

Appendix E

Summary of Residential Appraisals

Example of Viability Appraisal – 100 dwelling scheme at Value Point 1

HOUSING APPRAISAL : VIABILITY MODEL VP 1 - 100 Units

Site Assumptions

Gross Area	2.5	hectares
Area developable for housing	2.5	hectares
Dwellings per ha	40	of which
% of Houses	71%	
% of flats	29%	
% Market homes	74%	
% Shared ownership Homes	18%	
% Affordable rented Homes	5%	
% Starter	3%	

Note : Entries in **RED** should be made manually.
Entries in **BLACK** are derived from formulae.

Summary	
Land Price	£ 5,293,460
	£5,293,459
Margin on Cost	23.6%
Profit	5,358,241

RLV £/ha	£ 2,117,384
RLV as %GDV	17.7%

Construction costs & sale proceeds

	Nom. Units	Average Size	Area	Cost Sq M	Value Sq M	Total Cost	Total Value	
Market Houses 2-bed	13	80	1040	1520	3500	1,580,800	3,640,000	
3-bed	34	98	3332	1520	3500	5,064,640	11,662,000	
4-bed	11	135	1485	1520	3500	2,257,200	5,197,500	
5-bed	2	160	320	1520	3500	486,400	1,120,000	
Starter 2 bed house	1	79	79	1520	0	120,080	250,000	
Shared Ownership Houses 2-bed	4	79	316	1520	2625	480,320	829,500	
3-bed	6	93	558	1520	2625	848,160	1,464,750	
4-bed	0	115	0	1520	2625	0	0	
Affordable Rented Houses 2-bed	1	79	79	1520	1750	120,080	120,000	
3-bed	0	93	0	1520	1750	0	0	
4-bed	2	115	0	1520	1750	0	479,808	
Market Flats 1-bed	3	56	168	1751	3500	294,168	588,000	
2-bed	10	74	740	1751	3500	1,295,740	2,590,000	
Starter 1 bed Flat	1	50	50	1751	0	87,550	175,000	
Starter 2 bed Flat	1	70	70	1751	0	122,570	245,000	
Shared Ownership Flats 1-bed	5	50	250	1751	2625	437,750	656,250	
2-bed	3	70	210	1751	2625	367,710	551,250	
Affordable Rented Flats 1-bed	2	50	100	1751	1750	175,100	190,800	
2-bed	1	70	70	1751	1750	122,570	120,000	
TOTAL (open market)	73					11,309,148	25,467,500	5,093,500 Profit at 20% GDV
TOTAL (Affordable)	27					2,551,690	4,412,358	264,741 Profit at 6% GDV
TOTAL	100		8867			13,860,838	29,879,858	5,358,241 Total Profit

Land Cost

Purchase Price	5,293,460
TOTAL	5,293,460

Basis of Calculation

As Above
Budget per gross hectare
% of construction & on site site works
% cost per unit of agents, marketing, legal
£ per unit

Development Costs

Construction Cost	13,860,838	300,000	per ha
Fees & Other	1,663,301	12.00%	
Cost of Sales	896,396	3.0%	
Legal Fees	75,000	£750 per unit	
S106/S278	1,097,538	£1000 per unit	
SAMM	58,582	Variable	
TOTAL	17,651,654		

Finance & Cash Flow

Interest payable	1,224,086	6.00%	Interest, as per cash flow below.
Total Build Period (Quarters)	8		
Sales per quarter	16	dwellings	
Total Sales Period (Quarters)	6		
Discount rate per quarter	6.0%		

Total Cost

24,169,200

	Receipts	Land	Cost	Cash Flow	Balance at Start	Interest	Balance at End
Q1		5,293,460		-5,293,460	-5,293,460	-79,402	-5,372,862
Q2			2,206,457	-2,206,457	-7,579,319	-113,690	-7,693,008
Q3			2,206,457	-2,206,457	-9,899,465	-148,492	-10,047,957
Q4			2,206,457	-2,206,457	-12,254,414	-183,816	-12,438,230
Q5			2,206,457	-2,206,457	-14,644,687	-219,670	-14,864,357
Q6	4,979,976		2,206,457	2,773,520	-12,090,837	-181,363	-12,272,200
Q7	4,979,976		2,206,457	2,773,520	-9,498,680	-142,480	-9,641,161
Q8	4,979,976		2,206,457	2,773,520	-6,867,641	-103,015	-6,970,656
Q9	4,979,976		2,206,457	2,773,520	-4,197,136	-62,957	-4,260,093
Q10	4,979,976			4,979,976	719,883	10,798	730,682
Q11	4,979,976			4,979,976	0	0	0
Q12				0	0	0	0
Q13				0	0	0	0
Q14				0	0	0	0
Q15							
Q16							
Total	29,879,858	5,293,460	17,651,654			-1,224,086	
Error Check (OK=0)	0	0	0				

Value Point 1 25% and 25/75 split

Value Point 1 - 11 Units		Value Point 1 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,214,500	Open Market Revenue	4,284,000
Affordable Revenue	£370,125	Affordable Revenue	£453,250
Total Revenue (GDV)	£3,584,625	Total Revenue (GDV)	£4,737,250
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£107,539	Cost of Sales	£142,118
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£79,131	Finance	£103,613
Developer Profit	£665,108	Developer Profit	£883,995
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,956	SAMM	£9,048
Total Costs	£2,870,743	Total Costs	£3,815,928
Residual Land Value (RLV)	£713,882	Residual Land Value (RLV)	£921,322
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£677,604	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£870,895
RLV as pounds per hectare	£2,509,644	RLV as pounds per hectare	£2,902,984
Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	13,121,500	Open Market Revenue	9,100,000
Affordable Revenue	£2,048,679	Affordable Revenue	£1,548,300
Total Revenue (GDV)	£15,170,179	Total Revenue (GDV)	£10,648,300
Costs		Costs	
Open Market Construction	£5,820,448	Open Market Construction	£4,594,624
Affordable Construction	£1,172,030	Affordable Construction	£1,208,190
Fees	£839,097	Fees	£696,338
Cost of Sales	£455,105	Cost of Sales	£319,449
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£556,257	Finance	£345,391
Developer Profit	£2,747,221	Developer Profit	£1,912,898
S106/S278 Costs	£553,550	S106/S278 Costs	£422,825
SAMM	£29,586	SAMM	£22,208
Total Costs	£12,210,794	Total Costs	£9,559,422
Residual Land Value (RLV)	£2,959,385	Residual Land Value (RLV)	£1,088,878
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,780,697	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,027,600
RLV as pounds per hectare	£2,138,998	RLV as pounds per hectare	£2,569,000

Value Point 1 - 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	25,467,500	Open Market Revenue	131,538,000
Affordable Revenue	£4,412,358	Affordable Revenue	£20,386,434
Total Revenue (GDV)	£29,879,858	Total Revenue (GDV)	£151,924,434
Costs		Costs	
Open Market Construction	£11,309,148	Open Market Construction	£58,001,826
Affordable Construction	£2,551,690	Affordable Construction	£13,120,030
Fees	£1,663,301	Fees	£8,534,623
Cost of Sales	£896,396	Cost of Sales	£4,557,733
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,224,086	Finance	£8,159,953
Developer Profit	£5,358,241	Developer Profit	£27,530,786
S106/S278 Costs	£1,097,538	S106/S278 Costs	£6,123,788
SAMM	£58,582	SAMM	£295,781
Total Costs	£24,233,982	Total Costs	£126,699,519
Residual Land Value (RLV)	£5,645,876	Residual Land Value (RLV)	£25,224,915
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,293,459	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£23,630,917
RLV as pounds per hectare	£2,117,384	RLV as pounds per hectare	£1,074,133

Value Point 2 25% 25/75 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,638,000	Open Market Revenue	4,861,000
Affordable Revenue	£423,000	Affordable Revenue	£518,000
Total Revenue (GDV)	£4,061,000	Total Revenue (GDV)	£5,379,000
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£121,830	Cost of Sales	£161,370
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,384	Finance	£126,866
Developer Profit	£752,980	Developer Profit	£1,003,280
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,956	SAMM	£9,048
Total Costs	£2,990,160	Total Costs	£3,977,719
Residual Land Value (RLV)	£1,070,840	Residual Land Value (RLV)	£1,401,281
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,009,923	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,318,756
RLV as pounds per hectare	£3,740,457	RLV as pounds per hectare	£4,395,853

Value Point 2 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	14,936,000	Open Market Revenue	10,352,000
Affordable Revenue	£2,276,304	Affordable Revenue	£1,690,800
Total Revenue (GDV)	£17,212,304	Total Revenue (GDV)	£12,042,800
Costs		Costs	
Open Market Construction	£5,820,448	Open Market Construction	£4,594,624
Affordable Construction	£1,172,030	Affordable Construction	£1,208,190
Fees	£839,097	Fees	£696,338
Cost of Sales	£516,369	Cost of Sales	£361,284
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£680,911	Finance	£430,276
Developer Profit	£3,123,778	Developer Profit	£2,171,848
S106/S278 Costs	£553,550	S106/S278 Costs	£422,825
SAMM	£29,586	SAMM	£22,208
Total Costs	£12,773,270	Total Costs	£9,945,093
Residual Land Value (RLV)	£4,439,034	Residual Land Value (RLV)	£2,097,707
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,165,753	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,971,253
RLV as pounds per hectare	£3,204,426	RLV as pounds per hectare	£4,928,132

Value Point 2 - 100 Units (Mixed)		Value Point 2 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	29,040,000	Open Market Revenue	150,132,000
Affordable Revenue	£4,912,608	Affordable Revenue	£22,733,934
Total Revenue (GDV)	£33,952,608	Total Revenue (GDV)	£172,865,934
Costs		Costs	
Open Market Construction	£11,309,148	Open Market Construction	£58,001,826
Affordable Construction	£2,551,690	Affordable Construction	£13,120,030
Fees	£1,663,301	Fees	£8,534,623
Cost of Sales	£1,018,578	Cost of Sales	£5,185,978
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,517,025	Finance	£10,258,021
Developer Profit	£6,102,756	Developer Profit	£31,390,436
S106/S278 Costs	£1,097,538	S106/S278 Costs	£6,123,788
SAMM	£58,582	SAMM	£295,781
Total Costs	£25,393,618	Total Costs	£133,285,482
Residual Land Value (RLV)	£8,558,990	Residual Land Value (RLV)	£39,580,452
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£8,023,311	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£37,149,343
RLV as pounds per hectare	£3,209,324	RLV as pounds per hectare	£1,688,606

Value Point 3 25% 25/75 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	4,061,500	Open Market Revenue	5,438,000
Affordable Revenue	£475,875	Affordable Revenue	£582,750
Total Revenue (GDV)	£4,537,375	Total Revenue (GDV)	£6,020,750
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£136,121	Cost of Sales	£180,623
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£113,781	Finance	£150,263
Developer Profit	£840,850	Developer Profit	£1,122,565
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,950	SAMM	£9,048
Total Costs	£3,109,721	Total Costs	£4,139,653
Residual Land Value (RLV)	£1,427,654	Residual Land Value (RLV)	£1,881,097
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,344,601	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,768,975
RLV as pounds per hectare	£4,980,005	RLV as pounds per hectare	£5,896,583

Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	16,805,500	Open Market Revenue	11,743,000
Affordable Revenue	£2,503,929	Affordable Revenue	£1,833,300
Total Revenue (GDV)	£19,309,429	Total Revenue (GDV)	£13,576,300
Costs		Costs	
Open Market Construction	£5,820,448	Open Market Construction	£4,594,624
Affordable Construction	£1,172,030	Affordable Construction	£1,208,190
Fees	£839,097	Fees	£696,338
Cost of Sales	£579,283	Cost of Sales	£407,289
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£807,526	Finance	£532,800
Developer Profit	£3,511,336	Developer Profit	£2,458,598
S106/S278 Costs	£553,550	S106/S278 Costs	£422,825
SAMM	£29,586	SAMM	£22,208
Total Costs	£13,350,356	Total Costs	£10,380,371
Residual Land Value (RLV)	£5,959,073	Residual Land Value (RLV)	£3,195,929
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,575,392	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,092,510
RLV as pounds per hectare	£4,288,763	RLV as pounds per hectare	£7,731,275

Value Point 3 - 100 Units (Mixed)		Value Point 3 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	32,607,500	Open Market Revenue	168,711,000
Affordable Revenue	£5,412,858	Affordable Revenue	£25,081,434
Total Revenue (GDV)	£38,020,358	Total Revenue (GDV)	£193,792,434
Costs		Costs	
Open Market Construction	£11,309,148	Open Market Construction	£58,001,826
Affordable Construction	£2,551,690	Affordable Construction	£13,120,030
Fees	£1,663,301	Fees	£8,534,623
Cost of Sales	£1,140,611	Cost of Sales	£5,813,773
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,809,594	Finance	£12,330,020
Developer Profit	£6,846,271	Developer Profit	£35,247,086
S106/S278 Costs	£1,097,538	S106/S278 Costs	£6,123,788
SAMM	£58,582	SAMM	£295,781
Total Costs	£26,551,735	Total Costs	£139,841,926
Residual Land Value (RLV)	£11,468,623	Residual Land Value (RLV)	£53,950,508
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£10,749,751	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£50,532,498
RLV as pounds per hectare	£4,299,900	RLV as pounds per hectare	£2,296,932

Value Point 4 25% 25/75 Split

Value Point 4 - 11 Units		Value Point 4 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	4,485,000	Open Market Revenue	6,020,000
Affordable Revenue	£528,750	Affordable Revenue	£647,500
Total Revenue (GDV)	£5,013,750	Total Revenue (GDV)	£6,667,500
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£150,413	Cost of Sales	£200,025
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£131,178	Finance	£173,848
Developer Profit	£928,725	Developer Profit	£1,242,850
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,956	SAMM	£9,048
Total Costs	£3,229,282	Total Costs	£4,302,925
Residual Land Value (RLV)	£1,784,468	Residual Land Value (RLV)	£2,364,575
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,679,279	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,222,783
RLV as pounds per hectare	£6,219,552	RLV as pounds per hectare	£7,409,277

Value Point 4 - 50 Units (Mixed)		Value Point 4 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	18,620,000	Open Market Revenue	12,856,000
Affordable Revenue	£2,731,554	Affordable Revenue	£1,975,800
Total Revenue (GDV)	£21,351,554	Total Revenue (GDV)	£14,831,800
Costs		Costs	
Open Market Construction	£5,820,448	Open Market Construction	£4,594,624
Affordable Construction	£1,172,030	Affordable Construction	£1,208,190
Fees	£839,097	Fees	£696,338
Cost of Sales	£640,547	Cost of Sales	£444,954
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£933,667	Finance	£598,560
Developer Profit	£3,887,893	Developer Profit	£2,689,748
S106/S278 Costs	£553,550	S106/S278 Costs	£422,825
SAMM	£29,586	SAMM	£22,208
Total Costs	£13,914,319	Total Costs	£10,714,946
Residual Land Value (RLV)	£7,437,235	Residual Land Value (RLV)	£4,116,854
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,973,991	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,845,017
RLV as pounds per hectare	£5,364,608	RLV as pounds per hectare	£9,612,541

Value Point 4 - 100 Units (Mixed)		Value Point 4 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	36,175,000	Open Market Revenue	187,140,000
Affordable Revenue	£5,913,108	Affordable Revenue	£27,428,934
Total Revenue (GDV)	£42,088,108	Total Revenue (GDV)	£214,568,934
Costs		Costs	
Open Market Construction	£11,309,148	Open Market Construction	£58,001,826
Affordable Construction	£2,551,690	Affordable Construction	£13,120,030
Fees	£1,663,301	Fees	£8,534,623
Cost of Sales	£1,262,643	Cost of Sales	£6,437,068
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£2,098,696	Finance	£14,394,765
Developer Profit	£7,589,786	Developer Profit	£39,073,736
S106/S278 Costs	£1,097,538	S106/S278 Costs	£6,123,788
SAMM	£58,582	SAMM	£295,781
Total Costs	£27,706,384	Total Costs	£146,356,616
Residual Land Value (RLV)	£14,381,724	Residual Land Value (RLV)	£68,212,318
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£13,454,590	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£63,858,571
RLV as pounds per hectare	£5,381,836	RLV as pounds per hectare	£2,902,662

Value Point Area 1 25% 30/70 Split

Value Point 1 - 11 Units		Value Point 1 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,214,500	Open Market Revenue	4,284,000
Affordable Revenue	£370,125	Affordable Revenue	£453,250
Total Revenue (GDV)	£3,584,625	Total Revenue (GDV)	£4,737,250
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£107,539	Cost of Sales	£142,118
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£79,131	Finance	£103,613
Developer Profit	£665,108	Developer Profit	£883,995
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,956	SAMM	£9,048
Total Costs	£2,870,743	Total Costs	£3,815,928
Residual Land Value (RLV)	£713,882	Residual Land Value (RLV)	£921,322
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£677,604	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£870,895
RLV as pounds per hectare	£2,509,644	RLV as pounds per hectare	£2,902,984
Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	13,039,000	Open Market Revenue	9,100,000
Affordable Revenue	£1,936,866	Affordable Revenue	£1,495,800
Total Revenue (GDV)	£14,975,866	Total Revenue (GDV)	£10,595,800
Costs		Costs	
Open Market Construction	£5,779,958	Open Market Construction	£4,594,624
Affordable Construction	£1,174,520	Affordable Construction	£1,173,170
Fees	£834,537	Fees	£692,135
Cost of Sales	£449,276	Cost of Sales	£317,874
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£544,771	Finance	£343,407
Developer Profit	£2,724,012	Developer Profit	£1,909,748
S106/S278 Costs	£550,738	S106/S278 Costs	£420,575
SAMM	£29,363	SAMM	£22,089
Total Costs	£12,124,675	Total Costs	£9,511,122
Residual Land Value (RLV)	£2,851,191	Residual Land Value (RLV)	£1,084,678
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,674,667	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,023,485
RLV as pounds per hectare	£2,057,436	RLV as pounds per hectare	£2,558,711

Value Point 1 - 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	26,473,500	Open Market Revenue	132,098,000
Affordable Revenue	£3,738,012	Affordable Revenue	£19,288,998
Total Revenue (GDV)	£30,211,512	Total Revenue (GDV)	£151,386,998
Costs		Costs	
Open Market Construction	£11,770,484	Open Market Construction	£58,610,246
Affordable Construction	£2,061,340	Affordable Construction	£11,142,200
Fees	£1,659,819	Fees	£8,370,294
Cost of Sales	£906,345	Cost of Sales	£4,541,610
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,237,861	Finance	£8,224,856
Developer Profit	£5,518,981	Developer Profit	£27,576,940
S106/S278 Costs	£1,095,288	S106/S278 Costs	£6,017,475
SAMM	£58,991	SAMM	£295,727
Total Costs	£24,384,108	Total Costs	£125,154,347
Residual Land Value (RLV)	£5,827,404	Residual Land Value (RLV)	£26,232,651
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,471,356	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£24,618,498
RLV as pounds per hectare	£2,188,542	RLV as pounds per hectare	£1,119,023

Value Point 2 25% 30/70 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,638,000	Open Market Revenue	4,861,000
Affordable Revenue	£423,000	Affordable Revenue	£518,000
Total Revenue (GDV)	£4,061,000	Total Revenue (GDV)	£5,379,000
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£121,830	Cost of Sales	£161,370
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£99,956	Finance	£126,866
Developer Profit	£752,980	Developer Profit	£1,003,280
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,956	SAMM	£9,048
Total Costs	£2,993,733	Total Costs	£3,977,718
Residual Land Value (RLV)	£1,067,267	Residual Land Value (RLV)	£1,401,282
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,023,922	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,341,256
RLV as pounds per hectare	£3,792,304	RLV as pounds per hectare	£4,470,853

Value Point 2 - 50 Units (Mixed)		Value Point 2 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	14,841,000	Open Market Revenue	10,352,000
Affordable Revenue	£2,126,241	Affordable Revenue	£1,630,800
Total Revenue (GDV)	£16,967,241	Total Revenue (GDV)	£11,982,800
Costs		Costs	
Open Market Construction	£5,779,958	Open Market Construction	£4,594,624
Affordable Construction	£1,174,520	Affordable Construction	£1,173,170
Fees	£834,537	Fees	£692,135
Cost of Sales	£509,017	Cost of Sales	£359,484
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£672,170	Finance	£432,182
Developer Profit	£3,095,774	Developer Profit	£2,168,248
S106/S278 Costs	£550,738	S106/S278 Costs	£420,575
SAMM	£29,363	SAMM	£22,089
Total Costs	£12,683,577	Total Costs	£9,900,008
Residual Land Value (RLV)	£4,283,664	Residual Land Value (RLV)	£2,082,792
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,078,490	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,001,637
RLV as pounds per hectare	£3,137,300	RLV as pounds per hectare	£5,004,091

Value Point 2 - 100 Units (Mixed)		Value Point 2 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	30,124,000	Open Market Revenue	150,607,000
Affordable Revenue	£4,090,512	Affordable Revenue	£21,226,248
Total Revenue (GDV)	£34,214,512	Total Revenue (GDV)	£171,833,248
Costs		Costs	
Open Market Construction	£11,770,484	Open Market Construction	£58,610,246
Affordable Construction	£2,061,340	Affordable Construction	£11,142,200
Fees	£1,659,819	Fees	£8,370,294
Cost of Sales	£1,026,435	Cost of Sales	£5,154,997
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,540,177	Finance	£10,353,465
Developer Profit	£6,270,231	Developer Profit	£31,394,975
S106/S278 Costs	£1,095,288	S106/S278 Costs	£6,017,475
SAMM	£58,991	SAMM	£295,727
Total Costs	£25,557,764	Total Costs	£131,714,378
Residual Land Value (RLV)	£8,656,748	Residual Land Value (RLV)	£40,118,870
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£8,244,113	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£38,226,992
RLV as pounds per hectare	£3,297,645	RLV as pounds per hectare	£1,737,591

Value Point 3 25% 30/70 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	4,061,500	Open Market Revenue	5,438,000
Affordable Revenue	£475,875	Affordable Revenue	£582,750
Total Revenue (GDV)	£4,537,375	Total Revenue (GDV)	£6,020,750
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£136,121	Cost of Sales	£180,623
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£120,926	Finance	£150,263
Developer Profit	£840,853	Developer Profit	£1,122,565
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,956	SAMM	£9,048
Total Costs	£3,116,866	Total Costs	£4,139,653
Residual Land Value (RLV)	£1,420,509	Residual Land Value (RLV)	£1,881,097
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,370,098	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,811,475
RLV as pounds per hectare	£5,074,439	RLV as pounds per hectare	£6,038,249
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	16,643,000	Open Market Revenue	11,604,000
Affordable Revenue	£2,315,616	Affordable Revenue	£1,765,800
Total Revenue (GDV)	£18,958,616	Total Revenue (GDV)	£13,369,800
Costs		Costs	
Open Market Construction	£5,779,958	Open Market Construction	£4,594,624
Affordable Construction	£1,174,520	Affordable Construction	£1,173,170
Fees	£834,537	Fees	£692,135
Cost of Sales	£568,758	Cost of Sales	£401,094
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£799,569	Finance	£520,958
Developer Profit	£3,467,537	Developer Profit	£2,426,748
S106/S278 Costs	£550,738	S106/S278 Costs	£420,575
SAMM	£29,363	SAMM	£22,089
Total Costs	£13,242,480	Total Costs	£10,288,894
Residual Land Value (RLV)	£5,716,136	Residual Land Value (RLV)	£3,080,906
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,482,313	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,979,788
RLV as pounds per hectare	£4,217,164	RLV as pounds per hectare	£7,449,471

Value Point 3 - 100 Units (Mixed)		Value Point 3 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	33,774,500	Open Market Revenue	169,116,000
Affordable Revenue	£4,443,012	Affordable Revenue	£23,163,498
Total Revenue (GDV)	£38,217,512	Total Revenue (GDV)	£192,279,498
Costs		Costs	
Open Market Construction	£11,770,484	Open Market Construction	£58,610,246
Affordable Construction	£2,061,340	Affordable Construction	£11,142,200
Fees	£1,659,819	Fees	£8,370,294
Cost of Sales	£1,146,525	Cost of Sales	£5,768,385
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,842,492	Finance	£12,482,073
Developer Profit	£7,021,481	Developer Profit	£35,213,010
S106/S278 Costs	£1,095,288	S106/S278 Costs	£6,017,475
SAMM	£58,991	SAMM	£295,727
Total Costs	£26,731,419	Total Costs	£138,274,410
Residual Land Value (RLV)	£11,486,093	Residual Land Value (RLV)	£54,005,088
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£11,016,871	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£51,835,487
RLV as pounds per hectare	£4,406,748	RLV as pounds per hectare	£2,356,158

Value Point 4 25% 30/70 Split

Value Point 4 - 11 Units		Value Point 4 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	4,485,000	Open Market Revenue	6,015,000
Affordable Revenue	£528,750	Affordable Revenue	£647,500
Total Revenue (GDV)	£5,013,750	Total Revenue (GDV)	£6,662,500
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£150,413	Cost of Sales	£199,875
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£131,178	Finance	£173,881
Developer Profit	£928,725	Developer Profit	£1,241,850
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,956	SAMM	£9,048
Total Costs	£3,229,282	Total Costs	£4,301,808
Residual Land Value (RLV)	£1,784,468	Residual Land Value (RLV)	£2,360,692
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,726,779	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,281,478
RLV as pounds per hectare	£6,395,477	RLV as pounds per hectare	£7,604,926

Value Point 4 - 50 Units (Mixed)		Value Point 4 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	18,445,000	Open Market Revenue	12,856,000
Affordable Revenue	£2,504,991	Affordable Revenue	£1,900,800
Total Revenue (GDV)	£20,949,991	Total Revenue (GDV)	£14,756,800
Costs		Costs	
Open Market Construction	£5,779,958	Open Market Construction	£4,594,624
Affordable Construction	£1,174,520	Affordable Construction	£1,173,170
Fees	£834,537	Fees	£692,135
Cost of Sales	£628,500	Cost of Sales	£442,704
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£926,968	Finance	£609,734
Developer Profit	£3,839,299	Developer Profit	£2,685,248
S106/S278 Costs	£550,738	S106/S278 Costs	£420,575
SAMM	£29,363	SAMM	£22,089
Total Costs	£13,801,383	Total Costs	£10,677,780
Residual Land Value (RLV)	£7,148,608	Residual Land Value (RLV)	£4,079,020
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,886,136	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,957,940
RLV as pounds per hectare	£5,297,028	RLV as pounds per hectare	£9,894,850

Value Point 4 - 100 Units (Mixed)		Value Point 4 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	37,505,000	Open Market Revenue	187,625,000
Affordable Revenue	£4,795,512	Affordable Revenue	£25,100,748
Total Revenue (GDV)	£42,300,512	Total Revenue (GDV)	£212,725,748
Costs		Costs	
Open Market Construction	£11,770,484	Open Market Construction	£58,610,246
Affordable Construction	£2,061,340	Affordable Construction	£11,142,200
Fees	£1,659,819	Fees	£8,370,294
Cost of Sales	£1,269,015	Cost of Sales	£6,381,772
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£2,150,715	Finance	£14,610,518
Developer Profit	£7,788,731	Developer Profit	£39,031,045
S106/S278 Costs	£1,095,288	S106/S278 Costs	£6,017,475
SAMM	£58,991	SAMM	£295,727
Total Costs	£27,929,383	Total Costs	£144,834,277
Residual Land Value (RLV)	£14,371,129	Residual Land Value (RLV)	£67,891,471
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£13,844,207	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£65,444,142
RLV as pounds per hectare	£5,537,683	RLV as pounds per hectare	£2,974,734

Value Point Area 1 25% 35/65 Split

Value Point 1 - 11 Units		Value Point 1 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,214,500	Open Market Revenue	4,284,000
Affordable Revenue	£370,125	Affordable Revenue	£453,250
Total Revenue (GDV)	£3,584,625	Total Revenue (GDV)	£4,737,250
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£107,539	Cost of Sales	£142,118
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£79,131	Finance	£103,613
Developer Profit	£665,108	Developer Profit	£883,995
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,956	SAMM	£9,048
Total Costs	£2,870,743	Total Costs	£3,815,928
Residual Land Value (RLV)	£713,882	Residual Land Value (RLV)	£921,322
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£677,604	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£870,895
RLV as pounds per hectare	£2,509,644	RLV as pounds per hectare	£2,902,984
Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	13,599,000	Open Market Revenue	9,100,000
Affordable Revenue	£1,696,962	Affordable Revenue	£1,495,800
Total Revenue (GDV)	£15,295,962	Total Revenue (GDV)	£10,595,800
Costs		Costs	
Open Market Construction	£6,023,158	Open Market Construction	£4,594,624
Affordable Construction	£1,174,520	Affordable Construction	£1,173,170
Fees	£863,721	Fees	£692,135
Cost of Sales	£458,879	Cost of Sales	£317,874
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£547,452	Finance	£343,407
Developer Profit	£2,821,618	Developer Profit	£1,909,748
S106/S278 Costs	£568,738	S106/S278 Costs	£420,575
SAMM	£29,586	SAMM	£22,089
Total Costs	£12,525,171	Total Costs	£9,511,122
Residual Land Value (RLV)	£2,770,791	Residual Land Value (RLV)	£1,084,678
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,595,875	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,023,485
RLV as pounds per hectare	£1,996,827	RLV as pounds per hectare	£2,558,711

Value Point 1 - 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	26,468,500	Open Market Revenue	133,763,000
Affordable Revenue	£3,649,824	Affordable Revenue	£18,373,995
Total Revenue (GDV)	£30,118,324	Total Revenue (GDV)	£152,136,995
Costs		Costs	
Open Market Construction	£11,772,974	Open Market Construction	£59,058,036
Affordable Construction	£2,061,340	Affordable Construction	£10,847,150
Fees	£1,660,118	Fees	£8,388,622
Cost of Sales	£903,550	Cost of Sales	£4,564,110
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,229,330	Finance	£8,264,177
Developer Profit	£5,512,689	Developer Profit	£27,855,040
S106/S278 Costs	£1,094,275	S106/S278 Costs	£6,033,225
SAMM	£58,991	SAMM	£296,866
Total Costs	£24,368,267	Total Costs	£125,682,226
Residual Land Value (RLV)	£5,750,057	Residual Land Value (RLV)	£26,454,769
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,395,556	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£24,836,173
RLV as pounds per hectare	£2,158,222	RLV as pounds per hectare	£1,128,917

Value Point 2 25% 35/65 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,638,000	Open Market Revenue	4,861,000
Affordable Revenue	£423,000	Affordable Revenue	£518,000
Total Revenue (GDV)	£4,061,000	Total Revenue (GDV)	£5,379,000
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£121,830	Cost of Sales	£161,370
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£99,956	Finance	£126,866
Developer Profit	£752,980	Developer Profit	£1,003,280
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,956	SAMM	£9,048
Total Costs	£2,993,733	Total Costs	£3,977,718
Residual Land Value (RLV)	£1,067,267	Residual Land Value (RLV)	£1,401,282
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,023,922	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,341,256
RLV as pounds per hectare	£3,792,304	RLV as pounds per hectare	£4,470,853

Value Point 2 - 50 Units (Mixed)		Value Point 2 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	15,481,000	Open Market Revenue	10,352,000
Affordable Revenue	£1,886,337	Affordable Revenue	£1,630,800
Total Revenue (GDV)	£17,367,337	Total Revenue (GDV)	£11,982,800
Costs		Costs	
Open Market Construction	£6,023,158	Open Market Construction	£4,594,624
Affordable Construction	£1,174,520	Affordable Construction	£1,173,170
Fees	£863,721	Fees	£692,135
Cost of Sales	£521,020	Cost of Sales	£359,484
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£679,865	Finance	£432,182
Developer Profit	£3,209,380	Developer Profit	£2,168,248
S106/S278 Costs	£568,738	S106/S278 Costs	£420,575
SAMM	£29,586	SAMM	£22,089
Total Costs	£13,107,488	Total Costs	£9,900,008
Residual Land Value (RLV)	£4,259,849	Residual Land Value (RLV)	£2,082,792
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,055,152	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,001,637
RLV as pounds per hectare	£3,119,348	RLV as pounds per hectare	£5,004,091

Value Point 2 - 500 Units (Mixed)		Value Point 2 - 100 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	152,272,000	Open Market Revenue	30,119,000
Affordable Revenue	£20,046,870	Affordable Revenue	£3,967,449
Total Revenue (GDV)	£172,318,870	Total Revenue (GDV)	£34,086,449
Costs		Costs	
Open Market Construction	£59,058,036	Open Market Construction	£11,772,974
Affordable Construction	£10,847,150	Affordable Construction	£2,061,340
Fees	£8,388,622	Fees	£1,660,118
Cost of Sales	£5,169,566	Cost of Sales	£1,022,593
Legal Fees	£375,000	Legal Fees	£75,000
Finance	£10,359,873	Finance	£1,528,268
Developer Profit	£31,657,212	Developer Profit	£6,261,847
S106/S278 Costs	£6,033,225	S106/S278 Costs	£1,094,275
SAMM	£296,866	SAMM	£58,991
Total Costs	£132,185,551	Total Costs	£25,535,406
Residual Land Value (RLV)	£40,133,319	Residual Land Value (RLV)	£8,551,043
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£38,241,153	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£8,140,522
RLV as pounds per hectare	£1,738,234	RLV as pounds per hectare	£3,256,209

Value Point 3 25% 35/65 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	4,061,500	Open Market Revenue	5,438,000
Affordable Revenue	£475,875	Affordable Revenue	£582,750
Total Revenue (GDV)	£4,537,375	Total Revenue (GDV)	£6,020,750
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,893,744
Affordable Construction	£261,440	Affordable Construction	£330,200
Fees	£200,275	Fees	£266,873
Cost of Sales	£136,121	Cost of Sales	£180,623
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£120,926	Finance	£150,263
Developer Profit	£840,853	Developer Profit	£1,122,565
S106/S278 Costs	£134,525	S106/S278 Costs	£175,088
SAMM	£6,956	SAMM	£9,048
Total Costs	£3,116,866	Total Costs	£4,139,653
Residual Land Value (RLV)	£1,420,509	Residual Land Value (RLV)	£1,881,097
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,370,098	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,811,475
RLV as pounds per hectare	£5,074,439	RLV as pounds per hectare	£6,038,249
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	17,363,000	Open Market Revenue	11,604,000
Affordable Revenue	£2,075,712	Affordable Revenue	£1,765,800
Total Revenue (GDV)	£19,438,712	Total Revenue (GDV)	£13,369,800
Costs		Costs	
Open Market Construction	£6,023,158	Open Market Construction	£4,594,624
Affordable Construction	£1,174,520	Affordable Construction	£1,173,170
Fees	£863,721	Fees	£692,135
Cost of Sales	£583,161	Cost of Sales	£401,094
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£812,278	Finance	£520,958
Developer Profit	£3,597,143	Developer Profit	£2,426,748
S106/S278 Costs	£568,738	S106/S278 Costs	£420,575
SAMM	£29,586	SAMM	£22,089
Total Costs	£13,689,805	Total Costs	£10,288,894
Residual Land Value (RLV)	£5,748,907	Residual Land Value (RLV)	£3,080,906
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,514,429	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,979,788
RLV as pounds per hectare	£4,241,868	RLV as pounds per hectare	£7,449,471

Value Point 3 - 100 Units (Mixed)

Revenue	
Open Market Revenue	33,769,500
Affordable Revenue	£4,285,074
Total Revenue (GDV)	£38,054,574

Costs	
Open Market Construction	£11,772,974
Affordable Construction	£2,061,340
Fees	£1,660,118
Cost of Sales	£1,141,637
Legal Fees	£75,000
Finance	£1,827,344
Developer Profit	£7,011,004
S106/S278 Costs	£1,094,275
SAMM	£58,991
Total Costs	£26,702,684

Residual Land Value (RLV)	£11,351,890
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£10,885,352
RLV as pounds per hectare	£4,354,141

Value Point 3 - 500 Units (Mixed)

Revenue	
Open Market Revenue	170,781,000
Affordable Revenue	£21,719,745
Total Revenue (GDV)	£192,500,745

Costs	
Open Market Construction	£59,058,036
Affordable Construction	£10,847,150
Fees	£8,388,622
Cost of Sales	£5,775,022
Legal Fees	£375,000
Finance	£12,455,568
Developer Profit	£35,459,385
S106/S278 Costs	£6,033,225
SAMM	£296,866
Total Costs	£138,688,875

Residual Land Value (RLV)	£53,811,870
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£51,646,133
RLV as pounds per hectare	£2,347,551

Value Point 4 25% 35/65 Split**Value Point 4 - 11 Units**

Revenue	
Open Market Revenue	4,485,000
Affordable Revenue	£528,750
Total Revenue (GDV)	£5,013,750

Costs	
Open Market Construction	£1,407,520
Affordable Construction	£261,440
Fees	£200,275
Cost of Sales	£150,413
Legal Fees	£8,250
Finance	£131,178
Developer Profit	£928,725
S106/S278 Costs	£134,525
SAMM	£6,956
Total Costs	£3,229,282

Residual Land Value (RLV)	£1,784,468
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,726,779
RLV as pounds per hectare	£6,395,477

Value Point 4 - 15 Units (Mixed)

Revenue	
Open Market Revenue	6,020,000
Affordable Revenue	£647,500
Total Revenue (GDV)	£6,667,500

Costs	
Open Market Construction	£1,893,744
Affordable Construction	£330,200
Fees	£266,873
Cost of Sales	£200,025
Legal Fees	£11,250
Finance	£173,848
Developer Profit	£1,242,850
S106/S278 Costs	£175,088
SAMM	£9,048
Total Costs	£4,302,925

Residual Land Value (RLV)	£2,364,575
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,222,783
RLV as pounds per hectare	£7,409,277

Value Point 4 - 50 Units (Mixed)

Revenue	
Open Market Revenue	19,245,000
Affordable Revenue	£2,265,087
Total Revenue (GDV)	£21,510,087

Costs	
Open Market Construction	£6,023,158
Affordable Construction	£1,174,520
Fees	£863,721
Cost of Sales	£645,303
Legal Fees	£37,500
Finance	£944,692
Developer Profit	£3,984,905
S106/S278 Costs	£568,738
SAMM	£29,586
Total Costs	£14,272,122

Residual Land Value (RLV)	£7,237,965
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,973,705
RLV as pounds per hectare	£5,364,389

Value Point 4 - 50 Units (Flats)

Revenue	
Open Market Revenue	12,856,000
Affordable Revenue	£1,900,800
Total Revenue (GDV)	£14,756,800

Costs	
Open Market Construction	£4,594,624
Affordable Construction	£1,173,170
Fees	£692,135
Cost of Sales	£442,704
Legal Fees	£37,500
Finance	£609,734
Developer Profit	£2,685,248
S106/S278 Costs	£420,575
SAMM	£22,089
Total Costs	£10,677,780

Residual Land Value (RLV)	£4,079,020
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,957,940
RLV as pounds per hectare	£9,894,850

Value Point 4 - 100 Units (Mixed)

Revenue	
Open Market Revenue	37,420,000
Affordable Revenue	£4,602,699
Total Revenue (GDV)	£42,022,699

Costs	
Open Market Construction	£11,772,974
Affordable Construction	£2,061,340
Fees	£1,660,118
Cost of Sales	£1,260,681
Legal Fees	£75,000
Finance	£2,126,421
Developer Profit	£7,760,162
S106/S278 Costs	£1,094,275
SAMM	£58,991
Total Costs	£27,869,962

Residual Land Value (RLV)	£14,152,737
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£13,630,183
RLV as pounds per hectare	£5,452,073

Value Point 4 - 500 Units (Mixed)

Revenue	
Open Market Revenue	189,290,000
Affordable Revenue	£23,392,620
Total Revenue (GDV)	£212,682,620

Costs	
Open Market Construction	£59,058,036
Affordable Construction	£10,847,150
Fees	£8,388,622
Cost of Sales	£6,380,479
Legal Fees	£375,000
Finance	£14,551,264
Developer Profit	£39,261,557
S106/S278 Costs	£6,033,225
SAMM	£296,866
Total Costs	£145,192,199

Residual Land Value (RLV)	£67,490,421
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£65,051,112
RLV as pounds per hectare	£2,956,869

Value Point 1 30% 25/75 Split

Value Point 1 - 11 Units		Value Point 1 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,214,500	Open Market Revenue	3,811,500
Affordable Revenue	£370,125	Affordable Revenue	£637,000
Total Revenue (GDV)	£3,584,625	Total Revenue (GDV)	£4,448,500
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,688,544
Affordable Construction	£261,440	Affordable Construction	£452,770
Fees	£200,275	Fees	£256,958
Cost of Sales	£107,539	Cost of Sales	£133,455
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£79,131	Finance	£97,276
Developer Profit	£665,108	Developer Profit	£800,520
S106/S278 Costs	£134,525	S106/S278 Costs	£167,775
SAMM	£6,956	SAMM	£8,785
Total Costs	£2,870,743	Total Costs	£3,617,332
Residual Land Value (RLV)	£713,882	Residual Land Value (RLV)	£831,168
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£677,604	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£786,044
RLV as pounds per hectare	£2,509,644	RLV as pounds per hectare	£2,620,147

Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	12,811,500	Open Market Revenue	8,633,000
Affordable Revenue	£2,095,212	Affordable Revenue	£1,899,150
Total Revenue (GDV)	£14,906,712	Total Revenue (GDV)	£10,532,150
Costs		Costs	
Open Market Construction	£5,578,916	Open Market Construction	£4,303,958
Affordable Construction	£1,483,440	Affordable Construction	£1,418,310
Fees	£847,483	Fees	£686,672
Cost of Sales	£447,201	Cost of Sales	£315,965
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£536,862	Finance	£338,850
Developer Profit	£2,688,013	Developer Profit	£1,840,549
S106/S278 Costs	£556,363	S106/S278 Costs	£417,650
SAMM	£28,983	SAMM	£21,970
Total Costs	£12,204,761	Total Costs	£9,381,424
Residual Land Value (RLV)	£2,701,951	Residual Land Value (RLV)	£1,150,726
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,532,412	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,038,212
RLV as pounds per hectare	£1,948,009	RLV as pounds per hectare	£2,595,530

Value Point 1- 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	25,061,500	Open Market Revenue	123,022,500
Affordable Revenue	£4,555,170	Affordable Revenue	£23,803,563
Total Revenue (GDV)	£29,616,670	Total Revenue (GDV)	£146,826,063
Costs		Costs	
Open Market Construction	£11,131,308	Open Market Construction	£54,509,256
Affordable Construction	£2,745,510	Affordable Construction	£14,455,580
Fees	£1,665,218	Fees	£8,275,780
Cost of Sales	£888,500	Cost of Sales	£4,404,782
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,203,189	Finance	£7,938,999
Developer Profit	£5,285,610	Developer Profit	£26,032,714
S106/S278 Costs	£1,094,275	S106/S278 Costs	£5,930,288
SAMM	£58,439	SAMM	£290,982
Total Costs	£24,147,050	Total Costs	£122,213,381
Residual Land Value (RLV)	£5,469,620	Residual Land Value (RLV)	£24,612,682
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,980,728	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£22,980,929
RLV as pounds per hectare	£1,992,291	RLV as pounds per hectare	£1,044,588

Value Point 2 30% 25/75 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,638,000	Open Market Revenue	4,326,000
Affordable Revenue	£423,000	Affordable Revenue	£728,000
Total Revenue (GDV)	£4,061,000	Total Revenue (GDV)	£5,054,000
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,688,544
Affordable Construction	£261,440	Affordable Construction	£452,770
Fees	£200,275	Fees	£256,958
Cost of Sales	£121,830	Cost of Sales	£151,620
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£99,956	Finance	£119,466
Developer Profit	£752,980	Developer Profit	£908,880
S106/S278 Costs	£134,525	S106/S278 Costs	£167,775
SAMM	£6,956	SAMM	£8,785
Total Costs	£2,993,733	Total Costs	£3,766,047
Residual Land Value (RLV)	£1,067,267	Residual Land Value (RLV)	£1,287,953
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,023,922	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,212,694
RLV as pounds per hectare	£3,792,304	RLV as pounds per hectare	£4,042,312

Value Point 2 - 50 Units (Mixed)		Value Point 2 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	14,546,000	Open Market Revenue	9,802,000
Affordable Revenue	£2,324,337	Affordable Revenue	£2,105,400
Total Revenue (GDV)	£16,870,337	Total Revenue (GDV)	£11,907,400
Costs		Costs	
Open Market Construction	£5,578,916	Open Market Construction	£4,303,958
Affordable Construction	£1,483,440	Affordable Construction	£1,418,310
Fees	£847,483	Fees	£686,672
Cost of Sales	£506,110	Cost of Sales	£357,222
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£656,220	Finance	£431,580
Developer Profit	£3,048,660	Developer Profit	£2,086,724
S106/S278 Costs	£556,363	S106/S278 Costs	£417,650
SAMM	£28,983	SAMM	£21,970
Total Costs	£12,743,674	Total Costs	£9,761,587
Residual Land Value (RLV)	£4,126,663	Residual Land Value (RLV)	£2,145,813
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,859,629	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,013,397
RLV as pounds per hectare	£2,968,946	RLV as pounds per hectare	£5,033,493

Value Point 2- 100 Units (Mixed)		Value Point 2 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	28,506,000	Open Market Revenue	140,370,000
Affordable Revenue	£5,053,545	Affordable Revenue	£26,365,188
Total Revenue (GDV)	£33,559,545	Total Revenue (GDV)	£166,735,188
Costs		Costs	
Open Market Construction	£11,131,308	Open Market Construction	£54,509,256
Affordable Construction	£2,745,510	Affordable Construction	£14,455,580
Fees	£1,665,218	Fees	£8,275,780
Cost of Sales	£1,006,786	Cost of Sales	£5,002,056
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,487,707	Finance	£9,920,200
Developer Profit	£6,004,413	Developer Profit	£29,655,911
S106/S278 Costs	£1,094,275	S106/S278 Costs	£5,930,288
SAMM	£58,439	SAMM	£290,982
Total Costs	£25,268,656	Total Costs	£128,415,053
Residual Land Value (RLV)	£8,290,889	Residual Land Value (RLV)	£38,320,135
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£7,745,571	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£35,764,233
RLV as pounds per hectare	£3,098,229	RLV as pounds per hectare	£1,625,647

Value Point 3 30% 25/75 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	4,061,500	Open Market Revenue	4,835,500
Affordable Revenue	£475,875	Affordable Revenue	£819,000
Total Revenue (GDV)	£4,537,375	Total Revenue (GDV)	£5,654,500
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,688,544
Affordable Construction	£261,440	Affordable Construction	£452,770
Fees	£200,275	Fees	£256,958
Cost of Sales	£136,121	Cost of Sales	£169,635
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£120,926	Finance	£141,526
Developer Profit	£840,853	Developer Profit	£1,016,240
S106/S278 Costs	£134,525	S106/S278 Costs	£167,775
SAMM	£6,956	SAMM	£8,785
Total Costs	£3,116,866	Total Costs	£3,913,483
Residual Land Value (RLV)	£1,420,509	Residual Land Value (RLV)	£1,741,017
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,370,098	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,636,697
RLV as pounds per hectare	£5,074,439	RLV as pounds per hectare	£5,455,656
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	16,280,500	Open Market Revenue	10,996,000
Affordable Revenue	£2,553,462	Affordable Revenue	£2,311,650
Total Revenue (GDV)	£18,833,962	Total Revenue (GDV)	£13,307,650
Costs		Costs	
Open Market Construction	£5,578,916	Open Market Construction	£4,303,958
Affordable Construction	£1,483,440	Affordable Construction	£1,418,310
Fees	£847,483	Fees	£686,672
Cost of Sales	£565,019	Cost of Sales	£399,230
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£775,776	Finance	£517,198
Developer Profit	£3,409,308	Developer Profit	£2,337,899
S106/S278 Costs	£556,363	S106/S278 Costs	£417,650
SAMM	£28,983	SAMM	£21,970
Total Costs	£13,282,787	Total Costs	£10,140,386
Residual Land Value (RLV)	£5,551,175	Residual Land Value (RLV)	£3,167,264
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,188,652	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,964,418
RLV as pounds per hectare	£3,991,271	RLV as pounds per hectare	£7,411,046

Value Point 3- 100 Units (Mixed)		Value Point 3 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	31,975,500	Open Market Revenue	157,697,500
Affordable Revenue	£5,551,920	Affordable Revenue	£28,926,813
Total Revenue (GDV)	£37,527,420	Total Revenue (GDV)	£186,624,313
Costs		Costs	
Open Market Construction	£11,131,308	Open Market Construction	£54,509,256
Affordable Construction	£2,745,510	Affordable Construction	£14,455,580
Fees	£1,665,218	Fees	£8,275,780
Cost of Sales	£1,125,823	Cost of Sales	£5,598,729
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,774,946	Finance	£11,899,362
Developer Profit	£6,728,215	Developer Profit	£33,275,109
S106/S278 Costs	£1,094,275	S106/S278 Costs	£5,930,288
SAMM	£58,439	SAMM	£290,982
Total Costs	£26,398,734	Total Costs	£134,610,086
Residual Land Value (RLV)	£11,128,686	Residual Land Value (RLV)	£52,014,227
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£10,416,612	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£48,534,443
RLV as pounds per hectare	£4,166,645	RLV as pounds per hectare	£2,206,111

Value Point 4 30% 25/75 Split

Value Point 4 - 11 Units		Value Point 4 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	4,485,000	Open Market Revenue	5,345,000
Affordable Revenue	£528,750	Affordable Revenue	£910,000
Total Revenue (GDV)	£5,013,750	Total Revenue (GDV)	£6,255,000
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,688,544
Affordable Construction	£261,440	Affordable Construction	£452,770
Fees	£200,275	Fees	£256,958
Cost of Sales	£150,413	Cost of Sales	£187,650
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£131,178	Finance	£163,586
Developer Profit	£928,725	Developer Profit	£1,123,600
S106/S278 Costs	£134,525	S106/S278 Costs	£167,775
SAMM	£6,956	SAMM	£8,785
Total Costs	£3,229,282	Total Costs	£4,060,918
Residual Land Value (RLV)	£1,784,468	Residual Land Value (RLV)	£2,194,082
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,726,779	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,060,700
RLV as pounds per hectare	£6,395,477	RLV as pounds per hectare	£6,869,001

Value Point 4 - 50 Units (Mixed)		Value Point 4 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	18,015,000	Open Market Revenue	12,190,000
Affordable Revenue	£2,782,587	Affordable Revenue	£2,517,900
Total Revenue (GDV)	£20,797,587	Total Revenue (GDV)	£14,707,900
Costs		Costs	
Open Market Construction	£5,578,916	Open Market Construction	£4,303,958
Affordable Construction	£1,483,440	Affordable Construction	£1,418,310
Fees	£847,483	Fees	£686,672
Cost of Sales	£623,928	Cost of Sales	£441,237
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£895,729	Finance	£603,311
Developer Profit	£3,769,955	Developer Profit	£2,589,074
S106/S278 Costs	£556,363	S106/S278 Costs	£417,650
SAMM	£28,983	SAMM	£21,970
Total Costs	£13,822,296	Total Costs	£10,519,682
Residual Land Value (RLV)	£6,975,291	Residual Land Value (RLV)	£4,188,218
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,521,286	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,919,953
RLV as pounds per hectare	£5,016,374	RLV as pounds per hectare	£9,799,883

Value Point 4- 100 Units (Mixed)		Value Point 4 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	35,445,000	Open Market Revenue	175,025,000
Affordable Revenue	£6,050,295	Affordable Revenue	£31,488,438
Total Revenue (GDV)	£41,495,295	Total Revenue (GDV)	£206,513,438
Costs		Costs	
Open Market Construction	£11,131,308	Open Market Construction	£54,509,256
Affordable Construction	£2,745,510	Affordable Construction	£14,455,580
Fees	£1,665,218	Fees	£8,275,780
Cost of Sales	£1,244,859	Cost of Sales	£6,195,403
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£2,056,637	Finance	£13,878,523
Developer Profit	£7,452,018	Developer Profit	£36,894,306
S106/S278 Costs	£1,094,275	S106/S278 Costs	£5,930,288
SAMM	£58,439	SAMM	£290,982
Total Costs	£27,523,263	Total Costs	£140,805,118
Residual Land Value (RLV)	£13,972,032	Residual Land Value (RLV)	£65,708,320
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£13,053,091	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£61,304,654
RLV as pounds per hectare	£5,221,236	RLV as pounds per hectare	£2,786,575

Value Point 1 30% 30/70 Split

Value Point 1 - 11 Units

Revenue	
Open Market Revenue	3,214,500
Affordable Revenue	£370,125
Total Revenue (GDV)	£3,584,625

Costs	
Open Market Construction	£1,407,520
Affordable Construction	£261,440
Fees	£200,275
Cost of Sales	£107,539
Legal Fees	£8,250
Finance	£79,131
Developer Profit	£665,108
S106/S278 Costs	£134,525
SAMM	£6,956
Total Costs	£2,870,743

Residual Land Value (RLV)	£713,882
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£677,604
RLV as pounds per hectare	£2,509,644

Value Point 1 - 15 Units (Mixed)

Revenue	
Open Market Revenue	3,811,500
Affordable Revenue	£575,750
Total Revenue (GDV)	£4,387,250

Costs	
Open Market Construction	£1,688,544
Affordable Construction	£452,770
Fees	£256,958
Cost of Sales	£131,618
Legal Fees	£11,250
Finance	£94,726
Developer Profit	£796,845
S106/S278 Costs	£167,775
SAMM	£8,785
Total Costs	£3,609,270

Residual Land Value (RLV)	£777,980
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£737,920
RLV as pounds per hectare	£2,459,733

Value Point 1 - 50 Units (Mixed)

Revenue	
Open Market Revenue	12,811,500
Affordable Revenue	£2,090,991
Total Revenue (GDV)	£14,902,491

Costs	
Open Market Construction	£5,578,916
Affordable Construction	£1,342,080
Fees	£830,520
Cost of Sales	£447,075
Legal Fees	£37,500
Finance	£544,340
Developer Profit	£2,687,759
S106/S278 Costs	£545,900
SAMM	£29,076
Total Costs	£12,043,166

Residual Land Value (RLV)	£2,859,325
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,682,639
RLV as pounds per hectare	£2,063,568

Value Point 1 - 50 Units (Flats)

Revenue	
Open Market Revenue	8,633,000
Affordable Revenue	£1,810,800
Total Revenue (GDV)	£10,443,800

Costs	
Open Market Construction	£4,303,958
Affordable Construction	£1,383,290
Fees	£682,470
Cost of Sales	£313,314
Legal Fees	£37,500
Finance	£342,811
Developer Profit	£1,835,248
S106/S278 Costs	£415,400
SAMM	£21,851
Total Costs	£9,335,842

Residual Land Value (RLV)	£1,107,958
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,046,299
RLV as pounds per hectare	£2,615,748

Value Point 1- 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	24,781,500	Open Market Revenue	123,932,500
Affordable Revenue	£4,551,045	Affordable Revenue	£22,803,312
Total Revenue (GDV)	£29,332,545	Total Revenue (GDV)	£146,735,812
Costs		Costs	
Open Market Construction	£11,011,228	Open Market Construction	£54,913,234
Affordable Construction	£2,846,800	Affordable Construction	£14,135,280
Fees	£1,662,963	Fees	£8,285,822
Cost of Sales	£879,976	Cost of Sales	£4,402,074
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,188,270	Finance	£7,901,211
Developer Profit	£5,229,363	Developer Profit	£26,154,699
S106/S278 Costs	£1,091,688	S106/S278 Costs	£5,933,438
SAMM	£58,269	SAMM	£290,866
Total Costs	£24,043,557	Total Costs	£122,391,624
Residual Land Value (RLV)	£5,288,988	Residual Land Value (RLV)	£24,344,188
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,953,708	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£22,732,805
RLV as pounds per hectare	£1,981,483	RLV as pounds per hectare	£1,033,309

Value Point 2 30% 30/70 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,638,000	Open Market Revenue	4,326,000
Affordable Revenue	£423,000	Affordable Revenue	£658,000
Total Revenue (GDV)	£4,061,000	Total Revenue (GDV)	£4,984,000
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,688,544
Affordable Construction	£261,440	Affordable Construction	£452,770
Fees	£200,275	Fees	£256,958
Cost of Sales	£121,830	Cost of Sales	£149,520
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£99,956	Finance	£116,345
Developer Profit	£752,980	Developer Profit	£904,680
S106/S278 Costs	£134,525	S106/S278 Costs	£167,775
SAMM	£6,956	SAMM	£8,785
Total Costs	£2,993,733	Total Costs	£3,756,627
Residual Land Value (RLV)	£1,067,267	Residual Land Value (RLV)	£1,227,373
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,023,922	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,154,326
RLV as pounds per hectare	£3,792,304	RLV as pounds per hectare	£3,847,752

Value Point 2 - 50 Units (Mixed)

Revenue	
Open Market Revenue	14,571,000
Affordable Revenue	£2,285,241
Total Revenue (GDV)	£16,856,241

Costs	
Open Market Construction	£5,578,916
Affordable Construction	£1,342,080
Fees	£830,520
Cost of Sales	£505,687
Legal Fees	£37,500
Finance	£662,505
Developer Profit	£3,051,314
S106/S278 Costs	£545,900
SAMM	£29,076
Total Costs	£12,583,498

Residual Land Value (RLV)	£4,272,743
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,997,788
RLV as pounds per hectare	£3,075,222

Value Point 2 - 50 Units (Flats)

Revenue	
Open Market Revenue	9,802,000
Affordable Revenue	£1,990,800
Total Revenue (GDV)	£11,792,800

Costs	
Open Market Construction	£4,303,958
Affordable Construction	£1,383,290
Fees	£682,470
Cost of Sales	£353,784
Legal Fees	£37,500
Finance	£424,859
Developer Profit	£2,079,848
S106/S278 Costs	£415,400
SAMM	£21,851
Total Costs	£9,702,959

Residual Land Value (RLV)	£2,089,841
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,958,544
RLV as pounds per hectare	£4,896,360

Value Point 2- 100 Units (Mixed)

Revenue	
Open Market Revenue	28,256,000
Affordable Revenue	£5,014,545
Total Revenue (GDV)	£33,270,545

Costs	
Open Market Construction	£11,011,228
Affordable Construction	£2,846,800
Fees	£1,662,963
Cost of Sales	£998,116
Legal Fees	£75,000
Finance	£1,467,784
Developer Profit	£5,952,073
S106/S278 Costs	£1,091,688
SAMM	£58,269
Total Costs	£25,163,921

Residual Land Value (RLV)	£8,106,624
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£7,569,991
RLV as pounds per hectare	£3,027,997

Value Point 2 - 500 Units (Mixed)

Revenue	
Open Market Revenue	141,410,000
Affordable Revenue	£25,126,062
Total Revenue (GDV)	£166,536,062

Costs	
Open Market Construction	£54,913,234
Affordable Construction	£14,135,280
Fees	£8,285,822
Cost of Sales	£4,996,082
Legal Fees	£375,000
Finance	£9,972,627
Developer Profit	£29,789,564
S106/S278 Costs	£5,933,438
SAMM	£290,866
Total Costs	£128,691,912

Residual Land Value (RLV)	£37,844,150
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£35,962,767
RLV as pounds per hectare	£1,634,671

Value Point 3 30% 30/70

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	4,061,500	Open Market Revenue	4,835,500
Affordable Revenue	£475,875	Affordable Revenue	£740,250
Total Revenue (GDV)	£4,537,375	Total Revenue (GDV)	£5,575,750
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,688,544
Affordable Construction	£261,440	Affordable Construction	£452,770
Fees	£200,275	Fees	£256,958
Cost of Sales	£136,121	Cost of Sales	£167,273
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£120,926	Finance	£137,980
Developer Profit	£840,853	Developer Profit	£1,011,515
S106/S278 Costs	£134,525	S106/S278 Costs	£167,775
SAMM	£6,956	SAMM	£8,785
Total Costs	£3,116,866	Total Costs	£3,902,849
Residual Land Value (RLV)	£1,420,509	Residual Land Value (RLV)	£1,672,901
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,370,098	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,570,443
RLV as pounds per hectare	£5,074,439	RLV as pounds per hectare	£5,234,811
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	16,085,500	Open Market Revenue	10,996,000
Affordable Revenue	£2,479,491	Affordable Revenue	£2,170,800
Total Revenue (GDV)	£18,564,991	Total Revenue (GDV)	£13,166,800
Costs		Costs	
Open Market Construction	£5,578,916	Open Market Construction	£4,303,958
Affordable Construction	£1,342,080	Affordable Construction	£1,383,290
Fees	£830,520	Fees	£682,470
Cost of Sales	£556,950	Cost of Sales	£395,004
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£766,304	Finance	£508,969
Developer Profit	£3,365,869	Developer Profit	£2,329,448
S106/S278 Costs	£545,900	S106/S278 Costs	£415,400
SAMM	£29,076	SAMM	£21,851
Total Costs	£13,053,115	Total Costs	£10,077,890
Residual Land Value (RLV)	£5,511,876	Residual Land Value (RLV)	£3,088,910
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,152,138	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,892,632
RLV as pounds per hectare	£3,963,183	RLV as pounds per hectare	£7,231,580

Value Point 3- 100 Units (Mixed)		Value Point 3 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	31,725,500	Open Market Revenue	158,867,500
Affordable Revenue	£5,478,045	Affordable Revenue	£27,448,812
Total Revenue (GDV)	£37,203,545	Total Revenue (GDV)	£186,316,312
Costs		Costs	
Open Market Construction	£11,011,228	Open Market Construction	£54,913,234
Affordable Construction	£2,846,800	Affordable Construction	£14,135,280
Fees	£1,662,963	Fees	£8,285,822
Cost of Sales	£1,116,106	Cost of Sales	£5,589,489
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,751,091	Finance	£11,826,147
Developer Profit	£6,673,783	Developer Profit	£33,420,429
S106/S278 Costs	£1,091,688	S106/S278 Costs	£5,933,438
SAMM	£58,269	SAMM	£290,866
Total Costs	£26,286,928	Total Costs	£134,769,704
Residual Land Value (RLV)	£10,916,617	Residual Land Value (RLV)	£51,546,608
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£10,208,785	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£48,076,176
RLV as pounds per hectare	£4,083,514	RLV as pounds per hectare	£2,185,281

Value Point 4 30% 30/70 Split

Value Point 4 - 11 Units		Value Point 4 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	4,485,000	Open Market Revenue	5,345,000
Affordable Revenue	£528,750	Affordable Revenue	£822,500
Total Revenue (GDV)	£5,013,750	Total Revenue (GDV)	£6,167,500
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,688,544
Affordable Construction	£261,440	Affordable Construction	£452,770
Fees	£200,275	Fees	£256,958
Cost of Sales	£150,413	Cost of Sales	£185,025
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£131,178	Finance	£159,614
Developer Profit	£928,725	Developer Profit	£1,118,350
S106/S278 Costs	£134,525	S106/S278 Costs	£167,775
SAMM	£6,956	SAMM	£8,785
Total Costs	£3,229,282	Total Costs	£4,049,071
Residual Land Value (RLV)	£1,784,468	Residual Land Value (RLV)	£2,118,429
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,726,779	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,986,561
RLV as pounds per hectare	£6,395,477	RLV as pounds per hectare	£6,621,869

Value Point 4 - 50 Units (Mixed)		Value Point 4 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	17,845,000	Open Market Revenue	12,190,000
Affordable Revenue	£2,673,741	Affordable Revenue	£2,350,800
Total Revenue (GDV)	£20,518,741	Total Revenue (GDV)	£14,540,800
Costs		Costs	
Open Market Construction	£5,578,916	Open Market Construction	£4,303,958
Affordable Construction	£1,342,080	Affordable Construction	£1,383,290
Fees	£830,520	Fees	£682,470
Cost of Sales	£615,562	Cost of Sales	£436,224
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£884,965	Finance	£593,080
Developer Profit	£3,729,424	Developer Profit	£2,579,048
S106/S278 Costs	£545,900	S106/S278 Costs	£415,400
SAMM	£29,076	SAMM	£21,851
Total Costs	£13,593,943	Total Costs	£10,452,821
Residual Land Value (RLV)	£6,924,798	Residual Land Value (RLV)	£4,087,979
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,471,802	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,826,720
RLV as pounds per hectare	£4,978,309	RLV as pounds per hectare	£9,566,799

Value Point 4- 100 Units (Mixed)		Value Point 4 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	35,195,000	Open Market Revenue	176,325,000
Affordable Revenue	£5,941,545	Affordable Revenue	£29,771,562
Total Revenue (GDV)	£41,136,545	Total Revenue (GDV)	£206,096,562
Costs		Costs	
Open Market Construction	£11,011,228	Open Market Construction	£54,913,234
Affordable Construction	£2,846,800	Affordable Construction	£14,135,280
Fees	£1,662,963	Fees	£8,285,822
Cost of Sales	£1,234,096	Cost of Sales	£6,182,897
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£2,030,236	Finance	£13,797,033
Developer Profit	£7,395,493	Developer Profit	£37,051,294
S106/S278 Costs	£1,091,688	S106/S278 Costs	£5,933,438
SAMM	£58,269	SAMM	£290,866
Total Costs	£27,405,773	Total Costs	£140,964,863
Residual Land Value (RLV)	£13,730,772	Residual Land Value (RLV)	£65,131,699
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£12,821,657	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£60,789,565
RLV as pounds per hectare	£5,128,663	RLV as pounds per hectare	£2,763,162

Value Point 1 30% 35/65 Split

Value Point 1 - 11 Units		Value Point 1 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,214,500	Open Market Revenue	3,811,500
Affordable Revenue	£370,125	Affordable Revenue	£637,000
Total Revenue (GDV)	£3,584,625	Total Revenue (GDV)	£4,448,500
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,688,544
Affordable Construction	£261,440	Affordable Construction	£452,770
Fees	£200,275	Fees	£256,958
Cost of Sales	£107,539	Cost of Sales	£133,455
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£79,131	Finance	£97,276
Developer Profit	£665,108	Developer Profit	£800,520
S106/S278 Costs	£134,525	S106/S278 Costs	£167,775
SAMM	£6,956	SAMM	£8,785
Total Costs	£2,870,743	Total Costs	£3,617,332
Residual Land Value (RLV)	£713,882	Residual Land Value (RLV)	£831,168
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£677,604	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£786,044
RLV as pounds per hectare	£2,509,644	RLV as pounds per hectare	£2,620,147
Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	12,811,500	Open Market Revenue	8,633,000
Affordable Revenue	£2,095,212	Affordable Revenue	£1,810,800
Total Revenue (GDV)	£14,906,712	Total Revenue (GDV)	£10,443,800
Costs		Costs	
Open Market Construction	£5,578,916	Open Market Construction	£4,303,958
Affordable Construction	£1,483,440	Affordable Construction	£1,383,290
Fees	£847,483	Fees	£682,470
Cost of Sales	£447,201	Cost of Sales	£313,314
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£536,862	Finance	£342,811
Developer Profit	£2,688,013	Developer Profit	£1,835,248
S106/S278 Costs	£556,363	S106/S278 Costs	£415,400
SAMM	£28,983	SAMM	£21,851
Total Costs	£12,204,761	Total Costs	£9,335,842
Residual Land Value (RLV)	£2,701,951	Residual Land Value (RLV)	£1,107,958
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,532,412	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,046,299
RLV as pounds per hectare	£1,948,009	RLV as pounds per hectare	£2,615,748

Value Point 1- 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	24,781,500	Open Market Revenue	124,275,500
Affordable Revenue	£4,462,857	Affordable Revenue	£21,959,766
Total Revenue (GDV)	£29,244,357	Total Revenue (GDV)	£146,235,266
Costs		Costs	
Open Market Construction	£11,011,228	Open Market Construction	£55,062,194
Affordable Construction	£2,846,800	Affordable Construction	£13,793,700
Fees	£1,662,963	Fees	£8,262,707
Cost of Sales	£877,331	Cost of Sales	£4,387,058
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,180,079	Finance	£7,851,671
Developer Profit	£5,224,071	Developer Profit	£26,172,686
S106/S278 Costs	£1,091,688	S106/S278 Costs	£5,916,788
SAMM	£58,269	SAMM	£290,449
Total Costs	£24,027,429	Total Costs	£122,112,253
Residual Land Value (RLV)	£5,216,928	Residual Land Value (RLV)	£24,123,013
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,883,089	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£22,516,053
RLV as pounds per hectare	£1,953,236	RLV as pounds per hectare	£1,023,457

Value Point 2 30% 35/65 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,638,000	Open Market Revenue	4,326,000
Affordable Revenue	£423,000	Affordable Revenue	£658,000
Total Revenue (GDV)	£4,061,000	Total Revenue (GDV)	£4,984,000
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,688,544
Affordable Construction	£261,440	Affordable Construction	£452,770
Fees	£200,275	Fees	£256,958
Cost of Sales	£121,830	Cost of Sales	£149,520
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£99,956	Finance	£116,345
Developer Profit	£752,980	Developer Profit	£904,680
S106/S278 Costs	£134,525	S106/S278 Costs	£167,775
SAMM	£6,956	SAMM	£8,785
Total Costs	£2,993,733	Total Costs	£3,756,627
Residual Land Value (RLV)	£1,067,267	Residual Land Value (RLV)	£1,227,373
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,023,922	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,154,326
RLV as pounds per hectare	£3,792,304	RLV as pounds per hectare	£3,847,752

Value Point 2 - 50 Units (Mixed)		Value Point 2 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	14,571,000	Open Market Revenue	9,802,000
Affordable Revenue	£2,285,241	Affordable Revenue	£1,990,800
Total Revenue (GDV)	£16,856,241	Total Revenue (GDV)	£11,792,800
Costs		Costs	
Open Market Construction	£5,578,916	Open Market Construction	£4,303,958
Affordable Construction	£1,342,080	Affordable Construction	£1,383,290
Fees	£830,520	Fees	£682,470
Cost of Sales	£505,687	Cost of Sales	£353,784
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£662,505	Finance	£424,859
Developer Profit	£3,051,314	Developer Profit	£2,079,848
S106/S278 Costs	£545,900	S106/S278 Costs	£415,400
SAMM	£29,076	SAMM	£21,851
Total Costs	£12,583,498	Total Costs	£9,702,959
Residual Land Value (RLV)	£4,272,743	Residual Land Value (RLV)	£2,089,841
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,997,788	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,958,544
RLV as pounds per hectare	£3,075,222	RLV as pounds per hectare	£4,896,360

Value Point 2- 100 Units (Mixed)		Value Point 2 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	28,256,000	Open Market Revenue	141,802,000
Affordable Revenue	£4,891,482	Affordable Revenue	£24,014,766
Total Revenue (GDV)	£33,147,482	Total Revenue (GDV)	£165,816,766
Costs		Costs	
Open Market Construction	£11,011,228	Open Market Construction	£55,062,194
Affordable Construction	£2,846,800	Affordable Construction	£13,793,700
Fees	£1,662,963	Fees	£8,262,707
Cost of Sales	£994,424	Cost of Sales	£4,974,503
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,456,354	Finance	£10,058,900
Developer Profit	£5,944,689	Developer Profit	£29,801,286
S106/S278 Costs	£1,091,688	S106/S278 Costs	£5,916,788
SAMM	£58,269	SAMM	£290,449
Total Costs	£25,141,416	Total Costs	£128,535,527
Residual Land Value (RLV)	£8,006,066	Residual Land Value (RLV)	£37,281,239
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£7,471,445	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£35,411,115
RLV as pounds per hectare	£2,988,578	RLV as pounds per hectare	£1,609,596

Value Point 3 30% 35/65 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	4,061,500	Open Market Revenue	4,835,500
Affordable Revenue	£475,875	Affordable Revenue	£740,250
Total Revenue (GDV)	£4,537,375	Total Revenue (GDV)	£5,575,750
Costs		Costs	
Open Market Construction	£1,407,520	Open Market Construction	£1,688,544
Affordable Construction	£261,440	Affordable Construction	£452,770
Fees	£200,275	Fees	£256,958
Cost of Sales	£136,121	Cost of Sales	£167,273
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£120,926	Finance	£137,980
Developer Profit	£840,853	Developer Profit	£1,011,515
S106/S278 Costs	£134,525	S106/S278 Costs	£167,775
SAMM	£6,956	SAMM	£8,785
Total Costs	£3,116,866	Total Costs	£3,902,849
Residual Land Value (RLV)	£1,420,509	Residual Land Value (RLV)	£1,672,901
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,370,098	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,570,443
RLV as pounds per hectare	£5,074,439	RLV as pounds per hectare	£5,234,811
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	16,085,500	Open Market Revenue	10,996,000
Affordable Revenue	£2,479,491	Affordable Revenue	£2,170,800
Total Revenue (GDV)	£18,564,991	Total Revenue (GDV)	£13,166,800
Costs		Costs	
Open Market Construction	£5,578,916	Open Market Construction	£4,303,958
Affordable Construction	£1,342,080	Affordable Construction	£1,383,290
Fees	£830,520	Fees	£682,470
Cost of Sales	£556,950	Cost of Sales	£395,004
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£766,304	Finance	£508,969
Developer Profit	£3,365,869	Developer Profit	£2,329,448
S106/S278 Costs	£545,900	S106/S278 Costs	£415,400
SAMM	£29,076	SAMM	£21,851
Total Costs	£13,053,115	Total Costs	£10,077,890
Residual Land Value (RLV)	£5,511,876	Residual Land Value (RLV)	£3,088,910
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,152,138	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,892,632
RLV as pounds per hectare	£3,963,183	RLV as pounds per hectare	£7,231,580

Value Point 3- 100 Units (Mixed)

Revenue	
Open Market Revenue	31,725,500
Affordable Revenue	£5,320,107
Total Revenue (GDV)	£37,045,607

Costs	
Open Market Construction	£11,011,228
Affordable Construction	£2,846,800
Fees	£1,662,963
Cost of Sales	£1,111,368
Legal Fees	£75,000
Finance	£1,736,422
Developer Profit	£6,664,306
S106/S278 Costs	£1,091,688
SAMM	£58,269
Total Costs	£26,258,044

Residual Land Value (RLV)	£10,787,563
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£10,082,312
RLV as pounds per hectare	£4,032,925

Value Point 3 - 500 Units (Mixed)

Revenue	
Open Market Revenue	159,308,500
Affordable Revenue	£26,069,766
Total Revenue (GDV)	£185,378,266

Costs	
Open Market Construction	£55,062,194
Affordable Construction	£13,793,700
Fees	£8,262,707
Cost of Sales	£5,561,348
Legal Fees	£375,000
Finance	£11,935,790
Developer Profit	£33,425,886
S106/S278 Costs	£5,916,788
SAMM	£290,449
Total Costs	£134,623,862

Residual Land Value (RLV)	£50,754,404
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£48,614,816
RLV as pounds per hectare	£2,209,764

Value Point 4 30% 35/65 Split**Value Point 4 - 11 Units**

Revenue	
Open Market Revenue	4,485,000
Affordable Revenue	£528,750
Total Revenue (GDV)	£5,013,750

Costs	
Open Market Construction	£1,407,520
Affordable Construction	£261,440
Fees	£200,275
Cost of Sales	£150,413
Legal Fees	£8,250
Finance	£131,178
Developer Profit	£928,725
S106/S278 Costs	£134,525
SAMM	£6,956
Total Costs	£3,229,282

Residual Land Value (RLV)	£1,784,468
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,726,779
RLV as pounds per hectare	£6,395,477

Value Point 4 - 15 Units (Mixed)

Revenue	
Open Market Revenue	5,345,000
Affordable Revenue	£822,500
Total Revenue (GDV)	£6,167,500

Costs	
Open Market Construction	£1,688,544
Affordable Construction	£452,770
Fees	£256,958
Cost of Sales	£185,025
Legal Fees	£11,250
Finance	£159,614
Developer Profit	£1,118,350
S106/S278 Costs	£167,775
SAMM	£8,785
Total Costs	£4,049,071

Residual Land Value (RLV)	£2,118,429
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,986,561
RLV as pounds per hectare	£6,621,869

Value Point 4 - 50 Units (Mixed)		Value Point 4 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	17,845,000	Open Market Revenue	12,190,000
Affordable Revenue	£2,673,741	Affordable Revenue	£2,350,800
Total Revenue (GDV)	£20,518,741	Total Revenue (GDV)	£14,540,800
Costs		Costs	
Open Market Construction	£5,578,916	Open Market Construction	£4,303,958
Affordable Construction	£1,342,080	Affordable Construction	£1,383,290
Fees	£830,520	Fees	£682,470
Cost of Sales	£615,562	Cost of Sales	£436,224
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£884,965	Finance	£593,080
Developer Profit	£3,729,424	Developer Profit	£2,579,048
S106/S278 Costs	£545,900	S106/S278 Costs	£415,400
SAMM	£29,076	SAMM	£21,851
Total Costs	£13,593,943	Total Costs	£10,452,821
Residual Land Value (RLV)	£6,924,798	Residual Land Value (RLV)	£4,087,979
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,471,802	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,826,720
RLV as pounds per hectare	£4,978,309	RLV as pounds per hectare	£9,566,799

Value Point 4- 100 Units (Mixed)		Value Point 4 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	35,195,000	Open Market Revenue	176,815,000
Affordable Revenue	£5,748,732	Affordable Revenue	£28,124,766
Total Revenue (GDV)	£40,943,732	Total Revenue (GDV)	£204,939,766
Costs		Costs	
Open Market Construction	£11,011,228	Open Market Construction	£55,062,194
Affordable Construction	£2,846,800	Affordable Construction	£13,793,700
Fees	£1,662,963	Fees	£8,262,707
Cost of Sales	£1,228,312	Cost of Sales	£6,148,193
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£2,012,327	Finance	£13,976,829
Developer Profit	£7,383,924	Developer Profit	£37,050,486
S106/S278 Costs	£1,091,688	S106/S278 Costs	£5,916,788
SAMM	£58,269	SAMM	£290,449
Total Costs	£27,370,511	Total Costs	£140,876,346
Residual Land Value (RLV)	£13,573,221	Residual Land Value (RLV)	£64,063,420
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£12,667,256	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£61,657,652
RLV as pounds per hectare	£5,066,903	RLV as pounds per hectare	£2,802,621

Value Point 1 35% 25/75 Split

Value Point 1 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	2,871,500	Open Market Revenue	3,816,500
Affordable Revenue	£577,500	Affordable Revenue	£637,000
Total Revenue (GDV)	£3,449,000	Total Revenue (GDV)	£4,453,500
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£103,470	Cost of Sales	£133,605
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£75,713	Finance	£97,474
Developer Profit	£608,950	Developer Profit	£801,520
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£2,772,446	Total Costs	£3,618,681
Residual Land Value (RLV)	£676,554	Residual Land Value (RLV)	£834,819
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£641,023	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£793,623
RLV as pounds per hectare	£2,374,159	RLV as pounds per hectare	£2,645,409

Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	11,845,500	Open Market Revenue	7,889,000
Affordable Revenue	£2,662,491	Affordable Revenue	£2,309,550
Total Revenue (GDV)	£14,507,991	Total Revenue (GDV)	£10,198,550
Costs		Costs	
Open Market Construction	£5,159,396	Open Market Construction	£3,946,754
Affordable Construction	£1,723,600	Affordable Construction	£1,715,980
Fees	£825,960	Fees	£679,528
Cost of Sales	£435,240	Cost of Sales	£305,957
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£522,659	Finance	£330,676
Developer Profit	£2,528,849	Developer Profit	£1,716,373
S106/S278 Costs	£543,088	S106/S278 Costs	£413,825
SAMM	£28,906	SAMM	£21,851
Total Costs	£11,805,197	Total Costs	£9,168,444
Residual Land Value (RLV)	£2,702,794	Residual Land Value (RLV)	£1,030,106
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,459,238	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£920,004
RLV as pounds per hectare	£1,891,722	RLV as pounds per hectare	£2,300,010

Value Point 1 - 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	24,176,000	Open Market Revenue	117,218,500
Affordable Revenue	£4,943,082	Affordable Revenue	£26,350,275
Total Revenue (GDV)	£29,119,082	Total Revenue (GDV)	£143,568,775
Costs		Costs	
Open Market Construction	£10,788,924	Open Market Construction	£51,936,838
Affordable Construction	£3,039,480	Affordable Construction	£16,200,460
Fees	£1,659,408	Fees	£8,176,476
Cost of Sales	£873,572	Cost of Sales	£4,307,063
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,180,825	Finance	£7,724,171
Developer Profit	£5,131,785	Developer Profit	£25,024,717
S106/S278 Costs	£1,088,538	S106/S278 Costs	£5,858,063
SAMM	£58,203	SAMM	£287,686
Total Costs	£23,895,735	Total Costs	£119,890,473
Residual Land Value (RLV)	£5,223,347	Residual Land Value (RLV)	£23,678,302
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,879,380	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£22,115,236
RLV as pounds per hectare	£1,951,752	RLV as pounds per hectare	£1,005,238

Value Point 2 35% 25/75 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,246,000	Open Market Revenue	4,326,000
Affordable Revenue	£660,000	Affordable Revenue	£728,000
Total Revenue (GDV)	£3,906,000	Total Revenue (GDV)	£5,054,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£117,180	Cost of Sales	£151,620
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,721	Finance	£120,913
Developer Profit	£688,800	Developer Profit	£908,880
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£2,887,014	Total Costs	£3,767,494
Residual Land Value (RLV)	£1,018,986	Residual Land Value (RLV)	£1,286,506
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£976,606	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,236,276
RLV as pounds per hectare	£3,617,060	RLV as pounds per hectare	£4,120,918

Value Point 2 - 50 Units (Mixed)		Value Point 2 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	13,467,000	Open Market Revenue	8,986,000
Affordable Revenue	£2,921,241	Affordable Revenue	£2,560,800
Total Revenue (GDV)	£16,388,241	Total Revenue (GDV)	£11,546,800
Costs		Costs	
Open Market Construction	£5,159,396	Open Market Construction	£3,946,754
Affordable Construction	£1,723,600	Affordable Construction	£1,715,980
Fees	£825,960	Fees	£679,528
Cost of Sales	£491,647	Cost of Sales	£346,404
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£644,036	Finance	£418,704
Developer Profit	£2,868,674	Developer Profit	£1,950,848
S106/S278 Costs	£543,088	S106/S278 Costs	£413,825
SAMM	£28,906	SAMM	£21,851
Total Costs	£12,322,807	Total Costs	£9,531,394
Residual Land Value (RLV)	£4,065,434	Residual Land Value (RLV)	£2,015,406
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,794,626	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,885,598
RLV as pounds per hectare	£2,918,943	RLV as pounds per hectare	£4,713,994

Value Point 2 - 100 Units (Mixed)		Value Point 2 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	27,534,000	Open Market Revenue	133,214,000
Affordable Revenue	£5,471,082	Affordable Revenue	£29,205,525
Total Revenue (GDV)	£33,005,082	Total Revenue (GDV)	£162,419,525
Costs		Costs	
Open Market Construction	£10,788,924	Open Market Construction	£51,936,838
Affordable Construction	£3,039,480	Affordable Construction	£16,200,460
Fees	£1,659,408	Fees	£8,176,476
Cost of Sales	£990,152	Cost of Sales	£4,872,586
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,477,840	Finance	£9,747,254
Developer Profit	£5,835,065	Developer Profit	£28,395,132
S106/S278 Costs	£1,088,538	S106/S278 Costs	£5,858,063
SAMM	£58,203	SAMM	£287,686
Total Costs	£25,012,611	Total Costs	£125,849,494
Residual Land Value (RLV)	£7,992,471	Residual Land Value (RLV)	£36,570,031
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£7,593,122	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£34,749,131
RLV as pounds per hectare	£3,037,249	RLV as pounds per hectare	£1,579,506

Value Point 3 35% 25/75 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,620,500	Open Market Revenue	4,835,500
Affordable Revenue	£742,500	Affordable Revenue	£819,000
Total Revenue (GDV)	£4,363,000	Total Revenue (GDV)	£5,654,500
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£130,890	Cost of Sales	£169,635
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£117,729	Finance	£141,526
Developer Profit	£768,650	Developer Profit	£1,016,240
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£3,001,582	Total Costs	£3,913,483
Residual Land Value (RLV)	£1,361,418	Residual Land Value (RLV)	£1,741,017
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,312,190	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,636,697
RLV as pounds per hectare	£4,859,962	RLV as pounds per hectare	£5,455,656
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	15,088,500	Open Market Revenue	10,078,000
Affordable Revenue	£3,179,991	Affordable Revenue	£2,812,050
Total Revenue (GDV)	£18,268,491	Total Revenue (GDV)	£12,890,050
Costs		Costs	
Open Market Construction	£5,159,396	Open Market Construction	£3,946,754
Affordable Construction	£1,723,600	Affordable Construction	£1,715,980
Fees	£825,960	Fees	£679,528
Cost of Sales	£548,055	Cost of Sales	£386,702
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£765,413	Finance	£506,220
Developer Profit	£3,208,499	Developer Profit	£2,184,323
S106/S278 Costs	£543,088	S106/S278 Costs	£413,825
SAMM	£28,906	SAMM	£21,851
Total Costs	£12,840,416	Total Costs	£9,892,683
Residual Land Value (RLV)	£5,428,075	Residual Land Value (RLV)	£2,997,367
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,130,013	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,847,920
RLV as pounds per hectare	£3,946,164	RLV as pounds per hectare	£7,119,800

Value Point 3 - 100 Units (Mixed)		Value Point 3 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	30,882,000	Open Market Revenue	149,459,500
Affordable Revenue	£5,999,082	Affordable Revenue	£32,060,775
Total Revenue (GDV)	£36,881,082	Total Revenue (GDV)	£181,520,275
Costs		Costs	
Open Market Construction	£10,788,924	Open Market Construction	£51,936,838
Affordable Construction	£3,039,480	Affordable Construction	£16,200,460
Fees	£1,659,408	Fees	£8,176,476
Cost of Sales	£1,106,432	Cost of Sales	£5,445,608
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,774,118	Finance	£11,759,332
Developer Profit	£6,536,345	Developer Profit	£31,815,547
S106/S278 Costs	£1,088,538	S106/S278 Costs	£5,858,063
SAMM	£58,203	SAMM	£287,686
Total Costs	£26,126,448	Total Costs	£131,855,009
Residual Land Value (RLV)	£10,754,634	Residual Land Value (RLV)	£49,665,266
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£10,300,041	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£47,582,461
RLV as pounds per hectare	£4,120,017	RLV as pounds per hectare	£2,162,839

Value Point 4 35% 25/75 Split

Value Point 4 - 11 Units		Value Point 4 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,995,000	Open Market Revenue	5,345,000
Affordable Revenue	£825,000	Affordable Revenue	£910,000
Total Revenue (GDV)	£4,820,000	Total Revenue (GDV)	£6,255,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£144,600	Cost of Sales	£187,650
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£129,997	Finance	£163,587
Developer Profit	£848,500	Developer Profit	£1,123,600
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£3,107,410	Total Costs	£4,060,918
Residual Land Value (RLV)	£1,712,590	Residual Land Value (RLV)	£2,194,082
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,656,338	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,060,700
RLV as pounds per hectare	£6,134,585	RLV as pounds per hectare	£6,869,000

Value Point 4 - 50 Units (Mixed)		Value Point 4 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	16,710,000	Open Market Revenue	11,170,000
Affordable Revenue	£3,438,741	Affordable Revenue	£3,063,300
Total Revenue (GDV)	£20,148,741	Total Revenue (GDV)	£14,233,300
Costs		Costs	
Open Market Construction	£5,159,396	Open Market Construction	£3,946,754
Affordable Construction	£1,723,600	Affordable Construction	£1,715,980
Fees	£825,960	Fees	£679,528
Cost of Sales	£604,462	Cost of Sales	£426,999
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£886,791	Finance	£593,835
Developer Profit	£3,548,324	Developer Profit	£2,417,798
S106/S278 Costs	£543,088	S106/S278 Costs	£413,825
SAMM	£28,906	SAMM	£21,851
Total Costs	£13,358,026	Total Costs	£10,254,071
Residual Land Value (RLV)	£6,790,715	Residual Land Value (RLV)	£3,979,229
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,465,400	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,810,145
RLV as pounds per hectare	£4,973,385	RLV as pounds per hectare	£9,525,362

Value Point 4 - 100 Units (Mixed)		Value Point 4 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	34,230,000	Open Market Revenue	165,705,000
Affordable Revenue	£6,527,082	Affordable Revenue	£34,916,025
Total Revenue (GDV)	£40,757,082	Total Revenue (GDV)	£200,621,025
Costs		Costs	
Open Market Construction	£10,788,924	Open Market Construction	£51,936,838
Affordable Construction	£3,039,480	Affordable Construction	£16,200,460
Fees	£1,659,408	Fees	£8,176,476
Cost of Sales	£1,222,712	Cost of Sales	£6,018,631
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£2,070,395	Finance	£13,771,410
Developer Profit	£7,237,625	Developer Profit	£35,235,962
S106/S278 Costs	£1,088,538	S106/S278 Costs	£5,858,063
SAMM	£58,203	SAMM	£287,686
Total Costs	£27,240,285	Total Costs	£137,860,525
Residual Land Value (RLV)	£13,516,797	Residual Land Value (RLV)	£62,760,500
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£13,006,961	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£60,415,790
RLV as pounds per hectare	£5,202,784	RLV as pounds per hectare	£2,746,172

Value Point 1 35% 30/70 Split

Value Point 1 - 11 Units		Value Point 1 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	2,871,500	Open Market Revenue	3,811,500
Affordable Revenue	£577,500	Affordable Revenue	£575,750
Total Revenue (GDV)	£3,449,000	Total Revenue (GDV)	£4,387,250
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£103,470	Cost of Sales	£131,618
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£75,713	Finance	£94,726
Developer Profit	£608,950	Developer Profit	£796,845
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£2,772,446	Total Costs	£3,609,271
Residual Land Value (RLV)	£676,554	Residual Land Value (RLV)	£777,979
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£641,023	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£737,920
RLV as pounds per hectare	£2,374,159	RLV as pounds per hectare	£2,459,733
Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	12,095,500	Open Market Revenue	8,134,000
Affordable Revenue	£2,466,366	Affordable Revenue	£2,125,800
Total Revenue (GDV)	£14,561,866	Total Revenue (GDV)	£10,259,800
Costs		Costs	
Open Market Construction	£5,279,476	Open Market Construction	£4,069,324
Affordable Construction	£1,570,990	Affordable Construction	£1,593,410
Fees	£822,056	Fees	£679,528
Cost of Sales	£436,856	Cost of Sales	£307,794
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£525,301	Finance	£332,015
Developer Profit	£2,567,082	Developer Profit	£1,754,348
S106/S278 Costs	£539,825	S106/S278 Costs	£413,825
SAMM	£28,787	SAMM	£21,851
Total Costs	£11,807,873	Total Costs	£9,209,595
Residual Land Value (RLV)	£2,753,993	Residual Land Value (RLV)	£1,050,205
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,509,413	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£939,701
RLV as pounds per hectare	£1,930,318	RLV as pounds per hectare	£2,349,252

Value Point 1 - 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	23,420,000	Open Market Revenue	117,428,500
Affordable Revenue	£5,045,607	Affordable Revenue	£25,393,785
Total Revenue (GDV)	£28,465,607	Total Revenue (GDV)	£142,822,285
Costs		Costs	
Open Market Construction	£10,447,668	Open Market Construction	£52,179,488
Affordable Construction	£3,195,790	Affordable Construction	£16,092,910
Fees	£1,637,215	Fees	£8,192,688
Cost of Sales	£853,968	Cost of Sales	£4,284,669
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,148,304	Finance	£7,648,669
Developer Profit	£4,986,736	Developer Profit	£25,009,327
S106/S278 Costs	£1,072,900	S106/S278 Costs	£5,869,088
SAMM	£57,428	SAMM	£288,162
Total Costs	£23,475,010	Total Costs	£119,940,000
Residual Land Value (RLV)	£4,990,597	Residual Land Value (RLV)	£22,882,285
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,651,285	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£21,335,139
RLV as pounds per hectare	£1,860,514	RLV as pounds per hectare	£969,779

Value Point 2 35% 30/70 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,246,000	Open Market Revenue	4,326,000
Affordable Revenue	£660,000	Affordable Revenue	£658,000
Total Revenue (GDV)	£3,906,000	Total Revenue (GDV)	£4,984,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£117,180	Cost of Sales	£149,520
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,721	Finance	£117,734
Developer Profit	£688,800	Developer Profit	£904,680
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£2,887,014	Total Costs	£3,758,016
Residual Land Value (RLV)	£1,018,986	Residual Land Value (RLV)	£1,225,984
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£976,606	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,176,964
RLV as pounds per hectare	£3,617,060	RLV as pounds per hectare	£3,923,214

Value Point 2 - 50 Units (Mixed)		Value Point 2 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	13,717,000	Open Market Revenue	9,211,000
Affordable Revenue	£2,714,241	Affordable Revenue	£2,350,800
Total Revenue (GDV)	£16,431,241	Total Revenue (GDV)	£11,561,800
Costs		Costs	
Open Market Construction	£5,279,476	Open Market Construction	£4,069,324
Affordable Construction	£1,570,990	Affordable Construction	£1,593,410
Fees	£822,056	Fees	£679,528
Cost of Sales	£492,937	Cost of Sales	£346,854
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£645,849	Finance	£416,688
Developer Profit	£2,906,254	Developer Profit	£1,983,248
S106/S278 Costs	£539,825	S106/S278 Costs	£413,825
SAMM	£28,787	SAMM	£21,851
Total Costs	£12,323,675	Total Costs	£9,562,228
Residual Land Value (RLV)	£4,107,566	Residual Land Value (RLV)	£1,999,572
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,835,915	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,870,081
RLV as pounds per hectare	£2,950,704	RLV as pounds per hectare	£4,675,202

Value Point 2 - 100 Units (Mixed)		Value Point 2 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	26,670,000	Open Market Revenue	133,464,000
Affordable Revenue	£5,557,482	Affordable Revenue	£27,925,410
Total Revenue (GDV)	£32,227,482	Total Revenue (GDV)	£161,389,410
Costs		Costs	
Open Market Construction	£10,447,668	Open Market Construction	£52,179,488
Affordable Construction	£3,195,790	Affordable Construction	£16,092,910
Fees	£1,637,215	Fees	£8,192,688
Cost of Sales	£966,824	Cost of Sales	£4,841,682
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,435,847	Finance	£9,599,043
Developer Profit	£5,667,449	Developer Profit	£28,368,325
S106/S278 Costs	£1,072,900	S106/S278 Costs	£5,869,088
SAMM	£57,428	SAMM	£288,162
Total Costs	£24,556,121	Total Costs	£125,806,385
Residual Land Value (RLV)	£7,671,361	Residual Land Value (RLV)	£35,583,025
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£7,278,434	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£33,781,865
RLV as pounds per hectare	£2,911,373	RLV as pounds per hectare	£1,535,539

Value Point 3 35% 30/70 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,620,500	Open Market Revenue	4,835,500
Affordable Revenue	£742,500	Affordable Revenue	£740,250
Total Revenue (GDV)	£4,363,000	Total Revenue (GDV)	£5,575,750
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£130,890	Cost of Sales	£167,273
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£117,729	Finance	£137,951
Developer Profit	£768,650	Developer Profit	£1,011,515
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£3,001,582	Total Costs	£3,902,820
Residual Land Value (RLV)	£1,361,418	Residual Land Value (RLV)	£1,672,930
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,312,190	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,569,972
RLV as pounds per hectare	£4,859,962	RLV as pounds per hectare	£5,233,239
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	15,093,500	Open Market Revenue	10,278,000
Affordable Revenue	£2,962,116	Affordable Revenue	£2,575,800
Total Revenue (GDV)	£18,055,616	Total Revenue (GDV)	£12,853,800
Costs		Costs	
Open Market Construction	£5,279,476	Open Market Construction	£4,069,324
Affordable Construction	£1,570,990	Affordable Construction	£1,593,410
Fees	£822,056	Fees	£679,528
Cost of Sales	£541,668	Cost of Sales	£385,614
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£751,040	Finance	£500,734
Developer Profit	£3,196,427	Developer Profit	£2,210,148
S106/S278 Costs	£539,825	S106/S278 Costs	£413,825
SAMM	£28,787	SAMM	£21,851
Total Costs	£12,767,769	Total Costs	£9,911,934
Residual Land Value (RLV)	£5,287,847	Residual Land Value (RLV)	£2,941,866
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,992,590	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,793,529
RLV as pounds per hectare	£3,840,454	RLV as pounds per hectare	£6,983,822

Value Point 3 - 100 Units (Mixed)		Value Point 3 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	29,910,000	Open Market Revenue	149,959,500
Affordable Revenue	£6,069,357	Affordable Revenue	£30,457,035
Total Revenue (GDV)	£35,979,357	Total Revenue (GDV)	£180,416,535
Costs		Costs	
Open Market Construction	£10,447,668	Open Market Construction	£52,179,488
Affordable Construction	£3,195,790	Affordable Construction	£16,092,910
Fees	£1,637,215	Fees	£8,192,688
Cost of Sales	£1,079,381	Cost of Sales	£5,412,496
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,722,651	Finance	£11,596,324
Developer Profit	£6,346,161	Developer Profit	£31,819,322
S106/S278 Costs	£1,072,900	S106/S278 Costs	£5,869,088
SAMM	£57,428	SAMM	£288,162
Total Costs	£25,634,194	Total Costs	£131,825,478
Residual Land Value (RLV)	£10,345,163	Residual Land Value (RLV)	£48,591,057
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£9,898,760	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£46,529,736
RLV as pounds per hectare	£3,959,504	RLV as pounds per hectare	£2,114,988

Value Point 4 35% 30/70 Split

Value Point 4 - 11 Units		Value Point 4 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,995,000	Open Market Revenue	5,345,000
Affordable Revenue	£825,000	Affordable Revenue	£822,500
Total Revenue (GDV)	£4,820,000	Total Revenue (GDV)	£6,167,500
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£144,600	Cost of Sales	£185,025
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£129,997	Finance	£163,376
Developer Profit	£848,500	Developer Profit	£1,118,350
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£3,107,410	Total Costs	£4,052,833
Residual Land Value (RLV)	£1,712,590	Residual Land Value (RLV)	£2,114,667
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,656,338	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,047,874
RLV as pounds per hectare	£6,134,585	RLV as pounds per hectare	£6,826,246

Value Point 4 - 50 Units (Mixed)		Value Point 4 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	16,715,000	Open Market Revenue	11,345,000
Affordable Revenue	£3,209,991	Affordable Revenue	£2,800,800
Total Revenue (GDV)	£19,924,991	Total Revenue (GDV)	£14,145,800
Costs		Costs	
Open Market Construction	£5,279,476	Open Market Construction	£4,069,324
Affordable Construction	£1,570,990	Affordable Construction	£1,593,410
Fees	£822,056	Fees	£679,528
Cost of Sales	£597,750	Cost of Sales	£424,374
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£871,587	Finance	£584,779
Developer Profit	£3,535,599	Developer Profit	£2,437,048
S106/S278 Costs	£539,825	S106/S278 Costs	£413,825
SAMM	£28,787	SAMM	£21,851
Total Costs	£13,283,571	Total Costs	£10,261,639
Residual Land Value (RLV)	£6,641,420	Residual Land Value (RLV)	£3,884,161
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,319,092	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,716,977
RLV as pounds per hectare	£4,860,840	RLV as pounds per hectare	£9,292,443

Value Point 4 - 100 Units (Mixed)		Value Point 4 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	33,150,000	Open Market Revenue	166,205,000
Affordable Revenue	£6,581,232	Affordable Revenue	£32,988,660
Total Revenue (GDV)	£39,731,232	Total Revenue (GDV)	£199,193,660
Costs		Costs	
Open Market Construction	£10,447,668	Open Market Construction	£52,179,488
Affordable Construction	£3,195,790	Affordable Construction	£16,092,910
Fees	£1,637,215	Fees	£8,192,688
Cost of Sales	£1,191,937	Cost of Sales	£5,975,810
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£2,009,455	Finance	£13,568,113
Developer Profit	£7,024,874	Developer Profit	£35,220,320
S106/S278 Costs	£1,072,900	S106/S278 Costs	£5,869,088
SAMM	£57,428	SAMM	£288,162
Total Costs	£26,712,267	Total Costs	£137,761,577
Residual Land Value (RLV)	£13,018,965	Residual Land Value (RLV)	£61,432,083
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£12,519,086	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£59,113,941
RLV as pounds per hectare	£5,007,634	RLV as pounds per hectare	£2,686,997

Value Point 1 35% 35/65 Split

Value Point 2 - 11 Units		Value Point 1 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,246,000	Open Market Revenue	3,811,500
Affordable Revenue	£660,000	Affordable Revenue	£575,750
Total Revenue (GDV)	£3,906,000	Total Revenue (GDV)	£4,387,250
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£117,180	Cost of Sales	£131,618
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,721	Finance	£94,726
Developer Profit	£688,800	Developer Profit	£796,845
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£2,887,014	Total Costs	£3,609,271
Residual Land Value (RLV)	£1,018,986	Residual Land Value (RLV)	£777,979
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£976,606	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£737,920
RLV as pounds per hectare	£3,617,060	RLV as pounds per hectare	£2,459,733
Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	12,095,500	Open Market Revenue	8,134,000
Affordable Revenue	£2,378,178	Affordable Revenue	£2,125,800
Total Revenue (GDV)	£14,473,678	Total Revenue (GDV)	£10,259,800
Costs		Costs	
Open Market Construction	£5,279,476	Open Market Construction	£4,069,324
Affordable Construction	£1,570,990	Affordable Construction	£1,593,410
Fees	£822,056	Fees	£679,528
Cost of Sales	£434,210	Cost of Sales	£307,794
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£518,574	Finance	£332,015
Developer Profit	£2,561,791	Developer Profit	£1,754,348
S106/S278 Costs	£539,825	S106/S278 Costs	£413,825
SAMM	£28,787	SAMM	£21,851
Total Costs	£11,793,209	Total Costs	£9,209,595
Residual Land Value (RLV)	£2,680,469	Residual Land Value (RLV)	£1,050,205
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,437,360	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£939,701
RLV as pounds per hectare	£1,874,892	RLV as pounds per hectare	£2,349,252

Value Point 1 - 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	23,420,000	Open Market Revenue	117,678,500
Affordable Revenue	£4,870,044	Affordable Revenue	£24,636,084
Total Revenue (GDV)	£28,290,044	Total Revenue (GDV)	£142,314,584
Costs		Costs	
Open Market Construction	£10,447,668	Open Market Construction	£52,299,568
Affordable Construction	£3,195,790	Affordable Construction	£15,972,830
Fees	£1,637,215	Fees	£8,192,688
Cost of Sales	£848,701	Cost of Sales	£4,269,438
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,131,998	Finance	£7,579,833
Developer Profit	£4,976,203	Developer Profit	£25,013,865
S106/S278 Costs	£1,072,900	S106/S278 Costs	£5,869,088
SAMM	£57,428	SAMM	£288,162
Total Costs	£23,442,903	Total Costs	£119,860,470
Residual Land Value (RLV)	£4,847,141	Residual Land Value (RLV)	£22,454,114
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,510,698	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£20,915,531
RLV as pounds per hectare	£1,804,279	RLV as pounds per hectare	£950,706

Value Point 2 35% 35/65 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,246,000	Open Market Revenue	4,326,000
Affordable Revenue	£660,000	Affordable Revenue	£658,000
Total Revenue (GDV)	£3,906,000	Total Revenue (GDV)	£4,984,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£117,180	Cost of Sales	£149,520
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,721	Finance	£117,734
Developer Profit	£688,800	Developer Profit	£904,680
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£2,887,014	Total Costs	£3,758,016
Residual Land Value (RLV)	£1,018,986	Residual Land Value (RLV)	£1,225,984
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£976,606	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,176,964
RLV as pounds per hectare	£3,617,060	RLV as pounds per hectare	£3,923,214

Value Point 2 - 50 Units (Mixed)		Value Point 2 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	13,717,000	Open Market Revenue	9,236,000
Affordable Revenue	£2,591,178	Affordable Revenue	£2,296,200
Total Revenue (GDV)	£16,308,178	Total Revenue (GDV)	£11,532,200
Costs		Costs	
Open Market Construction	£5,279,476	Open Market Construction	£4,069,324
Affordable Construction	£1,570,990	Affordable Construction	£1,593,410
Fees	£822,056	Fees	£679,528
Cost of Sales	£489,245	Cost of Sales	£345,966
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£636,461	Finance	£414,090
Developer Profit	£2,898,871	Developer Profit	£1,984,972
S106/S278 Costs	£539,825	S106/S278 Costs	£413,825
SAMM	£28,787	SAMM	£21,851
Total Costs	£12,303,211	Total Costs	£9,560,466
Residual Land Value (RLV)	£4,004,967	Residual Land Value (RLV)	£1,971,734
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,735,368	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,842,800
RLV as pounds per hectare	£2,873,360	RLV as pounds per hectare	£4,606,999

Value Point 2 - 100 Units (Mixed)		Value Point 2 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	26,670,000	Open Market Revenue	133,964,000
Affordable Revenue	£5,317,419	Affordable Revenue	£26,919,084
Total Revenue (GDV)	£31,987,419	Total Revenue (GDV)	£160,883,084
Costs		Costs	
Open Market Construction	£10,447,668	Open Market Construction	£52,299,568
Affordable Construction	£3,195,790	Affordable Construction	£15,972,830
Fees	£1,637,215	Fees	£8,192,688
Cost of Sales	£959,623	Cost of Sales	£4,826,493
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,413,550	Finance	£9,524,747
Developer Profit	£5,653,045	Developer Profit	£28,407,945
S106/S278 Costs	£1,072,900	S106/S278 Costs	£5,869,088
SAMM	£57,428	SAMM	£288,162
Total Costs	£24,512,219	Total Costs	£125,756,520
Residual Land Value (RLV)	£7,475,200	Residual Land Value (RLV)	£35,126,564
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£7,086,196	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£33,334,533
RLV as pounds per hectare	£2,834,478	RLV as pounds per hectare	£1,515,206

Value Point 3 35% 35/65 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,620,500	Open Market Revenue	4,835,500
Affordable Revenue	£742,500	Affordable Revenue	£740,250
Total Revenue (GDV)	£4,363,000	Total Revenue (GDV)	£5,575,750
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£130,890	Cost of Sales	£167,273
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£117,729	Finance	£137,951
Developer Profit	£768,650	Developer Profit	£1,011,515
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£3,001,582	Total Costs	£3,902,820
Residual Land Value (RLV)	£1,361,418	Residual Land Value (RLV)	£1,672,930
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,312,190	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,569,972
RLV as pounds per hectare	£4,859,962	RLV as pounds per hectare	£5,233,239
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	15,093,500	Open Market Revenue	10,328,000
Affordable Revenue	£2,804,178	Affordable Revenue	£2,502,450
Total Revenue (GDV)	£17,897,678	Total Revenue (GDV)	£12,830,450
Costs		Costs	
Open Market Construction	£5,279,476	Open Market Construction	£4,069,324
Affordable Construction	£1,570,990	Affordable Construction	£1,593,410
Fees	£822,056	Fees	£679,528
Cost of Sales	£536,930	Cost of Sales	£384,914
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£738,991	Finance	£498,272
Developer Profit	£3,186,951	Developer Profit	£2,215,747
S106/S278 Costs	£539,825	S106/S278 Costs	£413,825
SAMM	£28,787	SAMM	£21,851
Total Costs	£12,741,506	Total Costs	£9,914,371
Residual Land Value (RLV)	£5,156,172	Residual Land Value (RLV)	£2,916,079
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,863,548	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,768,258
RLV as pounds per hectare	£3,741,191	RLV as pounds per hectare	£6,920,645

Value Point 3 - 100 Units (Mixed)		Value Point 3 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	29,910,000	Open Market Revenue	150,209,500
Affordable Revenue	£5,764,794	Affordable Revenue	£29,202,084
Total Revenue (GDV)	£35,674,794	Total Revenue (GDV)	£179,411,584
Costs		Costs	
Open Market Construction	£10,447,668	Open Market Construction	£52,299,568
Affordable Construction	£3,195,790	Affordable Construction	£15,972,830
Fees	£1,637,215	Fees	£8,192,688
Cost of Sales	£1,070,244	Cost of Sales	£5,382,348
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,694,364	Finance	£11,465,583
Developer Profit	£6,327,888	Developer Profit	£31,794,025
S106/S278 Costs	£1,072,900	S106/S278 Costs	£5,869,088
SAMM	£57,428	SAMM	£288,162
Total Costs	£25,578,496	Total Costs	£131,639,291
Residual Land Value (RLV)	£10,096,298	Residual Land Value (RLV)	£47,772,293
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£9,654,872	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£45,727,348
RLV as pounds per hectare	£3,861,949	RLV as pounds per hectare	£2,078,516

Value Point 4 35% 35/65 Split

Value Point 4 - 11 Units		Value Point 4 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,995,000	Open Market Revenue	5,345,000
Affordable Revenue	£825,000	Affordable Revenue	£822,500
Total Revenue (GDV)	£4,820,000	Total Revenue (GDV)	£6,167,500
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,688,544
Affordable Construction	£381,520	Affordable Construction	£452,770
Fees	£196,810	Fees	£256,958
Cost of Sales	£144,600	Cost of Sales	£185,025
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£129,997	Finance	£163,376
Developer Profit	£848,500	Developer Profit	£1,118,350
S106/S278 Costs	£132,388	S106/S278 Costs	£167,775
SAMM	£6,786	SAMM	£8,785
Total Costs	£3,107,410	Total Costs	£4,052,833
Residual Land Value (RLV)	£1,712,590	Residual Land Value (RLV)	£2,114,667
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,656,338	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,047,874
RLV as pounds per hectare	£6,134,585	RLV as pounds per hectare	£6,826,246

Value Point 4 - 50 Units (Mixed)

Revenue	
Open Market Revenue	16,715,000
Affordable Revenue	£3,017,178
Total Revenue (GDV)	£19,732,178

Costs	
Open Market Construction	£5,279,476
Affordable Construction	£1,570,990
Fees	£822,056
Cost of Sales	£591,965
Legal Fees	£37,500
Finance	£856,878
Developer Profit	£3,524,031
S106/S278 Costs	£539,825
SAMM	£28,787
Total Costs	£13,251,508

Residual Land Value (RLV)	£6,480,670
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,161,556
RLV as pounds per hectare	£4,739,659

Value Point 4 - 50 Units (Flats)

Revenue	
Open Market Revenue	11,420,000
Affordable Revenue	£2,708,700
Total Revenue (GDV)	£14,128,700

Costs	
Open Market Construction	£4,069,324
Affordable Construction	£1,593,410
Fees	£679,528
Cost of Sales	£423,861
Legal Fees	£37,500
Finance	£582,454
Developer Profit	£2,446,522
S106/S278 Costs	£413,825
SAMM	£21,851
Total Costs	£10,268,275

Residual Land Value (RLV)	£3,860,425
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,693,716
RLV as pounds per hectare	£9,234,290

Value Point 4 - 100 Units (Mixed)

Revenue	
Open Market Revenue	33,150,000
Affordable Revenue	£6,212,169
Total Revenue (GDV)	£39,362,169

Costs	
Open Market Construction	£10,447,668
Affordable Construction	£3,195,790
Fees	£1,637,215
Cost of Sales	£1,180,865
Legal Fees	£75,000
Finance	£1,975,177
Developer Profit	£7,002,730
S106/S278 Costs	£1,072,900
SAMM	£57,428
Total Costs	£26,644,774

Residual Land Value (RLV)	£12,717,395
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£12,223,548
RLV as pounds per hectare	£4,889,419

Value Point 4 - 500 Units (Mixed)

Revenue	
Open Market Revenue	166,455,000
Affordable Revenue	£31,485,084
Total Revenue (GDV)	£197,940,084

Costs	
Open Market Construction	£52,299,568
Affordable Construction	£15,972,830
Fees	£8,192,688
Cost of Sales	£5,938,203
Legal Fees	£375,000
Finance	£13,406,418
Developer Profit	£35,180,105
S106/S278 Costs	£5,869,088
SAMM	£288,162
Total Costs	£137,522,061

Residual Land Value (RLV)	£60,418,023
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£58,120,162
RLV as pounds per hectare	£2,641,826

Value Point 1 40% 25/75 Split

Value Point 2 - 11 Units		Value Point 1 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,246,000	Open Market Revenue	3,468,500
Affordable Revenue	£660,000	Affordable Revenue	£707,000
Total Revenue (GDV)	£3,906,000	Total Revenue (GDV)	£4,175,500
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£540,320
Fees	£196,810	Fees	£249,588
Cost of Sales	£117,180	Cost of Sales	£125,265
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,721	Finance	£89,932
Developer Profit	£688,800	Developer Profit	£736,120
S106/S278 Costs	£132,388	S106/S278 Costs	£162,375
SAMM	£6,786	SAMM	£8,496
Total Costs	£2,887,014	Total Costs	£3,462,931
Residual Land Value (RLV)	£1,018,986	Residual Land Value (RLV)	£712,569
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£976,606	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£673,818
RLV as pounds per hectare	£3,617,060	RLV as pounds per hectare	£2,246,060
Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	11,026,500	Open Market Revenue	7,679,000
Affordable Revenue	£2,881,116	Affordable Revenue	£2,440,800
Total Revenue (GDV)	£13,907,616	Total Revenue (GDV)	£10,119,800
Costs		Costs	
Open Market Construction	£4,909,192	Open Market Construction	£3,841,694
Affordable Construction	£1,811,150	Affordable Construction	£1,803,530
Fees	£806,441	Fees	£677,427
Cost of Sales	£417,228	Cost of Sales	£303,594
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£497,504	Finance	£328,533
Developer Profit	£2,378,167	Developer Profit	£1,682,248
S106/S278 Costs	£530,263	S106/S278 Costs	£412,700
SAMM	£28,301	SAMM	£21,851
Total Costs	£11,415,746	Total Costs	£9,109,077
Residual Land Value (RLV)	£2,491,870	Residual Land Value (RLV)	£1,010,723
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,252,532	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£901,008
RLV as pounds per hectare	£1,732,717	RLV as pounds per hectare	£2,252,521

Value Point 1 - 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	21,722,500	Open Market Revenue	108,902,500
Affordable Revenue	£6,019,482	Affordable Revenue	£29,973,549
Total Revenue (GDV)	£27,741,982	Total Revenue (GDV)	£138,876,049
Costs		Costs	
Open Market Construction	£9,693,374	Open Market Construction	£48,509,570
Affordable Construction	£3,787,430	Affordable Construction	£18,728,310
Fees	£1,617,696	Fees	£8,068,546
Cost of Sales	£832,259	Cost of Sales	£4,166,281
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,125,599	Finance	£7,460,129
Developer Profit	£4,705,669	Developer Profit	£23,578,913
S106/S278 Costs	£1,060,075	S106/S278 Costs	£5,774,363
SAMM	£56,876	SAMM	£284,074
Total Costs	£22,953,979	Total Costs	£116,945,185
Residual Land Value (RLV)	£4,788,003	Residual Land Value (RLV)	£21,930,864
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,452,743	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£20,402,746
RLV as pounds per hectare	£1,781,097	RLV as pounds per hectare	£927,398

Value Point 2 40% 25/75 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,246,000	Open Market Revenue	3,934,000
Affordable Revenue	£660,000	Affordable Revenue	£808,000
Total Revenue (GDV)	£3,906,000	Total Revenue (GDV)	£4,742,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£540,320
Fees	£196,810	Fees	£249,588
Cost of Sales	£117,180	Cost of Sales	£142,260
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,721	Finance	£111,956
Developer Profit	£688,800	Developer Profit	£835,280
S106/S278 Costs	£132,388	S106/S278 Costs	£162,375
SAMM	£6,786	SAMM	£8,496
Total Costs	£2,887,014	Total Costs	£3,601,109
Residual Land Value (RLV)	£1,018,986	Residual Land Value (RLV)	£1,140,891
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£976,606	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,093,573
RLV as pounds per hectare	£3,617,060	RLV as pounds per hectare	£3,645,243

Value Point 2 - 50 Units (Mixed)		Value Point 2 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	12,536,000	Open Market Revenue	8,716,000
Affordable Revenue	£3,188,241	Affordable Revenue	£2,710,800
Total Revenue (GDV)	£15,724,241	Total Revenue (GDV)	£11,426,800
Costs		Costs	
Open Market Construction	£4,909,192	Open Market Construction	£3,841,694
Affordable Construction	£1,811,150	Affordable Construction	£1,803,530
Fees	£806,441	Fees	£677,427
Cost of Sales	£471,727	Cost of Sales	£342,804
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£615,552	Finance	£414,132
Developer Profit	£2,698,494	Developer Profit	£1,905,848
S106/S278 Costs	£530,263	S106/S278 Costs	£412,700
SAMM	£28,301	SAMM	£21,851
Total Costs	£11,908,620	Total Costs	£9,457,485
Residual Land Value (RLV)	£3,815,621	Residual Land Value (RLV)	£1,969,315
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,549,809	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,840,428
RLV as pounds per hectare	£2,730,622	RLV as pounds per hectare	£4,601,071

Value Point 2 - 100 Units (Mixed)		Value Point 2 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	24,730,000	Open Market Revenue	123,970,000
Affordable Revenue	£6,670,482	Affordable Revenue	£33,236,799
Total Revenue (GDV)	£31,400,482	Total Revenue (GDV)	£157,206,799
Costs		Costs	
Open Market Construction	£9,693,374	Open Market Construction	£48,509,570
Affordable Construction	£3,787,430	Affordable Construction	£18,728,310
Fees	£1,617,696	Fees	£8,068,546
Cost of Sales	£942,014	Cost of Sales	£4,716,204
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,408,017	Finance	£9,402,876
Developer Profit	£5,346,229	Developer Profit	£26,788,208
S106/S278 Costs	£1,060,075	S106/S278 Costs	£5,774,363
SAMM	£56,876	SAMM	£284,074
Total Costs	£23,986,711	Total Costs	£122,647,150
Residual Land Value (RLV)	£7,413,771	Residual Land Value (RLV)	£34,559,649
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£7,025,995	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£32,778,956
RLV as pounds per hectare	£2,810,398	RLV as pounds per hectare	£1,489,953

Value Point 3 40% 25/75 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,620,500	Open Market Revenue	4,394,500
Affordable Revenue	£742,500	Affordable Revenue	£909,000
Total Revenue (GDV)	£4,363,000	Total Revenue (GDV)	£5,303,500
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£540,320
Fees	£196,810	Fees	£249,588
Cost of Sales	£130,890	Cost of Sales	£159,105
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£117,729	Finance	£133,792
Developer Profit	£768,650	Developer Profit	£933,440
S106/S278 Costs	£132,388	S106/S278 Costs	£162,375
SAMM	£6,786	SAMM	£8,496
Total Costs	£3,001,582	Total Costs	£3,737,951
Residual Land Value (RLV)	£1,361,418	Residual Land Value (RLV)	£1,565,549
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,312,190	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,509,738
RLV as pounds per hectare	£4,859,962	RLV as pounds per hectare	£5,032,461
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	14,040,500	Open Market Revenue	9,743,000
Affordable Revenue	£3,495,366	Affordable Revenue	£2,980,800
Total Revenue (GDV)	£17,535,866	Total Revenue (GDV)	£12,723,800
Costs		Costs	
Open Market Construction	£4,909,192	Open Market Construction	£3,841,694
Affordable Construction	£1,811,150	Affordable Construction	£1,803,530
Fees	£806,441	Fees	£677,427
Cost of Sales	£526,076	Cost of Sales	£381,714
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£733,286	Finance	£499,103
Developer Profit	£3,017,822	Developer Profit	£2,127,448
S106/S278 Costs	£530,263	S106/S278 Costs	£412,700
SAMM	£28,301	SAMM	£21,851
Total Costs	£12,400,030	Total Costs	£9,802,967
Residual Land Value (RLV)	£5,135,836	Residual Land Value (RLV)	£2,920,833
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,843,619	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,772,917
RLV as pounds per hectare	£3,725,861	RLV as pounds per hectare	£6,932,291

Value Point 3 - 100 Units (Mixed)		Value Point 3 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	27,727,500	Open Market Revenue	138,997,500
Affordable Revenue	£7,321,482	Affordable Revenue	£36,500,049
Total Revenue (GDV)	£35,048,982	Total Revenue (GDV)	£175,497,549
Costs		Costs	
Open Market Construction	£9,693,374	Open Market Construction	£48,509,570
Affordable Construction	£3,787,430	Affordable Construction	£18,728,310
Fees	£1,617,696	Fees	£8,068,546
Cost of Sales	£1,051,469	Cost of Sales	£5,264,926
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,689,835	Finance	£11,341,544
Developer Profit	£5,984,789	Developer Profit	£29,989,503
S106/S278 Costs	£1,060,075	S106/S278 Costs	£5,774,363
SAMM	£56,876	SAMM	£284,074
Total Costs	£25,016,545	Total Costs	£128,335,835
Residual Land Value (RLV)	£10,032,437	Residual Land Value (RLV)	£47,161,714
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£9,592,289	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£45,128,980
RLV as pounds per hectare	£3,836,915	RLV as pounds per hectare	£2,051,317

Value Point 4 40% 25/75 Split

Value Point 4 - 11 Units		Value Point 4 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,995,000	Open Market Revenue	4,855,000
Affordable Revenue	£825,000	Affordable Revenue	£1,010,000
Total Revenue (GDV)	£4,820,000	Total Revenue (GDV)	£5,865,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£540,320
Fees	£196,810	Fees	£249,588
Cost of Sales	£144,600	Cost of Sales	£175,950
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£129,997	Finance	£155,629
Developer Profit	£848,500	Developer Profit	£1,031,600
S106/S278 Costs	£132,388	S106/S278 Costs	£162,375
SAMM	£6,786	SAMM	£8,496
Total Costs	£3,107,410	Total Costs	£3,874,792
Residual Land Value (RLV)	£1,712,590	Residual Land Value (RLV)	£1,990,208
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,656,338	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,925,903
RLV as pounds per hectare	£6,134,585	RLV as pounds per hectare	£6,419,678

Value Point 4 - 50 Units (Mixed)		Value Point 4 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	15,545,000	Open Market Revenue	10,770,000
Affordable Revenue	£3,802,491	Affordable Revenue	£3,250,800
Total Revenue (GDV)	£19,347,491	Total Revenue (GDV)	£14,020,800
Costs		Costs	
Open Market Construction	£4,909,192	Open Market Construction	£3,841,694
Affordable Construction	£1,811,150	Affordable Construction	£1,803,530
Fees	£806,441	Fees	£677,427
Cost of Sales	£580,425	Cost of Sales	£420,624
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£851,020	Finance	£584,074
Developer Profit	£3,337,149	Developer Profit	£2,349,048
S106/S278 Costs	£530,263	S106/S278 Costs	£412,700
SAMM	£28,301	SAMM	£21,851
Total Costs	£12,891,440	Total Costs	£10,148,448
Residual Land Value (RLV)	£6,456,051	Residual Land Value (RLV)	£3,872,352
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,137,430	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,705,405
RLV as pounds per hectare	£4,721,100	RLV as pounds per hectare	£9,263,512

Value Point 4 - 100 Units (Mixed)		Value Point 4 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	30,725,000	Open Market Revenue	154,025,000
Affordable Revenue	£7,972,482	Affordable Revenue	£39,763,299
Total Revenue (GDV)	£38,697,482	Total Revenue (GDV)	£193,788,299
Costs		Costs	
Open Market Construction	£9,693,374	Open Market Construction	£48,509,570
Affordable Construction	£3,787,430	Affordable Construction	£18,728,310
Fees	£1,617,696	Fees	£8,068,546
Cost of Sales	£1,160,924	Cost of Sales	£5,813,649
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,971,653	Finance	£13,280,211
Developer Profit	£6,623,349	Developer Profit	£33,190,798
S106/S278 Costs	£1,060,075	S106/S278 Costs	£5,774,363
SAMM	£56,876	SAMM	£284,074
Total Costs	£26,046,378	Total Costs	£134,024,520
Residual Land Value (RLV)	£12,651,104	Residual Land Value (RLV)	£59,763,779
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£12,158,582	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£57,479,003
RLV as pounds per hectare	£4,863,433	RLV as pounds per hectare	£2,612,682

Value Point 1 40% 30/70 Split

Value Point 2 - 11 Units		Value Point 1 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,246,000	Open Market Revenue	3,468,500
Affordable Revenue	£660,000	Affordable Revenue	£759,500
Total Revenue (GDV)	£3,906,000	Total Revenue (GDV)	£4,228,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£575,340
Fees	£196,810	Fees	£253,791
Cost of Sales	£117,180	Cost of Sales	£126,840
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,721	Finance	£91,145
Developer Profit	£688,800	Developer Profit	£739,270
S106/S278 Costs	£132,388	S106/S278 Costs	£164,625
SAMM	£6,786	SAMM	£8,615
Total Costs	£2,887,014	Total Costs	£3,510,460
Residual Land Value (RLV)	£1,018,986	Residual Land Value (RLV)	£717,540
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£976,606	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£678,689
RLV as pounds per hectare	£3,617,060	RLV as pounds per hectare	£2,262,297
Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	11,285,500	Open Market Revenue	7,679,000
Affordable Revenue	£2,673,741	Affordable Revenue	£2,352,450
Total Revenue (GDV)	£13,959,241	Total Revenue (GDV)	£10,031,450
Costs		Costs	
Open Market Construction	£5,038,766	Open Market Construction	£3,841,694
Affordable Construction	£1,691,070	Affordable Construction	£1,768,510
Fees	£807,580	Fees	£673,224
Cost of Sales	£418,777	Cost of Sales	£300,944
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£497,429	Finance	£323,814
Developer Profit	£2,417,524	Developer Profit	£1,676,947
S106/S278 Costs	£529,700	S106/S278 Costs	£410,450
SAMM	£28,301	SAMM	£21,732
Total Costs	£11,466,648	Total Costs	£9,054,815
Residual Land Value (RLV)	£2,492,593	Residual Land Value (RLV)	£976,635
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,253,241	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£867,602
RLV as pounds per hectare	£1,733,262	RLV as pounds per hectare	£2,169,006

Value Point 1 - 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	21,430,500	Open Market Revenue	109,717,500
Affordable Revenue	£6,074,919	Affordable Revenue	£28,926,531
Total Revenue (GDV)	£27,505,419	Total Revenue (GDV)	£138,644,031
Costs		Costs	
Open Market Construction	£9,534,920	Open Market Construction	£48,752,220
Affordable Construction	£3,905,020	Affordable Construction	£18,162,870
Fees	£1,612,793	Fees	£8,029,811
Cost of Sales	£825,163	Cost of Sales	£4,159,321
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,105,342	Finance	£7,405,966
Developer Profit	£4,650,595	Developer Profit	£23,679,092
S106/S278 Costs	£1,059,513	S106/S278 Costs	£5,749,275
SAMM	£56,706	SAMM	£283,920
Total Costs	£22,825,051	Total Costs	£116,597,474
Residual Land Value (RLV)	£4,680,368	Residual Land Value (RLV)	£22,046,557
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,347,261	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£20,516,126
RLV as pounds per hectare	£1,738,904	RLV as pounds per hectare	£932,551

Value Point 2 40% 30/70 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,246,000	Open Market Revenue	3,934,000
Affordable Revenue	£660,000	Affordable Revenue	£868,000
Total Revenue (GDV)	£3,906,000	Total Revenue (GDV)	£4,802,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£575,340
Fees	£196,810	Fees	£253,791
Cost of Sales	£117,180	Cost of Sales	£144,060
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,721	Finance	£113,509
Developer Profit	£688,800	Developer Profit	£838,880
S106/S278 Costs	£132,388	S106/S278 Costs	£164,625
SAMM	£6,786	SAMM	£8,615
Total Costs	£2,887,014	Total Costs	£3,649,654
Residual Land Value (RLV)	£1,018,986	Residual Land Value (RLV)	£1,152,346
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£976,606	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,104,799
RLV as pounds per hectare	£3,617,060	RLV as pounds per hectare	£3,682,662

Value Point 2 - 50 Units (Mixed)		Value Point 2 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	12,832,000	Open Market Revenue	8,716,000
Affordable Revenue	£2,951,241	Affordable Revenue	£2,596,200
Total Revenue (GDV)	£15,783,241	Total Revenue (GDV)	£11,312,200
Costs		Costs	
Open Market Construction	£5,038,766	Open Market Construction	£3,841,694
Affordable Construction	£1,691,070	Affordable Construction	£1,768,510
Fees	£807,580	Fees	£673,224
Cost of Sales	£473,497	Cost of Sales	£339,366
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£615,536	Finance	£407,410
Developer Profit	£2,743,474	Developer Profit	£1,898,972
S106/S278 Costs	£529,700	S106/S278 Costs	£410,450
SAMM	£28,301	SAMM	£21,732
Total Costs	£11,965,425	Total Costs	£9,398,858
Residual Land Value (RLV)	£3,817,816	Residual Land Value (RLV)	£1,913,342
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,551,960	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,785,575
RLV as pounds per hectare	£2,732,277	RLV as pounds per hectare	£4,463,937

Value Point 2 - 100 Units (Mixed)		Value Point 2 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	24,292,000	Open Market Revenue	124,470,000
Affordable Revenue	£6,694,419	Affordable Revenue	£31,831,281
Total Revenue (GDV)	£30,986,419	Total Revenue (GDV)	£156,301,281
Costs		Costs	
Open Market Construction	£9,534,920	Open Market Construction	£48,752,220
Affordable Construction	£3,905,020	Affordable Construction	£18,162,870
Fees	£1,612,793	Fees	£8,029,811
Cost of Sales	£929,593	Cost of Sales	£4,689,038
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,380,763	Finance	£9,312,940
Developer Profit	£5,260,065	Developer Profit	£26,803,877
S106/S278 Costs	£1,059,513	S106/S278 Costs	£5,749,275
SAMM	£56,706	SAMM	£283,920
Total Costs	£23,814,372	Total Costs	£122,158,951
Residual Land Value (RLV)	£7,172,047	Residual Land Value (RLV)	£34,142,330
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,789,106	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£32,369,983
RLV as pounds per hectare	£2,715,643	RLV as pounds per hectare	£1,471,363

Value Point 3 40% 30/70 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,620,500	Open Market Revenue	4,394,500
Affordable Revenue	£742,500	Affordable Revenue	£976,500
Total Revenue (GDV)	£4,363,000	Total Revenue (GDV)	£5,371,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£575,340
Fees	£196,810	Fees	£253,791
Cost of Sales	£130,890	Cost of Sales	£161,130
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£117,729	Finance	£135,687
Developer Profit	£768,650	Developer Profit	£937,490
S106/S278 Costs	£132,388	S106/S278 Costs	£164,625
SAMM	£6,786	SAMM	£8,615
Total Costs	£3,001,582	Total Costs	£3,787,511
Residual Land Value (RLV)	£1,361,418	Residual Land Value (RLV)	£1,583,489
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,312,190	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,527,319
RLV as pounds per hectare	£4,859,962	RLV as pounds per hectare	£5,091,063
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	14,373,500	Open Market Revenue	9,743,000
Affordable Revenue	£3,228,741	Affordable Revenue	£2,839,950
Total Revenue (GDV)	£17,602,241	Total Revenue (GDV)	£12,582,950
Costs		Costs	
Open Market Construction	£5,038,766	Open Market Construction	£3,841,694
Affordable Construction	£1,691,070	Affordable Construction	£1,768,510
Fees	£807,580	Fees	£673,224
Cost of Sales	£528,067	Cost of Sales	£377,489
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£733,329	Finance	£490,378
Developer Profit	£3,068,424	Developer Profit	£2,118,997
S106/S278 Costs	£529,700	S106/S278 Costs	£410,450
SAMM	£28,301	SAMM	£21,732
Total Costs	£12,462,738	Total Costs	£9,739,974
Residual Land Value (RLV)	£5,139,503	Residual Land Value (RLV)	£2,842,976
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,847,213	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,696,616
RLV as pounds per hectare	£3,728,625	RLV as pounds per hectare	£6,741,540

Value Point 3 - 100 Units (Mixed)		Value Point 3 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	27,203,500	Open Market Revenue	139,497,500
Affordable Revenue	£7,313,919	Affordable Revenue	£34,736,031
Total Revenue (GDV)	£34,517,419	Total Revenue (GDV)	£174,233,531
Costs		Costs	
Open Market Construction	£9,534,920	Open Market Construction	£48,752,220
Affordable Construction	£3,905,020	Affordable Construction	£18,162,870
Fees	£1,612,793	Fees	£8,029,811
Cost of Sales	£1,035,523	Cost of Sales	£5,227,006
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,653,304	Finance	£11,206,977
Developer Profit	£5,879,535	Developer Profit	£29,983,662
S106/S278 Costs	£1,059,513	S106/S278 Costs	£5,749,275
SAMM	£56,706	SAMM	£283,920
Total Costs	£24,812,313	Total Costs	£127,770,740
Residual Land Value (RLV)	£9,705,106	Residual Land Value (RLV)	£46,462,791
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£9,271,504	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£44,444,035
RLV as pounds per hectare	£3,708,602	RLV as pounds per hectare	£2,020,183

Value Point 4 40% 30/70 Split

Value Point 4 - 11 Units		Value Point 4 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,995,000	Open Market Revenue	4,855,000
Affordable Revenue	£825,000	Affordable Revenue	£1,085,000
Total Revenue (GDV)	£4,820,000	Total Revenue (GDV)	£5,940,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£575,340
Fees	£196,810	Fees	£253,791
Cost of Sales	£144,600	Cost of Sales	£178,200
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£129,997	Finance	£157,864
Developer Profit	£848,500	Developer Profit	£1,036,100
S106/S278 Costs	£132,388	S106/S278 Costs	£164,625
SAMM	£6,786	SAMM	£8,615
Total Costs	£3,107,410	Total Costs	£3,925,369
Residual Land Value (RLV)	£1,712,590	Residual Land Value (RLV)	£2,014,631
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,656,338	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,949,839
RLV as pounds per hectare	£6,134,585	RLV as pounds per hectare	£6,499,463

Value Point 4 - 50 Units (Mixed)		Value Point 4 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	15,915,000	Open Market Revenue	10,770,000
Affordable Revenue	£3,506,241	Affordable Revenue	£3,083,700
Total Revenue (GDV)	£19,421,241	Total Revenue (GDV)	£13,853,700
Costs		Costs	
Open Market Construction	£5,038,766	Open Market Construction	£3,841,694
Affordable Construction	£1,691,070	Affordable Construction	£1,768,510
Fees	£807,580	Fees	£673,224
Cost of Sales	£582,637	Cost of Sales	£415,611
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£851,122	Finance	£573,347
Developer Profit	£3,393,374	Developer Profit	£2,339,022
S106/S278 Costs	£529,700	S106/S278 Costs	£410,450
SAMM	£28,301	SAMM	£21,732
Total Costs	£12,960,051	Total Costs	£10,081,091
Residual Land Value (RLV)	£6,461,190	Residual Land Value (RLV)	£3,772,609
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,142,466	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,607,657
RLV as pounds per hectare	£4,724,974	RLV as pounds per hectare	£9,019,142

Value Point 4 - 100 Units (Mixed)		Value Point 4 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	30,115,000	Open Market Revenue	154,525,000
Affordable Revenue	£7,933,419	Affordable Revenue	£37,640,781
Total Revenue (GDV)	£38,048,419	Total Revenue (GDV)	£192,165,781
Costs		Costs	
Open Market Construction	£9,534,920	Open Market Construction	£48,752,220
Affordable Construction	£3,905,020	Affordable Construction	£18,162,870
Fees	£1,612,793	Fees	£8,029,811
Cost of Sales	£1,141,453	Cost of Sales	£5,764,973
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,925,846	Finance	£13,101,013
Developer Profit	£6,499,005	Developer Profit	£33,163,447
S106/S278 Costs	£1,059,513	S106/S278 Costs	£5,749,275
SAMM	£56,706	SAMM	£283,920
Total Costs	£25,810,255	Total Costs	£133,382,529
Residual Land Value (RLV)	£12,238,164	Residual Land Value (RLV)	£58,783,252
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£11,753,901	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£56,518,087
RLV as pounds per hectare	£4,701,560	RLV as pounds per hectare	£2,569,004

Value Point 1 40% 35/65 Split

Value Point 2 - 11 Units		Value Point 1 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,246,000	Open Market Revenue	3,468,500
Affordable Revenue	£660,000	Affordable Revenue	£759,500
Total Revenue (GDV)	£3,906,000	Total Revenue (GDV)	£4,228,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£575,340
Fees	£196,810	Fees	£253,791
Cost of Sales	£117,180	Cost of Sales	£126,840
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,721	Finance	£91,145
Developer Profit	£688,800	Developer Profit	£739,270
S106/S278 Costs	£132,388	S106/S278 Costs	£164,625
SAMM	£6,786	SAMM	£8,615
Total Costs	£2,887,014	Total Costs	£3,510,460
Residual Land Value (RLV)	£1,018,986	Residual Land Value (RLV)	£717,540
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£976,606	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£678,689
RLV as pounds per hectare	£3,617,060	RLV as pounds per hectare	£2,262,297
Value Point 1 - 50 Units (Mixed)		Value Point 1 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	10,942,500	Open Market Revenue	7,679,000
Affordable Revenue	£2,669,616	Affordable Revenue	£2,341,200
Total Revenue (GDV)	£13,612,116	Total Revenue (GDV)	£10,020,200
Costs		Costs	
Open Market Construction	£4,889,806	Open Market Construction	£3,841,694
Affordable Construction	£1,792,360	Affordable Construction	£1,803,530
Fees	£801,860	Fees	£677,427
Cost of Sales	£408,363	Cost of Sales	£300,606
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£478,455	Finance	£320,935
Developer Profit	£2,348,677	Developer Profit	£1,676,272
S106/S278 Costs	£524,975	S106/S278 Costs	£412,700
SAMM	£27,961	SAMM	£21,851
Total Costs	£11,309,958	Total Costs	£9,092,515
Residual Land Value (RLV)	£2,302,158	Residual Land Value (RLV)	£927,685
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,066,615	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£819,631
RLV as pounds per hectare	£1,589,704	RLV as pounds per hectare	£2,049,079

Value Point 1 - 100 Units (Mixed)		Value Point 1 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	22,126,500	Open Market Revenue	109,817,500
Affordable Revenue	£5,411,106	Affordable Revenue	£27,953,013
Total Revenue (GDV)	£27,537,606	Total Revenue (GDV)	£137,770,513
Costs		Costs	
Open Market Construction	£9,876,176	Open Market Construction	£48,962,340
Affordable Construction	£3,624,790	Affordable Construction	£17,639,990
Fees	£1,620,116	Fees	£7,992,280
Cost of Sales	£826,128	Cost of Sales	£4,133,115
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,097,295	Finance	£7,369,004
Developer Profit	£4,749,966	Developer Profit	£23,640,681
S106/S278 Costs	£1,061,875	S106/S278 Costs	£5,724,075
SAMM	£56,733	SAMM	£283,987
Total Costs	£22,988,079	Total Costs	£116,120,472
Residual Land Value (RLV)	£4,549,527	Residual Land Value (RLV)	£21,650,041
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,219,036	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£20,127,540
RLV as pounds per hectare	£1,687,615	RLV as pounds per hectare	£914,888

Value Point 2 40% 35/65 Split

Value Point 2 - 11 Units		Value Point 2 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,246,000	Open Market Revenue	3,934,000
Affordable Revenue	£660,000	Affordable Revenue	£868,000
Total Revenue (GDV)	£3,906,000	Total Revenue (GDV)	£4,802,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£575,340
Fees	£196,810	Fees	£253,791
Cost of Sales	£117,180	Cost of Sales	£144,060
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£96,721	Finance	£113,509
Developer Profit	£688,800	Developer Profit	£838,880
S106/S278 Costs	£132,388	S106/S278 Costs	£164,625
SAMM	£6,786	SAMM	£8,615
Total Costs	£2,887,014	Total Costs	£3,649,654
Residual Land Value (RLV)	£1,018,986	Residual Land Value (RLV)	£1,152,346
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£976,606	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,104,799
RLV as pounds per hectare	£3,617,060	RLV as pounds per hectare	£3,682,662

Value Point 2 - 50 Units (Mixed)		Value Point 2 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	12,440,000	Open Market Revenue	8,716,000
Affordable Revenue	£2,912,241	Affordable Revenue	£2,596,200
Total Revenue (GDV)	£15,352,241	Total Revenue (GDV)	£11,312,200
Costs		Costs	
Open Market Construction	£4,889,806	Open Market Construction	£3,841,694
Affordable Construction	£1,792,360	Affordable Construction	£1,768,510
Fees	£801,860	Fees	£673,224
Cost of Sales	£460,567	Cost of Sales	£339,366
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£590,830	Finance	£407,410
Developer Profit	£2,662,734	Developer Profit	£1,898,972
S106/S278 Costs	£524,975	S106/S278 Costs	£410,450
SAMM	£27,961	SAMM	£21,732
Total Costs	£11,788,593	Total Costs	£9,398,858
Residual Land Value (RLV)	£3,563,648	Residual Land Value (RLV)	£1,913,342
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,302,875	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,785,575
RLV as pounds per hectare	£2,540,673	RLV as pounds per hectare	£4,463,937

Value Point 2 - 100 Units (Mixed)		Value Point 2 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	25,156,000	Open Market Revenue	124,920,000
Affordable Revenue	£5,896,356	Affordable Revenue	£30,509,763
Total Revenue (GDV)	£31,052,356	Total Revenue (GDV)	£155,429,763
Costs		Costs	
Open Market Construction	£9,876,176	Open Market Construction	£48,962,340
Affordable Construction	£3,624,790	Affordable Construction	£17,639,990
Fees	£1,620,116	Fees	£7,992,280
Cost of Sales	£931,571	Cost of Sales	£4,662,893
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,366,081	Finance	£9,227,365
Developer Profit	£5,384,981	Developer Profit	£26,814,586
S106/S278 Costs	£1,061,875	S106/S278 Costs	£5,724,075
SAMM	£56,733	SAMM	£283,987
Total Costs	£23,997,323	Total Costs	£121,682,515
Residual Land Value (RLV)	£7,055,033	Residual Land Value (RLV)	£33,747,248
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£6,674,432	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£31,982,803
RLV as pounds per hectare	£2,669,773	RLV as pounds per hectare	£1,453,764

Value Point 3 40% 35/65 Split

Value Point 3 - 11 Units		Value Point 3 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,620,500	Open Market Revenue	4,394,500
Affordable Revenue	£742,500	Affordable Revenue	£976,500
Total Revenue (GDV)	£4,363,000	Total Revenue (GDV)	£5,371,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£575,340
Fees	£196,810	Fees	£253,791
Cost of Sales	£130,890	Cost of Sales	£161,130
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£117,729	Finance	£135,687
Developer Profit	£768,650	Developer Profit	£937,490
S106/S278 Costs	£132,388	S106/S278 Costs	£164,625
SAMM	£6,786	SAMM	£8,615
Total Costs	£3,001,582	Total Costs	£3,787,511
Residual Land Value (RLV)	£1,361,418	Residual Land Value (RLV)	£1,583,489
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,312,190	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,527,319
RLV as pounds per hectare	£4,859,962	RLV as pounds per hectare	£5,091,063
Value Point 3 - 50 Units (Mixed)		Value Point 3 - 50 Units (Flats)	
Revenue		Revenue	
Open Market Revenue	13,932,500	Open Market Revenue	9,743,000
Affordable Revenue	£3,154,866	Affordable Revenue	£2,839,950
Total Revenue (GDV)	£17,087,366	Total Revenue (GDV)	£12,582,950
Costs		Costs	
Open Market Construction	£4,889,806	Open Market Construction	£3,841,694
Affordable Construction	£1,792,360	Affordable Construction	£1,768,510
Fees	£801,860	Fees	£673,224
Cost of Sales	£512,621	Cost of Sales	£377,489
Legal Fees	£37,500	Legal Fees	£37,500
Finance	£702,891	Finance	£490,378
Developer Profit	£2,975,792	Developer Profit	£2,118,997
S106/S278 Costs	£524,975	S106/S278 Costs	£410,450
SAMM	£27,961	SAMM	£21,732
Total Costs	£12,265,766	Total Costs	£9,739,974
Residual Land Value (RLV)	£4,821,600	Residual Land Value (RLV)	£2,842,976
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£4,535,668	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£2,696,616
RLV as pounds per hectare	£3,488,975	RLV as pounds per hectare	£6,741,540

Value Point 3 - 100 Units (Mixed)		Value Point 3 - 500 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	28,175,500	Open Market Revenue	139,322,500
Affordable Revenue	£6,381,606	Affordable Revenue	£33,066,513
Total Revenue (GDV)	£34,557,106	Total Revenue (GDV)	£172,389,013
Costs		Costs	
Open Market Construction	£9,876,176	Open Market Construction	£48,962,340
Affordable Construction	£3,624,790	Affordable Construction	£17,639,990
Fees	£1,620,116	Fees	£7,992,280
Cost of Sales	£1,036,713	Cost of Sales	£5,171,670
Legal Fees	£75,000	Legal Fees	£375,000
Finance	£1,634,129	Finance	£11,014,343
Developer Profit	£6,017,996	Developer Profit	£29,848,491
S106/S278 Costs	£1,061,875	S106/S278 Costs	£5,724,075
SAMM	£56,733	SAMM	£283,987
Total Costs	£25,003,529	Total Costs	£127,012,176
Residual Land Value (RLV)	£9,553,577	Residual Land Value (RLV)	£45,376,837
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£9,123,006	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£43,379,800
RLV as pounds per hectare	£3,649,202	RLV as pounds per hectare	£1,971,809

Value Point 4 40% 35/65 Split

Value Point 4 - 11 Units		Value Point 4 - 15 Units (Mixed)	
Revenue		Revenue	
Open Market Revenue	3,995,000	Open Market Revenue	4,855,000
Affordable Revenue	£825,000	Affordable Revenue	£1,085,000
Total Revenue (GDV)	£4,820,000	Total Revenue (GDV)	£5,940,000
Costs		Costs	
Open Market Construction	£1,258,560	Open Market Construction	£1,539,584
Affordable Construction	£381,520	Affordable Construction	£575,340
Fees	£196,810	Fees	£253,791
Cost of Sales	£144,600	Cost of Sales	£178,200
Legal Fees	£8,250	Legal Fees	£11,250
Finance	£129,997	Finance	£157,864
Developer Profit	£848,500	Developer Profit	£1,036,100
S106/S278 Costs	£132,388	S106/S278 Costs	£164,625
SAMM	£6,786	SAMM	£8,615
Total Costs	£3,107,410	Total Costs	£3,925,369
Residual Land Value (RLV)	£1,712,590	Residual Land Value (RLV)	£2,014,631
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,656,338	RLV - 2% Purchase Fees + Stamp Duty (Variable)	£1,949,839
RLV as pounds per hectare	£6,134,585	RLV as pounds per hectare	£6,499,463

Value Point 4 - 50 Units (Mixed)

Revenue	
Open Market Revenue	15,425,000
Affordable Revenue	£3,397,491
Total Revenue (GDV)	£18,822,491

Costs	
Open Market Construction	£4,889,806
Affordable Construction	£1,792,360
Fees	£801,860
Cost of Sales	£564,675
Legal Fees	£37,500
Finance	£814,952
Developer Profit	£3,288,849
S106/S278 Costs	£524,975
SAMM	£27,961
Total Costs	£12,742,938

Residual Land Value (RLV)	£6,079,553
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£5,768,462
RLV as pounds per hectare	£4,437,278

Value Point 4 - 50 Units (Flats)

Revenue	
Open Market Revenue	10,770,000
Affordable Revenue	£3,083,700
Total Revenue (GDV)	£13,853,700

Costs	
Open Market Construction	£3,841,694
Affordable Construction	£1,768,510
Fees	£673,224
Cost of Sales	£415,611
Legal Fees	£37,500
Finance	£573,347
Developer Profit	£2,339,022
S106/S278 Costs	£410,450
SAMM	£21,732
Total Costs	£10,081,091

Residual Land Value (RLV)	£3,772,609
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£3,607,657
RLV as pounds per hectare	£9,019,142

Value Point 4 - 100 Units (Mixed)

Revenue	
Open Market Revenue	31,195,000
Affordable Revenue	£6,866,856
Total Revenue (GDV)	£38,061,856

Costs	
Open Market Construction	£9,876,176
Affordable Construction	£3,624,790
Fees	£1,620,116
Cost of Sales	£1,141,856
Legal Fees	£75,000
Finance	£1,902,178
Developer Profit	£6,651,011
S106/S278 Costs	£1,061,875
SAMM	£56,733
Total Costs	£26,009,734

Residual Land Value (RLV)	£12,052,122
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£11,571,579
RLV as pounds per hectare	£4,628,632

Value Point 4 - 500 Units (Mixed)

Revenue	
Open Market Revenue	155,025,000
Affordable Revenue	£35,623,263
Total Revenue (GDV)	£190,648,263

Costs	
Open Market Construction	£48,962,340
Affordable Construction	£17,639,990
Fees	£7,992,280
Cost of Sales	£5,719,448
Legal Fees	£375,000
Finance	£12,933,888
Developer Profit	£33,142,396
S106/S278 Costs	£5,724,075
SAMM	£283,987
Total Costs	£132,773,403

Residual Land Value (RLV)	£57,874,860
RLV - 2% Purchase Fees + Stamp Duty (Variable)	£55,627,863
RLV as pounds per hectare	£2,528,539

VP3 & 4 - 6 Units 30% Contribution

VP3 - 6 Units 30% Contribution		VP4 - 6 Units 30% Contribution	
Revenue		Revenue	
Open Market Revenue	2,650,500	Open Market Revenue	2,945,000
Affordable Revenue	£0	Affordable Revenue	£0
Total Revenue (GDV)	£2,650,500	Total Revenue (GDV)	£2,945,000
Costs		Costs	
Open Market Construction	£895,280	Open Market Construction	£895,280
Affordable Construction	£0	Affordable Construction	£0
Fees	£107,434	Fees	£107,434
Cost of Sales	£79,515	Cost of Sales	£88,350
Legal Fees	£4,500	Legal Fees	£4,500
Finance	£52,453	Finance	£59,653
Developer Profit	£530,100	Developer Profit	£589,000
S106/S278 Costs	£72,263	S106/S278 Costs	£72,263
SAMM	£3,695	SAMM	£3,695
Affordable Housing Contribution	£265,664	Affordable Housing Contribution	£352,314
Total Costs	£2,010,904	Total Costs	£2,172,488
Residual Land Value (RLV)	£639,596	Residual Land Value (RLV)	£772,512
RLV - Stamp Duty & 2% Purchase Fees	£619,304	RLV - Stamp Duty & 2% Purchase Fees	£749,562
RLV as pounds per hectare	£4,128,697	RLV as pounds per hectare	£4,997,078

VP3 & 4 – 6 Units 40% Contribution

VP3 - 6 Units 35% Contribution		VP4 - 6 Units 35% Contribution	
Revenue		Revenue	
Open Market Revenue	2,650,500	Open Market Revenue	2,945,000
Affordable Revenue	£0	Affordable Revenue	£0
Total Revenue (GDV)	£2,650,500	Total Revenue (GDV)	£2,945,000
Costs		Costs	
Open Market Construction	£895,280	Open Market Construction	£895,280
Affordable Construction	£0	Affordable Construction	£0
Fees	£107,434	Fees	£107,434
Cost of Sales	£79,515	Cost of Sales	£88,350
Legal Fees	£4,500	Legal Fees	£4,500
Finance	£50,600	Finance	£57,195
Developer Profit	£530,100	Developer Profit	£589,000
S106/S278 Costs	£72,263	S106/S278 Costs	£72,263
SAMM	£3,695	SAMM	£3,695
Affordable Housing Contribution	£354,218	Affordable Housing Contribution	£469,752
Total Costs	£2,097,605	Total Costs	£2,287,468
Residual Land Value (RLV)	£552,895	Residual Land Value (RLV)	£657,532
RLV - Stamp Duty & 2% Purchase Fees	£534,338	RLV - Stamp Duty & 2% Purchase Fees	£636,881
RLV as pounds per hectare	£3,562,250	RLV as pounds per hectare	£4,245,873

VP3 & 4 – 6 Units 50% Contribution

Value Point 3 - 6 Units		Value Point 4 - 6 Units	
Revenue		Revenue	
Open Market Revenue	2,650,500	Open Market Revenue	2,945,000
Affordable Revenue	£0	Affordable Revenue	£0
Total Revenue (GDV)	£2,650,500	Total Revenue (GDV)	£2,945,000
Costs		Costs	
Open Market Construction	£895,280	Open Market Construction	£895,280
Affordable Construction	£0	Affordable Construction	£0
Fees	£107,434	Fees	£107,434
Cost of Sales	£79,515	Cost of Sales	£88,350
Legal Fees	£4,500	Legal Fees	£4,500
Finance	£48,747	Finance	£54,738
Developer Profit	£530,100	Developer Profit	£589,000
S106/S278 Costs	£72,263	S106/S278 Costs	£72,263
SAMM	£3,695	SAMM	£3,695
Affordable Housing Contribution	£442,773	Affordable Housing Contribution	£587,190
Total Costs	£2,184,306	Total Costs	£2,402,449
Residual Land Value (RLV)	£466,194	Residual Land Value (RLV)	£542,551
RLV - Stamp Duty & 2% Purchase Fees	£449,370	RLV - Stamp Duty & 2% Purchase Fees	£524,200
RLV as pounds per hectare	£2,995,798	RLV as pounds per hectare	£3,494,667

Retirement Housing – 20% Contribution

Value Point 1 - 50 Units Retirement 20%		Value Point 2 - 50 Units Retirement 20%	
Revenue		Revenue	
Open Market Revenue	15,170,000	Open Market Revenue	15,170,000
Affordable Revenue	£0	Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000	Total Revenue (GDV)	£15,170,000
Costs		Costs	
Open Market Construction	£6,429,046	Open Market Construction	£6,429,046
Affordable Construction	£0	Affordable Construction	£0
Fees	£1,002,931	Fees	£1,002,931
Cost of Sales	£455,100	Cost of Sales	£455,100
Legal Fees	£30,000	Legal Fees	£30,000
Finance	£991,259	Finance	£982,871
Developer Profit	£3,034,000	Developer Profit	£3,034,000
S106/S278 Costs	£391,325	S106/S278 Costs	£391,325
SAMM	£19,947	SAMM	£19,947
Affordable Contribution	£802,493	Affordable Contribution	£976,948
Total Costs	£13,156,101	Total Costs	£13,322,168
Residual Land Value (RLV)	£2,013,899	Residual Land Value (RLV)	£1,847,832
RLV - 4% Stamp Duty & 2% Purchase Fees	£1,899,121	RLV - 4% Stamp Duty & 2% Purchase Fees	£1,736,375
RLV as pounds per hectare	£3,798,241	RLV as pounds per hectare	£3,472,750

Value Point 3 - 50 Units Retirement 20%

Revenue	
Open Market Revenue	15,170,000
Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000

Costs	
Open Market Construction	£6,429,046
Affordable Construction	£0
Fees	£1,002,931
Cost of Sales	£455,100
Legal Fees	£30,000
Finance	£977,838
Developer Profit	£3,034,000
S106/S278 Costs	£391,325
SAMM	£19,947
Affordable Contribution	£1,081,621
Total Costs	£13,421,808

Residual Land Value (RLV)	£1,748,192
RLV - 4% Stamp Duty & 2%	
Purchase Fees	£1,638,728
RLV as pounds per hectare	£3,277,455

Value Point 4 - 50 Units Retirement 20%

Revenue	
Open Market Revenue	15,170,000
Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000

Costs	
Open Market Construction	£6,429,046
Affordable Construction	£0
Fees	£1,002,931
Cost of Sales	£455,100
Legal Fees	£30,000
Finance	£967,773
Developer Profit	£3,034,000
S106/S278 Costs	£391,325
SAMM	£19,947
Affordable Contribution	£1,290,967
Total Costs	£13,621,089

Residual Land Value (RLV)	£1,548,911
RLV - 4% Stamp Duty & 2%	
Purchase Fees	£1,443,433
RLV as pounds per hectare	£2,886,866

Retirement Housing 25% Contribution**Value Point 1 - 50 Units Retirement 25%**

Revenue	
Open Market Revenue	15,170,000
Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000

Costs	
Open Market Construction	£6,429,046
Affordable Construction	£0
Fees	£1,002,931
Cost of Sales	£455,100
Legal Fees	£30,000
Finance	£981,613
Developer Profit	£3,034,000
S106/S278 Costs	£391,325
SAMM	£19,947
Affordable Contribution	£1,003,116
Total Costs	£13,347,078

Residual Land Value (RLV)	£1,822,922
RLV - 4% Stamp Duty & 2%	
Purchase Fees	£1,711,963
RLV as pounds per hectare	£3,423,927

Value Point 2 - 50 Units Retirement 25%

Revenue	
Open Market Revenue	15,170,000
Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000

Costs	
Open Market Construction	£6,429,046
Affordable Construction	£0
Fees	£1,002,931
Cost of Sales	£455,100
Legal Fees	£30,000
Finance	£971,128
Developer Profit	£3,034,000
S106/S278 Costs	£391,325
SAMM	£19,947
Affordable Contribution	£1,221,185
Total Costs	£13,554,662

Residual Land Value (RLV)	£1,615,338
RLV - 4% Stamp Duty & 2%	
Purchase Fees	£1,508,531
RLV as pounds per hectare	£3,017,062

Value Point 3 - 50 Units Retirement 25%

Revenue	
Open Market Revenue	15,170,000
Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000

Costs	
Open Market Construction	£6,429,046
Affordable Construction	£0
Fees	£1,002,931
Cost of Sales	£455,100
Legal Fees	£30,000
Finance	£964,837
Developer Profit	£3,034,000
S106/S278 Costs	£391,325
SAMM	£19,947
Affordable Contribution	£1,352,026
Total Costs	£13,679,212

Residual Land Value (RLV)	£1,490,788
RLV - 4% Stamp Duty & 2%	
Purchase Fees	£1,386,472
RLV as pounds per hectare	£2,772,944

Value Point 4 - 50 Units Retirement 25%

Revenue	
Open Market Revenue	15,170,000
Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000

Costs	
Open Market Construction	£6,429,046
Affordable Construction	£0
Fees	£1,002,931
Cost of Sales	£455,100
Legal Fees	£30,000
Finance	£952,255
Developer Profit	£3,034,000
S106/S278 Costs	£391,325
SAMM	£19,947
Affordable Contribution	£1,613,709
Total Costs	£13,928,313

Residual Land Value (RLV)	£1,241,687
RLV - 4% Stamp Duty & 2%	
Purchase Fees	£1,142,353
RLV as pounds per hectare	£2,284,707

Retirement Housing 30% Contribution**Value Point 1 - 50 Units Retirement 30%**

Revenue	
Open Market Revenue	15,170,000
Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000

Costs	
Open Market Construction	£6,429,046
Affordable Construction	£0
Fees	£1,002,931
Cost of Sales	£455,100
Legal Fees	£30,000
Finance	£971,967
Developer Profit	£3,034,000
S106/S278 Costs	£391,325
SAMM	£19,947
Affordable Contribution	£1,203,739
Total Costs	£13,538,055

Residual Land Value (RLV)	£1,631,945
RLV - 4% Stamp Duty & 2%	
Purchase Fees	£1,524,806
RLV as pounds per hectare	£3,049,613

Value Point 2 - 50 Units Retirement 30%

Revenue	
Open Market Revenue	15,170,000
Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000

Costs	
Open Market Construction	£6,429,046
Affordable Construction	£0
Fees	£1,002,931
Cost of Sales	£455,100
Legal Fees	£30,000
Finance	£959,385
Developer Profit	£3,034,000
S106/S278 Costs	£391,325
SAMM	£19,947
Affordable Contribution	£1,465,422
Total Costs	£13,787,156

Residual Land Value (RLV)	£1,382,844
RLV - 4% Stamp Duty & 2%	
Purchase Fees	£1,280,687
RLV as pounds per hectare	£2,561,375

Value Point 3 - 50 Units Retirement 30%

Revenue	
Open Market Revenue	15,170,000
Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000

Costs	
Open Market Construction	£6,429,046
Affordable Construction	£0
Fees	£1,002,931
Cost of Sales	£455,100
Legal Fees	£30,000
Finance	£951,835
Developer Profit	£3,034,000
S106/S278 Costs	£391,325
SAMM	£19,947
Affordable Contribution	£1,622,431
Total Costs	£13,936,616

Residual Land Value (RLV)	£1,233,384
RLV - 4% Stamp Duty & 2%	
Purchase Fees	£1,134,217
RLV as pounds per hectare	£2,268,433

Value Point 4 - 50 Units Retirement 30%

Revenue	
Open Market Revenue	15,170,000
Affordable Revenue	£0
Total Revenue (GDV)	£15,170,000

Costs	
Open Market Construction	£6,429,046
Affordable Construction	£0
Fees	£1,002,931
Cost of Sales	£455,100
Legal Fees	£30,000
Finance	£936,737
Developer Profit	£3,034,000
S106/S278 Costs	£391,325
SAMM	£19,947
Affordable Contribution	£1,936,450
Total Costs	£14,235,536

Residual Land Value (RLV)	£934,464
RLV - 4% Stamp Duty & 2%	
Purchase Fees	£841,274
RLV as pounds per hectare	£1,682,549