
	£21.00	-1,869,539	-2,211,701	-2,553,863	-2,896,025	-3,238,186	-3,580,348	-3,922,510	-4,264,672	-4,606,833	-4,948,995
	£22.00	-1,665,241	-2,007,403	-2,349,564	-2,691,726	-3,033,888	-3,376,050	-3,718,212	-4,060,373	-4,402,535	-4,744,697
	£23.00	-1,460,943	-1,803,104	-2,145,266	-2,487,428	-2,829,590	-3,171,751	-3,513,913	-3,856,075	-4,198,237	-4,540,399
	£24.00	-1,256,644	-1,598,806	-1,940,968	-2,283,130	-2,625,291	-2,967,453	-3,309,615	-3,651,777	-3,993,939	-4,336,100
	£25.00	-1,052,346	-1,394,508	-1,736,669	-2,078,831	-2,420,993	-2,763,155	-3,105,317	-3,447,478	-3,789,640	-4,131,802
	£26.00	-848,048	-1,190,209	-1,532,371	-1,874,533	-2,216,695	-2,558,856	-2,901,018	-3,243,180	-3,585,342	-3,927,504
	£27.00	-652,051	-985,911	-1,328,073	-1,670,235	-2,012,396	-2,354,558	-2,696,720	-3,038,882	-3,381,044	-3,723,205
	£28.00	-473,929	-781,613	-1,123,774	-1,465,936	-1,808,098	-2,150,260	-2,492,422	-2,834,583	-3,176,745	-3,518,907
	£29.00	-294,146	-592,259	-919,476	-1,261,638	-1,603,800	-1,945,962	-2,288,123	-2,630,285	-2,972,447	-3,314,609
	£30.00	-121,323	-415,466	-716,337	-1,057,340	-1,399,501	-1,741,663	-2,083,825	-2,425,987	-2,768,149	-3,110,310
	£31.00	56,417	-241,264	-532,468	-853,041	-1,195,203	-1,537,365	-1,879,527	-2,221,688	-2,563,850	-2,906,012
	£32.00	234,156	-63,524	-357,003	-656,545	-990,905	-1,333,067	-1,675,228	-2,017,390	-2,359,552	-2,701,714
	£33.00	411,896	114,215	-183,466	-478,323	-786,606	-1,128,768	-1,470,930	-1,813,092	-2,155,254	-2,497,415
	£34.00	589,636	291,955	-5,726	-298,541	-596,754	-924,470	-1,266,632	-1,608,793	-1,950,955	-2,293,117
	£35.00	767,375	469,694	172,014	-125,667	-419,860	-720,831	-1,062,333	-1,404,495	-1,746,657	-2,088,819
RLV		Build cost    £psm									
-£3,197,700	£1,500	£1,600	£1,700	£1,800	£1,900	£2,000	£2,100	£2,200	£2,300	£2,400	
Yeild £psf	4.00%	3,164,950	2,870,620	2,576,291	2,281,846	1,984,165	1,686,485	1,388,804	1,091,123	793,442	495,762
	4.50%	2,175,762	1,880,801	1,583,120	1,285,439	987,759	690,078	392,397	94,716	-202,964	-498,046
	5.00%	1,381,356	1,083,675	785,995	488,314	190,633	-107,048	-401,027	-701,569	-1,040,932	-1,383,093
	5.50%	729,163	431,482	133,801	-163,880	-458,512	-764,094	-1,106,256	-1,448,418	-1,790,579	-2,132,741
	6.00%	185,668	-112,013	-406,049	-706,706	-1,046,639	-1,388,801	-1,730,962	-2,073,124	-2,415,286	-2,757,448
	6.50%	-274,212	-566,553	-890,913	-1,233,075	-1,575,237	-1,917,398	-2,259,560	-2,601,722	-2,943,884	-3,286,045
	7.00%	-666,382	-1,001,835	-1,343,997	-1,686,159	-2,028,320	-2,370,482	-2,712,644	-3,054,806	-3,396,968	-3,739,129
	7.50%	-1,052,346	-1,394,508	-1,736,669	-2,078,831	-2,420,993	-2,763,155	-3,105,317	-3,447,478	-3,789,640	-4,131,802
	8.00%	-1,395,934	-1,738,096	-2,080,258	-2,422,420	-2,764,582	-3,106,743	-3,448,905	-3,791,067	-4,133,229	-4,475,391
	8.50%	-1,699,101	-2,041,263	-2,383,424	-2,725,586	-3,067,748	-3,409,910	-3,752,072	-4,094,233	-4,436,395	-4,778,557
	9.00%	-1,968,582	-2,310,744	-2,652,906	-2,995,067	-3,337,229	-3,679,391	-4,021,553	-4,363,715	-4,705,876	-5,048,038
	9.50%	-2,209,697	-2,551,859	-2,894,020	-3,236,182	-3,578,344	-3,920,506	-4,262,668	-4,604,829	-4,946,991	-5,289,153
	10.00%	-2,426,700	-2,768,862	-3,111,024	-3,453,186	-3,795,347	-4,137,509	-4,479,671	-4,821,833	-5,163,994	-5,506,156
	10.50%	-2,623,036	-2,965,198	-3,307,360	-3,649,522	-3,991,684	-4,333,845	-4,676,007	-5,018,169	-5,360,331	-5,702,493
	11.00%	-2,801,524	-3,143,686	-3,485,848	-3,828,009	-4,170,171	-4,512,333	-4,854,495	-5,196,657	-5,538,818	-5,880,980
	11.50%	-2,964,491	-3,306,653	-3,648,815	-3,990,976	-4,333,138	-4,675,300	-5,017,462	-5,359,623	-5,701,785	-6,043,947

# Kent BNG - 15% onsite

Commerical

## User information

User inputs in this version of the model provided or updated by:

Name: JB

Date: April 2022

The logo for SQW, consisting of the letters 'SQW' in a bold, red, sans-serif font.

Small industrial - brownfield		15% BNG Onsite									
RLV		Build cost    £psm									
	£67,971	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Rent £psf	£8.00	- 201,104	- 220,954	- 240,804	- 260,654	- 280,504	- 300,353	- 320,203	- 340,053	- 359,903	- 379,753
	£8.50	- 162,429	- 182,279	- 202,129	- 221,979	- 241,829	- 261,679	- 281,529	- 301,379	- 321,229	- 341,079
	£9.00	- 126,823	- 144,688	- 163,455	- 183,305	- 203,155	- 223,005	- 242,855	- 262,705	- 282,555	- 302,405
	£9.50	- 92,017	- 109,881	- 127,746	- 145,611	- 164,481	- 184,331	- 204,180	- 224,030	- 243,880	- 263,730
	£10.00	- 57,210	- 75,075	- 92,940	- 110,804	- 128,669	- 146,534	- 165,506	- 185,356	- 205,206	- 225,056
	£10.50	- 22,403	- 40,268	- 58,133	- 75,998	- 93,863	- 111,727	- 129,592	- 147,457	- 166,532	- 186,382
	£11.00	12,404	- 5,461	- 23,326	- 41,191	- 59,056	- 76,921	- 94,786	- 112,651	- 130,515	- 148,380
	£11.50	47,211	29,346	11,481	- 6,384	- 24,249	- 42,114	- 59,979	- 77,844	- 95,709	- 113,574
	£12.00	76,763	64,153	46,288	28,423	10,558	- 7,307	- 25,172	- 43,037	- 60,902	- 78,767
	£12.50	110,797	93,329	75,861	63,230	45,365	27,500	9,635	- 8,230	- 26,095	- 43,960
	£13.00	143,885	127,362	109,894	92,426	74,958	62,307	44,442	26,577	8,712	- 9,153
	£13.50	174,837	159,738	143,928	126,460	108,992	91,524	74,056	61,384	43,519	25,654
	£14.00	205,788	190,690	175,592	160,493	143,025	125,557	108,089	90,621	73,153	60,461
	£14.50	236,740	221,642	206,543	191,445	176,346	159,590	142,123	124,655	107,187	89,719
	£15.00	267,692	252,593	237,495	222,396	207,298	192,199	176,156	158,688	141,220	123,752
	£15.50	293,495	283,545	268,447	253,348	238,250	223,151	208,053	192,721	175,253	157,785
RLV		Build cost    £psm									
	£67,971	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Yeild £psf	4.00%	455,252	440,325	425,398	410,471	395,545	380,618	365,691	350,764	335,837	320,910
	4.25%	387,363	372,436	357,510	342,583	327,656	312,729	297,802	282,875	272,803	257,705
	4.50%	327,018	312,091	297,164	282,237	272,158	257,059	241,961	226,863	211,764	194,857
	4.75%	277,938	262,839	247,741	232,642	217,544	202,445	187,271	169,803	152,335	134,867
	5.00%	228,785	213,687	198,588	183,490	168,215	150,748	133,280	115,812	98,344	80,876
	5.25%	184,314	169,215	154,117	136,834	119,366	101,899	84,431	66,963	54,130	36,265
	5.50%	143,885	127,362	109,894	92,426	74,958	62,307	44,442	26,577	8,712	- 9,153
	5.75%	104,283	86,815	69,348	56,569	38,704	20,839	2,974	- 14,891	- 32,756	- 50,621
	6.00%	67,116	54,286	36,421	18,556	691	- 17,174	- 35,039	- 52,904	- 70,769	- 88,633
	6.25%	37,180	19,315	1,450	- 16,415	- 34,280	- 52,145	- 70,010	- 87,875	- 105,740	- 123,605
	6.50%	4,898	- 12,967	- 30,832	- 48,697	- 66,562	- 84,427	- 102,291	- 120,156	- 138,021	- 156,047
	6.75%	- 24,992	- 42,857	- 60,722	- 78,587	- 96,452	- 114,317	- 132,182	- 150,047	- 169,409	- 189,259
	7.00%	- 52,747	- 70,612	- 88,477	- 106,342	- 124,207	- 142,072	- 160,548	- 180,398	- 200,248	- 220,098
	7.25%	- 78,588	- 96,453	- 114,318	- 132,183	- 150,048	- 169,410	- 189,260	- 209,110	- 228,960	- 248,810
	7.50%	- 102,706	- 120,571	- 138,436	- 156,508	- 176,358	- 196,208	- 216,058	- 235,908	- 255,758	- 275,608
	7.75%	- 125,269	- 143,133	- 161,727	- 181,577	- 201,427	- 221,277	- 241,127	- 260,977	- 280,827	- 300,677

# Large industrial - greenfield

15% BNG Onsite

RLV		Build cost    £psm									
#####		£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Rent £psf	£6.50	-1,108,095	-1,497,077	-1,886,059	-2,275,042	-2,664,024	-3,053,006	-3,441,988	-3,830,970	-4,219,953	-4,608,935
	£7.00	-291,183	-631,839	-1,012,581	-1,401,564	-1,790,546	-2,179,528	-2,568,510	-2,957,493	-3,346,475	-3,735,457
	£7.50	464,029	125,615	-212,800	-545,877	-917,068	-1,306,050	-1,695,032	-2,084,015	-2,472,997	-2,861,979
	£8.00	1,223,955	885,540	547,126	208,711	-129,703	-465,384	-821,554	-1,210,537	-1,599,519	-1,988,501
	£8.50	1,983,881	1,645,466	1,307,052	968,637	630,222	291,808	-46,607	-381,332	-726,041	-1,115,023
	£9.00	2,743,806	2,405,392	2,066,977	1,728,563	1,390,148	1,051,734	713,319	374,905	36,490	-297,280
	£9.50	3,503,732	3,165,318	2,826,903	2,488,489	2,150,074	1,811,659	1,473,245	1,134,830	796,416	458,001
	£10.00	4,263,658	3,925,243	3,586,829	3,248,414	2,910,000	2,571,585	2,233,171	1,894,756	1,556,342	1,217,927
	£10.50	5,020,691	4,685,169	4,346,755	4,008,340	3,669,926	3,331,511	2,993,096	2,654,682	2,316,267	1,977,853
	£11.00	5,775,056	5,440,411	5,105,765	4,768,266	4,429,851	4,091,437	3,753,022	3,414,608	3,076,193	2,737,779
	£11.50	6,529,421	6,194,776	5,860,131	5,525,485	5,189,777	4,851,363	4,512,948	4,174,533	3,836,119	3,497,704
	£12.00	7,283,786	6,949,141	6,614,496	6,279,851	5,945,205	5,610,560	5,272,874	4,934,459	4,596,045	4,257,630
	£12.50	8,038,152	7,703,506	7,368,861	7,034,216	6,699,571	6,364,925	6,030,280	5,694,385	5,355,970	5,017,556
	£13.00	8,792,517	8,457,872	8,123,226	7,788,581	7,453,936	7,119,291	6,784,645	6,450,000	6,115,355	5,777,482
	£13.50	9,546,882	9,212,237	8,877,592	8,542,946	8,208,301	7,873,656	7,539,011	7,204,365	6,869,720	6,535,075
	£14.00	#####	9,966,602	9,631,957	9,297,312	8,962,667	8,628,021	8,293,376	7,958,731	7,624,085	7,289,440
RLV		Build cost    £psm									
#####		£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Yeild £psf	4.00%	6,236,283	5,901,638	5,566,993	5,232,347	4,894,344	4,555,930	4,217,515	3,879,101	3,540,686	3,202,272
	4.25%	5,193,364	4,858,719	4,520,638	4,182,224	3,843,809	3,505,395	3,166,980	2,828,565	2,490,151	2,151,736
	4.50%	4,263,658	3,925,243	3,586,829	3,248,414	2,910,000	2,571,585	2,233,171	1,894,756	1,556,342	1,217,927
	4.75%	3,428,144	3,089,730	2,751,315	2,412,901	2,074,486	1,736,072	1,397,657	1,059,243	720,828	382,414
	5.00%	2,676,182	2,337,768	1,999,353	1,660,939	1,322,524	984,109	645,695	307,280	-31,134	-365,681
	5.25%	1,995,835	1,657,421	1,319,006	980,592	642,177	303,763	-34,652	-369,240	-712,300	-1,101,282
	5.50%	1,377,338	1,038,924	700,509	362,095	23,680	-310,237	-651,326	-1,034,234	-1,423,216	-1,812,198
	5.75%	812,624	474,209	135,795	-202,620	-535,346	-905,367	-1,294,349	-1,683,331	-2,072,313	-2,461,296
	6.00%	294,969	-43,446	-378,135	-722,408	-1,111,390	-1,500,373	-1,889,355	-2,278,337	-2,667,319	-3,056,302
	6.25%	-181,274	-513,264	-880,831	-1,269,814	-1,658,796	-2,047,778	-2,436,760	-2,825,742	-3,214,725	-3,603,707
	6.50%	-617,948	-997,146	-1,386,129	-1,775,111	-2,164,093	-2,553,075	-2,942,058	-3,331,040	-3,720,022	-4,109,004
	6.75%	-1,076,032	-1,465,014	-1,853,997	-2,242,979	-2,631,961	-3,020,943	-3,409,925	-3,798,908	-4,187,890	-4,576,872
	7.00%	-1,510,481	-1,899,463	-2,288,445	-2,677,428	-3,066,410	-3,455,392	-3,844,374	-4,233,356	-4,622,339	-5,011,321
	7.25%	-1,914,968	-2,303,950	-2,692,932	-3,081,914	-3,470,897	-3,859,879	-4,248,861	-4,637,843	-5,026,825	-5,415,808
	7.50%	-2,292,489	-2,681,471	-3,070,453	-3,459,435	-3,848,418	-4,237,400	-4,626,382	-5,015,364	-5,404,346	-5,793,329
	7.75%	-2,645,653	-3,034,636	-3,423,618	-3,812,600	-4,201,582	-4,590,565	-4,979,547	-5,368,529	-5,757,511	-6,146,493

Offices - brownfield		15% BNG Onsite									
RLV	Build cost	£psm									
		£1,500	£1,600	£1,700	£1,800	£1,900	£2,000	£2,100	£2,200	£2,300	£2,400
-£3,197,700											
Rent											
£20.00		-2,073,837	-2,415,999	-2,758,161	-3,100,323	-3,442,485	-3,784,646	-4,126,808	-4,468,970	-4,811,132	-5,153,294
£21.00		-1,869,539	-2,211,701	-2,553,863	-2,896,025	-3,238,186	-3,580,348	-3,922,510	-4,264,672	-4,606,833	-4,948,995
£22.00		-1,665,241	-2,007,403	-2,349,564	-2,691,726	-3,033,888	-3,376,050	-3,718,212	-4,060,373	-4,402,535	-4,744,697
£23.00		-1,460,943	-1,803,104	-2,145,266	-2,487,428	-2,829,590	-3,171,751	-3,513,913	-3,856,075	-4,198,237	-4,540,399
£24.00		-1,256,644	-1,598,806	-1,940,968	-2,283,130	-2,625,291	-2,967,453	-3,309,615	-3,651,777	-3,993,939	-4,336,100
£25.00		-1,052,346	-1,394,508	-1,736,669	-2,078,831	-2,420,993	-2,763,155	-3,105,317	-3,447,478	-3,789,640	-4,131,802
£26.00		-848,048	-1,190,209	-1,532,371	-1,874,533	-2,216,695	-2,558,856	-2,901,018	-3,243,180	-3,585,342	-3,927,504
£27.00		-652,051	-985,911	-1,328,073	-1,670,235	-2,012,396	-2,354,558	-2,696,720	-3,038,882	-3,381,044	-3,723,205
£28.00		-473,929	-781,613	-1,123,774	-1,465,936	-1,808,098	-2,150,260	-2,492,422	-2,834,583	-3,176,745	-3,518,907
£29.00		-294,146	-592,259	-919,476	-1,261,638	-1,603,800	-1,945,962	-2,288,123	-2,630,285	-2,972,447	-3,314,609
£30.00		-121,323	-415,466	-716,337	-1,057,340	-1,399,501	-1,741,663	-2,083,825	-2,425,987	-2,768,149	-3,110,310
£31.00		56,417	-241,264	-532,468	-853,041	-1,195,203	-1,537,365	-1,879,527	-2,221,688	-2,563,850	-2,906,012
£32.00		234,156	-63,524	-357,003	-656,545	-990,905	-1,333,067	-1,675,228	-2,017,390	-2,359,552	-2,701,714
£33.00		411,896	114,215	-183,466	-478,323	-786,606	-1,128,768	-1,470,930	-1,813,092	-2,155,254	-2,497,415
£34.00		589,636	291,955	-5,726	-298,541	-596,754	-924,470	-1,266,632	-1,608,793	-1,950,955	-2,293,117
£35.00		767,375	469,694	172,014	-125,667	-419,860	-720,831	-1,062,333	-1,404,495	-1,746,657	-2,088,819
RLV	Build cost	£psm									
		£1,500	£1,600	£1,700	£1,800	£1,900	£2,000	£2,100	£2,200	£2,300	£2,400
-£3,197,700											
Yeild											
4.00%		3,164,950	2,870,620	2,576,291	2,281,846	1,984,165	1,686,485	1,388,804	1,091,123	793,442	495,762
4.50%		2,175,762	1,880,801	1,583,120	1,285,439	987,759	690,078	392,397	94,716	-202,964	-498,046
5.00%		1,381,356	1,083,675	785,995	488,314	190,633	-107,048	-401,027	-701,569	-1,040,932	-1,383,093
5.50%		729,163	431,482	133,801	-163,880	-458,512	-764,094	-1,106,256	-1,448,418	-1,790,579	-2,132,741
6.00%		185,668	-112,013	-406,049	-706,706	-1,046,639	-1,388,801	-1,730,962	-2,073,124	-2,415,286	-2,757,448
6.50%		-274,212	-566,553	-890,913	-1,233,075	-1,575,237	-1,917,398	-2,259,560	-2,601,722	-2,943,884	-3,286,045
7.00%		-666,382	-1,001,835	-1,343,997	-1,686,159	-2,028,320	-2,370,482	-2,712,644	-3,054,806	-3,396,968	-3,739,129
7.50%		-1,052,346	-1,394,508	-1,736,669	-2,078,831	-2,420,993	-2,763,155	-3,105,317	-3,447,478	-3,789,640	-4,131,802
8.00%		-1,395,934	-1,738,096	-2,080,258	-2,422,420	-2,764,582	-3,106,743	-3,448,905	-3,791,067	-4,133,229	-4,475,391
8.50%		-1,699,101	-2,041,263	-2,383,424	-2,725,586	-3,067,748	-3,409,910	-3,752,072	-4,094,233	-4,436,395	-4,778,557
9.00%		-1,968,582	-2,310,744	-2,652,906	-2,995,067	-3,337,229	-3,679,391	-4,021,553	-4,363,715	-4,705,876	-5,048,038
9.50%		-2,209,697	-2,551,859	-2,894,020	-3,236,182	-3,578,344	-3,920,506	-4,262,668	-4,604,829	-4,946,991	-5,289,153
10.00%		-2,426,700	-2,768,862	-3,111,024	-3,453,186	-3,795,347	-4,137,509	-4,479,671	-4,821,833	-5,163,994	-5,506,156
10.50%		-2,623,036	-2,965,198	-3,307,360	-3,649,522	-3,991,684	-4,333,845	-4,676,007	-5,018,169	-5,360,331	-5,702,493
11.00%		-2,801,524	-3,143,686	-3,485,848	-3,828,009	-4,170,171	-4,512,333	-4,854,495	-5,196,657	-5,538,818	-5,880,980
11.50%		-2,964,491	-3,306,653	-3,648,815	-3,990,976	-4,333,138	-4,675,300	-5,017,462	-5,359,623	-5,701,785	-6,043,947

# Kent BNG - 20% onsite

Commerical

## User information

User inputs in this version of the model provided or updated by:

Name: JB

Date: April 2022

**SQW**

Small industrial - brownfield		20% BNG Onsite									
RLV		Build cost    £psm									
	£67,971	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Rent £psf	£8.00	- 201,104	- 220,954	- 240,804	- 260,654	- 280,504	- 300,353	- 320,203	- 340,053	- 359,903	- 379,753
	£8.50	- 162,429	- 182,279	- 202,129	- 221,979	- 241,829	- 261,679	- 281,529	- 301,379	- 321,229	- 341,079
	£9.00	- 126,823	- 144,688	- 163,455	- 183,305	- 203,155	- 223,005	- 242,855	- 262,705	- 282,555	- 302,405
	£9.50	- 92,017	- 109,881	- 127,746	- 145,611	- 164,481	- 184,331	- 204,180	- 224,030	- 243,880	- 263,730
	£10.00	- 57,210	- 75,075	- 92,940	- 110,804	- 128,669	- 146,534	- 165,506	- 185,356	- 205,206	- 225,056
	£10.50	- 22,403	- 40,268	- 58,133	- 75,998	- 93,863	- 111,727	- 129,592	- 147,457	- 166,532	- 186,382
	£11.00	- 12,404	- 5,461	- 23,326	- 41,191	- 59,056	- 76,921	- 94,786	- 112,651	- 130,515	- 148,380
	£11.50	47,211	29,346	11,481	6,384	24,249	42,114	59,979	77,844	95,709	113,574
	£12.00	76,763	64,153	46,288	28,423	10,558	7,307	25,172	43,037	60,902	78,767
	£12.50	110,797	93,329	75,861	63,230	45,365	27,500	9,635	8,230	26,095	43,960
	£13.00	143,885	127,362	109,894	92,426	74,958	62,307	44,442	26,577	8,712	9,153
	£13.50	174,837	159,738	143,928	126,460	108,992	91,524	74,056	61,384	43,519	25,654
	£14.00	205,788	190,690	175,592	160,493	143,025	125,557	108,089	90,621	73,153	60,461
	£14.50	236,740	221,642	206,543	191,445	176,346	159,590	142,123	124,655	107,187	89,719
	£15.00	267,692	252,593	237,495	222,396	207,298	192,199	176,156	158,688	141,220	123,752
	£15.50	293,495	283,545	268,447	253,348	238,250	223,151	208,053	192,721	175,253	157,785
RLV		Build cost    £psm									
	£67,971	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Yeild £psf	4.00%	455,252	440,325	425,398	410,471	395,545	380,618	365,691	350,764	335,837	320,910
	4.25%	387,363	372,436	357,510	342,583	327,656	312,729	297,802	282,875	272,803	257,705
	4.50%	327,018	312,091	297,164	282,237	272,158	257,059	241,961	226,863	211,764	194,857
	4.75%	277,938	262,839	247,741	232,642	217,544	202,445	187,271	169,803	152,335	134,867
	5.00%	228,785	213,687	198,588	183,490	168,215	150,748	133,280	115,812	98,344	80,876
	5.25%	184,314	169,215	154,117	136,834	119,366	101,899	84,431	66,963	54,130	36,265
	5.50%	143,885	127,362	109,894	92,426	74,958	62,307	44,442	26,577	8,712	9,153
	5.75%	104,283	86,815	69,348	56,569	38,704	20,839	2,974	- 14,891	- 32,756	- 50,621
	6.00%	67,116	54,286	36,421	18,556	691	- 17,174	- 35,039	- 52,904	- 70,769	- 88,633
	6.25%	37,180	19,315	1,450	- 16,415	- 34,280	- 52,145	- 70,010	- 87,875	- 105,740	- 123,605
	6.50%	4,898	- 12,967	- 30,832	- 48,697	- 66,562	- 84,427	- 102,291	- 120,156	- 138,021	- 156,047
	6.75%	- 24,992	- 42,857	- 60,722	- 78,587	- 96,452	- 114,317	- 132,182	- 150,047	- 169,409	- 189,259
	7.00%	- 52,747	- 70,612	- 88,477	- 106,342	- 124,207	- 142,072	- 160,548	- 180,398	- 200,248	- 220,098
	7.25%	- 78,588	- 96,453	- 114,318	- 132,183	- 150,048	- 169,410	- 189,260	- 209,110	- 228,960	- 248,810
	7.50%	- 102,706	- 120,571	- 138,436	- 156,508	- 176,358	- 196,208	- 216,058	- 235,908	- 255,758	- 275,608
	7.75%	- 125,269	- 143,133	- 161,727	- 181,577	- 201,427	- 221,277	- 241,127	- 260,977	- 280,827	- 300,677



# Large industrial - greenfield

20% BNG Onsite

RLV		Build cost £psm									
#####		£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Rent £psf	£6.50	-1,109,020	-1,498,003	-1,886,985	-2,275,967	-2,664,949	-3,053,932	-3,442,914	-3,831,896	-4,220,878	-4,609,860
	£7.00	-291,997	-632,672	-1,013,507	-1,402,489	-1,791,471	-2,180,454	-2,569,436	-2,958,418	-3,347,400	-3,736,383
	£7.50	463,224	124,809	-213,605	-546,710	-917,994	-1,306,976	-1,695,958	-2,084,940	-2,473,922	-2,862,905
	£8.00	1,223,150	884,735	546,320	207,906	-130,509	-466,198	-822,480	-1,211,462	-1,600,445	-1,989,427
	£8.50	1,983,075	1,644,661	1,306,246	967,832	629,417	291,003	-47,412	-382,146	-726,967	-1,115,949
	£9.00	2,743,001	2,404,587	2,066,172	1,727,757	1,389,343	1,050,928	712,514	374,099	35,685	-298,094
	£9.50	3,502,927	3,164,512	2,826,098	2,487,683	2,149,269	1,810,854	1,472,440	1,134,025	795,611	457,196
	£10.00	4,262,853	3,924,438	3,586,024	3,247,609	2,909,194	2,570,780	2,232,365	1,893,951	1,555,536	1,217,122
	£10.50	5,019,894	4,684,364	4,345,949	4,007,535	3,669,120	3,330,706	2,992,291	2,653,877	2,315,462	1,977,048
	£11.00	5,774,259	5,439,614	5,104,969	4,767,461	4,429,046	4,090,632	3,752,217	3,413,802	3,075,388	2,736,973
	£11.50	6,528,625	6,193,979	5,859,334	5,524,689	5,188,972	4,850,557	4,512,143	4,173,728	3,835,314	3,496,899
	£12.00	7,282,990	6,948,345	6,613,699	6,279,054	5,944,409	5,609,763	5,272,069	4,933,654	4,595,239	4,256,825
	£12.50	8,037,355	7,702,710	7,368,065	7,033,419	6,698,774	6,364,129	6,029,483	5,693,580	5,355,165	5,016,751
	£13.00	8,791,720	8,457,075	8,122,430	7,787,785	7,453,139	7,118,494	6,783,849	6,449,203	6,114,558	5,776,676
	£13.50	9,546,086	9,211,440	8,876,795	8,542,150	8,207,505	7,872,859	7,538,214	7,203,569	6,868,923	6,534,278
	£14.00	#####	9,965,806	9,631,160	9,296,515	8,961,870	8,627,225	8,292,579	7,957,934	7,623,289	7,288,643
RLV		Build cost £psm									
#####		£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Yeild £psf	4.00%	6,235,487	5,900,841	5,566,196	5,231,551	4,893,539	4,555,125	4,216,710	3,878,296	3,539,881	3,201,466
	4.25%	5,192,568	4,857,922	4,519,833	4,181,418	3,843,004	3,504,589	3,166,175	2,827,760	2,489,346	2,150,931
	4.50%	4,262,853	3,924,438	3,586,024	3,247,609	2,909,194	2,570,780	2,232,365	1,893,951	1,555,536	1,217,122
	4.75%	3,427,339	3,088,925	2,750,510	2,412,095	2,073,681	1,735,266	1,396,852	1,058,437	720,023	381,608
	5.00%	2,675,377	2,336,962	1,998,548	1,660,133	1,321,719	983,304	644,890	306,475	-31,939	-366,496
	5.25%	1,995,030	1,656,616	1,318,201	979,787	641,372	302,957	-35,457	-370,054	-713,225	-1,102,208
	5.50%	1,376,533	1,038,119	699,704	361,289	22,875	-311,052	-652,159	-1,035,159	-1,424,142	-1,813,124
	5.75%	811,818	473,404	134,989	-203,425	-536,179	-906,292	-1,295,275	-1,684,257	-2,073,239	-2,462,221
	6.00%	294,163	-44,251	-378,949	-723,334	-1,112,316	-1,501,298	-1,890,280	-2,279,263	-2,668,245	-3,057,227
	6.25%	-182,079	-514,097	-881,757	-1,270,739	-1,659,721	-2,048,704	-2,437,686	-2,826,668	-3,215,650	-3,604,633
	6.50%	-618,781	-998,072	-1,387,054	-1,776,036	-2,165,019	-2,554,001	-2,942,983	-3,331,965	-3,720,948	-4,109,930
	6.75%	-1,076,958	-1,465,940	-1,854,922	-2,243,904	-2,632,887	-3,021,869	-3,410,851	-3,799,833	-4,188,816	-4,577,798
	7.00%	-1,511,406	-1,900,389	-2,289,371	-2,678,353	-3,067,335	-3,456,318	-3,845,300	-4,234,282	-4,623,264	-5,012,247
	7.25%	-1,915,893	-2,304,875	-2,693,858	-3,082,840	-3,471,822	-3,860,804	-4,249,787	-4,638,769	-5,027,751	-5,416,733
	7.50%	-2,293,414	-2,682,396	-3,071,379	-3,460,361	-3,849,343	-4,238,325	-4,627,308	-5,016,290	-5,405,272	-5,794,254
	7.75%	-2,646,579	-3,035,561	-3,424,543	-3,813,526	-4,202,508	-4,591,490	-4,980,472	-5,369,455	-5,758,437	-6,147,419



Offices - brownfield		20% BNG Onsite									
RLV		Build cost    £psm									
-£3,198,806	£1,500	£1,600	£1,700	£1,800	£1,900	£2,000	£2,100	£2,200	£2,300	£2,400	
Rent £psf	£20.00	- 2,074,943	- 2,417,105	- 2,759,266	- 3,101,428	- 3,443,590	- 3,785,752	- 4,127,913	- 4,470,075	- 4,812,237	- 5,154,399
	£21.00	- 1,870,644	- 2,212,806	- 2,554,968	- 2,897,130	- 3,239,292	- 3,581,453	- 3,923,615	- 4,265,777	- 4,607,939	- 4,950,101
	£22.00	- 1,666,346	- 2,008,508	- 2,350,670	- 2,692,831	- 3,034,993	- 3,377,155	- 3,719,317	- 4,061,479	- 4,403,640	- 4,745,802
	£23.00	- 1,462,048	- 1,804,210	- 2,146,371	- 2,488,533	- 2,830,695	- 3,172,857	- 3,515,019	- 3,857,180	- 4,199,342	- 4,541,504
	£24.00	- 1,257,749	- 1,599,911	- 1,942,073	- 2,284,235	- 2,626,397	- 2,968,558	- 3,310,720	- 3,652,882	- 3,995,044	- 4,337,206
	£25.00	- 1,053,451	- 1,395,613	- 1,737,775	- 2,079,937	- 2,422,098	- 2,764,260	- 3,106,422	- 3,448,584	- 3,790,745	- 4,132,907
	£26.00	- 849,153	- 1,191,315	- 1,533,476	- 1,875,638	- 2,217,800	- 2,559,962	- 2,902,124	- 3,244,285	- 3,586,447	- 3,928,609
	£27.00	- 653,046	- 987,016	- 1,329,178	- 1,671,340	- 2,013,502	- 2,355,663	- 2,697,825	- 3,039,987	- 3,382,149	- 3,724,311
	£28.00	- 474,901	- 782,718	- 1,124,880	- 1,467,042	- 1,809,203	- 2,151,365	- 2,493,527	- 2,835,689	- 3,177,850	- 3,520,012
	£29.00	- 295,119	- 593,254	- 920,581	- 1,262,743	- 1,604,905	- 1,947,067	- 2,289,229	- 2,631,390	- 2,973,552	- 3,315,714
	£30.00	- 122,284	- 416,439	- 717,331	- 1,058,445	- 1,400,607	- 1,742,768	- 2,084,930	- 2,427,092	- 2,769,254	- 3,111,416
	£31.00	55,455	- 242,225	- 533,463	- 854,147	- 1,196,308	- 1,538,470	- 1,880,632	- 2,222,794	- 2,564,956	- 2,907,117
	£32.00	233,195	- 64,486	- 357,976	- 657,540	- 992,010	- 1,334,172	- 1,676,334	- 2,018,495	- 2,360,657	- 2,702,819
	£33.00	410,934	113,254	- 184,427	- 479,296	- 787,712	- 1,129,874	- 1,472,035	- 1,814,197	- 2,156,359	- 2,498,521
	£34.00	588,674	290,993	- 6,688	- 299,513	- 597,749	- 925,575	- 1,267,737	- 1,609,899	- 1,952,061	- 2,294,222
	£35.00	766,414	468,733	171,052	- 126,629	- 420,833	- 721,826	- 1,063,439	- 1,405,600	- 1,747,762	- 2,089,924
RLV		Build cost    £psm									
-£3,198,806	£1,500	£1,600	£1,700	£1,800	£1,900	£2,000	£2,100	£2,200	£2,300	£2,400	
Yeild £psf	4.00%	3,163,999	2,869,669	2,575,340	2,280,885	1,983,204	1,685,523	1,387,842	1,090,162	792,481	494,800
	4.50%	2,174,811	1,879,839	1,582,158	1,284,478	986,797	689,116	391,435	93,755	- 203,926	- 499,019
	5.00%	1,380,395	1,082,714	785,033	487,352	189,672	- 108,009	- 401,999	- 702,564	- 1,042,037	- 1,384,199
	5.50%	728,201	430,520	132,839	- 164,841	- 459,485	- 765,199	- 1,107,361	- 1,449,523	- 1,791,685	- 2,133,846
	6.00%	184,706	- 112,974	- 407,022	- 707,700	- 1,047,744	- 1,389,906	- 1,732,068	- 2,074,229	- 2,416,391	- 2,758,553
	6.50%	- 275,174	- 567,547	- 892,018	- 1,234,180	- 1,576,342	- 1,918,504	- 2,260,665	- 2,602,827	- 2,944,989	- 3,287,151
	7.00%	- 667,377	- 1,002,940	- 1,345,102	- 1,687,264	- 2,029,426	- 2,371,587	- 2,713,749	- 3,055,911	- 3,398,073	- 3,740,235
	7.50%	- 1,053,451	- 1,395,613	- 1,737,775	- 2,079,937	- 2,422,098	- 2,764,260	- 3,106,422	- 3,448,584	- 3,790,745	- 4,132,907
	8.00%	- 1,397,040	- 1,739,201	- 2,081,363	- 2,423,525	- 2,765,687	- 3,107,849	- 3,450,010	- 3,792,172	- 4,134,334	- 4,476,496
	8.50%	- 1,700,206	- 2,042,368	- 2,384,530	- 2,726,691	- 3,068,853	- 3,411,015	- 3,753,177	- 4,095,339	- 4,437,500	- 4,779,662
	9.00%	- 1,969,687	- 2,311,849	- 2,654,011	- 2,996,173	- 3,338,334	- 3,680,496	- 4,022,658	- 4,364,820	- 4,706,982	- 5,049,143
	9.50%	- 2,210,802	- 2,552,964	- 2,895,126	- 3,237,287	- 3,579,449	- 3,921,611	- 4,263,773	- 4,605,935	- 4,948,096	- 5,290,258
	10.00%	- 2,427,805	- 2,769,967	- 3,112,129	- 3,454,291	- 3,796,453	- 4,138,614	- 4,480,776	- 4,822,938	- 5,165,100	- 5,507,262
	10.50%	- 2,624,142	- 2,966,304	- 3,308,465	- 3,650,627	- 3,992,789	- 4,334,951	- 4,677,112	- 5,019,274	- 5,361,436	- 5,703,598
	11.00%	- 2,802,629	- 3,144,791	- 3,486,953	- 3,829,115	- 4,171,276	- 4,513,438	- 4,855,600	- 5,197,762	- 5,539,924	- 5,882,085
	11.50%	- 2,965,596	- 3,307,758	- 3,649,920	- 3,992,082	- 4,334,243	- 4,676,405	- 5,018,567	- 5,360,729	- 5,702,891	- 6,045,052

# Kent BNG - 15% offsite

Commerical

## User information

User inputs in this version of the model provided or updated by:

Name: JB

Date: April 2022

The logo for SQW, consisting of the letters 'SQW' in a bold, red, sans-serif font.

Small industrial - brownfield		15% BNG Offsite									
RLV		Build cost    £psm									
	£67,832	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Rent £psf	£8.00	- 201,262	- 221,112	- 240,962	- 260,812	- 280,662	- 300,511	- 320,361	- 340,211	- 360,061	- 379,911
	£8.50	- 162,588	- 182,437	- 202,287	- 222,137	- 241,987	- 261,837	- 281,687	- 301,537	- 321,387	- 341,237
	£9.00	- 126,966	- 144,831	- 163,613	- 183,463	- 203,313	- 223,163	- 243,013	- 262,863	- 282,713	- 302,563
	£9.50	- 92,159	- 110,024	- 127,889	- 145,754	- 164,639	- 184,489	- 204,339	- 224,188	- 244,038	- 263,888
	£10.00	- 57,352	- 75,217	- 93,082	- 110,947	- 128,812	- 146,677	- 165,664	- 185,514	- 205,364	- 225,214
	£10.50	- 22,545	- 40,410	- 58,275	- 76,140	- 94,005	- 111,870	- 129,735	- 147,600	- 166,690	- 186,540
	£11.00	12,262	- 5,603	- 23,468	- 41,333	- 59,198	- 77,063	- 94,928	- 112,793	- 130,658	- 148,523
	£11.50	47,069	29,204	11,339	- 6,526	- 24,391	- 42,256	- 60,121	- 77,986	- 95,851	- 113,716
	£12.00	76,624	64,011	46,146	28,281	10,416	- 7,449	- 25,314	- 43,179	- 61,044	- 78,909
	£12.50	110,658	93,190	75,722	63,088	45,223	27,358	9,493	- 8,372	- 26,237	- 44,102
	£13.00	143,765	127,223	109,755	92,287	74,819	62,165	44,300	26,435	8,570	- 9,295
	£13.50	174,716	159,618	143,788	126,321	108,853	91,385	73,917	61,242	43,377	25,512
	£14.00	205,668	190,569	175,471	160,354	142,886	125,418	107,950	90,482	73,014	60,319
	£14.50	236,620	221,521	206,423	191,324	176,226	159,451	141,983	124,516	107,048	89,580
	£15.00	267,571	252,473	237,374	222,276	207,177	192,079	176,017	158,549	141,081	123,613
	£15.50	293,376	283,424	268,326	253,227	238,129	223,031	207,932	192,582	175,114	157,646
RLV		Build cost    £psm									
	£67,832	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Yeild £psf	4.00%	455,133	440,206	425,279	410,352	395,425	380,499	365,572	350,645	335,718	320,791
	4.25%	387,244	372,317	357,390	342,464	327,537	312,610	297,683	282,756	272,683	257,584
	4.50%	326,899	311,972	297,045	282,118	272,037	256,939	241,840	226,742	211,643	194,718
	4.75%	277,817	262,719	247,620	232,522	217,423	202,325	187,132	169,664	152,196	134,728
	5.00%	228,665	213,566	198,468	183,369	168,076	150,608	133,141	115,673	98,205	80,737
	5.25%	184,193	169,095	153,996	136,695	119,227	101,759	84,292	66,824	53,987	36,122
	5.50%	143,765	127,223	109,755	92,287	74,819	62,165	44,300	26,435	8,570	- 9,295
	5.75%	104,144	86,676	69,208	56,426	38,561	20,697	2,832	- 15,033	- 32,898	- 50,763
	6.00%	66,977	54,144	36,279	18,414	549	- 17,316	- 35,181	- 53,046	- 70,911	- 88,776
	6.25%	37,037	19,172	1,307	- 16,557	- 34,422	- 52,287	- 70,152	- 88,017	- 105,882	- 123,747
	6.50%	4,756	- 13,109	- 30,974	- 48,839	- 66,704	- 84,569	- 102,434	- 120,299	- 138,164	- 156,205
	6.75%	- 25,134	- 42,999	- 60,864	- 78,729	- 96,594	- 114,459	- 132,324	- 150,189	- 169,567	- 189,417
	7.00%	- 52,889	- 70,754	- 88,619	- 106,484	- 124,349	- 142,214	- 160,706	- 180,556	- 200,406	- 220,256
	7.25%	- 78,730	- 96,595	- 114,460	- 132,325	- 150,190	- 169,568	- 189,418	- 209,268	- 229,118	- 248,968
	7.50%	- 102,848	- 120,713	- 138,578	- 156,666	- 176,516	- 196,366	- 216,216	- 236,066	- 255,916	- 275,766
	7.75%	- 125,411	- 143,276	- 161,885	- 181,735	- 201,585	- 221,435	- 241,285	- 261,135	- 280,985	- 300,835

# Large industrial - greenfield

15% BNG Offsite

RLV	Build cost    £psm										
	£2,767,088	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Rent £psf	£6.50	- 1,116,768	- 1,505,750	- 1,894,732	- 2,283,714	- 2,672,697	- 3,061,679	- 3,450,661	- 3,839,643	- 4,228,626	- 4,617,608
	£7.00	- 298,815	- 639,645	- 1,021,254	- 1,410,237	- 1,799,219	- 2,188,201	- 2,577,183	- 2,966,165	- 3,355,148	- 3,744,130
	£7.50	456,484	118,069	- 220,345	- 553,683	- 925,741	- 1,314,723	- 1,703,705	- 2,092,688	- 2,481,670	- 2,870,652
	£8.00	1,216,409	877,995	539,580	201,166	- 137,249	- 473,016	- 830,227	- 1,219,210	- 1,608,192	- 1,997,174
	£8.50	1,976,335	1,637,921	1,299,506	961,092	622,677	284,262	- 54,152	- 388,964	- 734,714	- 1,123,696
	£9.00	2,736,261	2,397,846	2,059,432	1,721,017	1,382,603	1,044,188	705,774	367,359	28,945	- 304,912
	£9.50	3,496,187	3,157,772	2,819,358	2,480,943	2,142,529	1,804,114	1,465,699	1,127,285	788,870	450,456
	£10.00	4,256,112	3,917,698	3,579,283	3,240,869	2,902,454	2,564,040	2,225,625	1,887,211	1,548,796	1,210,382
	£10.50	5,013,226	4,677,624	4,339,209	4,000,795	3,662,380	3,323,966	2,985,551	2,647,136	2,308,722	1,970,307
	£11.00	5,767,591	5,432,946	5,098,300	4,760,720	4,422,306	4,083,891	3,745,477	3,407,062	3,068,648	2,730,233
	£11.50	6,521,956	6,187,311	5,852,666	5,518,020	5,182,232	4,843,817	4,505,403	4,166,988	3,828,573	3,490,159
	£12.00	7,276,322	6,941,676	6,607,031	6,272,386	5,937,740	5,603,095	5,265,328	4,926,914	4,588,499	4,250,085
	£12.50	8,030,687	7,696,042	7,361,396	7,026,751	6,692,106	6,357,460	6,022,815	5,686,840	5,348,425	5,010,010
	£13.00	8,785,052	8,450,407	8,115,762	7,781,116	7,446,471	7,111,826	6,777,180	6,442,535	6,107,890	5,769,936
	£13.50	9,539,417	9,204,772	8,870,127	8,535,482	8,200,836	7,866,191	7,531,546	7,196,900	6,862,255	6,527,610
	£14.00	#####	9,959,137	9,624,492	9,289,847	8,955,202	8,620,556	8,285,911	7,951,266	7,616,620	7,281,975

RLV		Build cost    £psm									
	£2,767,088	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Yeild £psf	4.00%	6,228,818	5,894,173	5,559,528	5,224,882	4,886,799	4,548,384	4,209,970	3,871,555	3,533,141	3,194,726
	4.25%	5,185,899	4,851,254	4,513,093	4,174,678	3,836,264	3,497,849	3,159,434	2,821,020	2,482,605	2,144,191
	4.50%	4,256,112	3,917,698	3,579,283	3,240,869	2,902,454	2,564,040	2,225,625	1,887,211	1,548,796	1,210,382
	4.75%	3,420,599	3,082,184	2,743,770	2,405,355	2,066,941	1,728,526	1,390,112	1,051,697	713,283	374,868
	5.00%	2,668,637	2,330,222	1,991,808	1,653,393	1,314,979	976,564	638,149	299,735	- 38,680	- 373,314
	5.25%	1,988,290	1,649,875	1,311,461	973,046	634,632	296,217	- 42,197	- 376,872	- 720,973	- 1,109,955
	5.50%	1,369,793	1,031,378	692,964	354,549	16,135	- 317,869	- 659,132	- 1,042,907	- 1,431,889	- 1,820,871
	5.75%	805,078	466,664	128,249	- 210,165	- 543,152	- 914,040	- 1,303,022	- 1,692,004	- 2,080,986	- 2,469,969
	6.00%	287,423	- 50,991	- 385,767	- 731,081	- 1,120,063	- 1,509,046	- 1,898,028	- 2,287,010	- 2,675,992	- 3,064,974
	6.25%	- 188,820	- 521,070	- 889,504	- 1,278,487	- 1,667,469	- 2,056,451	- 2,445,433	- 2,834,415	- 3,223,398	- 3,612,380
	6.50%	- 625,753	- 1,005,819	- 1,394,802	- 1,783,784	- 2,172,766	- 2,561,748	- 2,950,731	- 3,339,713	- 3,728,695	- 4,117,677
	6.75%	- 1,084,705	- 1,473,687	- 1,862,670	- 2,251,652	- 2,640,634	- 3,029,616	- 3,418,598	- 3,807,581	- 4,196,563	- 4,585,545
	7.00%	- 1,519,154	- 1,908,136	- 2,297,118	- 2,686,101	- 3,075,083	- 3,464,065	- 3,853,047	- 4,242,029	- 4,631,012	- 5,019,994
	7.25%	- 1,923,641	- 2,312,623	- 2,701,605	- 3,090,587	- 3,479,570	- 3,868,552	- 4,257,534	- 4,646,516	- 5,035,498	- 5,424,481
	7.50%	- 2,301,162	- 2,690,144	- 3,079,126	- 3,468,108	- 3,857,091	- 4,246,073	- 4,635,055	- 5,024,037	- 5,413,019	- 5,802,002
7.75%	- 2,654,326	- 3,043,309	- 3,432,291	- 3,821,273	- 4,210,255	- 4,599,238	- 4,988,220	- 5,377,202	- 5,766,184	- 6,155,166	

Offices - brownfield		15% BNG Offsite									
RLV	Build cost	£psm									
		£1,500	£1,600	£1,700	£1,800	£1,900	£2,000	£2,100	£2,200	£2,300	£2,400
-£3,197,700											
Rent £psf	£20.00	-2,073,837	-2,415,999	-2,758,161	-3,100,323	-3,442,485	-3,784,646	-4,126,808	-4,468,970	-4,811,132	-5,153,294
	£21.00	-1,869,539	-2,211,701	-2,553,863	-2,896,025	-3,238,186	-3,580,348	-3,922,510	-4,264,672	-4,606,833	-4,948,995
	£22.00	-1,665,241	-2,007,403	-2,349,564	-2,691,726	-3,033,888	-3,376,050	-3,718,212	-4,060,373	-4,402,535	-4,744,697
	£23.00	-1,460,943	-1,803,104	-2,145,266	-2,487,428	-2,829,590	-3,171,751	-3,513,913	-3,856,075	-4,198,237	-4,540,399
	£24.00	-1,256,644	-1,598,806	-1,940,968	-2,283,130	-2,625,291	-2,967,453	-3,309,615	-3,651,777	-3,993,939	-4,336,100
	£25.00	-1,052,346	-1,394,508	-1,736,669	-2,078,831	-2,420,993	-2,763,155	-3,105,317	-3,447,478	-3,789,640	-4,131,802
	£26.00	-848,048	-1,190,209	-1,532,371	-1,874,533	-2,216,695	-2,558,856	-2,901,018	-3,243,180	-3,585,342	-3,927,504
	£27.00	-652,051	-985,911	-1,328,073	-1,670,235	-2,012,396	-2,354,558	-2,696,720	-3,038,882	-3,381,044	-3,723,205
	£28.00	-473,929	-781,613	-1,123,774	-1,465,936	-1,808,098	-2,150,260	-2,492,422	-2,834,583	-3,176,745	-3,518,907
	£29.00	-294,146	-592,259	-919,476	-1,261,638	-1,603,800	-1,945,962	-2,288,123	-2,630,285	-2,972,447	-3,314,609
	£30.00	-121,323	-415,466	-716,337	-1,057,340	-1,399,501	-1,741,663	-2,083,825	-2,425,987	-2,768,149	-3,110,310
	£31.00	56,417	-241,264	-532,468	-853,041	-1,195,203	-1,537,365	-1,879,527	-2,221,688	-2,563,850	-2,906,012
	£32.00	234,156	-63,524	-357,003	-656,545	-990,905	-1,333,067	-1,675,228	-2,017,390	-2,359,552	-2,701,714
	£33.00	411,896	114,215	-183,466	-478,323	-786,606	-1,128,768	-1,470,930	-1,813,092	-2,155,254	-2,497,415
	£34.00	589,636	291,955	-5,726	-298,541	-596,754	-924,470	-1,266,632	-1,608,793	-1,950,955	-2,293,117
	£35.00	767,375	469,694	172,014	-125,667	-419,860	-720,831	-1,062,333	-1,404,495	-1,746,657	-2,088,819
RLV	Build cost	£psm									
		£1,500	£1,600	£1,700	£1,800	£1,900	£2,000	£2,100	£2,200	£2,300	£2,400
-£3,197,700											
Yeild £psf	4.00%	3,164,950	2,870,620	2,576,291	2,281,846	1,984,165	1,686,485	1,388,804	1,091,123	793,442	495,762
	4.50%	2,175,762	1,880,801	1,583,120	1,285,439	987,759	690,078	392,397	94,716	-202,964	-498,046
	5.00%	1,381,356	1,083,675	785,995	488,314	190,633	-107,048	-401,027	-701,569	-1,040,932	-1,383,093
	5.50%	729,163	431,482	133,801	-163,880	-458,512	-764,094	-1,106,256	-1,448,418	-1,790,579	-2,132,741
	6.00%	185,668	-112,013	-406,049	-706,706	-1,046,639	-1,388,801	-1,730,962	-2,073,124	-2,415,286	-2,757,448
	6.50%	-274,212	-566,553	-890,913	-1,233,075	-1,575,237	-1,917,398	-2,259,560	-2,601,722	-2,943,884	-3,286,045
	7.00%	-666,382	-1,001,835	-1,343,997	-1,686,159	-2,028,320	-2,370,482	-2,712,644	-3,054,806	-3,396,968	-3,739,129
	7.50%	-1,052,346	-1,394,508	-1,736,669	-2,078,831	-2,420,993	-2,763,155	-3,105,317	-3,447,478	-3,789,640	-4,131,802
	8.00%	-1,395,934	-1,738,096	-2,080,258	-2,422,420	-2,764,582	-3,106,743	-3,448,905	-3,791,067	-4,133,229	-4,475,391
	8.50%	-1,699,101	-2,041,263	-2,383,424	-2,725,586	-3,067,748	-3,409,910	-3,752,072	-4,094,233	-4,436,395	-4,778,557
	9.00%	-1,968,582	-2,310,744	-2,652,906	-2,995,067	-3,337,229	-3,679,391	-4,021,553	-4,363,715	-4,705,876	-5,048,038
	9.50%	-2,209,697	-2,551,859	-2,894,020	-3,236,182	-3,578,344	-3,920,506	-4,262,668	-4,604,829	-4,946,991	-5,289,153
	10.00%	-2,426,700	-2,768,862	-3,111,024	-3,453,186	-3,795,347	-4,137,509	-4,479,671	-4,821,833	-5,163,994	-5,506,156
	10.50%	-2,623,036	-2,965,198	-3,307,360	-3,649,522	-3,991,684	-4,333,845	-4,676,007	-5,018,169	-5,360,331	-5,702,493
	11.00%	-2,801,524	-3,143,686	-3,485,848	-3,828,009	-4,170,171	-4,512,333	-4,854,495	-5,196,657	-5,538,818	-5,880,980
	11.50%	-2,964,491	-3,306,653	-3,648,815	-3,990,976	-4,333,138	-4,675,300	-5,017,462	-5,359,623	-5,701,785	-6,043,947

# Kent BNG - 20% offsite

Commerical

## User information

User inputs in this version of the model provided or updated by:

Name: JB

Date: April 2022

The logo for SQW, consisting of the letters 'SQW' in a bold, red, sans-serif font.

Small industrial - brownfield		20% BNG Offsite									
RLV		Build cost    £psm									
	£67,693	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Rent £psf	£8.00	- 201,420	- 221,270	- 241,120	- 260,970	- 280,820	- 300,669	- 320,519	- 340,369	- 360,219	- 380,069
	£8.50	- 162,746	- 182,595	- 202,445	- 222,295	- 242,145	- 261,995	- 281,845	- 301,695	- 321,545	- 341,395
	£9.00	- 127,108	- 144,973	- 163,771	- 183,621	- 203,471	- 223,321	- 243,171	- 263,021	- 282,871	- 302,721
	£9.50	- 92,301	- 110,166	- 128,031	- 145,896	- 164,797	- 184,647	- 204,497	- 224,346	- 244,196	- 264,046
	£10.00	- 57,494	- 75,359	- 93,224	- 111,089	- 128,954	- 146,819	- 165,822	- 185,672	- 205,522	- 225,372
	£10.50	- 22,687	- 40,552	- 58,417	- 76,282	- 94,147	- 112,012	- 129,877	- 147,742	- 166,848	- 186,698
	£11.00	12,120	- 5,745	- 23,610	- 41,475	- 59,340	- 77,205	- 95,070	- 112,935	- 130,800	- 148,665
	£11.50	46,927	29,062	11,197	- 6,668	- 24,533	- 42,398	- 60,263	- 78,128	- 95,993	- 113,858
	£12.00	76,485	63,868	46,004	28,139	10,274	- 7,591	- 25,456	- 43,321	- 61,186	- 79,051
	£12.50	110,519	93,051	75,583	62,945	45,081	27,216	9,351	- 8,514	- 26,379	- 44,244
	£13.00	143,644	127,084	109,616	92,148	74,680	62,022	44,158	26,293	8,428	- 9,437
	£13.50	174,596	159,497	143,649	126,181	108,714	91,246	73,778	61,099	43,234	25,370
	£14.00	205,547	190,449	175,350	160,215	142,747	125,279	107,811	90,343	72,875	60,176
	£14.50	236,499	221,401	206,302	191,204	176,105	159,312	141,844	124,376	106,909	89,441
	£15.00	267,451	252,352	237,254	222,155	207,057	191,958	175,878	158,410	140,942	123,474
	£15.50	293,256	283,304	268,205	253,107	238,008	222,910	207,812	192,443	174,975	157,507
RLV		Build cost    £psm									
	£67,693	£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Yeild £psf	4.00%	455,014	440,087	425,160	410,233	395,306	380,379	365,452	350,526	335,599	320,672
	4.25%	387,125	372,198	357,271	342,344	327,417	312,491	297,564	282,637	272,562	257,464
	4.50%	326,779	311,853	296,926	281,999	271,917	256,818	241,720	226,621	211,523	194,579
	4.75%	277,697	262,598	247,500	232,401	217,303	202,204	186,993	169,525	152,057	134,589
	5.00%	228,544	213,446	198,347	183,249	167,937	150,469	133,001	115,534	98,066	80,598
	5.25%	184,073	168,974	153,876	136,556	119,088	101,620	84,152	66,685	53,845	35,980
	5.50%	143,644	127,084	109,616	92,148	74,680	62,022	44,158	26,293	8,428	- 9,437
	5.75%	104,005	86,537	69,069	56,284	38,419	20,554	2,689	- 15,176	- 33,041	- 50,905
	6.00%	66,838	54,002	36,137	18,272	407	- 17,458	- 35,323	- 53,188	- 71,053	- 88,918
	6.25%	36,895	19,030	1,165	- 16,700	- 34,565	- 52,430	- 70,295	- 88,159	- 106,024	- 123,889
	6.50%	- 4,614	- 13,251	- 31,116	- 48,981	- 66,846	- 84,711	- 102,576	- 120,441	- 138,306	- 156,363
	6.75%	- 25,276	- 43,141	- 61,006	- 78,871	- 96,736	- 114,601	- 132,466	- 150,331	- 169,725	- 189,575
	7.00%	- 53,031	- 70,896	- 88,761	- 106,626	- 124,491	- 142,356	- 160,864	- 180,714	- 200,564	- 220,414
	7.25%	- 78,872	- 96,737	- 114,602	- 132,467	- 150,332	- 169,726	- 189,576	- 209,426	- 229,276	- 249,126
	7.50%	- 102,991	- 120,856	- 138,721	- 156,824	- 176,674	- 196,524	- 216,374	- 236,224	- 256,074	- 275,924
	7.75%	- 125,553	- 143,418	- 162,043	- 181,893	- 201,743	- 221,593	- 241,443	- 261,293	- 281,143	- 300,993



# Large industrial - greenfield

20% BNG Offsite

RLV		Build cost £psm									
#####		£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Rent £psf	£6.50	-1,127,515	-1,516,497	-1,905,479	-2,294,461	-2,683,444	-3,072,426	-3,461,408	-3,850,390	-4,239,373	-4,628,355
	£7.00	-308,272	-649,317	-1,032,001	-1,420,983	-1,809,966	-2,198,948	-2,587,930	-2,976,912	-3,365,895	-3,754,877
	£7.50	447,134	108,719	-229,695	-563,355	-936,488	-1,325,470	-1,714,452	-2,103,435	-2,492,417	-2,881,399
	£8.00	1,207,060	868,645	530,230	191,816	-146,599	-482,473	-840,974	-1,229,957	-1,618,939	-2,007,921
	£8.50	1,966,985	1,628,571	1,290,156	951,742	613,327	274,913	-63,502	-398,421	-745,461	-1,134,443
	£9.00	2,726,911	2,388,497	2,050,082	1,711,667	1,373,253	1,034,838	696,424	358,009	19,595	-314,369
	£9.50	3,486,837	3,148,422	2,810,008	2,471,593	2,133,179	1,794,764	1,456,350	1,117,935	779,521	441,106
	£10.00	4,246,763	3,908,348	3,569,934	3,231,519	2,893,104	2,554,690	2,216,275	1,877,861	1,539,446	1,201,032
	£10.50	5,003,976	4,668,274	4,329,859	3,991,445	3,653,030	3,314,616	2,976,201	2,637,787	2,299,372	1,960,958
	£11.00	5,758,341	5,423,696	5,089,050	4,751,371	4,412,956	4,074,541	3,736,127	3,397,712	3,059,298	2,720,883
	£11.50	6,512,706	6,178,061	5,843,416	5,508,770	5,172,882	4,834,467	4,496,053	4,157,638	3,819,224	3,480,809
	£12.00	7,267,072	6,932,426	6,597,781	6,263,136	5,928,490	5,593,845	5,255,978	4,917,564	4,579,149	4,240,735
	£12.50	8,021,437	7,686,792	7,352,146	7,017,501	6,682,856	6,348,210	6,013,565	5,677,490	5,339,075	5,000,661
	£13.00	8,775,802	8,441,157	8,106,512	7,771,866	7,437,221	7,102,576	6,767,930	6,433,285	6,098,640	5,760,586
	£13.50	9,530,167	9,195,522	8,860,877	8,526,232	8,191,586	7,856,941	7,522,296	7,187,650	6,853,005	6,518,360
	£14.00	#####	9,949,887	9,615,242	9,280,597	8,945,952	8,611,306	8,276,661	7,942,016	7,607,370	7,272,725
RLV		Build cost £psm									
#####		£750	£775	£800	£825	£850	£875	£900	£925	£950	£975
Yeild £psf	4.00%	6,219,568	5,884,923	5,550,278	5,215,632	4,877,449	4,539,035	4,200,620	3,862,206	3,523,791	3,185,376
	4.25%	5,176,649	4,842,004	4,503,743	4,165,328	3,826,914	3,488,499	3,150,085	2,811,670	2,473,256	2,134,841
	4.50%	4,246,763	3,908,348	3,569,934	3,231,519	2,893,104	2,554,690	2,216,275	1,877,861	1,539,446	1,201,032
	4.75%	3,411,249	3,072,835	2,734,420	2,396,005	2,057,591	1,719,176	1,380,762	1,042,347	703,933	365,518
	5.00%	2,659,287	2,320,872	1,982,458	1,644,043	1,305,629	967,214	628,800	290,385	-48,029	-382,771
	5.25%	1,978,940	1,640,526	1,302,111	963,697	625,282	286,867	-51,547	-386,329	-731,720	-1,120,702
	5.50%	1,360,443	1,022,029	683,614	345,199	6,785	-327,327	-668,804	-1,053,654	-1,442,636	-1,831,618
	5.75%	795,728	457,314	118,899	-219,515	-552,824	-924,787	-1,313,769	-1,702,751	-2,091,733	-2,480,716
	6.00%	278,073	-60,341	-395,224	-741,828	-1,130,810	-1,519,792	-1,908,775	-2,297,757	-2,686,739	-3,075,721
	6.25%	-198,169	-530,742	-900,251	-1,289,233	-1,678,216	-2,067,198	-2,456,180	-2,845,162	-3,234,145	-3,623,127
	6.50%	-635,426	-1,016,566	-1,405,549	-1,794,531	-2,183,513	-2,572,495	-2,961,477	-3,350,460	-3,739,442	-4,128,424
	6.75%	-1,095,452	-1,484,434	-1,873,416	-2,262,399	-2,651,381	-3,040,363	-3,429,345	-3,818,328	-4,207,310	-4,596,292
	7.00%	-1,529,901	-1,918,883	-2,307,865	-2,696,847	-3,085,830	-3,474,812	-3,863,794	-4,252,776	-4,641,759	-5,030,741
	7.25%	-1,934,388	-2,323,370	-2,712,352	-3,101,334	-3,490,316	-3,879,299	-4,268,281	-4,657,263	-5,046,245	-5,435,228
	7.50%	-2,311,908	-2,700,891	-3,089,873	-3,478,855	-3,867,837	-4,256,820	-4,645,802	-5,034,784	-5,423,766	-5,812,749
	7.75%	-2,665,073	-3,054,056	-3,443,038	-3,832,020	-4,221,002	-4,609,984	-4,998,967	-5,387,949	-5,776,931	-6,165,913



Offices - brownfield		20% BNG Offsite									
RLV	Build cost	£psm									
		£1,500	£1,600	£1,700	£1,800	£1,900	£2,000	£2,100	£2,200	£2,300	£2,400
-£3,198,540											
Rent £psf	£20.00	-2,074,677	-2,416,839	-2,759,001	-3,101,163	-3,443,325	-3,785,486	-4,127,648	-4,469,810	-4,811,972	-5,154,134
	£21.00	-1,870,379	-2,212,541	-2,554,703	-2,896,865	-3,239,026	-3,581,188	-3,923,350	-4,265,512	-4,607,673	-4,949,835
	£22.00	-1,666,081	-2,008,243	-2,350,404	-2,692,566	-3,034,728	-3,376,890	-3,719,052	-4,061,213	-4,403,375	-4,745,537
	£23.00	-1,461,783	-1,803,944	-2,146,106	-2,488,268	-2,830,430	-3,172,591	-3,514,753	-3,856,915	-4,199,077	-4,541,239
	£24.00	-1,257,484	-1,599,646	-1,941,808	-2,283,970	-2,626,131	-2,968,293	-3,310,455	-3,652,617	-3,994,779	-4,336,940
	£25.00	-1,053,186	-1,395,348	-1,737,509	-2,079,671	-2,421,833	-2,763,995	-3,106,157	-3,448,318	-3,790,480	-4,132,642
	£26.00	-848,888	-1,191,049	-1,533,211	-1,875,373	-2,217,535	-2,559,696	-2,901,858	-3,244,020	-3,586,182	-3,928,344
	£27.00	-652,807	-986,751	-1,328,913	-1,671,075	-2,013,236	-2,355,398	-2,697,560	-3,039,722	-3,381,884	-3,724,045
	£28.00	-474,668	-782,453	-1,124,614	-1,466,776	-1,808,938	-2,151,100	-2,493,262	-2,835,423	-3,177,585	-3,519,747
	£29.00	-294,885	-593,015	-920,316	-1,262,478	-1,604,640	-1,946,802	-2,288,963	-2,631,125	-2,973,287	-3,315,449
	£30.00	-122,053	-416,205	-717,093	-1,058,180	-1,400,341	-1,742,503	-2,084,665	-2,426,827	-2,768,989	-3,111,150
	£31.00	55,686	-241,995	-533,224	-853,881	-1,196,043	-1,538,205	-1,880,367	-2,222,528	-2,564,690	-2,906,852
	£32.00	233,426	-64,255	-357,742	-657,301	-991,745	-1,333,907	-1,676,068	-2,018,230	-2,360,392	-2,702,554
	£33.00	411,165	113,484	-184,196	-479,062	-787,446	-1,129,608	-1,471,770	-1,813,932	-2,156,094	-2,498,255
	£34.00	588,905	291,224	-6,457	-299,280	-597,510	-925,310	-1,267,472	-1,609,634	-1,951,795	-2,293,957
	£35.00	766,644	468,964	171,283	-126,398	-420,600	-721,587	-1,063,173	-1,405,335	-1,747,497	-2,089,659
RLV	Build cost	£psm									
-£3,198,540		£1,500	£1,600	£1,700	£1,800	£1,900	£2,000	£2,100	£2,200	£2,300	£2,400
4.00%	3,164,227	2,869,898	2,575,568	2,281,115	1,983,435	1,685,754	1,388,073	1,090,392	792,712	495,031	
4.50%	2,175,039	1,880,070	1,582,389	1,284,709	987,028	689,347	391,666	93,985	-203,695	-498,785	
5.00%	1,380,625	1,082,945	785,264	487,583	189,902	-107,778	-401,766	-702,325	-1,041,772	-1,383,933	
5.50%	728,432	430,751	133,070	-164,611	-459,251	-764,934	-1,107,096	-1,449,258	-1,791,419	-2,133,581	
6.00%	184,937	-112,744	-406,788	-707,462	-1,047,479	-1,389,641	-1,731,802	-2,073,964	-2,416,126	-2,758,288	
6.50%	-274,943	-567,309	-891,753	-1,233,915	-1,576,077	-1,918,238	-2,260,400	-2,602,562	-2,944,724	-3,286,886	
7.00%	-667,138	-1,002,675	-1,344,837	-1,686,999	-2,029,160	-2,371,322	-2,713,484	-3,055,646	-3,397,808	-3,739,969	
7.50%	-1,053,186	-1,395,348	-1,737,509	-2,079,671	-2,421,833	-2,763,995	-3,106,157	-3,448,318	-3,790,480	-4,132,642	
8.00%	-1,396,774	-1,738,936	-2,081,098	-2,423,260	-2,765,422	-3,107,583	-3,449,745	-3,791,907	-4,134,069	-4,476,231	
8.50%	-1,699,941	-2,042,103	-2,384,264	-2,726,426	-3,068,588	-3,410,750	-3,752,912	-4,095,073	-4,437,235	-4,779,397	
9.00%	-1,969,422	-2,311,584	-2,653,746	-2,995,907	-3,338,069	-3,680,231	-4,022,393	-4,364,555	-4,706,716	-5,048,878	
9.50%	-2,210,537	-2,552,699	-2,894,860	-3,237,022	-3,579,184	-3,921,346	-4,263,508	-4,605,669	-4,947,831	-5,289,993	
10.00%	-2,427,540	-2,769,702	-3,111,864	-3,454,026	-3,796,187	-4,138,349	-4,480,511	-4,822,673	-5,164,834	-5,506,996	
10.50%	-2,623,876	-2,966,038	-3,308,200	-3,650,362	-3,992,524	-4,334,685	-4,676,847	-5,019,009	-5,361,171	-5,703,333	
11.00%	-2,802,364	-3,144,526	-3,486,688	-3,828,849	-4,171,011	-4,513,173	-4,855,335	-5,197,497	-5,539,658	-5,881,820	
11.50%	-2,965,331	-3,307,493	-3,649,655	-3,991,816	-4,333,978	-4,676,140	-5,018,302	-5,360,463	-5,702,625	-6,044,787	

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