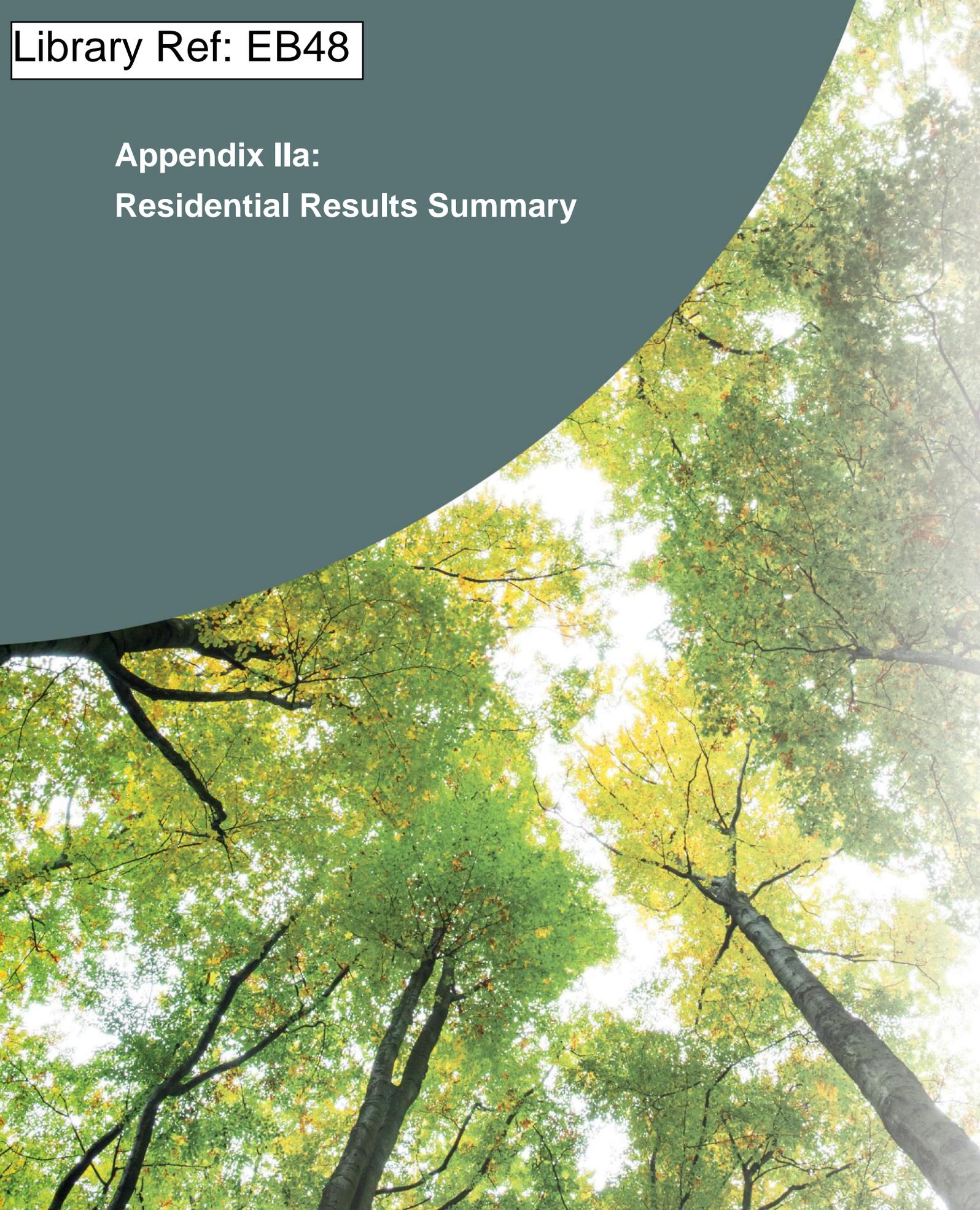


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**Appendix IIa:
Residential Results Summary**



**Table 1a: Residual Land Value Results by Value Level & Trial CIL Rate
- 6 Unit Scheme - Houses**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)									
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL	
6 Houses 0% AH	PDL/Greenfield	0.15	0.13	VL1	£2,750	£65,346	£52,431	£39,515	£26,600	£13,684	£769	Negative RLV			
				VL2	£3,000	£161,992	£149,378	£136,764	£124,151	£111,481	£98,566	£85,650	£72,735	£59,819	
				VL3	£3,250	£256,338	£244,178	£232,017	£219,662	£207,048	£194,434	£181,821	£169,207	£156,594	
				VL4	£3,500	£348,419	£336,259	£324,098	£311,938	£299,777	£287,616	£275,456	£263,295	£251,135	
				VL5	£3,750	£440,500	£428,340	£416,179	£404,019	£391,858	£379,697	£367,537	£355,376	£343,216	
				VL6	£4,000	£532,581	£520,421	£508,260	£496,099	£483,939	£471,778	£459,618	£447,457	£435,297	
				VL7	£4,500	£716,743	£704,582	£692,422	£680,261	£668,101	£655,940	£643,780	£631,619	£619,458	
				Residual Land Value (£/Ha)											
				VL1	£2,750	£426,171	£341,939	£257,708	£173,476	£89,245	£5,013	Negative RLV			
				VL2	£3,000	£1,056,466	£974,204	£891,942	£809,680	£727,052	£642,821	£558,589	£474,358	£390,126	
				VL3	£3,250	£1,671,773	£1,592,465	£1,513,156	£1,432,575	£1,350,313	£1,268,051	£1,185,789	£1,103,527	£1,021,265	
				VL4	£3,500	£2,272,300	£2,192,992	£2,113,684	£2,034,376	£1,955,068	£1,875,760	£1,796,451	£1,717,143	£1,637,835	
				VL5	£3,750	£2,872,828	£2,793,520	£2,714,212	£2,634,904	£2,555,595	£2,476,287	£2,396,979	£2,317,671	£2,238,363	
				VL6	£4,000	£3,473,356	£3,394,048	£3,314,739	£3,235,431	£3,156,123	£3,076,815	£2,997,507	£2,918,199	£2,838,890	
VL7	£4,500	£4,674,411	£4,595,103	£4,515,795	£4,436,487	£4,357,178	£4,277,870	£4,198,562	£4,119,254	£4,039,946					

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)									
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL	
6 Houses 20% AH FC	PDL/Greenfield	0.15	0.13	VL1	£2,750	£6,529	Negative RLV								
				VL2	£3,000	£98,979	£86,064	£73,148	£60,233	£47,317	£34,402	£21,486	£8,571	Negative RLV	
				VL3	£3,250	£189,616	£177,003	£164,389	£151,776	£139,162	£126,548	£113,935	£101,021	£88,105	
				VL4	£3,500	£277,937	£265,776	£253,615	£241,455	£229,294	£216,837	£204,224	£191,610	£178,997	
				VL5	£3,750	£364,983	£352,822	£340,662	£328,501	£316,341	£304,180	£292,020	£279,859	£267,698	
				VL6	£4,000	£452,030	£439,869	£427,708	£415,548	£403,387	£391,227	£379,066	£366,905	£354,745	
				VL7	£4,500	£626,122	£613,962	£601,801	£589,641	£577,480	£565,319	£553,159	£540,998	£528,838	
				Residual Land Value (£/Ha)											
				VL1	£2,750	£42,580	Negative RLV								
				VL2	£3,000	£645,516	£561,284	£477,053	£392,821	£308,590	£224,359	£140,127	£55,896	Negative RLV	
				VL3	£3,250	£1,236,627	£1,154,365	£1,072,103	£989,840	£907,578	£825,316	£743,054	£658,831	£574,600	
				VL4	£3,500	£1,812,630	£1,733,322	£1,654,014	£1,574,706	£1,495,398	£1,414,155	£1,331,893	£1,249,631	£1,167,369	
				VL5	£3,750	£2,380,324	£2,301,016	£2,221,708	£2,142,400	£2,063,092	£1,983,784	£1,904,475	£1,825,167	£1,745,859	
				VL6	£4,000	£2,948,018	£2,868,710	£2,789,402	£2,710,094	£2,630,786	£2,551,478	£2,472,169	£2,392,861	£2,313,553	
VL7	£4,500	£4,083,407	£4,004,099	£3,924,790	£3,845,482	£3,766,174	£3,686,866	£3,607,558	£3,528,250	£3,448,941					

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

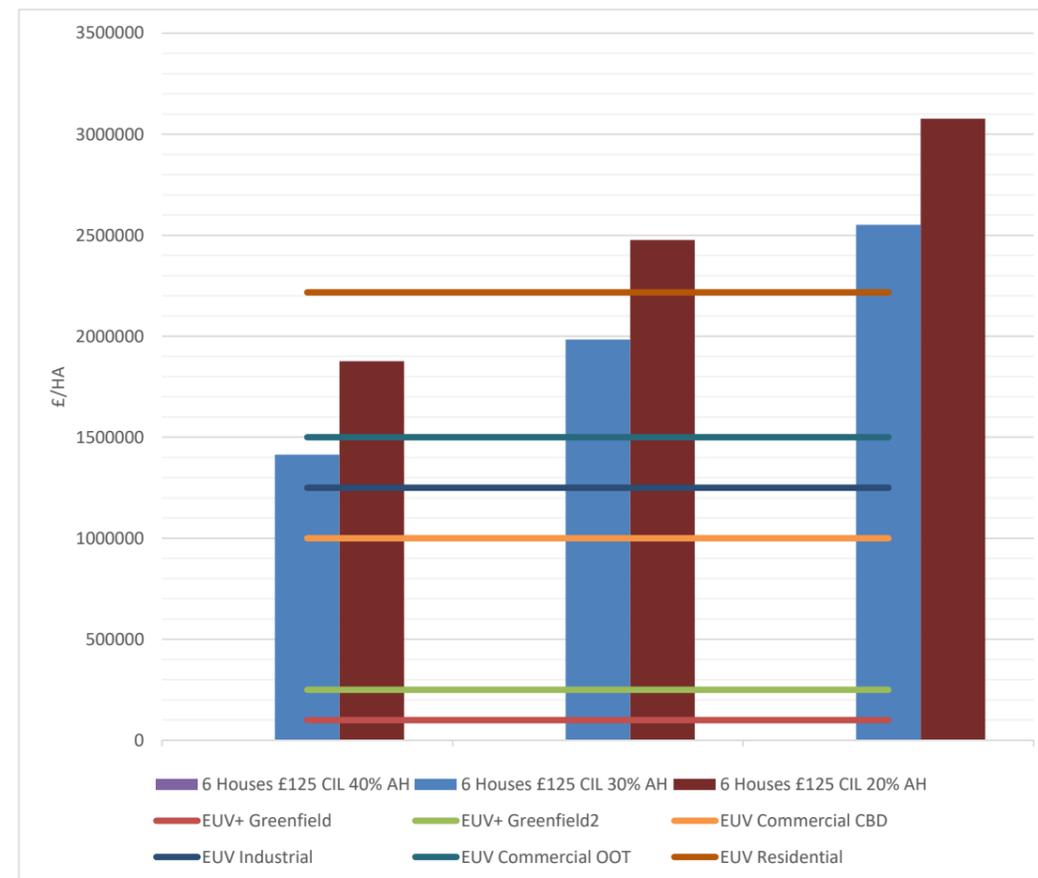
**Table 1a(i): Surplus Analysis
- 6 Unit Scheme - Houses**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
6	Houses 0% AH	PDL/Greenfield	0.15	0.13	VL4	£3,500	£287,616	£1,875,760	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,775,760	£1,625,760	£875,760	£625,760	£375,760	£-341,240
					VL5	£3,750	£379,697	£2,476,287							£2,376,287	£2,226,287	£1,476,287	£1,226,287	£976,287	£259,287
					VL6	£4,000	£471,778	£3,076,815							£2,976,815	£2,826,815	£2,076,815	£1,826,815	£1,576,815	£859,815

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
6	Houses 20% AH	PDL/Greenfield	0.15	0.13	VL4	£3,500	£216,837	£1,414,155	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,314,155	£1,164,155	£414,155	£164,155	£-85,845	£-802,845
					VL5	£3,750	£304,180	£1,983,784							£1,883,784	£1,733,784	£983,784	£733,784	£483,784	£-233,216
					VL6	£4,000	£391,227	£2,551,478							£2,451,478	£2,301,478	£1,551,478	£1,301,478	£1,051,478	£334,478

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

**Table 1b: Residual Land Value Results by Value Level & Trial CIL Rate
- 10 Unit Scheme - Houses**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
10 Houses 20% AH	PDL/Greenfield	0.26	0.22	VL1	£2,750	Negative RLV													
				VL2	£3,000	£36,509	£16,169	Negative RLV								£4,228			
				VL3	£3,250	£288,175	£269,064	£249,953	£230,842	£211,378	£191,529	£171,681	£151,833	£131,984					
				VL4	£3,500	£411,414	£392,303	£373,193	£354,082	£334,971	£315,860	£296,750	£277,639	£258,528					
				VL5	£3,750	£538,415	£519,304	£500,193	£481,083	£461,972	£442,861	£423,751	£404,640	£385,529					
				VL6	£4,000	£659,261	£640,150	£621,039	£601,929	£582,818	£563,707	£544,596	£525,486	£506,375					
				VL7	£4,500	£895,615	£877,734	£859,852	£841,971	£824,090	£806,208	£788,327	£769,446	£750,565					
				Residual Land Value (£/Ha)						Residual Land Value (£/Ha)									
				VL1	£2,750	£142,863	£63,271	Negative RLV								£16,545			
				VL2	£3,000	£648,063	£570,395	£492,728	£414,504	£334,912	£255,320	£175,728	£96,137	Negative RLV					
				VL3	£3,250	£1,127,640	£1,052,859	£978,078	£903,297	£827,130	£749,463	£671,795	£594,128	£516,460					
				VL4	£3,500	£1,609,881	£1,535,100	£1,460,319	£1,385,538	£1,310,757	£1,235,976	£1,161,195	£1,086,414	£1,011,633					
				VL5	£3,750	£2,106,841	£2,032,060	£1,957,278	£1,882,497	£1,807,716	£1,732,935	£1,658,154	£1,583,373	£1,508,592					
				VL6	£4,000	£2,579,716	£2,504,935	£2,430,154	£2,355,372	£2,280,591	£2,205,810	£2,131,029	£2,056,248	£1,981,467					
				VL7	£4,500	£3,504,580	£3,434,609	£3,364,639	£3,294,669	£3,224,699	£3,154,729	£3,084,758	£3,010,026	£2,935,245					

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
10 Houses 30% AH	PDL/Greenfield	0.26	0.22	VL1	£2,750	Negative RLV													
				VL2	£3,000	£106,036	£85,696	£65,356	£45,016	£24,675	£4,335	Negative RLV				£60,231			
				VL3	£3,250	£220,265	£200,416	£180,568	£160,720	£140,871	£121,023	£100,911	£80,571	£60,231					
				VL4	£3,500	£334,080	£314,970	£295,859	£276,748	£257,637	£238,527	£219,359	£199,510	£179,662					
				VL5	£3,750	£453,294	£434,183	£415,072	£395,961	£376,851	£357,740	£338,629	£319,518	£300,408					
				VL6	£4,000	£563,635	£544,525	£525,414	£506,303	£487,193	£468,082	£448,971	£429,860	£410,750					
				VL7	£4,500	£787,276	£768,166	£749,055	£729,944	£710,833	£691,723	£672,612	£653,501	£634,391					
				Residual Land Value (£/Ha)						Residual Land Value (£/Ha)									
				VL1	£2,750	Negative RLV													
				VL2	£3,000	£414,924	£335,332	£255,740	£176,148	£96,556	£16,964	Negative RLV				£235,686			
				VL3	£3,250	£861,905	£784,238	£706,570	£628,903	£551,235	£473,567	£394,869	£315,278	£235,686					
				VL4	£3,500	£1,307,271	£1,232,490	£1,157,709	£1,082,927	£1,008,146	£933,365	£858,360	£780,692	£703,025					
				VL5	£3,750	£1,773,757	£1,698,976	£1,624,195	£1,549,414	£1,474,633	£1,399,852	£1,325,071	£1,250,290	£1,175,509					
				VL6	£4,000	£2,205,530	£2,130,749	£2,055,968	£1,981,187	£1,906,406	£1,831,625	£1,756,843	£1,682,062	£1,607,281					
				VL7	£4,500	£3,080,646	£3,005,865	£2,931,084	£2,856,303	£2,781,522	£2,706,741	£2,631,960	£2,557,179	£2,482,398					

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
10 Houses 40% AH	PDL/Greenfield	0.26	0.22	VL1	£2,750	Negative RLV													
				VL2	£3,000	£40,147	£19,968	Negative RLV								Negative RLV			
				VL3	£3,250	£141,961	£122,269	£102,349	£82,169	£61,989	£41,809	£21,630	£1,450	Negative RLV					
				VL4	£3,500	£246,728	£227,768	£208,341	£188,649	£168,957	£149,265	£129,573	£109,834	£89,654					
				VL5	£3,750	£356,084	£337,124	£318,163	£299,203	£280,243	£261,283	£242,323	£223,363	£203,766					
				VL6	£4,000	£453,129	£434,169	£415,209	£396,249	£377,289	£358,329	£339,369	£320,409	£301,449					
				VL7	£4,500	£651,324	£632,364	£613,404	£594,444	£575,484	£556,524	£537,564	£518,604	£499,644					
				Residual Land Value (£/Ha)						Residual Land Value (£/Ha)									
				VL1	£2,750	Negative RLV													
				VL2	£3,000	£157,098	£78,134	Negative RLV								Negative RLV			
				VL3	£3,250	£555,500	£478,445	£400,495	£321,531	£242,566	£163,602	£84,637	£5,673	Negative RLV					
				VL4	£3,500	£965,457	£891,266	£815,247	£738,192	£661,137	£584,081	£507,026	£429,784	£350,820					
				VL5	£3,750	£1,393,371	£1,319,179	£1,244,987	£1,170,796	£1,096,604	£1,022,413	£948,221	£874,030	£797,346					
				VL6	£4,000	£1,773,115	£1,698,923	£1,624,732	£1,550,540	£1,476,349	£1,402,157	£1,327,965	£1,253,774	£1,179,582					
				VL7	£4,500	£2,548,660	£2,474,468	£2,400,277	£2,326,085	£2,251,893	£2,177,702	£2,103,510	£2,029,319	£1,955,127					

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

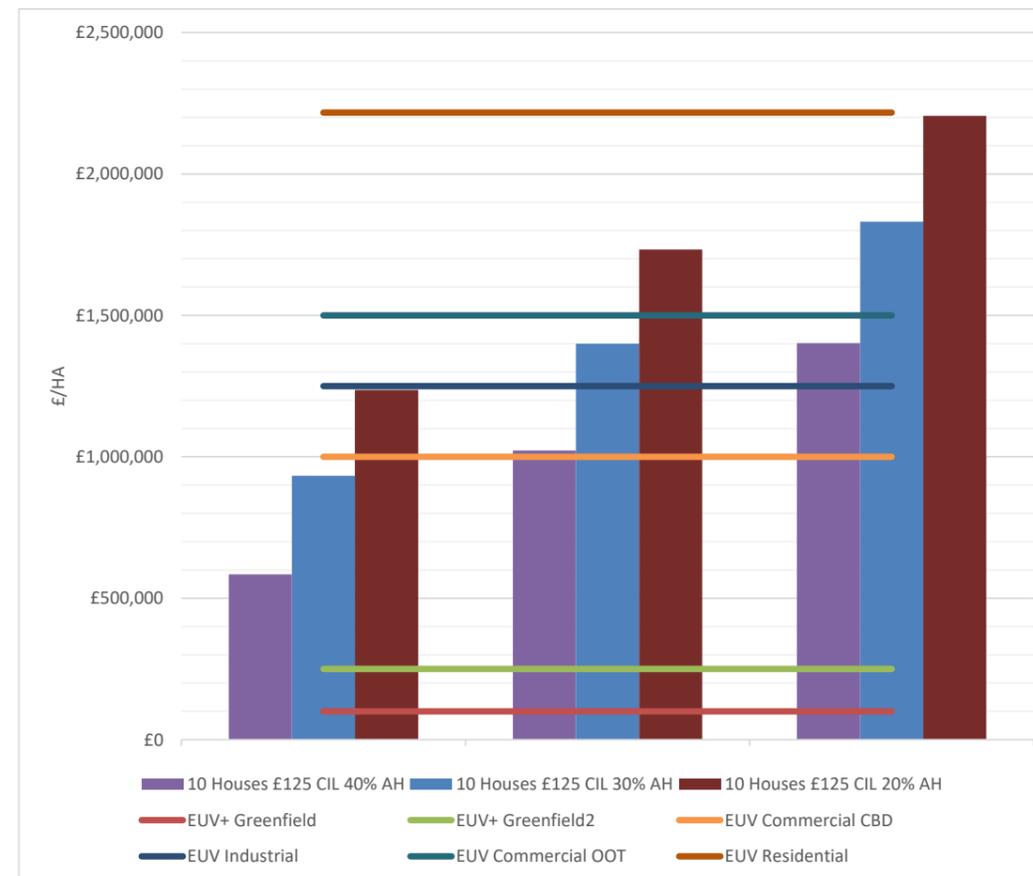
Source: Dixon Searle Partnership (2019)

**Table 1b(i): Surplus Analysis
- 10 Unit Scheme - Houses**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
10	Houses 20% AH	PDL/Greenfield	0.26	0.22	VL4	£3,500	£315,860	£1,235,976	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,135,976	£985,976	£235,976	-£14,024	-£264,024	-£981,024
					VL5	£3,750	£442,861	£1,732,935							£1,632,935	£1,482,935	£732,935	£482,935	£232,935	-£484,065
					VL6	£4,000	£563,707	£2,205,810							£2,105,810	£1,955,810	£1,205,810	£955,810	£705,810	-£11,190
10	Houses 30% AH	PDL/Greenfield	0.26	0.22	VL4	£3,500	£238,527	£933,365	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£833,365	£683,365	-£66,635	-£316,635	-£566,635	-£1,283,635
					VL5	£3,750	£357,740	£1,399,852							£1,299,852	£1,149,852	£399,852	£149,852	-£100,148	-£817,148
					VL6	£4,000	£468,082	£1,831,625							£1,731,625	£1,581,625	£831,625	£581,625	£331,625	-£385,375
10	Houses 40% AH	PDL/Greenfield	0.26	0.22	VL4	£3,500	£149,265	£584,081	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£484,081	£334,081	-£415,919	-£665,919	-£915,919	-£1,632,919
					VL5	£3,750	£261,283	£1,022,413							£922,413	£772,413	£22,413	-£227,587	-£477,587	-£1,194,587
					VL6	£4,000	£358,329	£1,402,157							£1,302,157	£1,152,157	£402,157	£152,157	-£97,843	-£814,843

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

Table 1c: Residual Land Value Results by Value Level & Trial CIL Rate - 11 Unit Scheme - Houses

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
11 Houses 20% AH	PDL/Greenfield	0.28	0.24	VL1	£2,750	£250,234	£228,971	£207,199	£185,115	£163,032	£140,948	£118,865	£96,409	£73,778				
				VL2	£3,000	£388,951	£367,688	£346,425	£325,162	£303,900	£282,637	£261,374	£240,111	£218,769				
				VL3	£3,250	£525,616	£504,354	£483,091	£461,828	£440,565	£419,302	£398,039	£376,777	£355,514				
				VL4	£3,500	£665,017	£643,755	£622,492	£601,229	£579,966	£558,703	£537,440	£516,178	£494,915				
				VL5	£3,750	£806,891	£786,917	£765,654	£744,391	£723,128	£701,866	£680,603	£659,340	£638,077				
				VL6	£4,000	£935,084	£915,189	£895,294	£875,399	£855,504	£835,609	£815,715	£795,820	£775,926				
				VL7	£4,500	£1,193,390	£1,173,496	£1,153,601	£1,133,706	£1,113,811	£1,093,916	£1,074,021	£1,054,126	£1,034,231				
				Residual Land Value (£/Ha)						£890,160	£814,521	£737,071	£658,513	£579,955	£501,397	£422,839	£342,956	£262,452
				VL1	£2,750	£1,383,620	£1,307,981	£1,232,343	£1,156,704	£1,081,066	£1,005,427	£929,789	£854,150	£778,230				
				VL2	£3,000	£1,869,782	£1,794,143	£1,718,505	£1,642,866	£1,567,227	£1,491,589	£1,415,950	£1,340,312	£1,264,673				
				VL3	£3,250	£2,365,674	£2,290,036	£2,214,397	£2,138,759	£2,063,120	£1,987,482	£1,911,843	£1,836,205	£1,760,566				
				VL4	£3,500	£2,870,362	£2,799,309	£2,723,670	£2,648,032	£2,572,393	£2,496,755	£2,421,116	£2,345,478	£2,269,839				
				VL5	£3,750	£3,326,386	£3,255,614	£3,184,841	£3,114,069	£3,043,296	£2,972,524	£2,901,751	£2,830,979	£2,757,217				
				VL6	£4,000	£4,245,263	£4,174,490	£4,103,718	£4,032,945	£3,962,173	£3,891,400	£3,820,628	£3,749,855	£3,679,083				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
11 Houses 30% AH	PDL/Greenfield	0.28	0.24	VL1	£2,750	£198,543	£176,616	£154,689	£132,762	£110,811	£88,341	£65,870	£43,400	£20,930				
				VL2	£3,000	£325,750	£304,638	£283,526	£262,414	£241,302	£220,190	£198,235	£176,308	£154,381				
				VL3	£3,250	£448,929	£427,817	£406,704	£385,592	£364,480	£343,368	£322,256	£301,144	£280,031				
				VL4	£3,500	£576,371	£555,259	£534,146	£513,034	£491,922	£470,810	£449,698	£428,586	£407,473				
				VL5	£3,750	£709,676	£688,563	£667,451	£646,339	£625,227	£604,115	£583,002	£561,890	£540,778				
				VL6	£4,000	£830,476	£810,722	£790,968	£770,050	£748,938	£727,826	£706,714	£685,602	£664,489				
				VL7	£4,500	£1,064,974	£1,045,220	£1,025,466	£1,005,712	£985,958	£966,204	£946,450	£926,696	£906,942				
				Residual Land Value (£/Ha)						£706,281	£628,279	£550,278	£472,276	£394,190	£314,255	£234,321	£154,387	£74,453
				VL1	£2,750	£1,158,796	£1,083,694	£1,008,591	£933,488	£858,386	£783,185	£705,184	£627,182	£549,181				
				VL2	£3,000	£1,596,980	£1,521,877	£1,446,775	£1,371,672	£1,296,569	£1,221,467	£1,146,364	£1,071,262	£996,159				
				VL3	£3,250	£2,050,331	£1,975,228	£1,900,126	£1,825,023	£1,749,921	£1,674,818	£1,599,715	£1,524,613	£1,449,510				
				VL4	£3,500	£2,524,537	£2,449,435	£2,374,332	£2,299,230	£2,224,127	£2,149,024	£2,073,922	£1,998,819	£1,923,717				
				VL5	£3,750	£2,954,263	£2,883,992	£2,813,721	£2,739,309	£2,664,207	£2,589,104	£2,514,001	£2,438,899	£2,363,796				
				VL6	£4,000	£3,788,443	£3,718,172	£3,647,901	£3,577,630	£3,507,359	£3,437,088	£3,366,817	£3,296,546	£3,226,275				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
11 Houses 40% AH	PDL/Greenfield	0.28	0.24	VL1	£2,750	£149,229	£127,302	£105,215	£82,745	£60,274	£37,804	£15,334	Negative RLV					
				VL2	£3,000	£268,519	£247,407	£226,295	£204,576	£182,649	£160,722	£138,795	£116,867	£94,523				
				VL3	£3,250	£381,043	£359,930	£338,818	£317,706	£296,594	£275,482	£254,369	£233,257	£211,807				
				VL4	£3,500	£499,037	£477,925	£456,813	£435,701	£414,588	£393,476	£372,364	£351,252	£330,140				
				VL5	£3,750	£624,554	£603,442	£582,330	£561,218	£540,106	£518,993	£497,881	£476,769	£455,657				
				VL6	£4,000	£737,762	£716,649	£695,537	£674,425	£653,313	£632,201	£611,088	£589,976	£568,864				
				VL7	£4,500	£956,691	£936,937	£917,183	£897,429	£877,675	£857,921	£838,167	£818,413	£798,659				
				Residual Land Value (£/Ha)						£530,853	£452,851	£374,283	£294,349	£214,415	£134,481	£54,547	Negative RLV	
				VL1	£2,750	£955,206	£880,104	£805,001	£727,740	£649,739	£571,737	£493,735	£415,734	£336,246				
				VL2	£3,000	£1,355,487	£1,280,385	£1,205,282	£1,130,180	£1,055,077	£979,974	£904,872	£829,769	£753,464				
				VL3	£3,250	£1,775,231	£1,700,128	£1,625,025	£1,549,923	£1,474,820	£1,399,718	£1,324,615	£1,249,512	£1,174,410				
				VL4	£3,500	£2,221,734	£2,146,632	£2,071,529	£1,996,427	£1,921,324	£1,846,221	£1,771,119	£1,696,016	£1,620,913				
				VL5	£3,750	£2,624,448	£2,549,346	£2,474,243	£2,399,140	£2,324,038	£2,248,935	£2,173,832	£2,098,730	£2,023,627				
				VL6	£4,000	£3,403,248	£3,332,977	£3,262,706	£3,192,435	£3,122,164	£3,051,893	£2,981,622	£2,911,351	£2,841,080				
VL7	£4,500																	

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

Source: Dixon Searle Partnership (2019)

**Table 1c(i): Surplus Analysis
- 11 Unit Scheme - Houses**

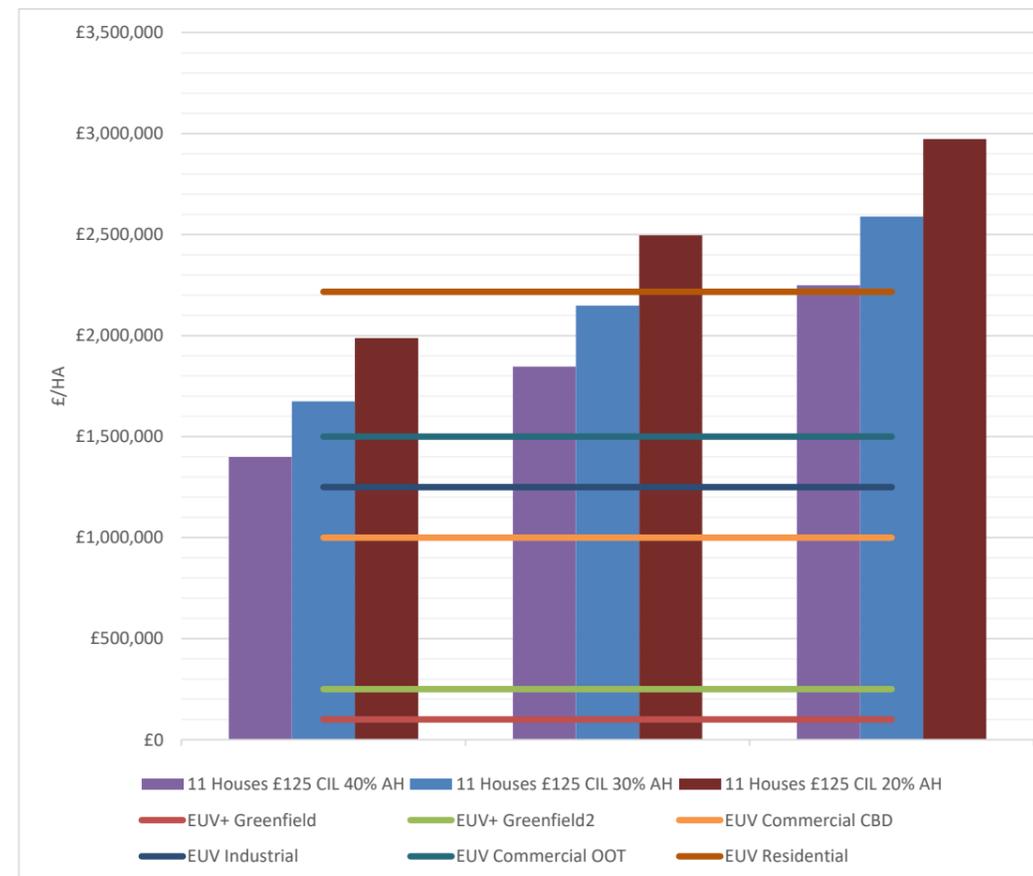
Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
11	Houses 20% AH	PDL/Greenfield	0.28	0.24	VL4	£3,500	£558,703	£1,987,482	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,887,482	£1,737,482	£987,482	£737,482	£487,482	-£229,518
					VL5	£3,750	£701,866	£2,496,755							£2,396,755	£2,246,755	£1,496,755	£1,246,755	£996,755	£279,755
					VL6	£4,000	£835,609	£2,972,524							£2,872,524	£2,722,524	£1,972,524	£1,722,524	£1,472,524	£755,524

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
11	Houses 30% AH	PDL/Greenfield	0.28	0.24	VL4	£3,500	£470,810	£1,674,818	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,574,818	£1,424,818	£674,818	£424,818	£174,818	-£542,182
					VL5	£3,750	£604,115	£2,149,024							£2,049,024	£1,899,024	£1,149,024	£899,024	£649,024	-£67,976
					VL6	£4,000	£727,826	£2,589,104							£2,489,104	£2,339,104	£1,589,104	£1,339,104	£1,089,104	£372,104

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
11	Houses 40% AH	PDL/Greenfield	0.28	0.24	VL4	£3,500	£393,476	£1,399,718	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,299,718	£1,149,718	£399,718	£149,718	-£100,282	-£817,282
					VL5	£3,750	£518,993	£1,846,221							£1,746,221	£1,596,221	£846,221	£596,221	£346,221	-£370,779
					VL6	£4,000	£632,201	£2,248,935							£2,148,935	£1,998,935	£1,248,935	£998,935	£748,935	£31,935

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

Table 1d: Residual Land Value Results by Value Level & Trial CIL Rate
- 15 Unit Scheme - Houses

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
15 Houses 20% AH	PDL/Greenfield	0.38	0.33	VL1	£2,750	£357,644	£328,181	£298,719	£269,257	£239,794	£209,924	£179,324	£148,725	£118,125				
				VL2	£3,000	£546,727	£517,264	£487,802	£458,340	£428,877	£399,415	£369,953	£340,490	£311,028				
				VL3	£3,250	£732,612	£703,149	£673,687	£644,225	£614,762	£585,300	£555,838	£526,375	£496,913				
				VL4	£3,500	£914,100	£886,534	£858,967	£831,400	£803,833	£775,449	£745,987	£716,524	£687,062				
				VL5	£3,750	£1,097,502	£1,069,935	£1,042,368	£1,014,801	£987,234	£959,667	£932,100	£904,533	£876,966				
				VL6	£4,000	£1,271,057	£1,244,248	£1,216,793	£1,189,227	£1,161,660	£1,134,093	£1,106,526	£1,078,959	£1,051,392				
				VL7	£4,500	£1,613,223	£1,586,414	£1,559,605	£1,532,796	£1,505,988	£1,479,179	£1,452,370	£1,425,561	£1,398,752				
				Residual Land Value (£/Ha)						£932,984	£856,125	£779,267	£702,409	£625,550	£547,628	£467,803	£387,978	£308,153
				VL1	£2,750	£1,426,243	£1,349,385	£1,272,527	£1,195,668	£1,118,810	£1,041,952	£965,093	£888,235	£811,377				
				VL2	£3,000	£1,911,161	£1,834,303	£1,757,444	£1,680,586	£1,603,728	£1,526,870	£1,450,011	£1,373,153	£1,296,295				
				VL3	£3,250	£2,384,610	£2,312,696	£2,240,782	£2,168,868	£2,096,955	£2,022,910	£1,946,052	£1,869,193	£1,792,335				
				VL4	£3,500	£2,863,049	£2,791,135	£2,719,221	£2,647,307	£2,575,394	£2,503,480	£2,431,566	£2,359,652	£2,287,738				
				VL5	£3,750	£3,315,800	£3,245,864	£3,174,244	£3,102,330	£3,030,416	£2,958,502	£2,886,589	£2,814,675	£2,742,761				
				VL6	£4,000	£4,208,408	£4,138,472	£4,068,535	£3,998,599	£3,928,663	£3,858,727	£3,788,791	£3,718,855	£3,648,919				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
15 Houses 30% AH	PDL/Greenfield	0.38	0.33	VL1	£2,750	£310,162	£280,699	£251,237	£221,775	£191,209	£160,609	£130,010	£99,103	£67,745				
				VL2	£3,000	£489,495	£460,033	£430,571	£401,108	£371,646	£342,183	£312,721	£283,259	£253,796				
				VL3	£3,250	£664,726	£635,263	£605,801	£576,338	£546,876	£517,414	£487,951	£458,489	£429,027				
				VL4	£3,500	£841,742	£814,175	£786,502	£757,040	£727,577	£698,115	£668,653	£639,190	£609,728				
				VL5	£3,750	£1,017,857	£990,290	£962,723	£935,156	£907,589	£880,022	£852,455	£824,888	£797,321				
				VL6	£4,000	£1,182,454	£1,154,887	£1,127,320	£1,099,753	£1,072,186	£1,044,619	£1,017,052	£989,485	£961,918				
				VL7	£4,500	£1,507,918	£1,481,109	£1,454,301	£1,427,492	£1,400,683	£1,373,874	£1,347,065	£1,320,257	£1,293,448				
				Residual Land Value (£/Ha)						£809,118	£732,259	£655,401	£578,543	£498,805	£418,980	£339,155	£258,529	£176,727
				VL1	£2,750	£1,276,944	£1,200,086	£1,123,228	£1,046,369	£969,511	£892,653	£815,794	£738,936	£662,078				
				VL2	£3,000	£1,734,067	£1,657,208	£1,580,350	£1,503,492	£1,426,633	£1,349,775	£1,272,917	£1,196,058	£1,119,200				
				VL3	£3,250	£2,195,848	£2,123,934	£2,051,745	£1,979,886	£1,898,028	£1,821,170	£1,744,311	£1,667,453	£1,590,595				
				VL4	£3,500	£2,655,279	£2,583,365	£2,511,451	£2,439,537	£2,367,623	£2,295,710	£2,223,796	£2,151,882	£2,079,968				
				VL5	£3,750	£3,084,663	£3,012,749	£2,940,835	£2,868,921	£2,797,007	£2,725,093	£2,653,180	£2,581,266	£2,509,352				
				VL6	£4,000	£3,933,700	£3,863,764	£3,793,828	£3,723,892	£3,653,956	£3,584,020	£3,514,084	£3,444,148	£3,374,212				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
15 Houses 40% AH	PDL/Greenfield	0.38	0.33	VL1	£2,750	£211,470	£181,027	£150,583	£120,140	£89,150	£57,952	£26,755	Negative RLV					
				VL2	£3,000	£369,063	£339,752	£310,440	£281,128	£251,817	£222,505	£192,124	£161,681	£131,237				
				VL3	£3,250	£520,152	£490,840	£461,528	£432,217	£402,905	£373,593	£344,281	£314,970	£285,658				
				VL4	£3,500	£679,447	£650,135	£620,823	£591,511	£562,200	£532,888	£503,576	£474,265	£444,953				
				VL5	£3,750	£846,044	£818,618	£791,192	£762,090	£732,779	£703,467	£674,155	£644,843	£615,532				
				VL6	£4,000	£988,373	£960,947	£933,521	£906,095	£878,669	£851,243	£823,817	£796,391	£767,646				
				VL7	£4,500	£1,277,729	£1,251,057	£1,223,936	£1,196,510	£1,169,084	£1,141,658	£1,114,232	£1,086,806	£1,059,380				
				Residual Land Value (£/Ha)						£551,660	£472,243	£392,827	£313,410	£232,564	£151,179	£69,795	Negative RLV	
				VL1	£2,750	£962,774	£886,309	£809,844	£733,378	£656,913	£580,448	£501,192	£421,775	£342,359				
				VL2	£3,000	£1,356,918	£1,280,452	£1,203,987	£1,127,522	£1,051,056	£974,591	£898,126	£821,660	£745,195				
				VL3	£3,250	£1,772,469	£1,696,004	£1,619,539	£1,543,073	£1,466,608	£1,390,143	£1,313,677	£1,237,212	£1,160,747				
				VL4	£3,500	£2,207,073	£2,135,526	£2,063,980	£1,988,062	£1,911,596	£1,835,131	£1,758,666	£1,682,200	£1,605,735				
				VL5	£3,750	£2,578,363	£2,506,817	£2,435,271	£2,363,725	£2,292,179	£2,220,633	£2,149,087	£2,077,541	£2,005,995				
				VL6	£4,000	£3,333,205	£3,263,626	£3,192,876	£3,121,330	£3,049,784	£2,978,238	£2,906,692	£2,835,146	£2,763,600				
VL7	£4,500																	

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

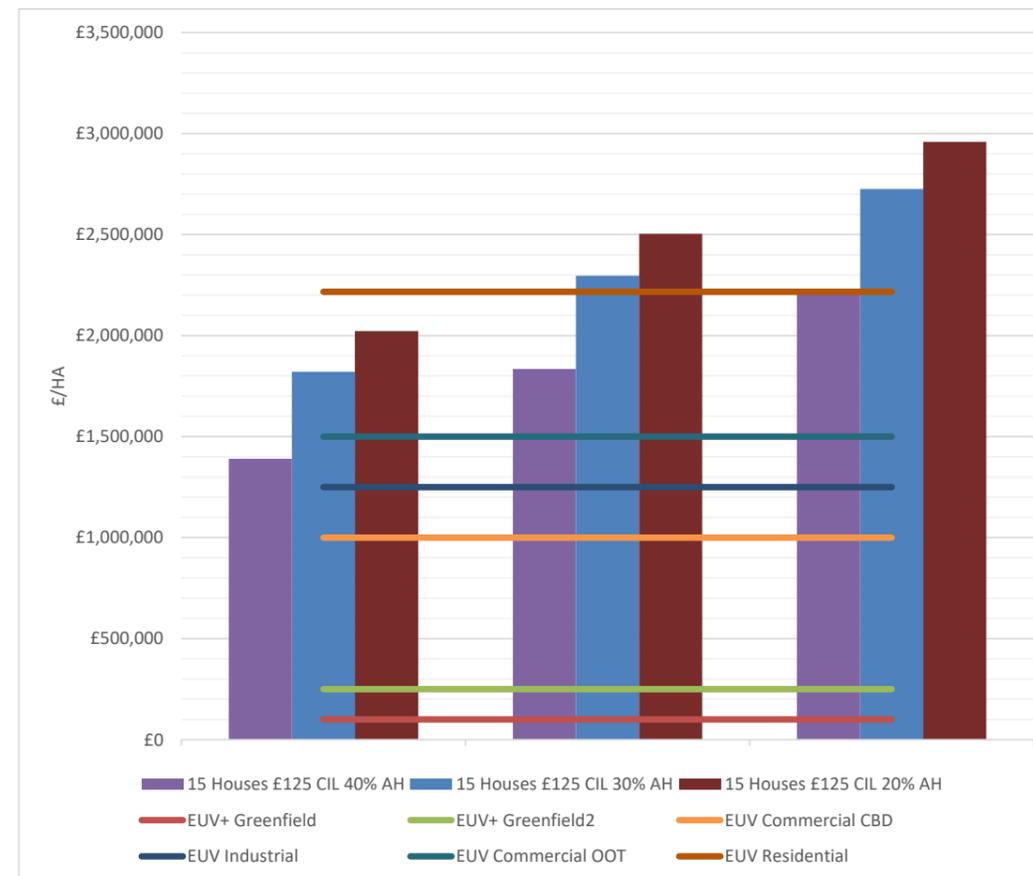
Source: Dixon Searle Partnership (2019)

**Table 1d(i): Surplus Analysis
- 15 Unit Scheme - Houses**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				VL4
15	Houses 20% AH	PDL/Greenfield	0.38	0.33	VL4	£3,500	£775,449	£2,022,910	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,922,910	£1,772,910	£1,022,910	£772,910	£522,910	£-194,090
					VL5	£3,750	£959,667	£2,503,480							£2,403,480	£2,253,480	£1,503,480	£1,253,480	£1,003,480	£286,480
					VL6	£4,000	£1,134,093	£2,958,502							£2,858,502	£2,708,502	£1,958,502	£1,708,502	£1,458,502	£741,502
15	Houses 30% AH	PDL/Greenfield	0.38	0.33	VL4	£3,500	£698,115	£1,821,170	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,721,170	£1,571,170	£821,170	£571,170	£321,170	£-395,830
					VL5	£3,750	£880,022	£2,295,710							£2,195,710	£2,045,710	£1,295,710	£1,045,710	£795,710	£78,710
					VL6	£4,000	£1,044,619	£2,725,093							£2,625,093	£2,475,093	£1,725,093	£1,475,093	£1,225,093	£508,093
15	Houses 40% AH	PDL/Greenfield	0.38	0.33	VL4	£3,500	£532,888	£1,390,143	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,290,143	£1,140,143	£390,143	£140,143	£-109,857	£-826,857
					VL5	£3,750	£703,467	£1,835,131							£1,735,131	£1,585,131	£835,131	£585,131	£335,131	£-381,869
					VL6	£4,000	£851,243	£2,220,633							£2,120,633	£1,970,633	£1,220,633	£970,633	£720,633	£3,633

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

**Table 1e: Residual Land Value Results by Value Level & Trial CIL Rate
- 15 Unit Scheme - Flats**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
15 Flats 20% AH	PDL - Town Centre	0.10	0.10	VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	£102,326	£78,881	£55,437	£31,992	£8,548	Negative RLV								
				VL5	£3,750	£230,801	£208,305	£185,427	£162,550	£139,672	£116,794	£93,473	£70,029	£46,584					
				VL6	£4,000	£348,803	£326,775	£304,748	£282,721	£260,693	£238,666	£216,474	£193,596	£170,718					
				VL7	£4,500	£586,756	£564,728	£542,701	£520,673	£498,646	£476,618	£454,591	£432,563	£410,536					
				Residual Land Value (£/Ha)						Negative RLV									
				VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	£1,023,257	£788,812	£554,367	£319,921	£85,476	Negative RLV								
				VL5	£3,750	£2,308,008	£2,083,052	£1,854,275	£1,625,498	£1,396,721	£1,167,944	£934,735	£700,290	£465,844					
				VL6	£4,000	£3,488,029	£3,267,755	£3,047,480	£2,827,206	£2,606,931	£2,386,656	£2,164,736	£1,935,959	£1,707,182					
VL7	£4,500	£5,867,556	£5,647,282	£5,427,007	£5,206,732	£4,986,458	£4,766,183	£4,545,909	£4,325,634	£4,105,360									

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
15 Flats 30% AH	PDL - Town Centre	0.10	0.10	VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	£96,524	£73,080	£49,635	£26,191	£2,746	Negative RLV								
				VL6	£4,000	£202,880	£180,002	£157,124	£134,246	£111,358	£87,913	£64,469	£41,024	£17,580					
				VL7	£4,500	£410,967	£388,939	£366,912	£344,884	£322,857	£300,829	£278,802	£256,775	£234,747					
				Residual Land Value (£/Ha)						Negative RLV									
				VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	£965,245	£730,799	£496,354	£261,908	£27,463	Negative RLV								
				VL6	£4,000	£2,028,795	£1,800,018	£1,571,241	£1,342,464	£1,113,580	£879,134	£644,689	£410,243	£175,798					
VL7	£4,500	£4,109,667	£3,889,393	£3,669,118	£3,448,844	£3,228,569	£3,008,295	£2,788,020	£2,567,745	£2,347,471									

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
15 Flats 40% AH	PDL - Town Centre	0.10	0.10	VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	£29,369	£5,386	Negative RLV											
				VL6	£4,000	£131,039	£107,532	£83,548	£59,565	£35,581	Negative RLV								
				VL7	£4,500	£330,448	£307,914	£285,380	£262,847	£240,313	£217,658	£194,255	£170,851	£147,447					
				Residual Land Value (£/Ha)						Negative RLV									
				VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	£293,692	£53,857	Negative RLV											
				VL6	£4,000	£1,310,385	£1,075,316	£835,481	£595,646	£355,811	£115,976	Negative RLV							
VL7	£4,500	£3,304,480	£3,079,142	£2,853,804	£2,628,465	£2,403,127	£2,176,583	£1,942,547	£1,708,510	£1,474,474									

Key:

RLV beneath Viability Test 1 (RLV <£100,000/ha)
RLV exceeding Viability Test 1 (RLV £250,000/ha)
RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

Source: Dixon Searle Partnership (2019)

**Table 1e(i): Surplus Analysis
- 15 Unit Scheme - Flats**

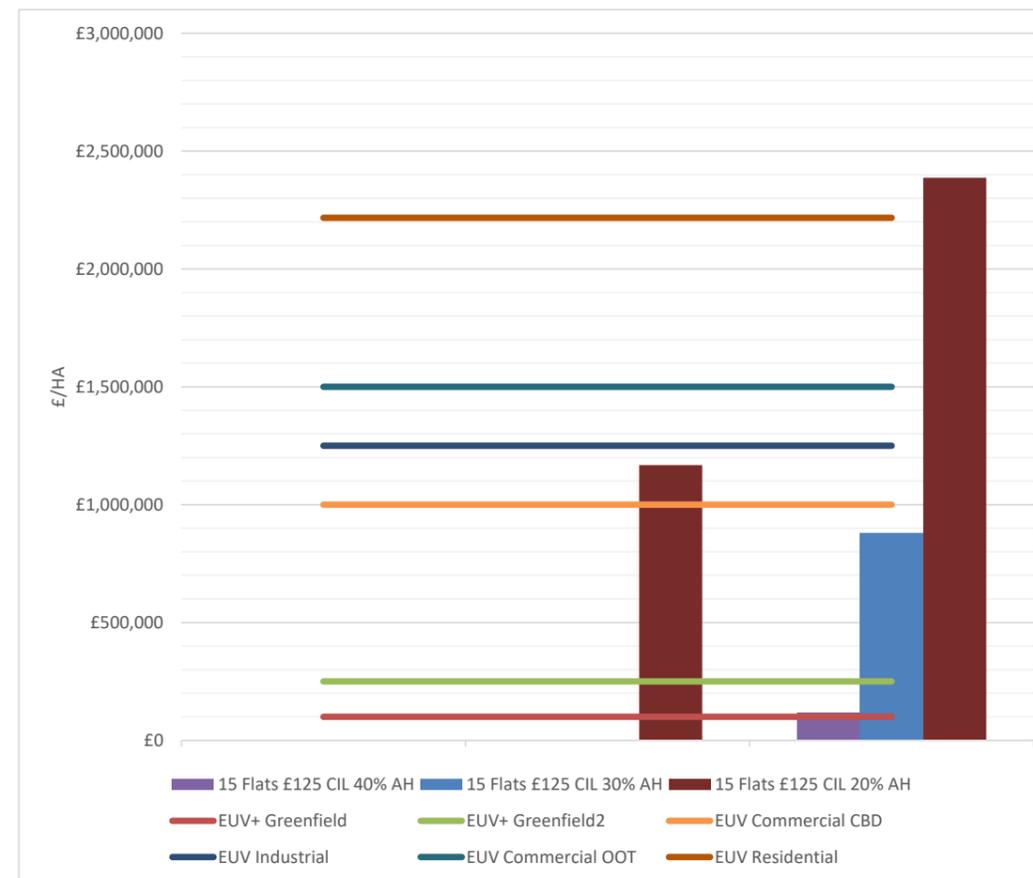
Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				Negative RLV
15	Flats 20% AH	PDL - Town Centre	0.10	0.10	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	£116,794	£1,167,944							£1,067,944	£917,944	£167,944	-£82,056	-£332,056	-£1,049,056
					VL6	£4,000	£238,666	£2,386,656							£2,286,656	£2,136,656	£1,386,656	£1,136,656	£886,656	£169,656

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				Negative RLV
15	Flats 30% AH	PDL - Town Centre	0.10	0.10	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	Negative RLV	Negative RLV							£779,134	£629,134	-£120,866	-£370,866	-£620,866	-£1,337,866
					VL6	£4,000	£87,913	£879,134												

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				Negative RLV
15	Flats 40% AH	PDL - Town Centre	0.10	0.10	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	Negative RLV	Negative RLV							£15,976	-£134,024	-£884,024	-£1,134,024	-£1,384,024	-£2,101,024
					VL6	£4,000	£11,598	£115,976												

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

**Table 1f: Residual Land Value Results by Value Level & Trial CIL Rate
- 25 Unit Scheme - Flats**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
25 Flats 20% AH	PDL - Town Centre	0.17	0.17	VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	£224,367	£184,268	£144,035	£103,603	£62,373	Negative RLV								
				VL5	£3,750	£441,080	£402,342	£363,604	£324,867	£286,129	£247,391	£208,180	£167,947	£127,713					
				VL6	£4,000	£647,134	£608,396	£569,658	£530,920	£492,182	£453,444	£414,706	£375,969	£337,231					
				VL7	£4,500	£1,045,126	£1,008,880	£972,634	£936,388	£900,143	£863,897	£827,651	£791,405	£752,891					
				Residual Land Value (£/Ha)						Negative RLV									
				VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	£1,346,203	£1,105,606	£864,207	£621,618	£374,238	Negative RLV								
				VL5	£3,750	£2,646,482	£2,414,054	£2,181,627	£1,949,199	£1,716,771	£1,484,344	£1,249,079	£1,007,680	£766,281					
				VL6	£4,000	£3,882,805	£3,650,377	£3,417,949	£3,185,522	£2,953,094	£2,720,667	£2,488,239	£2,255,811	£2,023,384					
VL7	£4,500	£6,270,755	£6,053,280	£5,835,805	£5,618,330	£5,400,855	£5,183,380	£4,965,905	£4,748,430	£4,517,348									

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
25 Flats 30% AH	PDL - Town Centre	0.17	0.17	VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	£311,782	£273,044	£234,306	£194,590	£154,357	£114,124	£72,951	£31,721	Negative RLV					
				VL6	£4,000	£501,881	£463,143	£424,405	£385,667	£346,929	£308,191	£269,453	£230,715	£190,861					
				VL7	£4,500	£880,646	£844,400	£808,154	£770,792	£732,054	£693,316	£654,578	£615,840	£577,102					
				Residual Land Value (£/Ha)						Negative RLV									
				VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	£1,870,693	£1,638,265	£1,405,838	£1,167,543	£926,143	£684,744	£437,709	£190,329	Negative RLV					
				VL6	£4,000	£3,011,283	£2,778,856	£2,546,428	£2,314,000	£2,081,573	£1,849,145	£1,616,718	£1,384,290	£1,145,163					
VL7	£4,500	£5,283,876	£5,066,401	£4,848,926	£4,624,753	£4,392,325	£4,159,897	£3,927,470	£3,695,042	£3,462,614									

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
25 Flats 40% AH	PDL - Town Centre	0.17	0.17	VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	£102,439	£61,209	£19,979	Negative RLV										
				VL6	£4,000	£271,896	£233,158	£193,398	£153,164	£112,931	£71,729	£30,499	Negative RLV						
				VL7	£4,500	£608,674	£569,936	£531,198	£492,460	£453,722	£414,984	£376,246	£337,508	£298,770					
				Residual Land Value (£/Ha)						Negative RLV									
				VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	£614,636	£367,256	£119,876	Negative RLV										
				VL6	£4,000	£1,631,375	£1,398,947	£1,160,386	£918,987	£677,588	£430,375	£182,995	Negative RLV						
VL7	£4,500	£3,652,041	£3,419,614	£3,187,186	£2,954,758	£2,722,331	£2,489,903	£2,257,475	£2,025,048	£1,792,620									

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

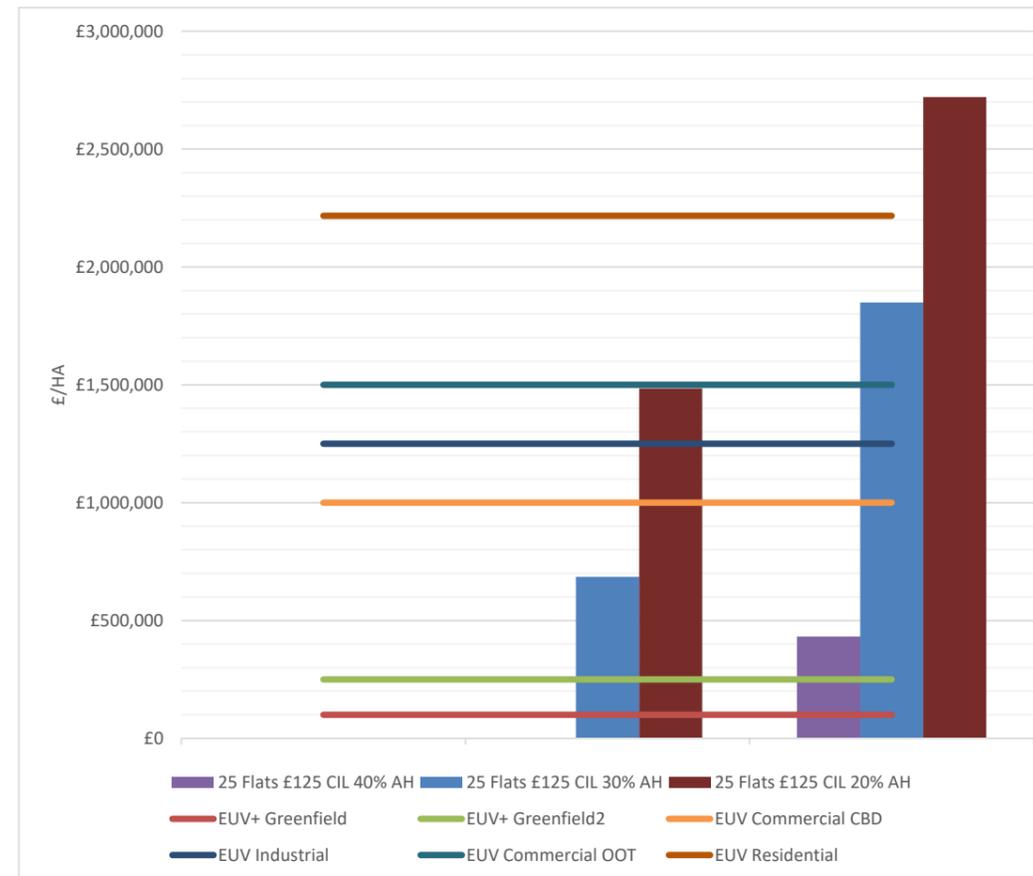
Source: Dixon Searle Partnership (2019)

**Table 1f(i): Surplus Analysis
- 25 Unit Scheme - Flats**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				Negative RLV
25	Flats 20% AH	PDL - Town Centre	0.17	0.17	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	£247,391	£1,484,344							£1,384,344	£1,234,344	£484,344	£234,344	-£15,656	-£732,656
					VL6	£4,000	£453,444	£2,720,667							£2,620,667	£2,470,667	£1,720,667	£1,470,667	£1,220,667	£503,667
25	Flats 30% AH	PDL - Town Centre	0.17	0.17	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	£114,124	£684,744							£1,749,145	£1,599,145	£849,145	£599,145	£349,145	-£367,855
					VL6	£4,000	£308,191	£1,849,145												
25	Flats 40% AH	PDL - Town Centre	0.17	0.17	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	Negative RLV	Negative RLV							£330,375	£180,375	-£569,625	-£819,625	-£1,069,625	-£1,786,625
					VL6	£4,000	£71,729	£430,375												

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

**Table 1g: Residual Land Value Results by Value Level & Trial CIL Rate
- 25 Unit Scheme - Flats including Ground Floor Convenience Store**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)									
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL	
25 Flats 20% AH incl. GF Convenience Store	PDL - Town Centre	0.17	0.17	VL1	£2,750	Negative RLV									
				VL2	£3,000	Negative RLV									
				VL3	£3,250	£172,773	£140,800	£108,827	£76,853	£44,880	Negative RLV				
				VL4	£3,500	£395,653	£363,680	£331,706	£299,733	£267,760	£235,786	£203,813	£171,840	£139,866	
				VL5	£3,750	£625,355	£593,382	£561,408	£529,435	£497,462	£465,488	£433,515	£401,542	£369,568	
				VL6	£4,000	£843,939	£811,966	£779,992	£748,019	£716,046	£684,072	£652,099	£620,126	£588,152	
				VL7	£4,500	£1,284,644	£1,252,671	£1,220,698	£1,188,724	£1,156,751	£1,124,778	£1,092,804	£1,060,831	£1,028,858	
				VL1	£2,750	Residual Land Value (£/Ha)									
				VL2	£3,000	Negative RLV									
				VL3	£3,250	£1,036,638	£844,800	£652,962	£461,118	£269,280	Negative RLV				
				VL4	£3,500	£2,373,918	£2,182,080	£1,990,236	£1,798,398	£1,606,560	£1,414,716	£1,222,878	£1,031,040	£839,196	
				VL5	£3,750	£3,752,130	£3,560,292	£3,368,448	£3,176,610	£2,984,772	£2,792,928	£2,601,090	£2,409,252	£2,217,408	
				VL6	£4,000	£5,063,634	£4,871,796	£4,679,952	£4,488,114	£4,296,276	£4,104,432	£3,912,594	£3,720,756	£3,528,912	
				VL7	£4,500	£7,707,864	£7,516,026	£7,324,188	£7,132,344	£6,940,506	£6,748,668	£6,556,824	£6,364,986	£6,173,148	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)									
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL	
25 Flats 30% AH incl. GF Convenience Store	PDL - Town Centre	0.17	0.17	VL1	£2,750	Negative RLV									
				VL2	£3,000	Negative RLV									
				VL3	£3,250	£68,531	£39,701	£10,871	Negative RLV						
				VL4	£3,500	£276,234	£247,404	£218,574	£189,744	£160,915	£132,085	£74,425	£103,255	£45,595	
				VL5	£3,750	£493,401	£464,571	£435,742	£406,912	£378,082	£349,252	£320,422	£291,592	£262,762	
				VL6	£4,000	£695,147	£666,317	£637,487	£608,657	£579,827	£550,997	£522,167	£493,337	£464,507	
				VL7	£4,500	£1,103,544	£1,074,714	£1,045,884	£1,017,054	£988,224	£959,394	£930,564	£901,734	£872,905	
				VL1	£2,750	Residual Land Value (£/Ha)									
				VL2	£3,000	Negative RLV									
				VL3	£3,250	£411,186	£238,206	£65,226	Negative RLV						
				VL4	£3,500	£1,657,404	£1,484,424	£1,311,444	£1,138,464	£965,490	£792,510	£446,550	£619,530	£273,570	
				VL5	£3,750	£2,960,406	£2,787,426	£2,614,446	£2,441,466	£2,268,492	£2,095,512	£1,922,532	£1,749,552	£1,576,572	
				VL6	£4,000	£4,170,882	£3,997,902	£3,824,922	£3,651,942	£3,478,962	£3,305,982	£3,133,002	£2,960,022	£2,787,042	
				VL7	£4,500	£6,621,264	£6,448,284	£6,275,304	£6,102,324	£5,929,344	£5,756,364	£5,583,384	£5,410,404	£5,237,430	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)									
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL	
25 Flats 40% AH incl. GF Convenience Store	PDL - Town Centre	0.17	0.17	VL1	£2,750	Negative RLV									
				VL2	£3,000	Negative RLV									
				VL3	£3,250	Negative RLV									
				VL4	£3,500	£93,514	£69,669	£45,824	£21,978	Negative RLV					
				VL5	£3,750	£290,834	£266,989	£243,144	£219,299	£195,453	£171,608	£147,763	£123,918	£100,073	
				VL6	£4,000	£465,916	£442,073	£418,228	£394,383	£370,537	£346,692	£322,847	£299,002	£275,157	
				VL7	£4,500	£823,161	£799,316	£775,471	£751,626	£727,780	£703,935	£680,090	£656,245	£632,400	
				VL1	£2,750	Residual Land Value (£/Ha)									
				VL2	£3,000	Negative RLV									
				VL3	£3,250	Negative RLV									
				VL4	£3,500	£561,084	£418,014	£274,944	£131,868	Negative RLV					
				VL5	£3,750	£1,745,004	£1,601,934	£1,458,864	£1,315,794	£1,172,718	£1,029,648	£886,578	£743,508	£600,438	
				VL6	£4,000	£2,795,496	£2,652,438	£2,509,368	£2,366,298	£2,223,222	£2,080,152	£1,937,082	£1,794,012	£1,650,942	
				VL7	£4,500	£4,938,966	£4,795,896	£4,652,826	£4,509,756	£4,366,686	£4,223,616	£4,080,546	£3,937,476	£3,794,406	

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

Source: Dixon Searle Partnership (2019)

Table 1g(i): Surplus Analysis
- 25 Unit Scheme - Flats including Ground Floor Convenience Store

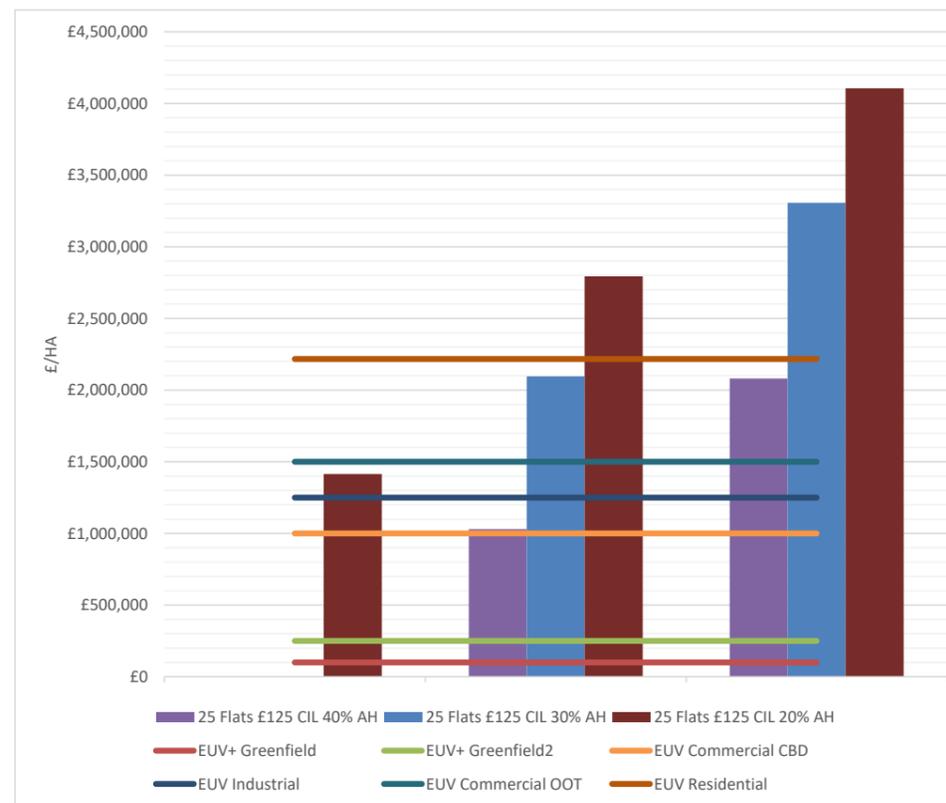
Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
25	Flats 20% AH incl. GF Convenience Store	PDL - Town Centre	0.17	0.17	VL4	£3,500	£235,786	£1,414,716	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,314,716	£1,164,716	£414,716	£164,716	£-85,284	£-802,284
					VL5	£3,750	£465,488	£2,792,928							£2,692,928	£2,542,928	£1,792,928	£1,542,928	£1,292,928	£575,928
					VL6	£4,000	£684,072	£4,104,432							£4,004,432	£3,854,432	£3,104,432	£2,854,432	£2,604,432	£1,887,432

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
25	Flats 20% AH incl. GF Convenience Store	PDL - Town Centre	0.17	0.17	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	£349,252	£2,095,512							£1,995,512	£1,845,512	£1,095,512	£845,512	£595,512	£-121,488
					VL6	£4,000	£550,997	£3,305,982							£3,205,982	£3,055,982	£2,305,982	£2,055,982	£1,805,982	£1,088,982

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
25	Flats 20% AH incl. GF Convenience Store	PDL - Town Centre	0.17	0.17	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	£171,608	£1,029,648							£929,648	£779,648	£29,648	£-220,352	£-470,352	£-1,187,352
					VL6	£4,000	£346,692	£2,080,152							£1,980,152	£1,830,152	£1,080,152	£830,152	£580,152	£-136,848

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

**Table 1h: Residual Land Value Results by Value Level & Trial CIL Rate
- 30 Unit Scheme - Flats Sheltered**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)								
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL
30 Flats Sheltered 20% AH	PDL - Town Centre	0.20	0.20	VL6	£4,000	£496,708	£460,595	£424,482	£388,369	£352,256	£316,144	£280,031	£243,743	£206,591
				VL7	£4,500	£980,502	£944,390	£908,277	£872,164	£836,051	£799,938	£763,825	£727,713	£691,600
				VL8	£4,750	£1,225,748	£1,189,635	£1,153,522	£1,117,409	£1,081,297	£1,045,184	£1,009,071	£972,958	£936,845
				Residual Land Value (£/Ha)										
				VL6	£4,000	£2,483,540	£2,302,975	£2,122,410	£1,941,845	£1,761,280	£1,580,720	£1,400,155	£1,218,715	£1,032,955
				VL7	£4,500	£4,902,510	£4,721,950	£4,541,385	£4,360,820	£4,180,255	£3,999,690	£3,819,125	£3,638,565	£3,458,000
VL8	£4,750	£6,128,740	£5,948,175	£5,767,610	£5,587,045	£5,406,485	£5,225,920	£5,045,355	£4,864,790	£4,684,225				

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)								
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL
30 Flats Sheltered 30% AH	PDL - Town Centre	0.20	0.20	VL6	£4,000	£290,562	£258,587	£225,939	£193,044	£160,149	£127,034	£93,820	£60,606	£27,393
				VL7	£4,500	£732,998	£701,023	£669,048	£637,073	£605,098	£573,123	£541,148	£509,173	£477,198
				VL8	£4,750	£959,057	£927,082	£895,107	£863,132	£831,157	£799,183	£767,208	£735,233	£703,258
				Residual Land Value (£/Ha)										
				VL6	£4,000	£1,452,810	£1,292,935	£1,129,695	£965,220	£800,745	£635,170	£469,100	£303,030	£136,965
				VL7	£4,500	£3,664,990	£3,505,115	£3,345,240	£3,185,365	£3,025,490	£2,865,615	£2,705,740	£2,545,865	£2,385,990
VL8	£4,750	£4,795,285	£4,635,410	£4,475,535	£4,315,660	£4,155,785	£3,995,915	£3,836,040	£3,676,165	£3,516,290				

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)								
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL
30 Flats Sheltered 40% AH	PDL - Town Centre	0.20	0.20	VL6	£4,000	£75,032	£46,638	£18,244	Negative RLV					£258,007
				VL7	£4,500	£476,689	£449,354	£422,019	£394,683	£367,348	£340,012	£312,677	£285,342	£258,007
				VL8	£4,750	£681,237	£653,901	£626,566	£599,231	£571,895	£544,560	£517,224	£489,889	£462,554
				Residual Land Value (£/Ha)										
				VL6	£4,000	£375,160	£233,190	£91,220	Negative RLV					£1,290,035
				VL7	£4,500	£2,383,445	£2,246,770	£2,110,095	£1,973,415	£1,836,740	£1,700,060	£1,563,385	£1,426,710	£1,290,035
VL8	£4,750	£3,406,185	£3,269,505	£3,132,830	£2,996,155	£2,859,475	£2,722,800	£2,586,120	£2,449,445	£2,312,770				

Key:

Lightest Green	RLV beneath Viability Test 1 (RLV <£100,000/ha)
Light Green	RLV exceeding Viability Test 1 (RLV £250,000/ha)
Medium-Light Green	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
Medium Green	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
Medium-Dark Green	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
Dark Green	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
Darkest Green	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

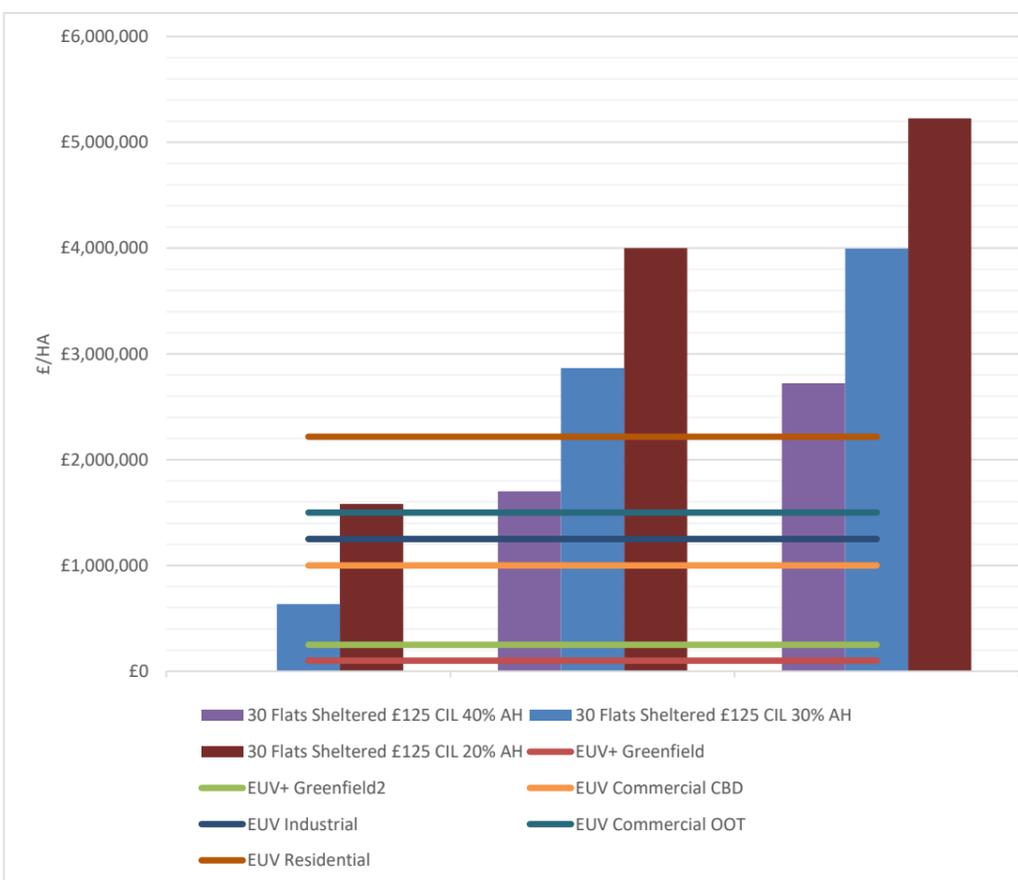
EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

**Table 1h(i): Surplus Analysis
- 30 Unit Scheme - Flats Sheltered**

Development Scenario		Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential
30	Flats Sheltered 20% AH	PDL - Town Centre	0.20	0.20	VL6	£4,000	£316,144	£1,580,720	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,480,720	£1,330,720	£580,720	£330,720	£80,720	£-636,280
					VL7	£4,500	£799,938	£3,999,690							£3,899,690	£3,749,690	£2,999,690	£2,749,690	£2,499,690	£1,782,690
					VL8	£4,750	£1,045,184	£5,225,920							£5,125,920	£4,975,920	£4,225,920	£3,975,920	£3,725,920	£3,008,920
30	Flats Sheltered 30% AH	PDL - Town Centre	0.20	0.20	VL6	£4,000	£127,034	£635,170	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£535,170	£385,170	£-364,830	£-614,830	£-864,830	£-1,581,830
					VL7	£4,500	£573,123	£2,865,615							£2,765,615	£2,615,615	£1,865,615	£1,615,615	£1,365,615	£648,615
					VL8	£4,750	£799,183	£3,995,915							£3,895,915	£3,745,915	£2,995,915	£2,745,915	£2,495,915	£1,778,915
30	Flats Sheltered 40% AH	PDL - Town Centre	0.20	0.20	VL6	£4,000	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL7	£4,500	£340,012	£1,700,060							£1,600,060	£1,450,060	£700,060	£450,060	£200,060	£-516,940
					VL8	£4,750	£544,560	£2,722,800							£2,622,800	£2,472,800	£1,722,800	£1,472,800	£1,222,800	£505,800

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

**Table 1i: Residual Land Value Results by Value Level & Trial CIL Rate
- 50 Unit Scheme - Flats**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)									
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL	
50 Flats 20% AH	PDL - Town Centre	0.33	0.33	VL1	£2,750	Negative RLV									
				VL2	£3,000	Negative RLV									
				VL3	£3,250	£112,409	£29,964	Negative RLV							
				VL4	£3,500	£536,839	£459,363	£381,887	£304,411	£226,936	£146,702	£65,107	Negative RLV		
				VL5	£3,750	£958,549	£886,057	£813,566	£737,838	£660,362	£582,886	£505,410	£427,934	£350,458	
				VL6	£4,000	£1,341,288	£1,270,790	£1,199,161	£1,126,670	£1,054,178	£981,686	£909,195	£836,703	£762,566	
				VL7	£4,500	£2,097,736	£2,027,238	£1,956,740	£1,886,242	£1,815,744	£1,745,246	£1,674,748	£1,604,250	£1,533,752	
				Residual Land Value (£/Ha)											
				VL1	£2,750	Negative RLV									
				VL2	£3,000	Negative RLV									
				VL3	£3,250	£337,226	£89,891	Negative RLV							
				VL4	£3,500	£1,610,517	£1,378,090	£1,145,662	£913,234	£680,807	£440,106	£195,320	Negative RLV		
				VL5	£3,750	£2,875,647	£2,658,172	£2,440,698	£2,213,513	£1,981,086	£1,748,658	£1,516,230	£1,283,803	£1,051,375	
				VL6	£4,000	£4,023,864	£3,812,370	£3,597,484	£3,380,009	£3,162,534	£2,945,059	£2,727,584	£2,510,109	£2,287,698	
VL7	£4,500	£6,293,207	£6,081,713	£5,870,219	£5,658,725	£5,447,232	£5,235,738	£5,024,244	£4,812,750	£4,601,256					

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)											
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL			
50 Flats 30% AH	PDL - Town Centre	0.33	0.33	VL1	£2,750	Negative RLV											
				VL2	£3,000	Negative RLV											
				VL3	£3,250	Negative RLV											
				VL4	£3,500	£252,956	£173,726	£92,801	£10,340	Negative RLV							
				VL5	£3,750	£657,795	£580,319	£502,843	£425,367	£347,891	£270,415	£191,860	£111,384	£28,923			
				VL6	£4,000	£1,015,698	£943,206	£870,715	£798,223	£721,440	£643,964	£566,488	£489,012	£411,537			
				VL7	£4,500	£1,711,175	£1,640,677	£1,570,179	£1,499,681	£1,429,183	£1,358,685	£1,288,187	£1,217,050	£1,144,559			
				Residual Land Value (£/Ha)													
				VL1	£2,750	Negative RLV											
				VL2	£3,000	Negative RLV											
				VL3	£3,250	Negative RLV											
				VL4	£3,500	£758,867	£521,179	£278,402	£31,021	Negative RLV							
				VL5	£3,750	£1,973,384	£1,740,957	£1,508,529	£1,276,101	£1,043,674	£811,246	£575,580	£334,151	£86,770			
				VL6	£4,000	£3,047,094	£2,829,619	£2,612,144	£2,394,669	£2,164,320	£1,931,892	£1,699,465	£1,467,037	£1,234,610			
VL7	£4,500	£5,133,524	£4,922,030	£4,710,536	£4,499,042	£4,287,548	£4,076,054	£3,864,560	£3,651,151	£3,433,676							

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
50 Flats 40% AH	PDL - Town Centre	0.33	0.33	VL1	£2,750	Negative RLV												
				VL2	£3,000	Negative RLV												
				VL3	£3,250	Negative RLV												
				VL4	£3,500	Negative RLV												
				VL5	£3,750	£323,774	£246,299	£166,812	£85,715	£3,255	Negative RLV							
				VL6	£4,000	£656,105	£578,629	£501,153	£423,678	£346,202	£268,726	£190,105	£109,585	£27,125				
				VL7	£4,500	£1,297,954	£1,227,094	£1,154,602	£1,082,111	£1,009,619	£937,127	£864,636	£792,144	£714,943				
				Residual Land Value (£/Ha)														
				VL1	£2,750	Negative RLV												
				VL2	£3,000	Negative RLV												
				VL3	£3,250	Negative RLV												
				VL4	£3,500	Negative RLV												
				VL5	£3,750	£971,323	£738,896	£500,437	£257,146	£9,766	Negative RLV							
				VL6	£4,000	£1,968,316	£1,735,888	£1,503,460	£1,271,033	£1,038,605	£806,177	£570,316	£328,756	£81,376				
VL7	£4,500	£3,893,862	£3,681,281	£3,463,807	£3,246,332	£3,028,857	£2,811,382	£2,593,907	£2,376,432	£2,144,829								

Key:

RLV beneath Viability Test 1 (RLV <£100,000/ha)
RLV exceeding Viability Test 1 (RLV £250,000/ha)
RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

Source: Dixon Searle Partnership (2019)

**Table 1h(i): Surplus Analysis
- 50 Unit Scheme - Flats**

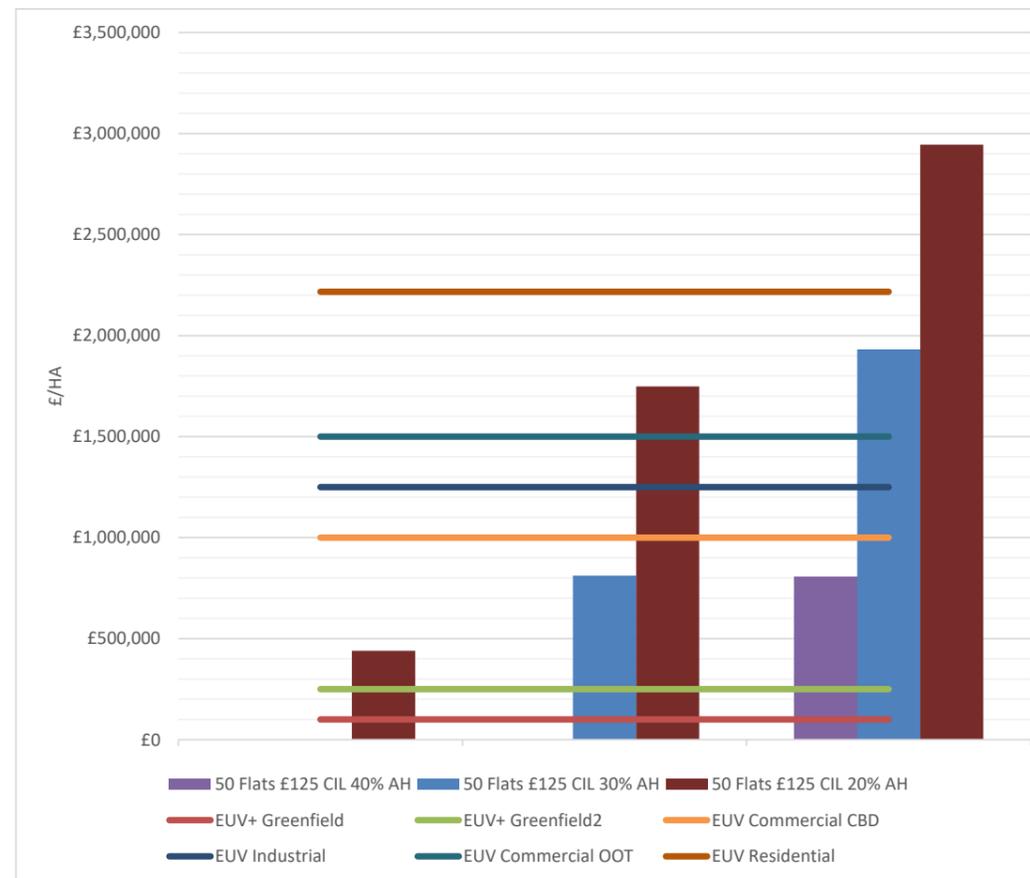
Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
50	Flats 20% AH	PDL - Town Centre	0.33	0.33	VL4	£3,500	£146,702	£440,106	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£340,106	£190,106	£559,894	£809,894	£1,059,894	£1,776,894
					VL5	£3,750	£582,886	£1,748,658							£1,648,658	£1,498,658	£748,658	£498,658	£248,658	£468,342
					VL6	£4,000	£981,686	£2,945,059							£2,845,059	£2,695,059	£1,945,059	£1,695,059	£1,445,059	£728,059

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
50	Flats 30% AH	PDL - Town Centre	0.33	0.33	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	£270,415	£811,246							£711,246	£561,246	£188,754	£438,754	£688,754	£1,405,754
					VL6	£4,000	£643,964	£1,931,892							£1,831,892	£1,681,892	£931,892	£681,892	£431,892	£285,108

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
50	Flats 40% AH	PDL - Town Centre	0.33	0.33	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	Negative RLV	Negative RLV							£706,177	£556,177	£193,823	£443,823	£693,823	£1,410,823
					VL6	£4,000	£268,726	£806,177							£706,177	£556,177	£193,823	£443,823	£693,823	£1,410,823

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

**Table 1j: Residual Land Value Results by Value Level & Trial CIL Rate
- 50 Unit Scheme - Flats including Studio Flats**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
50 Flats 20% AH	PDL - Town Centre	0.33	0.33	VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	£175,088	£99,469	£21,938	Negative RLV										
				VL5	£3,750	£571,894	£499,550	£427,206	£354,863	£282,519	£210,175	£134,799	£58,073	Negative RLV					
				VL6	£4,000	£932,836	£865,678	£798,521	£730,676	£658,333	£585,989	£513,645	£441,302	£368,958					
				VL7	£4,500	£1,621,952	£1,556,869	£1,491,787	£1,426,704	£1,361,622	£1,296,539	£1,231,457	£1,166,374	£1,099,391					
				Residual Land Value (£/Ha)															
				VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	£525,263	£298,406	£65,815	Negative RLV										
				VL5	£3,750	£1,715,681	£1,498,650	£1,281,619	£1,064,588	£847,557	£630,526	£404,398	£174,218	Negative RLV					
				VL6	£4,000	£2,798,507	£2,597,035	£2,395,564	£2,192,029	£1,974,998	£1,757,967	£1,540,936	£1,323,905	£1,106,874					
VL7	£4,500	£4,865,856	£4,670,608	£4,475,361	£4,280,113	£4,084,866	£3,889,618	£3,694,371	£3,499,123	£3,298,173									

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
50 Flats 30% AH	PDL - Town Centre	0.33	0.33	VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	£286,433	£213,610	£137,883	£60,728	Negative RLV									
				VL6	£4,000	£628,621	£555,798	£482,975	£410,153	£337,330	£264,508	£190,969	£115,014	£37,230					
				VL7	£4,500	£1,277,491	£1,211,978	£1,146,003	£1,078,402	£1,010,800	£943,198	£875,597	£807,995	£740,393					
				Residual Land Value (£/Ha)															
				VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	£859,299	£640,831	£413,649	£182,183	Negative RLV									
				VL6	£4,000	£1,885,862	£1,667,394	£1,448,926	£1,230,458	£1,011,991	£793,523	£572,908	£345,043	£111,691					
VL7	£4,500	£3,832,473	£3,635,933	£3,438,010	£3,235,205	£3,032,400	£2,829,595	£2,626,790	£2,423,985	£2,221,180									

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)													
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL					
50 Flats 40% AH	PDL - Town Centre	0.33	0.33	VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	Negative RLV													
				VL6	£4,000	£190,148	£112,968	£33,870	Negative RLV										
				VL7	£4,500	£806,184	£737,278	£663,281	£589,284	£515,288	£441,291	£367,294	£293,298	£219,301					
				Residual Land Value (£/Ha)															
				VL1	£2,750	Negative RLV													
				VL2	£3,000	Negative RLV													
				VL3	£3,250	Negative RLV													
				VL4	£3,500	Negative RLV													
				VL5	£3,750	Negative RLV													
				VL6	£4,000	£570,444	£338,905	£101,610	Negative RLV										
VL7	£4,500	£2,418,552	£2,211,834	£1,989,844	£1,767,853	£1,545,863	£1,323,873	£1,101,883	£879,893	£657,903									

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

Source: Dixon Searle Partnership (2019)

**Table 1j(i): Surplus Analysis
- 50 Unit Scheme - Flats including Studio Flats**

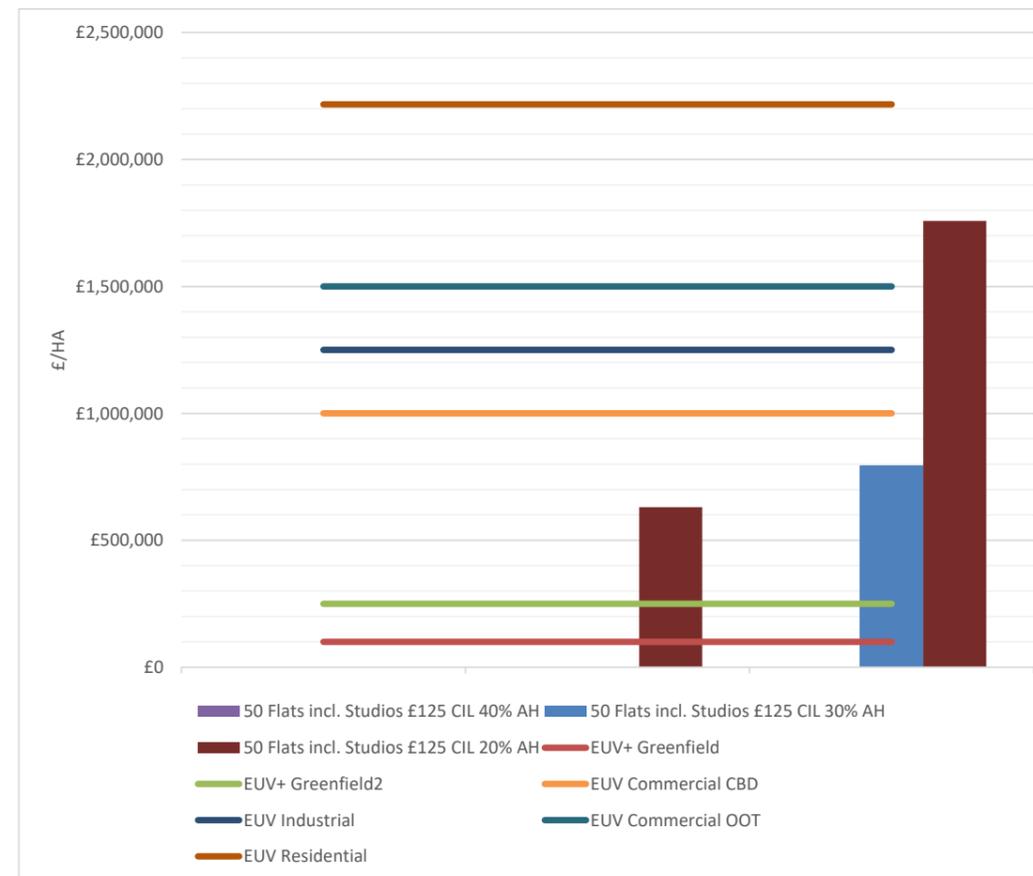
Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				Negative RLV
50	Flats 20% AH	PDL - Town Centre	0.33	0.33	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	£210,175	£630,526							£530,526	£380,526	£-369,474	£-619,474	£-869,474	£-1,586,474
					VL6	£4,000	£585,989	£1,757,967							£1,657,967	£1,507,967	£757,967	£507,967	£257,967	£-459,033

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				Negative RLV
50	Flats 30% AH	PDL - Town Centre	0.33	0.33	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	Negative RLV	Negative RLV							£693,523	£543,523	£-206,477	£-456,477	£-706,477	£-1,423,477
					VL6	£4,000	£264,508	£793,523												

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				Negative RLV
50	Flats 40% AH	PDL - Town Centre	0.33	0.33	VL4	£3,500	Negative RLV	Negative RLV	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	Negative RLV					
					VL5	£3,750	Negative RLV	Negative RLV												
					VL6	£4,000	Negative RLV	Negative RLV												

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

Table 1k: Residual Land Value Results by Value Level & Trial CIL Rate
- 50 Unit Scheme - Mixed

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
50 Mixed 20% AH	PDL/Greenfield	1.09	0.91	VL1	£2,750	£819,010	£726,370	£631,608	£536,845	£442,083	£347,321	£252,558	£155,360	£55,581				
				VL2	£3,000	£1,362,338	£1,276,111	£1,188,458	£1,099,792	£1,011,126	£922,460	£833,794	£742,170	£647,408				
				VL3	£3,250	£1,885,132	£1,798,904	£1,712,677	£1,626,449	£1,540,222	£1,453,994	£1,367,767	£1,281,539	£1,194,040				
				VL4	£3,500	£2,419,857	£2,333,629	£2,247,402	£2,161,174	£2,074,947	£1,988,719	£1,902,492	£1,816,264	£1,730,037				
				VL5	£3,750	£2,970,988	£2,884,760	£2,798,532	£2,712,305	£2,626,077	£2,539,850	£2,453,622	£2,367,395	£2,281,167				
				VL6	£4,000	£3,495,273	£3,409,045	£3,322,818	£3,236,590	£3,150,363	£3,064,135	£2,977,908	£2,891,680	£2,805,452				
				VL7	£4,500	£4,552,792	£4,466,564	£4,380,337	£4,294,109	£4,207,882	£4,121,654	£4,035,426	£3,949,199	£3,862,971				
				Residual Land Value (£/Ha)						£750,759	£665,839	£578,974	£492,108	£405,243	£318,377	£231,512	£142,413	£50,949
				VL1	£2,750	£1,248,810	£1,169,768	£1,089,420	£1,008,143	£926,866	£845,588	£764,311	£683,033	£601,756	£520,478	£439,200		
				VL2	£3,000	£1,728,038	£1,648,996	£1,569,954	£1,490,912	£1,411,870	£1,332,828	£1,253,786	£1,174,744	£1,095,702	£1,016,660	£937,618		
				VL3	£3,250	£2,218,202	£2,139,160	£2,060,118	£1,981,077	£1,902,035	£1,822,993	£1,743,951	£1,664,909	£1,585,867	£1,506,825	£1,427,783		
				VL4	£3,500	£2,723,405	£2,644,363	£2,565,321	£2,486,279	£2,407,237	£2,328,195	£2,249,153	£2,170,111	£2,091,069	£2,012,027	£1,932,985		
				VL5	£3,750	£3,204,000	£3,124,958	£3,045,916	£2,966,874	£2,887,832	£2,808,790	£2,729,749	£2,650,707	£2,571,665	£2,492,623	£2,413,581		
				VL6	£4,000	£4,173,392	£4,094,350	£4,015,309	£3,936,267	£3,857,225	£3,778,183	£3,699,141	£3,620,099	£3,541,057	£3,462,015	£3,382,973		
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
50 Mixed 30% AH	PDL/Greenfield	1.09	0.91	VL1	£2,750	£600,227	£505,766	£411,305	£316,844	£222,383	£124,333	£24,105	Negative RLV					
				VL2	£3,000	£1,113,024	£1,024,640	£936,256	£847,871	£757,517	£666,056	£568,595	£474,134	£379,673				
				VL3	£3,250	£1,590,350	£1,504,397	£1,418,443	£1,332,490	£1,246,537	£1,158,330	£1,069,946	£981,561	£893,177				
				VL4	£3,500	£2,081,657	£1,995,703	£1,909,750	£1,823,796	£1,737,843	£1,651,890	£1,565,936	£1,479,983	£1,394,030				
				VL5	£3,750	£2,596,998	£2,511,044	£2,425,091	£2,339,137	£2,253,184	£2,167,231	£2,081,277	£1,995,324	£1,909,371				
				VL6	£4,000	£3,073,009	£2,987,056	£2,901,103	£2,815,149	£2,729,196	£2,643,243	£2,557,289	£2,471,336	£2,385,382				
				VL7	£4,500	£4,038,143	£3,952,189	£3,866,236	£3,780,283	£3,694,329	£3,608,376	£3,522,422	£3,436,469	£3,350,516				
				Residual Land Value (£/Ha)						£550,208	£463,619	£377,030	£290,440	£203,851	£113,972	£22,097	Negative RLV	
				VL1	£2,750	£1,020,272	£939,253	£858,234	£777,215	£694,390	£607,801	£521,212	£434,622	£348,033				
				VL2	£3,000	£1,457,821	£1,379,030	£1,300,240	£1,221,449	£1,142,659	£1,061,802	£980,783	£899,765	£818,746				
				VL3	£3,250	£1,908,185	£1,829,395	£1,750,604	£1,671,813	£1,593,023	£1,514,232	£1,435,442	£1,356,651	£1,277,860				
				VL4	£3,500	£2,380,581	£2,301,791	£2,223,000	£2,144,209	£2,065,419	£1,986,628	£1,907,838	£1,829,047	£1,750,256				
				VL5	£3,750	£2,816,925	£2,738,135	£2,659,344	£2,580,553	£2,501,763	£2,422,972	£2,344,182	£2,265,391	£2,186,601				
				VL6	£4,000	£3,701,631	£3,622,840	£3,544,050	£3,465,259	£3,386,468	£3,307,678	£3,228,887	£3,150,097	£3,071,306				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)											
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL			
50 Mixed 40% AH	PDL/Greenfield	1.09	0.91	VL1	£2,750	£355,551	£261,778	£165,964	£67,501	Negative RLV							
				VL2	£3,000	£828,777	£737,799	£644,026	£550,254	£456,481	£362,709	£268,937	£173,399	£75,120			
				VL3	£3,250	£1,255,136	£1,167,817	£1,080,077	£992,337	£904,598	£816,858	£725,060	£631,287	£537,515			
				VL4	£3,500	£1,694,319	£1,608,992	£1,523,665	£1,438,338	£1,353,012	£1,267,685	£1,180,721	£1,092,981	£1,005,241			
				VL5	£3,750	£2,166,694	£2,081,368	£1,996,041	£1,910,714	£1,825,387	£1,740,061	£1,654,734	£1,569,407	£1,484,080			
				VL6	£4,000	£2,584,754	£2,499,427	£2,414,100	£2,328,774	£2,243,447	£2,158,120	£2,072,793	£1,987,467	£1,902,140			
				VL7	£4,500	£3,438,978	£3,353,651	£3,268,325	£3,182,998	£3,097,671	£3,012,344	£2,927,018	£2,841,691	£2,756,364			
				Residual Land Value (£/Ha)						£325,921	£239,963	£152,134	£61,876	Negative RLV			
				VL1	£2,750	£759,713	£676,315	£590,357	£504,399	£418,441	£332,483	£246,525	£158,949	£68,860			
				VL2	£3,000	£1,150,541	£1,070,499	£990,071	£909,643	£829,214	£748,786	£664,638	£578,680	£492,722			
				VL3	£3,250	£1,553,125	£1,474,909	£1,396,693	£1,318,477	£1,240,261	£1,162,045	£1,082,327	£1,001,899	£921,471			
				VL4	£3,500	£1,986,136	£1,907,920	£1,829,704	£1,751,488	£1,673,272	£1,595,056	£1,516,839	£1,438,623	£1,360,407			
				VL5	£3,750	£2,369,358	£2,291,141	£2,212,925	£2,134,709	£2,056,493	£1,978,277	£1,900,061	£1,821,844	£1,743,628			
				VL6	£4,000	£3,152,397	£3,074,180	£2,995,964	£2,917,748	£2,839,532	£2,761,316	£2,683,100	£2,604,883	£2,526,667			
VL7	£4,500																

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

Source: Dixon Searle Partnership (2019)

**Table 1k(i): Surplus Analysis
- 50 Unit Scheme - Mixed**

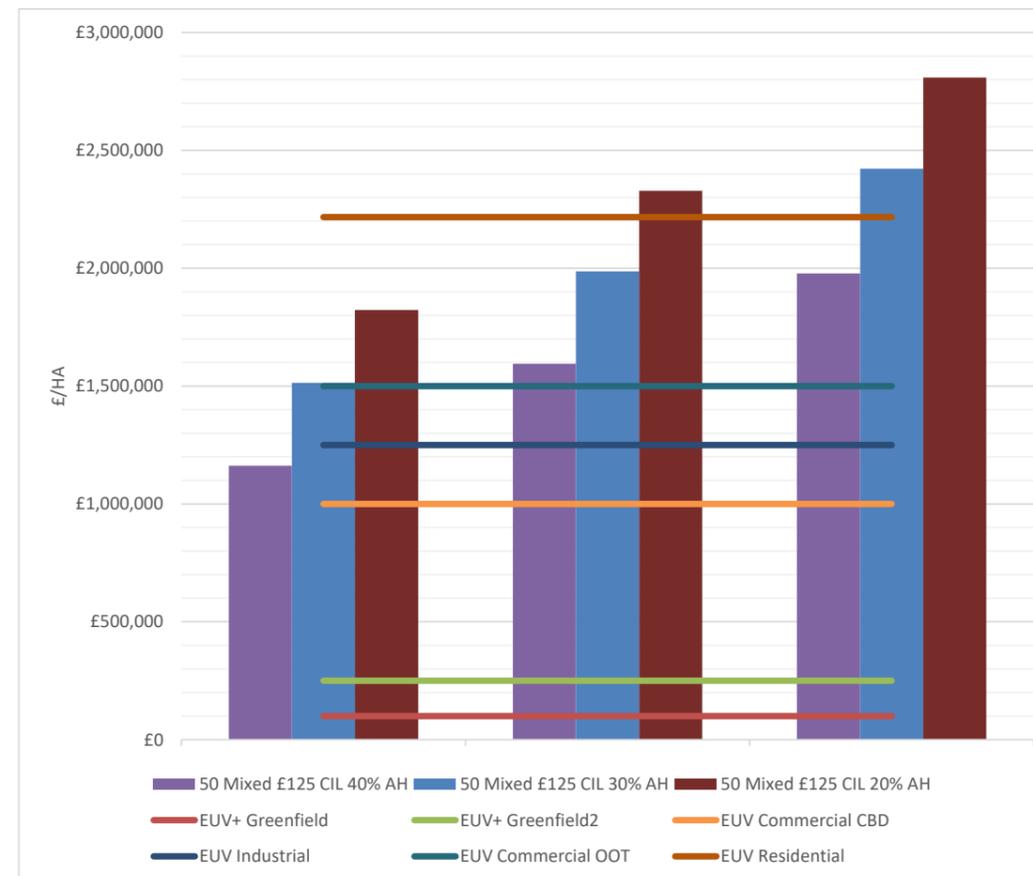
Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
50	Mixed 20% AH	PDL/Greenfield	1.09	0.91	VL4	£3,500	£1,988,719	£1,822,993	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,722,993	£1,572,993	£822,993	£572,993	£322,993	-£394,007
					VL5	£3,750	£2,539,850	£2,328,196							£2,228,196	£2,078,196	£1,328,196	£1,078,196	£828,196	£111,196
					VL6	£4,000	£3,064,135	£2,808,790							£2,708,790	£2,558,790	£1,808,790	£1,558,790	£1,308,790	£591,790

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
50	Mixed 30% AH	PDL/Greenfield	1.09	0.91	VL4	£3,500	£1,651,890	£1,514,232	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,414,232	£1,264,232	£514,232	£264,232	£14,232	-£702,768
					VL5	£3,750	£2,167,231	£1,986,628							£1,886,628	£1,736,628	£986,628	£736,628	£486,628	-£230,372
					VL6	£4,000	£2,643,243	£2,422,972							£2,322,972	£2,172,972	£1,422,972	£1,172,972	£922,972	£205,972

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
50	Mixed 40% AH	PDL/Greenfield	1.09	0.91	VL4	£3,500	£1,267,685	£1,162,045	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,062,045	£912,045	£162,045	-£87,955	-£337,955	-£1,054,955
					VL5	£3,750	£1,740,061	£1,595,056							£1,495,056	£1,345,056	£595,056	£345,056	£95,056	-£621,944
					VL6	£4,000	£2,158,120	£1,978,277							£1,878,277	£1,728,277	£978,277	£728,277	£478,277	-£238,723

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

**Table 11: Residual Land Value Results by Value Level & Trial CIL Rate
- 50 Unit Scheme - Mixed with 6% Sustainability Sensitivity Test**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
50 Mixed 20% AH	PDL/Greenfield	1.09	0.91	VL1	£2,750	£617,810	£523,048	£428,286	£333,523	£238,761	£141,030	£40,896	Negative RLV					
				VL2	£3,000	£1,175,548	£1,086,882	£998,216	£909,550	£820,884	£728,373	£633,610	£538,848	£444,086				
				VL3	£3,250	£1,700,122	£1,613,895	£1,527,667	£1,441,440	£1,355,212	£1,268,984	£1,181,131	£1,092,465	£1,003,798				
				VL4	£3,500	£2,234,847	£2,148,620	£2,062,392	£1,976,165	£1,889,937	£1,803,710	£1,717,482	£1,631,254	£1,545,027				
				VL5	£3,750	£2,785,978	£2,699,750	£2,613,523	£2,527,295	£2,441,068	£2,354,840	£2,268,612	£2,182,385	£2,096,157				
				VL6	£4,000	£3,310,263	£3,224,035	£3,137,808	£3,051,580	£2,965,353	£2,879,125	£2,792,898	£2,706,670	£2,620,443				
				VL7	£4,500	£4,367,782	£4,281,554	£4,195,327	£4,109,099	£4,022,872	£3,936,644	£3,850,417	£3,764,189	£3,677,962				
				Residual Land Value (£/Ha)						£566,326	£479,461	£392,595	£305,730	£218,864	£129,278	£37,488	Negative RLV	
				VL1	£2,750	£1,077,586	£996,309	£915,032	£833,754	£752,477	£667,675	£580,810	£493,944	£407,079				
				VL2	£3,000	£1,558,445	£1,479,403	£1,400,361	£1,321,320	£1,242,278	£1,163,236	£1,082,703	£1,001,426	£920,149				
				VL3	£3,250	£2,048,610	£1,969,568	£1,890,526	£1,811,484	£1,732,442	£1,653,400	£1,574,358	£1,495,317	£1,416,275				
				VL4	£3,500	£2,553,813	£2,474,771	£2,395,729	£2,316,687	£2,237,645	£2,158,603	£2,079,561	£2,000,520	£1,921,478				
				VL5	£3,750	£3,034,408	£2,955,366	£2,876,324	£2,797,282	£2,718,240	£2,639,198	£2,560,156	£2,481,114	£2,402,072				
				VL6	£4,000	£4,003,800	£3,924,758	£3,845,716	£3,766,674	£3,687,632	£3,608,591	£3,529,549	£3,450,507	£3,371,465				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
50 Mixed 30% AH	PDL/Greenfield	1.09	0.91	VL1	£2,750	£397,552	£303,091	£208,156	£110,005	£9,467	Negative RLV							
				VL2	£3,000	£923,387	£835,003	£743,763	£649,302	£554,841	£460,380	£365,919	£271,458	£175,302				
				VL3	£3,250	£1,405,929	£1,319,975	£1,233,845	£1,145,461	£1,057,077	£968,693	£880,309	£791,924	£697,723				
				VL4	£3,500	£1,897,235	£1,811,282	£1,725,328	£1,639,375	£1,553,422	£1,467,468	£1,381,515	£1,295,561	£1,208,741				
				VL5	£3,750	£2,412,576	£2,326,623	£2,240,669	£2,154,716	£2,068,763	£1,982,809	£1,896,856	£1,810,902	£1,724,949				
				VL6	£4,000	£2,888,588	£2,802,634	£2,716,681	£2,630,728	£2,544,774	£2,458,821	£2,372,868	£2,286,914	£2,200,961				
				VL7	£4,500	£3,853,721	£3,767,768	£3,681,814	£3,595,861	£3,509,908	£3,423,954	£3,338,001	£3,252,048	£3,166,094				
				Residual Land Value (£/Ha)						£364,422	£277,833	£190,809	£100,838	£8,678	Negative RLV			
				VL1	£2,750	£846,438	£765,419	£681,783	£595,194	£508,604	£422,015	£335,426	£248,836	£160,694				
				VL2	£3,000	£1,288,768	£1,209,977	£1,131,025	£1,050,006	£968,987	£887,968	£806,950	£725,931	£639,580				
				VL3	£3,250	£1,739,132	£1,660,342	£1,581,551	£1,502,760	£1,423,970	£1,345,179	£1,266,389	£1,187,598	£1,108,013				
				VL4	£3,500	£2,211,528	£2,132,737	£2,053,947	£1,975,156	£1,896,366	£1,817,575	£1,738,784	£1,659,994	£1,581,203				
				VL5	£3,750	£2,647,872	£2,569,082	£2,490,291	£2,411,500	£2,332,710	£2,253,919	£2,175,129	£2,096,338	£2,017,547				
				VL6	£4,000	£3,532,578	£3,453,787	£3,374,997	£3,296,206	£3,217,415	£3,138,625	£3,059,834	£2,981,044	£2,902,253				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)									
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL	
50 Mixed 40% AH	PDL/Greenfield	1.09	0.91	VL1	£2,750	£151,784	£52,969	Negative RLV							
				VL2	£3,000	£630,373	£536,601	£442,828	£349,056	£255,283	£159,218	£60,588	Negative RLV		
				VL3	£3,250	£1,067,302	£979,562	£891,823	£804,083	£711,406	£617,634	£523,861	£430,089	£336,317	
				VL4	£3,500	£1,511,242	£1,425,915	£1,340,588	£1,255,261	£1,167,946	£1,080,206	£992,466	£904,726	£816,987	
				VL5	£3,750	£1,983,617	£1,898,291	£1,812,964	£1,727,637	£1,642,310	£1,556,984	£1,471,657	£1,386,330	£1,301,003	
				VL6	£4,000	£2,401,677	£2,316,350	£2,231,023	£2,145,697	£2,060,370	£1,975,043	£1,889,716	£1,804,390	£1,719,063	
				VL7	£4,500	£3,255,901	£3,170,574	£3,085,248	£2,999,921	£2,914,594	£2,829,267	£2,743,941	£2,658,614	£2,573,287	
				Residual Land Value (£/Ha)						£139,135	£48,555	Negative RLV			
				VL1	£2,750	£577,842	£491,884	£405,926	£319,968	£234,010	£145,950	£55,539	Negative RLV		
				VL2	£3,000	£978,360	£897,932	£817,504	£737,076	£652,122	£566,164	£480,206	£394,248	£308,290	
				VL3	£3,250	£1,385,305	£1,307,089	£1,228,872	£1,150,656	£1,070,617	£990,189	£909,761	£829,332	£748,904	
				VL4	£3,500	£1,818,316	£1,740,100	£1,661,883	£1,583,667	£1,505,451	£1,427,235	£1,349,019	£1,270,803	£1,192,586	
				VL5	£3,750	£2,201,537	£2,123,321	£2,045,105	£1,966,888	£1,888,672	£1,810,456	£1,732,240	£1,654,024	£1,575,808	
				VL6	£4,000	£2,984,576	£2,906,360	£2,828,144	£2,749,927	£2,671,711	£2,593,495	£2,515,279	£2,437,063	£2,358,847	
VL7	£4,500														

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

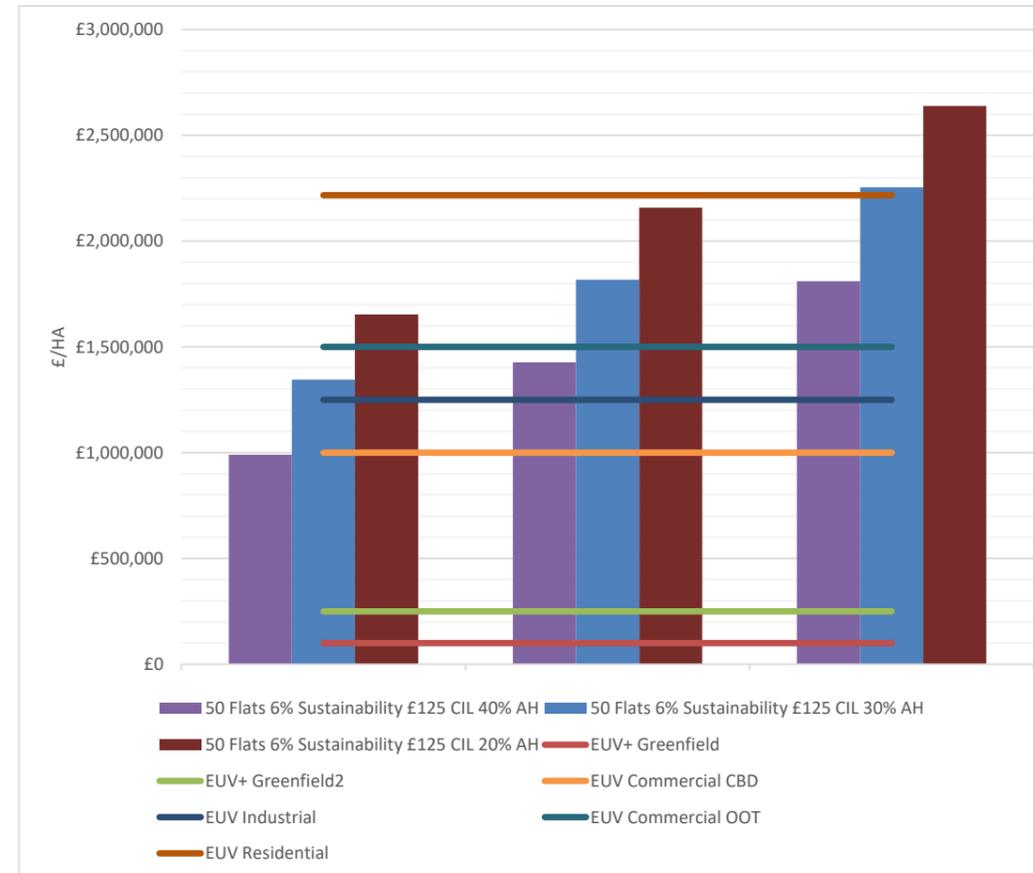
Source: Dixon Searle Partnership (2019)

**Table 11(i): Surplus Analysis
- 50 Unit Scheme - Mixed with 6% Sustainability Sensitivity Test**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				VL4
50	Mixed 20% AH	PDL/Greenfield	1.09	0.91	VL4	£3,500	£1,803,710	£1,653,400	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,553,400	£1,403,400	£653,400	£403,400	£153,400	£-563,600
					VL5	£3,750	£2,354,840	£2,158,603							£2,058,603	£1,908,603	£1,158,603	£908,603	£658,603	£-58,397
					VL6	£4,000	£2,879,125	£2,639,198							£2,539,198	£2,389,198	£1,639,198	£1,389,198	£1,139,198	£422,198
50	Mixed 30% AH	PDL/Greenfield	1.09	0.91	VL4	£3,500	£1,467,468	£1,345,179	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,245,179	£1,095,179	£345,179	£95,179	£-154,821	£-871,821
					VL5	£3,750	£1,982,809	£1,817,575							£1,717,575	£1,567,575	£817,575	£567,575	£317,575	£-399,425
					VL6	£4,000	£2,458,821	£2,253,919							£2,153,919	£2,003,919	£1,253,919	£1,003,919	£753,919	£36,919
50	Mixed 40% AH	PDL/Greenfield	1.09	0.91	VL4	£3,500	£1,080,206	£990,189	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£890,189	£740,189	£-9,811	£-259,811	£-509,811	£-1,226,811
					VL5	£3,750	£1,556,984	£1,427,235							£1,327,235	£1,177,235	£427,235	£177,235	£-72,765	£-789,765
					VL6	£4,000	£1,975,043	£1,810,456							£1,710,456	£1,560,456	£810,456	£560,456	£310,456	£-406,544

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

**Table 1m: Residual Land Value Results by Value Level & Trial CIL Rate
- 50 Unit Scheme - Mixed - Sensitivity Tests M4(2) and M4(3) @ 30% AH only**

M4(2) @ 80% M4(3) @ 5%						Residual Land Value (£)												
Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
50 Mixed 30% AH	PDL/Greenfield	1.09	0.91	VL1	£2,750	£523,684	£429,223	£334,762	£240,301	£142,942	£43,176	Negative RLV						
				VL2	£3,000	£1,041,405	£953,021	£864,636	£775,435	£680,973	£586,512	£492,051	£397,590	£303,129				
				VL3	£3,250	£1,520,701	£1,434,747	£1,348,794	£1,262,841	£1,175,095	£1,086,711	£998,326	£909,942	£821,558				
				VL4	£3,500	£2,012,007	£1,926,054	£1,840,100	£1,754,147	£1,668,194	£1,582,240	£1,496,287	£1,410,333	£1,324,380				
				VL5	£3,750	£2,527,348	£2,441,395	£2,355,441	£2,269,488	£2,183,535	£2,097,581	£2,011,628	£1,925,674	£1,839,721				
				VL6	£4,000	£3,003,360	£2,917,407	£2,831,453	£2,745,500	£2,659,546	£2,573,593	£2,487,640	£2,401,686	£2,315,733				
				VL7	£4,500	£3,968,493	£3,882,540	£3,796,587	£3,710,633	£3,624,680	£3,538,726	£3,452,773	£3,366,820	£3,280,866				
				Residual Land Value (£/Ha)														
				VL1	£2,750	£480,044	£393,454	£306,865	£220,276	£131,030	£39,578	Negative RLV						
				VL2	£3,000	£954,621	£873,602	£792,583	£710,815	£624,226	£537,636	£451,047	£364,458	£277,868				
				VL3	£3,250	£1,393,976	£1,315,185	£1,236,394	£1,157,604	£1,077,170	£996,151	£915,133	£834,114	£753,095				
				VL4	£3,500	£1,844,340	£1,765,549	£1,686,759	£1,607,968	£1,529,177	£1,450,387	£1,371,596	£1,292,806	£1,214,015				
				VL5	£3,750	£2,316,736	£2,237,945	£2,159,155	£2,080,364	£2,001,573	£1,922,783	£1,843,992	£1,765,202	£1,686,411				
				VL6	£4,000	£2,753,080	£2,674,289	£2,595,499	£2,516,708	£2,437,918	£2,359,127	£2,280,336	£2,201,546	£2,122,755				
VL7	£4,500	£3,637,786	£3,558,995	£3,480,204	£3,401,414	£3,322,623	£3,243,833	£3,165,042	£3,086,251	£3,007,461								

M4(2) @ 98% M4(3) @ 2%						Residual Land Value (£)												
Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
50 Mixed 30% AH	PDL/Greenfield	1.09	0.91	VL1	£2,750	£536,578	£442,117	£347,656	£253,195	£156,334	£56,899	Negative RLV						
				VL2	£3,000	£1,053,469	£965,085	£876,701	£788,317	£693,867	£599,406	£504,945	£410,484	£316,023				
				VL3	£3,250	£1,532,433	£1,446,480	£1,360,527	£1,274,573	£1,187,159	£1,098,775	£1,010,391	£922,007	£833,623				
				VL4	£3,500	£2,023,740	£1,937,786	£1,851,833	£1,765,880	£1,679,926	£1,593,973	£1,508,020	£1,422,066	£1,336,113				
				VL5	£3,750	£2,539,081	£2,453,127	£2,367,174	£2,281,221	£2,195,267	£2,109,314	£2,023,361	£1,937,407	£1,851,454				
				VL6	£4,000	£3,015,093	£2,929,139	£2,843,186	£2,757,232	£2,671,279	£2,585,326	£2,499,372	£2,413,419	£2,327,466				
				VL7	£4,500	£3,901,568	£3,815,614	£3,729,660	£3,643,707	£3,557,753	£3,471,800	£3,385,847	£3,299,894	£3,213,941				
				Residual Land Value (£/Ha)														
				VL1	£2,750	£491,863	£405,274	£318,685	£232,095	£143,306	£52,158	Negative RLV						
				VL2	£3,000	£965,680	£884,661	£803,642	£722,624	£636,045	£549,456	£462,866	£376,277	£289,688				
				VL3	£3,250	£1,404,731	£1,325,940	£1,247,149	£1,168,359	£1,088,229	£1,007,211	£926,192	£845,173	£764,154				
				VL4	£3,500	£1,855,095	£1,776,304	£1,697,514	£1,618,723	£1,539,932	£1,461,142	£1,382,351	£1,303,561	£1,224,770				
				VL5	£3,750	£2,327,491	£2,248,700	£2,169,910	£2,091,119	£2,012,328	£1,933,538	£1,854,747	£1,775,957	£1,697,166				
				VL6	£4,000	£2,763,835	£2,685,044	£2,606,254	£2,527,463	£2,448,673	£2,369,882	£2,291,091	£2,212,301	£2,133,510				
VL7	£4,500	£3,576,437	£3,569,750	£3,490,959	£3,412,169	£3,333,378	£3,254,587	£3,175,797	£3,097,006	£3,018,216								

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

Source: Dixon Searle Partnership (2019)

Table 1m(i): Surplus Analysis
- 50 Unit Scheme - Mixed - Sensitivity Tests M4(2) and M4(3) @ 30% AH only

Sensitivity Test 1:

M4(2) @ 80%

M4(3) @ 5%

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
50	Mixed 30% AH	PDL/Greenfield	1.09	0.91	VL4	£3,500	£1,582,240	£1,451,597	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,351,597	£1,201,597	£451,597	£201,597	£-48,403	£-765,403
					VL5	£3,750	£2,097,581	£1,924,386							£1,824,386	£1,674,386	£924,386	£674,386	£424,386	£-292,614
					VL6	£4,000	£2,573,593	£2,361,095							£2,261,095	£2,111,095	£1,361,095	£1,111,095	£861,095	£144,095

Sensitivity Test 2:

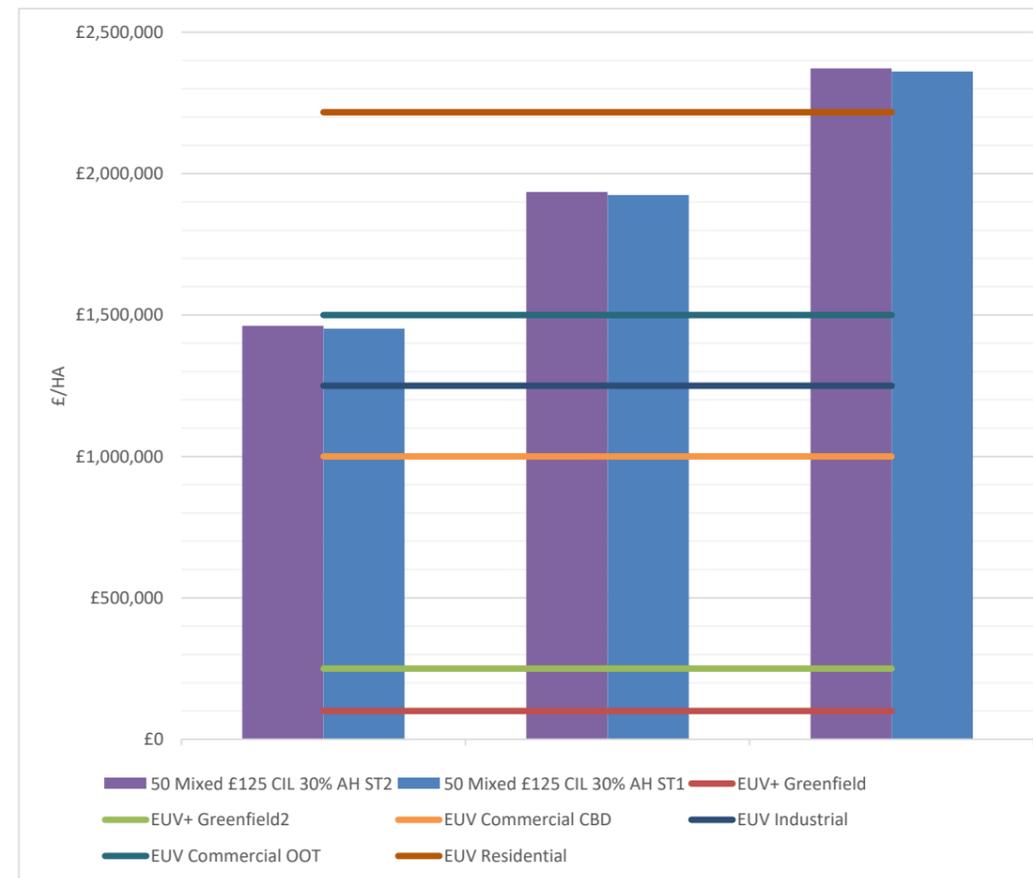
M4(2) @ 98%

M4(3) @ 2%

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial OoT)	EUV+ £ / ha (Commercial CBD)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
50	Mixed 30% AH	PDL/Greenfield	1.09	0.91	VL4	£3,500	£1,593,973	£1,462,360	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,362,360	£1,212,360	£462,360	£212,360	£-37,640	£-754,640
					VL5	£3,750	£2,109,314	£1,935,150							£1,835,150	£1,685,150	£935,150	£685,150	£435,150	£-281,850
					VL6	£4,000	£2,585,326	£2,371,858							£2,271,858	£2,121,858	£1,371,858	£1,121,858	£871,858	£154,858

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

**Table 1n: Residual Land Value Results by Value Level & Trial CIL Rate
- 100 Unit Scheme - Mixed**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
100 Mixed 20% AH	PDL/Greenfield	2.18	1.82	VL1	£2,750	£1,579,705	£1,423,357	£1,267,013	£1,110,658	£954,311	£797,963	£641,614	£485,265	£328,917				
				VL2	£3,000	£2,735,167	£2,578,819	£2,422,470	£2,266,122	£2,109,773	£1,953,425	£1,797,076	£1,640,728	£1,484,379				
				VL3	£3,250	£3,870,856	£3,714,508	£3,558,159	£3,401,811	£3,245,462	£3,089,114	£2,932,765	£2,776,417	£2,620,068				
				VL4	£3,500	£5,032,909	£4,876,561	£4,720,212	£4,563,864	£4,407,515	£4,251,167	£4,094,818	£3,938,470	£3,782,121				
				VL5	£3,750	£6,230,552	£6,074,204	£5,917,855	£5,761,507	£5,605,159	£5,448,810	£5,292,462	£5,136,113	£4,979,765				
				VL6	£4,000	£7,370,195	£7,213,847	£7,057,499	£6,901,150	£6,744,802	£6,588,454	£6,432,105	£6,275,757	£6,119,409				
				VL7	£4,500	£9,667,936	£9,511,588	£9,355,239	£9,198,891	£9,042,543	£8,886,195	£8,729,846	£8,573,498	£8,417,150				
				Residual Land Value (£/Ha)						£724,031	£652,372	£580,714	£509,052	£437,393	£365,733	£294,073	£222,413	£150,754
				VL1	£2,750	£1,253,618	£1,181,959	£1,110,299	£1,038,639	£966,979	£895,320	£823,660	£752,000	£680,340				
				VL2	£3,000	£1,774,142	£1,702,483	£1,630,823	£1,559,163	£1,487,503	£1,415,844	£1,344,184	£1,272,524	£1,200,865				
				VL3	£3,250	£2,306,750	£2,235,090	£2,163,431	£2,091,771	£2,020,111	£1,948,452	£1,876,792	£1,805,132	£1,733,472				
				VL4	£3,500	£2,855,670	£2,784,010	£2,712,350	£2,640,691	£2,569,031	£2,497,371	£2,425,712	£2,354,052	£2,282,392				
				VL5	£3,750	£3,378,006	£3,306,347	£3,234,687	£3,163,027	£3,091,368	£3,019,708	£2,948,048	£2,876,389	£2,804,729				
				VL6	£4,000	£4,431,137	£4,359,478	£4,287,818	£4,216,158	£4,144,499	£4,072,839	£4,001,179	£3,929,520	£3,857,860				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
100 Mixed 30% AH	PDL/Greenfield	2.18	1.82	VL1	£2,750	£1,188,741	£1,048,633	£908,525	£768,418	£628,310	£488,202	£348,094	£206,778	£61,792				
				VL2	£3,000	£2,257,153	£2,117,045	£1,976,937	£1,836,829	£1,696,722	£1,556,614	£1,416,511	£1,276,398	£1,136,291				
				VL3	£3,250	£3,298,087	£3,157,980	£3,017,873	£2,877,765	£2,737,657	£2,597,549	£2,457,442	£2,317,334	£2,177,226				
				VL4	£3,500	£4,375,657	£4,235,550	£4,095,442	£3,955,334	£3,815,227	£3,675,120	£3,535,012	£3,394,904	£3,254,797				
				VL5	£3,750	£5,502,685	£5,362,577	£5,222,470	£5,082,362	£4,942,254	£4,802,147	£4,662,039	£4,521,932	£4,381,824				
				VL6	£4,000	£6,549,115	£6,409,007	£6,268,899	£6,128,792	£5,988,684	£5,848,577	£5,708,469	£5,568,362	£5,428,254				
				VL7	£4,500	£8,667,619	£8,527,511	£8,387,404	£8,247,296	£8,107,188	£7,967,081	£7,826,974	£7,686,866	£7,546,759				
				Residual Land Value (£/Ha)						£544,840	£480,623	£416,407	£352,192	£287,975	£223,759	£159,543	£94,773	£28,321
				VL1	£2,750	£1,034,528	£970,312	£906,096	£841,880	£777,664	£713,448	£649,234	£585,016	£520,800				
				VL2	£3,000	£1,511,623	£1,447,408	£1,383,192	£1,318,976	£1,254,759	£1,190,543	£1,126,328	£1,062,111	£997,895				
				VL3	£3,250	£2,005,509	£1,941,294	£1,877,078	£1,812,861	£1,748,646	£1,684,430	£1,620,214	£1,555,998	£1,491,782				
				VL4	£3,500	£2,522,064	£2,457,848	£2,393,632	£2,329,416	£2,265,200	£2,200,984	£2,136,768	£2,072,552	£2,008,336				
				VL5	£3,750	£3,001,678	£2,937,462	£2,873,245	£2,809,030	£2,744,814	£2,680,598	£2,616,382	£2,552,166	£2,487,950				
				VL6	£4,000	£3,972,659	£3,908,443	£3,844,227	£3,780,011	£3,715,795	£3,651,579	£3,587,363	£3,523,147	£3,458,931				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
100 Mixed 40% AH	PDL/Greenfield	2.18	1.82	VL1	£2,750	£696,091	£575,750	£455,409	£335,068	£213,712	£89,325	Negative RLV						
				VL2	£3,000	£1,657,724	£1,537,383	£1,417,042	£1,296,701	£1,176,360	£1,056,019	£935,678	£815,337	£694,996				
				VL3	£3,250	£2,582,402	£2,462,062	£2,341,721	£2,221,380	£2,101,040	£1,980,699	£1,860,357	£1,740,016	£1,619,675				
				VL4	£3,500	£3,556,351	£3,436,010	£3,315,670	£3,195,330	£3,074,989	£2,954,649	£2,834,308	£2,713,967	£2,593,626				
				VL5	£3,750	£4,596,819	£4,476,478	£4,356,137	£4,235,796	£4,115,455	£3,995,114	£3,874,773	£3,754,432	£3,634,091				
				VL6	£4,000	£5,528,889	£5,408,548	£5,288,207	£5,167,866	£5,047,525	£4,927,184	£4,806,843	£4,686,502	£4,566,161				
				VL7	£4,500	£7,427,517	£7,307,176	£7,186,836	£7,066,495	£6,946,154	£6,825,813	£6,705,472	£6,585,131	£6,464,790				
				Residual Land Value (£/Ha)						£319,042	£263,885	£208,729	£153,573	£97,951	£40,941	Negative RLV		
				VL1	£2,750	£759,790	£704,634	£649,478	£594,321	£539,165	£484,009	£428,852	£373,696	£318,540				
				VL2	£3,000	£1,183,601	£1,128,445	£1,073,289	£1,018,133	£962,977	£907,820	£852,664	£797,507	£742,351				
				VL3	£3,250	£1,629,994	£1,574,838	£1,519,682	£1,464,526	£1,409,370	£1,354,214	£1,299,058	£1,243,902	£1,188,749				
				VL4	£3,500	£2,106,875	£2,051,719	£1,996,563	£1,941,407	£1,886,250	£1,831,094	£1,775,938	£1,720,783	£1,665,627				
				VL5	£3,750	£2,534,074	£2,478,918	£2,423,762	£2,368,605	£2,313,449	£2,258,293	£2,203,136	£2,147,980	£2,092,824				
				VL6	£4,000	£3,404,279	£3,349,122	£3,293,967	£3,238,810	£3,183,654	£3,128,498	£3,073,341	£3,018,185	£2,963,029				
VL7	£4,500																	

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

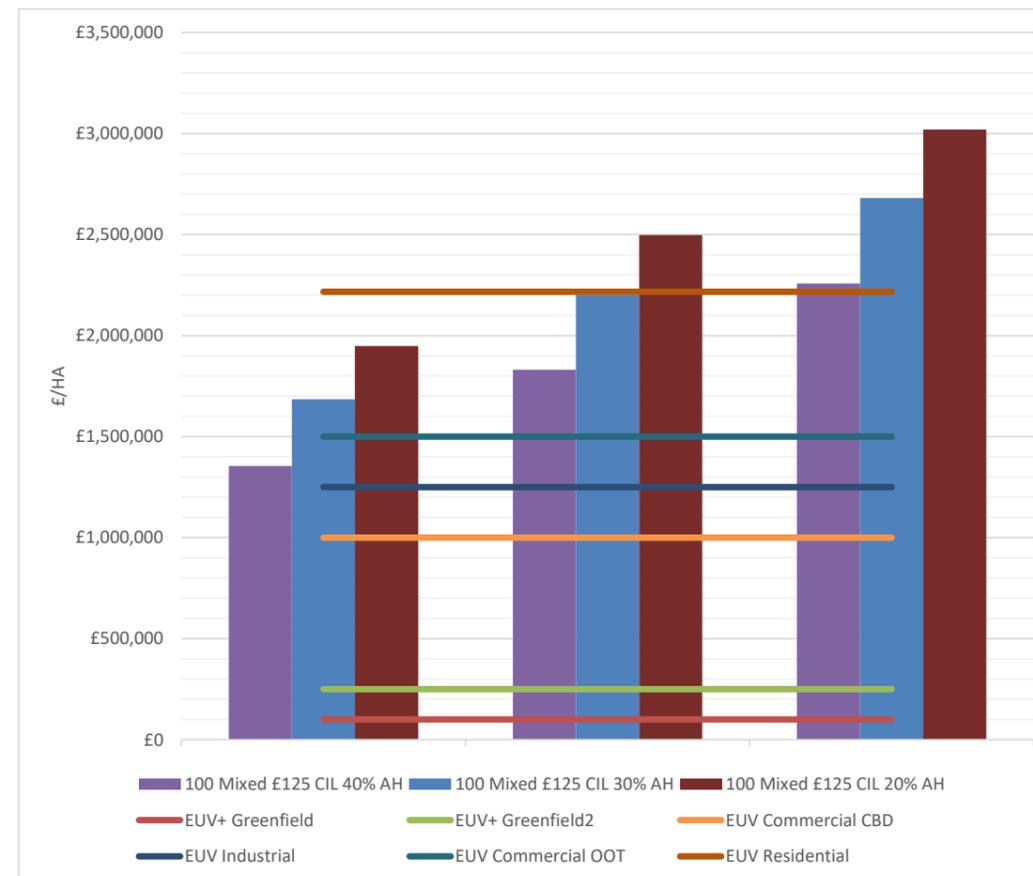
Source: Dixon Searle Partnership (2019)

**Table 1n(i): Surplus Analysis
- 100 Unit Scheme - Mixed**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				VL4
100	Mixed 20% AH	PDL/Greenfield	2.18	1.82	VL4	£3,500	£4,251,167	£1,948,452	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,848,452	£1,698,452	£948,452	£698,452	£448,452	-£268,548
					VL5	£3,750	£5,448,810	£2,497,371							£2,397,371	£2,247,371	£1,497,371	£1,247,371	£997,371	£280,371
					VL6	£4,000	£6,588,454	£3,019,708							£2,919,708	£2,769,708	£2,019,708	£1,769,708	£1,519,708	£802,708
100	Mixed 30% AH	PDL/Greenfield	2.18	1.82	VL4	£3,500	£3,675,120	£1,684,430	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,584,430	£1,434,430	£684,430	£434,430	£184,430	-£532,570
					VL5	£3,750	£4,802,147	£2,200,984							£2,100,984	£1,950,984	£1,200,984	£950,984	£700,984	-£16,016
					VL6	£4,000	£5,848,577	£2,680,598							£2,580,598	£2,430,598	£1,680,598	£1,430,598	£1,180,598	£463,598
100	Mixed 40% AH	PDL/Greenfield	2.18	1.82	VL4	£3,500	£2,954,649	£1,354,214	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,254,214	£1,104,214	£354,214	£104,214	-£145,786	-£862,786
					VL5	£3,750	£3,995,114	£1,831,094							£1,731,094	£1,581,094	£831,094	£581,094	£331,094	-£385,906
					VL6	£4,000	£4,927,184	£2,258,293							£2,158,293	£2,008,293	£1,258,293	£1,008,293	£758,293	£41,293

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)

Table 1o: Residual Land Value Results by Value Level & Trial CIL Rate
- 350 Unit Scheme - Mixed

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
350 Mixed 20% AH	Greenfield	8.27	6.36	VL1	£2,750	£7,036,149	£6,484,526	£5,932,902	£5,381,279	£4,829,655	£4,278,031	£3,726,424	£3,174,789	£2,623,161				
				VL2	£3,000	£11,104,277	£10,552,654	£10,001,030	£9,449,407	£8,897,783	£8,346,160	£7,794,536	£7,242,913	£6,691,289				
				VL3	£3,250	£15,105,383	£14,553,760	£14,002,137	£13,450,513	£12,898,889	£12,347,266	£11,795,642	£11,244,019	£10,692,395				
				VL4	£3,500	£19,195,850	£18,644,227	£18,092,604	£17,540,981	£16,989,358	£16,437,735	£15,886,111	£15,334,488	£14,782,864				
				VL5	£3,750	£23,406,956	£22,855,333	£22,303,710	£21,752,087	£21,200,464	£20,648,841	£20,097,218	£19,545,595	£18,993,971				
				VL6	£4,000	£27,421,464	£26,869,841	£26,318,218	£25,766,596	£25,214,973	£24,663,350	£24,111,727	£23,560,104	£23,008,481				
				VL7	£4,500	£35,513,032	£34,961,409	£34,409,788	£33,858,165	£33,306,542	£32,754,920	£32,203,297	£31,651,674	£31,100,052				
				Residual Land Value (£/Ha)						£850,524	£783,844	£717,164	£650,484	£583,804	£517,125	£450,447	£383,766	£317,085
				VL1	£2,750	£1,342,275	£1,275,596	£1,208,916	£1,142,236	£1,075,556	£1,008,876	£942,197	£875,517	£808,837				
				VL2	£3,000	£1,825,925	£1,759,246	£1,692,566	£1,625,886	£1,559,206	£1,492,527	£1,425,847	£1,359,167	£1,292,487				
				VL3	£3,250	£2,320,377	£2,253,698	£2,187,018	£2,120,338	£2,053,659	£1,986,979	£1,920,299	£1,853,619	£1,786,940				
				VL4	£3,500	£2,829,412	£2,762,733	£2,696,053	£2,629,373	£2,562,693	£2,496,014	£2,429,334	£2,362,654	£2,295,975				
				VL5	£3,750	£3,314,682	£3,248,003	£3,181,323	£3,114,643	£3,047,964	£2,981,284	£2,914,604	£2,847,925	£2,781,245				
				VL6	£4,000	£4,292,784	£4,226,104	£4,159,425	£4,092,745	£4,026,066	£3,959,386	£3,892,706	£3,826,027	£3,759,347				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
350 Mixed 30% AH	Greenfield	8.27	6.36	VL1	£2,750	£5,398,085	£4,913,301	£4,428,485	£3,943,685	£3,458,886	£2,974,086	£2,489,286	£2,004,486	£1,519,687				
				VL2	£3,000	£9,107,671	£8,622,872	£8,138,072	£7,653,273	£7,168,473	£6,683,673	£6,198,873	£5,714,074	£5,229,274				
				VL3	£3,250	£12,718,262	£12,233,463	£11,748,664	£11,263,864	£10,779,064	£10,294,264	£9,809,464	£9,324,664	£8,839,864				
				VL4	£3,500	£16,460,845	£15,976,046	£15,491,247	£15,006,447	£14,521,648	£14,036,849	£13,552,050	£13,067,251	£12,582,453				
				VL5	£3,750	£20,381,612	£19,896,813	£19,412,014	£18,927,215	£18,442,416	£17,957,617	£17,472,818	£16,988,018	£16,503,219				
				VL6	£4,000	£24,012,003	£23,527,203	£23,042,404	£22,557,605	£22,072,807	£21,588,008	£21,103,209	£20,618,411	£20,133,611				
				VL7	£4,500	£31,365,176	£30,880,377	£30,395,578	£29,910,779	£29,425,979	£28,941,182	£28,456,383	£27,971,583	£27,486,785				
				Residual Land Value (£/Ha)						£652,516	£593,916	£535,311	£476,709	£418,107	£359,505	£300,903	£242,301	£183,698
				VL1	£2,750	£1,100,927	£1,042,325	£983,723	£925,121	£866,519	£807,917	£749,314	£690,712	£632,110				
				VL2	£3,000	£1,537,372	£1,478,770	£1,420,168	£1,361,566	£1,302,964	£1,244,362	£1,185,760	£1,127,158	£1,068,556				
				VL3	£3,250	£1,989,772	£1,931,170	£1,872,568	£1,813,966	£1,755,364	£1,696,762	£1,638,160	£1,579,558	£1,520,956				
				VL4	£3,500	£2,463,711	£2,405,109	£2,346,507	£2,287,905	£2,229,303	£2,170,701	£2,112,099	£2,053,497	£1,994,895				
				VL5	£3,750	£2,902,550	£2,843,948	£2,785,346	£2,726,743	£2,668,142	£2,609,539	£2,550,937	£2,492,335	£2,433,733				
				VL6	£4,000	£3,791,395	£3,732,793	£3,674,191	£3,615,589	£3,556,986	£3,498,385	£3,439,783	£3,381,180	£3,322,578				
VL7	£4,500																	

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value (£)												
						Residual Land Value - £0/m ² CIL	Residual Land Value - £25/m ² CIL	Residual Land Value - £50/m ² CIL	Residual Land Value - £75/m ² CIL	Residual Land Value - £100/m ² CIL	Residual Land Value - £125/m ² CIL	Residual Land Value - £150/m ² CIL	Residual Land Value - £175/m ² CIL	Residual Land Value - £200/m ² CIL				
350 Mixed 40% AH	Greenfield	8.27	6.36	VL1	£2,750	£3,722,000	£3,305,202	£2,888,405	£2,471,608	£2,054,811	£1,638,013	£1,221,216	£804,419	£387,621				
				VL2	£3,000	£7,065,003	£6,648,206	£6,231,409	£5,814,612	£5,397,815	£4,981,017	£4,564,220	£4,147,423	£3,730,626				
				VL3	£3,250	£10,276,551	£9,859,754	£9,442,958	£9,026,162	£8,609,365	£8,192,568	£7,775,771	£7,358,974	£6,942,177				
				VL4	£3,500	£13,663,363	£13,246,566	£12,829,769	£12,412,972	£11,996,175	£11,579,378	£11,162,581	£10,745,784	£10,328,987				
				VL5	£3,750	£17,286,796	£16,869,999	£16,453,202	£16,036,405	£15,619,608	£15,202,811	£14,786,014	£14,369,217	£13,952,420				
				VL6	£4,000	£20,524,636	£20,107,839	£19,691,043	£19,274,246	£18,857,449	£18,440,653	£18,023,856	£17,607,059	£17,190,262				
				VL7	£4,500	£27,123,003	£26,706,206	£26,289,409	£25,872,613	£25,455,816	£25,039,019	£24,622,222	£24,205,425	£23,788,629				
				Residual Land Value (£/Ha)						£449,912	£399,530	£349,148	£298,766	£248,384	£198,002	£147,620	£97,237	£46,855
				VL1	£2,750	£854,011	£803,629	£753,247	£702,865	£652,483	£602,101	£551,719	£501,337	£450,955				
				VL2	£3,000	£1,242,220	£1,191,838	£1,141,456	£1,091,075	£1,040,692	£990,311	£939,931	£889,547	£839,164				
				VL3	£3,250	£1,651,615	£1,601,233	£1,550,851	£1,500,469	£1,450,088	£1,399,706	£1,349,324	£1,298,942	£1,248,560				
				VL4	£3,500	£2,089,613	£2,039,231	£1,988,849	£1,938,467	£1,888,084	£1,837,702	£1,787,320	£1,736,938	£1,686,557				
				VL5	£3,750	£2,481,000	£2,430,618	£2,380,236	£2,329,854	£2,279,472	£2,229,090	£2,178,708	£2,128,326	£2,077,944				
				VL6	£4,000	£3,278,605	£3,228,223	£3,177,841	£3,127,459	£3,077,077	£3,026,695	£2,976,313	£2,925,930	£2,875,548				
VL7	£4,500																	

Key:

	RLV beneath Viability Test 1 (RLV <£100,000/ha)
	RLV exceeding Viability Test 1 (RLV £250,000/ha)
	RLV exceeding Viability Test 2 (RLV £1,000,000/ha)
	RLV exceeding Viability Test 3 (RLV £1,250,000/ha)
	RLV exceeding Viability Test 4 (RLV £1,500,000/ha)
	RLV exceeding Viability Test 5 (RLV £2,217,000/ha)
	RLV exceeding Viability Test 5 (RLV >£2,217,000/ha)

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.

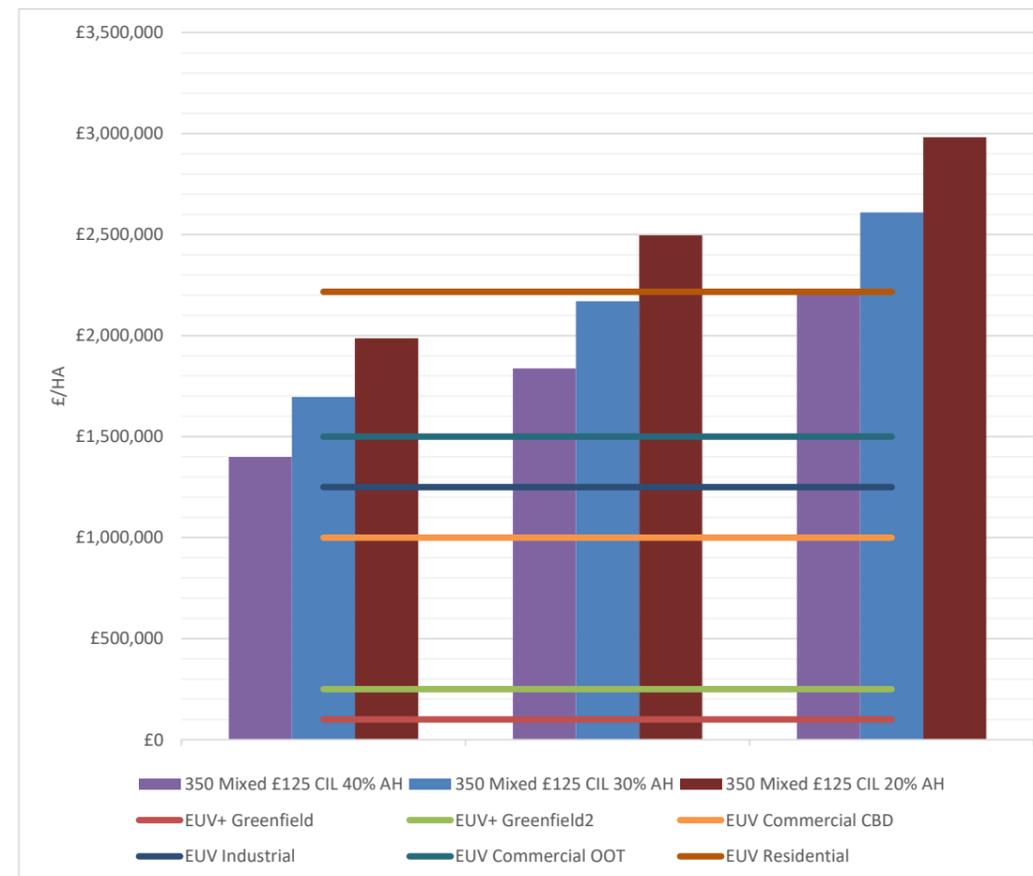
Source: Dixon Searle Partnership (2019)

**Table 1o(i): Surplus Analysis
- 350 Unit Scheme - Mixed**

Development Scenario	Typical Site Type	Gross Site Area (ha)	Net Site Area (ha)	Value Level	Value £/m ²	Residual Land Value - £125/m ² CIL	Residual Land Value /ha - £125/m ² CIL	EUV £/ha (Greenfield)	EUV £/ha (Greenfield)	EUV+ £ / ha (Commercial - CBD)	EUV+ £ / ha (Industrial)	EUV+ £ / ha (Commercial - OoT)	EUV+ £ / ha (Residential)	+/- Difference Greenfield	+/- Difference Greenfield	+/- Difference Commercial CBD	+/- Difference Industrial	+/- Difference Commercial OoT	+/- Difference Residential	
																				VL4
350	Mixed 20% AH	Greenfield	8.27	6.36	VL4	£3,500	£16,437,735	£1,986,979	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,886,979	£1,736,979	£986,979	£736,979	£486,979	-£230,021
					VL5	£3,750	£20,648,841	£2,496,014							£2,396,014	£2,246,014	£1,496,014	£1,246,014	£996,014	£279,014
					VL6	£4,000	£24,663,350	£2,981,284							£2,881,284	£2,731,284	£1,981,284	£1,731,284	£1,481,284	£764,284
350	Mixed 30% AH	Greenfield	8.27	6.36	VL4	£3,500	£14,036,849	£1,696,762	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,596,762	£1,446,762	£696,762	£446,762	£196,762	-£520,238
					VL5	£3,750	£17,957,617	£2,170,701							£2,070,701	£1,920,701	£1,170,701	£920,701	£670,701	-£46,299
					VL6	£4,000	£21,588,008	£2,609,539							£2,509,539	£2,359,539	£1,609,539	£1,359,539	£1,109,539	£392,539
350	Mixed 40% AH	Greenfield	8.27	6.36	VL4	£3,500	£11,579,385	£1,399,706	£100,000	£250,000	£1,000,000	£1,250,000	£1,500,000	£2,217,000	£1,299,706	£1,149,706	£399,706	£149,706	-£100,294	-£817,294
					VL5	£3,750	£15,202,811	£1,837,702							£1,737,702	£1,587,702	£837,702	£587,702	£337,702	-£379,298
					VL6	£4,000	£18,440,653	£2,229,090							£2,129,090	£1,979,090	£1,229,090	£979,090	£729,090	£12,090

BLV Notes:

EUV £/ha	EUV+ £/ha	Notes
£100,000		Greenfield Enhancement
£250,000		Greenfield Enhancement (Upper)
£865,000	£1,000,000	Commercial CBD land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£1,250,000	£1,250,000	Industrial land values based on MHCLG Land Value Estimates 2017. No uplift applied as assumed "proxy AUV for developments on Brownfield land".
£1,250,000	£1,500,000	Commercial OOT land values based on MHCLG Land Value Estimates 2017. Includes a 20% uplift.
£3,695,000	£2,217,000	Residential land values based on MHCLG Land Value Estimates 2017. An allowance has been made for a minimum 50% reduction to MHCLG figure to reflect adjustment for AH, other planning obligations/CIL and planning risk.



Source: Dixon Searle Partnership (2019)