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## Test Valley Local Plan Viability Assessment and CIL Review



Prepared for  
Test Valley Borough Council  
December 2022



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# 1 Summary

- 1.1 This report tests the ability of developments in Test Valley Borough to accommodate emerging policies in the emerging Test Valley Local Plan alongside alternative rates of Community Infrastructure Levy ('CIL') to those in the Council's adopted Charging Schedule.
- 1.2 The study takes account of the impact of the Council's planning requirements, in line with the requirements of the National Planning Policy Framework ('NPPF'); the National Planning Practice Guidance ('PPG'), the RICS Guidance Note 'Assessing viability in Planning under the National Planning Policy Framework for England (2021)' and the Local Housing Delivery Group guidance 'Viability Testing Local Plans: Advice for planning practitioners'.

## Methodology

- 1.3 The study methodology tests the residual land values of a range of development typologies reflecting the types of developments expected to come forward in the Borough over the life of the new Local Plan. The appraisals compare the residual land values generated by those developments (with varying levels of affordable housing and other emerging policy requirements) to benchmark land values to reflect the existing value of land prior to redevelopment. If a development incorporating the Council's emerging policy requirements and varying levels of CIL generates a higher residual land value than the benchmark land value, then it can be judged that the site is viable and deliverable. Following the adoption of policies, developers will need to reflect policy requirements in their bids for sites, in line with requirements set out in the PPG and RICS Guidance<sup>1</sup>.
- 1.4 The study utilises the residual land value method of calculating the value of each development. This method is used by developers when determining how much to bid for land and involves calculating the value of the completed scheme and deducting development costs (construction, fees, finance, sustainability requirements and CIL) and developer's profit. The residual amount is the sum left after these costs have been deducted from the value of the development, and guides a developer in determining an appropriate offer price for the site.
- 1.5 The housing and commercial property markets are inherently cyclical and the Council is testing the viability of potential development sites at a time when the market has experienced a period of sustained growth following the coronavirus pandemic. Forecasts for future house price growth point to continuing growth in mainstream south-east housing markets, although there is a degree of short term uncertainty following the ending of coronavirus lockdown measures; supply chain issues and the UK's departure from the European Union which has resulted in labour shortages in many sectors, including construction; and the war in Ukraine which has impacted commodities pricing. We have allowed for medium term growth over the plan period by running a sensitivity analysis which applies growth to sales values and inflation on costs to provide an indication of the extent of improvement to viability that might result. In addition, we have run a sensitivity analysis with a 'downside' scenario, in which values increase at a slower rate. The assumed growth and inflation rates for these sensitivity analyses are outlined in Section 4.
- 1.6 This sensitivity analysis is indicative only, but is intended to assist the Council in understanding the viability of potential development sites on a high level basis, both in today's terms but also in the future.

## Key findings

- 1.7 The key findings of the study are as follows:
  - **Affordable housing:** We have appraised residential schemes with a range of affordable housing percentages from 0% to 50% with a tenure splits of (a) 70% rent, 5% shared ownership and 25% First Homes and (b) 60% rent, 15% shared ownership and 25% First Homes to test the proposed

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<sup>1</sup> RICS 'Assessing viability in planning under the National Planning Policy Framework 2019 for England, 1<sup>st</sup> edition, March 2021'

retention of the existing 40% target as proposed in Policy HOU1: Affordable Housing. There are significant variations in the percentages of affordable housing that can be provided, depending on private sales values, scheme composition and benchmark land value. The results do not point to any particular level of affordable housing that most schemes can viably deliver and we therefore recommend that the existing 40% target be retained, and applied on a 'maximum reasonable proportion' basis taking site-specific circumstances into account. This reflects the Council's current practice and also the approach in recently adopted Affordable Housing SPD.

- **Affordable housing on sites providing 9 or fewer units:** our appraisals indicate that there is no significant difference in the viability of schemes providing 9 or fewer units than those of 10 units or more. However, providing affordable housing on small sites gives rise to practical difficulties and consequently, most councils operating a small sites affordable policy seek payments in lieu and this is reflected in the Council's emerging policy approach. This policy seeks financial contributions in lieu on schemes providing 6-9 units in the rural area and our appraisals indicate that this approach is viable. We have also provided an overview of the two main approaches to seeking payments in lieu which are broadly financially neutral for developers in comparison to on-site delivery. In other words, payments in lieu neither incentivise developers to take up the option of a payment, but neither do they penalise them.
  - **First Homes** are required to be sold at a price not exceeding £250,000 to purchasers in receipt of gross household incomes not exceeding £80,000. The maximum discount in the First Homes Planning Practice Guidance is 50%, but in many parts of the Borough, higher discounts would be required to meet the £250,000 capped property price. First Homes improve scheme viability modestly in low value areas, but may worsen viability as values increase, due to the higher discounts required to keep housing costs within the overall £250,000 cap.
  - **Self-build and custom build homes:** the requirement in emerging Policy HOU7: Self-build and Custom Build Housing for strategic sites to deliver a 5% of plots for self-build and custom build housing has a neutral impact on financial viability. Developers will sell serviced plots at market value and the amount they receive will be broadly the same as the residual land value they would have achieved from building and selling a 'standard' plot.
  - **Net zero carbon:** Policy CL1: Countering Climate Change requires that developments deliver a net zero carbon development. Our appraisals reflect this requirement through a 5% increase in construction costs (covering operational emissions) and 15% (covering both operational emissions and embodied carbon). Our appraisals indicate that most developments will be able to meet net zero carbon in regards to operational emissions, but securing net zero carbon on embodied emissions in addition to operation emissions will require trade-offs in terms of other policies (e.g. reduced affordable housing percentages). However, the cost of reducing both operational and embodied carbon emissions is likely to fall over time and the policy trade-offs required will abate over the plan period.
  - **Cumulative impact of other policies:** In addition to the specific policies above, our appraisals have regard to the cumulative impact of other plan policies which may have cost implications. In this regard, our appraisals therefore comply with the requirement in national guidance for a comprehensive assessment of all relevant plan policies in the viability assessment.
- 1.8 In the context of the outcomes of the appraisals above, we have also tested the ability of sites to potentially absorb higher rates of CIL than the currently adopted rates, subject to indexation.
- Viability in the lower residential bands (3 and 4) is more marginal after the impact of emerging policies is factored in, in comparison to the higher residential zones. To avoid reductions in affordable housing to balance net zero carbon requirements as well as other policy requirements, we recommend that the CIL rates in zones 3 and 4 remain unchanged at £127.69 and £85.13 per square metre respectively. In zones 1 and 2, developments could readily absorb an increase from the current rates of £212.82 and £170.26 per square metre to £250 and 200 per square metre.



- The retail sector is undergoing structural change as a result of more trade moving online, although the impact of this is more evident in the comparison retail sector than the convenience sector. Our appraisals indicate that current nil rate should remain for comparison retail. However, the rate for convenience retail could increase from the current indexed CIL rate of £218.90 to £250 per square metre.
- The industrial and logistics sector has seen significant increases in demand and rising rents and capital values as a result. Our appraisals indicate that a CIL rate of £40 per square metre could be applied.
- All the revised CIL rates remain well below the theoretical maximum rates and are therefore not set at the margins of viability.

1.9 The proposed CIL rates are summarised in Table 1.9.1.

**Table 1.9.1: Proposed CIL rates (per square metre)**

Development type	Zone	Indexed to Jan 2022	Suggested rate
Residential, excluding extra care accommodation	Zone 1	£212.82	£250
	Zone 2	£170.26	£200
	Zone 3	£127.69	£127.69
	Zone 4	£85.13	£85.13
Supermarkets, superstores and retail warehouses	Whole Borough	£218.90	£250.00
Industrial	Whole Borough	-	£40
All other uses	Whole Borough	Nil	

### The Status of our advice

- 1.10 In preparing this report and the supporting appraisals, we have given full regard to the RICS Guidance Note ('GN') 'Assessing viability in planning under the National Planning Policy Framework for England 2019' (first edition, March 2021). However, paragraph 2.2.3 of the GN acknowledges that statutory planning guidance takes precedence over RICS guidance. Conflicts may emerge between the GN and the PPG and/or other adopted development plan documents. In such circumstances, we have given more weight to the PPG and development plan documents.
- 1.11 In carrying out this assessment, we have acted with objectivity, impartiality, without interference and with reference to all appropriate available sources of information.
- 1.12 We are not aware of any conflicts of interest in relation to this assessment.
- 1.13 In preparing this report, no 'performance-related' or 'contingent' fees have been agreed.
- 1.14 This report is addressed to Test Valley Borough Council only.

### Accessibility

- 1.15 In the body of the report, we have inserted bitmap images of some of the results of our appraisals for formatting reasons. Full readable versions of all of these results are provided as appendices; references to the appropriate appendix are provided with each heading.

## 2 Introduction

- 2.1 The Council has commissioned this study to consider the ability of developments to accommodate emerging Draft Local Plan policies alongside alternative rates of CIL to those in the adopted Charging Schedule. The aim of the study is to assess at high level the viability of development typologies representing the types of sites that are expected to come forward over the life of the Plan to test the impact of emerging policies.
- 2.2 In terms of methodology, we adopted standard residual valuation approaches to test the viability of development typologies, with particular reference to the impact on viability of the Council's emerging planning policies alongside varying rates of CIL. However, due to the extent and range of financial variables involved in residual valuations, they can only ever serve as a guide. Individual site characteristics (which are unique), mean that the conclusions may need to be moderated by a level of flexibility in application of policy requirements at the development management stage.
- 2.3 The purpose of this viability study is to assist the Council in understanding changes to the capacity of schemes to absorb emerging policy requirements. The study will form part of the Council's evidence base for its emerging Local Plan and any future CIL Charging Schedule Examination. The Study therefore provides an evidence base to show that the requirements set out within the NPPF, CIL regulations and the PPG are satisfied.
- 2.4 As an area wide study this assessment makes overall judgements as to viability of development within Test Valley Borough and does not account of individual site circumstances which can only be established when work on detailed planning applications is undertaken. The assessment should not be relied upon for individual site applications which should be based on site-specific appraisal inputs. However, an element of judgement has been applied within this study with regard to the individual characteristics of the sites tested. The schemes tested on these sites are based on assessments of likely development capacity on the sites and clearly this may differ from the quantum of development in actual planning applications that will come forward.
- 2.5 This position is recognised within Section 2 of the Local Housing Delivery Group guidance<sup>2</sup>, which identifies the purpose and role of viability assessments within plan-making. This identifies that: *"The role of the test is not to give a precise answer as to the viability of every development likely to take place during the plan period. No assessment could realistically provide this level of detail. Some site-specific tests are still likely to be required at the development management stage. Rather, it is to provide high level assurance that the policies within the plan are set in a way that is compatible with the likely economic viability of development needed to deliver the plan"*.

## **Economic and housing market context**

- 2.6 The positive economic start to 2020 was curtailed by the outbreak of COVID-19, declared a global pandemic by the World Health Organisation in March 2020. The virus continues to impact global financial markets and supply chains. The FTSE 100 initially fell from 6,474 points to 5,152 points between 9 to 19 March 2020, representing a fall of 20.42% - the largest fall since the 2008 financial crisis. The Bank of England ("BoE") responded to the COVID-19 outbreak by lowering the base rate to 0.25% and introducing financial arrangements to help the bridge the downward economic pressure caused by COVID-19. These changes to the base rate have since been reversed.
- 2.7 The UK Government introduced a series of restrictive and economically disruptive measures to slow and mitigate the spread of the COVID-19. The UK Government pledged a support package of £350bn to stabilise the economy during the shock caused by COVID-19. The Chancellor's Winter Economy Plan included a six-month Job Support Scheme, as well as other tax cuts and grants/loans to support businesses, including the furlough scheme which has since ended. Importantly for the housing market, a Stamp Duty holiday ran from June 2020 until the end of June 2021 tapering until September 2021. The successful vaccine production and subsequent rollout programme allowed for the full easing of restrictions within the UK, which has in turn led to a positive rebound in economic activity. However, the rebound in economic activity has seen inflation rates increase above the BoE's inflation target of 2%, with inflation in April 2022 at a level of 9%, the highest in 40 years. This

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<sup>2</sup> Although this document was published prior to the current versions of the NPPF and PPG, it remains relevant for testing local plans. The approaches to testing advocated by the LHDG guidance are consistent with those in the PPG.

increase in inflation results from continued supply chain constraints, an energy production crisis and labour shortages in key sectors. Furthermore, the BoE indicates that it expects inflation to reach a level of 10% later in the year as economic activity continues to recover from the after effects of the coronavirus pandemic.

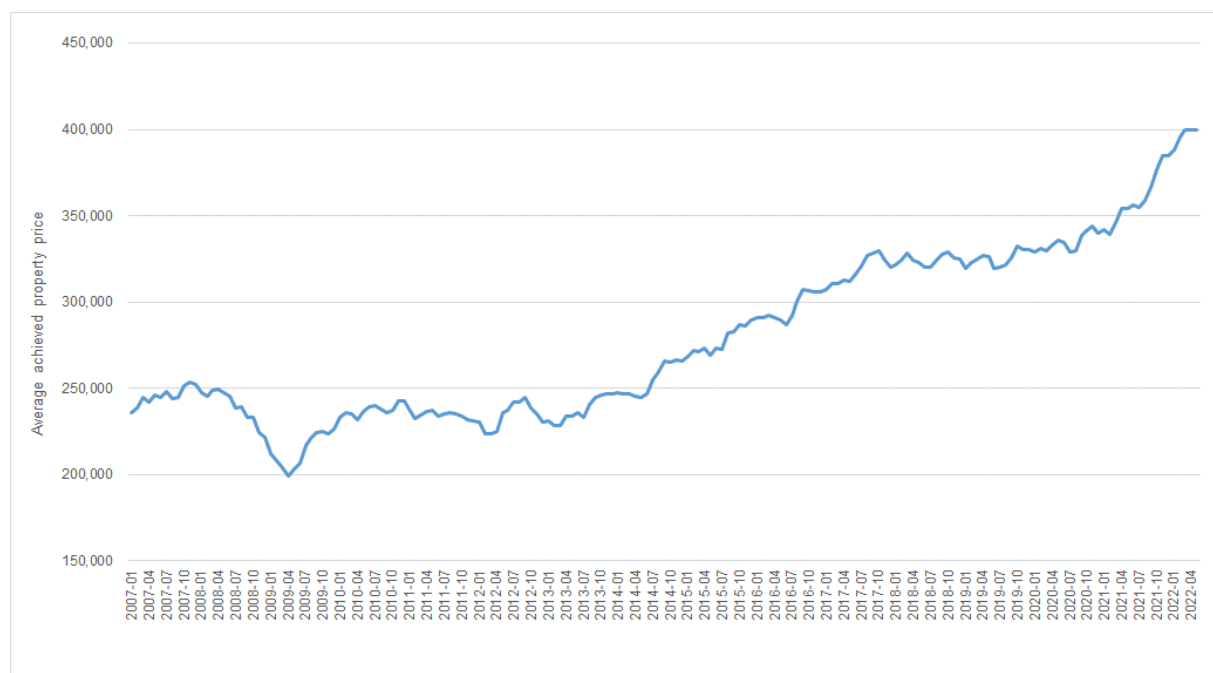
- 2.8 The BoE summarised the economic outlook in their 19 March 2020 press release published alongside the lowering of the base rate *“The spread of Covid-19 and the measures being taken to contain the virus will result in an economic shock that could be sharp and large, but should be temporary”*. The BoE stated in June 2020 that *“UK GDP contracted by around 20% in April, following a 6% fall in March. Evidence from more timely indicators suggests that GDP started to recover thereafter... and housing activity has started to pick up recently”*. More recently the BoE increased the 0.5% base rate to 0.75% in their March 2022 Monetary Policy Report. The BoE stated *“The MPC sets monetary policy to meet the 2% inflation target, and in a way that helps to sustain growth and employment. At its meeting ending on 16 March 2022, the MPC voted by a majority of 8-1 to increase Bank Rate by 0.25 percentage points, to 0.75%”*. The BoE also note the impact of increased pressure on energy supplies and food prices resulting from Russia’s military invasion of Ukraine; *“Regarding inflation, the invasion of Ukraine by Russia has led to further large increases in energy and other commodity prices including food prices. It is also likely to exacerbate global supply chain disruptions, and has increased the uncertainty around the economic outlook significantly. Global inflationary pressures will strengthen considerably further over coming months, while growth in economies that are net energy importers, including the United Kingdom, is likely to slow”*.
- 2.9 The International Monetary Fund (“IMF”) produced a similar forecast for the UK economy in their October 2021 Global Economic Outlook. The IMF stated that the UK economy shrank by -9.8% in 2020. The IMF has estimated a rate of growth of 4.4% in 2022. The IMF have stated that despite the prospect of economic growth the coronavirus and supply chain issues continues to impact the global economy; *“The global economy enters 2022 in a weaker position than previously expected. As the new Omicron COVID-19 variant spreads, countries have reimposed mobility restrictions. Rising energy prices and supply disruptions have resulted in higher and more broad-based inflation than anticipated, notably in the United States and many emerging market and developing economies. The ongoing retrenchment of China’s real estate sector and slower-than-expected recovery of private consumption also have limited growth prospects”*.
- 2.10 Despite the economic headwinds facing the UK, the housing market has outperformed expectations. In 2020, house prices grew by 7.96% and a further minimum of 10.8% in 2021 (based on the latest date available to the HPI). Halifax’s Managing Director, Russell Galley states in the Halifax February 2022 House Price Index Report that *“The UK housing market shrugged off a slightly slower start to the year with average property prices rising by another 0.5% in February, or £1,478 in cash terms. This was an eighth successive month of house price growth, as the resilience which has typified the market throughout the pandemic shows little sign of easing. Year-on-year prices grew by 10.8%, the fastest pace of annual growth since June 2007, pushing the average house price up to another record high of £278,123”*.
- 2.11 Nationwide’s Chief Economist, Robert Gardener, commented in Nationwide’s March 2022 House Price Index Report that *“March saw a further acceleration in annual house price growth to 14.3%, the strongest pace of increase since November 2004. Prices rose by 1.1% month-on-month, after taking account of seasonal effects, the eighth consecutive monthly increase. The price of a typical UK home climbed to a new record high of £265,312, with prices increasing by over £33,000 in the past year. Prices are now 21% higher than before the pandemic struck in early 2020”*. Both Nationwide and Halifax indicate the house price growth should slow considerably resulting from increased inflationary pressures on everyday household budgets and interest rate rises. Halifax reported that *“Surging oil and gas prices are one immediate consequence, meaning that inflation in the UK – already at a 30-year peak – will remain higher for longer. This will add to the squeeze on already stretched household incomes. While increases in Bank Rate look likely in the near term, the extent of the rises will depend on how it affects prices and companies’ approaches to pay over the months to come. “These factors are likely to weigh on buyer demand as the year progresses, with market activity likely to return to more normal levels and an easing of house price growth to be expected”* (Halifax February 2022 House Price Index).

- 2.12 In their April 2022 Residential Housing Update, Savills indicate that the housing market is performing above expectations; *“House price growth the strongest in 18 years, with little prospect of slowing in the near future. House prices rose by 1.1% in March, with annual growth now at 14.3%, the highest growth since 2004 according to Nationwide. Growth has been strong across all regions, but annual growth was strongest in Wales (up 15.3%) and weakest in London, up 7.4%. It continues to be fuelled by a persistent supply/demand imbalance”*. Savills also forecast that they expect house prices to sustain momentum in the coming months; *“Despite tantalizing signs of rising supply, the imbalance compared to demand is set to continue and prices are expected to rise over the next few months. While growing numbers of surveyors have been reporting an increase in new instructions, according to RICS, they remain a minority”*.
- 2.13 Forecasts for house price growth identify that values are expected to increase over the next five years, however this price growth is identified as being more moderate than over the past 20 years. There is a consensus that there will be a return to stronger sales value growth in 2022 - 2024, when it is anticipated that the COVID-19 outbreak may have largely subsided. Additionally, positive growth will be further encouraged as more certainty emerges on the deal now agreed for the UK’s exit from the EU and employment growth, wage growth and GDP growth return towards trend levels.

### Local Housing Market Context

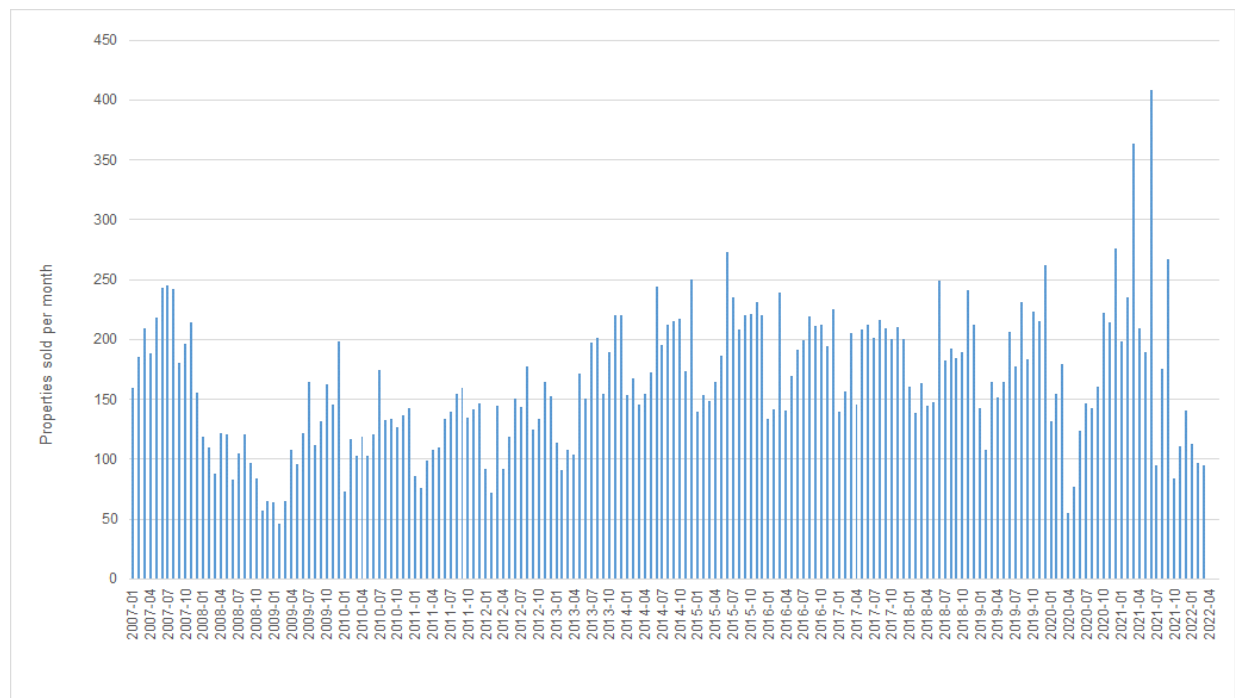
- 2.14 House prices in Test Valley Borough have followed recent national trends, with values falling in 2008 to 2009 and recovering over the intervening years, as shown in Figure 2.14.1. Sales volumes fell below historic levels between 2009 and 2012, but have since recovered (see Figure 2.14.2), although somewhat volatile during the period after the first coronavirus lockdown. Between February 2020 and May 2022, sales values increased by 20.9%, the fastest growth rate over the period from 2007.

**Figure 2.14.1: Average sales value in Test Valley Borough**



Source: Land Registry

**Figure 2.14.2: Sales volumes in Test Valley Borough (sales per month)**



Source: Land Registry

- 2.15 The future trajectory of house prices is currently uncertain, although Savills' *Housing Market Update May 2022* prediction is that values are expected to increase over the next five years. Medium term predictions are that properties in south-east markets will grow over the period between 2022 and 2026. Savills predict that values in south-east markets will increase by 3.0% in 2022, 2.5% in 2023, 2.0% in 2024, 1.5% in 2025 and 1.0% in 2026. This equates to cumulative growth of 10.4% between 2022 and 2026 inclusive.
- 2.16 In common with other areas, there are variations in sales values between different parts of Test Valley Borough, as shown in Figure 2.16.1. Values range from £3,567 to £5,072 per square metre. Highest sales values are achieved in the rural villages in the west of the Borough. In the major settlements in the south of the Borough (Romsey and North Baddesley) sales values are in the middle of the Borough-wide range, while Andover attract the lowest values.

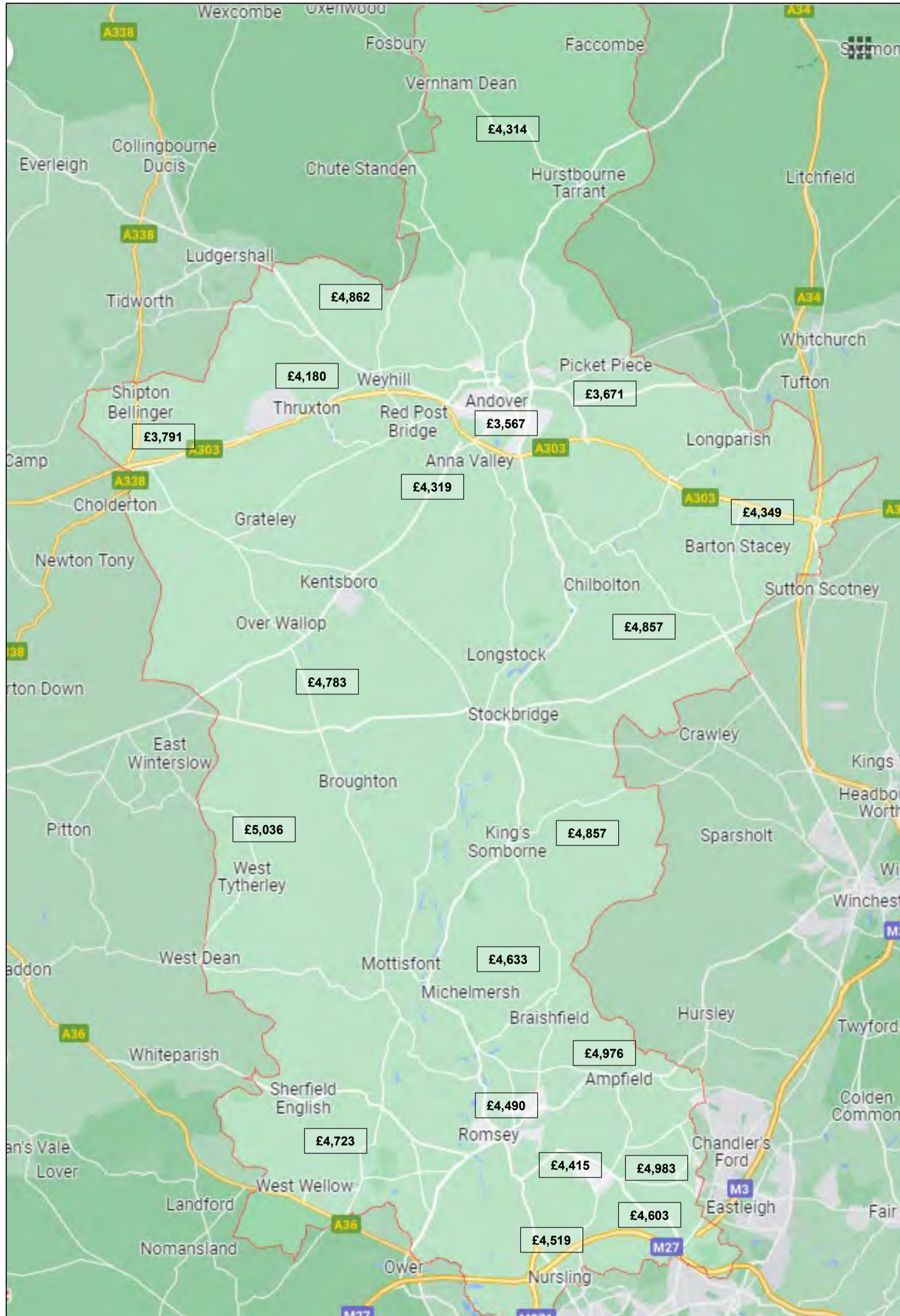
## National Policy Context

### The National Planning Policy Framework

- 2.17 In February 2019, the government published a revised NPPF and revised PPG, with subsequent updates to the NPPF in 2021 and 2023, and to the PPG in May and September 2019.
- 2.18 Paragraph 34 of the NPPF states that "*Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan*".



**Figure 2.16.1: Sales values in Test Valley Borough (approx. £s per square metre)** Sources: Map – Google; Values – Land Registry



- 2.19 Paragraph 58 of the NPPF suggests that “*Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available*”.
- 2.20 In urban areas, the fine grain pattern of types of development and varying existing use values make it impossible to realistically test a sufficient number of typologies to reflect every conceivable scheme that might come forward over the plan period. Emerging Policy HOU1: Affordable Housing requires that sites providing 15 or more units should provide on-site affordable housing with a tenure mix of 70% rented (including affordable rent and social rent) and 30 intermediate housing (shared ownership). The Strategic Policy also notes the need for the Borough to reflect the requirement for 25% of affordable housing provision to be delivered as First Homes at a discount of at least 30%. The policy requirement is to be applied on a ‘subject to viability’ basis having regards to site-specific circumstances in line with the existing Local Plan policy COM7 and the Council’s ‘Affordable Housing SPD (2020)’. This enables schemes that cannot provide the full target level of affordable housing to still come forward rather than being sterilised by a fixed or ‘quota’ based approach to affordable housing.
- 2.21 Prior to the publication of the updated NPPF, the meaning of a “*competitive return*” had been the subject of considerable debate. For the purposes of testing the viability of a Local Plan, the Local Housing Delivery Group<sup>3</sup> concluded that the existing use value of a site plus an appropriate uplift (or a credible alternative use value), represents a competitive return to a landowner. Some members of the RICS considered that a competitive return should be determined by market value<sup>4</sup>, although there was no consensus around this view. The revised NPPF removes the requirement for “competitive returns” and is silent on how landowner returns should be assessed. The 2019 PPG indicates that viability testing of plans should be based on existing use value plus a landowner premium. The revised PPG also expresses a preference for plan makers to test the viability of planning obligations and affordable housing requirements at the plan making stage in the anticipation that this may reduce the need for viability testing developments at the development management stage. Local authorities have, of course, been testing the viability of their plan policies since the first NPPF was adopted<sup>5</sup>, but have adopted policies based on the most viable outcome of their testing, recognising that some schemes coming forward will not meet the targets. This approach maximises delivery, as there is flexibility for schemes to come forward at levels of obligations that are lower than the target, if a proven viability case is made. The risk of the approach in the revised NPPF is that policy targets will inevitably be driven down to reflect the least viable outcome; schemes that could have delivered more would not do so.

### **CIL Policy Context**

- 2.22 As of April 2015 (or the adoption of a CIL Charging Schedule by a charging authority, whichever was the sooner), the S106/planning obligations system’ i.e. the use of ‘pooled’ S106 obligations, was limited to a maximum of five S106 agreements. However, changes in the CIL regulations in September 2019 removed the pooling restrictions, giving charging authorities a degree of flexibility in how they use Section 106 and CIL. The adoption of a CIL charging schedule is discretionary for a charging authority.

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<sup>3</sup> Viability Testing Local Plans: Advice for planning practitioners, June 2012

<sup>4</sup> RICS Guidance Note: Financial Viability in Planning, August 2012

<sup>5</sup> And also following the publication of Planning Policy Statement 3 which required that LPAs set affordable housing policies on the basis of both proven need *and* viability. The need for viability testing was established following the quashing in 2008 of Blyth Valley’s Core Strategy, which based its 30% affordable housing target on need alone, with no evidence on the viability of the policy.



- 2.23 It is worth noting that some site specific S106 obligations remain available for negotiation, however these are restricted to site specific mitigation that meet the three tests set out at Regulation 122 of the CIL Regulations (as amended) and at paragraph 56 of the NPPF, and to the provision of affordable housing.
- 2.24 The CIL regulations state that in setting a charge, local authorities must strike “*an appropriate balance*” between revenue maximisation on the one hand and the potentially adverse impact upon the viability of development on the other. The regulations also state that local authorities should take account of other sources of available funding for infrastructure when setting CIL rates. This report deals with viability only and does not consider other sources of funding (this is considered elsewhere within the Council’s evidence base).
- 2.25 From September 2019 onwards, the previous two stage consultation was amended to require a single consultation with stakeholders. Following consultation, a charging schedule must be submitted for independent examination.
- 2.26 The payment of CIL becomes mandatory on all new buildings and extensions to buildings with a gross internal floorspace over 100 square metres once a charging schedule has been adopted. The CIL regulations allow a number of reliefs and exemptions from CIL. Firstly, affordable housing and buildings with other charitable uses (if a material interest in the land is owned by the charity and the development is to be used wholly or mainly for its charitable purpose) are subject to relief. Secondly, local authorities may, if they choose, elect to offer an exemption on proven viability grounds. A local authority wishing to offer exceptional circumstances relief in its area must first give notice publicly of its intention to do so. The local authority can then consider claims for relief on chargeable developments from landowners on a case by case basis. In each case, an independent expert with suitable qualifications and experience must be appointed by the claimant with the agreement of the local authority to assess whether paying the full CIL charge would have an unacceptable impact on the development’s economic viability.
- 2.27 The exemption would be available for 12 months, after which time viability of the scheme concerned would need to be reviewed if the scheme has not commenced. To be eligible for exemption, regulation 55 states that the Applicant must enter into a Section 106 agreement; and that the Authority must be satisfied that granting relief would not constitute state aid. It should be noted, however, that CIL cannot simply be negotiated away or the local authority decide not to charge CIL.
- 2.28 CIL Regulation 40 includes a vacancy period test for calculating CIL liability so that vacant floorspace can be offset in certain circumstances. That is where a building that contains a part which has not been in lawful use for a continuous period of at least six months within the last three years, ending on the day planning permission first permits the chargeable development, the floorspace may not be offset.
- 2.29 The CIL regulations enable local authorities to set differential rates (including zero rates) for different zones within which development would take place and also for different types of development. The CIL Guidance set out in the PPG (paragraph 022 Reference ID: 25-022-20190901) clarifies that CIL Regulation 13 permits charging authorities to “*apply differential rates in a flexible way [including] in relation to geographical zones within the charging authority’s boundary; types of development; and/or scales of development*”. Charging Authorities taking this approach need to ensure that such different rates are justified by a comparative assessment of the economic viability of those categories of development. Further the PPG clarifies that the definition of “use” for this purpose is not tied to the classes of development in the Town and Country Planning Act (Use Classes) Order 1987, although that Order does provide a useful reference point. The PPG also sets out (paragraph 024 Reference ID: 25-024-20190901) that charging authorities may also set differential rates in relation to, scale of development i.e. by reference to either floor area or the number of units or dwellings.
- 2.30 The 2010 CIL regulations set out clear timescales for payment of CIL, which are varied according to the size of the payment, which by implication is linked to the size of the scheme. The 2011 amendments to the regulations allowed charging authorities to set their own timescales for the payment of CIL under regulation 69B if they choose to do so. This is an important issue that the Council will need to consider, as the timing of payment of CIL can have an impact on an Applicant’s

cashflow (the earlier the payment of CIL, the more interest the Applicant will bear before the development is completed and sold).

- 2.31 The Government published the findings of the independent CIL review alongside the Housing White Paper in February 2017. The White Paper identified at paragraph 2.28 that the Government “continue to support the existing principle that developers are required to mitigate the impacts of development in their area, in order to make it acceptable to the local community and pay for the cumulative impacts of development on the infrastructure of their area.” The White Paper summarised the main finding of the CIL review to be that “the current system is not as fast, simple, certain or transparent as originally intended.”
- 2.32 As a result, the Government committed to “examine the options for reforming the system of developer contributions including ensuring direct benefit for communities, and will respond to the independent review and make an announcement at Autumn Budget 2017.” Revised regulations came into effect on 1 September 2019 which introduced the following changes:
- Consultation requirements to be amended to remove the current two stage consultation process and replace this with a single consultation.
  - Removal of the pooling restrictions contained within Regulation 123.
  - Charging authorities will no longer be required to publish a Regulation 123 list.
  - Changes to calculations of chargeable amounts in different cases, including where granting of amended scheme under Section 73 leads to an increased or decreased CIL liability.
  - Removal of provisions which resulted in reliefs being lost if a commencement notice was not served before a developer starts a development. A surcharge will apply in future but the relief will not be lost.
  - Introduction of ‘carry-over’ provisions for a development which is amended by a Section 73 permission, providing the amount of relief does not change.
  - Charging authorities are to be required to publish an annual infrastructure funding statement, setting out how much CIL has been collected and what it was spent on. Similar provisions to be introduced for Section 106 funds.
  - Charging authorities to publish annual CIL rate summaries showing the rates after indexation.

### Test Valley CIL

- 2.33 The Council approved its CIL Charging Schedule on 27 January 2016 and it came into effect on 1 August 2016. Table 2.33.1 below summarises the prevailing and indexed rates of CIL. For residential developments, the Charging Schedule has four bands for residential developments (£70 per square metre to £175 per square metre) and a single rate for retail supermarkets/superstores and retail warehouses of £180 per square metre. All other uses and strategic allocations at Whitenap, Park Farm, Stoneham, Hoe Lane, George Yard/Black Swan Yard, Picket Twenty and Picket Piece are nil rated.

**Table 2.33.1: CIL rates per net additional square metre in the Charging Schedule**

Development type	Zone	Adopted rate	Indexed to Jan 2022
Residential, excluding extra care accommodation	Zone 1	£175	£212.82
	Zone 2	£140	£170.26
	Zone 3	£105	£127.69
	Zone 4	£70	£85.13

Development type	Zone	Adopted rate	Indexed to Jan 2022
Supermarkets, superstores and retail warehouses	Whole Borough	£180	£218.90
All other uses	Whole Borough	Nil	Nil

## Local Policy context

- 2.34 There are numerous policy requirements that are now embedded in base build costs for schemes in the Borough reflecting existing plan policy requirements (e.g. secure by design, lifetime homes, landscaping, amenity space, car parking, waste storage, tree preservation and protection etc). Therefore, it is unnecessary to establish the cost of all these pre-existing policy requirements.
- 2.35 In order to assess the ability of schemes to absorb emerging plan policies, it is also necessary to factor in the pre-existing requirements in the adopted policies as well as adopted and variable rates of CIL. The affordable housing is tested at various percentages, as it has a significant bearing on the viability of developments, so that the Council can make an informed decision on its policy target.
- 2.36 The Council undertook a Regulation 18 stage 1 consultation between 11 February 2022 and 8 April 2022. The Council has been considering the consultation responses and is proposing to undertake a Regulation 18 stage 2 consultation in the first quarter of 2024. The Regulation 18 stage 2 strategic policies are summarised at Appendix 1 and the policies with specific implications for development are identified below:
- **Policy CL1: Countering Climate Change** – seeks to require that new developments are constructed to net zero carbon standard.
  - **Policy BIO3: Biodiversity Net Gain** - seeks at least 10% biodiversity net gain.
  - **Policy DES1: Delivery of Sustainable and High-Quality Design** - requires that new developments achieve high quality design based on comprehensive design principles and use of masterplanning and design codes. This requirement is reflected in our appraisals through the adoption of higher professional fees allowances to reflect additional design requirements.
  - **Northern Area Policy 1 (NA1): Andover Town Centre and Southern Area Policy 1 (SA1): Romsey Town Centre** – outline the Council’s approach to securing regeneration objectives in the two main towns, reflecting the masterplans already developed.
  - **Northern Area Policy 2 (NA2): Delivering High Quality Development in Andover Town Centre and Southern Area Policy 2 (SA2): Delivering High Quality Development in Romsey Town Centre** – require developments in town centres to be of high quality taking account of impacts on existing character and setting. This requirement is reflected in our appraisals through the adoption of higher professional fees allowances to reflect additional design requirements.
  - **Strategic Policy 5 – Delivering infrastructure** – requires developments to mitigate their impact by providing on-site infrastructure where necessary and justified or to contribute through CIL and section 106.
  - **Policy HOU1: Affordable Housing** – identifies the extent of new housing requirement across the plan period and identifies a strategic affordable housing target of 40%.
  - **Policy BIO2: International Nature Conservation Designations** – developments required to provide SANG or financial contributions of circa £3,500 per unit.
  - **Policy HE1: Open Space and Recreation** – developments to contribute towards open space requirements. This is reflected in the net to gross ratios assumed in the development typologies.



- **Policy DES4: Public Art** - larger developments (300+ residential units or 1,000 sqm+ of commercial floorspace) to include public art. This is addressed in our Section 106 assumptions as outlined in Section 4.
- **Policy HOU5: Provision of Housing to meet our needs** – non-prescriptive approach proposed to unit mix.
- **Older persons' housing** – plan policies identify the need for specialist housing for older people as part of the overall delivery of new housing. Specialist housing for older people is included in the development typologies tested in the study.
- **Policy HOU7: Self-build and Custom-build housing** – major developments to make 5% of plots available for self-build and custom housing. This has a broadly neutral impact on scheme viability and the plot value developers receive is equivalent to the residual land value they would have generated had they built the units themselves.
- **Policy HOU6: Residential space standards** – requires that developments meet the Nationally Described Space Standards. This requirement is reflected in our appraisals.
- **Policy EC5: Skills and training** – requires that developments contribute towards training and skills, which can include provision of apprenticeships. This approach can be cost neutral for developers as it addresses shortages of skilled workers which would otherwise need to be addressed through higher day rates.
- **Policy TR3: Parking** – parking standards to remain unchanged from existing policy.

### Development context

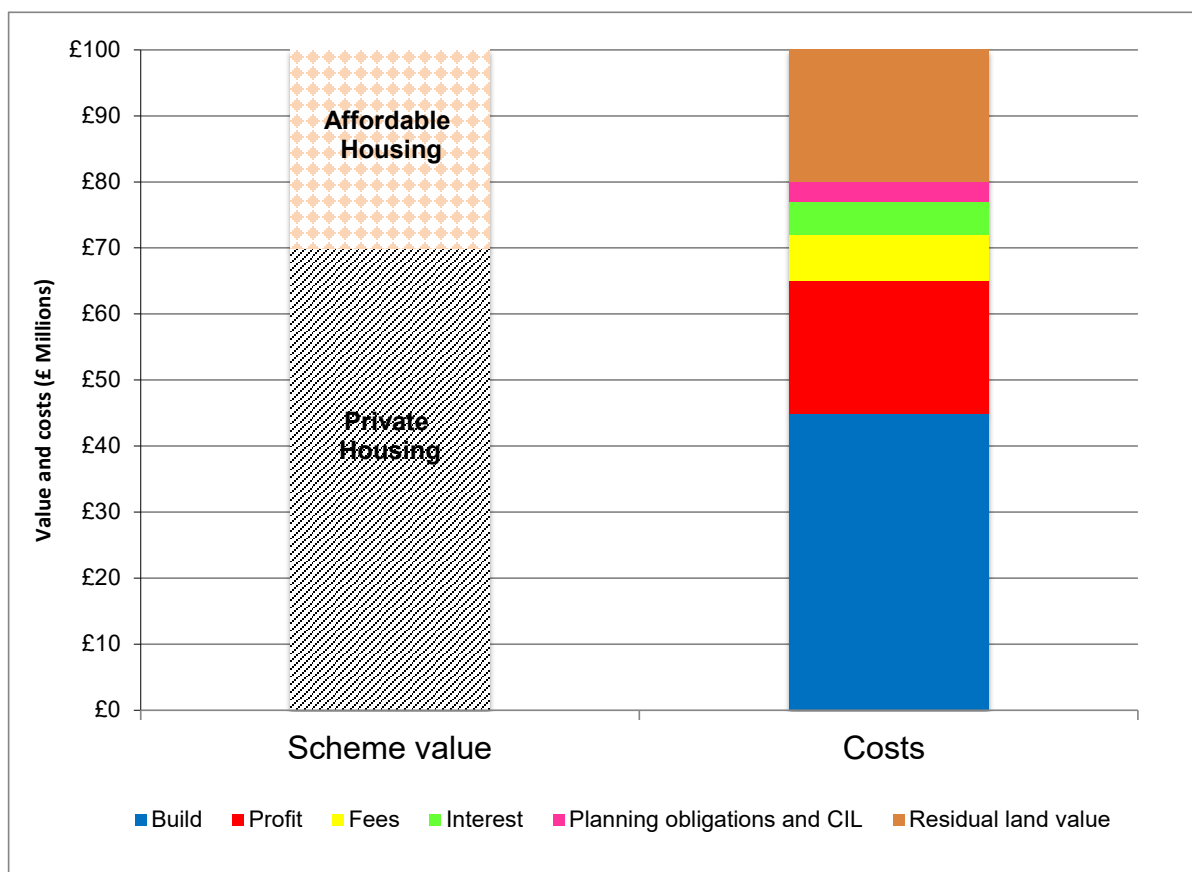
- 2.37 Test Valley is a largely rural Borough in the south-east of England with an area of 62,769 hectares and a population of circa 132,000, located adjacent to Southampton and within easy reach of London. It has 59 defined settlements in 57 parishes but most of the population resides in the two main towns of Andover and Romsey, as well as Valley Park, North Baddesley, Nursling and Rownhams.
- 2.38 The southernmost parts of Melchet Park and Plaitford Parish and Wellow Parish are located within the New Forest National Park and the National Park Authority is both the Planning Authority and CIL Charging Authority in this area. Much of the southern half of the Borough is within the New Forest Special Area of Conservation ('SAC') and Special Protection Area ('SPA') recreation mitigation zone and in these areas, developments are required to take recreation mitigation measures, either through provision of Suitable Alternative Natural Greenspace or financial contributions, or potentially a combination of both.
- 2.39 As is expected in a rural Borough, the predominant land use in Test Valley is for agriculture, but this accounts for only 1.2% of employment.
- 2.40 Developments in Test Valley are predominantly small in-fill sites within the settlements and developments on greenfield sites adjacent to settlements. On 1 April 2021, the Council's Strategic Housing and Economic Land Availability Assessment indicated that land is available for circa 18,000 residential units.
- 2.41 The bulk of new development over the plan period is expected to come forward on previously undeveloped sites, resulting in a significant uplift in land values in comparison to sites which have already been developed. Given that many parts of the Borough achieve relatively high sales values, this should provide an opportunity to maximise public benefits from development.

## 3 Methodology and appraisal approach

- 3.1 Our methodology follows standard development appraisal conventions, using locally-based sites and assumptions that reflect local market and planning policy circumstances. The study is therefore specific to Test Valley Borough and tests the Council's emerging planning policy requirements alongside adopted and alternative CIL rates.

### Approach to testing development viability

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



- 3.3 The Residual Land Value is normally a key variable in determining whether a scheme will proceed. If a proposal generates sufficient positive land value (in excess of existing use value, discussed later), it will be implemented. If not, the proposal will not go ahead, unless there are alternative funding sources to bridge the 'gap'.
- 3.4 Issues with establishing key appraisal variables are summarised as follows:
- Development costs are subject to national and local monitoring and can be reasonably accurately assessed in 'normal' circumstances. In boroughs like Test Valley, sites in the towns

are likely to have been previously developed, but strategic sites and settlement extensions are likely to be developed on greenfield sites. Previously developed sites can sometimes encounter 'exceptional' costs such as decontamination. Such costs can be very difficult to anticipate before detailed site surveys are undertaken;

- Assumptions about development phasing, phasing of Section 106 contributions and infrastructure required to facilitate each phase of the development will affect residual values. Where the delivery of a planning obligation is deferred, the lower the real cost to the applicant (and the greater the scope for increased affordable housing and other planning obligations). This is because the interest cost is reduced if the costs are incurred later in the development cashflow; and
  - While Developer's Profit has to be assumed in any appraisal, its level is closely correlated with risk. The greater the risk, the higher the profit level required by lenders. The PPG indicates that profits on private housing are in the range of 15% to 20% of GDV, with profits of 17.5% typically applied in scheme-specific viability assessments.
- 3.5 Ultimately, the landowner will make a decision on implementing a project on the basis of return and the potential for market change, and whether alternative developments might yield a higher value. The landowner's 'bottom line' will be achieving a residual land value that sufficiently exceeds 'existing use value'<sup>6</sup> or another appropriate benchmark to make development worthwhile. The margin above existing use value may be considerably different on individual sites, where there might be particular reasons why the premium to the landowner should be lower or higher than other sites.
- 3.6 Clearly, however, landowners have expectations of the value of their land which often exceed the value of the current use. Ultimately, if landowners' reasonable expectations are not met, they will not voluntarily sell their land and (unless a Local Authority is prepared to use its compulsory purchase powers) some may simply hold on to their sites, in the hope that policy may change at some future point with reduced requirements. However, the communities in which development takes place also have reasonable expectations that development will mitigate its impact, in terms of provision of community infrastructure, which will reduce land values. It is within the scope of those expectations that developers have to formulate their offers for sites. The task of formulating an offer for a site is complicated further still during buoyant land markets, where developers have to compete with other developers to secure a site, often speculating on increases in value.

### Viability benchmark

- 3.7 In February 2019 (with a re-issue in July 2021), the government published a revised NPPF, which indicates at paragraph 34 that *"Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan"*. The revised PPG indicates that for the purposes of testing viability, local authorities should have regard to existing use value of land plus a premium to incentivise release for redevelopment.
- 3.8 The Local Housing Delivery Group published guidance<sup>7</sup> in June 2012 which provides guidance on testing viability of Local Plan policies. The guidance notes that *"consideration of an appropriate Threshold Land Value [or viability benchmark] needs to take account of the fact that future plan policy requirements will have an impact on land values and landowner expectations. Therefore, using a market value approach as the starting point carries the risk of building-in assumptions of current policy costs rather than helping to inform the potential for future policy"*.
- 3.9 In light of the weaknesses in the market value approach, the Local Housing Delivery Group guidance

<sup>6</sup> For the purposes of this report, existing use value is defined as the value of the site in its existing use, assuming that it remains in that use. We are not referring to the RICS Valuation Standards definition of 'Existing Use Value'.

<sup>7</sup> Viability Testing Local Plans: Advice for planning practitioners, Local Housing Delivery Group, Chaired by Sir John Harman, June 2012. Although this report pre-dates the current PPG, the approaches it advocates are consistent with those in the PPG.

recommends that benchmark land value “is based on a premium over current use values” with the “precise figure that should be used as an appropriate premium above current use value [being] determined locally”. The guidance considers that this approach “is in line with reference in the NPPF to take account of a “competitive return” to a willing land owner”.

- 3.10 The examination on the Mayor of London’s first CIL charging schedule considered the issue of an appropriate land value benchmark. The Mayor had adopted existing use value, while certain objectors suggested that ‘Market Value’ was a more appropriate benchmark. The Examiner concluded that:

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

- 3.11 In his concluding remark, the Examiner points out that

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

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

- 3.13 Respondents to consultations on planning policy documents in other authorities in London have made various references to the RICS Guidance on ‘Viability in Planning’ (2012) and have suggested that councils should run their analysis on market values. This would be an extremely misleading measure against which to test viability, as market values should reflect *existing policies already in place*, and would consequently tell us nothing as to how future (as yet un-adopted) policies might impact on viability. It has been widely accepted elsewhere that market values are inappropriate for testing planning policy requirements.

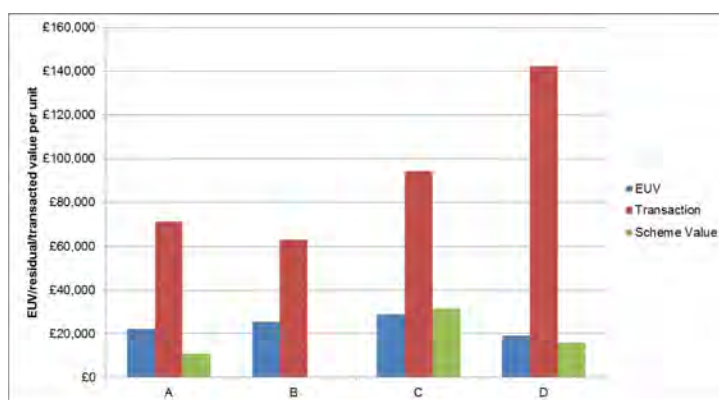
- 3.14 Relying upon historic transactions is a fundamentally flawed approach, as offers for these sites will have been framed in the context of current planning policy requirements, so an exercise using these transactions as a benchmark would tell the Council nothing about the potential for sites to absorb as yet unadopted policies. Various Local Plan inspectors and CIL examiners have accepted the key point that Local Plan policies and CIL will ultimately result in a reduction in land values, so benchmarks must consider a reasonable minimum threshold which landowners will accept. For local authority areas such as Test Valley Borough, where the vast majority of sites are previously developed, the ‘bottom line’ in terms of land value will be the value of the site in its existing use. This fundamental point is recognised by the RICS at paragraph 3.4.4. of their Guidance Note on ‘Financial Viability in Planning’ (2012):

*“For a development to be financially viable, any uplift from current use value to residual land value that arises when planning permission is granted should be able to meet the cost of planning obligations while ensuring an appropriate Site Value for the landowner and a market risk adjusted return to the developer in delivering that project (the NPPF refers to this as ‘competitive returns’*

respectively). The return to the landowner will be in the form of a land value in excess of current use value”.

- 3.15 The Guidance goes on to state that “it would be inappropriate to assume an uplift based on set percentages ... given the diversity of individual development sites”.
- 3.16 Commentators also make reference to ‘market testing’ of benchmark land values. This is another variant of the benchmarking advocated by respondents outlined at paragraph 3.13. These respondents advocate using benchmarks that are based on the prices that sites have been bought and sold for. There are significant weaknesses in this approach which none of the respondents who advocate this have addressed. In brief, prices paid for sites are a highly unreliable indicator of their actual value, due to the following reasons:
- Transactions are often based on bids that ‘take a view’ on squeezing planning policy requirements below target levels. This results in prices paid being too high to allow for policy targets to be met. If these transactions are used to ‘market test’ CIL rates, the outcome would be unreliable and potentially highly misleading.
  - Historic transactions of housing sites are often based on the receipt of grant funding, which is no longer available in most cases.
  - There would be a need to determine whether the developer who built out the comparator sites actually achieved a profit at the equivalent level to the profit adopted in the viability testing. If the developer achieved a sub-optimal level of profit, then any benchmarking using these transactions would produce unreliable and misleading results.
  - Developers often build assumptions of growth in sales values into their appraisals, which provides a higher gross development value than would actually be achieved today. Given that our appraisals are based on current values, using prices paid would result in an inconsistent comparison (i.e. current values against the developer’s assumed future values). Using these transactions would produce unreliable and misleading results.
- 3.17 These issues are evident from a recent BNP Paribas Real Estate review of evidence submitted in viability assessments where the differences between the value ascribed to developments by applicants and the amounts the sites were purchased for by the same parties. The prices paid exceeded the value of the consented schemes by between 52% and 1,300%, as shown in Figure 3.17.1. This chart compares the residual value of four central London development proposals to the sites’ existing use values and the price which the developers paid to acquire the sites (all the data is on a per unit basis).

**Figure 3.17.1: Comparison of residual values to existing use value and price paid for site**



- 3.18 For the reasons set out above, the approach of using current use values is a more reliable indicator of viability than using market values or prices paid for sites, as advocated by certain observers. Our assessment follows this approach, as set out in Section 4.



- 3.19 The PPG indicates that planning authorities should adopt benchmark land values based on existing use values. It then goes on to suggest that the premium above existing use value can be informed by land transactions. This would in effect simply level benchmark land values up to market value, with all the issues associated with this (as outlined above). The PPG does temper this approach by indicating that *“the landowner premium should be tested and balanced against emerging policies”* and that *“the premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements”*. The guidance also stresses on five separate occasions that “price paid for land” should not be reflected in viability assessments. This would exclude use of transactional data thus addressing the issues highlighted in paragraphs 3.16 and 3.17.

## 4 Appraisal assumptions

- 4.1 We have appraised 30 development typologies on sites across the Borough to represent the types of sites that the Council expects to come forward over the life of the new Local Plan. The development typologies are identified in Table 4.1.1 overleaf (with further detailed information at Appendix 2). Floor areas for commercial uses are gross internal areas and are indicative estimates only without the benefit of detailed design. The appraisals include sufficient gross internal floorspace to accommodate the space standards and amenity/open space requirements in the emerging Local Plan policies.

### Residential sales values

- 4.2 Residential values in the area reflect national trends in recent years but do of course vary between different sub-markets, as noted in Section 2. We have considered comparable evidence in the Borough to establish appropriate values for testing purposes. This exercise indicates that developments in the Borough will attract average sales values ranging from circa £3,560 per square metre (£331 per square foot) to £5,035 per square metre (£468 per square foot), as shown in Figure 2.16.1. As noted in Section 2, the highest sales values are achieved in the rural villages in the west of the Borough. In the major settlements in the south of the Borough (Romsey and North Baddesley) sales values are in the middle of the Borough-wide range), while Andover (in the north of the Borough) attracts the lowest values.
- 4.3 As noted earlier in the report, Savills predict that sales values will increase over the medium term (i.e. the next five years). Whilst this predicted growth cannot be guaranteed, we have run a series of sensitivity analyses assuming growth in sales values accompanied by cost inflation as summarised in Table 4.3.1. While these growth scenarios are based on a number of forecasts, they cannot be guaranteed and the results which these scenarios produce must be viewed as indicative only. We have also run a 'downside scenario' reflecting lower growth over the five year period.

**Table 4.3.1: Growth scenario**

Year	1 2022	2 2023	3 2024	4 2025	5 2026	6 2027 and each year thereafter
Values	3.0%	2.5%	2.0%	1.5%	1.0%	4.0%
Costs	2.0%	2.0%	2.5%	2.5%	2.5%	2.5%

**Table 4.3.2: Downside scenarios**

Year	1 2022	2 2023	3 2024	4 2025	5 2026	6 2027 and each year thereafter
Values	0.0%	1.0%	1.0%	2.0%	3.0%	3.0%
Costs	2.0%	2.0%	2.5%	2.5%	2.5%	2.5%

### Housing mix

- 4.4 The Council's Strategic Housing Market Assessment January 2022 ('SHMA') indicates that the housing mix summarised in Table 4.4.1 will be required across the Borough. We have reflected this mix in our appraisals.

**Table 4.4.1: SMHA Housing Mix**

Tenure	1-bedroom	2-bedrooms	3-bedrooms	4+- bedrooms
Market	5%	35%	40%	20%
Affordable home ownership	20%	40%	30%	10%
Affordable housing (rented)	35%	35%	25%	5%

**Table 4.1.1: Development typologies tested in the study (all areas are square metre gross internal areas)**

Site	Description	Site area HA	Units	Ave GIA per unit	Residential floorspace	Retail	Super- market	Office	Light ind, B2, B8	C1 Hotel	C2	F1	Gross floorspace
1	Three unit development	0.20	3	92	276	0	0	0	0	0	0	0	276
2	Five unit development	0.33	5	92	461	0	0	0	0	0	0	0	461
3	Eight unit development	0.53	8	92	737	0	0	0	0	0	0	0	737
4	Ten unit development	0.53	10	92	921	0	0	0	0	0	0	0	921
5	Ten unit development (flats)	0.13	10	92	921	0	0	0	0	0	0	0	921
6	Fifteen unit development	0.80	15	92	1,382	0	0	0	0	0	0	0	1,382
7	Twenty unit development (flats)	0.27	20	92	1,842	0	250	0	0	0	0	0	2,092
8	Thirty unit development	1.33	30	92	2,763	0	0	0	0	0	0	0	2,763
9	Fifty unit development	2.22	50	92	4,606	0	0	0	0	0	0	0	4,606
10	One hundred unit development	5.56	100	92	9,212	0	0	0	0	0	0	0	9,212
11	Three hundred unit scheme	16.67	300	92	27,635	0	0	0	0	0	0	0	27,635
12	Five hundred unit scheme	20.83	500	92	46,058	0	0	0	0	0	0	0	46,058
13	Seven-hundred and fifty unit scheme	31.25	750	92	69,086	0	0	0	0	0	0	0	69,086
14	One thousand unit scheme	41.67	1,000	92	92,115	0	0	0	0	0	0	0	92,115
15	One thousand, five hundred unit scheme	50.00	1,500	92	138,173	0	0	0	0	0	0	0	138,173
16	Two thousand, five hundred unit scheme	166.67	2,500	92	230,288	0	0	0	0	0	0	0	230,288
17	C2 care scheme - houses	1.56	50	92	4,606	0	0	0	0	0	0	0	4,606
18	C2 care scheme - flats	0.75	60	92	5,527	0	0	0	0	0	0	0	5,527
19	Class E (light industrial) development	0.14	0			0	0	0	1,500	0	0	0	1,500
20	Class E (retail - convenience) development	0.24	0			2,500	0	0	0	0	0	0	2,500
21	Class E (retail - supermarket) development	0.42	0			0	2,500	0	0	0	0	0	2,500
22	Class E (office) development	0.08	-			0	0	1,500	0	0	0	0	1,500
23	Class E (office) development	0.18	-			0	0	2,500	0	0	0	0	2,500
24	Industrial (B2/B8)	0.83	0		-	0	0	0	5,000	0	0	0	5,000
25	Industrial (B2/B8)	3.33	0		-	250	0	0	20,000	0	0	0	20,250

Site	Description	Site area HA	Units	Ave GIA per unit	Residential floorspace	Retail	Super- market	Office	Light ind, B2, B8	C1 Hotel	C2	F1	Gross floorspace
26	Industrial (B2/B8)	0.17	0		-	0	0	0	1,000	0	0	0	1,000
27	Hotel 50 rooms	0.13	0		-	0	0	0	0	1,250	0	0	1,250
28	Hotel 75 rooms	0.19	0		-	0	0	0	0	1,875	0	0	1,875
29	Hotel 100 rooms	0.25	0		-	0	0	0	0	2,500	0	0	2,500
30	Community use/leisure	0.08	0		-	0	0	0	0	0	0	1,100	1,100

### Affordable housing tenure and values

- 4.5 Emerging Policy HOU1: Affordable Housing requires schemes capable of providing 10 or more units to provide affordable housing with a tenure mix of 70% affordable and social rent and 30% intermediate. We have tested the following tenure options:
- 70% rent and 30% intermediate (5% shared ownership and 25% First Homes);
  - 25% First Homes; 60% rent; and 15% shared ownership;
  - 25% First Homes; 52.5% rent; and 22.5% shared ownership.
- 4.6 First Homes must be provided at a discount of at least 30% but we have also tested the impact of a higher discount of 50%. Schemes providing 9 or fewer units within the Designated Rural Area are required to make a financial contribution in lieu of on-site affordable housing.
- 4.7 For the purposes of testing potential levels of affordable housing to inform the draft plan policy approach, our appraisals assume that 50% of the rented element is provided as Affordable Rent (at rents that do not exceed Local Housing Allowances) and 50% is provided as Social Rent. These rents are summarised in Table 4.7.1, alongside the relevant social rents for the Borough.

**Table 4.7.1: Affordable housing rents (per week)**

Rent type	1 bed	2 bed	3 bed	4 bed
Affordable Rent (Local Housing Allowance <sup>8</sup> )	£132.33	£166.85	£195.62	£253.15
Social rent	£80.40	£92.34	£109.70	£121.64

- 4.8 RPs are permitted to increase rents by CPI plus 1% per annum which we have reflected in our assessment.
- 4.9 The key issue for development viability is the capital value that each tenure will generate in terms of receipt from the acquiring RPs, as this will be one of the inputs that constitutes the Gross Development Value of a development. Table 4.9.1 summarises the capital values that each tenure would generate. These capital values reflect the mix in Table 4.4.1.

**Table 4.9.1: Capital values of affordable housing (per square foot Net Internal Area)**

Tenure	1 bed	2 bed	3 bed	4 bed	Blended value
Affordable Rent (not exceeding LHA)	£236	£216	£191	£237	£204
Social Rent	£137	£114	£105	£108	£111
Overall blended value (50% Affordable Rent and 50% Social Rent)					£157

- 4.10 The Homes England 'Affordable Homes Programme 2021-2026' document clearly states that Registered Providers will not receive grant funding for any affordable housing provided through planning obligations on developer-led developments. Consequently, all our appraisals assume nil grant. Clearly if grant funding does become available over the plan period, it should facilitate an increase in the provision of affordable housing when developments come forward.

### Rents and yields for commercial development

- 4.11 Our assumptions on rents and yields for the retail, office and industrial floorspace are summarised in Table 4.11.1. These assumptions are informed by lettings of similar floorspace in the Borough since January 2020 and we have applied the upper quartile rents, reflecting higher rents achieved for newly built space. Our appraisals assume a 12-month rent-free period for all types of commercial

<sup>8</sup> Salisbury BRMA



floorspace.

**Table 4.11.1: Commercial rents (£s per square metre) and yields**

Commercial floorspace	Rent per square metre	Investment yield	Rent free period (months)
Retail	£250	6.50%	12
Supermarkets	£250	4.75%	6
Office	£281	6.00%	12
Industrial and warehousing	£125	5.00%	12

- 4.12 Transactions of hotels in the area indicate a range of £63,158 to £108,876, although it should be noted that all but one of these transactions relate to second hand hotels which were in varying conditions at the point of sale. New build hotel proposals in the Borough are likely to generate a value at the top end of the range and we have therefore applied a value of £109,000 per room in our appraisals.

**Table 4.12.1: Hotel transactions**

Hotel name	Location	Year built	Date of transaction	Price per room	Sq m per room gross	Star rating
Fairfield House	Southampton	1867	18/3/21	£108,876	53.08	3
The White Horse	Romsey	1640	7/12/21	£96,774	50.06	4
Holiday Inn Fareham Solent	Fareham	1973	26/5/21	£69,703	30.66	3
Winchester Hotel	Winchester	1980	2/7/21	£82,813	19.35	4
Blue Keys Hotel	Southampton	1890	19/2/21	£65,000	29.88	3
The Riverside	Salisbury	1896	22/10/21	£63,158	37.74	3

### Build costs

- 4.13 We have sourced build costs from the RICS Building Cost Information Service (BCIS), which is based on tenders for actual schemes (see Appendix 3). Base costs (adjusted for local circumstances by reference to the BCIS multiplier for Test Valley Borough) are as follows:

**Table 4.13.1: BCIS build costs**

Type of development	BCIS cost	Base cost per square metre	External works	Total per square metre (before policy costs)
Houses	810.1 Estate housing generally	£1,456	15%	£1,674
Flats – fewer than 6 storeys	816 Flats -3-5 storeys	£1,680	10%	£1,848
Retail	345 Shops	£1,486	10%	£1,635
Supermarkets	344 Supermarkets generally	£1,624	10%	£1,786
Offices	320 Offices air conditioned generally	£2,300	10%	£2,530

Type of development	BCIS cost	Base cost per square metre	External works	Total per square metre (before policy costs)
B2 industrial	282 Factories generally	£1,043	10%	£1,147
B8 storage and warehousing	284 Warehouses/stores	£904	10%	£999
Hotels	852 Hotels	£2,423	10%	£2,665
Community facilities	532 Community centres generally	£2,551	10%	£2,806

4.14 As noted in Table 4.13.1, the base costs above are increased by 15% for houses, 10% for flats and 10% for commercial to account for external works (including car parking spaces).

4.15 On larger residential developments on the edge of existing settlements (typologies 12, 13, 14, 15 and 16), developers typically incur additional costs for utilities upgrades, estate roads and other related infrastructure. We have incorporated an allowance amounting to 15% of base construction costs to address these requirements.

### Zero carbon and BREEAM

4.16 We have drawn capital cost figures from the ‘*Cornwall Climate Emergency DPD – Energy review and modelling*’ by Currie Brown and Etude (February 2021) and subsequent studies undertaken for London boroughs in 2022 and 2023. The following uplifts are for the lowest cost modelled route to net zero (Cornwall Scenario 2) from a range of baselines:

- 2.1% uplift from a baseline of Part L 2025 (35% CO2 reduction);
- 2.8% uplift from a baseline of Part L 2021;
- 4.9% uplift from a baseline of Part L 2013;
- 6% uplift based on Currie & Brown route to net zero regulated and unregulated emissions using SAP 10 emissions factors and air sourced heat pumps.

4.17 For non-residential development, the Council could apply net zero carbon using a hierarchy of fabric, renewables and then financial off-sets. The cost data from the Currie and Brown report indicates the following uplifts are applicable:

- Energy efficiency (Minimum carbon reduction of 15%): 2%;
- On-site saving (total carbon reduction of 35%): 1%;
- Allowable solutions (offset 65% of regulated CO2 emissions): 2-4%;
- BREEAM (BREEAM Excellent rating): 1-2%.

4.18 Although the costs of operational and embodied carbon are currently somewhat unclear, we have adopted the following assumptions for testing purposes:

- Cost uplift for operational carbon: 5% of build costs for domestic and 5% for non-domestic;
- Cost uplift for operational and embodied carbon: 15% of build costs for domestic and 15% for non-domestic.

- 4.19 It should be noted that the cost for addressing embodied carbon is likely to be a worst-case scenario, as some specialists have advised that achieving net zero embodied carbon may be cost neutral<sup>9</sup>.

### Accessibility standards

- 4.20 We have tested the impact of applying accessible and adaptable dwellings standards (Category 2 and Category 3) at the rates summarised in Table 4.20.1. These costs are based on the MHCLG 'Housing Standards Review: Cost Impacts' study, but converted into percentages of base construction costs (see calculations at Appendix 4) so that they can be applied to contemporary costs.

**Table 4.20.1: Costs of accessibility standards (% uplift to base construction costs)**

Standard	Flats	Houses
M4(2) accessible	1.15%	0.54%
M4(3) (a) accessible and adaptable	9.28%	10.77%
M4(3) (b) wheelchair adaptable	9.47%	23.80%

- 4.21 Our appraisals assume that all units are constructed to meet wheelchair accessibility standards (Category 2) and that Category 3(b) applies to 10% of dwellings. These costs address both parts A and B of the requirements (i.e. that the communal areas are designed and fitted out to allow wheelchair access and also that the dwellings themselves are designed and fitted out to facilitate occupation by wheelchair users).

### Professional fees

- 4.22 In addition to base build costs, schemes will incur professional fees, covering design and valuation, highways consultants and so on. Our appraisals incorporate a 10% allowance, which is at the middle to higher end of the range for most schemes, which reflects the additional requirements for high quality design and assessments required to satisfy emerging policy requirements.

### Development finance

- 4.23 Our appraisals assume that development finance can be secured at a rate of 6%, inclusive of arrangement and exit fees, reflective of current funding conditions.

### Marketing costs

- 4.24 Our appraisals incorporate an allowance of 2.5% for marketing costs, which includes show homes and agents' fees, plus 0.25% for sales legal fees.

### Test Valley Borough CIL

- 4.25 As noted in Section 2, the Council approved its CIL Charging Schedule on 27 January 2016 and it came into effect on 1 August 2016. Table 4.25.1 below summarises the prevailing and indexed rates of CIL. For residential developments, the Charging Schedule has four bands for residential developments (£70 per square metre to £175 per square metre) and a single rate for retail supermarkets/superstores and retail warehouses of £180 per square metre. All other uses and strategic allocations at Whitenap, Park Farm, Stoneham, Hoe Lane, George Yard/Black Swan Yard, Picket Twenty and Picket Place are nil rated.

<sup>9</sup> For example, Etude have advised London Borough of Newham on its emerging Local Plan policies on net zero carbon and have indicated that achieving net zero embodied carbon is cost neutral. Clearly if this is the case, our testing which applies a 15% cost uplift for net zero carbon (embodied and operational) can be disregarded.

**Table 4.25.1: CIL rates per net additional square metre in the Charging Schedule**

Development type	Zone	Adopted rate	Indexed to Jan 2022
Residential, excluding extra care accommodation	Zone 1	£175	£212.82
	Zone 2	£140	£170.26
	Zone 3	£105	£127.69
	Zone 4	£70	£85.13
Supermarkets, superstores and retail warehouses	Whole Borough	£180	£218.90
All other uses	Whole Borough	Nil	Nil

- 4.26 The amended CIL Regulations specify that if any part of an existing building is in lawful use for 6 months within the 36 months prior to the time at which planning permission first permits development, all of the existing floorspace will be deducted when determining the amount of chargeable floorspace. This is likely to be the case for many development sites in Test Valley Borough but not all existing floorspace will qualify. Therefore, for the purposes of our appraisals, we have assumed that there is no deduction for existing floorspace to ensure that the proposed CIL rate is viable for developments where there is no qualifying existing floorspace to net off.

### Section 106 costs

- 4.27 To account for residual Section 106 requirements, we have included an allowance of up to £25 per square metre for non-residential development and £2,500 per unit for residential development comprising 40 or more dwellings. The actual amounts will of course be subject to site-specific negotiations when schemes are brought forward through the development management process.
- 4.28 Parts of the Borough fall within the New Forest SAC and SPA recreation mitigation zone (see map at Appendix 5). The Recreation Mitigation Zone extends to 13.8 km from the edge of the SAC and SPA and covers the southern part of the Borough. The SPA/SAC extends north to roughly border Over Wallop, Middle Wallop, Stockbridge and Ashley. The Council collects contributions from developments within the Recreation Mitigation Zone of £1,540 per unit<sup>10</sup>. However, since the consultation was undertaken, the Council has indicated that an increased contribution will be required of circa £3,500 per unit.
- 4.29 Residential schemes of 300 or more units, or commercial schemes providing 1,000 square metres or more of gross floorspace are required to provide public art. We have increased the Section 106 requirements for schemes above this threshold to £3,500 per residential unit and to £30 per square metre for commercial schemes.
- 4.30 For developments providing 700 or more units, we have assumed that on-site schools will be required and have incorporated an additional £15,000 per unit to address this requirement.
- 4.31 In addition to the allowances above, our appraisals include an allowance for Section 278 works of £1,000 per residential unit and £15 per square metre for commercial developments.
- 4.32 The modelled requirements are summarised in Table 4.32.1.

**Table 4.32.1: Modelled section 106 obligations**

Type of scheme	Scale	Section 106	Recreation mitigation	Education	S278
Residential	Up to 699 units	£2,500 per unit	£3,500 per unit	-	£1,000 per unit

<sup>10</sup> 'New Forest International Nature Conservation Designations: Recreation Mitigation Framework SPD' November 2021

Type of scheme	Scale	Section 106	Recreation mitigation	Education	S278
	700 units+	£3,500 per unit	£3,500 per unit	£15,000 per unit	£1,000 per unit
Commercial	Up to 999 square metres	£25 per square metre	-	-	£15 per square metre
	1,000 square metres+	£30 per square metre	-	-	£15 per square metre

### Biodiversity Net Gain

- 4.33 We have tested a requirement for a 10% and 20% enhancement to biodiversity in perpetuity by applying an increase in build costs of 0.7% and 1.4% respectively, reflecting the figure indicated in the 2019 DEFRA report 'Biodiversity net gain and local nature recovery strategies impact assessment'. The Impact Assessment indicates that the 'central estimate' for costs on greenfield sites in the South East for a 10% biodiversity net gain equate to 0.7% of build costs<sup>11</sup>.

### Development and sales periods

- 4.34 Development and sales periods vary between type of scheme. However, our sales periods are based on an assumption of a sales rate of 3 to 6 units per month, with an element of off-plan sales reflected in the timing of receipts. This is reflective of current market conditions, whereas in improved markets, a sales rate of up to 8 units per month might be expected. Clearly markets are cyclical and sales periods will vary over the economic cycle and the extent to which units are sold off-plan will vary over time. Our programme assumptions assume that units are sold over varying periods after completion, which is a conservative approach that ensures that the proposed CIL rates are viable for most developments.

### Developer's profit

- 4.35 Developer's profit is closely correlated with the perceived risk of residential development. The greater the risk, the greater the required profit level, which helps to mitigate against the risk, but also to ensure that the potential rewards are sufficiently attractive for a bank and other equity providers to fund a scheme. It is important to emphasise that the level of minimum profit is not necessarily determined by developers (although they will have their own view and the Boards of the major housebuilders will set targets for minimum profit).
- 4.36 The views of the banks which fund development are more important; if the banks decline an application by a developer to borrow to fund a development, it is very unlikely to proceed, as developers rarely carry sufficient cash to fund it themselves. Consequently, future movements in profit levels will largely be determined by the attitudes of the banks towards development proposals.
- 4.37 The near collapse of the global banking system in the final quarter of 2008 is resulting in a much tighter regulatory system, with UK banks having to take a much more cautious approach to all lending. In this context, and against the backdrop of the current sovereign debt crisis in the Eurozone, the banks were for a time reluctant to allow profit levels to decrease. However, perceived risk in the UK housing market is receding, albeit there is a degree of caution in prime central London markets as a consequence of high rates of inflation and the war in Ukraine. We have therefore adopted a profit margin of 17.5% of private GDV for testing purposes, although individual schemes may require lower or higher profits, depending on site specific circumstances. For example, schemes of houses are relatively low risk in comparison to large flatted developments as the latter tends to be built over long periods of time with significant capital lock-up.
- 4.38 Our assumed return on the affordable housing GDV is 6%. A lower return on the affordable housing

<sup>11</sup> Central Estimate – see Table 20 of DEFRA Impact Assessment



is appropriate as there is very limited sales risk on these units for the developer; there is often a pre-sale of the units to an RP prior to commencement. Any risk associated with take up of intermediate housing is borne by the acquiring RP, not by the developer.

### Exceptional costs

- 4.39 Exceptional costs can be an issue for development viability on previously developed land. These costs relate to works that are 'atypical', such as remediation of sites in former industrial use and that are over and above standard build costs. However, in the absence of details site investigations, it is not possible to provide a reliable estimate of what exceptional costs might be. Our analysis therefore excludes exceptional costs, as to apply a blanket allowance would generate misleading results. An 'average' level of costs for abnormal ground conditions and some other 'abnormal' costs is already reflected in BCIS data, as such costs are frequently encountered on sites that form the basis of the BCIS data sample.

### Benchmark land value

- 4.40 Benchmark land value, based on the existing use value of sites is a key consideration in the assessment of development economics for testing planning policies and tariffs. Clearly, there is a point where the Residual Land Value (what the landowner receives from a developer) that results from a scheme may be less than the land's existing use value. Existing use values can vary significantly, depending on the demand for the type of building relative to other areas. Similarly, subject to planning permission, the potential development site may be capable of being used in different ways – as a hotel rather than residential for example; or at least a different mix of uses. Existing use value is effectively the 'bottom line' in a financial sense and therefore a key factor in this study.
- 4.41 We have arrived at a broad judgement on the likely range of benchmark land values. On previously developed sites, the calculations assume that the landowner has made a judgement that the current use does not yield an optimum use of the site; for example, it has fewer storeys than neighbouring buildings; or there is a general lack of demand for the type of space, resulting in low rentals, high yields and high vacancies (or in some cases no occupation at all over a lengthy period). We would not expect a building which makes optimum use of a site and that is attracting a reasonable rent to come forward for development, as residual value may not exceed current use value in these circumstances.
- 4.42 Redevelopment proposals that generate residual land values below current use values are unlikely to be delivered. While any such thresholds are only a guide in 'normal' development circumstances, it does not imply that individual landowners, in particular financial circumstances, will not bring sites forward at a lower return or indeed require a higher return. If proven current use value justifies a higher benchmark than those assumed, then appropriate adjustments may be necessary. As such, current use values should be regarded as benchmarks rather than definitive fixed variables on a site by site basis.
- 4.43 As noted in Section 2, the bulk of land coming forward for development in the Borough will be greenfield, which has a low existing use value as agricultural land (typically £20,000 to £23,000 per hectare)<sup>12</sup>. For greenfield sites, we have adopted a benchmark land value of £0.25 million and £0.37 million per gross hectare, which is reflective of typical minimum option pricing for greenfield development land. This represents a multiple of 12.5 to 18.5 times agricultural land value, which is within the 10 to 20 times multiple typically applied in policy testing studies. This provides a significant premium above existing use value of £20,000 - £23,000 agricultural land value to the landowner to incentivise them to bring forward land for development.
- 4.44 Previously developed sites in the main towns and village centres may be in various existing uses (redundant or secondary pubs, industrial units, retail units or offices) which are likely attract limited demand and are thus relatively unattractive as long term investments to landowners. To establish benchmark land values for these uses, we have had regard to rents secured on lower quartile

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<sup>12</sup> See, for example, Savills 'Farmland Market' report, January 2022

lettings within the Borough. Office rents in the Borough range from £6.92 to £40.00 per square foot, with the average rent in the lower quartile equating to £8.99 per square foot. These rents are likely to be reflective of offices that are close to the end of their economic life and require significant capital expenditure to continue to be lettable. We have estimated the capital value of a site extending to one hectare by adopting the following assumptions:

- 35% plot ratio;
- 2 storeys;
- Yield 8.5%, reflecting the risk of securing lettings in a building which is close to economic and functional obsolescence;
- 2.5 year void and rent free period;
- £750 per square metre (£70 per square foot) for essential refurbishment including M&E;
- Purchaser's costs deducted at 6.8%;
- 15% lettings agent and letting legal fees;
- 20% premium on resulting capital value.

4.45 The capital value generated is £750,000 including premium.

4.46 The three benchmark land values adopted for testing purposes are summarised as follows:

- Brownfield sites: £0.75 million per hectare;
- Higher value greenfield (smaller sites): £370,000 per hectare; and
- Lower value greenfield (larger sites): £250,000 per hectare.

## 5 Appraisal outputs

- 5.1 The full inputs to and outputs from our appraisals of the various developments are set out in Section 6 and appendices 6, 7 and 8. We have appraised 30 development typologies, reflecting different densities and types of development across the Borough. These typologies include non-residential uses, including retail, offices, industrial, hotel and community uses.
- 5.2 Each appraisal incorporates (where relevant) the following levels of affordable housing to test potential targets to inform Policy HOU1: Affordable Housing, which as drafted seeks 40% affordable housing:
- 0% affordable to 50% affordable; 70% rent and 30% intermediate (5% shared ownership and 25% First Homes);
  - 0% affordable to 50% affordable; 25% First Homes, 60% rent and 15% shared ownership (equating to an 80% / 20% split between rent and shared ownership);
  - 0% affordable to 50% affordable; 25% First Homes, 52.5% rent and 22.5% shared ownership (equating to a 70% / 30% split between rent and shared ownership).
- 5.3 For small sites in the rural area that provide between 6 and 9 units, the Council seeks a financial contribution that is equivalent to 20% affordable housing. We have factored in the affordable housing requirement as on-site units to test their ability to make a potential financial contribution towards affordable housing. In practical terms, the Council's emerging policy recognises that that the Council will need to secure payments in lieu of on-site delivery, but methods of calculation typically reflect our approach for viability testing<sup>13</sup>.
- 5.4 For each development typology, we have tested a range of sales values, reflecting the spread identified in the previous section. Where the residual land value of a typology exceeds the benchmark land value, we show the result shaded green, to indicate that the Scheme is viable. Where the residual land value is no more than 10% lower than the benchmark land value (and therefore on the margins of being viable), the results are shaded in orange. Where the residual land value is either negative or more than 10% lower than the benchmark land value, the result is shaded red, to indicate that it is unviable.
- 5.5 For testing alternative CIL rates, we have tested a range of sales values, reflecting the spread identified in the previous section. Where the residual land value of a typology exceeds the benchmark land value, we have converted the surplus into a rate per square metre, which is equivalent to the maximum CIL that could, in theory, be charged for that particular development.
- 5.6 We have also tested the developments with CIL as an inputted amount (rather than an output) with the starting point being the adopted charging schedule rates after indexation. The purpose is to approach the potential CIL rates through the 'other end of the telescope', that is, to test the impact on the residual land value that each scheme generates with the existing CIL rates in place. This can assist the Council in forming a judgement as to the potential impact on changes to CIL rates on land values and, consequently, potential land supply for certain uses. The indexed and alternative rates are summarised in Table 5.6.1.

**Table 5.6.1: Alternative CIL rates (per square metre)**

Development type	Zone	Indexed to Jan 2022	Alternative rate 1	Alternative rate 2	Alternative rate 3
	Zone 1	£212.82	£250	£275	£300
	Zone 2	£170.26	£200	£225	£250

<sup>13</sup> This approach involves calculating a payment that is the financial equivalent on on-site affordable housing delivery. This is typically calculated by identifying the residual land value generated by the scheme incorporating the required affordable housing units and then comparing this to the residual land value generated by the scheme assuming 100% private housing.

Development type	Zone	Indexed to Jan 2022	Alternative rate 1	Alternative rate 2	Alternative rate 3
Residential, excluding extra care accommodation	Zone 3	£127.69	£150	£175	£200
	Zone 4	£85.13	£100	£125	£150
Supermarkets, superstores and retail warehouses	Whole Borough	£218.90	£250	£275	£300
All other uses	Whole Borough	Nil	Nil	Nil	Nil

- 5.7 For other policy requirements (provision of net zero carbon; bio-diversity net gain and so on), we have used selected data from the results to test the impact of emerging policies.
- 5.8 Finally, the scenarios assuming 70% rent, 5% shared ownership and 25% First Homes are tested with the growth and inflation rates summarised in Table 4.3.1 and the 'downside' scenario rates in Table 4.3.2. These results are attached at Appendix 14.

## 6 Assessment of appraisal results

6.1 This section sets out the results of our appraisals with the residual land values calculated for scenarios with sales values and capital values reflective of market conditions across the Borough. We have tested the impact of emerging plan policies to assist the Council in its decision making on potential options.

### Affordable housing

6.2 As noted in Section 5, we have tested a series of tenure scenarios, as follows:

- 70% rent and 30% intermediate (5% shared ownership and 25% First Homes);
- 25% First Homes; 60% rent; and 15% shared ownership (i.e. an 80% / 20% split of the balance of the affordable housing after the First Homes are deducted);
- 25% First Homes; 52.5% rent; and 22.5% shared ownership (i.e. a 70% / 30% split of the balance of the affordable housing after the First Homes are deducted).

6.3 The results for the appraisals with 70% rent, 5% shared ownership and 25% First Homes are summarised in tables 6.3.1 to 6.3.9 (with text versions available at Appendix 6). Each table shows the results with different sales values, ranging from £3,567 per square metre to £5,036 per square metre. The results for the other tenure split options are attached at Appendix 7 and 8. The appraisals assume an affordable housing unit mix of 35% one beds, 35% two beds, 25% three beds and 5% four beds for rented housing and 20% one beds, 40% two beds, 30% three beds and 10% four beds for shared ownership.

6.4 There are significant differences in the viability of schemes and the level of affordable housing that can be viably provided. These differences manifest themselves both on an area basis and also between schemes located in the same value area.

6.5 Where sales values are at the lower end of the tested range (£3,940 per square metre), many schemes can deliver up to around 35% to 40% affordable housing, or are on the margins of viability at this level of affordable housing, when brought forward on greenfield sites. Lower levels of affordable housing are viable when schemes are brought forward on previously developed land. In some cases, schemes are unviable at zero affordable housing when tested against the previously developed land benchmark land values. These results indicate that in lower value areas, sites with these benchmark land values are more likely to stay in their existing uses, rather than come forward for development.

6.6 Larger schemes (500 units or more) are not viable at lower sales values, but this is due to extensive requirements for on-site infrastructure and additional planning obligations, such as on-site schools. The amount of affordable housing on these schemes will depend on the extent of infrastructure required; planning obligations required; and sales values at the time applications are submitted. Furthermore, given their extended build out periods, there could be significant changes in values over the development period and we recommend that the Council includes provisions in the Local Plan for seeking mid and late stage reviews of viability, in line with PPG para 009.

6.7 As sales values increase, the extent to which schemes can provide affordable housing increases, but to varying degrees, with a range of outcomes at the highest sales values in the range (£5,036 per square metre). Above £5,000 per square metre, the viable level of affordable housing typically exceeds 35% against all three benchmark land values.

6.8 As can be noted from the results in tables 6.3.1 to 6.3.9, there is no uniform level of affordable housing where it can be said most schemes are viable. Setting any percentage below the current policy target of 40% would, in principle, mean that some schemes that *could* have delivered 40% would no longer be required to do so if the Council adopted a lower percentage target.

6.9 There is therefore a clear choice between two potential options. The first is to adopt a relatively low target that most schemes could viably deliver, but this would have two disadvantages; firstly, schemes that could have delivered more than the reduced target will no longer be required to do so; and



**Table 6.3.1: Appraisal results – 60% Rent, 15% Shared Ownership and 25% First Homes (values of £3,567 per square metre)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)			Sales value £3,567 psm	AH tenure	Rented 60.0%	SO 15.0%	Frst Hms 25%	Residual land values							
Description	No of units	BLV	£750,000 PER HA			Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£150,000	183,738	168,446	153,349	138,449	123,744	109,235	94,922	80,804	66,883	53,158	39,628		
2 Five unit development	5	£250,000	306,231	280,744	255,582	230,748	206,240	182,059	158,203	134,675	111,472	88,596	66,046		
3 Eight unit development	8	£400,000	413,185	376,123	339,541	303,435	267,806	232,656	197,982	163,766	130,066	96,625	64,060		
4 Ten unit development	10	£400,000	516,480	470,155	424,426	379,294	334,759	290,819	247,478	204,732	162,583	121,030	80,076		
5 Ten unit development (flats)	10	£100,000	- 1,179	- 37,508	- 73,331	- 108,646	- 143,455	- 177,758	- 211,553	- 244,841	- 278,136	- 310,996	- 343,341		
6 Fifteen unit development	15	£600,000	790,014	720,853	652,580	585,197	518,703	453,098	388,382	324,555	261,618	199,548	137,962		
7 Twenty unit development (flats)	20	£200,000	93,805	24,265	- 44,927	- 113,474	- 181,031	- 247,599	- 313,177	- 377,767	- 441,367	- 503,978	- 565,601		
8 Thirty unit development	30	£1,000,000	3,035,665	2,698,284	2,365,321	2,036,777	1,712,653	1,392,946	1,077,659	766,790	460,340	157,033	145,715		
9 Fifty unit development	50	£1,666,667	1,568,249	1,366,058	1,166,537	969,683	775,498	582,724	391,912	203,797	18,379	- 166,668	- 349,240		
10 One hundred unit development	100	£4,166,667	4,143,715	3,742,048	3,345,580	2,954,312	2,568,244	2,187,376	1,811,708	1,441,239	1,075,971	712,737	354,172		
11 Three hundred unit scheme	300	£12,500,000	12,508,515	11,330,883	10,170,436	9,025,175	7,895,099	6,780,209	5,680,504	4,593,590	3,517,261	2,456,218	1,410,462		
12 Five hundred unit scheme	500	£15,625,000	10,111,529	8,295,252	6,503,331	4,735,766	2,984,605	1,251,595	- 466,975	- 2,192,243	- 3,904,703	- 5,610,265	- 7,318,391		
13 Seven-hundred and fifty unit scheme	750	£23,437,500	5,119,202	2,466,762	- 152,235	- 2,796,583	- 5,417,386	- 8,026,073	- 10,633,956	- 13,252,239	- 15,891,968	- 18,515,406	- 21,099,509		
14 One thousand unit scheme	1,000	£31,250,000	6,485,491	3,051,895	- 352,040	- 3,783,399	- 7,191,220	- 10,588,538	- 13,988,254	- 17,403,132	- 20,868,906	- 24,328,714	- 27,736,697		
15 One thousand, five hundred unit scheme	1,500	£37,500,000	6,587,735	3,779,074	- 1,004,315	- 5,815,605	- 10,615,446	- 15,417,827	- 20,236,582	- 25,117,955	- 30,115,084	- 35,168,731	- 40,146,792		
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	11,074,308	4,083,934	- 2,916,543	- 9,966,960	- 17,032,703	- 24,148,952	- 31,368,896	- 38,792,212	- 46,570,749	- 54,567,938	- 62,445,871		
17 C2 care scheme - houses	50	£1,171,875	1,459,205	1,287,034	1,115,883	946,860	780,111	615,637	453,439	293,515	135,866	- 19,785	- 175,049		
18 C2 care scheme - flats	60	£562,500	- 2,937,071	- 3,065,972	- 3,192,600	- 3,317,557	- 3,440,242	- 3,560,655	- 3,679,396	- 3,795,665	- 3,910,263	- 4,022,566	- 4,132,641		

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)			£370,000 PER HA	Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
			1 Three unit development	3	£74,000	183,738	168,446	153,349	138,449	123,744	109,235	94,922	80,804
2 Five unit development	5	£123,333	306,231	280,744	255,582	230,748	206,240	182,059	158,203	134,675	111,472	88,596	66,046
3 Eight unit development	8	£197,333	413,185	376,123	339,541	303,435	267,806	232,656	197,982	163,766	130,066	96,625	64,060
4 Ten unit development	10	£197,333	516,480	470,155	424,426	379,294	334,759	290,819	247,478	204,732	162,583	121,030	80,076
5 Ten unit development (flats)	10	£49,333	- 1,179	- 37,508	- 73,331	- 108,646	- 143,455	- 177,758	- 211,553	- 244,841	- 278,136	- 310,996	- 343,341
6 Fifteen unit development	15	£296,000	790,014	720,853	652,580	585,197	518,703	453,098	388,382	324,555	261,618	199,548	137,962
7 Twenty unit development (flats)	20	£98,667	93,805	24,265	- 44,927	- 113,474	- 181,031	- 247,599	- 313,177	- 377,767	- 441,367	- 503,978	- 565,601
8 Thirty unit development	30	£493,333	3,035,665	2,698,284	2,365,321	2,036,777	1,712,653	1,392,946	1,077,659	766,790	460,340	157,033	145,715
9 Fifty unit development	50	£822,222	1,568,249	1,366,058	1,166,537	969,683	775,498	582,724	391,912	203,797	18,379	- 166,668	- 349,240
10 One hundred unit development	100	£2,055,556	4,143,715	3,742,048	3,345,580	2,954,312	2,568,244	2,187,376	1,811,708	1,441,239	1,075,971	712,737	354,172
11 Three hundred unit scheme	300	£6,166,667	12,508,515	11,330,883	10,170,436	9,025,175	7,895,099	6,780,209	5,680,504	4,593,590	3,517,261	2,456,218	1,410,462
12 Five hundred unit scheme	500	£7,708,333	10,111,529	8,295,252	6,503,331	4,735,766	2,984,605	1,251,595	- 466,975	- 2,192,243	- 3,904,703	- 5,610,265	- 7,318,391
13 Seven-hundred and fifty unit scheme	750	£11,562,500	5,119,202	2,466,762	- 152,235	- 2,796,583	- 5,417,386	- 8,026,073	- 10,633,956	- 13,252,239	- 15,891,968	- 18,515,406	- 21,099,509
14 One thousand unit scheme	1,000	£15,416,667	6,485,491	3,051,895	- 352,040	- 3,783,399	- 7,191,220	- 10,588,538	- 13,988,254	- 17,403,132	- 20,868,906	- 24,328,714	- 27,736,697
15 One thousand, five hundred unit scheme	1,500	£18,500,000	6,587,735	3,779,074	- 1,004,315	- 5,815,605	- 10,615,446	- 15,417,827	- 20,236,582	- 25,117,955	- 30,115,084	- 35,168,731	- 40,146,792
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	11,074,308	4,083,934	- 2,916,543	- 9,966,960	- 17,032,703	- 24,148,952	- 31,368,896	- 38,792,212	- 46,570,749	- 54,567,938	- 62,445,871
17 C2 care scheme - houses	50	£578,125	1,459,205	1,287,034	1,115,883	946,860	780,111	615,637	453,439	293,515	135,866	- 19,785	- 175,049
18 C2 care scheme - flats	60	£277,500	- 2,937,071	- 3,065,972	- 3,192,600	- 3,317,557	- 3,440,242	- 3,560,655	- 3,679,396	- 3,795,665	- 3,910,263	- 4,022,566	- 4,132,641

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)			£250,000 PER HA	Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
			1 Three unit development	3	£50,000	183,738	168,446	153,349	138,449	123,744	109,235	94,922	80,804
2 Five unit development	5	£83,333	306,231	280,744	255,582	230,748	206,240	182,059	158,203	134,675	111,472	88,596	66,046
3 Eight unit development	8	£133,333	413,185	376,123	339,541	303,435	267,806	232,656	197,982	163,766	130,066	96,625	64,060
4 Ten unit development	10	£133,333	516,480	470,155	424,426	379,294	334,759	290,819	247,478	204,732	162,583	121,030	80,076
5 Ten unit development (flats)	10	£33,333	- 1,179	- 37,508	- 73,331	- 108,646	- 143,455	- 177,758	- 211,553	- 244,841	- 278,136	- 310,996	- 343,341
6 Fifteen unit development	15	£200,000	790,014	720,853	652,580	585,197	518,703	453,098	388,382	324,555	261,618	199,548	137,962
7 Twenty unit development (flats)	20	£66,667	93,805	24,265	- 44,927	- 113,474	- 181,031	- 247,599	- 313,177	- 377,767	- 441,367	- 503,978	- 565,601
8 Thirty unit development	30	£333,333	3,035,665	2,698,284	2,365,321	2,036,777	1,712,653	1,392,946	1,077,659	766,790	460,340	157,033	145,715
9 Fifty unit development	50	£555,556	1,568,249	1,366,058	1,166,537	969,683	775,498	582,724	391,912	203,797	18,379	- 166,668	- 349,240
10 One hundred unit development	100	£1,388,889	4,143,715	3,742,048	3,345,580	2,954,312	2,568,244	2,187,376	1,811,708	1,441,239	1,075,971	712,737	354,172
11 Three hundred unit scheme	300	£4,166,667	12,508,515	11,330,883	10,170,436	9,025,175	7,895,099	6,780,209	5,680,504	4,593,590	3,517,261	2,456,218	1,410,462
12 Five hundred unit scheme	500	£5,208,333	10,111,529	8,295,252	6,503,331	4,735,766	2,984,605	1,251,595	- 466,975	- 2,192,243	- 3,904,703	- 5,610,265	- 7,318,391
13 Seven-hundred and fifty unit scheme	750	£7,812,500	5,119,202	2,466,762	- 152,235	- 2,796,583	- 5,417,386	- 8,026,073	- 10,633,956	- 13,252,239	- 15,891,968	- 18,515,406	- 21,099,509
14 One thousand unit scheme	1,000	£10,416,667	6,485,491	3,051,895	- 352,040	- 3,783,399	- 7,191,220	- 10,588,538	- 13,988,254	- 17,403,132	- 20,868,906	- 24,328,714	- 27,736,697
15 One thousand, five hundred unit scheme	1,500	£12,500,000	6,587,735	3,779,074	- 1,004,315	- 5,815,605	- 10,615,446	- 15,417,827	- 20,236,582	- 25,117,955	- 30,115,084	- 35,168,731	- 40,146,792
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	11,074,308	4,083,934	- 2,916,543	- 9,966,960	- 17,032,703	- 24,148,952	- 31,368,896	- 38,792,212	- 46,570,749	- 54,567,938	- 62,445,871
17 C2 care scheme - houses	50	£390,625	1,459,205	1,287,034	1,115,883	946,860	780,111	615,637	453,439	293,515	135,866	- 19,785	- 175,049
18 C2 care scheme - flats	60	£187,500	- 2,937,071	- 3,065,972	- 3,192,600	- 3,317,557	- 3,440,242	- 3,560,655	- 3,679,396	- 3,795,665	- 3,910,263	- 4,022,566	- 4,132,641



**Table 6.3.2: Appraisal results – 60% Affordable Rent, 15% Social Rent and 25% Shared ownership (values of £4,180 per square metre)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)			Sales value £3,751 psm	AH tenure	Rented 60.0%	SO 15.0%	Frst Hms 25%	Residual land values							
Description	No of units	BLV	£750,000 PER HA			Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£150,000	223,245	206,209	189,493	173,091	156,802	140,730	124,872	109,229	93,802	78,590	63,592		
2 Five unit development	5	£250,000	372,075	343,682	315,822	288,485	261,338	234,550	208,120	182,049	156,337	130,983	105,988		
3 Eight unit development	8	£400,000	514,515	473,007	432,296	392,363	352,698	313,559	274,947	236,861	199,302	162,269	125,762		
4 Ten unit development	10	£400,000	643,143	591,258	540,370	490,453	440,872	391,949	343,683	296,077	249,127	202,836	157,203		
5 Ten unit development (flats)	10	£100,000	104,910	64,700	25,042	14,264	53,365	91,908	129,893	167,317	204,183	240,620	277,003		
6 Fifteen unit development	15	£600,000	975,566	898,245	822,400	747,993	674,094	601,174	529,233	458,272	388,289	319,286	251,261		
7 Twenty unit development (flats)	20	£200,000	305,241	226,976	149,787	73,676	1,377	76,378	150,288	223,104	294,827	365,458	434,995		
8 Thirty unit development	30	£1,000,000	3,978,872	3,602,567	3,231,136	2,864,580	2,502,899	2,146,094	1,794,164	1,447,109	1,104,929	767,624	435,195		
9 Fifty unit development	50	£1,666,667	2,148,088	1,922,006	1,698,873	1,478,689	1,261,453	1,047,165	835,826	627,434	420,102	215,451	13,781		
10 One hundred unit development	100	£4,166,667	5,300,577	4,848,355	4,404,982	3,970,237	3,538,304	3,112,128	2,691,708	2,277,046	1,868,139	1,464,989	1,067,597		
11 Three hundred unit scheme	300	£12,500,000	15,799,917	14,484,769	13,195,138	11,930,389	10,671,558	9,426,667	8,198,561	6,987,238	5,792,699	4,614,943	3,448,712		
12 Five hundred unit scheme	500	£15,625,000	15,400,527	13,363,978	11,368,322	9,412,547	7,458,975	5,531,002	3,629,958	1,742,361	121,989	2,001,149	3,867,012		
13 Seven-hundred and fifty unit scheme	750	£23,437,500	12,834,988	9,876,217	6,969,871	4,115,200	1,259,576	1,592,571	4,442,156	7,284,290	10,128,418	12,988,892	15,876,564		
14 One thousand unit scheme	1,000	£31,250,000	16,488,210	12,666,850	8,892,793	5,193,330	1,486,341	2,218,203	5,923,850	9,623,362	13,330,389	17,065,881	20,863,545		
15 One thousand, five hundred unit scheme	1,500	£37,500,000	22,584,100	17,234,476	11,966,534	6,785,541	1,595,190	3,615,880	8,831,870	14,058,414	19,314,660	24,662,655	30,165,014		
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	31,388,574	23,644,068	16,011,580	8,473,435	911,715	6,730,197	14,407,721	22,151,201	30,038,162	38,195,607	46,830,335		
17 C2 care scheme - houses	50	£1,171,875	2,011,390	1,815,312	1,623,230	1,435,038	1,247,957	1,063,395	880,019	698,952	520,427	344,442	170,999		
18 C2 care scheme - flats	60	£562,500	- 2,435,263	- 2,584,687	- 2,731,798	- 2,876,597	- 3,019,085	- 3,159,261	- 3,297,124	- 3,432,675	- 3,565,914	- 3,696,841	- 3,825,456		

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)			£370,000	PER HA	Residual land values								
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
			1 Three unit development	3	£74,000	223,245	206,209	189,493	173,091	156,802	140,730	124,872	109,229
2 Five unit development	5	£123,333	372,075	343,682	315,822	288,485	261,338	234,550	208,120	182,049	156,337	130,983	105,988
3 Eight unit development	8	£197,333	514,515	473,007	432,296	392,363	352,698	313,559	274,947	236,861	199,302	162,269	125,762
4 Ten unit development	10	£197,333	643,143	591,258	540,370	490,453	440,872	391,949	343,683	296,077	249,127	202,836	157,203
5 Ten unit development (flats)	10	£49,333	104,910	64,700	25,042	14,264	53,365	91,908	129,893	167,317	204,183	240,620	277,003
6 Fifteen unit development	15	£296,000	975,566	898,245	822,400	747,993	674,094	601,174	529,233	458,272	388,289	319,286	251,261
7 Twenty unit development (flats)	20	£98,667	305,241	226,976	149,787	73,676	1,377	76,378	150,288	223,104	294,827	365,458	434,995
8 Thirty unit development	30	£493,333	3,978,872	3,602,567	3,231,136	2,864,580	2,502,899	2,146,094	1,794,164	1,447,109	1,104,929	767,624	435,195
9 Fifty unit development	50	£822,222	2,148,088	1,922,006	1,698,873	1,478,689	1,261,453	1,047,165	835,826	627,434	420,102	215,451	13,781
10 One hundred unit development	100	£2,055,556	5,300,577	4,848,355	4,404,982	3,970,237	3,538,304	3,112,128	2,691,708	2,277,046	1,868,139	1,464,989	1,067,597
11 Three hundred unit scheme	300	£6,166,667	15,799,917	14,484,769	13,195,138	11,930,389	10,671,558	9,426,667	8,198,561	6,987,238	5,792,699	4,614,943	3,448,712
12 Five hundred unit scheme	500	£7,708,333	15,400,527	13,363,978	11,368,322	9,412,547	7,458,975	5,531,002	3,629,958	1,742,361	121,989	2,001,149	3,867,012
13 Seven-hundred and fifty unit scheme	750	£11,562,500	12,834,988	9,876,217	6,969,871	4,115,200	1,259,576	1,592,571	4,442,156	7,284,290	10,128,418	12,988,892	15,876,564
14 One thousand unit scheme	1,000	£15,416,667	16,488,210	12,666,850	8,892,793	5,193,330	1,486,341	2,218,203	5,923,850	9,623,362	13,330,389	17,065,881	20,863,545
15 One thousand, five hundred unit scheme	1,500	£18,500,000	22,584,100	17,234,476	11,966,534	6,785,541	1,595,190	3,615,880	8,831,870	14,058,414	19,314,660	24,662,655	30,165,014
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	31,388,574	23,644,068	16,011,580	8,473,435	911,715	6,730,197	14,407,721	22,151,201	30,038,162	38,195,607	46,830,335
17 C2 care scheme - houses	50	£578,125	2,011,390	1,815,312	1,623,230	1,435,038	1,247,957	1,063,395	880,019	698,952	520,427	344,442	170,999
18 C2 care scheme - flats	60	£277,500	- 2,435,263	- 2,584,687	- 2,731,798	- 2,876,597	- 3,019,085	- 3,159,261	- 3,297,124	- 3,432,675	- 3,565,914	- 3,696,841	- 3,825,456

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)			£250,000	PER HA	Residual land values								
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
			1 Three unit development	3	£50,000	223,245	206,209	189,493	173,091	156,802	140,730	124,872	109,229
2 Five unit development	5	£83,333	372,075	343,682	315,822	288,485	261,338	234,550	208,120	182,049	156,337	130,983	105,988
3 Eight unit development	8	£133,333	514,515	473,007	432,296	392,363	352,698	313,559	274,947	236,861	199,302	162,269	125,762
4 Ten unit development	10	£133,333	643,143	591,258	540,370	490,453	440,872	391,949	343,683	296,077	249,127	202,836	157,203
5 Ten unit development (flats)	10	£33,333	104,910	64,700	25,042	14,264	53,365	91,908	129,893	167,317	204,183	240,620	277,003
6 Fifteen unit development	15	£200,000	975,566	898,245	822,400	747,993	674,094	601,174	529,233	458,272	388,289	319,286	251,261
7 Twenty unit development (flats)	20	£66,667	305,241	226,976	149,787	73,676	1,377	76,378	150,288	223,104	294,827	365,458	434,995
8 Thirty unit development	30	£333,333	3,978,872	3,602,567	3,231,136	2,864,580	2,502,899	2,146,094	1,794,164	1,447,109	1,104,929	767,624	435,195
9 Fifty unit development	50	£555,556	2,148,088	1,922,006	1,698,873	1,478,689	1,261,453	1,047,165	835,826	627,434	420,102	215,451	13,781
10 One hundred unit development	100	£1,388,889	5,300,577	4,848,355	4,404,982	3,970,237	3,538,304	3,112,128	2,691,708	2,277,046	1,868,139	1,464,989	1,067,597
11 Three hundred unit scheme	300	£4,166,667	15,799,917	14,484,769	13,195,138	11,930,389	10,671,558	9,426,667	8,198,561	6,987,238	5,792,699	4,614,943	3,448,712
12 Five hundred unit scheme	500	£5,208,333	15,400,527	13,363,978	11,368,322	9,412,547	7,458,975	5,531,002	3,629,958	1,742,361	121,989	2,001,149	3,867,012
13 Seven-hundred and fifty unit scheme	750	£7,812,500	12,834,988	9,876,217	6,969,871	4,115,200	1,259,576	1,592,571	4,442,156	7,284,290	10,128,418	12,988,892	15,876,564
14 One thousand unit scheme	1,000	£10,416,667	16,488,210	12,666,850	8,892,793	5,193,330	1,486,341	2,218,203	5,923,850	9,623,362	13,330,389	17,065,881	20,863,545
15 One thousand, five hundred unit scheme	1,500	£12,500,000	22,584,100	17,234,476	11,966,534	6,785,541	1,595,190	3,615,880	8,831,870	14,058,414	19,314,660	24,662,655	30,165,014
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	31,388,574	23,644,068	16,011,580	8,473,435	911,715	6,730,197	14,407,721	22,151,201	30,038,162	38,195,607	46,830,335
17 C2 care scheme - houses	50	£390,625	2,011,390	1,815,312	1,623,230	1,435,038	1,247,957	1,063,395	880,019	698,952	520,427	344,442	170,999
18 C2 care scheme - flats	60	£187,500	- 2,435,263	- 2,584,687	- 2,731,798	- 2,876,597	- 3,019,085	- 3,159,261	- 3,297,124	- 3,432,675	- 3,565,914	- 3,696,841	- 3,825,456



**Table 6.3.3: Appraisal results – 60% Affordable Rent, 15% Social Rent and 25% Shared ownership (values of £4,410 per square metre)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)			Sales value £3,934 psm		AH tenure		Rented 60.0%		SO 15.0%		Frst Hms 25%						
Description	No of units	BLV	£750,000 PER HA		Residual land values												
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH				
1 Three unit development	3	£150,000	251,548	233,140	215,070	197,336	179,940	162,881	146,159	129,774	113,726	98,015	82,348				
2 Five unit development	5	£250,000	419,246	388,567	358,450	328,894	299,900	271,468	243,598	216,290	189,544	163,358	137,247				
3 Eight unit development	8	£400,000	585,994	541,055	496,955	453,692	411,269	369,684	328,938	289,030	249,961	211,730	173,585				
4 Ten unit development	10	£400,000	732,492	676,319	621,193	567,115	514,087	462,105	411,172	361,288	312,451	264,663	216,982				
5 Ten unit development (flats)	10	£100,000	174,220	131,706	89,768	48,409	7,626	-33,042	-73,233	-112,838	-151,859	-190,295	-228,243				
6 Fifteen unit development	15	£600,000	1,106,743	1,023,108	941,025	860,492	781,512	704,083	628,205	553,879	481,105	409,882	338,831				
7 Twenty unit development (flats)	20	£200,000	442,172	359,402	277,760	197,246	117,858	39,599	-38,064	-115,144	-191,080	-265,872	-339,520				
8 Thirty unit development	30	£1,000,000	4,635,323	4,236,342	3,842,490	3,453,768	3,070,177	2,691,717	2,318,386	1,950,187	1,587,118	1,229,178	876,371				
9 Fifty unit development	50	£1,666,667	2,544,261	2,302,909	2,066,283	1,834,384	1,604,598	1,377,432	1,153,365	932,398	714,530	499,266	285,330				
10 One hundred unit development	100	£4,166,667	6,090,306	5,603,054	5,125,035	4,654,300	4,192,192	3,739,387	3,295,887	2,861,688	2,436,795	2,021,204	1,606,322				
11 Three hundred unit scheme	300	£12,500,000	18,067,171	16,643,953	15,247,552	13,877,967	12,535,201	11,219,103	9,924,804	8,657,456	7,417,060	6,203,615	4,992,484				
12 Five hundred unit scheme	500	£15,625,000	19,010,735	16,802,461	14,637,149	12,514,797	10,435,406	8,391,585	6,385,748	4,423,163	2,494,928	603,460	-1,315,026				
13 Seven-hundred and fifty unit scheme	750	£23,437,500	18,017,976	14,829,101	11,693,398	8,605,126	5,579,436	2,589,827	-348,422	-3,284,862	-6,186,039	-9,057,707	-11,980,994				
14 One thousand unit scheme	1,000	£31,250,000	23,190,435	19,051,143	14,992,469	10,991,823	7,063,503	3,191,172	-625,323	-4,437,383	-8,208,647	-11,954,702	-15,770,939				
15 One thousand, five hundred unit scheme	1,500	£37,500,000	31,854,686	26,085,266	20,408,597	14,823,905	9,330,262	3,906,483	-1,461,876	-6,823,343	-12,139,143	-17,446,859	-22,892,820				
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	44,565,639	36,223,522	28,016,275	19,929,646	11,948,760	4,059,093	-3,806,634	-11,681,079	-19,551,115	-27,478,853	-35,771,024				
17 C2 care scheme - houses	50	£1,171,875	2,383,381	2,169,928	1,960,679	1,755,634	1,554,794	1,358,158	1,165,727	977,499	792,275	610,912	429,639				
18 C2 care scheme - flats	60	£562,500	-2,160,134	-2,317,236	-2,471,945	-2,624,261	-2,774,185	-2,921,714	-3,066,850	-3,209,593	-3,349,943	-3,487,899	-3,623,462				

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )			£370,000 PER HA		Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	251,548	233,140	215,070	197,336	179,940	162,881	146,159	129,774	113,726	98,015	82,348	
2 Five unit development	5	£123,333	419,246	388,567	358,450	328,894	299,900	271,468	243,598	216,290	189,544	163,358	137,247	
3 Eight unit development	8	£197,333	585,994	541,055	496,955	453,692	411,269	369,684	328,938	289,030	249,961	211,730	173,585	
4 Ten unit development	10	£197,333	732,492	676,319	621,193	567,115	514,087	462,105	411,172	361,288	312,451	264,663	216,982	
5 Ten unit development (flats)	10	£49,333	174,220	131,706	89,768	48,409	7,626	-33,042	-73,233	-112,838	-151,859	-190,295	-228,243	
6 Fifteen unit development	15	£296,000	1,106,743	1,023,108	941,025	860,492	781,512	704,083	628,205	553,879	481,105	409,882	338,831	
7 Twenty unit development (flats)	20	£98,667	442,172	359,402	277,760	197,246	117,858	39,599	-38,064	-115,144	-191,080	-265,872	-339,520	
8 Thirty unit development	30	£493,333	4,635,323	4,236,342	3,842,490	3,453,768	3,070,177	2,691,717	2,318,386	1,950,187	1,587,118	1,229,178	876,371	
9 Fifty unit development	50	£822,222	2,544,261	2,302,909	2,066,283	1,834,384	1,604,598	1,377,432	1,153,365	932,398	714,530	499,266	285,330	
10 One hundred unit development	100	£2,055,556	6,090,306	5,603,054	5,125,035	4,654,300	4,192,192	3,739,387	3,295,887	2,861,688	2,436,795	2,021,204	1,606,322	
11 Three hundred unit scheme	300	£6,166,667	18,067,171	16,643,953	15,247,552	13,877,967	12,535,201	11,219,103	9,924,804	8,657,456	7,417,060	6,203,615	4,992,484	
12 Five hundred unit scheme	500	£7,708,333	19,010,735	16,802,461	14,637,149	12,514,797	10,435,406	8,391,585	6,385,748	4,423,163	2,494,928	603,460	-1,315,026	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	18,017,976	14,829,101	11,693,398	8,605,126	5,579,436	2,589,827	-348,422	-3,284,862	-6,186,039	-9,057,707	-11,980,994	
14 One thousand unit scheme	1,000	£15,416,667	23,190,435	19,051,143	14,992,469	10,991,823	7,063,503	3,191,172	-625,323	-4,437,383	-8,208,647	-11,954,702	-15,770,939	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	31,854,686	26,085,266	20,408,597	14,823,905	9,330,262	3,906,483	-1,461,876	-6,823,343	-12,139,143	-17,446,859	-22,892,820	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	44,565,639	36,223,522	28,016,275	19,929,646	11,948,760	4,059,093	-3,806,634	-11,681,079	-19,551,115	-27,478,853	-35,771,024	
17 C2 care scheme - houses	50	£578,125	2,383,381	2,169,928	1,960,679	1,755,634	1,554,794	1,358,158	1,165,727	977,499	792,275	610,912	429,639	
18 C2 care scheme - flats	60	£277,500	-2,160,134	-2,317,236	-2,471,945	-2,624,261	-2,774,185	-2,921,714	-3,066,850	-3,209,593	-3,349,943	-3,487,899	-3,623,462	

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)			£250,000 PER HA		Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	251,548	233,140	215,070	197,336	179,940	162,881	146,159	129,774	113,726	98,015	82,348	
2 Five unit development	5	£83,333	419,246	388,567	358,450	328,894	299,900	271,468	243,598	216,290	189,544	163,358	137,247	
3 Eight unit development	8	£133,333	585,994	541,055	496,955	453,692	411,269	369,684	328,938	289,030	249,961	211,730	173,585	
4 Ten unit development	10	£133,333	732,492	676,319	621,193	567,115	514,087	462,105	411,172	361,288	312,451	264,663	216,982	
5 Ten unit development (flats)	10	£33,333	174,220	131,706	89,768	48,409	7,626	-33,042	-73,233	-112,838	-151,859	-190,295	-228,243	
6 Fifteen unit development	15	£200,000	1,106,743	1,023,108	941,025	860,492	781,512	704,083	628,205	553,879	481,105	409,882	338,831	
7 Twenty unit development (flats)	20	£66,667	442,172	359,402	277,760	197,246	117,858	39,599	-38,064	-115,144	-191,080	-265,872	-339,520	
8 Thirty unit development	30	£333,333	4,635,323	4,236,342	3,842,490	3,453,768	3,070,177	2,691,717	2,318,386	1,950,187	1,587,118	1,229,178	876,371	
9 Fifty unit development	50	£555,556	2,544,261	2,302,909	2,066,283	1,834,384	1,604,598	1,377,432	1,153,365	932,398	714,530	499,266	285,330	
10 One hundred unit development	100	£1,388,889	6,090,306	5,603,054	5,125,035	4,654,300	4,192,192	3,739,387	3,295,887	2,861,688	2,436,795	2,021,204	1,606,322	
11 Three hundred unit scheme	300	£4,166,667	18,067,171	16,643,953	15,247,552	13,877,967	12,535,201	11,219,103	9,924,804	8,657,456	7,417,060	6,203,615	4,992,484	
12 Five hundred unit scheme	500	£5,208,333	19,010,735	16,802,461	14,637,149	12,514,797	10,435,406	8,391,585	6,385,748	4,423,163	2,494,928	603,460	-1,315,026	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	18,017,976	14,829,101	11,693,398	8,605,126	5,579,436	2,589,827	-348,422	-3,284,862	-6,186,039	-9,057,707	-11,980,994	
14 One thousand unit scheme	1,000	£10,416,667	23,190,435	19,051,143	14,992,469	10,991,823	7,063,503	3,191,172	-625,323	-4,437,383	-8,208,647	-11,954,702	-15,770,939	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	31,854,686	26,085,266	20,408,597	14,823,905	9,330,262	3,906,483	-1,461,876	-6,823,343	-12,139,143	-17,446,859	-22,892,820	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	44,565,639	36,223,522	28,016,275	19,929,646	11,948,760	4,059,093	-3,806,634	-11,681,079	-19,551,115	-27,478,853	-35,771,024	
17 C2 care scheme - houses	50	£390,625	2,383,381	2,169,928	1,960,679	1,755,634	1,554,794	1,358,158	1,165,727	977,499	792,275	610,912	429,639	
18 C2 care scheme - flats	60	£187,500	-2,160,134	-2,317,236	-2,471,945	-2,624,261	-2,774,185	-2,921,714	-3,066,850	-3,209,593	-3,349,943	-3,487,899	-3,623,462	



Table 6.3.4: Appraisal results – 60% Affordable Rent, 15% Social Rent and 25% Shared ownership (values of £4,650 per square metre)

TEST VALLEY LOCAL PLAN VIABILITY TESTING BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)			Sales value £4,118 psm		AH tenure		Rented 60.0%		SO 15.0%		Frst Hms 25%		
Description	No of units	BLV	£750,000 PER HA		Residual land values								
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
1 Three unit development	3	£150,000	291,054	268,991	247,330	226,070	205,212	184,757	164,704	145,053	125,803	106,956	88,511
2 Five unit development	5	£250,000	485,090	448,318	412,216	376,783	342,021	307,929	274,507	241,754	209,672	178,260	147,518
3 Eight unit development	8	£400,000	687,325	632,893	579,467	527,047	475,632	425,224	375,822	327,425	280,033	233,649	188,269
4 Ten unit development	10	£400,000	859,156	791,116	724,334	658,808	594,540	531,530	469,776	409,280	350,041	292,060	235,336
5 Ten unit development (flats)	10	£100,000	280,039	229,007	178,444	128,604	79,486	31,090	16,820	64,436	111,320	157,472	202,892
6 Fifteen unit development	15	£600,000	1,292,295	1,191,354	1,092,269	995,043	899,674	806,161	714,507	624,709	536,769	450,685	366,460
7 Twenty unit development (flats)	20	£200,000	653,610	553,266	454,340	356,832	260,742	166,069	72,815	19,291	110,988	201,248	290,070
8 Thirty unit development	30	£1,000,000	5,578,531	5,100,097	4,628,093	4,162,518	3,703,372	3,250,656	2,804,368	2,364,510	1,931,082	1,504,082	1,083,512
9 Fifty unit development	50	£1,666,667	3,124,099	2,828,437	2,538,460	2,254,166	1,975,556	1,702,630	1,435,367	1,173,828	917,953	667,589	412,602
10 One hundred unit development	100	£4,166,667	7,234,710	6,639,302	6,055,025	5,481,877	4,919,858	4,368,003	3,824,599	3,292,416	2,771,451	2,261,706	1,763,180
11 Three hundred unit scheme	300	£12,500,000	21,356,500	19,623,769	17,923,289	16,255,061	14,619,085	13,015,362	11,443,890	9,901,691	8,387,731	6,906,196	5,457,086
12 Five hundred unit scheme	500	£15,625,000	24,269,622	21,805,832	19,388,008	17,010,227	14,673,906	12,383,788	10,139,874	7,938,886	5,773,645	3,654,926	1,570,007
13 Seven-hundred and fifty unit scheme	750	£23,437,500	25,650,561	21,767,972	17,937,782	14,182,324	10,488,335	6,853,728	3,275,842	249,401	3,777,816	7,276,437	10,758,304
14 One thousand unit scheme	1,000	£31,250,000	33,072,122	28,036,743	23,094,845	18,219,257	13,440,709	8,723,033	4,085,938	493,197	5,079,975	9,631,764	14,169,066
15 One thousand, five hundred unit scheme	1,500	£37,500,000	45,659,523	38,640,617	31,731,579	24,940,931	18,255,607	11,665,575	5,170,163	1,265,009	7,710,888	14,140,370	20,590,191
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	64,519,513	54,402,482	44,438,226	34,618,186	24,940,775	15,389,089	5,946,634	3,484,415	12,965,713	22,498,594	32,214,719
17 C2 care scheme - houses	50	£1,171,875	2,935,566	2,668,778	2,407,116	2,150,580	1,899,169	1,652,884	1,411,725	1,175,691	944,782	717,126	494,363
18 C2 care scheme - flats	60	£562,500	- 1,658,325	- 1,857,187	- 2,052,965	- 2,245,660	- 2,435,274	- 2,621,804	- 2,805,251	- 2,985,615	- 3,162,898	- 3,337,096	- 3,508,212

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )			£370,000 PER HA		Residual land values								
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
1 Three unit development	3	£74,000	291,054	268,991	247,330	226,070	205,212	184,757	164,704	145,053	125,803	106,956	88,511
2 Five unit development	5	£123,333	485,090	448,318	412,216	376,783	342,021	307,929	274,507	241,754	209,672	178,260	147,518
3 Eight unit development	8	£197,333	687,325	632,893	579,467	527,047	475,632	425,224	375,822	327,425	280,033	233,649	188,269
4 Ten unit development	10	£197,333	859,156	791,116	724,334	658,808	594,540	531,530	469,776	409,280	350,041	292,060	235,336
5 Ten unit development (flats)	10	£49,333	280,039	229,007	178,444	128,604	79,486	31,090	16,820	64,436	111,320	157,472	202,892
6 Fifteen unit development	15	£296,000	1,292,295	1,191,354	1,092,269	995,043	899,674	806,161	714,507	624,709	536,769	450,685	366,460
7 Twenty unit development (flats)	20	£98,667	653,610	553,266	454,340	356,832	260,742	166,069	72,815	19,291	110,988	201,248	290,070
8 Thirty unit development	30	£493,333	5,578,531	5,100,097	4,628,093	4,162,518	3,703,372	3,250,656	2,804,368	2,364,510	1,931,082	1,504,082	1,083,512
9 Fifty unit development	50	£822,222	3,124,099	2,828,437	2,538,460	2,254,166	1,975,556	1,702,630	1,435,367	1,173,828	917,953	667,589	412,602
10 One hundred unit development	100	£2,055,556	7,234,710	6,639,302	6,055,025	5,481,877	4,919,858	4,368,003	3,824,599	3,292,416	2,771,451	2,261,706	1,763,180
11 Three hundred unit scheme	300	£6,166,667	21,356,500	19,623,769	17,923,289	16,255,061	14,619,085	13,015,362	11,443,890	9,901,691	8,387,731	6,906,196	5,457,086
12 Five hundred unit scheme	500	£7,708,333	24,269,622	21,805,832	19,388,008	17,010,227	14,673,906	12,383,788	10,139,874	7,938,886	5,773,645	3,654,926	1,570,007
13 Seven-hundred and fifty unit scheme	750	£11,562,500	25,650,561	21,767,972	17,937,782	14,182,324	10,488,335	6,853,728	3,275,842	249,401	3,777,816	7,276,437	10,758,304
14 One thousand unit scheme	1,000	£15,416,667	33,072,122	28,036,743	23,094,845	18,219,257	13,440,709	8,723,033	4,085,938	493,197	5,079,975	9,631,764	14,169,066
15 One thousand, five hundred unit scheme	1,500	£18,500,000	45,659,523	38,640,617	31,731,579	24,940,931	18,255,607	11,665,575	5,170,163	1,265,009	7,710,888	14,140,370	20,590,191
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	64,519,513	54,402,482	44,438,226	34,618,186	24,940,775	15,389,089	5,946,634	3,484,415	12,965,713	22,498,594	32,214,719
17 C2 care scheme - houses	50	£578,125	2,935,566	2,668,778	2,407,116	2,150,580	1,899,169	1,652,884	1,411,725	1,175,691	944,782	717,126	494,363
18 C2 care scheme - flats	60	£277,500	- 1,658,325	- 1,857,187	- 2,052,965	- 2,245,660	- 2,435,274	- 2,621,804	- 2,805,251	- 2,985,615	- 3,162,898	- 3,337,096	- 3,508,212

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)			£250,000 PER HA		Residual land values								
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
1 Three unit development	3	£50,000	291,054	268,991	247,330	226,070	205,212	184,757	164,704	145,053	125,803	106,956	88,511
2 Five unit development	5	£83,333	485,090	448,318	412,216	376,783	342,021	307,929	274,507	241,754	209,672	178,260	147,518
3 Eight unit development	8	£133,333	687,325	632,893	579,467	527,047	475,632	425,224	375,822	327,425	280,033	233,649	188,269
4 Ten unit development	10	£133,333	859,156	791,116	724,334	658,808	594,540	531,530	469,776	409,280	350,041	292,060	235,336
5 Ten unit development (flats)	10	£33,333	280,039	229,007	178,444	128,604	79,486	31,090	16,820	64,436	111,320	157,472	202,892
6 Fifteen unit development	15	£200,000	1,292,295	1,191,354	1,092,269	995,043	899,674	806,161	714,507	624,709	536,769	450,685	366,460
7 Twenty unit development (flats)	20	£66,667	653,610	553,266	454,340	356,832	260,742	166,069	72,815	19,291	110,988	201,248	290,070
8 Thirty unit development	30	£333,333	5,578,531	5,100,097	4,628,093	4,162,518	3,703,372	3,250,656	2,804,368	2,364,510	1,931,082	1,504,082	1,083,512
9 Fifty unit development	50	£555,556	3,124,099	2,828,437	2,538,460	2,254,166	1,975,556	1,702,630	1,435,367	1,173,828	917,953	667,589	412,602
10 One hundred unit development	100	£1,388,889	7,234,710	6,639,302	6,055,025	5,481,877	4,919,858	4,368,003	3,824,599	3,292,416	2,771,451	2,261,706	1,763,180
11 Three hundred unit scheme	300	£4,166,667	21,356,500	19,623,769	17,923,289	16,255,061	14,619,085	13,015,362	11,443,890	9,901,691	8,387,731	6,906,196	5,457,086
12 Five hundred unit scheme	500	£5,208,333	24,269,622	21,805,832	19,388,008	17,010,227	14,673,906	12,383,788	10,139,874	7,938,886	5,773,645	3,654,926	1,570,007
13 Seven-hundred and fifty unit scheme	750	£7,812,500	25,650,561	21,767,972	17,937,782	14,182,324	10,488,335	6,853,728	3,275,842	249,401	3,777,816	7,276,437	10,758,304
14 One thousand unit scheme	1,000	£10,416,667	33,072,122	28,036,743	23,094,845	18,219,257	13,440,709	8,723,033	4,085,938	493,197	5,079,975	9,631,764	14,169,066
15 One thousand, five hundred unit scheme	1,500	£12,500,000	45,659,523	38,640,617	31,731,579	24,940,931	18,255,607	11,665,575	5,170,163	1,265,009	7,710,888	14,140,370	20,590,191
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	64,519,513	54,402,482	44,438,226	34,618,186	24,940,775	15,389,089	5,946,634	3,484,415	12,965,713	22,498,594	32,214,719
17 C2 care scheme - houses	50	£390,625	2,935,566	2,668,778	2,407,116	2,150,580	1,899,169	1,652,884	1,411,725	1,175,691	944,782	717,126	494,363
18 C2 care scheme - flats	60	£187,500	- 1,658,325	- 1,857,187	- 2,052,965	- 2,245,660	- 2,435,274	- 2,621,804	- 2,805,251	- 2,985,615	- 3,162,898	- 3,337,096	- 3,508,212



Table 6.3.5: Appraisal results – 60% Affordable Rent, 15% Social Rent and 25% Shared ownership (values of £4,880 per square metre)

TEST VALLEY LOCAL PLAN VIABILITY TESTING BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)			Sales value £4,302 psm	AH tenure	Rented 60.0%	SO 15.0%	Frst Hms 25%								
Description	No of units	BLV	£0 PER HA					Residual land values							
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£150,000	319,354	297,569	276,162	255,133	234,483	214,210	194,316	174,798	155,660	136,900	118,517		
2 Five unit development	5	£250,000	532,257	495,949	460,270	425,222	390,804	357,017	323,859	291,331	259,433	228,166	197,528		
3 Eight unit development	8	£400,000	758,796	705,305	652,755	601,148	550,483	500,761	451,980	404,142	357,246	311,292	266,261		
4 Ten unit development	10	£400,000	948,495	881,631	815,945	751,435	688,104	625,951	564,976	505,178	446,558	389,116	332,851		
5 Ten unit development (flats)	10	£100,000	348,926	300,052	251,827	203,940	156,697	110,108	64,173	18,892	26,100	70,695	114,628		
6 Fifteen unit development	15	£600,000	1,423,459	1,324,116	1,226,515	1,130,656	1,036,539	944,164	853,531	764,640	677,490	592,084	508,418		
7 Twenty unit development (flats)	20	£200,000	789,220	694,525	599,805	506,366	414,207	323,329	233,730	145,411	58,372	27,775	113,449		
8 Thirty unit development	30	£1,000,000	6,234,915	5,774,336	5,319,538	4,870,703	4,427,650	3,990,438	3,559,069	3,133,542	2,713,857	2,300,014	1,892,013		
9 Fifty unit development	50	£1,666,667	3,520,229	3,230,756	2,946,591	2,667,734	2,394,189	2,125,952	1,863,024	1,605,405	1,353,097	1,106,098	864,407		
10 One hundred unit development	100	£4,166,667	8,023,073	7,440,685	6,868,685	6,307,073	5,755,848	5,215,011	4,684,560	4,164,498	3,653,650	3,151,320	2,659,457		
11 Three hundred unit scheme	300	£12,500,000	23,623,514	21,926,255	20,259,133	18,622,148	17,015,301	15,438,592	13,892,020	12,375,586	10,889,290	9,432,585	8,000,652		
12 Five hundred unit scheme	500	£15,625,000	21,608,288	18,961,652	16,361,970	13,795,789	11,278,206	8,809,221	6,376,770	3,985,458	1,635,304	690,972	3,010,362		
13 Seven-hundred and fifty unit scheme	750	£23,437,500	30,808,760	27,010,920	23,282,380	19,601,287	15,989,445	12,445,926	8,946,993	5,517,733	2,128,431	1,225,741	4,570,181		
14 One thousand unit scheme	1,000	£31,250,000	39,741,202	34,814,269	29,977,271	25,230,208	20,546,073	15,949,302	11,423,577	6,973,198	2,580,161	1,776,572	6,123,466		
15 One thousand, five hundred unit scheme	1,500	£37,500,000	54,874,876	48,026,361	41,284,229	34,649,155	28,131,620	21,705,822	15,384,584	9,158,757	3,011,317	3,117,870	9,243,502		
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	77,615,084	67,748,730	58,034,427	48,477,878	39,053,588	29,772,313	20,616,885	11,570,519	2,616,827	6,382,184	15,412,031		
17 C2 care scheme - houses	50	£1,171,875	3,307,514	3,049,103	2,795,440	2,546,524	2,302,357	2,062,936	1,828,264	1,598,340	1,373,162	1,152,734	937,052		
18 C2 care scheme - flats	60	£562,500	1,383,249	1,568,551	1,751,139	1,931,011	2,108,168	2,282,612	2,454,340	2,623,354	2,789,653	2,953,238	3,114,107		

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)			£0	PER HA					Residual land values							
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH			
			1 Three unit development	3	£74,000	319,354	297,569	276,162	255,133	234,483	214,210	194,316	174,798	155,660	136,900	118,517
2 Five unit development	5	£123,333	532,257	495,949	460,270	425,222	390,804	357,017	323,859	291,331	259,433	228,166	197,528			
3 Eight unit development	8	£197,333	758,796	705,305	652,755	601,148	550,483	500,761	451,980	404,142	357,246	311,292	266,261			
4 Ten unit development	10	£197,333	948,495	881,631	815,945	751,435	688,104	625,951	564,976	505,178	446,558	389,116	332,851			
5 Ten unit development (flats)	10	£49,333	348,926	300,052	251,827	203,940	156,697	110,108	64,173	18,892	26,100	70,695	114,628			
6 Fifteen unit development	15	£296,000	1,423,459	1,324,116	1,226,515	1,130,656	1,036,539	944,164	853,531	764,640	677,490	592,084	508,418			
7 Twenty unit development (flats)	20	£98,667	789,220	694,525	599,805	506,366	414,207	323,329	233,730	145,411	58,372	27,775	113,449			
8 Thirty unit development	30	£493,333	6,234,915	5,774,336	5,319,538	4,870,703	4,427,650	3,990,438	3,559,069	3,133,542	2,713,857	2,300,014	1,892,013			
9 Fifty unit development	50	£822,222	3,520,229	3,230,756	2,946,591	2,667,734	2,394,189	2,125,952	1,863,024	1,605,405	1,353,097	1,106,098	864,407			
10 One hundred unit development	100	£2,055,556	8,023,073	7,440,685	6,868,685	6,307,073	5,755,848	5,215,011	4,684,560	4,164,498	3,653,650	3,151,320	2,659,457			
11 Three hundred unit scheme	300	£6,166,667	23,623,514	21,926,255	20,259,133	18,622,148	17,015,301	15,438,592	13,892,020	12,375,586	10,889,290	9,432,585	8,000,652			
12 Five hundred unit scheme	500	£7,708,333	27,867,237	25,232,169	22,645,131	20,106,120	17,609,319	15,155,769	12,750,492	10,393,486	8,080,922	5,806,329	3,580,336			
13 Seven-hundred and fifty unit scheme	750	£11,562,500	30,808,760	27,010,920	23,282,380	19,601,287	15,989,445	12,445,926	8,946,993	5,517,733	2,128,431	4,570,181	1,225,741			
14 One thousand unit scheme	1,000	£15,416,667	39,741,202	34,814,269	29,977,271	25,230,208	20,546,073	15,949,302	11,423,577	6,973,198	2,580,161	1,776,572	6,123,466			
15 One thousand, five hundred unit scheme	1,500	£18,500,000	54,874,876	48,026,361	41,284,229	34,649,155	28,131,620	21,705,822	15,384,584	9,158,757	3,011,317	3,117,870	9,243,502			
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	77,615,084	67,748,730	58,034,427	48,477,878	39,053,588	29,772,313	20,616,885	11,570,519	2,616,827	6,382,184	15,412,031			
17 C2 care scheme - houses	50	£578,125	3,307,514	3,049,103	2,795,440	2,546,524	2,302,357	2,062,936	1,828,264	1,598,340	1,373,162	1,152,734	937,052			
18 C2 care scheme - flats	60	£277,500	1,383,249	1,568,551	1,751,139	1,931,011	2,108,168	2,282,612	2,454,340	2,623,354	2,789,653	2,953,238	3,114,107			

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)			£0	PER HA					Residual land values							
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH			
			1 Three unit development	3	£50,000	319,354	297,569	276,162	255,133	234,483	214,210	194,316	174,798	155,660	136,900	118,517
2 Five unit development	5	£83,333	532,257	495,949	460,270	425,222	390,804	357,017	323,859	291,331	259,433	228,166	197,528			
3 Eight unit development	8	£133,333	758,796	705,305	652,755	601,148	550,483	500,761	451,980	404,142	357,246	311,292	266,261			
4 Ten unit development	10	£133,333	948,495	881,631	815,945	751,435	688,104	625,951	564,976	505,178	446,558	389,116	332,851			
5 Ten unit development (flats)	10	£33,333	348,926	300,052	251,827	203,940	156,697	110,108	64,173	18,892	26,100	70,695	114,628			
6 Fifteen unit development	15	£200,000	1,423,459	1,324,116	1,226,515	1,130,656	1,036,539	944,164	853,531	764,640	677,490	592,084	508,418			
7 Twenty unit development (flats)	20	£66,667	789,220	694,525	599,805	506,366	414,207	323,329	233,730	145,411	58,372	27,775	113,449			
8 Thirty unit development	30	£333,333	6,234,915	5,774,336	5,319,538	4,870,703	4,427,650	3,990,438	3,559,069	3,133,542	2,713,857	2,300,014	1,892,013			
9 Fifty unit development	50	£555,556	3,520,229	3,230,756	2,946,591	2,667,734	2,394,189	2,125,952	1,863,024	1,605,405	1,353,097	1,106,098	864,407			
10 One hundred unit development	100	£1,388,889	8,023,073	7,440,685	6,868,685	6,307,073	5,755,848	5,215,011	4,684,560	4,164,498	3,653,650	3,151,320	2,659,457			
11 Three hundred unit scheme	300	£4,166,667	23,623,514	21,926,255	20,259,133	18,622,148	17,015,301	15,438,592	13,892,020	12,375,586	10,889,290	9,432,585	8,000,652			
12 Five hundred unit scheme	500	£5,208,333	21,608,288	18,961,652	16,361,970	13,795,789	11,278,206	8,809,221	6,376,770	3,985,458	1,635,304	690,972	3,010,362			
13 Seven-hundred and fifty unit scheme	750	£7,812,500	30,808,760	27,010,920	23,282,380	19,601,287	15,989,445	12,445,926	8,946,993	5,517,733	2,128,431	1,225,741	4,570,181			
14 One thousand unit scheme	1,000	£10,416,667	39,741,202	34,814,269	29,977,271	25,230,208	20,546,073	15,949,302	11,423,577	6,973,198	2,580,161	1,776,572	6,123,466			
15 One thousand, five hundred unit scheme	1,500	£12,500,000	54,874,876	48,026,361	41,284,229	34,649,155	28,131,620	21,705,822	15,384,584	9,158,757	3,011,317	3,117,870	9,243,502			
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	77,615,084	67,748,730	58,034,427	48,477,878	39,053,588	29,772,313	20,616,885	11,570,519	2,616,827	6,382,184	15,412,031			
17 C2 care scheme - houses	50	£390,625	3,307,514	3,049,103	2,795,440	2,546,524	2,302,357	2,062,936	1,828,264	1,598,340	1,373,162	1,152,734	937,052			
18 C2 care scheme - flats	60	£187,500	1,383,249	1,568,551	1,751,139	1,931,011	2,108,168	2,282,612	2,454,340	2,623,354	2,789,653	2,953,238	3,114,107			



Table 6.3.6: Appraisal results – 60% Affordable Rent, 15% Social Rent and 25% Shared ownership (values of £5,120 per square metre)

TEST VALLEY LOCAL PLAN VIABILITY TESTING BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)			Sales value £4,485 psm	AH tenure	Rented 60.0%	SO 15.0%	Frst Hms 25%								
Description	No of units	BLV	£750,000 PER HA		Residual land values										
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£150,000	358,861	335,070	311,680	288,694	266,110	243,930	222,151	200,774	179,801	159,228	139,060		
2 Five unit development	5	£250,000	598,102	558,449	519,468	481,157	443,517	406,549	370,251	334,623	299,667	265,381	231,767		
3 Eight unit development	8	£400,000	860,127	801,513	743,904	687,300	631,699	577,104	523,513	470,926	419,344	368,766	319,193		
4 Ten unit development	10	£400,000	1,075,159	1,001,892	929,880	859,124	789,624	721,379	654,391	588,657	524,179	460,958	398,991		
5 Ten unit development (flats)	10	£100,000	454,072	400,141	347,245	295,387	244,565	194,577	144,694	95,334	46,679	1,267	49,199		
6 Fifteen unit development	15	£600,000	1,609,010	1,500,273	1,393,391	1,288,366	1,185,197	1,083,884	984,429	886,829	791,084	697,198	605,166		
7 Twenty unit development (flats)	20	£200,000	996,466	892,887	790,401	689,688	589,714	491,798	394,346	297,916	202,867	109,201	16,918		
8 Thirty unit development	30	£1,000,000	7,178,122	6,678,618	6,185,413	5,698,505	5,217,897	4,743,586	4,275,574	3,813,861	3,358,446	2,909,329	2,466,512		
9 Fifty unit development	50	£1,666,667	4,097,428	3,780,103	3,468,253	3,160,844	2,859,099	2,563,021	2,272,606	1,987,858	1,708,775	1,435,357	1,167,605		
10 One hundred unit development	100	£4,166,667	9,159,367	8,521,818	7,895,297	7,279,808	6,673,839	6,078,152	5,493,553	4,920,042	4,357,620	3,806,236	3,265,666		
11 Three hundred unit scheme	300	£12,500,000	26,911,708	25,049,599	23,218,512	21,419,581	19,652,806	17,918,188	16,215,726	14,545,420	12,907,270	11,301,276	9,727,439		
12 Five hundred unit scheme	500	£15,625,000	33,117,337	30,217,358	27,368,630	24,571,151	21,824,923	19,129,944	16,484,857	13,880,649	11,327,955	8,826,776	6,368,141		
13 Seven-hundred and fifty unit scheme	750	£23,437,500	38,400,292	34,223,897	30,116,783	26,083,629	22,124,432	18,218,456	14,383,436	10,613,542	6,898,831	3,240,825	371,022		
14 One thousand unit scheme	1,000	£31,250,000	49,550,297	44,153,920	38,852,994	33,623,739	28,486,882	23,446,016	18,470,690	13,589,851	8,771,654	4,029,500	662,545		
15 One thousand, five hundred unit scheme	1,500	£37,500,000	68,578,489	61,067,407	53,659,413	46,384,901	39,229,614	32,182,310	25,253,190	18,428,867	11,696,536	5,054,125	1,537,568		
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	97,392,541	86,575,058	75,934,397	65,450,724	55,135,264	44,981,562	34,962,044	25,082,709	15,325,632	5,651,103	4,019,611		
17 C2 care scheme - houses	50	£1,171,875	3,859,699	3,573,703	3,292,790	3,016,959	2,746,210	2,480,544	2,219,962	1,964,461	1,714,043	1,468,709	1,228,456		
18 C2 care scheme - flats	60	£562,500	881,441	1,087,266	1,290,136	1,490,051	1,687,011	1,881,017	2,072,067	2,260,163	2,445,304	2,627,491	2,806,722		

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)			£370,000	PER HA	Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
			1 Three unit development	3	£74,000	358,861	335,070	311,680	288,694	266,110	243,930	222,151	200,774	179,801
2 Five unit development	5	£123,333	598,102	558,449	519,468	481,157	443,517	406,549	370,251	334,623	299,667	265,381	231,767	
3 Eight unit development	8	£197,333	860,127	801,513	743,904	687,300	631,699	577,104	523,513	470,926	419,344	368,766	319,193	
4 Ten unit development	10	£197,333	1,075,159	1,001,892	929,880	859,124	789,624	721,379	654,391	588,657	524,179	460,958	398,991	
5 Ten unit development (flats)	10	£49,333	454,072	400,141	347,245	295,387	244,565	194,577	144,694	95,334	46,679	1,267	49,199	
6 Fifteen unit development	15	£296,000	1,609,010	1,500,273	1,393,391	1,288,366	1,185,197	1,083,884	984,429	886,829	791,084	697,198	605,166	
7 Twenty unit development (flats)	20	£98,667	996,466	892,887	790,401	689,688	589,714	491,798	394,346	297,916	202,867	109,201	16,918	
8 Thirty unit development	30	£493,333	7,178,122	6,678,618	6,185,413	5,698,505	5,217,897	4,743,586	4,275,574	3,813,861	3,358,446	2,909,329	2,466,512	
9 Fifty unit development	50	£822,222	4,097,428	3,780,103	3,468,253	3,160,844	2,859,099	2,563,021	2,272,606	1,987,858	1,708,775	1,435,357	1,167,605	
10 One hundred unit development	100	£2,055,556	9,159,367	8,521,818	7,895,297	7,279,808	6,673,839	6,078,152	5,493,553	4,920,042	4,357,620	3,806,236	3,265,666	
11 Three hundred unit scheme	300	£6,166,667	26,911,708	25,049,599	23,218,512	21,419,581	19,652,806	17,918,188	16,215,726	14,545,420	12,907,270	11,301,276	9,727,439	
12 Five hundred unit scheme	500	£7,708,333	33,117,337	30,217,358	27,368,630	24,571,151	21,824,923	19,129,944	16,484,857	13,880,649	11,327,955	8,826,776	6,368,141	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	38,400,292	34,223,897	30,116,783	26,083,629	22,124,432	18,218,456	14,383,436	10,613,542	6,898,831	3,240,825	371,022	
14 One thousand unit scheme	1,000	£15,416,667	49,550,297	44,153,920	38,852,994	33,623,739	28,486,882	23,446,016	18,470,690	13,589,851	8,771,654	4,029,500	662,545	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	68,578,489	61,067,407	53,659,413	46,384,901	39,229,614	32,182,310	25,253,190	18,428,867	11,696,536	5,054,125	1,537,568	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	97,392,541	86,575,058	75,934,397	65,450,724	55,135,264	44,981,562	34,962,044	25,082,709	15,325,632	5,651,103	4,019,611	
17 C2 care scheme - houses	50	£578,125	3,859,699	3,573,703	3,292,790	3,016,959	2,746,210	2,480,544	2,219,962	1,964,461	1,714,043	1,468,709	1,228,456	
18 C2 care scheme - flats	60	£277,500	881,441	1,087,266	1,290,136	1,490,051	1,687,011	1,881,017	2,072,067	2,260,163	2,445,304	2,627,491	2,806,722	

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)			£250,000	PER HA	Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
			1 Three unit development	3	£50,000	358,861	335,070	311,680	288,694	266,110	243,930	222,151	200,774	179,801
2 Five unit development	5	£83,333	598,102	558,449	519,468	481,157	443,517	406,549	370,251	334,623	299,667	265,381	231,767	
3 Eight unit development	8	£133,333	860,127	801,513	743,904	687,300	631,699	577,104	523,513	470,926	419,344	368,766	319,193	
4 Ten unit development	10	£133,333	1,075,159	1,001,892	929,880	859,124	789,624	721,379	654,391	588,657	524,179	460,958	398,991	
5 Ten unit development (flats)	10	£33,333	454,072	400,141	347,245	295,387	244,565	194,577	144,694	95,334	46,679	1,267	49,199	
6 Fifteen unit development	15	£200,000	1,609,010	1,500,273	1,393,391	1,288,366	1,185,197	1,083,884	984,429	886,829	791,084	697,198	605,166	
7 Twenty unit development (flats)	20	£66,667	996,466	892,887	790,401	689,688	589,714	491,798	394,346	297,916	202,867	109,201	16,918	
8 Thirty unit development	30	£333,333	7,178,122	6,678,618	6,185,413	5,698,505	5,217,897	4,743,586	4,275,574	3,813,861	3,358,446	2,909,329	2,466,512	
9 Fifty unit development	50	£555,556	4,097,428	3,780,103	3,468,253	3,160,844	2,859,099	2,563,021	2,272,606	1,987,858	1,708,775	1,435,357	1,167,605	
10 One hundred unit development	100	£1,388,889	9,159,367	8,521,818	7,895,297	7,279,808	6,673,839	6,078,152	5,493,553	4,920,042	4,357,620	3,806,236	3,265,666	
11 Three hundred unit scheme	300	£4,166,667	26,911,708	25,049,599	23,218,512	21,419,581	19,652,806	17,918,188	16,215,726	14,545,420	12,907,270	11,301,276	9,727,439	
12 Five hundred unit scheme	500	£5,208,333	33,117,337	30,217,358	27,368,630	24,571,151	21,824,923	19,129,944	16,484,857	13,880,649	11,327,955	8,826,776	6,368,141	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	38,400,292	34,223,897	30,116,783	26,083,629	22,124,432	18,218,456	14,383,436	10,613,542	6,898,831	3,240,825	371,022	
14 One thousand unit scheme	1,000	£10,416,667	49,550,297	44,153,920	38,852,994	33,623,739	28,486,882	23,446,016	18,470,690	13,589,851	8,771,654	4,029,500	662,545	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	68,578,489	61,067,407	53,659,413	46,384,901	39,229,614	32,182,310	25,253,190	18,428,867	11,696,536	5,054,125	1,537,568	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	97,392,541	86,575,058	75,934,397	65,450,724	55,135,264	44,981,562	34,962,044	25,082,709	15,325,632	5,651,103	4,019,611	
17 C2 care scheme - houses	50	£390,625	3,859,699	3,573,703	3,292,790	3,016,959	2,746,210	2,480,544	2,219,962	1,964,461	1,714,043	1,468,709	1,228,456	
18 C2 care scheme - flats	60	£187,500	881,441	1,087,266	1,290,136	1,490,051	1,687,011	1,881,017	2,072,067	2,260,163	2,445,304	2,627,491	2,806,722	



Table 6.3.7: Appraisal results – 60% Affordable Rent, 15% Social Rent and 25% Shared ownership (values of £5,350 per square metre)

TEST VALLEY LOCAL PLAN VIABILITY TESTING BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)			Sales value £4,669 psm	AH tenure	Rented 60.0%	SO 15.0%	Frst Hms 25%	Residual land values							
Description	No of units	BLV	£750,000 PER HA				Residual land values								
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£150,000	398,368	372,570	347,199	322,256	297,739	273,648	249,986	226,750	203,940	181,558	159,603		
2 Five unit development	5	£250,000	663,946	620,950	578,665	537,092	496,231	456,081	416,643	377,916	339,901	302,597	266,005		
3 Eight unit development	8	£400,000	961,458	897,722	835,052	773,450	712,915	653,447	595,045	537,710	481,441	426,240	372,106		
4 Ten unit development	10	£400,000	1,201,822	1,122,152	1,043,816	966,813	891,144	816,808	743,806	672,137	601,802	532,800	465,132		
5 Ten unit development (flats)	10	£100,000	559,219	499,963	441,809	384,757	328,805	273,955	220,206	167,309	115,400	64,603	14,913		
6 Fifteen unit development	15	£600,000	1,794,563	1,676,430	1,560,269	1,446,077	1,333,856	1,223,606	1,115,326	1,009,017	904,678	802,310	701,913		
7 Twenty unit development (flats)	20	£200,000	1,202,565	1,088,570	976,710	866,985	758,326	651,111	545,218	441,514	339,997	240,669	143,529		
8 Thirty unit development	30	£1,000,000	8,121,330	7,582,901	7,051,228	6,526,309	6,008,145	5,496,735	4,992,080	4,494,180	4,003,035	3,518,645	3,041,010		
9 Fifty unit development	50	£1,666,667	4,672,239	4,325,888	3,985,524	3,651,145	3,322,753	3,000,089	2,682,190	2,370,311	2,064,454	1,764,618	1,470,803		
10 One hundred unit development	100	£4,166,667	10,293,847	9,599,111	8,916,101	8,244,817	7,585,258	6,937,425	6,301,318	5,675,586	5,060,417	4,457,036	3,865,446		
11 Three hundred unit scheme	300	£12,500,000	30,183,741	28,159,170	26,168,671	24,212,242	22,289,883	20,397,784	18,539,432	16,715,253	14,925,250	13,169,423	11,447,769		
12 Five hundred unit scheme	500	£15,625,000	38,352,577	35,196,903	32,092,128	29,036,182	26,034,708	23,087,705	20,195,174	17,357,115	14,571,158	11,829,263	9,142,125		
13 Seven-hundred and fifty unit scheme	750	£23,437,500	45,946,473	41,404,363	36,940,459	32,544,120	28,215,672	23,965,843	19,791,866	15,673,312	11,633,899	7,646,333	3,723,532		
14 One thousand unit scheme	1,000	£31,250,000	59,347,810	53,460,889	47,671,439	41,983,455	36,396,937	30,886,146	25,473,651	20,152,307	14,909,059	9,747,512	4,660,581		
15 One thousand, five hundred unit scheme	1,500	£37,500,000	82,227,863	74,032,498	65,978,325	58,065,312	50,256,602	42,589,801	35,039,898	27,614,306	20,291,182	13,075,958	5,949,473		
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	117,062,437	105,297,056	93,713,882	82,307,354	71,087,442	60,035,213	49,146,618	38,418,976	27,832,932	17,369,550	7,001,757		
17 C2 care scheme - houses	50	£1,171,875	4,408,267	4,096,046	3,789,211	3,487,392	3,190,064	2,898,152	2,611,659	2,330,582	2,054,924	1,784,683	1,519,861		
18 C2 care scheme - flats	60	£562,500	- 379,633	- 605,981	- 829,134	- 1,049,092	- 1,265,855	- 1,479,422	- 1,689,795	- 1,896,973	- 2,100,956	- 2,301,744	- 2,499,337		

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)			£370,000	PER HA	Residual land values									
Description	No of units	BLV	PER HA				Residual land values							
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	398,368	372,570	347,199	322,256	297,739	273,648	249,986	226,750	203,940	181,558	159,603	
2 Five unit development	5	£123,333	663,946	620,950	578,665	537,092	496,231	456,081	416,643	377,916	339,901	302,597	266,005	
3 Eight unit development	8	£197,333	961,458	897,722	835,052	773,450	712,915	653,447	595,045	537,710	481,441	426,240	372,106	
4 Ten unit development	10	£197,333	1,201,822	1,122,152	1,043,816	966,813	891,144	816,808	743,806	672,137	601,802	532,800	465,132	
5 Ten unit development (flats)	10	£49,333	559,219	499,963	441,809	384,757	328,805	273,955	220,206	167,309	115,400	64,603	14,913	
6 Fifteen unit development	15	£296,000	1,794,563	1,676,430	1,560,269	1,446,077	1,333,856	1,223,606	1,115,326	1,009,017	904,678	802,310	701,913	
7 Twenty unit development (flats)	20	£98,667	1,202,565	1,088,570	976,710	866,985	758,326	651,111	545,218	441,514	339,997	240,669	143,529	
8 Thirty unit development	30	£493,333	8,121,330	7,582,901	7,051,228	6,526,309	6,008,145	5,496,735	4,992,080	4,494,180	4,003,035	3,518,645	3,041,010	
9 Fifty unit development	50	£822,222	4,672,239	4,325,888	3,985,524	3,651,145	3,322,753	3,000,089	2,682,190	2,370,311	2,064,454	1,764,618	1,470,803	
10 One hundred unit development	100	£2,055,556	10,293,847	9,599,111	8,916,101	8,244,817	7,585,258	6,937,425	6,301,318	5,675,586	5,060,417	4,457,036	3,865,446	
11 Three hundred unit scheme	300	£6,166,667	30,183,741	28,159,170	26,168,671	24,212,242	22,289,883	20,397,784	18,539,432	16,715,253	14,925,250	13,169,423	11,447,769	
12 Five hundred unit scheme	500	£7,708,333	38,352,577	35,196,903	32,092,128	29,036,182	26,034,708	23,087,705	20,195,174	17,357,115	14,571,158	11,829,263	9,142,125	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	45,946,473	41,404,363	36,940,459	32,544,120	28,215,672	23,965,843	19,791,866	15,673,312	11,633,899	7,646,333	3,723,532	
14 One thousand unit scheme	1,000	£15,416,667	59,347,810	53,460,889	47,671,439	41,983,455	36,396,937	30,886,146	25,473,651	20,152,307	14,909,059	9,747,512	4,660,581	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	82,227,863	74,032,498	65,978,325	58,065,312	50,256,602	42,589,801	35,039,898	27,614,306	20,291,182	13,075,958	5,949,473	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	117,062,437	105,297,056	93,713,882	82,307,354	71,087,442	60,035,213	49,146,618	38,418,976	27,832,932	17,369,550	7,001,757	
17 C2 care scheme - houses	50	£578,125	4,408,267	4,096,046	3,789,211	3,487,392	3,190,064	2,898,152	2,611,659	2,330,582	2,054,924	1,784,683	1,519,861	
18 C2 care scheme - flats	60	£277,500	- 379,633	- 605,981	- 829,134	- 1,049,092	- 1,265,855	- 1,479,422	- 1,689,795	- 1,896,973	- 2,100,956	- 2,301,744	- 2,499,337	

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)			£250,000	PER HA	Residual land values									
Description	No of units	BLV	PER HA				Residual land values							
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	398,368	372,570	347,199	322,256	297,739	273,648	249,986	226,750	203,940	181,558	159,603	
2 Five unit development	5	£83,333	663,946	620,950	578,665	537,092	496,231	456,081	416,643	377,916	339,901	302,597	266,005	
3 Eight unit development	8	£133,333	961,458	897,722	835,052	773,450	712,915	653,447	595,045	537,710	481,441	426,240	372,106	
4 Ten unit development	10	£133,333	1,201,822	1,122,152	1,043,816	966,813	891,144	816,808	743,806	672,137	601,802	532,800	465,132	
5 Ten unit development (flats)	10	£33,333	559,219	499,963	441,809	384,757	328,805	273,955	220,206	167,309	115,400	64,603	14,913	
6 Fifteen unit development	15	£200,000	1,794,563	1,676,430	1,560,269	1,446,077	1,333,856	1,223,606	1,115,326	1,009,017	904,678	802,310	701,913	
7 Twenty unit development (flats)	20	£66,667	1,202,565	1,088,570	976,710	866,985	758,326	651,111	545,218	441,514	339,997	240,669	143,529	
8 Thirty unit development	30	£333,333	8,121,330	7,582,901	7,051,228	6,526,309	6,008,145	5,496,735	4,992,080	4,494,180	4,003,035	3,518,645	3,041,010	
9 Fifty unit development	50	£555,556	4,672,239	4,325,888	3,985,524	3,651,145	3,322,753	3,000,089	2,682,190	2,370,311	2,064,454	1,764,618	1,470,803	
10 One hundred unit development	100	£1,388,889	10,293,847	9,599,111	8,916,101	8,244,817	7,585,258	6,937,425	6,301,318	5,675,586	5,060,417	4,457,036	3,865,446	
11 Three hundred unit scheme	300	£4,166,667	30,183,741	28,159,170	26,168,671	24,212,242	22,289,883	20,397,784	18,539,432	16,715,253	14,925,250	13,169,423	11,447,769	
12 Five hundred unit scheme	500	£5,208,333	38,352,577	35,196,903	32,092,128	29,036,182	26,034,708	23,087,705	20,195,174	17,357,115	14,571,158	11,829,263	9,142,125	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	45,946,473	41,404,363	36,940,459	32,544,120	28,215,672	23,965,843	19,791,866	15,673,312	11,633,899	7,646,333	3,723,532	
14 One thousand unit scheme	1,000	£10,416,667	59,347,810	53,460,889	47,671,439	41,983,455	36,396,937	30,886,146	25,473,651	20,152,307	14,909,059	9,747,512	4,660,581	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	82,227,863	74,032,498	65,978,325	58,065,312	50,256,602	42,589,801	35,039,898	27,614,306	20,291,182	13,075,958	5,949,473	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	117,062,437	105,297,056	93,713,882	82,307,354	71,087,442	60,035,213	49,146,618	38,418,976	27,832,932	17,369,550	7,001,757	
17 C2 care scheme - houses	50	£390,625	4,408,267	4,096,046	3,789,211	3,487,392	3,190,064	2,898,152	2,611,659	2,330,582	2,054,924	1,784,683	1,519,861	
18 C2 care scheme - flats	60	£187,500	- 379,633	- 605,981	- 829,134	- 1,049,092	- 1,265,855	- 1,479,422	- 1,689,795	- 1,896,973	- 2,100,956	- 2,301,744	- 2,499,337	



**Table 6.3.8: Appraisal results – 60% Affordable Rent, 15% Social Rent and 25% Shared ownership (values of £5,590 per square metre)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)			Sales value £4,852 psm		AH tenure		Rented 60.0%		SO 15.0%		Frst Hms 25%			
Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	426,670	399,501	372,776	346,493	320,655	295,259	270,308	245,800	221,736	198,114	174,937	
2 Five unit development	5	£250,000	711,117	665,835	621,293	577,489	534,425	492,100	450,514	409,667	369,559	330,191	291,562	
3 Eight unit development	8	£400,000	1,032,497	965,544	899,694	834,761	770,919	708,185	646,559	586,042	526,633	468,332	411,139	
4 Ten unit development	10	£400,000	1,290,621	1,206,930	1,124,617	1,043,451	963,649	885,231	808,200	732,553	658,291	585,415	513,924	
5 Ten unit development (flats)	10	£100,000	628,115	565,589	504,205	443,961	384,858	326,896	270,074	214,394	159,523	105,755	53,135	
6 Fifteen unit development	15	£600,000	1,925,739	1,801,293	1,678,894	1,558,540	1,440,234	1,323,975	1,209,762	1,097,596	987,477	879,405	773,380	
7 Twenty unit development (flats)	20	£200,000	1,336,224	1,215,918	1,097,822	981,937	868,263	755,678	644,539	534,838	427,402	322,232	219,328	
8 Thirty unit development	30	£1,000,000	8,777,781	8,216,676	7,662,582	7,115,497	6,575,421	6,042,357	5,516,303	4,997,258	4,485,224	3,980,199	3,482,185	
9 Fifty unit development	50	£1,666,667	5,065,948	4,700,834	4,341,932	3,989,241	3,642,764	3,302,497	2,968,443	2,639,242	2,316,116	1,999,239	1,688,609	
10 One hundred unit development	100	£4,166,667	11,077,337	10,345,303	9,625,445	8,917,761	8,222,252	7,538,919	6,867,761	6,208,777	5,561,622	4,924,369	4,299,356	
11 Three hundred unit scheme	300	£12,500,000	32,447,961	30,315,337	28,218,086	26,156,207	24,129,701	22,137,704	20,177,790	18,253,353	16,364,392	14,510,909	12,692,902	
12 Five hundred unit scheme	500	£15,625,000	41,945,289	38,618,383	35,347,817	32,126,475	28,959,891	25,849,841	22,796,327	19,799,347	16,858,902	13,968,400	11,128,151	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	51,089,226	46,302,538	41,597,003	36,972,619	32,411,661	27,928,515	23,526,940	19,195,885	14,931,120	10,741,736	6,609,522	
14 One thousand unit scheme	1,000	£31,250,000	65,981,207	59,792,030	53,690,590	47,694,418	41,803,513	36,011,003	30,300,947	24,696,749	19,174,987	13,747,171	8,389,418	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	91,422,683	82,790,979	74,305,719	65,966,902	57,756,649	49,673,903	41,738,325	33,906,299	26,211,218	18,625,067	11,137,860	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	130,121,078	117,737,440	105,557,431	93,547,437	81,748,577	70,112,082	58,669,887	47,392,786	36,269,854	25,293,699	14,428,358	
17 C2 care scheme - houses	50	£1,171,875	4,777,345	4,447,860	4,123,968	3,805,668	3,492,962	3,185,353	2,882,527	2,585,328	2,293,755	2,007,807	1,727,486	
18 C2 care scheme - flats	60	£562,500	- 104,504	- 338,530	- 569,281	- 796,756	- 1,020,954	- 1,241,876	- 1,459,521	- 1,673,891	- 1,884,984	- 2,092,801	- 2,297,342	

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )			£370,000 PER HA		Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
			1 Three unit development	3	£74,000	426,670	399,501	372,776	346,493	320,655	295,259	270,308	245,800	221,736
2 Five unit development	5	£123,333	711,117	665,835	621,293	577,489	534,425	492,100	450,514	409,667	369,559	330,191	291,562	
3 Eight unit development	8	£197,333	1,032,497	965,544	899,694	834,761	770,919	708,185	646,559	586,042	526,633	468,332	411,139	
4 Ten unit development	10	£197,333	1,290,621	1,206,930	1,124,617	1,043,451	963,649	885,231	808,200	732,553	658,291	585,415	513,924	
5 Ten unit development (flats)	10	£49,333	628,115	565,589	504,205	443,961	384,858	326,896	270,074	214,394	159,523	105,755	53,135	
6 Fifteen unit development	15	£296,000	1,925,739	1,801,293	1,678,894	1,558,540	1,440,234	1,323,975	1,209,762	1,097,596	987,477	879,405	773,380	
7 Twenty unit development (flats)	20	£98,667	1,336,224	1,215,918	1,097,822	981,937	868,263	755,678	644,539	534,838	427,402	322,232	219,328	
8 Thirty unit development	30	£493,333	8,777,781	8,216,676	7,662,582	7,115,497	6,575,421	6,042,357	5,516,303	4,997,258	4,485,224	3,980,199	3,482,185	
9 Fifty unit development	50	£822,222	5,065,948	4,700,834	4,341,932	3,989,241	3,642,764	3,302,497	2,968,443	2,639,242	2,316,116	1,999,239	1,688,609	
10 One hundred unit development	100	£2,055,556	11,077,337	10,345,303	9,625,445	8,917,761	8,222,252	7,538,919	6,867,761	6,208,777	5,561,622	4,924,369	4,299,356	
11 Three hundred unit scheme	300	£6,166,667	32,447,961	30,315,337	28,218,086	26,156,207	24,129,701	22,137,704	20,177,790	18,253,353	16,364,392	14,510,909	12,692,902	
12 Five hundred unit scheme	500	£7,708,333	41,945,289	38,618,383	35,347,817	32,126,475	28,959,891	25,849,841	22,796,327	19,799,347	16,858,902	13,968,400	11,128,151	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	51,089,226	46,302,538	41,597,003	36,972,619	32,411,661	27,928,515	23,526,940	19,195,885	14,931,120	10,741,736	6,609,522	
14 One thousand unit scheme	1,000	£15,416,667	65,981,207	59,792,030	53,690,590	47,694,418	41,803,513	36,011,003	30,300,947	24,696,749	19,174,987	13,747,171	8,389,418	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	91,422,683	82,790,979	74,305,719	65,966,902	57,756,649	49,673,903	41,738,325	33,906,299	26,211,218	18,625,067	11,137,860	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	130,121,078	117,737,440	105,557,431	93,547,437	81,748,577	70,112,082	58,669,887	47,392,786	36,269,854	25,293,699	14,428,358	
17 C2 care scheme - houses	50	£578,125	4,777,345	4,447,860	4,123,968	3,805,668	3,492,962	3,185,353	2,882,527	2,585,328	2,293,755	2,007,807	1,727,486	
18 C2 care scheme - flats	60	£277,500	- 104,504	- 338,530	- 569,281	- 796,756	- 1,020,954	- 1,241,876	- 1,459,521	- 1,673,891	- 1,884,984	- 2,092,801	- 2,297,342	

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)			£250,000 PER HA		Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
			1 Three unit development	3	£50,000	426,670	399,501	372,776	346,493	320,655	295,259	270,308	245,800	221,736
2 Five unit development	5	£83,333	711,117	665,835	621,293	577,489	534,425	492,100	450,514	409,667	369,559	330,191	291,562	
3 Eight unit development	8	£133,333	1,032,497	965,544	899,694	834,761	770,919	708,185	646,559	586,042	526,633	468,332	411,139	
4 Ten unit development	10	£133,333	1,290,621	1,206,930	1,124,617	1,043,451	963,649	885,231	808,200	732,553	658,291	585,415	513,924	
5 Ten unit development (flats)	10	£33,333	628,115	565,589	504,205	443,961	384,858	326,896	270,074	214,394	159,523	105,755	53,135	
6 Fifteen unit development	15	£200,000	1,925,739	1,801,293	1,678,894	1,558,540	1,440,234	1,323,975	1,209,762	1,097,596	987,477	879,405	773,380	
7 Twenty unit development (flats)	20	£66,667	1,336,224	1,215,918	1,097,822	981,937	868,263	755,678	644,539	534,838	427,402	322,232	219,328	
8 Thirty unit development	30	£333,333	8,777,781	8,216,676	7,662,582	7,115,497	6,575,421	6,042,357	5,516,303	4,997,258	4,485,224	3,980,199	3,482,185	
9 Fifty unit development	50	£555,556	5,065,948	4,700,834	4,341,932	3,989,241	3,642,764	3,302,497	2,968,443	2,639,242	2,316,116	1,999,239	1,688,609	
10 One hundred unit development	100	£1,388,889	11,077,337	10,345,303	9,625,445	8,917,761	8,222,252	7,538,919	6,867,761	6,208,777	5,561,622	4,924,369	4,299,356	
11 Three hundred unit scheme	300	£4,166,667	32,447,961	30,315,337	28,218,086	26,156,207	24,129,701	22,137,704	20,177,790	18,253,353	16,364,392	14,510,909	12,692,902	
12 Five hundred unit scheme	500	£5,208,333	41,945,289	38,618,383	35,347,817	32,126,475	28,959,891	25,849,841	22,796,327	19,799,347	16,858,902	13,968,400	11,128,151	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	51,089,226	46,302,538	41,597,003	36,972,619	32,411,661	27,928,515	23,526,940	19,195,885	14,931,120	10,741,736	6,609,522	
14 One thousand unit scheme	1,000	£10,416,667	65,981,207	59,792,030	53,690,590	47,694,418	41,803,513	36,011,003	30,300,947	24,696,749	19,174,987	13,747,171	8,389,418	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	91,422,683	82,790,979	74,305,719	65,966,902	57,756,649	49,673,903	41,738,325	33,906,299	26,211,218	18,625,067	11,137,860	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	130,121,078	117,737,440	105,557,431	93,547,437	81,748,577	70,112,082	58,669,887	47,392,786	36,269,854	25,293,699	14,428,358	
17 C2 care scheme - houses	50	£390,625	4,777,345	4,447,860	4,123,968	3,805,668	3,492,962	3,185,353	2,882,527	2,585,328	2,293,755	2,007,807	1,727,486	
18 C2 care scheme - flats	60	£187,500	- 104,504	- 338,530	- 569,281	- 796,756	- 1,020,954	- 1,241,876	- 1,459,521	- 1,673,891	- 1,884,984	- 2,092,801	- 2,297,342	



**Table 6.3.9: Appraisal results – 60% Affordable Rent, 15% Social Rent and 25% Shared ownership (values of £5,825 per square metre)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)			Sales value £5,036 psm	AH tenure	Rented 60.0%	SO 15.0%	Frst Hms 25%	Residual land values						
Description	No of units	BLV	£750,000 PER HA			Residual land values								
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	466,168	436,993	408,286	380,047	352,276	324,973	298,137	271,770	245,871	220,439	195,476	
2 Five unit development	5	£250,000	776,947	728,322	680,476	633,411	587,126	541,622	496,896	452,950	409,785	367,399	325,793	
3 Eight unit development	8	£400,000	1,132,921	1,060,887	990,019	920,316	851,778	784,405	718,076	652,811	588,717	525,793	464,040	
4 Ten unit development	10	£400,000	1,416,150	1,326,109	1,237,524	1,150,396	1,064,722	980,506	897,595	816,014	735,896	657,242	580,051	
5 Ten unit development (flats)	10	£100,000	733,238	665,390	598,748	533,311	469,079	406,054	344,233	283,619	224,210	165,837	108,437	
6 Fifteen unit development	15	£800,000	2,111,251	1,977,412	1,845,734	1,716,216	1,588,861	1,463,665	1,340,631	1,219,759	1,101,046	984,496	870,107	
7 Twenty unit development (flats)	20	£200,000	1,542,279	1,411,560	1,283,177	1,157,131	1,033,423	912,051	792,437	674,181	556,973	442,161	329,744	
8 Thirty unit development	30	£1,000,000	9,720,783	9,120,762	8,528,207	7,943,119	7,365,497	6,795,342	6,232,652	5,677,429	5,129,673	4,589,382	4,056,559	
9 Fifty unit development	50	£1,666,667	5,640,634	5,246,500	4,858,932	4,477,928	4,103,491	3,735,617	3,374,309	3,019,565	2,671,387	2,328,427	1,991,741	
10 One hundred unit development	100	£4,166,667	12,211,569	11,422,363	10,646,025	9,882,559	9,131,963	8,394,237	7,669,381	6,957,396	6,258,280	5,572,036	4,898,631	
11 Three hundred unit scheme	300	£12,500,000	35,719,281	33,421,534	31,161,168	28,938,183	26,752,580	24,604,356	22,493,514	20,420,053	18,381,934	16,378,648	14,412,858	
12 Five hundred unit scheme	500	£15,625,000	47,185,908	43,575,521	40,044,679	36,573,382	33,161,628	29,806,740	26,504,478	23,261,971	20,079,220	16,956,226	13,892,562	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	58,633,762	53,466,398	48,384,815	43,389,011	38,478,990	33,653,917	28,892,490	24,217,294	19,627,267	15,096,094	10,648,925	
14 One thousand unit scheme	1,000	£31,250,000	75,723,035	69,049,027	62,485,807	56,028,538	49,661,243	43,405,228	37,260,494	31,206,281	25,252,532	19,396,388	13,628,395	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	105,000,662	95,714,668	86,582,868	77,572,642	68,716,799	60,015,775	51,438,878	43,008,213	34,705,816	26,540,050	18,476,931	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	149,707,636	136,377,477	123,228,316	110,298,406	97,577,582	85,042,104	72,712,598	60,566,504	48,593,130	36,787,977	25,129,711	
17 C2 care scheme - houses	50	£1,171,875	5,323,986	4,967,173	4,616,286	4,271,324	3,932,286	3,599,174	3,271,986	2,950,724	2,634,561	2,323,713	2,018,827	
18 C2 care scheme - flats	60	£562,500	391,652	140,659	- 108,379	- 355,893	- 599,888	- 840,369	- 1,077,332	- 1,310,780	- 1,540,711	- 1,767,126	- 1,990,024	

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )			£370,000 PER HA	Residual land values									
Description	No of units	BLV	£370,000 PER HA			Residual land values							
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
1 Three unit development	3	£74,000	466,168	436,993	408,286	380,047	352,276	324,973	298,137	271,770	245,871	220,439	195,476
2 Five unit development	5	£123,333	776,947	728,322	680,476	633,411	587,126	541,622	496,896	452,950	409,785	367,399	325,793
3 Eight unit development	8	£197,333	1,132,921	1,060,887	990,019	920,316	851,778	784,405	718,076	652,811	588,717	525,793	464,040
4 Ten unit development	10	£197,333	1,416,150	1,326,109	1,237,524	1,150,396	1,064,722	980,506	897,595	816,014	735,896	657,242	580,051
5 Ten unit development (flats)	10	£49,333	733,238	665,390	598,748	533,311	469,079	406,054	344,233	283,619	224,210	165,837	108,437
6 Fifteen unit development	15	£296,000	2,111,251	1,977,412	1,845,734	1,716,216	1,588,861	1,463,665	1,340,631	1,219,759	1,101,046	984,496	870,107
7 Twenty unit development (flats)	20	£98,667	1,542,279	1,411,560	1,283,177	1,157,131	1,033,423	912,051	792,437	674,181	556,973	442,161	329,744
8 Thirty unit development	30	£493,333	9,720,783	9,120,762	8,528,207	7,943,119	7,365,497	6,795,342	6,232,652	5,677,429	5,129,673	4,589,382	4,056,559
9 Fifty unit development	50	£822,222	5,640,634	5,246,500	4,858,932	4,477,928	4,103,491	3,735,617	3,374,309	3,019,565	2,671,387	2,328,427	1,991,741
10 One hundred unit development	100	£2,055,556	12,211,569	11,422,363	10,646,025	9,882,559	9,131,963	8,394,237	7,669,381	6,957,396	6,258,280	5,572,036	4,898,631
11 Three hundred unit scheme	300	£6,166,667	35,719,281	33,421,534	31,161,168	28,938,183	26,752,580	24,604,356	22,493,514	20,420,053	18,381,934	16,378,648	14,412,858
12 Five hundred unit scheme	500	£7,708,333	47,185,908	43,575,521	40,044,679	36,573,382	33,161,628	29,806,740	26,504,478	23,261,971	20,079,220	16,956,226	13,892,562
13 Seven-hundred and fifty unit scheme	750	£11,562,500	58,633,762	53,466,398	48,384,815	43,389,011	38,478,990	33,653,917	28,892,490	24,217,294	19,627,267	15,096,094	10,648,925
14 One thousand unit scheme	1,000	£15,416,667	75,723,035	69,049,027	62,485,807	56,028,538	49,661,243	43,405,228	37,260,494	31,206,281	25,252,532	19,396,388	13,628,395
15 One thousand, five hundred unit scheme	1,500	£18,500,000	105,000,662	95,714,668	86,582,868	77,572,642	68,716,799	60,015,775	51,438,878	43,008,213	34,705,816	26,540,050	18,476,931
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	149,707,636	136,377,477	123,228,316	110,298,406	97,577,582	85,042,104	72,712,598	60,566,504	48,593,130	36,787,977	25,129,711
17 C2 care scheme - houses	50	£578,125	5,323,986	4,967,173	4,616,286	4,271,324	3,932,286	3,599,174	3,271,986	2,950,724	2,634,561	2,323,713	2,018,827
18 C2 care scheme - flats	60	£277,500	391,652	140,659	- 108,379	- 355,893	- 599,888	- 840,369	- 1,077,332	- 1,310,780	- 1,540,711	- 1,767,126	- 1,990,024

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)			£250,000 PER HA	Residual land values									
Description	No of units	BLV	£250,000 PER HA			Residual land values							
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
1 Three unit development	3	£50,000	466,168	436,993	408,286	380,047	352,276	324,973	298,137	271,770	245,871	220,439	195,476
2 Five unit development	5	£83,333	776,947	728,322	680,476	633,411	587,126	541,622	496,896	452,950	409,785	367,399	325,793
3 Eight unit development	8	£133,333	1,132,921	1,060,887	990,019	920,316	851,778	784,405	718,076	652,811	588,717	525,793	464,040
4 Ten unit development	10	£133,333	1,416,150	1,326,109	1,237,524	1,150,396	1,064,722	980,506	897,595	816,014	735,896	657,242	580,051
5 Ten unit development (flats)	10	£33,333	733,238	665,390	598,748	533,311	469,079	406,054	344,233	283,619	224,210	165,837	108,437
6 Fifteen unit development	15	£200,000	2,111,251	1,977,412	1,845,734	1,716,216	1,588,861	1,463,665	1,340,631	1,219,759	1,101,046	984,496	870,107
7 Twenty unit development (flats)	20	£66,667	1,542,279	1,411,560	1,283,177	1,157,131	1,033,423	912,051	792,437	674,181	556,973	442,161	329,744
8 Thirty unit development	30	£333,333	9,720,783	9,120,762	8,528,207	7,943,119	7,365,497	6,795,342	6,232,652	5,677,429	5,129,673	4,589,382	4,056,559
9 Fifty unit development	50	£555,556	5,640,634	5,246,500	4,858,932	4,477,928	4,103,491	3,735,617	3,374,309	3,019,565	2,671,387	2,328,427	1,991,741
10 One hundred unit development	100	£1,388,889	12,211,569	11,422,363	10,646,025	9,882,559	9,131,963	8,394,237	7,669,381	6,957,396	6,258,280	5,572,036	4,898,631
11 Three hundred unit scheme	300	£4,166,667	35,719,281	33,421,534	31,161,168	28,938,183	26,752,580	24,604,356	22,493,514	20,420,053	18,381,934	16,378,648	14,412,858
12 Five hundred unit scheme	500	£5,208,333	47,185,908	43,575,521	40,044,679	36,573,382	33,161,628	29,806,740	26,504,478	23,261,971	20,079,220	16,956,226	13,892,562
13 Seven-hundred and fifty unit scheme	750	£7,812,500	58,633,762	53,466,398	48,384,815	43,389,011	38,478,990	33,653,917	28,892,490	24,217,294	19,627,267	15,096,094	10,648,925
14 One thousand unit scheme	1,000	£10,416,667	75,723,035	69,049,027	62,485,807	56,028,538	49,661,243	43,405,228	37,260,494	31,206,281	25,252,532	19,396,388	13,628,395
15 One thousand, five hundred unit scheme	1,500	£12,500,000	105,000,662	95,714,668	86,582,868	77,572,642	68,716,799	60,015,775	51,438,878	43,008,213	34,705,816	26,540,050	18,476,931
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	149,707,636	136,377,477	123,228,316	110,298,406	97,577,582	85,042,104	72,712,598	60,566,504	48,593,130	36,787,977	25,129,711
17 C2 care scheme - houses	50	£390,625	5,323,986	4,967,173	4,616,286	4,271,324	3,932,286	3,599,174	3,271,986	2,950,724	2,634,561	2,323,713	2,018,827
18 C2 care scheme - flats	60	£187,500	391,652	140,659	- 108,379	- 355,893	- 599,888	- 840,369	- 1,077,332	- 1,310,780	- 1,540,711	- 1,767,126	- 1,990,024

secondly, even if the target is reduced, it is likely that some viability testing of individual schemes would still be required for those schemes that cannot viably deliver even the reduced percentage target. The second option is to maintain the current policy approach, which sets a relatively high target but implicitly accepts that some schemes will provide a lower level, based on scheme-specific viability factors. This option would maximise delivery of affordable housing by seeking the highest possible percentage on individual sites, in comparison to a reduced target tailored to the 'least viable' sites. Emerging Policy HOU1 takes account of site, suitability and viability when determining a compliant percentage and tenure mix of affordable housing to be provided by individual application schemes.

### Impact of tenure mix

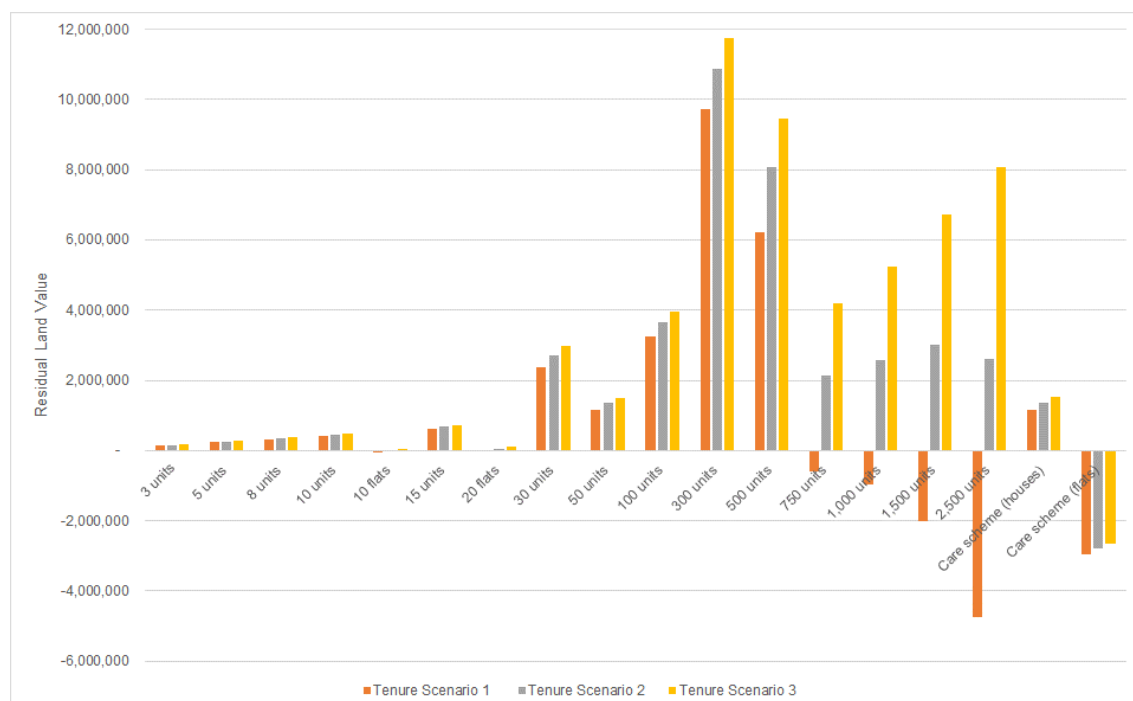
- 6.10 As noted previously, the Council is considering an appropriate tenure mix of affordable housing which also reflects the requirement for 25% of the any affordable housing delivered to be provided as First Homes. We have modelled the following tenure mixes:

**Table 6.10.1: Tenure mixes appraised**

Scenario	Rented	Shared Ownership	First Homes
1	70%	5%	25%
2	60% (80% of 'traditional' AH)	15% (20% of 'traditional' AH)	25%
3	52.5% (70% of 'traditional' AH)	22.5% (30% of 'traditional' AH)	25%

- 6.11 The appraisal outputs for each of the tenure scenarios are attached as appendices 6, 7 and 8. Figure 6.11.1 provides a summary of the impact that varying the tenure mix can have on overall scheme viability. This table is based on schemes with sales values of £4,302 per square metre (the Borough median average) with 40% affordable housing. As can be noted, altering the percentages of rented housing, shared ownership and First Homes can have a significant impact on residual land values, particularly on the larger sites. This indicates that the Council may be able to resolve viability issues on application schemes by varying the tenure, rather than necessarily needing to reduce the overall percentage.

**Figure 6.11.1: Impact on residual land values of alternative affordable housing tenure scenarios**





- 6.12 We have also tested the impact in moving from a rented housing split of 50% social rent and 50% affordable rent to 25% social rent and 75% affordable rent (with the 25% social rent segment provided as three and four bed units). The difference in capital value is relatively modest (an increase from a blended value of £157 per square foot as noted in paragraph 4.9 to £186 per square foot). However, this additional value will enable schemes at the bottom end of the market value range to provide an increased quantum of affordable housing, typically an additional 5%. The differences in maximum affordable housing percentage with a 50%/50% split and a 25%/50% split, assuming a market sale value of £3,934 and Benchmark Land Value 1, are summarised in Table 6.12.1. The full results are attached as Appendix 9.

**Table 6.12.1: Maximum viable affordable housing percentage with alternative rented housing assumptions**

Typology	Maximum affordable housing percentage – 50% social rent and 50% affordable rent	Maximum affordable housing percentage – 25% social rent and 75% affordable rent
Three unit development	25%	30%
Five unit development	25%	30%
Eight unit development	20%	20%
Ten unit development	30%	35%
Ten unit development (flats)	5%	10%
Fifteen unit development	30%	35%
Twenty unit development (flats)	10%	15%
Thirty unit development	45%	50%
Fifty unit development	15%	20%
One hundred unit development	20%	20%
Three hundred unit scheme	20%	20%
Five hundred unit scheme	5%	5%
Seven-hundred and fifty unit scheme	-	-
One thousand unit scheme	-	-
One thousand, five hundred unit scheme	-	-
Two thousand, five hundred unit scheme	-	-
C2 care scheme - houses	25%	35%
C2 care scheme - flats	-	-

#### **Affordable housing on care schemes**

- 6.13 The typologies tested include two C2 care schemes (a flatted scheme, likely to be in a town centre; and a care scheme comprising houses on the edge of a town or village). The flatted schemes does not generate viable outcomes until sales values exceed £5,000 per square metre and even then only at zero percent affordable housing. These results should be considered in the context in which care schemes are developed; these schemes will typically generate premium values that exceed the prevailing market averages. Consequently, it would be reasonable to apply the wider policy target for affordable housing to these types of development, given that there is flexibility if scheme-specific viability issues emerge.

#### **First Homes**

- 6.14 On 24 May 2021, the Government published planning practice guidance on First Homes. This PPG defines First Homes as a form of discounted market sale housing which must be (a) discounted by a minimum of 30% below market value; (b) sold to eligible households (first time buyers in receipt of a



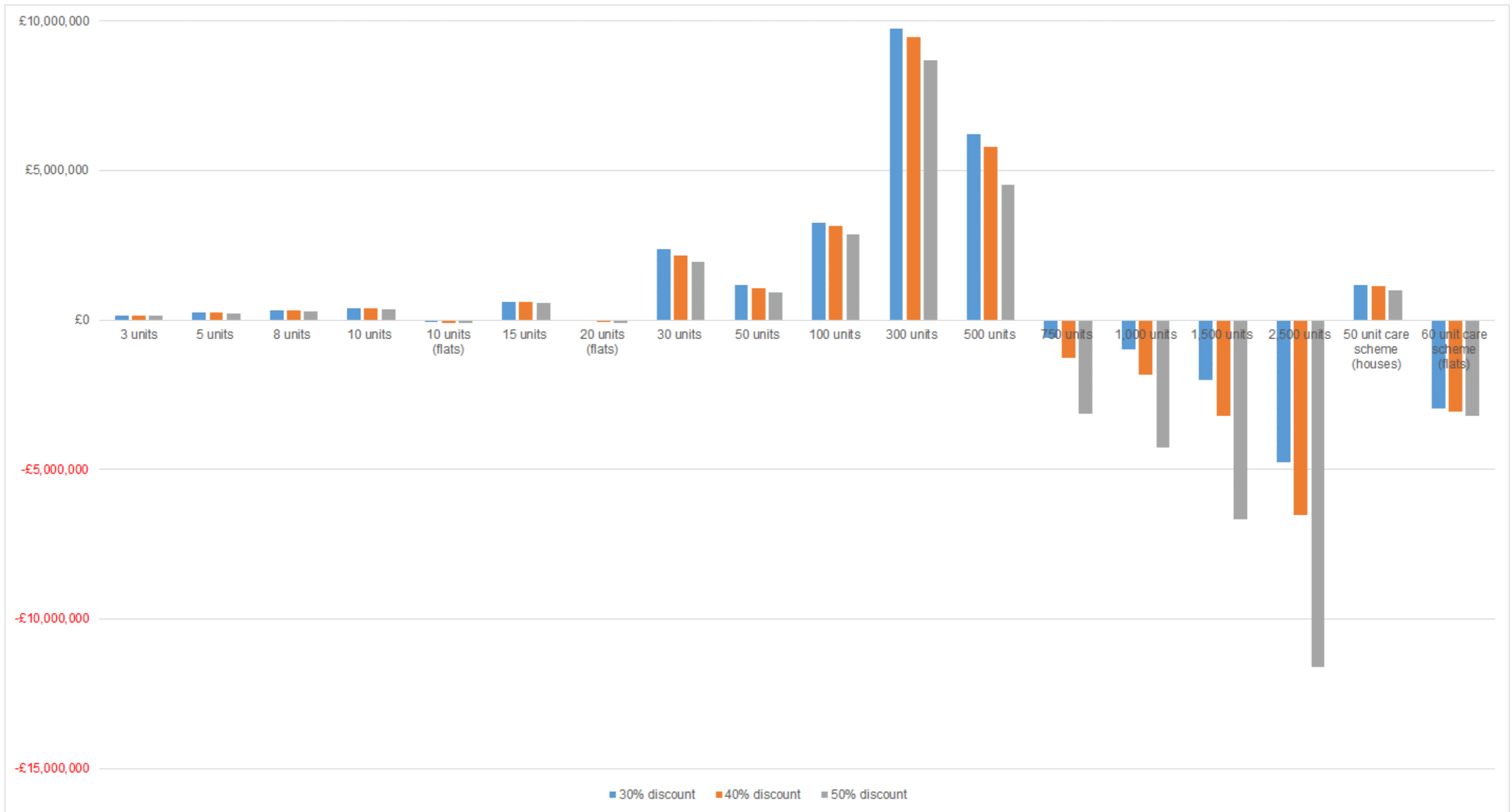
gross household income not exceeding £80,000 per annum); and (c) not exceed a sale value of £250,000 on first sale. The initial discount on first sale is to be passed on to future purchasers through a restrictive covenant on the title.

- 6.15 The PPG indicates that 25% of all affordable housing delivered by a development should be in the form of First Homes. As noted above, we have tested this requirement above with varying approaches to the tenure mix of the remaining 75% of units. This testing assumes a 30% discount to market values. We have also tested the impact of higher discounts as summarised in Table 6.15.1. This assumes 40% affordable housing and Borough-median sales values of £4,302 per square metre. Higher discounts significantly reduce the residual land values, as shown in Table 6.15.1.

**Table 6.15.1: Residual land values with varying First Homes discounts (40% affordable housing comprising 70% rented housing; 5% shared ownership; and 25% First Homes)**

Description		Base residual, assuming First Homes sold at 30% discount	Residual values assuming First Homes sold at 40% discount	Residual values assuming First Homes sold at 50% discount
1	3 units	£142,371	£139,120	£129,848
2	5 units	£237,286	£231,867	£216,413
3	8 units	£321,959	£313,607	£289,790
4	10 units	£402,450	£392,008	£362,238
5	10 units (flats)	-£62,435	-£87,719	-£113,003
6	15 units	£613,666	£598,363	£554,726
7	20 units (flats)	-£14,192	-£64,600	-£115,007
8	30 units	£2,382,650	£2,160,764	£1,938,878
9	50 units	£1,150,723	£1,062,076	£925,686
10	100 units	£3,239,283	£3,143,917	£2,871,985
11	300 units	£9,724,831	£9,451,480	£8,672,036
12	500 units	£6,223,813	£5,784,339	£4,531,203
13	750 units	-£612,760	-£1,270,962	-£3,147,785
14	1,000 units	-£982,732	-£1,837,554	-£4,275,179
15	1,500 units	-£2,005,708	-£3,209,317	-£6,652,797
16	2,500 units	-£4,764,034	-£6,533,685	-£11,607,700
17	50 unit care scheme (houses)	£1,164,184	£1,118,616	£988,685
18	60 unit care scheme (flats)	-£2,964,005	-£3,082,269	-£3,200,533

**Figure 6.14.2: Comparison of residual land values with First Home discounts of 30%, 40% and 50%**



- 6.16 There is a clear downside associated with First Homes in terms of affordability. In most cases, purchasers would need to be in receipt of household incomes at the full £80,000 capped amount to keep the level of discount required within the maximum permitted range of 50%. First Homes are therefore unlikely to be accessible to households on lower incomes and there would be a significant reduction in availability of housing to purchase within the shared ownership sector.
- 6.17 In the main, applying a higher First Homes discount to aid affordability would result in an only a marginal reduction in residual land value. However, where schemes are on the margins of viability, or generating negative residual land values, seeking higher First Homes discounts would have a significant downwards impact on residuals, as illustrated in Figure 6.14.2. For example, at a 30% discount, Typology 16 generates a negative residual land value of -£4.76 million. However, if the discount increases to 50%, the residual value worsens to -£11.61 million. Adjusting the discount applied to First Homes can therefore assist in improving viability in such cases.
- 6.18 In addition to differentials in discounts and capital values, the profit margin applied to First Homes is higher, reflecting the risk of disposing of the First Homes resting with the Developer, rather than being sold through a single transaction to a RP. For testing purposes, we have assumed that a profit margin of 12% is applied, which is lower than the 17.5% of GDV applied to market housing, but higher than the profit applied to affordable housing sold to RPs of 6%. In addition, the sales will complete following practical completion, whereas RPs will typically pay for traditional forms of affordable housing over the construction period. In comparison to 'traditional' forms of affordable housing, First Homes are therefore less effective at reducing developers' finance costs.

#### **Affordable housing on small sites**

- 6.19 The Council's Affordable Housing SPD indicates that the Council will seek affordable housing payments in lieu equivalent to 20% affordable housing on sites providing 6-9 units in the rural area and this requirement is likely to be incorporated into Policy HOU1: Affordable Housing.
- 6.20 The development typologies we have tested include 3 schemes which provide fewer than 10 units (typology 1 providing 3 units; typology 2 providing five units; and typology 3 providing 8 units). Our appraisals test these typologies assuming on-site delivery of affordable housing as a proxy for an equivalent payment in lieu, leaving the developer no better and no worse off than would have been the case for on-site delivery.
- 6.21 The appraisal results in tables 6.3.1 to 6.3.9 incorporate these typologies and the results indicate that they can viably provide payments in lieu that are equivalent to 40% affordable housing, depending on sales value and benchmark land value. Where the site has been previously developed, viability is more challenging due to the higher existing use value but the results for schemes of 9 or fewer units are no more or less viable than larger schemes.
- 6.22 In practical terms it will be difficult for very small schemes (9 units or fewer) to accommodate on-site affordable housing and this is recognised in the SPD. Consequently, councils that seek affordable housing on sites providing fewer than 10 units typically seek payments in lieu which are then used to deliver affordable housing on larger sites.
- 6.23 There are two main approaches to calculating payments in lieu. The first is to run a hypothetical appraisal of the scheme incorporating the required level of affordable housing provided as on-site units, which is then compared to an appraisal of the same scheme, but with all units provided as private housing. The difference between the two residual land values would equate to the payment in lieu, leaving the Applicant no better and no worse off in comparison to on-site delivery.
- 6.24 The second approach is to adopt a formulaic approach to calculating a payment in lieu which does not require any appraisals of the development proposal. The formula determines the uplift in value arising from the affordable housing not being physically provided on-site, in the same way as the first approach, but the calculations are more high level. The formula would be as follows:

#### Formula for calculating payments in lieu

$X = ((A - B) \times C) - ((A \times C) \times D)$  where

X = the Payment in lieu

A = The market value of a square metre of floorspace in the development

B = The value of affordable housing per square metre of floorspace (reflecting the blend between affordable rent and shared ownership)

C = the number of square metres that would be required on-site to meet the Policy target

D = Additional developer costs (the difference between the profit applied to market housing and affordable housing; and marketing costs on private housing<sup>14</sup>)

- 6.25 If it is established to the Council's satisfaction that a development proposal could not viably provide the required percentage of affordable housing in Policy HOU1: Affordable Housing, the agreed affordable housing percentage would be used when calculating the formula above. For example, assuming a 40% policy target the payment in lieu for an 8-unit development would normally require 3.2 units to be provided as affordable housing to meet the policy target. If it is agreed that only 25% affordable housing could be viably provided on site, then the calculation is based on an assumption of 2 units of affordable housing.

#### Impact of emerging Local Plan policies

- 6.26 We have assessed the viability of emerging Local Plan policies individually so that the Council can delineate between the impacts of each policy (see tables 6.26.1 to 6.26.5). These appraisals all assume provision of 40% affordable housing (25% First Homes with 30% discount, 60% rented housing and 15% shared ownership). Clearly, as noted above, there may be scenarios where this target is unachievable and these are shown in the results of our assessments by either (a) a negative residual land value or (b) a residual land value that is positive, but nevertheless lower than the benchmark land value applied. In practice, if such situations emerged on live applications, there are several potential solutions, including applying CIL exceptional circumstances relief; CIL in Kind for any on-site community infrastructure provided; provision of grant funding; variations to the affordable housing tenure or overall percentage; and adjustments to the percentage discount applied to First Homes; to achieve a viable position.
- 6.27 It is therefore important to focus not necessarily on whether schemes are 'viable' (shown with green shading) or 'unviable' (shown with red shading) in the tables, but on the *degree of change* in residual land value after the policy is applied. Where the starting 'pre-policy' residual land value is already low, the impact of a draft policy may be disproportionately large. This situation is prevalent in the areas with lower value price points. In these situations, it is also important to note that small changes to CIL (e.g. greater offsets for existing floorspace) or reductions in affordable housing will have an equally disproportionate *positive* impact on residual land values to offset policy costs, if these cannot be absorbed through a reduction to land value.
- 6.28 The tables show a 'baseline' residual land value for each typology, tested at each of the nine price points, ranging from A (£3,567 per square metre) to I (£5,036 per square metre). For each policy, we have provided the residual land value resulting from factoring in the additional costs associated with the necessary measures to comply.
- 6.29 It should be noted that some policies are addressed through the indicative budgets assumed for planning obligations or within wider allowances in the appraisals, rather than through specific cost additions, as summarised in Table 6.29.1.

<sup>14</sup> Developer's profit is typically applied at between 17-20% of GDV on private housing and 6% on the affordable housing, so the increased profit arising from converting a unit from private to affordable housing would be 11% to 14% (i.e. 17% or 20% less 6%).

**Table 6.29.1: Approach to costs associated with emerging plan policies**

Emerging policy requirement	Approach adopted in appraisals
Policy CL1: Countering Climate Change – supports the delivery of net zero carbon development.	Specific cost allowances tested in the appraisals
Policy BIO3: Biodiversity Net Gain requires that developments achieve biodiversity net gain of at least 10%	Specific cost allowances tested in the appraisals
Policy DES1: Delivery of Sustainable and High-Quality Design requires that new developments achieve high quality design based on comprehensive design principles and use of masterplanning and design codes.	This requirement is reflected in our appraisals through the adoption of higher professional fees allowances to reflect additional design requirements.
Policy COM1: Delivering Infrastructure requires developments to mitigate their impact by providing on-site infrastructure where necessary and justified or to contribute through CIL and section 106.	CIL rates reflected in the appraisals at current rates with indexation. Additional cost allowances included for Section 106 obligations as noted in Section 4.
Policy HOU1: Affordable Housing identifies a strategic affordable housing target of 40%.	Tested in the study through a range of affordable housing percentages and tenure mixes, as discussed earlier in Section 6.
Policy BIO2: International Nature Conservation Designations requires developments to provide SANG or financial contributions of £3,500 per unit.	This requirement is reflected in the wider Section 106 budget included in the appraisals, as noted in Section 4.
Policy DES4: Public Art requires larger developments to incorporate public art	Reflected through higher Section 106 obligations for larger developments, as noted in Section 4.
Policy HOU5: Provision of housing to meet our needs – reflects findings of Strategic Housing Market Assessment by requiring developments to provide a range of homes to meet local affordable and market needs.	We have reflected the SHMA mix in our appraisals.  We have also tested the viability of housing for older people.
Policy HOU7: Self-build and custom-build housing - requires that major developments make 5% of plots available for self-build and custom build.	This has a broadly neutral impact on scheme viability as the plot value developers receive is equivalent to the residual land value they would have generated had they built the units themselves.
Policy HOU6: Residential Space Standards - all new residential units (including conversions) to meet Part M4(2) standard (accessibility) and meet Nationally Described Space Standards (or Building Control standard at the time of determining the application).	These unit sizes are reflected in our appraisals.
Policy TR1: Active and sustainable transport - requires electric vehicle charging points	Cost allowance incorporated in our appraisals.

### Biodiversity Net Gain

- 6.30 Table 6.26.1 summarises the results of our testing of the impact of the emerging requirement for Biodiversity Net Gain<sup>15</sup>. As noted in Section 4, we have incorporated a cost allowance of 1.4% of build costs to reflect a 20% increase in biodiversity net gain, in line with the DEFRA Impact Assessment. The impact on the residual land value of each scenario varies, but the impact is typically a reduction of circa 3% to 5%. The impact can be more significant when the starting residual land value is very low.

### Accessibility standards

- 6.31 The draft 'Housing' policy requires that developments exceed national standards for accessibility. We have tested the provision of 10% of units meeting Part M4(3) of the Building Regulations (wheelchair accessible) and all other new housing is to meet Part M4(2) (accessible and adaptable).

<sup>15</sup> The Council's approach to requirements related to biodiversity (such as SANG additionality, local nature recovery networks and the impact of nutrients) is evolving.



**Table 6.26.1: Biodiversity Net Gain (machine readable version at Appendix 11)**

Biodiversity Net Gain		Sales value (£ psm):																				
BLV: PREVIOUSLY DEVELOPED LAND		Description	No of units	BLV (£ m)	£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm	
					Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG
1	Three unit development	3	0.20	£0.07	£0.1087	£0.1027	£0.1356	£0.1296	£0.1555	£0.1495	£0.1797	£0.1737	£0.1975	£0.1915	£0.2216	£0.2156	£0.2457	£0.2398	£0.2635	£0.2575	£0.2877	£0.2817
2	Five unit development	5	0.33	£0.12	£0.1811	£0.1712	£0.2260	£0.2160	£0.2592	£0.2492	£0.2994	£0.2895	£0.3291	£0.3191	£0.3693	£0.3594	£0.4096	£0.3996	£0.4392	£0.4292	£0.4795	£0.4695
3	Eight unit development	8	0.53	£0.20	£0.2414	£0.2255	£0.3107	£0.2947	£0.3613	£0.3454	£0.4234	£0.4075	£0.4686	£0.4527	£0.5307	£0.5148	£0.5927	£0.5769	£0.6376	£0.6219	£0.6991	£0.6834
4	Ten unit development	10	0.53	£0.20	£0.3018	£0.2819	£0.3884	£0.3684	£0.4517	£0.4317	£0.5293	£0.5094	£0.5858	£0.5658	£0.6634	£0.6435	£0.7409	£0.7211	£0.7970	£0.7773	£0.8739	£0.8542
5	Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1625	£0.0673	£0.0891	£0.0150	£0.0367	£0.0576	£0.0362	£0.1092	£0.0878	£0.1816	£0.1602	£0.2497	£0.2285	£0.2935	£0.2723	£0.3579	£0.3366
6	Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4342	£0.5897	£0.5609	£0.6826	£0.6537	£0.7962	£0.7673	£0.8789	£0.8501	£0.9925	£0.9637	£1.1061	£1.0773	£1.1889	£1.1601	£1.3025	£1.2736
7	Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1856	£0.0113	£0.0390	£0.1136	£0.0636	£0.2581	£0.2083	£0.3604	£0.3106	£0.5049	£0.4551	£0.6420	£0.5922	£0.7290	£0.6796	£0.8563	£0.8076
8	Thirty unit development	30	1.33	£0.49	£1.5158	£1.3576	£2.1604	£2.0022	£2.6425	£2.4844	£3.2871	£3.1290	£3.7693	£3.6111	£4.4139	£4.2557	£5.0585	£4.9003	£5.5407	£5.3825	£6.1851	£6.0269
9	Fifty unit development	50	2.22	£0.82	£0.7003	£0.6005	£1.0968	£0.9970	£1.3894	£1.2895	£1.7763	£1.6765	£2.0279	£1.9281	£2.3835	£2.2838	£2.7390	£2.6373	£2.9859	£2.8873	£3.3383	£3.2397
10	One hundred unit development	100	5.56	£2.06	£2.3860	£2.1903	£3.1782	£2.9905	£3.7426	£3.5576	£4.4454	£4.2604	£4.9466	£4.7615	£5.6437	£5.4609	£6.3402	£6.1574	£6.8379	£6.6551	£7.5342	£7.3514
11	Three hundred unit scheme	300	16.67	£6.17	£7.2275	£6.6973	£9.4854	£8.9596	£11.1023	£10.5765	£13.1203	£12.5945	£14.5593	£14.0335	£16.5773	£16.0515	£18.5849	£18.0629	£20.0212	£19.4992	£22.0278	£21.5057
12	Five hundred unit scheme	500	20.83	£7.71	£2.7732	£1.7992	£6.4192	£5.4546	£9.0020	£8.0456	£12.2452	£11.2888	£14.5366	£13.5829	£17.7576	£16.8085	£20.9786	£20.0296	£23.2640	£22.3149	£26.4722	£25.5295
13	Seven hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£7.2234	£0.2548	£1.7007	£3.5197	£2.1088	£8.2728	£6.6754	£11.5880	£10.1941	£16.2852	£14.9001	£20.9616	£19.5875	£24.2420	£22.8680	£28.9018	£27.5278
14	One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£9.5516	£0.4867	£2.3637	£4.4002	£2.5680	£10.5702	£8.7552	£14.8457	£13.0464	£20.9461	£19.1498	£27.0015	£25.2166	£31.2451	£29.4602	£37.2643	£35.4923
15	One thousand, five hundred unit scheme	1,500	50.00	£18.50	£11.2871	£13.9933	£1.2099	£3.8408	£5.6007	£3.0389	£14.2554	£11.7160	£20.1865	£17.6679	£28.7150	£26.2156	£37.1914	£34.7010	£43.0592	£40.5773	£51.4837	£49.0018
16	Two thousand, five hundred unit scheme	2,500	166.67	£61.67	£18.1762	£22.1904	£3.2769	£7.1381	£6.5338	£2.7848	£19.1636	£15.4765	£27.6298	£23.9709	£40.0195	£36.3689	£52.2968	£48.6907	£60.6553	£57.0705	£72.8258	£69.2543
17	C2 care scheme - houses	50	1.56	£0.58	£0.8080	£0.7120	£1.1879	£1.0929	£1.4565	£1.3615	£1.7974	£1.7024	£2.0362	£1.9412	£2.3771	£2.2821	£2.7151	£2.6214	£2.9519	£2.8582	£3.2892	£3.1955
18	C2 care scheme - flats	60	0.75	£0.28	£3.0801	£3.2120	£2.7358	£2.8676	£2.5198	£2.6517	£2.1754	£2.3073	£1.9595	£2.0914	£1.6152	£1.7470	£1.2708	£1.4027	£1.0548	£1.1867	£0.7106	£0.8424
19	Class E (light industrial) development	-	0.14	£0.05	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156
20	Class E (retail - convenience) development	-	0.24	£0.09	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251
21	Class E (retail - supermarket) development	-	0.42	£0.15	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751
22	Class E (office) development	-	0.08	£0.03	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379
23	Class E (office) development	-	0.18	£0.07	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632
24	Industrial (B2/B8)	-	0.83	£0.31	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365
25	Industrial (B2/B8)	-	3.33	£1.23	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165
26	Industrial (B2/B8)	-	0.17	£0.06	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873
27	Hotel (town centre) 50 rooms	-	0.13	£0.05	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086
28	Hotel (town centre) 75 rooms	-	0.19	£0.07	£1.5975	£1.6626	£1.5975	£1.6626	£1.5975	£1.6626	£1.5975	£1.6626	£1.5975	£1.6626	£1.5975	£1.6626	£1.5975	£1.6626	£1.5975	£1.6626	£1.5975	£1.6626
29	Hotel (town centre) 100 rooms	-	0.25	£0.09	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171
30	Community use/leisure	-	0.08	£0.03	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117

BLV: HIGHER GREENFIELD		Description	No of units	BLV (£ m)	£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm	
					Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG
1	Three unit development	3	0.20	£0.07	£0.1087	£0.1027	£0.1356	£0.1296	£0.1555	£0.1495	£0.1797	£0.1737	£0.1975	£0.1915	£0.2216	£0.2156	£0.2457	£0.2398	£0.2635	£0.2575	£0.2877	£0.2817
2	Five unit development	5	0.33	£0.12	£0.1811	£0.1712	£0.2260	£0.2160	£0.2592	£0.2492	£0.2994	£0.2895	£0.3291	£0.3191	£0.3693	£0.3594	£0.4096	£0.3996	£0.4392	£0.4292	£0.4795	£0.4695
3	Eight unit development	8	0.53	£0.20	£0.2414	£0.2255	£0.3107	£0.2947	£0.3613	£0.3454	£0.4234	£0.4075	£0.4686	£0.4527	£0.5307	£0.5148	£0.5927	£0.5769	£0.6376	£0.6219	£0.6991	£0.6834
4	Ten unit development	10	0.53	£0.20	£0.3018	£0.2819	£0.3884	£0.3684	£0.4517	£0.4317	£0.5293	£0.5094	£0.5858	£0.5658	£0.6634	£0.6435	£0.7409	£0.7211	£0.7970	£0.7773	£0.8739	£0.8542
5	Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1625	£0.0673	£0.0891	£0.0150	£0.0367	£0.0576	£0.0362	£0.1092	£0.0878	£0.1816	£0.1602	£0.2497	£0.2285	£0.2935	£0.2723	£0.3579	£0.3366
6	Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4342	£0.5897	£0.5609	£0.6826	£0.6537	£0.7962	£0.7673	£0.8789	£0.8501	£0.9925	£0.9637	£1.1061	£1.0773	£1.1889	£1.1601	£1.3025	£1.2736
7	Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1856	£0.0113	£0.0390	£0.1136	£0.0636	£0.2581	£0.2083	£0.3604	£0.3106	£0.5049	£0.4551	£0.6420	£0.5922	£0.7290	£0.6796	£0.8563	£0.8076
8	Thirty unit development	30	1.33	£0.49	£1.5158	£1.3576	£2.1604	£2.0022	£2.6425	£2.4844	£3.2871	£3.1290	£3.7693	£3.6111	£4.4139	£4.2557	£5.0585	£4.9003	£5.5407	£5.3825	£6.1851	£6.0269
9	Fifty unit development	50	2.22	£0.82	£0.7003	£0.6005	£1.0968	£0.9970	£1.3894	£1.2895	£1.7763	£1.6765	£2.0279	£1.9281	£2.3835	£2.2838	£2.7390	£2.6373	£2.9859	£2.8873	£3.3383	£3.2397
10	One hundred unit development	100	5.56	£2.06	£2.3860	£2.1903	£3.1782	£2.9905														



Table 6.26.2: Accessibility standards (machine readable version at Appendix 11)

Accessibility			Sales value (£ psm):																							
Description	No of units	BLV (£ m)	£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm							
			Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access				
<b>BLV: PREVIOUSLY DEVELOPED LAND</b>																										
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0985	£0.1356	£0.1255	£0.1555	£0.1454	£0.1797	£0.1695	£0.1975	£0.1873	£0.2216	£0.2114	£0.2457	£0.2356	£0.2635	£0.2534	£0.2877	£0.2775					
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1642	£0.2260	£0.2091	£0.2592	£0.2423	£0.2994	£0.2825	£0.3291	£0.3122	£0.3693	£0.3524	£0.4096	£0.3926	£0.4392	£0.4223	£0.4795	£0.4625					
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.2144	£0.3107	£0.2836	£0.3613	£0.3343	£0.4234	£0.3964	£0.4696	£0.4416	£0.5307	£0.5037	£0.5927	£0.5658	£0.6376	£0.6109	£0.6991	£0.6724					
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2690	£0.3884	£0.3545	£0.4517	£0.4179	£0.5293	£0.4955	£0.5856	£0.5520	£0.6634	£0.6296	£0.7409	£0.7072	£0.7970	£0.7636	£0.8739	£0.8405					
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1639	£0.0673	£0.0904	£0.0150	£0.0381	£0.0576	£0.0346	£0.1092	£0.0864	£0.1816	£0.1588	£0.2497	£0.2271	£0.2935	£0.2710	£0.3579	£0.3353					
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4141	£0.5897	£0.5405	£0.6826	£0.6336	£0.7962	£0.7472	£0.8789	£0.8300	£0.9925	£0.9436	£1.1061	£1.0572	£1.1889	£1.1400	£1.3025	£1.2536					
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1818	£0.0113	£0.0352	£0.1136	£0.0676	£0.2581	£0.2121	£0.3604	£0.3144	£0.5049	£0.4589	£0.6420	£0.5960	£0.7290	£0.6834	£0.8563	£0.8113					
8 Thirty unit development	30	1.33	£0.49	£1.5158	£1.2924	£2.1604	£1.9370	£2.6425	£2.4192	£3.2871	£3.0638	£3.7693	£3.5459	£4.4139	£4.1905	£5.0585	£4.8351	£5.5407	£5.3173	£6.1851	£5.9618					
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.5513	£1.0968	£0.9479	£1.3894	£1.2404	£1.7763	£1.6274	£2.0279	£1.8790	£2.3835	£2.2347	£2.7360	£2.5888	£2.9859	£2.8387	£3.3383	£3.1911					
10 One hundred unit development	100	5.56	£2.06	£2.3960	£2.0678	£3.1782	£2.8600	£3.7426	£3.4287	£4.4454	£4.1317	£4.9466	£4.6328	£5.6437	£5.3338	£6.3402	£6.0303	£6.8379	£6.5280	£7.5342	£7.2243					
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£6.3286	£9.4854	£8.5940	£11.1023	£10.2109	£13.1203	£12.2289	£14.5593	£13.6679	£16.5773	£15.6859	£18.5849	£17.6939	£20.0212	£19.1362	£22.0278	£21.1427					
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£1.3125	£6.4192	£4.9725	£9.0020	£7.5677	£12.2452	£10.8109	£14.5366	£13.1050	£17.7576	£16.3343	£20.9786	£19.5553	£23.2640	£21.8407	£26.4722	£25.0584					
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£7.9629	£0.2548	£2.4233	£3.5197	£1.4036	£8.2728	£6.1770	£11.5880	£9.4957	£16.2852	£14.2079	£20.9616	£18.9009	£24.2420	£22.1813	£28.9018	£26.8411					
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£10.5108	£0.4867	£3.3016	£4.4002	£1.6523	£10.5702	£7.8481	£14.8457	£12.1418	£20.9461	£18.2507	£27.0015	£24.3246	£31.2451	£28.5682	£37.2643	£34.6067					
15 One thousand, five hundred unit scheme	1,500	50.00	£18.50	£11.2871	£15.3542	£1.2099	£5.1644	£5.6007	£1.7475	£14.2554	£10.4470	£20.1805	£16.4021	£28.7150	£24.9607	£37.1914	£33.4519	£43.0592	£39.3370	£51.4837	£47.7615					
16 Two thousand, five hundred unit scheme	2,500	166.67	£61.67	£18.1762	£24.2133	£3.2769	£9.0731	£6.5338	£0.9013	£19.1636	£13.6327	£27.6298	£22.1299	£40.0195	£34.5716	£52.2986	£46.8877	£60.6553	£55.2678	£72.8258	£67.4828					
17 C2 care scheme - houses	50	1.56	£0.58	£0.8080	£0.6450	£1.1879	£1.0268	£1.4565	£1.2955	£1.7974	£1.6364	£2.0362	£1.8752	£2.3771	£2.2160	£2.7151	£2.5563	£2.9519	£2.7931	£3.2892	£3.1304					
18 C2 care scheme - flats	60	0.75	£0.28	£3.0801	£3.2202	£2.7356	£2.6759	£2.5168	£2.6599	£2.1754	£2.3155	£1.9595	£2.0996	£1.6152	£1.7553	£1.2706	£1.4109	£1.0548	£1.1949	£0.7106	£0.8507					
19 Class E (light industrial) development	-	0.14	£0.05	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835					
20 Class E (retail - convenience) development	-	0.24	£0.09	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781					
21 Class E (retail - supermarket) development	-	0.42	£0.15	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400					
22 Class E (office) development	-	0.08	£0.03	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883					
23 Class E (office) development	-	0.18	£0.07	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805					
24 Industrial (B2/B8)	-	0.83	£0.31	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011					
25 Industrial (B2/B8)	-	3.33	£1.23	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803					
26 Industrial (B2/B8)	-	0.17	£0.06	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002					
27 Hotel (town centre) 50 rooms	-	0.13	£0.05	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850					
28 Hotel (town centre) 75 rooms	-	0.19	£0.07	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975					
29 Hotel (town centre) 100 rooms	-	0.25	£0.09	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299					
30 Community use/leisure	-	0.08	£0.03	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731					
<b>BLV: HIGHER GREENFIELD</b>																										
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0985	£0.1356	£0.1255	£0.1555	£0.1454	£0.1797	£0.1695	£0.1975	£0.1873	£0.2216	£0.2114	£0.2457	£0.2356	£0.2635	£0.2534	£0.2877	£0.2775					
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1642	£0.2260	£0.2091	£0.2592	£0.2423	£0.2994	£0.2825	£0.3291	£0.3122	£0.3693	£0.3524	£0.4096	£0.3926	£0.4392	£0.4223	£0.4795	£0.4625					
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.2144	£0.3107	£0.2836	£0.3613	£0.3343	£0.4234	£0.3964	£0.4696	£0.4416	£0.5307	£0.5037	£0.5927	£0.5658	£0.6376	£0.6109	£0.6991	£0.6724					
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2690	£0.3884	£0.3545	£0.4517	£0.4179	£0.5293	£0.4955	£0.5856	£0.5520	£0.6634	£0.6296	£0.7409	£0.7072	£0.7970	£0.7636	£0.8739	£0.8405					
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1639	£0.0673	£0.0904	£0.0150	£0.0381	£0.0576	£0.0346	£0.1092	£0.0864	£0.1816	£0.1588	£0.2497	£0.2271	£0.2935	£0.2710	£0.3579	£0.3353					
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4141	£0.5897	£0.5405	£0.6826	£0.6336	£0.7962	£0.7472	£0.8789	£0.8300	£0.9925	£0.9436	£1.1061	£1.0572	£1.1889	£1.1400	£1.3025	£1.2536					
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1818	£0.0113	£0.0352	£0.1136	£0.0676	£0.2581	£0.2121	£0.3604	£0.3144	£0.5049	£0.4589	£0.6420	£0.5960	£0.7290	£0.6834	£0.8563	£0.8113					
8 Thirty unit development	30	1.33	£0.49	£1.5158	£1.2924	£2.1604	£1.9370	£2.6425	£2.4192	£3.2871	£3.0638	£3.7693	£3.5459	£4.4139	£4.1905	£5.0585	£4.8351	£5.5407	£5.3173	£6.1851	£5.9618					
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.5513	£1.0968	£0.9479	£1.3894	£1.2404	£1.7763	£1.6274	£2.0279	£1.8790	£2.3835	£2.2347	£2.7360	£2.5888	£2.9859	£2.8387	£3.3383	£3.1911					
10 One hundred unit development	100	5.56	£2.06	£2.3960	£2.0678	£3.1782	£2.8600	£3.7426	£3.4287	£4.4454	£4.1317	£4.9466	£4.6328	£5.6437	£5.3338	£6.3402	£6.0303	£6.8379	£6.5280	£7.5342	£7.2243					
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£6.3286	£9.4854	£8.5940	£11.1023	£10.2109	£13.1203	£12.2289	£14.5593	£13.6679	£16.5773	£15.6859	£18.5849	£17.6939	£20.0212	£19.1362	£22.0278	£21.1427					
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£1.3125	£6.4192	£4.9725	£9.0020	£7.5677																	



Table 6.26.3: Electric Vehicle Charging (machine readable version at Appendix 11)

Electric Vehicle Charging			Sales value (£ psm):																							
BLV: PREVIOUSLY DEVELOPED LAND			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm							
Description	No of units	BLV (£ m)	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC						
1 Three unit development	3	0.20	£0.07	£0.1087	£0.1074	£0.1356	£0.1343	£0.1555	£0.1542	£0.1797	£0.1783	£0.1975	£0.1961	£0.2216	£0.2203	£0.2457	£0.2444	£0.2635	£0.2622	£0.2877	£0.2863					
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1789	£0.2260	£0.2238	£0.2592	£0.2570	£0.2994	£0.2972	£0.3291	£0.3269	£0.3693	£0.3671	£0.4096	£0.4074	£0.4392	£0.4370	£0.4795	£0.4772					
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.2379	£0.3107	£0.3071	£0.3613	£0.3578	£0.4234	£0.4199	£0.4686	£0.4651	£0.5307	£0.5272	£0.5927	£0.5892	£0.6376	£0.6341	£0.6991	£0.6956					
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2974	£0.3884	£0.3839	£0.4517	£0.4473	£0.5293	£0.5249	£0.5858	£0.5814	£0.6634	£0.6590	£0.7409	£0.7366	£0.7970	£0.7926	£0.8739	£0.8695					
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1451	£0.0673	£0.0717	£0.0150	£0.0194	£0.0576	£0.0533	£0.1092	£0.1049	£0.1816	£0.1773	£0.2497	£0.2454	£0.2935	£0.2893	£0.3579	£0.3536					
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4557	£0.5897	£0.5834	£0.6826	£0.6762	£0.7962	£0.7898	£0.8789	£0.8726	£0.9925	£0.9862	£1.1061	£1.0997	£1.1889	£1.1825	£1.3025	£1.2961					
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1439	£0.0113	£0.0026	£0.1136	£0.1049	£0.2581	£0.2494	£0.3604	£0.3517	£0.5049	£0.4962	£0.6420	£0.6333	£0.7290	£0.7204	£0.8563	£0.8478					
8 Thirty unit development	30	1.33	£0.49	£1.5158	£1.4822	£2.1604	£2.1268	£2.6425	£2.6090	£3.2871	£3.2536	£3.7693	£3.7358	£4.4139	£4.3803	£5.0585	£5.0249	£5.5407	£5.5071	£6.1851	£6.1516					
9 Fifty unit development	50	2.22	£0.82	£0.7002	£0.6789	£1.0968	£1.0754	£1.3894	£1.3679	£1.7763	£1.7549	£2.0279	£2.0065	£2.3835	£2.3622	£2.7360	£2.7146	£2.9859	£2.9647	£3.3383	£3.3172					
10 One hundred unit development	100	5.56	£2.06	£2.3960	£2.3445	£3.1782	£3.1367	£3.7426	£3.7017	£4.4454	£4.4045	£4.9466	£4.9056	£5.6437	£5.6033	£6.3402	£6.2997	£6.8379	£6.7974	£7.5342	£7.4937					
11 Three hundred unit scheme	300	16.67	£6.17	£7.2725	£7.1102	£9.4854	£9.3690	£11.1023	£10.9860	£13.1203	£13.0039	£14.5593	£14.4429	£16.5773	£16.4609	£18.5849	£18.4684	£20.0212	£19.9056	£22.0278	£21.9122					
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£2.5825	£6.4192	£6.2303	£9.0020	£8.8147	£12.2452	£12.0579	£14.5366	£14.3507	£17.7576	£17.5718	£20.9786	£20.7928	£23.2640	£23.0782	£26.4722	£26.2876					
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£6.0362	£0.2548	£0.5379	£3.5197	£3.2435	£8.2728	£7.9992	£11.5880	£11.3168	£16.2852	£16.0140	£20.9616	£20.6926	£24.2420	£23.9730	£28.9018	£28.6328					
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£8.0080	£0.4867	£0.8542	£4.4002	£4.0414	£10.5702	£10.2148	£14.8457	£14.4934	£20.9461	£20.5966	£27.0015	£26.6520	£31.2451	£30.8956	£37.2643	£36.9173					
15 One thousand, five hundred unit scheme	1,500	50.00	£18.50	£11.2871	£11.8170	£1.2099	£1.7233	£5.6007	£5.0991	£14.2554	£13.7582	£20.1865	£19.6934	£28.7150	£28.2256	£37.1914	£36.7055	£43.0592	£42.5733	£51.4837	£50.9978					
16 Two thousand, five hundred unit scheme	2,500	166.67	£61.67	£18.1762	£18.9578	£3.2769	£4.0280	£6.5336	£5.7997	£19.1636	£18.4417	£27.6298	£26.9134	£40.0195	£39.3062	£52.2986	£51.5922	£60.8553	£59.9534	£72.8258	£72.1281					
17 C2 care scheme - houses	50	1.56	£0.58	£0.8080	£0.7870	£1.1879	£1.1668	£1.4565	£1.4355	£1.7974	£1.7764	£2.0362	£2.0152	£2.3771	£2.3561	£2.7151	£2.6944	£2.9519	£2.9311	£3.2892	£3.2684					
18 C2 care scheme - flats	60	0.75	£0.28	£3.0801	£3.1066	£2.7358	£2.7622	£2.5198	£2.5462	£2.1754	£2.2019	£1.9595	£1.9860	£1.6152	£1.6416	£1.2708	£1.2973	£1.0548	£1.0813	£0.7106	£0.7370					
19 Class E (light industrial) development	-	0.14	£0.05	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835					
20 Class E (retail - convenience) development	-	0.24	£0.09	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781					
21 Class E (retail - supermarket) development	-	0.42	£0.15	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400					
22 Class E (office) development	-	0.08	£0.03	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883					
23 Class E (office) development	-	0.18	£0.07	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805					
24 Industrial (B2/B8)	-	0.83	£0.31	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011					
25 Industrial (B2/B8)	-	3.33	£1.23	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803					
26 Industrial (B2/B8)	-	0.17	£0.06	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002					
27 Hotel (town centre) 50 rooms	-	0.13	£0.05	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850	£1.0850					
28 Hotel (town centre) 75 rooms	-	0.19	£0.07	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975					
29 Hotel (town centre) 100 rooms	-	0.25	£0.09	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299					
30 Community use/leisure	-	0.08	£0.03	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731					

BLV: HIGHER GREENFIELD			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	
1 Three unit development	3	0.20	£0.07	£0.1087	£0.1074	£0.1356	£0.1343	£0.1555	£0.1542	£0.1797	£0.1783	£0.1975	£0.1961	£0.2216	£0.2203	£0.2457	£0.2444	£0.2635	£0.2622	£0.2877	£0.2863
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1789	£0.2260	£0.2238	£0.2592	£0.2570	£0.2994	£0.2972	£0.3291	£0.3269	£0.3693	£0.3671	£0.4096	£0.4074	£0.4392	£0.4370	£0.4795	£0.4772
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.2379	£0.3107	£0.3071	£0.3613	£0.3578	£0.4234	£0.4199	£0.4686	£0.4651	£0.5307	£0.5272	£0.5927	£0.5892	£0.6376	£0.6341	£0.6991	£0.6956
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2974	£0.3884	£0.3839	£0.4517	£0.4473	£0.5293	£0.5249	£0.5858	£0.5814	£0.6634	£0.6590	£0.7409	£0.7366	£0.7970	£0.7926	£0.8739	£0.8695
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1451	£0.0673	£0.0717	£0.0150	£0.0194	£0.0576	£0.0533	£0.1092	£0.1049	£0.1816	£0.1773	£0.2497	£0.2454	£0.2935	£0.2893	£0.3579	£0.3536
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4557	£0.5897	£0.5834	£0.6826	£0.6762	£0.7962	£0.7898	£0.8789	£0.8726	£0.9925	£0.9862	£1.1061	£1.0997	£1.1889	£1.1825	£1.3025	£1.2961
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1439	£0.0113	£0.0026	£0.1136	£0.1049	£0.2581	£0.2494	£0.3604	£0.3517	£0.5049	£0.4962	£0.6420	£0.6333	£0.7290	£0.7204	£0.8563	£0.8478
8 Thirty unit development	30	1.33	£0.49	£1.5158	£1.4822	£2.1604	£2.1268	£2.6425	£2.6090	£3.2871	£3.2536	£3.7693	£3.7358	£4.4139	£4.3803	£5.0585	£5.0249	£5.5407	£5.5071	£6.1851	£6.1516
9 Fifty unit development	50	2.22	£0.82	£0.7002	£0.6789	£1.0968	£1.0754	£1.3894	£1.3679	£1.7763	£1.7549	£2.0279	£2.0065	£2.3835	£2.3622	£2.7360	£2.7146	£2.9859	£2.9647	£3.3383	£3.3172
10 One hundred unit development	100	5.56	£2.06	£2.3960	£2.3445	£3.1782	£3.1367	£3.7426	£3.7017	£4.4454	£4.4045	£4.9466	£4.9056	£5.6437	£5.6033	£6.3402	£6.2997	£6.8379	£6.7974	£7.5342	£7.4937
11 Three hundred unit scheme	300	16.67	£6.17	£7.2725	£7.1102	£9.4854	£9.3690	£11.1023	£10.9860												



Table 6.26.4: Net zero carbon (operational only) (machine readable version at Appendix 11)

Net zero carbon A / X			Sales value (£ psm):																							
BLV: PREVIOUSLY DEVELOPED LAND			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm							
Description	No of units	BLV (£ m)	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X						
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0852	£0.1356	£0.1121	£0.1555	£0.1320	£0.1797	£0.1561	£0.1975	£0.1739	£0.2216	£0.1981	£0.2457	£0.2222	£0.2635	£0.2400	£0.2877	£0.2641					
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1419	£0.2260	£0.1868	£0.2592	£0.2200	£0.2994	£0.2602	£0.3291	£0.2899	£0.3693	£0.3301	£0.4096	£0.3704	£0.4392	£0.4000	£0.4795	£0.4402					
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.1738	£0.3107	£0.2480	£0.3613	£0.2987	£0.4234	£0.3607	£0.4696	£0.4059	£0.5307	£0.4680	£0.5927	£0.5301	£0.6376	£0.5753	£0.6991	£0.6373					
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2234	£0.3884	£0.3100	£0.4517	£0.3733	£0.5293	£0.4509	£0.5858	£0.5074	£0.6634	£0.5850	£0.7409	£0.6627	£0.7970	£0.7192	£0.8739	£0.7956					
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.2262	£0.0673	£0.1527	£0.0150	£0.1004	£0.0576	£0.0270	£0.1092	£0.0250	£0.1816	£0.0974	£0.2497	£0.1661	£0.2935	£0.2101	£0.3579	£0.2745					
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.3497	£0.5597	£0.4764	£0.6826	£0.5692	£0.7962	£0.6526	£0.8789	£0.7656	£0.9925	£0.8792	£1.1061	£0.9928	£1.1889	£1.0755	£1.3025	£1.1891					
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.3305	£0.0113	£0.1840	£0.1136	£0.0802	£0.2581	£0.0654	£0.3604	£0.1677	£0.5049	£0.3122	£0.6420	£0.4493	£0.7290	£0.5367	£0.8563	£0.6663					
8 Thirty unit development	30	1.33	£0.49	£1.5158	£0.8944	£2.1604	£1.5390	£2.6425	£2.0212	£3.2871	£2.6658	£3.7693	£3.1480	£4.4139	£3.7926	£5.0585	£4.4371	£5.5407	£4.9193	£6.1851	£5.5638					
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.3050	£1.0968	£0.7046	£1.3894	£0.9972	£1.7763	£1.3841	£2.0279	£1.6358	£2.3835	£1.9914	£2.7360	£2.3471	£2.9859	£2.5983	£3.3383	£2.9507					
10 One hundred unit development	100	5.56	£2.06	£2.3980	£1.6487	£3.1782	£2.4409	£3.7426	£3.0095	£4.4454	£3.7184	£4.9466	£4.2196	£5.6437	£4.9223	£6.3402	£5.6221	£6.8379	£6.1198	£7.5342	£6.8161					
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£5.1446	£9.4854	£7.4106	£11.1023	£9.0350	£13.1203	£11.0547	£14.5593	£12.4937	£16.5773	£14.5117	£18.5849	£16.5297	£20.0212	£17.9688	£22.0278	£19.9769					
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£1.0770	£8.4192	£2.6268	£9.0020	£5.2247	£12.2452	£8.4881	£14.5366	£10.7822	£17.7576	£14.0254	£20.9786	£17.2503	£23.2640	£19.5356	£26.4722	£22.7560					
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£1.5859	£0.2548	£5.9616	£3.5197	£2.0783	£8.2728	£2.7625	£11.5880	£6.1016	£16.2852	£10.8404	£20.9616	£15.5407	£24.2420	£18.8380	£28.9018	£23.5038					
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£15.2402	£0.4867	£7.8995	£4.4002	£2.8711	£10.5702	£3.4202	£14.8457	£7.7334	£20.9461	£13.8805	£27.0015	£19.9839	£31.2451	£24.2329	£37.2643	£30.2870					
15 One thousand, five hundred unit scheme	1,500	50.00	£18.50	£11.2871	£22.0636	£1.2099	£11.6392	£5.6007	£4.6180	£14.2554	£4.2410	£20.1865	£10.2345	£28.7150	£18.8435	£37.1914	£27.3812	£43.0592	£33.2720	£51.4837	£41.7334					
16 Two thousand, five hundred unit scheme	2,500	166.67	£61.67	£18.1762	£34.2742	£3.2769	£18.6244	£6.5338	£8.4486	£19.1636	£4.5836	£27.6298	£13.1526	£40.0195	£25.7042	£52.2986	£38.1030	£60.6553	£46.5050	£72.8258	£58.7559					
17 C2 care scheme - houses	50	1.56	£0.58	£0.8080	£0.4296	£1.1879	£0.6144	£1.4565	£1.0833	£1.7974	£1.4242	£2.0362	£1.6630	£2.3771	£2.0039	£2.7151	£2.3448	£2.9519	£2.5836	£3.2892	£2.9212					
18 C2 care scheme - flats	60	0.75	£0.28	£3.0801	£3.5982	£2.7356	£3.2539	£2.5198	£3.0379	£2.1754	£2.8936	£1.9595	£2.4776	£1.6152	£2.1333	£1.2706	£1.7889	£1.0548	£1.5730	£1.1106	£1.2287					
19 Class E (light industrial) development	-	0.14	£0.05	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078					
20 Class E (retail - convenience) development	-	0.24	£0.09	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730					
21 Class E (retail - supermarket) development	-	0.42	£0.15	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158					
22 Class E (office) development	-	0.08	£0.03	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815					
23 Class E (office) development	-	0.18	£0.07	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025					
24 Industrial (B2/B8)	-	0.83	£0.31	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537					
25 Industrial (B2/B8)	-	3.33	£1.23	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701					
26 Industrial (B2/B8)	-	0.17	£0.06	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507					
27 Hotel (town centre) 50 rooms	-	0.13	£0.05	£1.0850	£1.2346	£1.0850	£1.2346	£1.0850	£1.2346	£1.0850	£1.2346	£1.0850	£1.2346	£1.0850	£1.2346	£1.0850	£1.2346	£1.0850	£1.2346	£1.0850	£1.2346					
28 Hotel (town centre) 75 rooms	-	0.19	£0.07	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519					
29 Hotel (town centre) 100 rooms	-	0.25	£0.09	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692					
30 Community use/leisure	-	0.08	£0.03	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232					

BLV: HIGHER GREENFIELD			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0852	£0.1356	£0.1121	£0.1555	£0.1320	£0.1797	£0.1561	£0.1975	£0.1739	£0.2216	£0.1981	£0.2457	£0.2222	£0.2635	£0.2400	£0.2877	£0.2641
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1419	£0.2260	£0.1868	£0.2592	£0.2200	£0.2994	£0.2602	£0.3291	£0.2899	£0.3693	£0.3301	£0.4096	£0.3704	£0.4392	£0.4000	£0.4795	£0.4402
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.1738	£0.3107	£0.2480	£0.3613	£0.2987	£0.4234	£0.3607	£0.4696	£0.4059	£0.5307	£0.4680	£0.5927	£0.5301	£0.6376	£0.5753	£0.6991	£0.6373
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2234	£0.3884	£0.3100	£0.4517	£0.3733	£0.5293	£0.4509	£0.5858	£0.5074	£0.6634	£0.5850	£0.7409	£0.6627	£0.7970	£0.7192	£0.8739	£0.7956
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.2262	£0.0673	£0.1527	£0.0150	£0.1004	£0.0576	£0.0270	£0.1092	£0.0250	£0.1816	£0.0974	£0.2497	£0.1661	£0.2935	£0.2101	£0.3579	£0.2745
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.3497	£0.5597	£0.4764	£0.6826	£0.5692	£0.7962	£0.6526	£0.8789	£0.7656	£0.9925	£0.8792	£1.1061	£0.9928	£1.1889	£1.0755	£1.3025	£1.1891
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.3305	£0.0113	£0.1840	£0.1136	£0.0802	£0.2581	£0.0654	£0.3604	£0.1677	£0.5049	£0.3122	£0.6420	£0.4493	£0.7290	£0.5367	£0.8563	£0.6663
8 Thirty unit development	30	1.33	£0.49	£1.5158	£0.8944	£2.1604	£1.5390	£2.6425	£2.0212	£3.2871	£2.6658	£3.7693	£3.1480	£4.4139	£3.7926	£5.0585	£4.4371	£5.5407	£4.9193	£6.1851	£5.5638
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.3050	£1.0968	£0.7046	£1.3894	£0.9972	£1.7763	£1.3841	£2.0279	£1.6358	£2.3835	£1.9914	£2.7360	£2.3471	£2.9859	£2.5983	£3.3383	£2.9507
10 One hundred unit development	100	5.56	£2.06	£2.3980	£1.6487	£3.1782	£2.4409	£3.7426	£3.0095	£4.4454	£3.7184	£4.9466	£4.2196	£5.6437	£4.9223	£6.3402	£5.6221	£6.8379	£6.1198	£7.5342	£6.8161
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£5.144																



Table 6.26.5: Net zero carbon (operational and embodied carbon) (machine readable version at Appendix 11)

Net zero carbon B / Y		Sales value (£ psm):		£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y
<b>BLV: PREVIOUSLY DEVELOPED LAND</b>																						
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0381	£0.1356	£0.0650	£0.1555	£0.0849	£0.1797	£0.1091	£0.1975	£0.1269	£0.2216	£0.1510	£0.2457	£0.1752	£0.2635	£0.1930	£0.2877	£0.2171	£0.2471
2 Five unit development	5	0.33	£0.12	£0.1811	£0.0635	£0.2260	£0.1084	£0.2592	£0.1416	£0.2994	£0.1818	£0.3291	£0.2115	£0.3693	£0.2517	£0.4096	£0.2919	£0.4392	£0.3216	£0.4795	£0.3618	£0.3818
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.0534	£0.3107	£0.1226	£0.3613	£0.1733	£0.4234	£0.2354	£0.4696	£0.2806	£0.5307	£0.3427	£0.5927	£0.4048	£0.6376	£0.4499	£0.6991	£0.5120	£0.5120
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.0657	£0.3884	£0.1533	£0.4517	£0.2166	£0.5293	£0.2942	£0.5858	£0.3507	£0.6634	£0.4283	£0.7409	£0.5059	£0.7970	£0.5624	£0.8739	£0.6400	£0.6400
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.3889	£0.0673	£0.3245	£0.0150	£0.2714	£0.0576	£0.1978	£0.1092	£0.1455	£0.1816	£0.0729	£0.2497	£0.0024	£0.2935	£0.0418	£0.3579	£0.1067	£0.1067
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.1220	£0.5997	£0.2496	£0.6826	£0.3424	£0.7962	£0.4500	£0.8789	£0.5388	£0.9925	£0.6524	£1.1061	£0.7660	£1.1889	£0.8488	£1.3025	£0.9623	£0.9623
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.7214	£0.0113	£0.5748	£0.1136	£0.4711	£0.2581	£0.3246	£0.3604	£0.2208	£0.5049	£0.0743	£0.6420	£0.0639	£0.7290	£0.1513	£0.8563	£0.2809	£0.2809
8 Thirty unit development	30	1.33	£0.49	£1.5158	£0.3609	£2.1604	£0.2961	£2.6425	£0.7786	£3.2871	£1.4232	£3.7693	£1.9053	£4.4139	£2.5499	£5.0585	£3.1945	£5.5407	£3.6767	£6.1851	£4.3211	£4.3211
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.4974	£1.0968	£0.0900	£1.3894	£0.2075	£1.7763	£0.5995	£2.0279	£0.8514	£2.3835	£1.2070	£2.7360	£1.5627	£2.9859	£1.8144	£3.3383	£2.1700	£2.1700
10 One hundred unit development	100	5.56	£2.06	£2.3960	£0.1618	£3.1782	£0.9643	£3.7426	£1.5348	£4.4454	£2.2455	£4.9466	£2.7517	£5.6437	£3.4624	£6.3402	£4.1710	£6.8379	£4.6722	£7.5342	£5.3749	£5.3749
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£0.9375	£9.4854	£3.2308	£11.1023	£4.8664	£13.1203	£6.9015	£14.5593	£8.3468	£16.5773	£10.3793	£18.5849	£12.3985	£20.0212	£13.8376	£22.0278	£15.8552	£15.8552
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£9.0717	£8.4192	£5.1728	£9.0020	£2.4705	£12.2452	£0.8904	£14.5368	£3.2152	£17.7576	£6.4921	£20.9786	£9.7544	£23.2640	£12.0487	£26.4722	£15.2912	£15.2912
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£23.6490	£0.2548	£17.7895	£3.5197	£13.6833	£8.2728	£8.5981	£11.5880	£5.1211	£16.2852	£0.1890	£20.9616	£4.5936	£24.2420	£7.9183	£28.9018	£12.8508	£12.8508
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£31.0568	£0.4867	£23.3452	£4.4002	£17.9007	£10.5702	£11.3455	£14.8457	£6.8408	£20.9461	£0.4421	£27.0015	£5.7876	£31.2451	£10.0817	£37.2643	£16.2148	£16.2148
15 One thousand, five hundred unit scheme	1,500	50.00	£18.50	£11.2871	£44.8347	£1.2099	£33.6333	£5.6007	£25.9926	£14.2554	£16.5429	£20.1865	£10.2507	£28.7150	£1.2383	£37.1914	£7.5190	£43.0592	£13.4869	£51.4837	£22.0756	£22.0756
16 Two thousand, five hundred unit scheme	2,500	166.67	£61.67	£18.1762	£69.3603	£3.2769	£51.8300	£6.5338	£40.2738	£19.1636	£26.0085	£27.6298	£16.8761	£40.0195	£3.5778	£52.2986	£9.2676	£60.6553	£17.8028	£72.8258	£30.3017	£30.3017
17 C2 care scheme - houses	50	1.56	£0.58	£0.8080	£0.3317	£1.1879	£0.0575	£1.4565	£0.3293	£1.7974	£0.6745	£2.0362	£0.9161	£2.3771	£1.2576	£2.7151	£1.5964	£2.9519	£1.8373	£3.2892	£2.1781	£2.1781
18 C2 care scheme - flats	60	0.75	£0.28	£3.0801	£4.6346	£2.7358	£4.2901	£2.5198	£4.0741	£2.1754	£3.7298	£1.9595	£3.5139	£1.6152	£3.1695	£1.2708	£2.8252	£1.0548	£2.6092	£0.7106	£2.2649	£2.2649
19 Class E (light industrial) development	-	0.14	£0.05	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.9564
20 Class E (retail - convenience) development	-	0.24	£0.09	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.0627
21 Class E (retail - supermarket) development	-	0.42	£0.15	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.1674
22 Class E (office) development	-	0.08	£0.03	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.2883	£0.2883
23 Class E (office) development	-	0.18	£0.07	£0.4805	£1.4485	£0.4805	£1.4485	£0.4805	£1.4485	£0.4805	£1.4485	£0.4805	£1.4485	£0.4805	£1.4485	£0.4805	£1.4485	£0.4805	£1.4485	£0.4805	£1.4485	£1.4485
24 Industrial (B2/B8)	-	0.83	£0.31	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£0.7590
25 Industrial (B2/B8)	-	3.33	£1.23	£6.0903	£3.0496	£6.0903	£3.0496	£6.0903	£3.0496	£6.0903	£3.0496	£6.0903	£3.0496	£6.0903	£3.0496	£6.0903	£3.0496	£6.0903	£3.0496	£6.0903	£3.0496	£3.0496
26 Industrial (B2/B8)	-	0.17	£0.06	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.1518
27 Hotel (town centre) 50 rooms	-	0.13	£0.05	£1.0850	£1.5738	£1.0850	£1.5738	£1.0850	£1.5738	£1.0850	£1.5738	£1.0850	£1.5738	£1.0850	£1.5738	£1.0850	£1.5738	£1.0850	£1.5738	£1.0850	£1.5738	£1.5738
28 Hotel (town centre) 75 rooms	-	0.19	£0.07	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£2.3608
29 Hotel (town centre) 100 rooms	-	0.25	£0.09	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£3.1477
30 Community use/leisure	-	0.08	£0.03	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£1.1233
<b>BLV: HIGHER GREENFIELD</b>																						
Description	No of units	BLV (£ m)	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0381	£0.1356	£0.0650	£0.1555	£0.0849	£0.1797	£0.1091	£0.1975	£0.1269	£0.2216	£0.1510	£0.2457	£0.1752	£0.2635	£0.1930	£0.2877	£0.2171	£0.2171
2 Five unit development	5	0.33	£0.12	£0.1811	£0.0635	£0.2260	£0.1084	£0.2592	£0.1416	£0.2994	£0.1818	£0.3291	£0.2115	£0.3693	£0.2517	£0.4096	£0.2919	£0.4392	£0.3216	£0.4795	£0.3618	£0.3618
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.0534	£0.3107	£0.1226	£0.3613	£0.1733	£0.4234	£0.2354	£0.4696	£0.2806	£0.5307	£0.3427	£0.5927	£0.4048	£0.6376	£0.4499	£0.6991	£0.5120	£0.5120
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.0657	£0.3884	£0.1533	£0.4517	£0.2166	£0.5293	£0.2942	£0.5858	£0.3507	£0.6634	£0.4283	£0.7409	£0.5059	£0.7970	£0.5624	£0.8739	£0.6400	£0.6400
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.3889	£0.0673	£0.3245	£0.0150	£0.2714	£0.0576	£0.1978	£0.1092	£0.1455	£0.1816	£0.0729	£0.2497	£0.0024	£0.2935	£0.0418	£0.3579	£0.1067	£0.1067
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.1220	£0.5997	£0.2496	£0.6826	£0.3424	£0.7962	£0.4500	£0.8789	£0.5388	£0.9925	£0.6524	£1.1061	£0.7660	£1.1889	£0.8488	£1.3025	£0.9623	£0.9623
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.7214	£0.0113	£0.5748	£0.1136	£0.4711	£0.2581	£0.3246	£0.3604	£0.2208	£0.5049	£0.0743	£0.6420	£0.0639	£0.7290	£0.1513	£0.8563	£0.2809	£0.2809
8 Thirty unit development	30	1.33	£0.49	£1.5158	£0.3609	£2.1604	£0.2961	£2.6425	£0.7786	£3.2871	£1.4232	£3.7693	£1.9053	£4.4139	£2.5499	£5.0585	£3.1945	£5.5407	£3.6767	£6.1851	£4.3211	£4.3211
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.4974	£1.0968	£0.0900	£1.3894	£0.2075	£1.7763	£0.5995	£2.0279	£0.8514	£2.3835	£1.2070	£2.7360	£1.5627	£2.9859	£1.8144	£3.3383	£2.1	

- 6.32 Although the costs per unit for meeting M4 (3) can be relatively high on a per unit basis, these standards apply to a small percentage of units. The cost of meeting M4 (2) is relatively modest, so the combined cost taken across a whole scheme is low on a per unit basis.
- 6.33 Consequently, the results of our appraisals indicate that the impact of the requirement is modest. For example, on a 50 unit development (typology number 9) with a price point of £4,302 per square metre (the Borough median) and 40% affordable housing, the baseline residual land value is £2.03 million. When the costs of meeting the accessibility policy are incorporated, the residual land value falls to £1.88 million, a reduction of 7.4%.

#### Net Zero Carbon – operational only (scenarios A and X)

- 6.34 Net Zero Carbon scenarios A and X assume a cost uplift of 5% of build costs for residential and 5% for non-residential, as noted in paragraphs 4.16 to 4.18. These allowances address operational emissions only. Emerging work from other authorities (as noted in paragraphs 4.16 to 4.18) confirms that the solutions underlying these costs are capable of achieving net zero carbon standard. The residual land values for these two scenarios are summarised in Table 6.25.4. Table 6.34.1 provides a summary of the change in residual land values for schemes assuming a price point of £4,302 per square metre (the Borough median), which indicates that the reduction in residual land values is typically circa 15%, but with higher reductions on larger schemes, and C2 care schemes and office developments.

**Table 6.34.1: Percentage change in residual land values with NZC operational only cost allowances**

	Description	No of units	Site area ha	Baseline residual value £m	Residual reflecting NZC A+X £m	% change
1	Three unit development	3	0.20	£0.197	£0.174	11.91%
2	Five unit development	5	0.33	£0.329	£0.290	11.91%
3	Eight unit development	8	0.53	£0.469	£0.406	13.38%
4	Ten unit development	10	0.53	£0.586	£0.507	13.38%
5	Ten unit development (flats)	10	0.13	£0.109	£0.025	77.12%
6	Fifteen unit development	15	0.80	£0.879	£0.766	12.90%
7	Twenty unit development (flats)	20	0.27	£0.360	£0.168	53.47%
8	Thirty unit development	30	1.33	£3.769	£3.148	16.48%
9	Fifty unit development	50	2.22	£2.028	£1.636	19.34%
10	One hundred unit development	100	5.56	£4.947	£4.220	14.70%
11	Three hundred unit scheme	300	16.67	£14.559	£12.494	14.19%
12	Five hundred unit scheme	500	20.83	£8.204	£4.390	46.49%
13	Seven-hundred and fifty unit scheme	750	31.25	£11.588	£6.102	47.35%
14	One thousand unit scheme	1,000	41.67	£14.846	£7.733	47.91%
15	One thousand, five hundred unit scheme	1,500	50.00	£20.187	£10.234	49.30%
16	Two thousand, five hundred unit scheme	2,500	166.67	£27.630	£13.153	52.40%
17	C2 care scheme - houses	50	1.56	£2.036	£1.663	18.33%
18	C2 care scheme - flats	60	0.75	£-1.960	£-2.478	26.44%
19	Class E (light industrial) development	-	0.14	£-0.583	£-0.708	21.31%
20	Class E (retail - convenience) development	-	0.24	£0.678	£0.473	30.25%
21	Class E (retail - supermarket) development	-	0.42	£1.840	£1.616	12.19%
22	Class E (office) development	-	0.08	£-0.288	£-0.481	67.03%



	Description	No of units	Site area ha	Baseline residual value £m	Residual reflecting NZC A+X £m	% change
23	Class E (office) development	-	0.18	-£0.480	-£0.802	67.02%
24	Industrial (B2/B8)	-	0.83	£1.501	£1.254	16.48%
25	Industrial (B2/B8)	-	3.33	£6.080	£5.070	16.61%
26	Industrial (B2/B8)	-	0.17	£0.300	£0.251	16.48%
27	Hotel (town centre) 50 rooms	-	0.13	-£1.065	-£1.235	15.93%
28	Hotel (town centre) 75 rooms	-	0.19	-£1.597	-£1.852	15.93%
29	Hotel (town centre) 100 rooms	-	0.25	-£2.130	-£2.469	15.93%
30	Community use/leisure	-	0.08	-£0.673	-£0.823	22.30%

6.35 In some cases, the impact of the additional cost is significant, but this is where the starting residual land value is very low. In the main, the impact equates to a reduction in residual land value of circa 15% to 20%. This reduction is unlikely, by itself, to have any significant impact on the deliverability of developments.

#### Net Zero Carbon – operational and embodied carbon (scenarios B and Y)

6.36 Net Zero Carbon scenarios B and Y seek assume a cost uplift of 15% of build costs for both residential and non-residential to address both operational and embodied carbon, as noted in paragraphs 4.16 to 4.19. The residual land values for these two scenarios are summarised in Table 6.25.5. Table 6.36.1 provides a summary of the change in residual land values for schemes assuming a Borough-median price point of £4,302 per square metre.

**Table 6.36.1: Percentage change in residual land values with cost allowances for NZC operational and embodied carbon**

	Description	No of units	Site area ha	Baseline residual value £m	Residual reflecting NZC B+Y £m	% change
1	Three unit development	3	0.20	£0.197	£0.127	35.74%
2	Five unit development	5	0.33	£0.329	£0.211	35.74%
3	Eight unit development	8	0.53	£0.469	£0.281	40.13%
4	Ten unit development	10	0.53	£0.586	£0.351	40.13%
5	Ten unit development (flats)	10	0.13	£0.109	-£0.145	233.22%
6	Fifteen unit development	15	0.80	£0.879	£0.539	38.70%
7	Twenty unit development (flats)	20	0.27	£0.360	-£0.221	161.27%
8	Thirty unit development	30	1.33	£3.769	£1.905	49.45%
9	Fifty unit development	50	2.22	£2.028	£0.851	58.02%
10	One hundred unit development	100	5.56	£4.947	£2.752	44.37%
11	Three hundred unit scheme	300	16.67	£14.559	£8.347	42.67%
12	Five hundred unit scheme	500	20.83	£8.204	-£3.391	141.33%
13	Seven-hundred and fifty unit scheme	750	31.25	£11.588	-£5.121	144.19%
14	One thousand unit scheme	1,000	41.67	£14.846	-£6.841	146.08%
15	One thousand, five hundred unit scheme	1,500	50.00	£20.187	-£10.251	150.78%
16	Two thousand, five hundred unit scheme	2,500	166.67	£27.630	-£16.876	161.08%
17	C2 care scheme - houses	50	1.56	£2.036	£0.916	55.01%
18	C2 care scheme - flats	60	0.75	-£1.960	-£3.514	79.32%



	Description	No of units	Site area ha	Baseline residual value £m	Residual reflecting NZC B+Y £m	% change
19	Class E (light industrial) development	-	0.14	-£0.583	-£0.956	63.93%
20	Class E (retail - convenience) development	-	0.24	£0.678	£0.063	90.76%
21	Class E (retail - supermarket) development	-	0.42	£1.840	£1.167	36.56%
22	Class E (office) development	-	0.08	-£0.288	-£0.868	201.08%
23	Class E (office) development	-	0.18	-£0.480	-£1.447	201.07%
24	Industrial (B2/B8)	-	0.83	£1.501	£0.759	49.43%
25	Industrial (B2/B8)	-	3.33	£6.080	£3.050	49.84%
26	Industrial (B2/B8)	-	0.17	£0.300	£0.152	49.43%
27	Hotel (town centre) 50 rooms	-	0.13	-£1.065	-£1.574	47.78%
28	Hotel (town centre) 75 rooms	-	0.19	-£1.597	-£2.361	47.78%
29	Hotel (town centre) 100 rooms	-	0.25	-£2.130	-£3.148	47.78%
30	Community use/leisure	-	0.08	-£0.673	-£1.123	66.89%

6.37 The impact of this scenario on the residual land values is significantly higher than operational only carbon emissions, with a typical reduction of between circa 40% to 50% from the baseline residuals. However, it should be noted that many schemes that were viable before the additional costs are applied remain viable after the requirement has been applied. However, as noted at paragraph 4.19, the cost of achieving net zero carbon in relation to embodied carbon is a matter of some debate and some specialists advise that there is a neutral cost. The results here are therefore a worst-case scenario and could potentially be disregarded in favour of the results from Table 6.34.1.

### Cumulative impact of emerging policies

6.38 In addition to testing the emerging policies individually, we have also tested their cumulative impact on the residual land values generated by the development typologies. This introduces the policies individually so their cumulative impact can be seen, in the following order: EV charging; BNG; Accessibility; NZC scenarios A and X (operational carbon only); and NZC scenarios B and Y (both operational and embodied carbon). The results are summarised in a similar format to the other tables, showing the impact of policies at each price point (£3,567 to £5,036 per square metre) and also comparing the residual land values to each of the three benchmark land values. The results are summarised in tables 6.38.1 to 6.38.9.

6.39 In these tables, the column headed “baseline” shows the residual land value assuming 40% affordable housing and other adopted Plan policies. The columns to the right then apply the emerging policies which are identified as having a cost impact on a cumulative basis. Where cells are green, the residual land value is higher than the relevant benchmark land value (all three benchmarks are tested). Conversely, where the cells are shaded red, the residual land value is lower than the benchmark land value.

6.40 The results present a mixed outcome, with high levels of viability against benchmark land values 2 and 3 (higher and lower greenfield land value respectively) in most areas, although schemes which includes flats are less viable. In these situations, some flexibility in terms of affordable housing tenures or overall percentages may be required for schemes to come forward. We note that this flexibility is already reflected in the Council’s Affordable Housing SPD.

There are a number of cases where viable schemes become unviable when the costs of embodied carbon are factored into the appraisals. This is unsurprising, given that the additional cost equates to 15% of base constructions costs, compared to a 5% cost uplift for operational carbon only. The costs of addressing embodied carbon are likely to reduce over time as developers invest more in technical solutions. Furthermore, as noted previously, the costs of addressing embodied carbon are a matter of debate, with some specialists advising a neutral cost. However, the Council may wish to proceed with caution in relation to embodied carbon until more evidence becomes available.

**Table 6.38.1: Cumulative impact of policies – price point of £3,567 per square metre (machine readable version at Appendix 12)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING Aff Hsg: 40%  
Mkt value: £3,567 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	108,685	107,360	101,371	91,218	66,883	18,214
2	Five unit development	5	250,000	181,142	178,933	168,951	152,030	111,472	30,357
3	Eight unit development	8	400,000	241,445	237,914	221,957	194,905	130,066	391
4	Ten unit development	10	400,000	301,807	297,392	277,446	243,630	162,583	489
5	Ten unit development (flats)	10	100,000	-140,770	-145,131	-166,872	-189,969	-278,136	-455,522
6	Fifteen unit development	15	600,000	463,076	456,688	427,826	378,894	261,618	25,247
7	Twenty unit development (flats)	20	200,000	-135,056	-143,875	-194,401	-241,102	-441,367	-641,689
8	Thirty unit development	78	1,000,000	1,515,770	1,482,237	1,324,081	1,100,739	460,340	-845,557
9	Fifty unit development	50	1,666,667	700,268	678,859	579,027	428,738	18,379	-813,693
10	One hundred unit development	100	4,166,667	2,386,033	2,344,492	2,156,805	1,838,608	1,075,971	-476,958
11	Three hundred unit scheme	300	12,500,000	7,227,508	7,110,155	6,579,949	5,681,060	3,517,261	-873,449
12	Five hundred unit scheme	500	15,625,000	2,773,199	2,582,505	1,808,555	147,883	-3,904,703	-12,296,959
13	Seven-hundred and fifty unit scheme	750	23,437,500	-5,751,958	-6,038,238	-7,513,141	-9,738,204	-15,891,988	-28,377,996
14	One thousand unit scheme	1,000	31,250,000	-7,632,232	-8,008,037	-9,927,424	-12,828,593	-20,868,906	-37,267,405
15	One thousand, five hundred unit scheme	1,500	37,500,000	-11,287,130	-11,816,974	-14,523,103	-18,635,416	-30,115,084	-53,808,312
16	Two thousand, five hundred unit scheme	2,500	125,000,000	-18,176,212	-18,957,773	-22,980,590	-29,118,502	-46,570,749	-83,253,580
17	C2 care scheme - houses	50	1,171,875	808,035	786,963	690,629	527,307	135,866	-660,255
18	C2 care scheme - flats	60	562,500	-3,080,115	-3,106,562	-3,238,446	-3,378,547	-3,910,263	-4,973,694
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 2: Higher Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	108,685	107,360	101,371	91,218	66,883	18,214
2	Five unit development	5	123,333	181,142	178,933	168,951	152,030	111,472	30,357
3	Eight unit development	8	197,333	241,445	237,914	221,957	194,905	130,066	391
4	Ten unit development	10	197,333	301,807	297,392	277,446	243,630	162,583	489
5	Ten unit development (flats)	10	49,333	-140,770	-145,131	-166,872	-189,969	-278,136	-455,522
6	Fifteen unit development	15	296,000	463,076	456,688	427,826	378,894	261,618	25,247
7	Twenty unit development (flats)	20	98,667	-135,056	-143,875	-194,401	-241,102	-441,367	-641,689
8	Thirty unit development	78	493,333	1,515,770	1,482,237	1,324,081	1,100,739	460,340	-845,557
9	Fifty unit development	50	822,222	700,268	678,859	579,027	428,738	18,379	-813,693
10	One hundred unit development	100	2,055,556	2,386,033	2,344,492	2,156,805	1,838,608	1,075,971	-476,958
11	Three hundred unit scheme	300	6,166,667	7,227,508	7,110,155	6,579,949	5,681,060	3,517,261	-873,449
12	Five hundred unit scheme	500	7,708,333	2,773,199	2,582,505	1,808,555	147,883	-3,904,703	-12,296,959
13	Seven-hundred and fifty unit scheme	750	11,562,500	-5,751,958	-6,038,238	-7,513,141	-9,738,204	-15,891,988	-28,377,996
14	One thousand unit scheme	1,000	15,416,667	-7,632,232	-8,008,037	-9,927,424	-12,828,593	-20,868,906	-37,267,405
15	One thousand, five hundred unit scheme	1,500	18,500,000	-11,287,130	-11,816,974	-14,523,103	-18,635,416	-30,115,084	-53,808,312
16	Two thousand, five hundred unit scheme	2,500	61,666,667	-18,176,212	-18,957,773	-22,980,590	-29,118,502	-46,570,749	-83,253,580
17	C2 care scheme - houses	50	578,125	808,035	786,963	690,629	527,307	135,866	-660,255
18	C2 care scheme - flats	60	277,500	-3,080,115	-3,106,562	-3,238,446	-3,378,547	-3,910,263	-4,973,694
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 3: Lower Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	108,685	107,360	101,371	91,218	66,883	18,214
2	Five unit development	5	83,333	181,142	178,933	168,951	152,030	111,472	30,357
3	Eight unit development	8	133,333	241,445	237,914	221,957	194,905	130,066	391
4	Ten unit development	10	133,333	301,807	297,392	277,446	243,630	162,583	489
5	Ten unit development (flats)	10	33,333	-140,770	-145,131	-166,872	-189,969	-278,136	-455,522
6	Fifteen unit development	15	200,000	463,076	456,688	427,826	378,894	261,618	25,247
7	Twenty unit development (flats)	20	66,667	-135,056	-143,875	-194,401	-241,102	-441,367	-641,689
8	Thirty unit development	78	333,333	1,515,770	1,482,237	1,324,081	1,100,739	460,340	-845,557
9	Fifty unit development	50	555,556	700,268	678,859	579,027	428,738	18,379	-813,693
10	One hundred unit development	100	1,388,889	2,386,033	2,344,492	2,156,805	1,838,608	1,075,971	-476,958
11	Three hundred unit scheme	300	4,166,667	7,227,508	7,110,155	6,579,949	5,681,060	3,517,261	-873,449
12	Five hundred unit scheme	500	5,208,333	2,773,199	2,582,505	1,808,555	147,883	-3,904,703	-12,296,959
13	Seven-hundred and fifty unit scheme	750	7,812,500	-5,751,958	-6,038,238	-7,513,141	-9,738,204	-15,891,988	-28,377,996
14	One thousand unit scheme	1,000	10,416,667	-7,632,232	-8,008,037	-9,927,424	-12,828,593	-20,868,906	-37,267,405
15	One thousand, five hundred unit scheme	1,500	12,500,000	-11,287,130	-11,816,974	-14,523,103	-18,635,416	-30,115,084	-53,808,312
16	Two thousand, five hundred unit scheme	2,500	41,666,667	-18,176,212	-18,957,773	-22,980,590	-29,118,502	-46,570,749	-83,253,580
17	C2 care scheme - houses	50	390,625	808,035	786,963	690,629	527,307	135,866	-660,255
18	C2 care scheme - flats	60	187,500	-3,080,115	-3,106,562	-3,238,446	-3,378,547	-3,910,263	-4,973,694
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



**Table 6.38.2: Cumulative impact of policies – price point of £3,751 per square metre (machine readable version at Appendix 12)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING Aff Hsg: 40%  
Mkt value: £3,751 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	135,604	134,279	128,290	118,137	93,802	45,133
2	Five unit development	5	250,000	226,007	223,797	213,817	196,894	156,337	75,222
3	Eight unit development	8	400,000	310,680	307,149	291,192	264,140	199,302	89,627
4	Ten unit development	10	400,000	388,350	383,936	363,990	330,174	249,127	87,033
5	Ten unit development (flats)	10	100,000	-67,330	-71,691	-93,432	-116,528	-204,183	-381,056
6	Fifteen unit development	15	600,000	589,748	583,359	554,497	505,566	388,289	153,038
7	Twenty unit development (flats)	20	200,000	11,322	2,626	-47,862	-94,562	-294,827	-695,359
8	Thirty unit development	78	1,000,000	2,160,359	2,126,826	1,968,671	1,745,327	1,104,929	-184,282
9	Fifty unit development	50	1,666,667	1,096,841	1,075,411	975,580	826,625	420,102	-406,286
10	One hundred unit development	100	4,166,667	3,178,201	3,136,660	2,948,973	2,630,776	1,668,139	352,203
11	Three hundred unit scheme	300	12,500,000	9,485,424	9,369,049	8,843,260	7,947,108	5,792,699	1,450,588
12	Five hundred unit scheme	500	15,625,000	6,419,216	6,230,342	5,265,683	3,818,949	-121,989	-8,522,914
13	Seven-hundred and fifty unit scheme	750	23,437,500	-254,776	-537,877	-1,983,787	-4,158,714	-10,128,418	-22,518,454
14	One thousand unit scheme	1,000	31,250,000	-486,667	-854,183	-2,731,234	-5,559,837	-13,330,389	-29,555,935
15	One thousand, five hundred unit scheme	1,500	37,500,000	-1,209,680	-1,723,342	-4,359,366	-8,339,021	-19,314,660	-42,606,694
16	Two thousand, five hundred unit scheme	2,500	125,000,000	-3,276,944	-4,028,037	-7,896,219	-13,746,665	-30,038,162	-65,723,302
17	C2 care scheme - houses	50	1,171,875	1,187,854	1,166,830	1,071,840	910,797	520,427	-266,169
18	C2 care scheme - flats	60	562,500	-2,735,766	-2,762,214	-2,894,099	-3,034,199	-3,565,914	-4,629,347
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,260,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 2: Higher Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	135,604	134,279	128,290	118,137	93,802	45,133
2	Five unit development	5	123,333	226,007	223,797	213,817	196,894	156,337	75,222
3	Eight unit development	8	197,333	310,680	307,149	291,192	264,140	199,302	89,627
4	Ten unit development	10	197,333	388,350	383,936	363,990	330,174	249,127	87,033
5	Ten unit development (flats)	10	49,333	-67,330	-71,691	-93,432	-116,528	-204,183	-381,056
6	Fifteen unit development	15	296,000	589,748	583,359	554,497	505,566	388,289	153,038
7	Twenty unit development (flats)	20	98,667	11,322	2,626	-47,862	-94,562	-294,827	-695,359
8	Thirty unit development	78	493,333	2,160,359	2,126,826	1,968,671	1,745,327	1,104,929	-184,282
9	Fifty unit development	50	822,222	1,096,841	1,075,411	975,580	826,625	420,102	-406,286
10	One hundred unit development	100	2,055,556	3,178,201	3,136,660	2,948,973	2,630,776	1,668,139	352,203
11	Three hundred unit scheme	300	6,166,667	9,485,424	9,369,049	8,843,260	7,947,108	5,792,699	1,450,588
12	Five hundred unit scheme	500	7,708,333	6,419,216	6,230,342	5,265,683	3,818,949	-121,989	-8,522,914
13	Seven-hundred and fifty unit scheme	750	11,562,500	-254,776	-537,877	-1,983,787	-4,158,714	-10,128,418	-22,518,454
14	One thousand unit scheme	1,000	15,416,667	-486,667	-854,183	-2,731,234	-5,559,837	-13,330,389	-29,555,935
15	One thousand, five hundred unit scheme	1,500	18,500,000	-1,209,680	-1,723,342	-4,359,366	-8,339,021	-19,314,660	-42,606,694
16	Two thousand, five hundred unit scheme	2,500	61,666,667	-3,276,944	-4,028,037	-7,896,219	-13,746,665	-30,038,162	-65,723,302
17	C2 care scheme - houses	50	578,125	1,187,854	1,166,830	1,071,840	910,797	520,427	-266,169
18	C2 care scheme - flats	60	277,500	-2,735,766	-2,762,214	-2,894,099	-3,034,199	-3,565,914	-4,629,347
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,260,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 3: Lower Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	135,604	134,279	128,290	118,137	93,802	45,133
2	Five unit development	5	83,333	226,007	223,797	213,817	196,894	156,337	75,222
3	Eight unit development	8	133,333	310,680	307,149	291,192	264,140	199,302	89,627
4	Ten unit development	10	133,333	388,350	383,936	363,990	330,174	249,127	87,033
5	Ten unit development (flats)	10	33,333	-67,330	-71,691	-93,432	-116,528	-204,183	-381,056
6	Fifteen unit development	15	200,000	589,748	583,359	554,497	505,566	388,289	153,038
7	Twenty unit development (flats)	20	66,667	11,322	2,626	-47,862	-94,562	-294,827	-695,359
8	Thirty unit development	78	333,333	2,160,359	2,126,826	1,968,671	1,745,327	1,104,929	-184,282
9	Fifty unit development	50	555,556	1,096,841	1,075,411	975,580	826,625	420,102	-406,286
10	One hundred unit development	100	1,388,889	3,178,201	3,136,660	2,948,973	2,630,776	1,668,139	352,203
11	Three hundred unit scheme	300	4,166,667	9,485,424	9,369,049	8,843,260	7,947,108	5,792,699	1,450,588
12	Five hundred unit scheme	500	5,208,333	6,419,216	6,230,342	5,265,683	3,818,949	-121,989	-8,522,914
13	Seven-hundred and fifty unit scheme	750	7,812,500	-254,776	-537,877	-1,983,787	-4,158,714	-10,128,418	-22,518,454
14	One thousand unit scheme	1,000	10,416,667	-486,667	-854,183	-2,731,234	-5,559,837	-13,330,389	-29,555,935
15	One thousand, five hundred unit scheme	1,500	12,500,000	-1,209,680	-1,723,342	-4,359,366	-8,339,021	-19,314,660	-42,606,694
16	Two thousand, five hundred unit scheme	2,500	41,666,667	-3,276,944	-4,028,037	-7,896,219	-13,746,665	-30,038,162	-65,723,302
17	C2 care scheme - houses	50	390,625	1,187,854	1,166,830	1,071,840	910,797	520,427	-266,169
18	C2 care scheme - flats	60	187,500	-2,735,766	-2,762,214	-2,894,099	-3,034,199	-3,565,914	-4,629,347
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,260,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



**Table 6.38.3: Cumulative impact of policies – price point of £3,934 per square metre (machine readable version at Appendix 12)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING Aff Hsg: 40%  
Mkt value: £3,934 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	155,527	154,202	148,213	138,060	113,726	65,057
2	Five unit development	5	250,000	259,213	257,004	247,023	230,101	189,544	108,428
3	Eight unit development	8	400,000	361,339	357,808	341,851	314,799	249,961	120,286
4	Ten unit development	10	400,000	451,674	447,259	427,314	393,498	312,451	150,357
5	Ten unit development (flats)	10	100,000	-15,006	-19,366	-41,108	-64,204	-151,859	-328,002
6	Fifteen unit development	15	600,000	682,564	676,176	647,314	598,382	481,105	246,513
7	Twenty unit development (flats)	20	200,000	113,621	104,928	55,108	9,058	-191,080	-591,611
8	Thirty unit development	78	1,000,000	2,642,548	2,609,014	2,450,859	2,227,516	1,587,118	305,639
9	Fifty unit development	50	1,666,667	1,389,379	1,367,950	1,268,118	1,119,163	714,530	-105,859
10	One hundred unit development	100	4,166,667	3,742,649	3,701,688	3,516,620	3,199,432	2,436,795	908,070
11	Three hundred unit scheme	300	12,500,000	11,102,330	10,985,956	10,480,165	9,588,765	7,417,060	3,088,673
12	Five hundred unit scheme	500	15,625,000	9,001,977	8,814,729	7,858,374	6,414,128	2,494,928	-5,567,393
13	Seven-hundred and fifty unit scheme	750	23,437,500	3,519,736	3,243,475	1,832,497	-295,486	-6,186,039	-18,388,097
14	One thousand unit scheme	1,000	31,250,000	4,400,180	4,041,443	2,209,228	-556,660	-8,208,647	-24,143,939
15	One thousand, five hundred unit scheme	1,500	37,500,000	5,600,699	5,099,118	2,533,450	-1,363,696	-12,139,143	-34,832,180
16	Two thousand, five hundred unit scheme	2,500	125,000,000	6,533,771	5,799,745	2,050,773	-3,674,123	-19,551,115	-53,831,629
17	C2 care scheme - houses	50	1,171,875	1,456,513	1,435,488	1,340,497	1,179,454	792,275	9,395
18	C2 care scheme - flats	60	562,500	-2,519,794	-2,546,243	-2,678,126	-2,818,226	-3,349,943	-4,413,374
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 2: Higher Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	155,527	154,202	148,213	138,060	113,726	65,057
2	Five unit development	5	123,333	259,213	257,004	247,023	230,101	189,544	108,428
3	Eight unit development	8	197,333	361,339	357,808	341,851	314,799	249,961	120,286
4	Ten unit development	10	197,333	451,674	447,259	427,314	393,498	312,451	150,357
5	Ten unit development (flats)	10	49,333	-15,006	-19,366	-41,108	-64,204	-151,859	-328,002
6	Fifteen unit development	15	296,000	682,564	676,176	647,314	598,382	481,105	246,513
7	Twenty unit development (flats)	20	98,667	113,621	104,928	55,108	9,058	-191,080	-591,611
8	Thirty unit development	78	493,333	2,642,548	2,609,014	2,450,859	2,227,516	1,587,118	305,639
9	Fifty unit development	50	822,222	1,389,379	1,367,950	1,268,118	1,119,163	714,530	-105,859
10	One hundred unit development	100	2,055,556	3,742,649	3,701,688	3,516,620	3,199,432	2,436,795	908,070
11	Three hundred unit scheme	300	6,166,667	11,102,330	10,985,956	10,480,165	9,588,765	7,417,060	3,088,673
12	Five hundred unit scheme	500	7,708,333	9,001,977	8,814,729	7,858,374	6,414,128	2,494,928	-5,567,393
13	Seven-hundred and fifty unit scheme	750	11,562,500	3,519,736	3,243,475	1,832,497	-295,486	-6,186,039	-18,388,097
14	One thousand unit scheme	1,000	15,416,667	4,400,180	4,041,443	2,209,228	-556,660	-8,208,647	-24,143,939
15	One thousand, five hundred unit scheme	1,500	18,500,000	5,600,699	5,099,118	2,533,450	-1,363,696	-12,139,143	-34,832,180
16	Two thousand, five hundred unit scheme	2,500	61,666,667	6,533,771	5,799,745	2,050,773	-3,674,123	-19,551,115	-53,831,629
17	C2 care scheme - houses	50	578,125	1,456,513	1,435,488	1,340,497	1,179,454	792,275	9,395
18	C2 care scheme - flats	60	277,500	-2,519,794	-2,546,243	-2,678,126	-2,818,226	-3,349,943	-4,413,374
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 3: Lower Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	155,527	154,202	148,213	138,060	113,726	65,057
2	Five unit development	5	83,333	259,213	257,004	247,023	230,101	189,544	108,428
3	Eight unit development	8	133,333	361,339	357,808	341,851	314,799	249,961	120,286
4	Ten unit development	10	133,333	451,674	447,259	427,314	393,498	312,451	150,357
5	Ten unit development (flats)	10	33,333	-15,006	-19,366	-41,108	-64,204	-151,859	-328,002
6	Fifteen unit development	15	200,000	682,564	676,176	647,314	598,382	481,105	246,513
7	Twenty unit development (flats)	20	66,667	113,621	104,928	55,108	9,058	-191,080	-591,611
8	Thirty unit development	78	333,333	2,642,548	2,609,014	2,450,859	2,227,516	1,587,118	305,639
9	Fifty unit development	50	555,556	1,389,379	1,367,950	1,268,118	1,119,163	714,530	-105,859
10	One hundred unit development	100	1,388,889	3,742,649	3,701,688	3,516,620	3,199,432	2,436,795	908,070
11	Three hundred unit scheme	300	4,166,667	11,102,330	10,985,956	10,480,165	9,588,765	7,417,060	3,088,673
12	Five hundred unit scheme	500	5,208,333	9,001,977	8,814,729	7,858,374	6,414,128	2,494,928	-5,567,393
13	Seven-hundred and fifty unit scheme	750	7,812,500	3,519,736	3,243,475	1,832,497	-295,486	-6,186,039	-18,388,097
14	One thousand unit scheme	1,000	10,416,667	4,400,180	4,041,443	2,209,228	-556,660	-8,208,647	-24,143,939
15	One thousand, five hundred unit scheme	1,500	12,500,000	5,600,699	5,099,118	2,533,450	-1,363,696	-12,139,143	-34,832,180
16	Two thousand, five hundred unit scheme	2,500	41,666,667	6,533,771	5,799,745	2,050,773	-3,674,123	-19,551,115	-53,831,629
17	C2 care scheme - houses	50	390,625	1,456,513	1,435,488	1,340,497	1,179,454	792,275	9,395
18	C2 care scheme - flats	60	187,500	-2,519,794	-2,546,243	-2,678,126	-2,818,226	-3,349,943	-4,413,374
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



**Table 6.38.4: Cumulative impact of policies – price point of £4,118 per square metre (machine readable version at Appendix 12)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING Aff Hsg: 40%  
Mkt value: £4,118 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	179,668	178,343	172,354	162,201	137,866	89,197
2	Five unit development	5	250,000	299,447	297,238	287,256	270,335	229,777	148,662
3	Eight unit development	8	400,000	423,437	419,905	403,948	376,896	312,059	182,383
4	Ten unit development	10	400,000	529,297	524,882	504,936	471,120	390,073	227,979
5	Ten unit development (flats)	10	100,000	57,618	53,319	31,881	9,107	-78,419	-253,730
6	Fifteen unit development	15	600,000	796,158	789,770	760,908	711,976	594,699	360,145
7	Twenty unit development (flats)	20	200,000	258,116	249,424	199,602	153,553	-44,539	-445,071
8	Thirty unit development	78	1,000,000	3,287,137	3,253,604	3,095,448	2,872,105	2,231,707	950,909
9	Fifty unit development	50	1,666,667	1,776,307	1,754,878	1,655,046	1,506,091	1,101,459	287,598
10	One hundred unit development	100	4,166,667	4,445,446	4,404,485	4,219,417	3,905,660	3,147,468	1,622,194
11	Three hundred unit scheme	300	12,500,000	13,120,310	13,003,936	12,478,146	11,586,745	9,449,517	5,139,160
12	Five hundred unit scheme	500	15,625,000	12,245,181	12,057,932	11,101,576	9,667,296	5,773,645	-2,151,612
13	Seven-hundred and fifty unit scheme	750	23,437,500	8,272,841	7,999,227	6,601,774	4,502,250	-1,249,746	-13,173,372
14	One thousand unit scheme	1,000	31,250,000	10,570,210	10,214,836	8,399,812	5,677,749	-1,791,569	-17,311,485
15	One thousand, five hundred unit scheme	1,500	37,500,000	14,255,379	13,758,167	11,218,624	7,399,783	-3,077,923	-25,003,021
16	Two thousand, five hundred unit scheme	2,500	125,000,000	19,163,634	18,441,705	14,754,523	9,187,715	-6,150,048	-38,658,635
17	C2 care scheme - houses	50	1,171,875	1,797,394	1,776,369	1,681,378	1,520,335	1,134,357	354,564
18	C2 care scheme - flats	60	562,500	-2,175,445	-2,201,894	-2,333,778	-2,473,878	-3,005,595	-4,069,026
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,605
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 2: Higher Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	179,668	178,343	172,354	162,201	137,866	89,197
2	Five unit development	5	123,333	299,447	297,238	287,256	270,335	229,777	148,662
3	Eight unit development	8	197,333	423,437	419,905	403,948	376,896	312,059	182,383
4	Ten unit development	10	197,333	529,297	524,882	504,936	471,120	390,073	227,979
5	Ten unit development (flats)	10	49,333	57,618	53,319	31,881	9,107	-78,419	-253,730
6	Fifteen unit development	15	296,000	796,158	789,770	760,908	711,976	594,699	360,145
7	Twenty unit development (flats)	20	98,667	258,116	249,424	199,602	153,553	-44,539	-445,071
8	Thirty unit development	78	493,333	3,287,137	3,253,604	3,095,448	2,872,105	2,231,707	950,909
9	Fifty unit development	50	822,222	1,776,307	1,754,878	1,655,046	1,506,091	1,101,459	287,598
10	One hundred unit development	100	2,055,556	4,445,446	4,404,485	4,219,417	3,905,660	3,147,468	1,622,194
11	Three hundred unit scheme	300	6,166,667	13,120,310	13,003,936	12,478,146	11,586,745	9,449,517	5,139,160
12	Five hundred unit scheme	500	7,708,333	12,245,181	12,057,932	11,101,576	9,667,296	5,773,645	-2,151,612
13	Seven-hundred and fifty unit scheme	750	11,562,500	8,272,841	7,999,227	6,601,774	4,502,250	-1,249,746	-13,173,372
14	One thousand unit scheme	1,000	15,416,667	10,570,210	10,214,836	8,399,812	5,677,749	-1,791,569	-17,311,485
15	One thousand, five hundred unit scheme	1,500	18,500,000	14,255,379	13,758,167	11,218,624	7,399,783	-3,077,923	-25,003,021
16	Two thousand, five hundred unit scheme	2,500	61,666,667	19,163,634	18,441,705	14,754,523	9,187,715	-6,150,048	-38,658,635
17	C2 care scheme - houses	50	578,125	1,797,394	1,776,369	1,681,378	1,520,335	1,134,357	354,564
18	C2 care scheme - flats	60	277,500	-2,175,445	-2,201,894	-2,333,778	-2,473,878	-3,005,595	-4,069,026
19	Class E (light industrial) development	-	52,875	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,605
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 3: Lower Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	179,668	178,343	172,354	162,201	137,866	89,197
2	Five unit development	5	83,333	299,447	297,238	287,256	270,335	229,777	148,662
3	Eight unit development	8	133,333	423,437	419,905	403,948	376,896	312,059	182,383
4	Ten unit development	10	133,333	529,297	524,882	504,936	471,120	390,073	227,979
5	Ten unit development (flats)	10	33,333	57,618	53,319	31,881	9,107	-78,419	-253,730
6	Fifteen unit development	15	200,000	796,158	789,770	760,908	711,976	594,699	360,145
7	Twenty unit development (flats)	20	66,667	258,116	249,424	199,602	153,553	-44,539	-445,071
8	Thirty unit development	78	333,333	3,287,137	3,253,604	3,095,448	2,872,105	2,231,707	950,909
9	Fifty unit development	50	555,556	1,776,307	1,754,878	1,655,046	1,506,091	1,101,459	287,598
10	One hundred unit development	100	1,388,889	4,445,446	4,404,485	4,219,417	3,905,660	3,147,468	1,622,194
11	Three hundred unit scheme	300	4,166,667	13,120,310	13,003,936	12,478,146	11,586,745	9,449,517	5,139,160
12	Five hundred unit scheme	500	5,208,333	12,245,181	12,057,932	11,101,576	9,667,296	5,773,645	-2,151,612
13	Seven-hundred and fifty unit scheme	750	7,812,500	8,272,841	7,999,227	6,601,774	4,502,250	-1,249,746	-13,173,372
14	One thousand unit scheme	1,000	10,416,667	10,570,210	10,214,836	8,399,812	5,677,749	-1,791,569	-17,311,485
15	One thousand, five hundred unit scheme	1,500	12,500,000	14,255,379	13,758,167	11,218,624	7,399,783	-3,077,923	-25,003,021
16	Two thousand, five hundred unit scheme	2,500	41,666,667	19,163,634	18,441,705	14,754,523	9,187,715	-6,150,048	-38,658,635
17	C2 care scheme - houses	50	390,625	1,797,394	1,776,369	1,681,378	1,520,335	1,134,357	354,564
18	C2 care scheme - flats	60	187,500	-2,175,445	-2,201,894	-2,333,778	-2,473,878	-3,005,595	-4,069,026
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,605
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



**Table 6.38.5: Cumulative impact of policies – price point of £4,302 per square metre (machine readable version at Appendix 12)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING Aff Hsg: 40%  
Mkt value: £4,302 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	197,462	196,137	190,148	179,994	155,660	106,991
2	Five unit development	5	250,000	329,103	326,893	316,913	299,990	259,433	178,319
3	Eight unit development	8	400,000	468,625	465,093	449,136	422,083	357,246	227,570
4	Ten unit development	10	400,000	585,781	581,366	561,420	527,604	446,558	284,463
5	Ten unit development (flats)	10	100,000	109,208	104,909	83,470	60,696	-26,100	-201,410
6	Fifteen unit development	15	600,000	878,950	872,562	843,700	794,768	677,490	442,937
7	Twenty unit development (flats)	20	200,000	360,407	351,713	301,892	255,843	58,372	-341,334
8	Thirty unit development	78	1,000,000	3,769,288	3,735,753	3,577,599	3,354,256	2,713,857	1,433,060
9	Fifty unit development	50	1,666,667	2,027,945	2,006,516	1,906,685	1,757,730	1,353,097	542,438
10	One hundred unit development	100	4,166,667	4,946,605	4,905,644	4,720,575	4,406,818	3,653,650	2,128,376
11	Three hundred unit scheme	300	12,500,000	14,559,316	14,442,942	13,917,152	13,025,751	10,889,290	6,585,987
12	Five hundred unit scheme	500	15,625,000	14,536,553	14,350,739	13,395,672	11,961,390	8,080,922	224,671
13	Seven-hundred and fifty unit scheme	750	23,437,500	11,588,041	11,316,837	9,920,495	7,824,680	2,128,431	-9,634,625
14	One thousand unit scheme	1,000	31,250,000	14,845,719	14,493,431	12,693,466	9,971,402	2,580,161	-12,709,348
15	One thousand, five hundred unit scheme	1,500	37,500,000	20,186,516	19,693,390	17,173,963	13,365,584	3,011,317	-18,544,065
16	Two thousand, five hundred unit scheme	2,500	125,000,000	27,629,832	26,913,425	23,250,586	17,720,776	2,616,827	-29,172,748
17	C2 care scheme - houses	50	1,171,875	2,036,199	2,015,175	1,920,185	1,759,142	1,373,162	596,215
18	C2 care scheme - flats	60	562,500	-1,959,504	-1,985,952	-2,117,837	-2,257,937	-2,789,653	-3,853,085
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 2: Higher Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	197,462	196,137	190,148	179,994	155,660	106,991
2	Five unit development	5	123,333	329,103	326,893	316,913	299,990	259,433	178,319
3	Eight unit development	8	197,333	468,625	465,093	449,136	422,083	357,246	227,570
4	Ten unit development	10	197,333	585,781	581,366	561,420	527,604	446,558	284,463
5	Ten unit development (flats)	10	49,333	109,208	104,909	83,470	60,696	-26,100	-201,410
6	Fifteen unit development	15	296,000	878,950	872,562	843,700	794,768	677,490	442,937
7	Twenty unit development (flats)	20	98,667	360,407	351,713	301,892	255,843	58,372	-341,334
8	Thirty unit development	78	493,333	3,769,288	3,735,753	3,577,599	3,354,256	2,713,857	1,433,060
9	Fifty unit development	50	822,222	2,027,945	2,006,516	1,906,685	1,757,730	1,353,097	542,438
10	One hundred unit development	100	2,055,556	4,946,605	4,905,644	4,720,575	4,406,818	3,653,650	2,128,376
11	Three hundred unit scheme	300	6,166,667	14,559,316	14,442,942	13,917,152	13,025,751	10,889,290	6,585,987
12	Five hundred unit scheme	500	7,708,333	14,536,553	14,350,739	13,395,672	11,961,390	8,080,922	224,671
13	Seven-hundred and fifty unit scheme	750	11,562,500	11,588,041	11,316,837	9,920,495	7,824,680	2,128,431	-9,634,625
14	One thousand unit scheme	1,000	15,416,667	14,845,719	14,493,431	12,693,466	9,971,402	2,580,161	-12,709,348
15	One thousand, five hundred unit scheme	1,500	18,500,000	20,186,516	19,693,390	17,173,963	13,365,584	3,011,317	-18,544,065
16	Two thousand, five hundred unit scheme	2,500	61,666,667	27,629,832	26,913,425	23,250,586	17,720,776	2,616,827	-29,172,748
17	C2 care scheme - houses	50	578,125	2,036,199	2,015,175	1,920,185	1,759,142	1,373,162	596,215
18	C2 care scheme - flats	60	277,500	-1,959,504	-1,985,952	-2,117,837	-2,257,937	-2,789,653	-3,853,085
19	Class E (light industrial) development	-	52,575	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 3: Lower Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	197,462	196,137	190,148	179,994	155,660	106,991
2	Five unit development	5	83,333	329,103	326,893	316,913	299,990	259,433	178,319
3	Eight unit development	8	133,333	468,625	465,093	449,136	422,083	357,246	227,570
4	Ten unit development	10	133,333	585,781	581,366	561,420	527,604	446,558	284,463
5	Ten unit development (flats)	10	33,333	109,208	104,909	83,470	60,696	-26,100	-201,410
6	Fifteen unit development	15	200,000	878,950	872,562	843,700	794,768	677,490	442,937
7	Twenty unit development (flats)	20	66,667	360,407	351,713	301,892	255,843	58,372	-341,334
8	Thirty unit development	78	333,333	3,769,288	3,735,753	3,577,599	3,354,256	2,713,857	1,433,060
9	Fifty unit development	50	555,556	2,027,945	2,006,516	1,906,685	1,757,730	1,353,097	542,438
10	One hundred unit development	100	1,388,889	4,946,605	4,905,644	4,720,575	4,406,818	3,653,650	2,128,376
11	Three hundred unit scheme	300	4,166,667	14,559,316	14,442,942	13,917,152	13,025,751	10,889,290	6,585,987
12	Five hundred unit scheme	500	5,208,333	14,536,553	14,350,739	13,395,672	11,961,390	8,080,922	224,671
13	Seven-hundred and fifty unit scheme	750	7,812,500	11,588,041	11,316,837	9,920,495	7,824,680	2,128,431	-9,634,625
14	One thousand unit scheme	1,000	10,416,667	14,845,719	14,493,431	12,693,466	9,971,402	2,580,161	-12,709,348
15	One thousand, five hundred unit scheme	1,500	12,500,000	20,186,516	19,693,390	17,173,963	13,365,584	3,011,317	-18,544,065
16	Two thousand, five hundred unit scheme	2,500	41,666,667	27,629,832	26,913,425	23,250,586	17,720,776	2,616,827	-29,172,748
17	C2 care scheme - houses	50	390,625	2,036,199	2,015,175	1,920,185	1,759,142	1,373,162	596,215
18	C2 care scheme - flats	60	187,500	-1,959,504	-1,985,952	-2,117,837	-2,257,937	-2,789,653	-3,853,085
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



**Table 6.38.6: Cumulative impact of policies – price point of £4,485 per square metre (machine readable version at Appendix 12)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING Aff Hsg: 40%  
Mkt value: £4,485 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	221,603	220,276	214,288	204,135	179,801	131,131
2	Five unit development	5	250,000	369,337	367,128	357,146	340,225	299,667	218,552
3	Eight unit development	8	400,000	530,722	527,190	511,234	484,181	419,344	289,668
4	Ten unit development	10	400,000	663,403	658,988	639,043	605,227	524,179	362,086
5	Ten unit development (flats)	10	100,000	181,570	177,312	155,885	133,112	46,679	-127,970
6	Fifteen unit development	15	600,000	992,544	986,156	957,294	908,362	791,084	556,531
7	Twenty unit development (flats)	20	200,000	504,902	496,209	446,387	400,338	202,867	-194,794
8	Thirty unit development	78	1,000,000	4,413,876	4,380,343	4,222,187	3,998,845	3,358,446	2,077,649
9	Fifty unit development	50	1,666,667	2,383,500	2,362,195	2,262,364	2,113,409	1,708,775	899,510
10	One hundred unit development	100	4,166,667	5,643,719	5,603,261	5,420,468	5,109,615	4,357,620	2,839,049
11	Three hundred unit scheme	300	12,500,000	16,577,297	16,460,922	15,935,133	15,043,732	12,907,270	8,618,444
12	Five hundred unit scheme	500	15,625,000	17,757,572	17,571,758	16,622,733	15,199,441	11,327,955	3,525,588
13	Seven-hundred and fifty unit scheme	750	23,437,500	16,285,211	16,014,006	14,628,860	12,551,502	6,898,831	-4,644,930
14	One thousand unit scheme	1,000	31,250,000	20,946,063	20,596,582	18,797,558	16,099,118	8,771,654	-6,218,746
15	One thousand, five hundred unit scheme	1,500	37,500,000	28,715,022	28,225,645	25,726,199	21,949,005	11,696,536	-9,353,696
16	Two thousand, five hundred unit scheme	2,500	125,000,000	40,019,454	39,308,224	35,675,687	30,215,875	15,325,632	-15,497,081
17	C2 care scheme - houses	50	1,171,875	2,377,080	2,356,056	2,261,066	2,100,022	1,714,043	941,386
18	C2 care scheme - flats	60	562,500	-1,615,156	-1,641,604	-1,773,488	-1,913,589	-2,445,304	-3,508,736
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 2: Higher Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	221,603	220,276	214,288	204,135	179,801	131,131
2	Five unit development	5	123,333	369,337	367,128	357,146	340,225	299,667	218,552
3	Eight unit development	8	197,333	530,722	527,190	511,234	484,181	419,344	289,668
4	Ten unit development	10	197,333	663,403	658,988	639,043	605,227	524,179	362,086
5	Ten unit development (flats)	10	49,333	181,570	177,312	155,885	133,112	46,679	-127,970
6	Fifteen unit development	15	296,000	992,544	986,156	957,294	908,362	791,084	556,531
7	Twenty unit development (flats)	20	98,667	504,902	496,209	446,387	400,338	202,867	-194,794
8	Thirty unit development	78	493,333	4,413,876	4,380,343	4,222,187	3,998,845	3,358,446	2,077,649
9	Fifty unit development	50	822,222	2,383,500	2,362,195	2,262,364	2,113,409	1,708,775	899,510
10	One hundred unit development	100	2,055,556	5,643,719	5,603,261	5,420,468	5,109,615	4,357,620	2,839,049
11	Three hundred unit scheme	300	6,166,667	16,577,297	16,460,922	15,935,133	15,043,732	12,907,270	8,618,444
12	Five hundred unit scheme	500	7,708,333	17,757,572	17,571,758	16,622,733	15,199,441	11,327,955	3,525,588
13	Seven-hundred and fifty unit scheme	750	11,562,500	16,285,211	16,014,006	14,628,860	12,551,502	6,898,831	-4,644,930
14	One thousand unit scheme	1,000	15,416,667	20,946,063	20,596,582	18,797,558	16,099,118	8,771,654	-6,218,746
15	One thousand, five hundred unit scheme	1,500	18,500,000	28,715,022	28,225,645	25,726,199	21,949,005	11,696,536	-9,353,696
16	Two thousand, five hundred unit scheme	2,500	61,666,667	40,019,454	39,308,224	35,675,687	30,215,875	15,325,632	-15,497,081
17	C2 care scheme - houses	50	578,125	2,377,080	2,356,056	2,261,066	2,100,022	1,714,043	941,386
18	C2 care scheme - flats	60	277,500	-1,615,156	-1,641,604	-1,773,488	-1,913,589	-2,445,304	-3,508,736
19	Class E (light industrial) development	-	52,575	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 3: Lower Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	221,603	220,276	214,288	204,135	179,801	131,131
2	Five unit development	5	83,333	369,337	367,128	357,146	340,225	299,667	218,552
3	Eight unit development	8	133,333	530,722	527,190	511,234	484,181	419,344	289,668
4	Ten unit development	10	133,333	663,403	658,988	639,043	605,227	524,179	362,086
5	Ten unit development (flats)	10	33,333	181,570	177,312	155,885	133,112	46,679	-127,970
6	Fifteen unit development	15	200,000	992,544	986,156	957,294	908,362	791,084	556,531
7	Twenty unit development (flats)	20	66,667	504,902	496,209	446,387	400,338	202,867	-194,794
8	Thirty unit development	78	333,333	4,413,876	4,380,343	4,222,187	3,998,845	3,358,446	2,077,649
9	Fifty unit development	50	555,556	2,383,500	2,362,195	2,262,364	2,113,409	1,708,775	899,510
10	One hundred unit development	100	1,388,889	5,643,719	5,603,261	5,420,468	5,109,615	4,357,620	2,839,049
11	Three hundred unit scheme	300	4,166,667	16,577,297	16,460,922	15,935,133	15,043,732	12,907,270	8,618,444
12	Five hundred unit scheme	500	5,208,333	17,757,572	17,571,758	16,622,733	15,199,441	11,327,955	3,525,588
13	Seven-hundred and fifty unit scheme	750	7,812,500	16,285,211	16,014,006	14,628,860	12,551,502	6,898,831	-4,644,930
14	One thousand unit scheme	1,000	10,416,667	20,946,063	20,596,582	18,797,558	16,099,118	8,771,654	-6,218,746
15	One thousand, five hundred unit scheme	1,500	12,500,000	28,715,022	28,225,645	25,726,199	21,949,005	11,696,536	-9,353,696
16	Two thousand, five hundred unit scheme	2,500	41,666,667	40,019,454	39,308,224	35,675,687	30,215,875	15,325,632	-15,497,081
17	C2 care scheme - houses	50	390,625	2,377,080	2,356,056	2,261,066	2,100,022	1,714,043	941,386
18	C2 care scheme - flats	60	187,500	-1,615,156	-1,641,604	-1,773,488	-1,913,589	-2,445,304	-3,508,736
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



**Table 6.38.7: Cumulative impact of policies – price point of £4,469 per square metre (machine readable version at Appendix 12)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING Aff Hsg: 40%  
Mkt value: £4,669 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	245,742	244,417	238,428	228,275	203,940	155,271
2	Five unit development	5	250,000	409,571	407,361	397,381	380,458	339,901	258,786
3	Eight unit development	8	400,000	592,730	589,248	573,332	546,279	481,441	351,766
4	Ten unit development	10	400,000	740,913	736,560	716,664	682,848	601,802	439,707
5	Ten unit development (flats)	10	100,000	249,687	245,428	224,192	201,633	115,400	-58,276
6	Fifteen unit development	15	600,000	1,106,138	1,099,750	1,070,888	1,021,956	904,678	670,125
7	Twenty unit development (flats)	20	200,000	642,032	633,340	583,517	537,469	339,997	-55,722
8	Thirty unit development	78	1,000,000	5,058,466	5,024,932	4,866,777	4,643,434	4,003,035	2,722,238
9	Fifty unit development	50	1,666,667	2,735,991	2,714,814	2,616,151	2,468,940	2,064,454	1,255,188
10	One hundred unit development	100	4,166,667	6,340,184	6,299,725	6,116,932	5,807,033	5,060,417	3,549,722
11	Three hundred unit scheme	300	12,500,000	18,584,945	18,469,403	17,947,372	17,061,713	14,925,250	10,650,903
12	Five hundred unit scheme	500	15,625,000	20,978,592	20,792,778	19,843,752	18,420,461	14,571,158	6,799,956
13	Seven-hundred and fifty unit scheme	750	23,437,500	20,961,582	20,692,554	19,318,516	17,248,671	11,633,899	261,169
14	One thousand unit scheme	1,000	31,250,000	27,001,506	26,652,026	24,867,087	22,190,147	14,909,059	162,237
15	One thousand, five hundred unit scheme	1,500	37,500,000	37,191,401	36,705,459	34,211,637	30,463,123	20,291,182	-374,523
16	Two thousand, five hundred unit scheme	2,500	125,000,000	52,298,552	51,592,160	47,984,328	42,573,526	27,832,932	-2,271,009
17	C2 care scheme - houses	50	1,171,875	2,715,067	2,694,355	2,600,690	2,440,903	2,054,924	1,282,966
18	C2 care scheme - flats	60	562,500	-1,270,807	-1,297,255	-1,429,140	-1,569,240	-2,100,956	-3,164,388
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 2: Higher Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	245,742	244,417	238,428	228,275	203,940	155,271
2	Five unit development	5	123,333	409,571	407,361	397,381	380,458	339,901	258,786
3	Eight unit development	8	197,333	592,730	589,248	573,332	546,279	481,441	351,766
4	Ten unit development	10	197,333	740,913	736,560	716,664	682,848	601,802	439,707
5	Ten unit development (flats)	10	49,333	249,687	245,428	224,192	201,633	115,400	-58,276
6	Fifteen unit development	15	296,000	1,106,138	1,099,750	1,070,888	1,021,956	904,678	670,125
7	Twenty unit development (flats)	20	96,667	642,032	633,340	583,517	537,469	339,997	-55,722
8	Thirty unit development	78	493,333	5,058,466	5,024,932	4,866,777	4,643,434	4,003,035	2,722,238
9	Fifty unit development	50	822,222	2,735,991	2,714,814	2,616,151	2,468,940	2,064,454	1,255,188
10	One hundred unit development	100	2,055,556	6,340,184	6,299,725	6,116,932	5,807,033	5,060,417	3,549,722
11	Three hundred unit scheme	300	6,166,667	18,584,945	18,469,403	17,947,372	17,061,713	14,925,250	10,650,903
12	Five hundred unit scheme	500	7,708,333	20,978,592	20,792,778	19,843,752	18,420,461	14,571,158	6,799,956
13	Seven-hundred and fifty unit scheme	750	11,562,500	20,961,582	20,692,554	19,318,516	17,248,671	11,633,899	261,169
14	One thousand unit scheme	1,000	15,416,667	27,001,506	26,652,026	24,867,087	22,190,147	14,909,059	162,237
15	One thousand, five hundred unit scheme	1,500	18,500,000	37,191,401	36,705,459	34,211,637	30,463,123	20,291,182	-374,523
16	Two thousand, five hundred unit scheme	2,500	61,666,667	52,298,552	51,592,160	47,984,328	42,573,526	27,832,932	-2,271,009
17	C2 care scheme - houses	50	578,125	2,715,067	2,694,355	2,600,690	2,440,903	2,054,924	1,282,966
18	C2 care scheme - flats	60	277,500	-1,270,807	-1,297,255	-1,429,140	-1,569,240	-2,100,956	-3,164,388
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 3: Lower Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	245,742	244,417	238,428	228,275	203,940	155,271
2	Five unit development	5	83,333	409,571	407,361	397,381	380,458	339,901	258,786
3	Eight unit development	8	133,333	592,730	589,248	573,332	546,279	481,441	351,766
4	Ten unit development	10	133,333	740,913	736,560	716,664	682,848	601,802	439,707
5	Ten unit development (flats)	10	33,333	249,687	245,428	224,192	201,633	115,400	-58,276
6	Fifteen unit development	15	200,000	1,106,138	1,099,750	1,070,888	1,021,956	904,678	670,125
7	Twenty unit development (flats)	20	66,667	642,032	633,340	583,517	537,469	339,997	-55,722
8	Thirty unit development	78	333,333	5,058,466	5,024,932	4,866,777	4,643,434	4,003,035	2,722,238
9	Fifty unit development	50	555,556	2,735,991	2,714,814	2,616,151	2,468,940	2,064,454	1,255,188
10	One hundred unit development	100	1,388,889	6,340,184	6,299,725	6,116,932	5,807,033	5,060,417	3,549,722
11	Three hundred unit scheme	300	4,166,667	18,584,945	18,469,403	17,947,372	17,061,713	14,925,250	10,650,903
12	Five hundred unit scheme	500	5,208,333	20,978,592	20,792,778	19,843,752	18,420,461	14,571,158	6,799,956
13	Seven-hundred and fifty unit scheme	750	7,812,500	20,961,582	20,692,554	19,318,516	17,248,671	11,633,899	261,169
14	One thousand unit scheme	1,000	10,416,667	27,001,506	26,652,026	24,867,087	22,190,147	14,909,059	162,237
15	One thousand, five hundred unit scheme	1,500	12,500,000	37,191,401	36,705,459	34,211,637	30,463,123	20,291,182	-374,523
16	Two thousand, five hundred unit scheme	2,500	41,666,667	52,298,552	51,592,160	47,984,328	42,573,526	27,832,932	-2,271,009
17	C2 care scheme - houses	50	390,625	2,715,067	2,694,355	2,600,690	2,440,903	2,054,924	1,282,966
18	C2 care scheme - flats	60	187,500	-1,270,807	-1,297,255	-1,429,140	-1,569,240	-2,100,956	-3,164,388
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



**Table 6.38.8: Cumulative impact of policies – price point of £4,852 per square metre (machine readable version at Appendix 12)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING Aff Hsg: 40%  
Mkt value: £4,852 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	263,538	262,212	256,224	246,070	221,736	173,067
2	Five unit development	5	250,000	439,229	437,020	427,039	410,117	369,559	288,445
3	Eight unit development	8	400,000	637,586	634,104	618,370	591,471	526,633	396,957
4	Ten unit development	10	400,000	796,983	792,630	772,963	739,338	658,291	496,197
5	Ten unit development (flats)	10	100,000	293,527	289,269	268,032	245,473	159,523	-13,529
6	Fifteen unit development	15	600,000	1,188,937	1,182,549	1,153,686	1,104,755	987,477	752,924
7	Twenty unit development (flats)	20	200,000	728,986	720,415	670,922	624,873	427,402	32,460
8	Thirty unit development	78	1,000,000	5,540,654	5,507,120	5,348,965	5,125,623	4,485,224	3,204,427
9	Fifty unit development	50	1,666,667	2,985,919	2,964,740	2,866,078	2,718,868	2,316,116	1,506,850
10	One hundred unit development	100	4,166,667	6,837,870	6,797,412	6,614,618	6,304,719	5,561,622	4,055,952
11	Three hundred unit scheme	300	12,500,000	20,021,191	19,905,649	19,383,618	18,498,589	16,364,392	12,091,469
12	Five hundred unit scheme	500	15,625,000	23,263,967	23,078,153	22,129,127	20,705,836	16,858,902	9,107,457
13	Seven-hundred and fifty unit scheme	750	23,437,500	24,242,011	23,972,981	22,598,943	20,538,245	14,931,120	3,607,171
14	One thousand unit scheme	1,000	31,250,000	31,245,115	30,895,635	29,110,697	26,433,757	19,174,987	4,490,419
15	One thousand, five hundred unit scheme	1,500	37,500,000	43,059,229	42,573,288	40,091,389	36,353,875	26,211,218	5,651,146
16	Two thousand, five hundred unit scheme	2,500	125,000,000	60,655,316	59,953,426	56,364,394	50,953,592	36,269,854	6,387,552
17	C2 care scheme - houses	50	1,171,875	2,951,853	2,931,121	2,837,456	2,678,660	2,293,755	1,521,797
18	C2 care scheme - flats	60	562,500	-1,054,836	-1,081,284	-1,213,169	-1,353,269	-1,884,984	-2,948,417
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,660	-3,247,605
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 2: Higher Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	263,538	262,212	256,224	246,070	221,736	173,067
2	Five unit development	5	123,333	439,229	437,020	427,039	410,117	369,559	288,445
3	Eight unit development	8	197,333	637,586	634,104	618,370	591,471	526,633	396,957
4	Ten unit development	10	197,333	796,983	792,630	772,963	739,338	658,291	496,197
5	Ten unit development (flats)	10	49,333	293,527	289,269	268,032	245,473	159,523	-13,529
6	Fifteen unit development	15	296,000	1,188,937	1,182,549	1,153,686	1,104,755	987,477	752,924
7	Twenty unit development (flats)	20	98,667	728,986	720,415	670,922	624,873	427,402	32,460
8	Thirty unit development	78	493,333	5,540,654	5,507,120	5,348,965	5,125,623	4,485,224	3,204,427
9	Fifty unit development	50	822,222	2,985,919	2,964,740	2,866,078	2,718,868	2,316,116	1,506,850
10	One hundred unit development	100	2,055,556	6,837,870	6,797,412	6,614,618	6,304,719	5,561,622	4,055,952
11	Three hundred unit scheme	300	6,166,667	20,021,191	19,905,649	19,383,618	18,498,589	16,364,392	12,091,469
12	Five hundred unit scheme	500	7,708,333	23,263,967	23,078,153	22,129,127	20,705,836	16,858,902	9,107,457
13	Seven-hundred and fifty unit scheme	750	11,562,500	24,242,011	23,972,981	22,598,943	20,538,245	14,931,120	3,607,171
14	One thousand unit scheme	1,000	15,416,667	31,245,115	30,895,635	29,110,697	26,433,757	19,174,987	4,490,419
15	One thousand, five hundred unit scheme	1,500	18,500,000	43,059,229	42,573,288	40,091,389	36,353,875	26,211,218	5,651,146
16	Two thousand, five hundred unit scheme	2,500	61,666,667	60,655,316	59,953,426	56,364,394	50,953,592	36,269,854	6,387,552
17	C2 care scheme - houses	50	578,125	2,951,853	2,931,121	2,837,456	2,678,660	2,293,755	1,521,797
18	C2 care scheme - flats	60	277,500	-1,054,836	-1,081,284	-1,213,169	-1,353,269	-1,884,984	-2,948,417
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,660	-3,247,605
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 3: Lower Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	263,538	262,212	256,224	246,070	221,736	173,067
2	Five unit development	5	83,333	439,229	437,020	427,039	410,117	369,559	288,445
3	Eight unit development	8	133,333	637,586	634,104	618,370	591,471	526,633	396,957
4	Ten unit development	10	133,333	796,983	792,630	772,963	739,338	658,291	496,197
5	Ten unit development (flats)	10	33,333	293,527	289,269	268,032	245,473	159,523	-13,529
6	Fifteen unit development	15	200,000	1,188,937	1,182,549	1,153,686	1,104,755	987,477	752,924
7	Twenty unit development (flats)	20	66,667	728,986	720,415	670,922	624,873	427,402	32,460
8	Thirty unit development	78	333,333	5,540,654	5,507,120	5,348,965	5,125,623	4,485,224	3,204,427
9	Fifty unit development	50	555,556	2,985,919	2,964,740	2,866,078	2,718,868	2,316,116	1,506,850
10	One hundred unit development	100	1,388,889	6,837,870	6,797,412	6,614,618	6,304,719	5,561,622	4,055,952
11	Three hundred unit scheme	300	4,166,667	20,021,191	19,905,649	19,383,618	18,498,589	16,364,392	12,091,469
12	Five hundred unit scheme	500	5,208,333	23,263,967	23,078,153	22,129,127	20,705,836	16,858,902	9,107,457
13	Seven-hundred and fifty unit scheme	750	7,812,500	24,242,011	23,972,981	22,598,943	20,538,245	14,931,120	3,607,171
14	One thousand unit scheme	1,000	10,416,667	31,245,115	30,895,635	29,110,697	26,433,757	19,174,987	4,490,419
15	One thousand, five hundred unit scheme	1,500	12,500,000	43,059,229	42,573,288	40,091,389	36,353,875	26,211,218	5,651,146
16	Two thousand, five hundred unit scheme	2,500	41,666,667	60,655,316	59,953,426	56,364,394	50,953,592	36,269,854	6,387,552
17	C2 care scheme - houses	50	390,625	2,951,853	2,931,121	2,837,456	2,678,660	2,293,755	1,521,797
18	C2 care scheme - flats	60	187,500	-1,054,836	-1,081,284	-1,213,169	-1,353,269	-1,884,984	-2,948,417
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,660	-3,247,605
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



**Table 6.38.9: Cumulative impact of policies – price point of £5,036 per square metre (machine readable version at Appendix 12)**

TEST VALLEY LOCAL PLAN VIABILITY TESTING      Aff Hsg:            40%  
Mkt value:                    £5,036 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	287,673	286,347	280,359	270,205	245,871	197,202
2	Five unit development	5	250,000	479,454	477,246	467,264	450,342	409,785	328,670
3	Eight unit development	8	400,000	699,100	695,617	679,883	653,208	588,717	459,042
4	Ten unit development	10	400,000	873,875	869,522	849,854	816,510	735,896	573,802
5	Ten unit development (flats)	10	100,000	357,883	353,624	332,388	309,828	224,210	51,589
6	Fifteen unit development	15	600,000	1,302,505	1,296,117	1,267,255	1,218,323	1,101,046	866,492
7	Twenty unit development (flats)	20	200,000	856,296	847,825	799,051	753,645	556,973	162,031
8	Thirty unit development	78	1,000,000	6,185,103	6,151,569	5,993,414	5,770,072	5,129,673	3,848,876
9	Fifty unit development	50	1,666,667	3,336,335	3,317,156	3,218,493	3,071,283	2,671,387	1,862,451
10	One hundred unit development	100	4,166,667	7,534,182	7,493,724	7,310,930	7,001,031	6,258,280	4,760,276
11	Three hundred unit scheme	300	12,500,000	22,027,761	21,912,219	21,390,188	20,505,160	18,381,934	14,109,009
12	Five hundred unit scheme	500	15,625,000	26,472,152	26,287,585	25,344,925	23,926,154	20,079,220	12,354,695
13	Seven-hundred and fifty unit scheme	750	23,437,500	28,901,836	28,632,808	27,258,770	25,198,072	19,627,267	8,365,158
14	One thousand unit scheme	1,000	31,250,000	37,264,251	36,917,304	35,145,305	32,487,771	25,252,532	10,664,910
15	One thousand, five hundred unit scheme	1,500	37,500,000	51,483,702	50,997,761	48,515,862	44,793,663	34,705,816	14,312,326
16	Two thousand, five hundred unit scheme	2,500	125,000,000	72,825,776	72,128,060	68,552,436	63,176,118	48,593,130	19,029,623
17	C2 care scheme - houses	50	1,171,875	3,289,172	3,268,440	3,174,775	3,015,979	2,634,561	1,862,603
18	C2 care scheme - flats	60	562,500	-710,562	-737,011	-868,895	-1,008,995	-1,540,711	-2,604,143
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 2: Higher Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	287,673	286,347	280,359	270,205	245,871	197,202
2	Five unit development	5	123,333	479,454	477,246	467,264	450,342	409,785	328,670
3	Eight unit development	8	197,333	699,100	695,617	679,883	653,208	588,717	459,042
4	Ten unit development	10	197,333	873,875	869,522	849,854	816,510	735,896	573,802
5	Ten unit development (flats)	10	49,333	357,883	353,624	332,388	309,828	224,210	51,589
6	Fifteen unit development	15	296,000	1,302,505	1,296,117	1,267,255	1,218,323	1,101,046	866,492
7	Twenty unit development (flats)	20	98,667	856,296	847,825	799,051	753,645	556,973	162,031
8	Thirty unit development	78	493,333	6,185,103	6,151,569	5,993,414	5,770,072	5,129,673	3,848,876
9	Fifty unit development	50	822,222	3,336,335	3,317,156	3,218,493	3,071,283	2,671,387	1,862,451
10	One hundred unit development	100	2,055,556	7,534,182	7,493,724	7,310,930	7,001,031	6,258,280	4,760,276
11	Three hundred unit scheme	300	6,166,667	22,027,761	21,912,219	21,390,188	20,505,160	18,381,934	14,109,009
12	Five hundred unit scheme	500	7,708,333	26,472,152	26,287,585	25,344,925	23,926,154	20,079,220	12,354,695
13	Seven-hundred and fifty unit scheme	750	11,562,500	28,901,836	28,632,808	27,258,770	25,198,072	19,627,267	8,365,158
14	One thousand unit scheme	1,000	15,416,667	37,264,251	36,917,304	35,145,305	32,487,771	25,252,532	10,664,910
15	One thousand, five hundred unit scheme	1,500	18,500,000	51,483,702	50,997,761	48,515,862	44,793,663	34,705,816	14,312,326
16	Two thousand, five hundred unit scheme	2,500	61,666,667	72,825,776	72,128,060	68,552,436	63,176,118	48,593,130	19,029,623
17	C2 care scheme - houses	50	578,125	3,289,172	3,268,440	3,174,775	3,015,979	2,634,561	1,862,603
18	C2 care scheme - flats	60	277,500	-710,562	-737,011	-868,895	-1,008,995	-1,540,711	-2,604,143
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

**BLV 3: Lower Greenfield**

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	287,673	286,347	280,359	270,205	245,871	197,202
2	Five unit development	5	83,333	479,454	477,246	467,264	450,342	409,785	328,670
3	Eight unit development	8	133,333	699,100	695,617	679,883	653,208	588,717	459,042
4	Ten unit development	10	133,333	873,875	869,522	849,854	816,510	735,896	573,802
5	Ten unit development (flats)	10	33,333	357,883	353,624	332,388	309,828	224,210	51,589
6	Fifteen unit development	15	200,000	1,302,505	1,296,117	1,267,255	1,218,323	1,101,046	866,492
7	Twenty unit development (flats)	20	66,667	856,296	847,825	799,051	753,645	556,973	162,031
8	Thirty unit development	78	333,333	6,185,103	6,151,569	5,993,414	5,770,072	5,129,673	3,848,876
9	Fifty unit development	50	555,556	3,336,335	3,317,156	3,218,493	3,071,283	2,671,387	1,862,451
10	One hundred unit development	100	1,388,889	7,534,182	7,493,724	7,310,930	7,001,031	6,258,280	4,760,276
11	Three hundred unit scheme	300	4,166,667	22,027,761	21,912,219	21,390,188	20,505,160	18,381,934	14,109,009
12	Five hundred unit scheme	500	5,208,333	26,472,152	26,287,585	25,344,925	23,926,154	20,079,220	12,354,695
13	Seven-hundred and fifty unit scheme	750	7,812,500	28,901,836	28,632,808	27,258,770	25,198,072	19,627,267	8,365,158
14	One thousand unit scheme	1,000	10,416,667	37,264,251	36,917,304	35,145,305	32,487,771	25,252,532	10,664,910
15	One thousand, five hundred unit scheme	1,500	12,500,000	51,483,702	50,997,761	48,515,862	44,793,663	34,705,816	14,312,326
16	Two thousand, five hundred unit scheme	2,500	41,666,667	72,825,776	72,128,060	68,552,436	63,176,118	48,593,130	19,029,623
17	C2 care scheme - houses	50	390,625	3,289,172	3,268,440	3,174,775	3,015,979	2,634,561	1,862,603
18	C2 care scheme - flats	60	187,500	-710,562	-737,011	-868,895	-1,008,995	-1,540,711	-2,604,143
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

## Alternative CIL rates

- 6.41 This section sets out the results of our appraisals with the residual land values calculated for scenarios with sales values and capital values reflective of market conditions across the Borough. The Residual Land Values are assessed in two ways. Firstly, the surplus residual above the benchmark land value is calculated and converted into a rate per square metre, which is a proxy for potential CIL rates. This results in a significant number of results, depending on other factors tested, most notably the level of affordable housing.
- 6.42 Development value is finite and is rarely enhanced through the adoption of new policy requirements. On previously developed sites, existing use values can sometimes be relatively high prior to development. In contrast, greenfield sites clearly have greater scope to secure an uplift in land value through the planning process.
- 6.43 In assessing the results, it is important to clearly distinguish between two scenarios; namely, schemes that are unviable *regardless of the Council's policy requirements, including the level of CIL* (including a nil rate) and schemes that are viable *prior to the imposition of policy requirements*. If a scheme is unviable before policy requirements and CIL are levied, it is unlikely to come forward and policy requirements and CIL would not be a factor that comes into play in the developer's/landowner's decision making. The unviable schemes will only become viable following an increase in values and sites would remain in their existing use.
- 6.44 The CIL regulations state that in setting a charge, local authorities must "*strike an appropriate balance*" between revenue maximisation on the one hand and the potentially adverse impact of CIL upon the viability of development across the whole area on the other. When considering this balance, the following factors are important:
- Firstly, councils should take a strategic view of viability. There will always be variations in viability between individual sites, but viability testing should establish the most typical viability position; not the exceptional situations.
  - Secondly, councils should take a balanced view of viability – residual valuations are just one factor influencing a developer's decision making – the same applies to local authorities.
  - Thirdly, while a single charge is attractive, it may not be appropriate for all authorities, particularly in areas where sales values vary between areas, as is the case in Test Valley.
  - Fourthly, markets are cyclical and subject to change over short periods of time. Sensitivity testing to sensitivity test levels of CIL to ensure they are robust in the event that market conditions improve over the life of a Charging Schedule is important.
  - Fifthly, local authorities should not set their rates of CIL at the limits of viability. They should leave a margin or contingency to allow for change and site specific viability issues.
- 6.45 There is clearly a balance that has to be struck between the aims of Policy HOU1: Affordable Housing on the delivery of affordable housing and securing adequate contributions towards infrastructure from the developments that contribute towards the need for new infrastructure. The CIL rate cannot therefore be set on the basis that every single development typology right across the borough will deliver 40% affordable housing (or other target that the Council may adopt), as this is not always viable. The latest Annual Monitoring Report ('AMR') for the financial year 2020/21 (published December 2021) indicates that in 2020/21, 33.67% of units were delivered as affordable<sup>16</sup>. However, in the previous year, 28.8% of units were delivered as affordable and the average over the whole eight year period recorded by the AMR is 29.38%.
- 6.46 Policy HOU1: Affordable Housing indicates that the Council intends to retain its existing Local Plan target of 40% affordable housing. We have therefore focused on the results of CIL testing where we have included 40% affordable housing, as the Council will need to secure adequate amounts of funding to support new development. Affordable housing cannot be maximised to the total exclusion

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<sup>16</sup> Table 5 shows 879 completions and Figure 3 shows 296 affordable housing completions.



of securing infrastructure funding and vice versa.

- 6.47 The appraisals generate a very wide spread of potential CIL rates, depending on the benchmark land value, residential sales values and the mix of uses within each development typology. The results are summarised in tables 6.47.1 (residential schemes with 40% affordable housing – 70% rent; 5% shared ownership; and 25% First Homes); Table 6.47.2 (residential schemes with 40% affordable housing – 60% rent; 15% shared ownership; and 25% First Homes); and non-residential schemes (tables 6.47.3 to 6.47.5). As one would expect, the capacity for schemes to absorb higher rates of CIL is greater where the benchmark land value is at the lowest end of the Borough-wide and sales values are at the highest end of the Borough-wide range. This is because higher sales values generate higher residual land values and a greater surplus above benchmark land values.
- 6.48 The second approach to testing potential revised CIL rates is to consider viability from the other perspective; rather than the potential CIL rates being determined by the ‘surplus’ residual land value over the benchmark land value, the second approach inputs CIL (at varying rates) into the appraisals as a cost to determine the scale of impact on the residual land value. This approach helps form a judgement on the impact of CIL on land values, which – if sufficiently modest – is unlikely to prevent a scheme from coming forward. The results of this testing are summarised in tables 6.48.1 to 6.48.9. These tables show the residual land value for each typology assuming the adopted CIL rates (with indexation) and then the residual land value with each of the three alternative CIL rates. The tables show the percentage change in residual land value when the adopted rate (with indexation) is replaced in the appraisals by each of the alternative CIL rates.
- 6.49 The results of this analysis indicate that increases from the adopted CIL rates (with indexation) would have a varying impact on the residual land values generated, depending on area. At the upper end of the residential sales value range, there would be relatively modest movements in residual land values, typically between 3% and 12%. In these areas the impact of alternative CIL rates would be sufficiently modest to avoid any significantly adverse impact on land supply. However, at the lower end of the sales value range, the change in residual land value would be more significant, ranging from 3% to 40% and clearly at these reductions, increased CIL rates could have an adverse impact on land supply.

### **CIL Charging zones**

- 6.50 As noted earlier in this report, sales values have increased by 20.9% between February 2020 and May 2022. Although values have increased across the Borough, there is no evidence that values have increased at slower or faster rates within individual sub-markets.
- 6.51 The present Charging Schedule has four residential zones, with the lower zone (Zone 4) incorporating Andover and areas to the immediate north; Zone 3 incorporating lower value wards in the north and east; Zone 2 incorporating wards south of Andover and in the south around Romsey; and Zone 1 incorporating the higher value rural settlements in the centre of the Borough. The sales values in these areas relative to each (as noted in Section 2) remain consistent. There is no evidence indicating that the four zones in the adopted Charging Schedule should be changed.

### **Residential rates**

- 6.52 The results of our appraisals which test CIL as an output show maximum CIL rates for residential schemes in the lowest value parts of the Borough (assuming 40% affordable housing) indicate capacity ranging from £2.28 to £351.71 per square metre. As can be noted in Table 6.48.1, some schemes are not able to viably absorb the adopted CIL rates of £85.13 and £127.69 in zones 3 and 4 respectively, as well as 40% affordable housing and the policies in the emerging Local Plan (most notably climate change policies, which have a significant additional cost). We therefore recommend that if the Council chooses to review its CIL rates, that the lower value band rates are excluded from the review and subject to indexation only.
- 6.53 In the higher value zones 1 and 2 (sales values of £4,302 per square metre or higher), our appraisals which test CIL as an output show maximum CIL rates for residential schemes (again assuming 40% affordable housing) ranging from £2.79 to £760.78 per square metre. The current rates after indexation are £170.26 and £212.82 per square metre in zones 2 and 1 respectively, and the results of

our assessments indicate that an increase may be possible, alongside the policies in the emerging Local Plan. Increases to £200 and £250 per square metre in zones 2 and 1 respectively would reduce residual land values by circa 5% to 10%, which should not adversely affect land supply.

- 6.54 The Council is promoting regeneration schemes in the main town centres of Romsey (located in Zone 2) and Andover (located in Zone 4). These schemes are inevitably to be brought forward on previously developed land, which will have a higher existing use value in comparison to undeveloped (greenfield) sites. Consequently, the residual land value generated by these schemes will produce a lower surplus than would have been the case had they been brought forward on greenfield sites. Furthermore, if the regeneration schemes incorporate a high proportion of flatted units, the results of our appraisals indicate that these are significantly less viable than housing schemes. The Council may therefore wish to consider not applying any increase in CIL to these regeneration areas and retaining the adopted rate (subject to indexation).
- 6.55 We attach as appendices 8 and 9 the results of our sensitivity analysis which builds in the growth rates on sales values and inflation on costs identified in Table 4.3.1 and the 'downside' scenario in Table 4.3.2. The results indicate that schemes will become more viable and the 'buffer' or 'margin' between the theoretical maximum CIL rates and the proposed rates will widen. This will increase the capacity of schemes which are currently not able to provide 40% affordable housing to provide higher levels of affordable housing or generate higher returns to landowners. As noted previously, these results should be treated with a degree of caution as forecasts are based on assumptions on a range of factors that may change.



**Table 6.47.1: Maximum CIL rates (before buffer) 40% affordable housing (70% rent, 5% shared ownership and 25% First Homes) – machine readable version at Appendix 13**

Maximum CIL rates		40% affordable		70% rent, 5% shared ownership and 25% First Homes					
BENCHMARK LAND VALUE 1 (PREVIOUSLY DEVELOPED LAND)		ZONE 4		ZONE 3		ZONE 2		ZONE 1	
Description	£3,567	£3,751	£3,934	£4,118	£4,302	£4,485	£4,669	£4,852	£5,036
1 Three unit development	-	-	-	-	48.17	140.21	232.26	298.74	390.76
2 Five unit development	-	-	-	-	48.17	140.21	232.26	298.74	390.76
3 Eight unit development	-	-	-	-	-	50.96	139.56	202.63	291.21
4 Ten unit development	-	-	-	10.30	73.36	161.97	250.57	313.63	402.22
5 Ten unit development (flats)	-	-	-	-	-	-	33.22	82.24	156.15
6 Fifteen unit development	-	-	-	18.29	79.98	166.48	252.99	314.69	401.17
7 Twenty unit development (flats)	-	-	-	-	-	13.51	80.91	123.46	188.39
8 Thirty unit development	-	33.52	101.28	194.19	261.94	354.85	447.76	515.51	608.41
9 Fifty unit development	-	-	-	-	-	27.73	108.87	164.87	246.00
10 One hundred unit development	-	-	-	-	-	39.70	119.80	175.54	255.31
11 Three hundred unit scheme	-	-	-	-	-	34.09	110.81	164.22	240.92
12 Five hundred unit scheme	-	-	-	-	-	-	-	46.56	120.02
13 Seven-hundred and fifty unit scheme	-	-	-	-	-	-	-	-	-
14 One thousand unit scheme	-	-	-	-	-	-	-	-	-
15 One thousand, five hundred unit scheme	-	-	-	-	-	-	-	-	-
16 Two thousand, five hundred unit scheme	-	-	-	-	-	-	-	-	-
17 C2 care scheme - houses	-	-	-	0.85	53.59	131.01	208.42	261.17	338.57
18 C2 care scheme - flats	-	-	-	-	-	-	-	-	-
19 Class E (light industrial) development	-	-	-	-	-	-	-	-	-
20 Class E (retail - convenience) development	95.50	95.50	95.50	95.50	95.50	95.50	95.50	95.50	95.50
21 Class E (retail - supermarket) development	494.21	494.21	494.21	494.21	494.21	494.21	494.21	494.21	494.21
22 Class E (office) development	-	-	-	-	-	-	-	-	-
23 Class E (office) development	-	-	-	-	-	-	-	-	-
24 Industrial (B2/B8)	112.19	112.19	112.19	112.19	112.19	112.19	112.19	112.19	112.19
25 Industrial (B2/B8)	113.25	113.25	113.25	113.25	113.25	113.25	113.25	113.25	113.25
26 Industrial (B2/B8)	112.19	112.19	112.19	112.19	112.19	112.19	112.19	112.19	112.19
27 Hotel (town centre) 50 rooms	-	-	-	-	-	-	-	-	-
28 Hotel (town centre) 75 rooms	-	-	-	-	-	-	-	-	-
29 Hotel (town centre) 100 rooms	-	-	-	-	-	-	-	-	-
30 Community use/leisure	-	-	-	-	-	-	-	-	-

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)		ZONE 4		ZONE 3		ZONE 2		ZONE 1	
Description	£3,567	£3,751	£3,934	£4,118	£4,302	£4,485	£4,669	£4,852	£5,036
1 Three unit development	-	98.39	170.87	262.91	329.38	421.43	513.47	579.95	671.98
2 Five unit development	-	98.39	170.86	262.91	329.38	421.43	513.47	579.95	671.98
3 Eight unit development	-	23.07	91.91	180.51	243.57	332.17	420.78	483.84	572.43
4 Ten unit development	-	77.83	146.67	235.27	298.33	386.94	475.54	538.60	627.19
5 Ten unit development (flats)	-	-	-	-	-	12.49	89.47	138.49	212.39
6 Fifteen unit development	-	89.42	156.75	243.26	304.95	391.45	477.96	539.66	626.14
7 Twenty unit development (flats)	-	-	-	-	-	62.90	130.30	172.85	237.78
8 Thirty unit development	12.72	105.63	173.38	266.29	334.04	426.95	519.87	587.62	680.51
9 Fifty unit development	-	-	-	78.06	134.06	215.20	296.35	352.35	433.48
10 One hundred unit development	-	-	56.32	137.30	193.57	274.04	354.14	409.88	489.65
11 Three hundred unit scheme	-	2.28	-	138.20	191.71	268.43	345.16	398.56	475.27
12 Five hundred unit scheme	-	-	-	-	23.31	97.38	171.35	222.32	295.78
13 Seven-hundred and fifty unit scheme	-	-	-	-	-	-	19.21	68.08	139.48
14 One thousand unit scheme	-	-	-	-	-	-	12.00	59.40	128.67
15 One thousand, five hundred unit scheme	-	-	-	-	-	-	29.65	73.47	138.00
16 Two thousand, five hundred unit scheme	-	-	-	-	-	-	-	-	-
17 C2 care scheme - houses	-	-	54.84	132.67	185.41	262.82	340.24	392.99	470.39
18 C2 care scheme - flats	-	-	-	-	-	-	-	-	-
19 Class E (light industrial) development	-	-	-	-	-	-	-	-	-
20 Class E (retail - convenience) development	131.69	131.69	131.69	131.69	131.69	131.69	131.69	131.69	131.69
21 Class E (retail - supermarket) development	557.55	557.55	557.55	557.55	557.55	557.55	557.55	557.55	557.55
22 Class E (office) development	-	-	-	-	-	-	-	-	-
23 Class E (office) development	-	-	-	-	-	-	-	-	-
24 Industrial (B2/B8)	175.53	175.53	175.53	175.53	175.53	175.53	175.53	175.53	175.53
25 Industrial (B2/B8)	175.81	175.81	175.81	175.81	175.81	175.81	175.81	175.81	175.81
26 Industrial (B2/B8)	175.53	175.53	175.53	175.53	175.53	175.53	175.53	175.53	175.53
27 Hotel (town centre) 50 rooms	-	-	-	-	-	-	-	-	-
28 Hotel (town centre) 75 rooms	-	-	-	-	-	-	-	-	-
29 Hotel (town centre) 100 rooms	-	-	-	-	-	-	-	-	-
30 Community use/leisure	-	-	-	-	-	-	-	-	-

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)		ZONE 4		ZONE 3		ZONE 2		ZONE 1	
Description	£3,567	£3,751	£3,934	£4,118	£4,302	£4,485	£4,669	£4,852	£5,036
1 Three unit development	86.11	187.20	259.67	351.71	418.19	510.23	602.27	668.76	760.78
2 Five unit development	86.11	187.20	259.67	351.71	418.19	510.23	602.27	668.76	760.78
3 Eight unit development	14.56	111.88	180.71	269.31	332.37	420.98	509.58	572.65	661.23
4 Ten unit development	51.57	148.88	217.71	306.32	369.38	457.98	546.58	609.65	698.23
5 Ten unit development (flats)	-	-	-	-	-	30.25	107.23	156.25	230.15
6 Fifteen unit development	65.44	160.46	227.79	314.30	375.99	462.50	549.00	610.70	697.19
7 Twenty unit development (flats)	-	-	-	-	7.17	78.50	145.89	188.45	253.38
8 Thirty unit development	35.49	128.40	196.15	289.07	356.81	449.72	542.64	610.39	703.28
9 Fifty unit development	-	-	50.88	137.26	193.26	274.40	355.55	411.55	492.68
10 One hundred unit development	-	68.78	130.32	211.30	267.57	348.04	428.14	483.88	563.66
11 Three hundred unit scheme	-	76.29	-	212.21	265.72	342.44	419.16	472.57	549.27
12 Five hundred unit scheme	-	-	-	27.50	78.81	152.88	226.86	277.83	351.28
13 Seven-hundred and fifty unit scheme	-	-	-	-	-	2.79	74.71	123.58	194.98
14 One thousand unit scheme	-	-	-	-	-	-	67.50	114.90	184.17
15 One thousand, five hundred unit scheme	-	-	-	-	-	8.79	74.05	117.87	182.40
16 Two thousand, five hundred unit scheme	-	-	-	-	-	-	-	-	46.28
17 C2 care scheme - houses	-	38.01	96.47	174.29	227.04	304.45	381.87	434.62	512.02
18 C2 care scheme - flats	-	-	-	-	-	-	-	-	-
19 Class E (light industrial) development	-	-	-	-	-	-	-	-	-
20 Class E (retail - convenience) development	143.12	143.12	143.12	143.12	143.12	143.12	143.12	143.12	143.12
21 Class E (retail - supermarket) development	577.55	577.55	577.55	577.55	577.55	577.55	577.55	577.55	577.55
22 Class E (office) development	-	-	-	-	-	-	-	-	-
23 Class E (office) development	-	-	-	-	-	-	-	-	-
24 Industrial (B2/B8)	195.53	195.53	195.53	195.53	195.53	195.53	195.53	195.53	195.53
25 Industrial (B2/B8)	195.56	195.56	195.56	195.56	195.56	195.56	195.56	195.56	195.56
26 Industrial (B2/B8)	195.53	195.53	195.53	195.53	195.53	195.53	195.53	195.53	195.53
27 Hotel (town centre) 50 rooms	-	-	-	-	-	-	-	-	-
28 Hotel (town centre) 75 rooms	-	-	-	-	-	-	-	-	-
29 Hotel (town centre) 100 rooms	-	-	-	-	-	-	-	-	-
30 Community use/leisure	-	-	-	-	-	-	-	-	-



**Table 6.47.2: Maximum CIL rates (before buffer) 40% affordable housing (60% rent, 15% shared ownership and 25% First Homes) – machine readable version at Appendix 13**

Maximum CIL rates		40% affordable		60% rent, 15% shared ownership and 25% First Homes					
BENCHMARK LAND VALUE 1 (PREVIOUSLY DEVELOPED LAND)		ZONE 4		ZONE 3		ZONE 2		ZONE 1	
Description	£3,567	£3,751	£3,934	£4,118	£4,302	£4,485	£4,669	£4,852	£5,036
1 Three unit development	-	-	-	-	91.76	187.87	283.99	354.48	450.57
2 Five unit development	-	-	-	-	91.76	187.87	283.99	354.48	450.57
3 Eight unit development	-	-	-	-	5.75	98.41	191.08	258.15	350.79
4 Ten unit development	-	-	-	10.30	116.75	209.42	302.09	369.15	461.80
5 Ten unit development (flats)	-	-	-	-	-	-	74.72	126.98	203.83
6 Fifteen unit development	-	-	-	18.29	121.84	212.26	302.69	368.24	458.64
7 Twenty unit development (flats)	-	-	-	-	-	47.72	117.71	163.20	231.11
8 Thirty unit development	-	63.63	135.23	194.19	303.63	400.45	497.27	568.87	665.66
9 Fifty unit development	-	-	-	-	-	71.31	156.22	215.92	300.36
10 One hundred unit development	-	-	-	-	-	83.63	167.50	226.68	309.78
11 Three hundred unit scheme	-	-	-	-	-	75.68	155.97	212.88	293.06
12 Five hundred unit scheme	-	-	-	-	-	-	38.45	92.67	169.55
13 Seven-hundred and fifty unit scheme	-	-	-	-	-	-	-	-	11.54
14 One thousand unit scheme	-	-	-	-	-	-	-	-	-
15 One thousand, five hundred unit scheme	-	-	-	-	-	-	-	-	40.76
16 Two thousand, five hundred unit scheme	-	-	-	-	-	-	-	-	-
17 C2 care scheme - houses	-	-	-	0.85	94.68	175.96	257.24	313.80	394.92
18 C2 care scheme - flats	-	-	-	-	-	-	-	-	-
19 Class E (light industrial) development	-	-	-	-	-	-	-	-	-
20 Class E (retail - convenience) development	95.50	95.50	95.50	95.50	95.50	95.50	95.50	95.50	95.50
21 Class E (retail - supermarket) development	494.21	494.21	494.21	494.21	494.21	494.21	494.21	494.21	494.21
22 Class E (office) development	-	-	-	-	-	-	-	-	-
23 Class E (office) development	-	-	-	-	-	-	-	-	-
24 Industrial (B2/B8)	112.19	112.19	112.19	112.19	112.19	112.19	112.19	112.19	112.19
25 Industrial (B2/B8)	113.25	113.25	113.25	113.25	113.25	113.25	113.25	113.25	113.25
26 Industrial (B2/B8)	112.19	112.19	112.19	112.19	112.19	112.19	112.19	112.19	112.19
27 Hotel (town centre) 50 rooms	-	-	-	-	-	-	-	-	-
28 Hotel (town centre) 75 rooms	-	-	-	-	-	-	-	-	-
29 Hotel (town centre) 100 rooms	-	-	-	-	-	-	-	-	-
30 Community use/leisure	-	-	-	-	-	-	-	-	-

BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)		ZONE 4		ZONE 3		ZONE 2		ZONE 1	
Description	£3,567	£3,751	£3,934	£4,118	£4,302	£4,485	£4,669	£4,852	£5,036
1 Three unit development	25.18	130.35	206.37	262.91	372.97	469.08	565.20	635.69	731.78
2 Five unit development	25.18	130.35	206.37	262.91	372.97	469.08	565.20	635.69	731.78
3 Eight unit development	-	54.85	127.23	180.51	286.96	379.63	472.29	539.36	632.00
4 Ten unit development	8.21	109.61	182.00	235.27	341.72	434.39	527.06	594.12	686.77
5 Ten unit development (flats)	-	-	-	-	-	51.06	130.96	183.23	260.07
6 Fifteen unit development	21.13	120.09	190.84	243.26	346.81	437.23	527.66	593.21	683.61
7 Twenty unit development (flats)	-	-	-	-	22.78	97.11	167.10	212.59	280.50
8 Thirty unit development	38.92	135.74	207.33	266.29	375.74	472.56	569.38	640.97	737.77
9 Fifty unit development	-	-	24.46	78.06	173.87	258.78	343.69	403.40	487.83
10 One hundred unit development	-	24.59	89.48	137.30	234.10	317.97	401.84	461.03	544.13
11 Three hundred unit scheme	-	30.36	92.16	138.20	229.74	310.03	390.32	447.23	527.40
12 Five hundred unit scheme	-	-	-	5.12	59.61	137.03	214.21	268.43	345.31
13 Seven-hundred and fifty unit scheme	-	-	-	-	-	-	60.84	112.98	187.30
14 One thousand unit scheme	-	-	-	-	-	-	52.57	103.01	175.27
15 One thousand, five hundred unit scheme	-	-	-	-	-	-	67.45	114.01	181.37
16 Two thousand, five hundred unit scheme	-	-	-	-	-	-	-	-	-
17 C2 care scheme - houses	-	26.82	88.66	132.67	226.50	307.78	389.06	445.62	526.74
18 C2 care scheme - flats	-	-	-	-	-	-	-	-	-
19 Class E (light industrial) development	-	-	-	-	-	-	-	-	-
20 Class E (retail - convenience) development	131.69	131.69	131.69	131.69	131.69	131.69	131.69	131.69	131.69
21 Class E (retail - supermarket) development	557.55	557.55	557.55	557.55	557.55	557.55	557.55	557.55	557.55
22 Class E (office) development	-	-	-	-	-	-	-	-	-
23 Class E (office) development	-	-	-	-	-	-	-	-	-
24 Industrial (B2/B8)	175.53	175.53	175.53	175.53	175.53	175.53	175.53	175.53	175.53
25 Industrial (B2/B8)	175.81	175.81	175.81	175.81	175.81	175.81	175.81	175.81	175.81
26 Industrial (B2/B8)	175.53	175.53	175.53	175.53	175.53	175.53	175.53	175.53	175.53
27 Hotel (town centre) 50 rooms	-	-	-	-	-	-	-	-	-
28 Hotel (town centre) 75 rooms	-	-	-	-	-	-	-	-	-
29 Hotel (town centre) 100 rooms	-	-	-	-	-	-	-	-	-
30 Community use/leisure	-	-	-	-	-	-	-	-	-

BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)		ZONE 4		ZONE 3		ZONE 2		ZONE 1	
Description	£3,567	£3,751	£3,934	£4,118	£4,302	£4,485	£4,669	£4,852	£5,036
1 Three unit development	113.98	219.16	295.18	351.71	461.77	557.89	654.00	724.49	820.59
2 Five unit development	113.98	219.16	295.18	351.71	461.77	557.89	654.00	724.49	820.59
3 Eight unit development	42.25	143.65	216.04	269.31	375.76	468.43	561.10	628.16	720.81
4 Ten unit development	79.26	180.65	253.04	306.32	412.77	505.43	598.10	665.16	757.81
5 Ten unit development (flats)	-	-	-	-	-	68.82	148.72	200.99	277.83
6 Fifteen unit development	92.18	191.13	261.88	314.30	417.85	508.28	598.70	664.25	754.66
7 Twenty unit development (flats)	-	-	-	-	38.38	112.71	182.70	228.18	296.10
8 Thirty unit development	61.69	158.51	230.10	289.07	398.51	495.33	592.15	663.74	760.54
9 Fifty unit development	-	15.96	83.66	137.26	233.08	317.99	402.89	462.60	547.03
10 One hundred unit development	5.81	98.59	163.49	211.30	308.11	391.98	475.84	535.03	618.13
11 Three hundred unit scheme	15.80	104.37	166.17	212.21	303.74	384.03	464.32	521.23	601.40
12 Five hundred unit scheme	-	-	-	60.62	-	192.53	269.72	323.94	400.81
13 Seven-hundred and fifty unit scheme	-	-	-	-	-	41.46	116.35	168.48	242.80
14 One thousand unit scheme	-	-	-	-	-	35.22	108.07	158.52	230.78
15 One thousand, five hundred unit scheme	-	-	-	-	-	43.88	111.85	158.41	225.77
16 Two thousand, five hundred unit scheme	-	-	-	-	-	-	-	25.43	83.92
17 C2 care scheme - houses	-	68.45	130.29	174.29	268.12	349.41	430.69	487.25	568.37
18 C2 care scheme - flats	-	-	-	-	-	-	-	-	-
19 Class E (light industrial) development	-	-	-	-	-	-	-	-	-
20 Class E (retail - convenience) development	143.12	143.12	143.12	143.12	143.12	143.12	143.12	143.12	143.12
21 Class E (retail - supermarket) development	577.55	577.55	577.55	577.55	577.55	577.55	577.55	577.55	577.55
22 Class E (office) development	-	-	-	-	-	-	-	-	-
23 Class E (office) development	-	-	-	-	-	-	-	-	-
24 Industrial (B2/B8)	195.53	195.53	195.53	195.53	195.53	195.53	195.53	195.53	195.53
25 Industrial (B2/B8)	195.56	195.56	195.56	195.56	195.56	195.56	195.56	195.56	195.56
26 Industrial (B2/B8)	195.53	195.53	195.53	195.53	195.53	195.53	195.53	195.53	195.53
27 Hotel (town centre) 50 rooms	-	-	-	-	-	-	-	-	-
28 Hotel (town centre) 75 rooms	-	-	-	-	-	-	-	-	-
29 Hotel (town centre) 100 rooms	-	-	-	-	-	-	-	-	-
30 Community use/leisure	-	-	-	-	-	-	-	-	-



**Table 6.47.3: Commercial schemes – maximum CIL rates (Benchmark Land Value 1 – Previously Developed Land)**

Typology No	Description	Maximum CIL rate Per square metre
19	Class E (light industrial) development	-
20	Class E (retail - comparison) development	95.50
21	Class E (retail - supermarket) development	494.21
22	Class E (office) development	-
23	Class E (office) development	-
24	Industrial (B2/B8)	112.19
25	Industrial (B2/B8)	113.25
26	Industrial (B2/B8)	112.19
27	Hotel (town centre) 50 rooms	-
28	Hotel (town centre) 75 rooms	-
29	Hotel (town centre) 100 rooms	-
30	Community use/leisure	-

**Table 6.47.4: Commercial schemes – maximum CIL rates (Benchmark Land Value 2 – Higher Greenfield)**

Typology No	Description	Maximum CIL rate Per square metre
19	Class E (light industrial) development	-
20	Class E (retail - comparison) development	131.69
21	Class E (retail - supermarket) development	557.55
22	Class E (office) development	-
23	Class E (office) development	-
24	Industrial (B2/B8)	175.53
25	Industrial (B2/B8)	175.81
26	Industrial (B2/B8)	175.53
27	Hotel (town centre) 50 rooms	-
28	Hotel (town centre) 75 rooms	-
29	Hotel (town centre) 100 rooms	-
30	Community use/leisure	-

**Table 6.47.5: Commercial schemes – maximum CIL rates (Benchmark Land Value 3 – Lower Greenfield)**

Typology No	Description	Maximum CIL rate Per square metre
19	Class E (light industrial) development	143.12
20	Class E (retail - comparison) development	577.55
21	Class E (retail - supermarket) development	-
22	Class E (office) development	-
23	Class E (office) development	195.53
24	Industrial (B2/B8)	195.56
25	Industrial (B2/B8)	195.53
26	Industrial (B2/B8)	-
27	Hotel (town centre) 50 rooms	-
28	Hotel (town centre) 75 rooms	-
29	Hotel (town centre) 100 rooms	-
30	Community use/leisure	



**Table 6.48.1: Impact of alternative CIL rates on residual land values (sales values of £3,567 per square metre) – machine readable version at Appendix 14**

TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%

60% rent, 15% SO, 25% FHs

Mkt value: £3,567 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£66,883	£64,666	-3%	£60,939	-9%	£57,212	-14%
2	Five unit development	5	£111,472	£107,777	-3%	£101,565	-9%	£95,353	-14%
3	Eight unit development	8	£130,066	£124,159	-5%	£114,229	-12%	£104,298	-20%
4	Ten unit development	10	£162,583	£155,199	-5%	£142,786	-12%	£130,372	-20%
5	Ten unit development (flats)	10	-£278,136	-£285,618	3%	-£298,196	7%	-£310,775	12%
6	Fifteen unit development	15	£261,618	£250,858	-4%	£232,769	-11%	£214,427	-18%
7	Twenty unit development (flats)	20	-£441,367	-£464,336	5%	-£495,917	12%	-£527,499	20%
8	Thirty unit development	78	£460,340	£403,599	-12%	£307,923	-33%	£211,178	-54%
9	Fifty unit development	50	£18,379	-£18,739	-202%	-£81,580	-544%	-£144,421	-886%
10	One hundred unit development	100	£1,075,971	£1,004,114	-7%	£882,323	-18%	£760,532	-29%
11	Three hundred unit scheme	300	£3,517,261	£3,309,256	-6%	£2,959,552	-16%	£2,609,847	-26%
12	Five hundred unit scheme	500	-£3,904,703	-£4,260,363	9%	-£4,858,313	24%	-£5,464,063	40%
13	Seven-hundred and fifty unit scheme	750	-£15,891,988	-£16,447,054	3%	-£17,380,252	9%	-£18,313,450	15%
14	One thousand unit scheme	1,000	-£20,868,906	-£21,607,755	4%	-£22,849,938	9%	-£24,092,121	15%
15	One thousand, five hundred unit scheme	1,500	-£30,115,084	-£31,218,732	4%	-£33,074,226	10%	-£34,929,720	16%
16	Two thousand, five hundred unit scheme	2,500	-£46,570,749	-£48,394,833	4%	-£51,461,551	11%	-£54,528,269	17%
17	C2 care scheme - houses	50	£135,866	£99,705	-27%	£38,912	-71%	£22,191	-116%
18	C2 care scheme - flats	60	-£3,910,263	-£3,955,116	1%	-£4,030,525	3%	-£4,105,934	5%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%







**Table 6.48.4: Impact of alternative CIL rates on residual land values (sales values of £4,118 per square metre) – machine readable version at Appendix 14**

**TEST VALLEY LOCAL PLAN VIABILITY TESTING**

Aff Hsg: 40%

60% rent, 15% SO, 25% FHs

Mkt value: £4,118 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£137,866	£134,540	-2%	£130,813	-5%	£127,086	-8%
2	Five unit development	5	£229,777	£224,234	-2%	£218,022	-5%	£211,809	-8%
3	Eight unit development	8	£312,059	£303,196	-3%	£293,265	-6%	£283,335	-9%
4	Ten unit development	10	£390,073	£378,995	-3%	£366,582	-6%	£354,168	-9%
5	Ten unit development (flats)	10	-£78,419	-£89,488	14%	-£101,891	30%	-£114,294	46%
6	Fifteen unit development	15	£594,699	£578,556	-3%	£560,467	-6%	£542,377	-9%
7	Twenty unit development (flats)	20	-£44,539	-£74,989	68%	-£106,570	139%	-£138,152	210%
8	Thirty unit development	78	£2,231,707	£2,146,576	-4%	£2,051,181	-8%	£1,955,785	-12%
9	Fifty unit development	50	£1,101,459	£1,046,933	-5%	£985,834	-10%	£924,734	-16%
10	One hundred unit development	100	£3,147,468	£3,040,299	-3%	£2,920,207	-7%	£2,800,116	-11%
11	Three hundred unit scheme	300	£9,449,517	£9,141,795	-3%	£8,796,970	-7%	£8,452,145	-11%
12	Five hundred unit scheme	500	£5,773,645	£5,269,200	-9%	£4,703,932	-19%	£4,137,728	-28%
13	Seven-hundred and fifty unit scheme	750	-£1,249,746	-£2,026,029	62%	-£2,895,911	132%	-£3,771,997	202%
14	One thousand unit scheme	1,000	-£1,791,589	-£2,810,484	57%	-£3,952,232	121%	-£5,109,598	185%
15	One thousand, five hundred unit scheme	1,500	-£3,077,923	-£4,556,320	48%	-£6,214,527	102%	-£7,885,933	156%
16	Two thousand, five hundred unit scheme	2,500	-£6,150,048	-£8,429,863	37%	-£11,014,358	79%	-£13,621,006	121%
17	C2 care scheme - houses	50	£1,134,357	£1,080,862	-5%	£1,020,917	-10%	£960,971	-15%
18	C2 care scheme - flats	60	-£3,005,595	-£3,072,890	2%	-£3,148,299	5%	-£3,223,708	7%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%









**Table 6.48.7: Impact of alternative CIL rates on residual land values (sales values of £4,669 per square metre) – machine readable version at Appendix 14**

**TEST VALLEY LOCAL PLAN VIABILITY TESTING**

Aff Hsg: 40%

60% rent, 15% SO, 25% FHs

Mkt value: £4,669 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£203,940	£199,507	-2%	£195,780	-4%	£192,053	-6%
2	Five unit development	5	£339,901	£332,512	-2%	£326,299	-4%	£320,087	-6%
3	Eight unit development	8	£481,441	£469,627	-2%	£459,697	-5%	£449,765	-7%
4	Ten unit development	10	£601,802	£587,034	-2%	£574,621	-5%	£562,208	-7%
5	Ten unit development (flats)	10	£115,400	£100,852	-13%	£88,621	-23%	£76,391	-34%
6	Fifteen unit development	15	£904,678	£883,159	-2%	£865,070	-4%	£846,981	-6%
7	Twenty unit development (flats)	20	£339,997	£302,606	-11%	£271,465	-20%	£240,325	-29%
8	Thirty unit development	78	£4,003,035	£3,889,553	-3%	£3,794,158	-5%	£3,698,763	-8%
9	Fifty unit development	50	£2,064,454	£1,991,770	-4%	£1,930,670	-6%	£1,869,571	-9%
10	One hundred unit development	100	£5,060,417	£4,919,549	-3%	£4,801,134	-5%	£4,682,717	-7%
11	Three hundred unit scheme	300	£14,925,250	£14,520,771	-3%	£14,180,757	-5%	£13,840,743	-7%
12	Five hundred unit scheme	500	£14,571,158	£13,908,098	-5%	£13,350,717	-8%	£12,793,337	-12%
13	Seven-hundred and fifty unit scheme	750	£11,633,899	£10,645,549	-8%	£9,811,574	-16%	£8,977,600	-23%
14	One thousand unit scheme	1,000	£14,909,059	£13,625,072	-9%	£12,532,448	-16%	£11,437,831	-23%
15	One thousand, five hundred unit scheme	1,500	£20,291,182	£18,452,414	-9%	£16,888,579	-17%	£15,321,004	-24%
16	Two thousand, five hundred unit scheme	2,500	£27,832,932	£25,039,582	-10%	£22,662,445	-19%	£20,281,074	-27%
17	C2 care scheme - houses	50	£2,054,924	£1,983,613	-3%	£1,923,668	-6%	£1,863,722	-9%
18	C2 care scheme - flats	60	-£2,100,956	-£2,190,663	4%	-£2,266,072	8%	-£2,341,481	11%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%







### **Housing for older people**

- 6.56 Housing for older people (extra care, sheltered housing and care homes) are generally not viable at 40% affordable housing unless provided on greenfield sites and/or in the form of houses, rather than flats. However, most schemes of this type of housing typically come forward as flatted developments in town centres. Consequently, we would advise against introducing a CIL charge on this type of development at the current time and instead any 'surplus' value is used to provide affordable housing.
- 6.57 Where these types of development are viable, they have less capacity than general purpose residential schemes to contribute towards infrastructure. They are also fewer in number than general purpose residential schemes and will therefore make a significantly smaller contribution to housing numbers.

### **Class E floorspace**

- 6.58 The September 2020 changes to the Use Class Order brings together a range of uses that were previously separately defined uses (retail; cafes and restaurants; professional and financial services; health centres; offices; and light industrial). Although there is now flexibility in terms of use, the CIL regulations indicate that CIL should be based on intended uses of development and not necessarily defined by use class.
- 6.59 We have tested the viability of the three most likely types of development within Class E (offices; retail; and light industrial). In the adopted Charging Schedule, convenience retail is currently charged at £180 per square metre (£218.90 per square metre after indexation) and with a nil rate applied to comparison retail. All other uses within Class E fall within the "All other uses" rate of nil. Our appraisals indicate that supermarkets could absorb a higher rate of CIL and we suggest an increase from the currently adopted £218.90 to £250 per square metre.
- 6.60 Our appraisals indicate that office and light industrial developments in the town centre will not generate any surplus residual land value over existing use values that could be used to pay a CIL charge. However, retail development remains viable, albeit that the sector as a whole is going through a period of structural change, with significant volumes of business moving online. As a result, the existing quantum of retail floorspace in the town centres is unlikely to increase and indeed may reduce over time, in response these changing patterns. At the current time, we recommend that the existing rates (subject to indexation) are maintained in any revised CIL charging schedule.

### **Hotels**

- 6.61 The adopted Charging Schedule applies the "Standard Charge" of nil to the development of new hotels. Our appraisals indicate that hotel developments are unviable at current market values. We therefore recommend that hotel developments remain in the "All other uses" rate of nil.

### **Industrial and warehousing**

- 6.62 Industrial and warehousing development has become significantly more viable since the adopted Charging Schedule was adopted, partly in response to losses of existing space to other uses, but also due to increasing demand from operators such as Amazon and from supermarket chains for logistics hubs.
- 6.63 New industrial developments are most likely to be brought forward on greenfield sites, where our appraisals indicate that maximum rates of between £112 and £175 per square metre could be charged.
- 6.64 We have tested potential CIL rates of £20, £40 and £60 per square metre and applying these rates to our appraisals reduces the residual land values by 9%, 17% and 26% respectively. We suggest that the Council adopts a cautious approach to rates for industrial, given that a nil rate was previously applied. A rate of £40 per square metre should be sufficiently modest in terms of its impact to avoid any adverse impacts on land supply.



### Revised CIL charges – summary

6.65 We summarise the suggested revised CIL charges in Table 6.65.1.

**Table 6.65.1: Suggested revisions to CIL Charging Schedule**

Development type	Zone	Indexed to Jan 2022	Suggested rate
Residential, excluding extra care accommodation	Zone 1	£212.82	£250
	Zone 2	£170.26	£200
	Zone 3	£127.69	£127.69
	Zone 4	£85.13	£85.13
Supermarkets, superstores and retail warehouses	Whole Borough	£218.90	£250.00
Industrial	Whole Borough	-	£40
All other uses	Whole Borough	Nil	

## 7 Conclusions and recommendations

- 7.1 The NPPF states that “Plans should set out the contributions expected in association with particular sites and types of development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, green and digital infrastructure). Such policies should not undermine the delivery of the plan”. This report and its supporting appendices test the ability of development typologies in Test Valley Borough to support emerging Local Plan policies while making contributions to infrastructure that will support growth through CIL.
- 7.2 We have tested the impact of the main emerging policies which may have an impact on viability:
- **Affordable housing:** We have appraised residential schemes with a range of affordable housing percentages from 0% to 50% with a tenure splits of (a) 70% rent, 5% shared ownership and 25% First Homes and (b) 60% rent, 15% shared ownership and 25% First Homes to test the proposed retention of the existing 40% target as proposed in Policy HOU1: Affordable Housing. There are significant variations in the percentages of affordable housing that can be provided, depending on private sales values, scheme composition and benchmark land value. The results do not point to any particular level of affordable housing that most schemes can viably deliver and we therefore recommend that the existing 40% target be retained, and applied on a ‘maximum reasonable proportion’ basis taking site-specific circumstances into account. This reflects the Council’s current practice and also the approach in recently adopted Affordable Housing SPD.
  - **Affordable housing on sites providing 9 or fewer units:** our appraisals indicate that there is no significant difference in the viability of schemes providing 9 or fewer units than those of 10 units or more. However, providing affordable housing on small sites gives rise to practical difficulties and consequently, most councils operating a small sites affordable policy seek payments in lieu and this is reflected in the approach outlined in Policy HOU1: Affordable Housing. This policy seeks financial contributions in lieu on schemes providing 6-9 units in the rural area and our appraisals indicate that this approach is viable. We have also provided an overview of the two main approaches to seeking payments in lieu which are broadly financially neutral for developers in comparison to on-site delivery. In other words, payments in lieu neither incentivise developers to take up the option of a payment, but neither do they penalise them.
  - **First Homes** are required to be sold at a price not exceeding £250,000 to purchasers in receipt of gross household incomes not exceeding £80,000. The maximum discount in the First Homes Planning Practice Guidance is 50%, but in many parts of the Borough, higher discounts would be required to meet the £250,000 capped property price. The Council’s approach of flexible application of tenure mix will address any viability issues emerging as a result of the requirement for First Homes.
  - **Self-build and custom build homes:** the requirement in Policy HOU7: Self-build and Custom-build housing for strategic sites to deliver a 5% of plots for self-build and custom build housing has a neutral impact on financial viability. Developers will sell serviced plots at market value and the amount they receive will be broadly the same as the residual land value they would have achieved from building and selling a ‘standard’ plot.
  - **Net zero carbon:** Policy CL1: Countering Climate Change requires that developments deliver a net zero carbon development. Our appraisals reflect this requirement through a 5% increase in construction costs (covering operational emissions) and 15% (covering both operational emissions and embodied carbon). Our appraisals indicate that most developments will be able to meet net zero carbon in regards to operational emissions, but securing net zero carbon on embodied emissions in addition to operation emissions may require trade-offs in terms of other policies (e.g. reduced affordable housing percentages). However, the cost of reducing both operational and embodied carbon emissions is likely to fall over time and the policy trade-offs required will abate over the plan period.
  - **Cumulative impact of other policies:** In addition to the specific policies above, our appraisals have regard to the cumulative impact of other plan policies which may have cost implications. In



this regard, our appraisals therefore comply with the requirement in national guidance for a comprehensive assessment of all relevant plan policies in the viability assessment.

- 7.3 In the context of the outcomes of the appraisals above, we have also tested the ability of sites to potentially absorb higher rates of CIL than the currently adopted rates, subject to indexation.
- 7.4 Viability in the lower residential bands (3 and 4) is more marginal after the impact of emerging policies is factored in, in comparison to the higher residential zones. To avoid reductions in affordable housing to balance net zero carbon requirements as well as other policy requirements, we recommend that the CIL rates in zones 3 and 4 remain unchanged at £127.69 and £85.13 per square metre respectively. In zones 1 and 2, developments could readily absorb an increase from the current rates of £212.82 and £170.26 per square metre to £250 and 200 per square metre.
- 7.5 The retail sector is undergoing structural change as a result of more trade moving online, although the impact of this is more evident in the comparison retail sector than the convenience sector. Our appraisals indicate that current nil rate should remain for comparison retail. However, the rate for convenience retail could increase from the current indexed CIL rate of £218.90 to £250 per square metre.
- 7.6 The industrial and logistics sector has seen significant increases in demand and rising rents and capital values as a result. Our appraisals indicate that a CIL rate of £40 per square metre could be applied.
- 7.7 All the revised CIL rates remain well below the theoretical maximum rates and are therefore not set at the margins of viability.

#### **Additional observations**

- 7.8 Viability measured in present value terms is only one of several factors that determine whether a site is developed. Developers need to maintain a throughput of sites to ensure their staff are utilised and they can continue to generate returns for their shareholders. Consequently, small adjustments to residual land values resulting from changes in policy can be absorbed in most all circumstances by developers taking a commercial view on the impact. However, in most cases the impact on land value is sufficiently modest that this can be passed onto the land owner at the bid stage without adversely impacting on the supply of land for development.
- 7.9 In considering the outputs of the appraisals, it is important to recognise that some developments will be unviable regardless of the Council's requirements. In these cases, the value of the existing building will be higher than a redevelopment opportunity over the medium term. However, this situation should not be taken as an indication of the viability (or otherwise) of the Council's policies and requirements.
- 7.10 It is critical that developers do not over-pay for sites such that the value generated by developments is paid to the landowner, rather than being used to provide affordable housing and to meet other planning policy requirements. The Council should work closely with developers to ensure that landowners' expectations of land value are appropriately framed by the local policy context. There may be instances when viability issues emerge on individual developments, even when the land has been purchased at an appropriate price (e.g. due to extensive decontamination requirements). In these cases, some flexibility may be required subject to submission of a robust site-specific viability assessment.

## Appendix 1 - Policy review

Policy reference	Policy name	Summary of requirement	Cost impact
Policy CL1	Countering Climate Change	Development to deliver a net zero carbon future through mitigation and adaptation to climate change  Biodiversity Net Gain of 10% on new developments	<b>Tested in study</b>  <b>Tested in study</b>
Policy DES1	Delivery of Sustainable and High Quality Design	All development to achieve high quality design based on comprehensive design principles. Applicants on major developments to produce a masterplan, design code or design and access statement as part of a planning application	Additional design fees reflected in professional fees allowances
Policy NA 1 Policy SA 1	Northern Area Policy 1: Andover Town Centre  Southern Area Policy 1: Romsey Town Centre	Development to promote an efficient and mixed use of land and buildings, taking account of respective masterplans for each town	Land use issue only
Policy NA2 Policy SA2	Northern Area Policy 2: Delivering High Quality Development in Andover Town Centre  Southern Area Policy 2: Delivering High Quality Development in Romsey Town Centre	Developments in the town centres to be of a high quality, taking into account how it impacts on the existing character and setting of the town centres. Design statements will be required by applicants and produced in accordance with design guides and development briefs produced by the Council.	Additional design fees reflected in professional fees allowances
Policy COM 1	Delivering Infrastructure	Developments will be required to mitigate their impact by providing necessary on-site infrastructure; long term maintenance of infrastructure, such as a management plan; and appropriate phasing of delivery of infrastructure.	Financial contributions and CIL factored into the appraisals
Policy HOU1: Affordable Housing	Housing Provision	Identifies a requirement of 10,820 homes across the Borough over the plan period of 2020-2040.  6,167 units to be provided in the northern part of the Borough and 4,653 units in the south of the Borough  The Council will seek 40% of new housing as affordable in line with its Affordable Housing SPD (September 2020)	Land use issue only  <b>Tested in the study</b>
Policy BIO3	Biodiversity Net Gain	Biodiversity net gain of 10% required	<b>10% and 20% BNG tested</b>
Policy BIO2	International Nature Conservation Designations	Developments required to either provide Suitable Alternative Natural Greenspace ('SANG') or provide a contribution of circa £3,500 per unit towards off-site mitigation.	<b>Tested in Study</b>
Policy HE1	Open Space and Recreation	Developments to contribute towards addressing requirement for open space	Development typologies incorporate sufficient differential between net and gross site area to accommodate on site open space



Policy reference	Policy name	Summary of requirement	Cost impact
Policy DES4	Public Art	Requirement for larger developments (300 units or more and 1,000 sqm+ for commercial developments) to include public art	Tested through higher S106 contributions for these development typologies.
Policy HOU5	Provision of Housing to meet our needs	Council's preferred mix set out in the supporting text to Policy HOU5	SHMA housing mix tested in the Study.
Policy HOU7	Self-Build and Custom Building Housing	Requirement for 5% of units on major developments to provide self-build and custom build plots	This is a neutral impact on viability – plot values that developers receive will be equivalent to the residual land value they would have generated through direct development.
Policy HOU6	Residential Space Standards	Developments to meet Nationally Described Space Standards	Space standards reflected in the appraisals.
Policy EC5	Skills and training	Developments to contribute towards training and skills	Tested as part of Section 106 obligation.
Policy TR3	Parking	Parking standards to remain as set out in existing policy	No additional cost requirements

## Appendix 2 - Typology details and appraisal inputs

TEST VALLEY LOCAL PLAN VIABILITY TESTING																							
Site ref	Typology description	Gross Site area	Net site area	Site coverage	Heights	No of		Resi costs Houses	Resi costs Flats	GIA Houses	GIA flats	Floor areas - proposed (sqm)								Total resi units	Total resi FS		
						Houses	Flats					Retail A1-A3	Retail S/Mark	Note: B1 office includes B1(b)		B1(c) and B2/B8 storage	C1 Hotel	C2 resi ins	D1			D2	
1	Three unit development	0.20	0.20	75%	2	3		1,456	1,680	271	-	-	-	-	-	-	-	-	-	-	-	3	271
2	Five unit development	0.33	0.33	75%	2	5		1,456	1,680	452	-	-	-	-	-	-	-	-	-	-	-	5	452
3	Eight unit development	0.53	0.53	75%	2	8		1,456	1,680	723	-	-	-	-	-	-	-	-	-	-	-	8	723
4	Ten unit development	0.53	0.53	75%	2	10		1,456	1,680	904	-	-	-	-	-	-	-	-	-	-	-	10	904
5	Ten unit development (flats)	0.13	0.13	75%	2		10	1,456	1,680	-	904	-	-	-	-	-	-	-	-	-	-	10	904
6	Fifteen unit development	0.80	0.80	75%	2	15		1,456	1,680	1,356	-	-	-	-	-	-	-	-	-	-	-	15	1,356
7	Twenty unit development (flats)	0.27	0.27	75%	2		20	1,456	1,680	-	1,808	-	250	-	-	-	-	-	-	-	-	20	1,808
8	Thirty unit development	1.33	1.33	75%	2	21	9	1,456	1,680	4,069	2,984	-	-	-	-	-	-	-	-	-	-	78	7,052
9	Fifty unit development	2.22	2.22	75%	2	35	15	1,456	1,680	3,165	1,356	-	-	-	-	-	-	-	-	-	-	50	4,521
10	One hundred unit development	5.56	5.56	75%	2	100		1,456	1,680	9,042	-	-	-	-	-	-	-	-	-	-	-	100	9,042
11	Three hundred unit scheme	16.67	16.67	60%	2	300		1,456	1,680	27,125	-	-	-	-	-	-	-	-	-	-	-	300	27,125
12	Five hundred unit scheme	20.83	20.83	60%	2	500		1,456	1,680	45,208	-	-	-	-	-	-	-	-	-	-	-	500	45,208
13	Seven-hundred and fifty unit scheme	31.25	31.25	50%	2	750		1,456	1,680	67,812	-	-	-	-	-	-	-	-	-	-	-	750	67,812
14	One thousand unit scheme	41.67	41.67	50%	2	1,000		1,456	1,680	90,416	-	-	-	-	-	-	-	-	-	-	-	1,000	90,416
15	One thousand, five hundred unit scheme	50.00	50.00	50%	2	1,500		1,456	1,680	135,624	-	-	-	-	-	-	-	-	-	-	-	1,500	135,624
16	Two thousand, five hundred unit scheme	166.67	166.67	50%	2	2,500		1,456	1,680	226,040	-	-	-	-	-	-	-	-	-	-	-	2,500	226,040
17	C2 care scheme - houses	1.56	1.56	50%	2	50		1,456	1,680	4,521	-	-	-	-	-	-	-	-	-	-	-	50	4,521
18	C2 care scheme - flats	0.75	0.75	50%	2		60	1,456	1,680	-	5,425	-	-	-	-	-	-	-	-	-	-	60	5,425
19	Class E (light industrial) development	0.14	0.14	50%	2		-	1,456	1,680	-	-	-	-	-	1,500	-	-	-	-	-	-	-	-
20	Class E (retail - convenience) development	0.24	0.24	50%	2		-	1,456	1,680	-	-	2,500	-	-	-	-	-	-	-	-	-	-	-
21	Class E (retail - supermarket) development	0.42	0.42	50%	2		-	1,456	1,680	-	-	-	2,500	-	-	-	-	-	-	-	-	-	-
22	Class E (office) development	0.08	0.08	50%	2		-	1,456	1,680	-	-	-	-	1,500	-	-	-	-	-	-	-	-	-
23	Class E (office) development	0.18	0.18	50%	2		-	1,456	1,680	-	-	-	-	2,500	-	-	-	-	-	-	-	-	-
24	Industrial (B2/B8)	0.83	0.83	50%	1		-	1,456	1,680	-	-	-	-	-	-	5,000	-	-	-	-	-	-	-
25	Industrial (B2/B8)	3.33	3.33	50%	1		-	1,456	1,680	-	-	250	-	-	-	20,000	-	-	-	-	-	-	-
26	Industrial (B2/B8)	0.17	0.17	50%	1		-	1,456	1,680	-	-	-	-	-	1,000	-	-	-	-	-	-	-	-
27	Hotel (town centre) 50 rooms	0.13	0.13	50%	2		-	1,456	1,680	-	-	-	-	-	-	-	1,250	-	-	-	-	-	-
28	Hotel (town centre) 75 rooms	0.19	0.19	50%	2		-	1,456	1,680	-	-	-	-	-	-	-	1,875	-	-	-	-	-	-
29	Hotel (town centre) 100 rooms	0.25	0.25	50%	2		-	1,456	1,680	-	-	-	-	-	-	-	2,500	-	-	-	-	-	-
30	Community use/leisure	0.08	0.08	50%	2		-	1,456	1,680	-	-	-	-	-	-	-	-	1,100	-	-	-	-	-





TEST VALLE Rents			Cap val Yields																	n/a
Site ref	Retail A1-A	Retail S/M	B1 office	B1(c) and	B8 storage	C1 Hotel	C2 resi ins	D1	D2	Resi	Retail A1-A	Retail S/M	B1 office	B1(c) and	B8 storage	C1 Hotel	C2 resi ins	D1	D2	Resi
1	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
2	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
3	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
4	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
5	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
6	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
7	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
8	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
9	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
10	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
11	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
12	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
13	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
14	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
15	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
16	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
17	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
18	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
19	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
20	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
21	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
22	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
23	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
24	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
25	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
26	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
27	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
28	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
29	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	
30	250	250	281	125	125	182	390	250	250	5.036	6.50%	4.75%	6.00%	5.00%	5.00%	5.00%	5.00%	6.00%	6.00%	

1	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	120	121	
TEST VALLE Build costs											Net to gross												
Site ref	Retail A1-A5	Retail S'Ma	B1 office	B1(c) and B2	B8 storage	C1 Hotel	C2 resi ins	D1	D2	GF infra	% costs	Retail A1-A5	Retail S'Ma	B1 office	B1(c) and B2	B8 storage	C1 Hotel	C2 resi ins	D1	D2	Resi	Total new floorspace	Highways/S278
1	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	271	3,000
2	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	452	5,000
3	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	723	8,000
4	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	904	10,000
5	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	904	10,000
6	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	1,356	15,000
7	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	2,058	23,750
8	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	7,052	30,000
9	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	4,521	50,000
10	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	9,042	100,000
11	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	27,125	300,000
12	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	15%		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	45,208	500,000
13	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	15%		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	67,812	750,000
14	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	15%		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	90,416	1,000,000
15	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	15%		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	135,624	1,500,000
16	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	15%		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	226,040	2,500,000
17	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	4,521	50,000
18	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	70%	5,425	60,000
19	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	1,500	22,500
20	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	2,500	37,500
21	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	2,500	37,500
22	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	1,500	22,500
23	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	2,500	37,500
24	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	5,000	75,000
25	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	20,250	303,750
26	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	1,000	15,000
27	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	1,250	18,750
28	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	1,875	28,125
29	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	2,500	37,500
30	1,560	1,705	2,415	1,554	926	2,544		2,558	2,558	-		85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	1,100	16,500





1	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	168	173	174
TEST VALLE Investment sale (QUARTERS)											Resi sales period (qtrs)		Sales period start	Area	On-site AH	% AH rented	Roof area	BNG cost	Car parking spaces
Site ref	Retail A1-A	Retail S/M	B1 office	B1(c) and	B8 storage	C1 Hotel	C2 resi ins	D1	D2	Resi	Resi	Resi	units	% of PRS	On-site AH	% AH rented	Roof area	BNG cost	Car parking spaces
1	6	6	6	6	6	6	6	6	6	6		1	5	0.00%	50%	60%	750.00	1.4%	100%
2	6	6	6	6	6	6	6	6	6	6		1	5	0.00%	50%	60%	1,250.00	1.4%	100%
3	6	6	6	6	6	6	6	6	6	6		2	5	0.00%	50%	60%	2,000.00	1.4%	100%
4	6	6	6	6	6	6	6	6	6	6		2	5	0.00%	50%	60%	2,000.00	1.4%	100%
5	8	8	8	8	8	8	8	8	8	8		2	5	0.00%	50%	60%	500.00	1.4%	100%
6	8	8	8	8	8	8	8	8	8	8		2	5	0.00%	50%	60%	3,000.00	1.4%	100%
7	8	8	8	8	8	8	8	8	8	8		3	5	0.00%	50%	60%	1,000.00	1.4%	100%
8	8	8	8	8	8	8	8	8	8	8		3	5	0.00%	50%	60%	5,000.00	1.4%	100%
9	8	8	8	8	8	8	8	8	8	8		4	5	0.00%	50%	60%	8,333.33	1.4%	100%
10	10	10	10	10	10	10	10	10	10	10		8	5	0.00%	50%	60%	20,833.33	1.4%	100%
11	14	14	14	14	14	14	14	14	14	14		10	5	0.00%	50%	60%	50,000.00	1.4%	100%
12	17	17	17	17	17	17	17	17	17	17		13	5	0.00%	50%	60%	62,500.00	1.4%	100%
13	20	20	20	20	20	20	20	20	20	20		16	5	0.00%	50%	60%	78,125.00	1.4%	100%
14	22	22	22	22	22	22	22	22	22	22		18	5	0.00%	50%	60%	104,166.67	1.4%	100%
15	27	27	27	27	27	27	27	27	27	27		23	5	0.00%	50%	60%	125,000.00	1.4%	100%
16	37	37	37	37	37	37	37	37	37	37		33	5	0.00%	50%	60%	416,666.67	1.4%	100%
17	8	8	8	8	8	8	8	8	8	8		7	8	0.00%	50%	60%	3,906.25	1.4%	100%
18	8	8	8	8	8	8	8	8	8	8		1	8	0.00%	50%	60%	1,875.00	1.4%	100%
19	8	8	8	8	8	8	8	8	8	8		1	8	0.00%	0%	60%	357.14	1.4%	100%
20	8	8	8	8	8	8	8	8	8	8		1	8	0.00%	0%	60%	595.24	1.4%	100%
21	8	8	8	8	8	8	8	8	8	8		1	8	0.00%	0%	60%	1,041.67	1.4%	100%
22	8	8	8	8	8	8	8	8	8	8		1	8	0.00%	0%	60%	187.50	1.4%	100%
23	8	8	8	8	8	8	8	8	8	8		1	8	0.00%	0%	60%	446.43	1.4%	100%
24	6	6	6	6	6	6	6	6	6	6		1	6	0.00%	0%	60%	4,166.67	1.4%	100%
25	6	6	6	6	6	6	6	6	6	6		1	6	0.00%	0%	60%	16,666.67	1.4%	100%
26	6	6	6	6	6	6	6	6	6	6		1	6	0.00%	0%	60%	833.33	1.4%	100%
27	8	8	8	8	8	8	8	8	8	8		1	8	0.00%	0%	60%	312.50	1.4%	100%
28	8	8	8	8	8	8	8	8	8	8		1	8	0.00%	0%	60%	468.75	1.4%	100%
29	8	8	8	8	8	8	8	8	8	8		1	8	0.00%	0%	60%	625.00	1.4%	100%
30	8	8	8	8	8	8	8	8	8	8		1	8	0.00%	0%	60%	196.43	1.4%	100%

## Appendix 3 - BCIS



£/m<sup>2</sup> study

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

**Last updated:** 30-Jul-2022 05:38

› Rebased to Test Valley ( 106; sample 26 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
<b>282. Factories</b>							
Generally (20)	1,268	291	705	1,043	1,511	4,761	92
Up to 500m <sup>2</sup> GFA (20)	1,607	1,028	1,156	1,361	2,015	2,777	13
500 to 2000m <sup>2</sup> GFA (20)	1,349	291	745	1,207	1,484	4,761	39
Over 2000m <sup>2</sup> GFA (20)	1,080	519	641	866	1,181	2,759	40
<b>282.1 Advance factories</b>							
Generally (15)	1,092	514	896	1,055	1,315	1,778	22
Up to 500m <sup>2</sup> GFA (15)	1,220	1,028	1,044	1,196	1,306	1,611	7
500 to 2000m <sup>2</sup> GFA (15)	1,187	514	995	1,271	1,384	1,778	9
Over 2000m <sup>2</sup> GFA (15)	803	599	639	786	946	1,054	6
<b>282.12 Advance factories/offices - mixed facilities (class B1)</b>							
Generally (20)	1,477	552	896	1,480	1,794	2,777	19
Up to 500m <sup>2</sup> GFA (20)	2,450	2,015	-	2,560	-	2,777	3
500 to 2000m <sup>2</sup> GFA (20)	1,392	552	1,243	1,529	1,688	1,851	6
Over 2000m <sup>2</sup> GFA (20)	1,236	649	843	963	1,558	2,759	10
<b>282.2 Purpose built factories</b>							
Generally (30)	1,374	291	729	1,170	1,753	4,761	79
Up to 500m <sup>2</sup> GFA (30)	1,604	856	1,111	1,370	2,160	2,460	7
500 to 2000m <sup>2</sup> GFA (30)	1,484	291	772	1,105	1,667	4,761	28
Over 2000m <sup>2</sup> GFA (30)	1,268	385	689	1,179	1,719	2,519	44
282.22 Purpose built factories/Offices - mixed facilities (15)	1,078	528	868	1,062	1,173	2,348	23
<b>284. Warehouses/stores</b>							
Generally (15)	1,103	435	667	882	1,275	5,065	46
Up to 500m <sup>2</sup> GFA (15)	2,021	731	1,116	1,421	2,398	5,065	8
500 to 2000m <sup>2</sup> GFA (15)	1,013	512	738	908	1,158	1,782	17
Over 2000m <sup>2</sup> GFA (15)	826	435	611	674	950	1,740	21
284.1 Advance warehouses/stores (15)	890	446	671	904	1,116	1,464	10

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
<b>284.2 Purpose built warehouses/stores</b>							
Generally (15)	1,166	435	675	882	1,331	5,065	34
Up to 500m <sup>2</sup> GFA (15)	2,330	731	1,382	1,813	2,944	5,065	6
500 to 2000m <sup>2</sup> GFA (15)	970	512	712	882	1,106	1,782	14
Over 2000m <sup>2</sup> GFA (15)	864	435	647	764	1,024	1,740	14
284.5 Cold stores/refrigerated stores (25)	1,411	1,055	-	1,117	-	2,062	3
<b>320. Offices</b>							
Generally (15)	2,312	1,144	1,651	2,186	2,714	5,610	68
<b>Air-conditioned</b>							
Generally (15)	2,369	1,358	1,983	2,300	2,706	3,983	21
1-2 storey (15)	2,310	1,358	1,942	2,162	2,403	3,983	8
3-5 storey (15)	2,285	1,553	1,822	2,190	2,706	3,096	9
6 storey or above (20)	2,870	1,981	2,353	2,542	2,906	5,128	9
<b>Not air-conditioned</b>							
Generally (15)	2,269	1,144	1,600	2,150	2,806	3,959	31
1-2 storey (15)	2,347	1,313	1,638	2,186	2,912	3,668	16
3-5 storey (15)	2,162	1,144	1,596	1,839	2,416	3,959	13
6 storey or above (20)	2,720	2,104	-	2,810	-	3,155	4
<b>344. Hypermarkets, supermarkets</b>							
Generally (30)	1,838	775	1,230	1,624	2,503	3,226	27
Up to 1000m <sup>2</sup> (30)	2,352	1,635	-	-	-	3,069	2
1000 to 7000m <sup>2</sup> GFA (30)	1,829	775	1,173	1,624	2,503	3,226	23
7000 to 15000m <sup>2</sup> (30)	1,563	-	-	-	-	-	1
Over 15000m <sup>2</sup> GFA (35)	2,027	-	-	-	-	-	1
<b>345. Shops</b>							
Generally (30)	1,836	688	992	1,486	2,370	4,832	20
1-2 storey (30)	1,853	688	990	1,443	2,395	4,832	19
3-5 storey (30)	1,529	-	-	-	-	-	1
<b>532. Community Centres</b>							
Generally (25)	2,553	1,046	2,043	2,436	2,928	7,688	113
<b>Up to 500m<sup>2</sup> GFA</b>							
Generally (25)	2,675	1,046	1,784	2,441	3,126	7,688	49
Steel framed (25)	2,966	1,415	1,888	2,505	3,442	7,688	23
Concrete framed (50)	1,624	-	-	-	-	-	1
Brick construction (25)	1,895	1,046	1,514	1,827	2,132	3,126	16
Timber framed (25)	3,252	2,403	2,923	3,113	3,688	4,348	9
<b>500 to 2000m<sup>2</sup> GFA</b>							

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
Generally (25)	2,468	1,326	2,109	2,432	2,736	3,948	60
Steel framed (25)	2,484	1,507	2,131	2,451	2,835	3,910	38
Concrete framed (30)	2,426	-	-	-	-	-	1
Brick construction (25)	2,285	1,326	2,085	2,209	2,571	3,948	14
Timber framed (25)	2,759	2,098	2,525	2,574	3,073	3,442	7
<b>Over 2000m2 GFA</b>							
Generally (25)	2,321	1,944	-	2,406	-	2,529	4
Steel framed (30)	2,271	1,652	-	2,406	-	2,619	4
Concrete framed (50)	1,726	-	-	-	-	-	1
Brick construction (50)	1,267	-	-	-	-	-	1
Timber framed (15)	2,529	-	-	-	-	-	1
810. Housing, mixed developments (15)	1,514	828	1,326	1,472	1,653	3,404	1221
<b>810.1 Estate housing</b>							
Generally (15)	1,516	738	1,293	1,456	1,656	5,227	1428
Single storey (15)	1,713	1,020	1,460	1,656	1,904	5,227	232
2-storey (15)	1,462	738	1,268	1,419	1,596	3,197	1107
3-storey (15)	1,581	950	1,275	1,502	1,788	3,102	84
4-storey or above (15)	3,196	1,559	2,551	2,848	4,284	4,740	5
810.11 Estate housing detached (15)	1,948	1,126	1,521	1,686	1,953	5,227	22
<b>810.12 Estate housing semi detached</b>							
Generally (15)	1,513	893	1,297	1,485	1,654	2,782	347
Single storey (15)	1,680	1,095	1,448	1,647	1,849	2,782	72
2-storey (15)	1,469	893	1,295	1,439	1,604	2,623	264
3-storey (15)	1,470	1,117	1,182	1,444	1,664	2,168	11
<b>810.13 Estate housing terraced</b>							
Generally (15)	1,564	949	1,270	1,462	1,717	4,740	245
Single storey (15)	1,809	1,147	1,513	1,839	2,081	2,526	19
2-storey (15)	1,497	949	1,258	1,426	1,638	3,197	186
3-storey (15)	1,612	950	1,284	1,480	1,813	3,102	38
4-storey or above (10)	4,512	4,284	-	-	-	4,740	2
<b>816. Flats (apartments)</b>							
Generally (15)	1,786	879	1,483	1,691	2,020	6,162	842
1-2 storey (15)	1,689	1,044	1,425	1,603	1,895	3,116	180
3-5 storey (15)	1,761	879	1,480	1,680	1,989	3,715	564
6 storey or above (15)	2,122	1,289	1,721	1,990	2,282	6,162	95
<b>820.1 'One-off' housing detached (3 units or less)</b>							



Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
Generally (15)	2,782	1,121	1,915	2,502	3,349	7,291	125
Single storey (15)	2,244	1,356	1,636	2,030	2,601	4,243	26
2-storey (15)	2,643	1,121	1,894	2,366	3,162	6,923	65
3-storey (15)	3,189	1,494	2,291	3,250	3,607	5,824	27
4-storey or above (15)	5,296	2,818	3,613	6,281	6,479	7,291	5
820.2 'One-off' housing semi-detached (3 units or less) (15)	1,904	1,121	1,588	1,762	2,152	6,143	62
820.3 'One-off' housing terraced (3 units or less) (15)	1,952	1,385	1,452	1,683	1,985	3,664	13
<b>843. Supported housing</b>							
Generally (15)	1,915	986	1,600	1,767	2,104	3,899	133
Single storey (15)	2,233	1,384	1,757	2,055	2,401	3,899	16
2-storey (15)	1,904	1,006	1,576	1,730	2,104	3,390	41
3-storey (15)	1,757	986	1,589	1,688	1,939	2,665	47
4-storey or above (15)	2,000	1,200	1,589	1,863	2,038	3,751	26
843.1 Supported housing with shops, restaurants or the like (15)	1,812	1,166	1,548	1,706	1,922	3,094	32
852. Hotels (15)	2,526	1,395	2,031	2,423	3,127	3,624	16

## Appendix 4 - Accessibility standards

## Accessibility standards

### DCLG - Housing Standards Review - Cost impacts (September 2014)

Note: The percentage uplifts generated by this analysis (final table on this page) are applied to contemporary construction costs to provide a current cost of meeting accessibility standards.

Cost per dwelling (Table 45)					
	1B flat	2B flat	2B House	3B House	4b House
Cat 2	£940	£907	£523	£521	£520
Cat 3(a)	£7,607	£7,891	£9,754	£10,307	£10,568
Car 3(b)	£7,764	£8,048	£22,238	£22,791	£23,052

Dwelling construction costs (Tables 12 and 12b)					
Size sqm	50	67	72	96	117
Cost per unit	£81,966	£94,520	£78,044	£95,741	£121,045
Cost psm	£1,639.32	£1,410.75	£1,083.94	£997.30	£1,034.57

Standards as % of construction costs					
	1B flat	2B flat	2B House	3B House	4b House
Cat 2	1.15%	0.96%	0.67%	0.54%	0.43%
Cat 3(a)	9.28%	8.35%	12.50%	10.77%	8.73%
Cat 3(b)	9.47%	8.51%	28.49%	23.80%	19.04%

Cost uplifts applied in study			
		Flats	Houses
Cat 2		1.15%	0.54%
Cat 3(a)		9.28%	10.77%
Cat 3(b)		9.47%	23.80%



## Appendix 5 - New Forest Recreational Impact Mitigation Zone



## Appendix 6 - Appraisal results (present day) – 70% rent, 5% SO, 25% First Homes



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,567 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	£750,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	183,738	167,293	151,070	135,067	119,287	103,727	88,389	73,273	58,378	43,704	29,252	
2 Five unit development	5	£250,000	306,231	278,823	251,783	225,112	198,810	172,879	147,316	122,121	97,296	72,840	48,753	
3 Eight unit development	8	£400,000	413,185	373,075	333,509	294,486	256,006	218,070	180,678	143,829	107,523	71,761	36,542	
4 Ten unit development	10	£400,000	516,480	466,343	416,885	368,107	320,008	272,589	225,848	179,787	134,405	89,701	45,678	
5 Ten unit development (flats)	10	£100,000	1,179	40,562	79,368	117,598	155,251	192,327	228,828	264,912	300,885	336,271	371,072	
6 Fifteen unit development	15	£600,000	790,014	715,330	641,656	568,992	497,337	426,692	357,057	288,432	220,817	153,737	87,670	
7 Twenty unit development (flats)	20	£200,000	93,805	18,192	57,105	131,532	204,831	277,002	348,043	417,957	486,743	554,399	620,928	
8 Thirty unit development	30	£1,000,000	3,035,665	2,670,139	2,309,646	1,954,187	1,603,761	1,258,370	918,012	582,687	251,661	78,128	406,319	
9 Fifty unit development	50	£1,666,667	1,568,249	1,348,661	1,132,120	918,625	707,916	498,286	291,738	88,271	-113,704	-313,804	-510,780	
10 One hundred unit development	100	£4,166,667	4,143,715	3,706,350	3,274,944	2,849,495	2,430,005	2,016,472	1,608,898	1,207,282	808,292	414,399	26,528	
11 Three hundred unit scheme	300	£12,500,000	12,506,515	11,229,948	9,970,729	8,728,859	7,504,339	6,297,169	5,106,314	3,925,857	2,762,869	1,617,353	479,745	
12 Five hundred unit scheme	500	£15,625,000	10,111,529	8,136,089	6,188,484	4,268,715	2,362,574	482,839	-1,402,235	-3,275,475	-5,140,092	-7,006,008	-8,883,013	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	5,119,202	2,233,695	-622,761	-3,497,922	-6,353,178	-9,197,485	-12,042,617	-14,902,366	-17,781,736	-20,616,190	-23,405,727	
14 One thousand unit scheme	1,000	£31,250,000	6,485,491	2,749,175	-960,049	-4,694,077	-8,405,882	-12,108,346	-15,817,504	-19,565,596	-23,353,590	-27,090,849	-30,768,920	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	8,587,735	3,355,673	-1,862,253	-7,101,892	-12,330,507	-17,562,673	-22,842,960	-28,208,271	-33,715,103	-39,170,661	-44,539,948	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	11,074,308	3,469,084	-4,164,918	-11,850,040	-19,556,000	-27,341,480	-35,282,497	-43,513,449	-52,174,798	-60,797,368	-69,283,985	
17 C2 care scheme - houses	50	£1,171,875	1,459,205	1,269,021	1,079,931	893,488	709,691	528,539	350,034	174,175	962	-172,005	-342,469	
18 C2 care scheme - flats	60	£662,500	2,937,071	3,080,289	3,221,109	3,359,532	3,495,557	3,629,184	3,760,413	3,889,244	4,015,679	4,139,714	4,261,352	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	
30 Community use/leisure	-	£58,929	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	£370,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	183,738	167,293	151,070	135,067	119,287	103,727	88,389	73,273	58,378	43,704	29,252	
2 Five unit development	5	£123,333	306,231	278,823	251,783	225,112	198,810	172,879	147,316	122,121	97,296	72,840	48,753	
3 Eight unit development	8	£197,333	413,185	373,075	333,509	294,486	256,006	218,070	180,678	143,829	107,523	71,761	36,542	
4 Ten unit development	10	£197,333	516,480	466,343	416,885	368,107	320,008	272,589	225,848	179,787	134,405	89,701	45,678	
5 Ten unit development (flats)	10	£49,333	1,179	40,562	79,368	117,598	155,251	192,327	228,828	264,912	300,885	336,271	371,072	
6 Fifteen unit development	15	£296,000	790,014	715,330	641,656	568,992	497,337	426,692	357,057	288,432	220,817	153,737	87,670	
7 Twenty unit development (flats)	20	£98,667	93,805	18,192	57,105	131,532	204,831	277,002	348,043	417,957	486,743	554,399	620,928	
8 Thirty unit development	30	£493,333	3,035,665	2,670,139	2,309,646	1,954,187	1,603,761	1,258,370	918,012	582,687	251,661	78,128	406,319	
9 Fifty unit development	50	£822,222	1,568,249	1,348,661	1,132,120	918,625	707,916	498,286	291,738	88,271	-113,704	-313,804	-510,780	
10 One hundred unit development	100	£2,055,556	4,143,715	3,706,350	3,274,944	2,849,495	2,430,005	2,016,472	1,608,898	1,207,282	808,292	414,399	26,528	
11 Three hundred unit scheme	300	£6,166,667	12,506,515	11,229,948	9,970,729	8,728,859	7,504,339	6,297,169	5,106,314	3,925,857	2,762,869	1,617,353	479,745	
12 Five hundred unit scheme	500	£7,708,333	10,111,529	8,136,089	6,188,484	4,268,715	2,362,574	482,839	-1,402,235	-3,275,475	-5,140,092	-7,006,008	-8,883,013	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	5,119,202	2,233,695	-622,761	-3,497,922	-6,353,178	-9,197,485	-12,042,617	-14,902,366	-17,781,736	-20,616,190	-23,405,727	
14 One thousand unit scheme	1,000	£15,416,667	6,485,491	2,749,175	-960,049	-4,694,077	-8,405,882	-12,108,346	-15,817,504	-19,565,596	-23,353,590	-27,090,849	-30,768,920	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	8,587,735	3,355,673	-1,862,253	-7,101,892	-12,330,507	-17,562,673	-22,842,960	-28,208,271	-33,715,103	-39,170,661	-44,539,948	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	11,074,308	3,469,084	-4,164,918	-11,850,040	-19,556,000	-27,341,480	-35,282,497	-43,513,449	-52,174,798	-60,797,368	-69,283,985	
17 C2 care scheme - houses	50	£578,125	1,459,205	1,269,021	1,079,931	893,488	709,691	528,539	350,034	174,175	962	-172,005	-342,469	
18 C2 care scheme - flats	60	£277,500	2,937,071	3,080,289	3,221,109	3,359,532	3,495,557	3,629,184	3,760,413	3,889,244	4,015,679	4,139,714	4,261,352	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	
30 Community use/leisure	-	£29,071	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	£250,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	183,738	167,293	151,070	135,067	119,287	103,727	88,389	73,273	58,378	43,704	29,252	
2 Five unit development	5	£83,333	306,231	278,823	251,783	225,112	198,810	172,879	147,316	122,121	97,296	72,840	48,753	
3 Eight unit development	8	£133,333	413,185	373,075	333,509	294,486	256,006	218,070	180,678	143,829	107,523	71,761	36,542	
4 Ten unit development	10	£133,333	516,480	466										

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,751 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	£750,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	223,245	204,891	186,891	169,216	151,693	134,416	117,382	100,592	84,045	67,742	51,684	
2 Five unit development	5	£250,000	372,075	341,485	311,486	282,026	252,823	224,026	195,636	167,652	140,075	112,904	86,141	
3 Eight unit development	8	£400,000	514,515	469,518	425,406	382,100	339,164	296,829	255,094	213,961	173,428	133,497	94,166	
4 Ten unit development	10	£400,000	643,143	586,897	531,757	477,626	423,955	371,036	318,868	267,451	216,785	166,871	117,708	
5 Ten unit development (flats)	10	£100,000	104,910	61,228	18,175	-24,593	-66,980	-108,731	-149,843	-190,318	-230,156	-269,833	-309,062	
6 Fifteen unit development	15	£800,000	975,566	891,928	809,926	729,415	649,595	570,890	493,300	416,826	341,467	267,223	194,075	
7 Twenty unit development (flats)	20	£200,000	305,241	219,970	135,930	53,123	-28,854	-110,332	-190,560	-269,539	-347,268	-423,747	-498,975	
8 Thirty unit development	30	£1,000,000	3,978,872	3,570,264	3,167,223	2,769,753	2,377,851	1,991,518	1,610,755	1,235,561	865,936	501,880	141,998	
9 Fifty unit development	50	£1,666,667	2,148,088	1,902,027	1,659,341	1,420,032	1,184,098	951,539	722,357	494,905	270,032	48,573	-171,872	
10 One hundred unit development	100	£4,166,667	5,300,577	4,807,489	4,324,258	3,849,988	3,379,685	2,915,998	2,458,924	2,008,466	1,564,620	1,127,389	693,637	
11 Three hundred unit scheme	300	£12,500,000	15,799,917	14,370,234	12,968,918	11,593,358	10,223,279	8,872,429	7,540,808	6,228,414	4,935,249	3,654,319	2,390,806	
12 Five hundred unit scheme	500	£15,625,000	15,400,527	13,182,966	11,010,882	8,876,676	6,750,575	4,655,332	2,582,583	531,744	-1,523,056	-3,570,120	-5,612,547	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	12,834,988	9,611,471	6,447,075	3,328,559	222,225	-2,907,518	-6,021,126	-9,128,073	-12,240,945	-15,395,261	-18,532,756	
14 One thousand unit scheme	1,000	£31,250,000	16,488,210	12,323,820	8,213,622	4,173,918	138,974	-3,925,636	-7,973,349	-12,016,597	-16,089,267	-20,219,596	-24,355,804	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	22,584,100	16,757,286	11,015,981	5,356,486	-302,078	-6,014,488	-11,720,580	-17,445,910	-23,243,297	-29,188,758	-35,224,276	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	31,388,574	22,950,255	14,630,251	6,398,222	1,876,086	-10,246,748	-18,660,812	-27,186,044	-35,955,027	-45,172,425	-54,704,026	
17 C2 care scheme - houses	50	£1,171,875	2,011,390	1,794,799	1,582,690	1,374,637	1,168,254	963,587	761,236	561,847	365,419	171,952	18,814	
18 C2 care scheme - flats	60	£662,500	2,435,263	2,601,334	2,764,725	2,925,432	3,083,460	3,238,804	3,391,468	3,541,449	3,688,749	3,833,367	3,975,303	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	
30 Community use/leisure	-	£58,929	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	£370,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	223,245	204,891	186,891	169,216	151,693	134,416	117,382	100,592	84,045	67,742	51,684	
2 Five unit development	5	£123,333	372,075	341,485	311,486	282,026	252,823	224,026	195,636	167,652	140,075	112,904	86,141	
3 Eight unit development	8	£197,333	514,515	469,518	425,406	382,100	339,164	296,829	255,094	213,961	173,428	133,497	94,166	
4 Ten unit development	10	£197,333	643,143	586,897	531,757	477,626	423,955	371,036	318,868	267,451	216,785	166,871	117,708	
5 Ten unit development (flats)	10	£49,333	104,910	61,228	18,175	-24,593	-66,980	-108,731	-149,843	-190,318	-230,156	-269,833	-309,062	
6 Fifteen unit development	15	£296,000	975,566	891,928	809,926	729,415	649,595	570,890	493,300	416,826	341,467	267,223	194,075	
7 Twenty unit development (flats)	20	£98,667	305,241	219,970	135,930	53,123	-28,854	-110,332	-190,560	-269,539	-347,268	-423,747	-498,975	
8 Thirty unit development	30	£493,333	3,978,872	3,570,264	3,167,223	2,769,753	2,377,851	1,991,518	1,610,755	1,235,561	865,936	501,880	141,998	
9 Fifty unit development	50	£822,222	2,148,088	1,902,027	1,659,341	1,420,032	1,184,098	951,539	722,357	494,905	270,032	48,573	-171,872	
10 One hundred unit development	100	£2,055,556	5,300,577	4,807,489	4,324,258	3,849,988	3,379,685	2,915,998	2,458,924	2,008,466	1,564,620	1,127,389	693,637	
11 Three hundred unit scheme	300	£6,166,667	15,799,917	14,370,234	12,968,918	11,593,358	10,223,279	8,872,429	7,540,808	6,228,414	4,935,249	3,654,319	2,390,806	
12 Five hundred unit scheme	500	£7,708,333	15,400,527	13,182,966	11,010,882	8,876,676	6,750,575	4,655,332	2,582,583	531,744	-1,523,056	-3,570,120	-5,612,547	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	12,834,988	9,611,471	6,447,075	3,328,559	222,225	-2,907,518	-6,021,126	-9,128,073	-12,240,945	-15,395,261	-18,532,756	
14 One thousand unit scheme	1,000	£15,416,667	16,488,210	12,323,820	8,213,622	4,173,918	138,974	-3,925,636	-7,973,349	-12,016,597	-16,089,267	-20,219,596	-24,355,804	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	22,584,100	16,757,286	11,015,981	5,356,486	-302,078	-6,014,488	-11,720,580	-17,445,910	-23,243,297	-29,188,758	-35,224,276	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	31,388,574	22,950,255	14,630,251	6,398,222	1,876,086	-10,246,748	-18,660,812	-27,186,044	-35,955,027	-45,172,425	-54,704,026	
17 C2 care scheme - houses	50	£578,125	2,011,390	1,794,799	1,582,690	1,374,637	1,168,254	963,587	761,236	561,847	365,419	171,952	18,814	
18 C2 care scheme - flats	60	£277,500	2,435,263	2,601,334	2,764,725	2,925,432	3,083,460	3,238,804	3,391,468	3,541,449	3,688,749	3,833,367	3,975,303	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	-1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	-1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	-2,560,680	
30 Community use/leisure	-	£29,071	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	-863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	£250,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	223,245	204,891	186,891	169,216	151,693	134,416	117,382	100,592	84,045	67,742	51,684	
2 Five unit development	5	£83,333	372,075	341,485	311,486	282,026	252,823	224,026	195,636	167,652	140,075	112,904	86,141	
3 Eight unit development	8	£133,333	514,515	469,518	425,406	382,100	339,164	296,829	255,094	213,961	173,428			

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,934 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	251,548	231,658	212,143	193,001	174,235	155,842	137,822	120,178	102,907	86,011	68,927	
2 Five unit development	5	£250,000	419,246	386,097	353,571	321,670	290,391	259,735	229,703	200,296	171,511	143,350	114,878	
3 Eight unit development	8	£400,000	585,994	537,130	489,200	442,205	396,145	351,018	306,827	263,569	221,246	179,856	137,962	
4 Ten unit development	10	£400,000	732,492	671,413	611,501	552,757	495,181	438,774	383,533	329,461	276,557	224,821	172,452	
5 Ten unit development (flats)	10	£100,000	174,220	127,784	82,009	36,897	- 7,660	- 52,068	- 95,805	- 138,871	- 181,266	- 222,988	- 264,569	
6 Fifteen unit development	15	£600,000	1,106,743	1,016,002	926,989	839,700	754,139	670,305	588,195	507,813	429,158	352,228	274,385	
7 Twenty unit development (flats)	20	£200,000	442,172	351,488	262,101	174,011	87,219	1,726	- 83,637	- 167,708	- 250,463	- 331,901	- 412,023	
8 Thirty unit development	30	£1,000,000	4,635,323	4,199,972	3,770,515	3,346,952	2,929,283	2,517,506	2,111,625	1,711,637	1,317,541	929,341	547,035	
9 Fifty unit development	50	£1,666,667	2,544,261	2,280,446	2,021,906	1,768,641	1,517,409	1,269,620	1,025,400	784,751	546,997	310,905	78,422	
10 One hundred unit development	100	£4,166,667	6,090,306	5,557,717	5,034,835	4,519,636	4,014,843	3,520,454	3,036,470	2,562,891	2,099,716	1,646,947	1,188,134	
11 Three hundred unit scheme	300	£12,500,000	19,010,735	16,598,389	14,234,012	11,917,603	9,647,286	7,412,471	5,225,957	3,080,993	973,577	- 1,112,664	- 3,258,533	
12 Five hundred unit scheme	500	£15,625,000	12,682,496	10,254,473	7,871,367	5,520,370	3,218,090	948,740	- 1,296,925	- 3,530,243	- 5,732,815	- 7,915,397	- 10,170,970	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	18,017,976	14,533,409	11,103,792	7,731,688	4,418,689	1,156,089	- 2,089,974	- 5,307,919	- 8,493,876	- 11,660,004	- 14,959,245	
14 One thousand unit scheme	1,000	£31,250,000	23,190,435	18,666,974	14,233,545	9,857,158	5,565,215	1,329,006	- 2,886,630	- 7,069,428	- 11,214,735	- 15,352,240	- 19,672,405	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	31,854,686	25,547,350	19,345,945	13,235,945	7,224,024	1,294,323	- 4,633,280	- 10,526,786	- 16,390,591	- 22,278,460	- 28,492,348	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	44,565,639	35,447,500	26,471,411	17,622,330	8,884,633	243,098	- 8,462,094	- 17,144,774	- 25,871,140	- 34,767,702	- 44,394,419	
17 C2 care scheme - houses	50	£1,171,875	2,383,381	2,146,826	1,915,008	1,687,928	1,465,587	1,247,983	1,035,118	825,156	619,890	419,410	215,768	
18 C2 care scheme - flats	60	£562,500	2,160,134	2,336,141	2,509,350	2,679,760	2,847,372	3,012,184	3,174,197	3,333,412	3,489,826	3,643,443	3,794,261	
19 Class E (light industrial) development	-	£107,143	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	
23 Class E (office) development	-	£133,929	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	
30 Community use/leisure	-	£58,929	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	251,548	231,658	212,143	193,001	174,235	155,842	137,822	120,178	102,907	86,011	68,927	
2 Five unit development	5	£123,333	419,246	386,097	353,571	321,670	290,391	259,735	229,703	200,296	171,511	143,350	114,878	
3 Eight unit development	8	£197,333	585,994	537,130	489,200	442,205	396,145	351,018	306,827	263,569	221,246	179,856	137,962	
4 Ten unit development	10	£197,333	732,492	671,413	611,501	552,757	495,181	438,774	383,533	329,461	276,557	224,821	172,452	
5 Ten unit development (flats)	10	£49,333	174,220	127,784	82,009	36,897	- 7,660	- 52,068	- 95,805	- 138,871	- 181,266	- 222,988	- 264,569	
6 Fifteen unit development	15	£296,000	1,106,743	1,016,002	926,989	839,700	754,139	670,305	588,195	507,813	429,158	352,228	274,385	
7 Twenty unit development (flats)	20	£98,667	442,172	351,488	262,101	174,011	87,219	1,726	- 83,637	- 167,708	- 250,463	- 331,901	- 412,023	
8 Thirty unit development	30	£493,333	4,635,323	4,199,972	3,770,515	3,346,952	2,929,283	2,517,506	2,111,625	1,711,637	1,317,541	929,341	547,035	
9 Fifty unit development	50	£822,222	2,544,261	2,280,446	2,021,906	1,768,641	1,517,409	1,269,620	1,025,400	784,751	546,997	310,905	78,422	
10 One hundred unit development	100	£2,055,556	6,090,306	5,557,717	5,034,835	4,519,636	4,014,843	3,520,454	3,036,470	2,562,891	2,099,716	1,646,947	1,188,134	
11 Three hundred unit scheme	300	£6,166,667	19,010,735	16,598,389	14,234,012	11,917,603	9,647,286	7,412,471	5,225,957	3,080,993	973,577	- 1,112,664	- 3,258,533	
12 Five hundred unit scheme	500	£7,708,333	12,682,496	10,254,473	7,871,367	5,520,370	3,218,090	948,740	- 1,296,925	- 3,530,243	- 5,732,815	- 7,915,397	- 10,170,970	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	18,017,976	14,533,409	11,103,792	7,731,688	4,418,689	1,156,089	- 2,089,974	- 5,307,919	- 8,493,876	- 11,660,004	- 14,959,245	
14 One thousand unit scheme	1,000	£15,416,667	23,190,435	18,666,974	14,233,545	9,857,158	5,565,215	1,329,006	- 2,886,630	- 7,069,428	- 11,214,735	- 15,352,240	- 19,672,405	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	31,854,686	25,547,350	19,345,945	13,235,945	7,224,024	1,294,323	- 4,633,280	- 10,526,786	- 16,390,591	- 22,278,460	- 28,492,348	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	44,565,639	35,447,500	26,471,411	17,622,330	8,884,633	243,098	- 8,462,094	- 17,144,774	- 25,871,140	- 34,767,702	- 44,394,419	
17 C2 care scheme - houses	50	£578,125	2,383,381	2,146,826	1,915,008	1,687,928	1,465,587	1,247,983	1,035,118	825,156	619,890	419,410	215,768	
18 C2 care scheme - flats	60	£277,500	2,160,134	2,336,141	2,509,350	2,679,760	2,847,372	3,012,184	3,174,197	3,333,412	3,489,826	3,643,443	3,794,261	
19 Class E (light industrial) development	-	£52,857	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	
23 Class E (office) development	-	£66,071	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	
30 Community use/leisure	-	£29,071	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	251,548	231,658	212,143	193,001	174,235	155,842	137,822	120,178	102,907	86,011	68,927	
2 Five unit development	5	£83,3												



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,118 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	291,054	268,991	247,330	226,070	205,212	184,757	164,704	145,053	125,803	106,956	88,511	
2 Five unit development	5	£250,000	485,090	448,318	412,216	376,783	342,021	307,929	274,507	241,754	209,672	178,260	147,518	
3 Eight unit development	8	£400,000	687,325	632,893	579,467	527,047	475,632	425,224	375,822	327,425	280,033	233,649	188,269	
4 Ten unit development	10	£400,000	859,156	791,116	724,334	658,808	594,540	531,530	469,776	409,280	350,041	292,060	235,336	
5 Ten unit development (flats)	10	£100,000	280,039	229,007	178,444	128,604	79,486	31,090	16,820	64,436	111,320	157,472	202,892	
6 Fifteen unit development	15	£600,000	1,292,295	1,191,354	1,092,269	995,043	899,674	806,161	714,507	624,709	536,769	450,685	366,460	
7 Twenty unit development (flats)	20	£200,000	653,610	553,266	454,340	356,832	260,742	166,069	72,815	19,291	110,988	201,248	290,070	
8 Thirty unit development	30	£1,000,000	5,578,531	5,100,097	4,628,093	4,162,518	3,703,372	3,250,656	2,804,368	2,364,510	1,931,082	1,504,082	1,083,512	
9 Fifty unit development	50	£1,666,667	3,124,099	2,828,437	2,538,460	2,254,166	1,975,556	1,702,630	1,435,387	1,173,828	917,953	667,589	412,602	
10 One hundred unit development	100	£4,166,667	7,234,710	6,639,302	6,055,025	5,481,877	4,919,858	4,368,003	3,824,599	3,292,416	2,771,451	2,261,706	1,763,180	
11 Three hundred unit scheme	300	£12,500,000	21,356,500	19,623,769	17,923,289	16,255,061	14,619,085	13,015,362	11,443,890	9,901,691	8,387,731	6,906,196	5,457,086	
12 Five hundred unit scheme	500	£15,625,000	24,269,622	21,579,961	18,941,717	16,343,674	13,796,145	11,300,311	8,855,239	6,446,945	4,090,708	1,772,004	511,115	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	25,650,561	21,767,972	17,937,782	14,182,324	10,488,335	6,853,728	3,275,842	249,401	3,777,816	7,276,437	10,758,304	
14 One thousand unit scheme	1,000	£31,250,000	33,072,122	28,036,743	23,094,845	18,219,257	13,440,709	8,723,033	4,085,938	493,197	5,079,975	9,631,764	14,169,066	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	45,659,523	38,640,617	31,731,579	24,940,931	18,255,607	11,665,575	5,170,163	1,265,009	7,710,888	14,140,370	20,590,191	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	64,519,513	54,402,482	44,438,226	34,618,186	24,940,775	15,389,089	5,946,634	3,484,415	12,965,713	22,498,594	32,214,719	
17 C2 care scheme - houses	50	£1,171,875	2,935,566	2,668,778	2,407,116	2,150,580	1,899,169	1,652,884	1,411,725	1,175,691	944,782	717,126	494,363	
18 C2 care scheme - flats	60	£562,500	1,658,325	1,857,187	2,052,965	2,245,660	2,435,274	2,621,804	2,805,251	2,985,615	3,162,898	3,337,096	3,508,212	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	291,054	268,991	247,330	226,070	205,212	184,757	164,704	145,053	125,803	106,956	88,511	
2 Five unit development	5	£123,333	485,090	448,318	412,216	376,783	342,021	307,929	274,507	241,754	209,672	178,260	147,518	
3 Eight unit development	8	£197,333	687,325	632,893	579,467	527,047	475,632	425,224	375,822	327,425	280,033	233,649	188,269	
4 Ten unit development	10	£197,333	859,156	791,116	724,334	658,808	594,540	531,530	469,776	409,280	350,041	292,060	235,336	
5 Ten unit development (flats)	10	£49,333	280,039	229,007	178,444	128,604	79,486	31,090	16,820	64,436	111,320	157,472	202,892	
6 Fifteen unit development	15	£296,000	1,292,295	1,191,354	1,092,269	995,043	899,674	806,161	714,507	624,709	536,769	450,685	366,460	
7 Twenty unit development (flats)	20	£98,667	653,610	553,266	454,340	356,832	260,742	166,069	72,815	19,291	110,988	201,248	290,070	
8 Thirty unit development	30	£493,333	5,578,531	5,100,097	4,628,093	4,162,518	3,703,372	3,250,656	2,804,368	2,364,510	1,931,082	1,504,082	1,083,512	
9 Fifty unit development	50	£822,222	3,124,099	2,828,437	2,538,460	2,254,166	1,975,556	1,702,630	1,435,387	1,173,828	917,953	667,589	412,602	
10 One hundred unit development	100	£2,055,556	7,234,710	6,639,302	6,055,025	5,481,877	4,919,858	4,368,003	3,824,599	3,292,416	2,771,451	2,261,706	1,763,180	
11 Three hundred unit scheme	300	£6,166,667	21,356,500	19,623,769	17,923,289	16,255,061	14,619,085	13,015,362	11,443,890	9,901,691	8,387,731	6,906,196	5,457,086	
12 Five hundred unit scheme	500	£7,708,333	24,269,622	21,579,961	18,941,717	16,343,674	13,796,145	11,300,311	8,855,239	6,446,945	4,090,708	1,772,004	511,115	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	25,650,561	21,767,972	17,937,782	14,182,324	10,488,335	6,853,728	3,275,842	249,401	3,777,816	7,276,437	10,758,304	
14 One thousand unit scheme	1,000	£15,416,667	33,072,122	28,036,743	23,094,845	18,219,257	13,440,709	8,723,033	4,085,938	493,197	5,079,975	9,631,764	14,169,066	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	45,659,523	38,640,617	31,731,579	24,940,931	18,255,607	11,665,575	5,170,163	1,265,009	7,710,888	14,140,370	20,590,191	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	64,519,513	54,402,482	44,438,226	34,618,186	24,940,775	15,389,089	5,946,634	3,484,415	12,965,713	22,498,594	32,214,719	
17 C2 care scheme - houses	50	£578,125	2,935,566	2,668,778	2,407,116	2,150,580	1,899,169	1,652,884	1,411,725	1,175,691	944,782	717,126	494,363	
18 C2 care scheme - flats	60	£277,500	1,658,325	1,857,187	2,052,965	2,245,660	2,435,274	2,621,804	2,805,251	2,985,615	3,162,898	3,337,096	3,508,212	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	291,054	268,991	247,330	226,070	205,212	184,757	164,704	145,053	125,803	106,956	88,511	
2 Five unit development	5	£83,333	485,090	448,318	412,216	376,783	342,021	307,929	274,507	241,754	209,672	178,260	147,518	
3 Eight unit development	8	£133,333	687,325											

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,302 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	319,354	295,755	272,578	249,824	227,490	205,578	184,088	163,019	142,371	122,146	102,343	
2 Five unit development	5	£250,000	532,257	492,926	454,298	416,372	379,150	342,629	306,813	271,698	237,286	203,578	170,572	
3 Eight unit development	8	£400,000	758,796	700,498	643,255	587,068	531,935	477,859	424,837	372,871	321,959	272,104	223,303	
4 Ten unit development	10	£400,000	948,495	875,622	804,069	733,834	664,920	597,323	531,046	466,089	402,450	340,130	279,129	
5 Ten unit development (flats)	10	£100,000	348,926	295,266	242,272	189,744	137,972	86,956	36,694	- 12,994	- 62,435	- 111,109	- 159,018	
6 Fifteen unit development	15	£600,000	1,423,459	1,315,415	1,209,321	1,105,175	1,002,976	902,727	804,425	708,071	613,666	521,208	430,699	
7 Twenty unit development (flats)	20	£200,000	789,220	684,767	580,495	477,705	376,399	276,576	178,236	81,378	- 14,192	- 109,412	- 203,127	
8 Thirty unit development	30	£1,000,000	6,234,915	5,729,743	5,231,325	4,739,661	4,254,752	3,776,594	3,305,193	2,840,544	2,382,650	1,931,508	1,487,122	
9 Fifty unit development	50	£1,666,667	3,520,229	3,203,191	2,892,109	2,586,985	2,287,818	1,994,609	1,707,356	1,426,061	1,150,723	881,342	617,919	
10 One hundred unit development	100	£4,166,667	8,023,073	7,385,137	6,758,875	6,144,286	5,541,372	4,950,130	4,370,562	3,799,319	3,239,283	2,691,015	2,154,515	
11 Three hundred unit scheme	300	£12,500,000	23,623,514	21,768,394	19,947,092	18,159,607	16,405,941	14,686,093	13,000,064	11,347,851	9,724,831	8,133,048	6,575,261	
12 Five hundred unit scheme	500	£15,625,000	27,867,237	24,983,420	22,153,504	19,376,676	16,641,862	13,961,232	11,334,788	8,758,273	6,223,813	3,743,864	1,298,179	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	30,808,760	26,650,669	22,564,842	18,537,074	14,587,615	10,698,804	6,876,353	3,107,717	- 612,760	- 4,334,333	- 8,027,294	
14 One thousand unit scheme	1,000	£31,250,000	39,741,202	34,346,216	29,052,196	23,850,750	18,724,791	13,695,599	8,733,673	3,849,428	- 982,732	- 5,819,248	- 10,621,844	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	54,874,876	47,375,604	39,988,514	32,728,747	25,581,516	18,556,028	11,620,182	4,781,194	- 2,005,708	- 8,816,911	- 15,612,990	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	77,615,084	66,808,570	56,163,711	45,693,288	35,374,873	25,194,981	15,142,791	5,186,411	- 4,764,034	- 14,786,157	- 24,902,273	
17 C2 care scheme - houses	50	£1,171,875	3,307,514	3,020,765	2,739,397	2,463,409	2,192,802	1,927,576	1,667,731	1,413,267	1,164,184	920,481	680,334	
18 C2 care scheme - flats	60	£562,500	- 1,383,249	- 1,592,044	- 1,797,639	- 2,000,033	- 2,199,227	- 2,395,222	- 2,588,017	- 2,777,611	- 2,964,005	- 3,147,200	- 3,327,194	
19 Class E (light industrial) development	-	£107,143	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	
23 Class E (office) development	-	£133,929	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	
30 Community use/leisure	-	£58,929	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	319,354	295,755	272,578	249,824	227,490	205,578	184,088	163,019	142,371	122,146	102,343	
2 Five unit development	5	£123,333	532,257	492,926	454,298	416,372	379,150	342,629	306,813	271,698	237,286	203,578	170,572	
3 Eight unit development	8	£197,333	758,796	700,498	643,255	587,068	531,935	477,859	424,837	372,871	321,959	272,104	223,303	
4 Ten unit development	10	£197,333	948,495	875,622	804,069	733,834	664,920	597,323	531,046	466,089	402,450	340,130	279,129	
5 Ten unit development (flats)	10	£49,333	348,926	295,266	242,272	189,744	137,972	86,956	36,694	- 12,994	- 62,435	- 111,109	- 159,018	
6 Fifteen unit development	15	£296,000	1,423,459	1,315,415	1,209,321	1,105,175	1,002,976	902,727	804,425	708,071	613,666	521,208	430,699	
7 Twenty unit development (flats)	20	£98,667	789,220	684,767	580,495	477,705	376,399	276,576	178,236	81,378	- 14,192	- 109,412	- 203,127	
8 Thirty unit development	30	£493,333	6,234,915	5,729,743	5,231,325	4,739,661	4,254,752	3,776,594	3,305,193	2,840,544	2,382,650	1,931,508	1,487,122	
9 Fifty unit development	50	£822,222	3,520,229	3,203,191	2,892,109	2,586,985	2,287,818	1,994,609	1,707,356	1,426,061	1,150,723	881,342	617,919	
10 One hundred unit development	100	£2,055,556	8,023,073	7,385,137	6,758,875	6,144,286	5,541,372	4,950,130	4,370,562	3,799,319	3,239,283	2,691,015	2,154,515	
11 Three hundred unit scheme	300	£6,166,667	23,623,514	21,768,394	19,947,092	18,159,607	16,405,941	14,686,093	13,000,064	11,347,851	9,724,831	8,133,048	6,575,261	
12 Five hundred unit scheme	500	£7,708,333	27,867,237	24,983,420	22,153,504	19,376,676	16,641,862	13,961,232	11,334,788	8,758,273	6,223,813	3,743,864	1,298,179	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	30,808,760	26,650,669	22,564,842	18,537,074	14,587,615	10,698,804	6,876,353	3,107,717	- 612,760	- 4,334,333	- 8,027,294	
14 One thousand unit scheme	1,000	£15,416,667	39,741,202	34,346,216	29,052,196	23,850,750	18,724,791	13,695,599	8,733,673	3,849,428	- 982,732	- 5,819,248	- 10,621,844	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	54,874,876	47,375,604	39,988,514	32,728,747	25,581,516	18,556,028	11,620,182	4,781,194	- 2,005,708	- 8,816,911	- 15,612,990	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	77,615,084	66,808,570	56,163,711	45,693,288	35,374,873	25,194,981	15,142,791	5,186,411	- 4,764,034	- 14,786,157	- 24,902,273	
17 C2 care scheme - houses	50	£578,125	3,307,514	3,020,765	2,739,397	2,463,409	2,192,802	1,927,576	1,667,731	1,413,267	1,164,184	920,481	680,334	
18 C2 care scheme - flats	60	£277,500	- 1,383,249	- 1,592,044	- 1,797,639	- 2,000,033	- 2,199,227	- 2,395,222	- 2,588,017	- 2,777,611	- 2,964,005	- 3,147,200	- 3,327,194	
19 Class E (light industrial) development	-	£52,857	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	
23 Class E (office) development	-	£66,071	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	
30 Community use/leisure	-	£29,071	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	319,354	295,755	272,578	249,824	227,490	205,578	184,088	163,019	142,371	122,146		

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,485 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	358,861	333,088	307,765	282,892	258,468	234,494	210,969	187,894	165,269	143,093	121,366	
2 Five unit development	5	£250,000	598,102	555,147	512,942	471,487	430,780	390,823	351,615	313,157	275,447	238,488	202,277	
3 Eight unit development	8	£400,000	860,127	796,261	733,522	671,910	611,424	552,065	493,832	436,727	380,747	325,895	272,170	
4 Ten unit development	10	£400,000	1,075,159	995,327	916,903	839,887	764,279	690,081	617,290	545,908	475,934	407,370	340,213	
5 Ten unit development (flats)	10	£100,000	454,072	394,906	336,901	280,059	224,319	169,386	114,577	60,584	7,406	45,593	97,868	
6 Fifteen unit development	15	£600,000	1,609,010	1,490,768	1,374,603	1,260,518	1,148,511	1,038,583	930,736	824,966	721,277	619,665	520,133	
7 Twenty unit development (flats)	20	£200,000	996,466	882,492	769,603	658,429	548,542	440,919	333,521	227,726	123,534	20,945	81,173	
8 Thirty unit development	30	£1,000,000	7,178,122	6,629,868	6,088,902	5,555,227	5,028,841	4,509,744	3,997,936	3,493,417	2,996,189	2,506,250	2,023,599	
9 Fifty unit development	50	£1,666,667	4,097,428	3,750,318	3,408,664	3,072,510	2,742,723	2,419,302	2,102,247	1,791,558	1,487,234	1,189,276	897,685	
10 One hundred unit development	100	£4,166,667	9,159,367	8,461,862	7,776,764	7,102,654	6,439,339	5,788,503	5,150,147	4,524,270	3,910,872	3,305,774	2,713,113	
11 Three hundred unit scheme	300	£12,500,000	26,911,708	24,877,077	22,877,447	20,913,953	18,986,595	17,095,373	15,240,287	13,421,336	11,638,521	9,891,843	8,173,712	
12 Five hundred unit scheme	500	£15,625,000	33,117,337	29,945,197	26,830,657	23,773,718	20,774,379	17,832,640	14,934,764	12,094,589	9,312,323	6,574,212	3,890,054	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	38,400,292	33,829,733	29,337,640	24,928,691	20,593,466	16,323,532	12,136,067	8,001,138	3,935,755	75,546	4,102,118	
14 One thousand unit scheme	1,000	£31,250,000	49,550,297	43,645,675	37,844,280	32,123,177	26,509,993	20,986,241	15,552,438	10,200,144	4,929,661	280,707	5,513,500	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	68,578,489	60,355,381	52,251,951	44,298,588	36,460,606	28,762,805	21,167,078	13,688,284	6,307,037	1,009,683	8,372,556	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	97,392,541	85,552,774	73,900,964	62,436,502	51,137,352	40,010,891	29,037,503	18,198,014	7,467,984	3,249,687	14,093,245	
17 C2 care scheme - houses	50	£1,171,875	3,859,699	3,542,717	3,231,505	2,926,060	2,626,384	2,332,476	2,044,337	1,761,967	1,485,366	1,214,533	949,468	
18 C2 care scheme - flats	60	£562,500	881,441	1,113,089	1,341,253	1,565,933	1,787,130	2,004,842	2,219,071	2,429,815	2,637,075	2,840,853	3,041,145	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	358,861	333,088	307,765	282,892	258,468	234,494	210,969	187,894	165,269	143,093	121,366	
2 Five unit development	5	£123,333	598,102	555,147	512,942	471,487	430,780	390,823	351,615	313,157	275,447	238,488	202,277	
3 Eight unit development	8	£197,333	860,127	796,261	733,522	671,910	611,424	552,065	493,832	436,727	380,747	325,895	272,170	
4 Ten unit development	10	£197,333	1,075,159	995,327	916,903	839,887	764,279	690,081	617,290	545,908	475,934	407,370	340,213	
5 Ten unit development (flats)	10	£49,333	454,072	394,906	336,901	280,059	224,319	169,386	114,577	60,584	7,406	45,593	97,868	
6 Fifteen unit development	15	£296,000	1,609,010	1,490,768	1,374,603	1,260,518	1,148,511	1,038,583	930,736	824,966	721,277	619,665	520,133	
7 Twenty unit development (flats)	20	£98,667	996,466	882,492	769,603	658,429	548,542	440,919	333,521	227,726	123,534	20,945	81,173	
8 Thirty unit development	30	£493,333	7,178,122	6,629,868	6,088,902	5,555,227	5,028,841	4,509,744	3,997,936	3,493,417	2,996,189	2,506,250	2,023,599	
9 Fifty unit development	50	£822,222	4,097,428	3,750,318	3,408,664	3,072,510	2,742,723	2,419,302	2,102,247	1,791,558	1,487,234	1,189,276	897,685	
10 One hundred unit development	100	£2,055,556	9,159,367	8,461,862	7,776,764	7,102,654	6,439,339	5,788,503	5,150,147	4,524,270	3,910,872	3,305,774	2,713,113	
11 Three hundred unit scheme	300	£6,166,667	26,911,708	24,877,077	22,877,447	20,913,953	18,986,595	17,095,373	15,240,287	13,421,336	11,638,521	9,891,843	8,173,712	
12 Five hundred unit scheme	500	£7,708,333	33,117,337	29,945,197	26,830,657	23,773,718	20,774,379	17,832,640	14,934,764	12,094,589	9,312,323	6,574,212	3,890,054	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	38,400,292	33,829,733	29,337,640	24,928,691	20,593,466	16,323,532	12,136,067	8,001,138	3,935,755	75,546	4,102,118	
14 One thousand unit scheme	1,000	£15,416,667	49,550,297	43,645,675	37,844,280	32,123,177	26,509,993	20,986,241	15,552,438	10,200,144	4,929,661	280,707	5,513,500	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	68,578,489	60,355,381	52,251,951	44,298,588	36,460,606	28,762,805	21,167,078	13,688,284	6,307,037	1,009,683	8,372,556	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	97,392,541	85,552,774	73,900,964	62,436,502	51,137,352	40,010,891	29,037,503	18,198,014	7,467,984	3,249,687	14,093,245	
17 C2 care scheme - houses	50	£578,125	3,859,699	3,542,717	3,231,505	2,926,060	2,626,384	2,332,476	2,044,337	1,761,967	1,485,366	1,214,533	949,468	
18 C2 care scheme - flats	60	£277,500	881,441	1,113,089	1,341,253	1,565,933	1,787,130	2,004,842	2,219,071	2,429,815	2,637,075	2,840,853	3,041,145	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	358,861	333,088	307,765	282,892	258,468	234,494	210,969	187,894	165,269	143,093	121,366	
2 Five unit development	5	£83,333	598,102	555,147	512,942	471,487	430,780	390,823	351,615	313,157	275,447	238,488	202,277	



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,669 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	398,368	370,421	342,952	315,960	289,447	263,410	237,851	212,769	188,165	164,039	140,389	
2 Five unit development	5	£250,000	663,946	617,368	571,586	526,600	482,411	439,017	396,418	354,616	313,609	273,398	233,982	
3 Eight unit development	8	£400,000	961,458	892,024	823,788	756,750	690,911	626,269	562,827	500,582	439,536	379,687	321,037	
4 Ten unit development	10	£400,000	1,201,822	1,115,030	1,029,735	945,938	863,639	782,837	703,533	625,728	549,420	474,609	401,296	
5 Ten unit development (flats)	10	£100,000	559,219	494,272	430,561	368,087	306,849	246,847	187,880	129,931	73,227	17,770	- 36,958	
6 Fifteen unit development	15	£600,000	1,794,563	1,666,119	1,539,884	1,415,860	1,294,046	1,174,441	1,057,046	941,862	828,887	718,123	609,568	
7 Twenty unit development (flats)	20	£200,000	1,202,565	1,077,268	954,371	833,532	714,166	595,810	479,674	366,000	254,787	146,034	- 39,742	
8 Thirty unit development	30	£1,000,000	8,121,330	7,529,992	6,946,480	6,370,792	5,802,930	5,242,892	4,690,680	4,146,291	3,609,728	3,080,990	2,560,076	
9 Fifty unit development	50	£1,666,667	4,672,239	4,293,554	3,921,602	3,556,380	3,197,630	2,843,996	2,497,138	2,157,054	1,823,745	1,497,210	1,177,450	
10 One hundred unit development	100	£4,166,667	10,293,847	9,534,057	8,787,475	8,054,099	7,333,928	6,626,877	5,929,733	5,245,874	4,575,300	3,918,012	3,271,713	
11 Three hundred unit scheme	300	£12,500,000	30,183,741	27,973,343	25,801,271	23,667,523	21,567,249	19,504,653	17,480,510	15,494,821	13,547,586	11,638,804	9,768,476	
12 Five hundred unit scheme	500	£15,625,000	38,352,577	34,903,359	31,507,811	28,169,947	24,893,383	21,678,119	18,524,153	15,426,649	12,380,190	9,395,366	6,461,536	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	45,946,473	40,979,500	36,100,544	31,289,521	26,562,626	21,924,228	17,350,977	12,860,448	8,432,918	4,074,878	- 233,412	
14 One thousand unit scheme	1,000	£31,250,000	59,347,810	52,908,916	46,580,233	40,365,755	34,252,932	28,233,524	22,327,018	16,497,726	10,766,023	5,114,706	- 481,695	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	82,227,863	73,264,399	64,459,854	55,798,943	47,270,453	38,892,705	30,635,128	22,506,412	14,494,638	6,579,351	- 1,277,248	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	117,062,437	104,193,190	91,518,967	79,053,396	66,773,088	54,689,669	42,781,959	31,029,241	19,411,267	7,908,191	- 3,608,385	
17 C2 care scheme - houses	50	£1,171,875	4,408,267	4,062,890	3,723,612	3,388,711	3,059,966	2,737,377	2,420,945	2,110,668	1,806,548	1,508,585	1,216,777	
18 C2 care scheme - flats	60	£562,500	379,633	341,135	302,637	264,139	225,641	187,143	148,645	110,147	71,649	33,151	- 6,353	
19 Class E (light industrial) development	-	£107,143	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	
30 Community use/leisure	-	£58,929	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	398,368	370,421	342,952	315,960	289,447	263,410	237,851	212,769	188,165	164,039	140,389	
2 Five unit development	5	£123,333	663,946	617,368	571,586	526,600	482,411	439,017	396,418	354,616	313,609	273,398	233,982	
3 Eight unit development	8	£197,333	961,458	892,024	823,788	756,750	690,911	626,269	562,827	500,582	439,536	379,687	321,037	
4 Ten unit development	10	£197,333	1,201,822	1,115,030	1,029,735	945,938	863,639	782,837	703,533	625,728	549,420	474,609	401,296	
5 Ten unit development (flats)	10	£49,333	559,219	494,272	430,561	368,087	306,849	246,847	187,880	129,931	73,227	17,770	- 36,958	
6 Fifteen unit development	15	£296,000	1,794,563	1,666,119	1,539,884	1,415,860	1,294,046	1,174,441	1,057,046	941,862	828,887	718,123	609,568	
7 Twenty unit development (flats)	20	£98,667	1,202,565	1,077,268	954,371	833,532	714,166	595,810	479,674	366,000	254,787	146,034	- 39,742	
8 Thirty unit development	30	£493,333	8,121,330	7,529,992	6,946,480	6,370,792	5,802,930	5,242,892	4,690,680	4,146,291	3,609,728	3,080,990	2,560,076	
9 Fifty unit development	50	£822,222	4,672,239	4,293,554	3,921,602	3,556,380	3,197,630	2,843,996	2,497,138	2,157,054	1,823,745	1,497,210	1,177,450	
10 One hundred unit development	100	£2,055,556	10,293,847	9,534,057	8,787,475	8,054,099	7,333,928	6,626,877	5,929,733	5,245,874	4,575,300	3,918,012	3,271,713	
11 Three hundred unit scheme	300	£6,166,667	30,183,741	27,973,343	25,801,271	23,667,523	21,567,249	19,504,653	17,480,510	15,494,821	13,547,586	11,638,804	9,768,476	
12 Five hundred unit scheme	500	£7,708,333	38,352,577	34,903,359	31,507,811	28,169,947	24,893,383	21,678,119	18,524,153	15,426,649	12,380,190	9,395,366	6,461,536	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	45,946,473	40,979,500	36,100,544	31,289,521	26,562,626	21,924,228	17,350,977	12,860,448	8,432,918	4,074,878	- 233,412	
14 One thousand unit scheme	1,000	£15,416,667	59,347,810	52,908,916	46,580,233	40,365,755	34,252,932	28,233,524	22,327,018	16,497,726	10,766,023	5,114,706	- 481,695	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	82,227,863	73,264,399	64,459,854	55,798,943	47,270,453	38,892,705	30,635,128	22,506,412	14,494,638	6,579,351	- 1,277,248	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	117,062,437	104,193,190	91,518,967	79,053,396	66,773,088	54,689,669	42,781,959	31,029,241	19,411,267	7,908,191	- 3,608,385	
17 C2 care scheme - houses	50	£578,125	4,408,267	4,062,890	3,723,612	3,388,711	3,059,966	2,737,377	2,420,945	2,110,668	1,806,548	1,508,585	1,216,777	
18 C2 care scheme - flats	60	£277,500	379,633	341,135	302,637	264,139	225,641	187,143	148,645	110,147	71,649	33,151	- 6,353	
19 Class E (light industrial) development	-	£52,857	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	
30 Community use/leisure	-	£29,071	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	398,368	370,421	342,952	315,960	289,447	263,410	237,851	212,769	188,165	164,039	140,389	
2 Five unit development	5	£83,333	663											

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,852 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	426,670	397,188	368,203	339,716	311,725	284,232	257,236	230,737	204,735	179,230	154,223	
2 Five unit development	5	£250,000	711,117	661,980	613,673	566,193	519,542	473,720	428,727	384,562	341,225	298,717	257,038	
3 Eight unit development	8	£400,000	1,032,497	959,496	887,583	816,778	747,220	678,910	611,847	546,033	481,466	418,146	356,074	
4 Ten unit development	10	£400,000	1,290,621	1,199,369	1,109,479	1,020,972	934,024	848,637	764,809	682,541	601,833	522,683	445,093	
5 Ten unit development (flats)	10	£100,000	628,115	559,453	492,075	425,981	361,171	297,644	235,402	174,091	113,985	55,174	2,377	
6 Fifteen unit development	15	£600,000	1,925,739	1,790,193	1,656,947	1,526,003	1,397,359	1,271,016	1,146,973	1,025,233	905,792	788,653	673,814	
7 Twenty unit development (flats)	20	£200,000	1,336,224	1,203,731	1,073,730	946,222	820,670	696,827	573,793	453,314	335,389	220,019	107,205	
8 Thirty unit development	30	£1,000,000	8,777,781	8,159,702	7,549,772	6,947,992	6,354,361	5,768,881	5,191,548	4,622,367	4,061,334	3,508,452	2,963,718	
9 Fifty unit development	50	£1,666,667	5,065,948	4,666,009	4,273,074	3,887,142	3,508,215	3,136,007	2,769,136	2,409,313	2,056,539	1,710,813	1,372,135	
10 One hundred unit development	100	£4,166,667	11,077,337	10,275,266	9,486,942	8,712,365	7,951,536	7,204,454	6,471,120	5,748,014	5,038,716	4,343,248	3,661,609	
11 Three hundred unit scheme	300	£12,500,000	32,447,961	30,115,283	27,822,494	25,569,594	23,354,291	21,175,557	19,036,844	16,938,150	14,879,477	12,860,823	10,882,190	
12 Five hundred unit scheme	500	£15,625,000	41,945,289	38,302,117	34,719,941	31,192,868	27,729,580	24,330,076	20,994,356	17,722,420	14,501,904	11,342,233	8,245,892	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	51,089,226	45,844,796	40,691,932	35,624,225	30,629,762	25,727,356	20,910,638	16,162,071	11,499,581	6,900,452	2,363,844	
14 One thousand unit scheme	1,000	£31,250,000	65,981,207	59,197,347	52,514,749	45,950,943	39,505,928	33,151,121	26,909,944	20,767,772	14,725,196	8,762,555	2,880,174	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	91,422,683	81,963,464	72,669,506	63,540,810	54,537,833	45,697,717	36,988,694	28,427,494	19,980,725	11,648,797	3,409,786	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	130,121,078	116,548,230	103,192,437	90,040,711	77,103,184	64,367,549	51,812,375	39,439,496	27,227,116	15,139,922	3,136,281	
17 C2 care scheme - houses	50	£1,171,875	4,777,345	4,412,152	4,053,329	3,700,873	3,353,631	3,012,100	2,676,979	2,348,270	2,025,973	1,710,087	1,400,612	
18 C2 care scheme - flats	60	£562,500	104,504	368,942	629,494	886,161	1,138,944	1,387,842	1,632,855	1,873,982	2,111,224	2,344,582	2,574,054	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	426,670	397,188	368,203	339,716	311,725	284,232	257,236	230,737	204,735	179,230	154,223	
2 Five unit development	5	£123,333	711,117	661,980	613,673	566,193	519,542	473,720	428,727	384,562	341,225	298,717	257,038	
3 Eight unit development	8	£197,333	1,032,497	959,496	887,583	816,778	747,220	678,910	611,847	546,033	481,466	418,146	356,074	
4 Ten unit development	10	£197,333	1,290,621	1,199,369	1,109,479	1,020,972	934,024	848,637	764,809	682,541	601,833	522,683	445,093	
5 Ten unit development (flats)	10	£49,333	628,115	559,453	492,075	425,981	361,171	297,644	235,402	174,091	113,985	55,174	2,377	
6 Fifteen unit development	15	£296,000	1,925,739	1,790,193	1,656,947	1,526,003	1,397,359	1,271,016	1,146,973	1,025,233	905,792	788,653	673,814	
7 Twenty unit development (flats)	20	£98,667	1,336,224	1,203,731	1,073,730	946,222	820,670	696,827	573,793	453,314	335,389	220,019	107,205	
8 Thirty unit development	30	£493,333	8,777,781	8,159,702	7,549,772	6,947,992	6,354,361	5,768,881	5,191,548	4,622,367	4,061,334	3,508,452	2,963,718	
9 Fifty unit development	50	£822,222	5,065,948	4,666,009	4,273,074	3,887,142	3,508,215	3,136,007	2,769,136	2,409,313	2,056,539	1,710,813	1,372,135	
10 One hundred unit development	100	£2,055,556	11,077,337	10,275,266	9,486,942	8,712,365	7,951,536	7,204,454	6,471,120	5,748,014	5,038,716	4,343,248	3,661,609	
11 Three hundred unit scheme	300	£6,166,667	32,447,961	30,115,283	27,822,494	25,569,594	23,354,291	21,175,557	19,036,844	16,938,150	14,879,477	12,860,823	10,882,190	
12 Five hundred unit scheme	500	£7,708,333	41,945,289	38,302,117	34,719,941	31,192,868	27,729,580	24,330,076	20,994,356	17,722,420	14,501,904	11,342,233	8,245,892	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	51,089,226	45,844,796	40,691,932	35,624,225	30,629,762	25,727,356	20,910,638	16,162,071	11,499,581	6,900,452	2,363,844	
14 One thousand unit scheme	1,000	£15,416,667	65,981,207	59,197,347	52,514,749	45,950,943	39,505,928	33,151,121	26,909,944	20,767,772	14,725,196	8,762,555	2,880,174	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	91,422,683	81,963,464	72,669,506	63,540,810	54,537,833	45,697,717	36,988,694	28,427,494	19,980,725	11,648,797	3,409,786	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	130,121,078	116,548,230	103,192,437	90,040,711	77,103,184	64,367,549	51,812,375	39,439,496	27,227,116	15,139,922	3,136,281	
17 C2 care scheme - houses	50	£578,125	4,777,345	4,412,152	4,053,329	3,700,873	3,353,631	3,012,100	2,676,979	2,348,270	2,025,973	1,710,087	1,400,612	
18 C2 care scheme - flats	60	£277,500	104,504	368,942	629,494	886,161	1,138,944	1,387,842	1,632,855	1,873,982	2,111,224	2,344,582	2,574,054	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	426,670	397,188	368,203	339,716	311,725	284,232	257,236	230,737	204,735	179,230	154,223	
2 Five unit development	5	£83,333	711,117	661,980	613,673	566,193	519							

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £5,036 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	466,168	434,512	403,383	372,777	342,697	313,142	284,112	255,607	227,627	200,172	173,242	
2 Five unit development	5	£250,000	776,947	724,187	672,304	621,295	571,161	521,903	473,519	426,012	379,378	333,620	288,736	
3 Eight unit development	8	£400,000	1,132,921	1,054,401	977,192	901,295	826,691	753,099	680,827	609,875	540,240	471,927	404,931	
4 Ten unit development	10	£400,000	1,416,150	1,318,000	1,221,489	1,126,619	1,033,362	941,374	851,034	762,343	675,301	589,908	506,164	
5 Ten unit development (flats)	10	£100,000	733,238	658,797	585,714	513,989	443,622	374,613	306,962	240,669	175,492	111,449	48,774	
6 Fifteen unit development	15	£600,000	2,111,251	1,965,506	1,822,192	1,681,311	1,542,862	1,406,843	1,273,256	1,142,103	1,013,379	887,089	763,229	
7 Twenty unit development (flats)	20	£200,000	1,542,279	1,398,465	1,257,288	1,118,749	982,847	849,482	717,446	586,534	458,038	332,246	209,159	
8 Thirty unit development	30	£1,000,000	9,720,783	9,059,631	8,407,163	7,763,380	7,128,283	6,501,870	5,884,141	5,275,099	4,674,740	4,083,067	3,500,078	
9 Fifty unit development	50	£1,666,667	5,640,634	5,209,127	4,785,029	4,368,340	3,959,061	3,557,190	3,162,727	2,774,731	2,392,977	2,018,680	1,651,840	
10 One hundred unit development	100	£4,166,667	12,211,569	11,347,228	10,497,433	9,662,184	8,841,482	8,035,327	7,243,716	6,466,654	5,702,998	4,951,172	4,213,981	
11 Three hundred unit scheme	300	£12,500,000	35,719,281	33,206,931	30,736,775	28,308,814	25,923,048	23,579,476	21,276,580	19,011,183	16,788,124	14,607,404	12,469,019	
12 Five hundred unit scheme	500	£15,625,000	47,165,908	43,236,013	39,373,344	35,577,901	31,847,687	28,174,717	24,569,229	21,031,225	17,560,702	14,149,021	10,796,789	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	58,633,762	52,975,007	47,413,135	41,948,144	36,580,036	31,290,145	26,089,495	20,986,252	15,948,285	11,001,366	6,120,643	
14 One thousand unit scheme	1,000	£31,250,000	75,723,035	68,414,944	61,231,968	54,156,584	47,194,136	40,357,385	33,630,087	27,008,258	20,497,207	14,084,895	7,755,552	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	105,000,662	94,831,700	84,826,653	74,967,755	65,283,733	55,755,168	46,375,466	37,147,938	28,066,925	19,102,964	10,256,645	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	149,707,636	135,103,864	120,703,825	106,554,897	92,615,239	78,911,603	65,397,169	52,089,949	38,966,612	26,004,330	13,154,778	
17 C2 care scheme - houses	50	£1,171,875	5,323,986	4,928,858	4,540,482	4,158,861	3,783,992	3,415,877	3,053,504	2,696,895	2,347,085	2,004,074	1,667,863	
18 C2 care scheme - flats	60	£562,500	391,652	108,376	- 173,208	- 452,157	- 726,937	- 997,547	- 1,263,989	- 1,526,262	- 1,784,366	- 2,038,302	- 2,288,067	
19 Class E (light industrial) development	-	£107,143	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	
23 Class E (office) development	-	£133,929	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	
30 Community use/leisure	-	£58,929	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	466,168	434,512	403,383	372,777	342,697	313,142	284,112	255,607	227,627	200,172	173,242	
2 Five unit development	5	£123,333	776,947	724,187	672,304	621,295	571,161	521,903	473,519	426,012	379,378	333,620	288,736	
3 Eight unit development	8	£197,333	1,132,921	1,054,401	977,192	901,295	826,691	753,099	680,827	609,875	540,240	471,927	404,931	
4 Ten unit development	10	£197,333	1,416,150	1,318,000	1,221,489	1,126,619	1,033,362	941,374	851,034	762,343	675,301	589,908	506,164	
5 Ten unit development (flats)	10	£49,333	733,238	658,797	585,714	513,989	443,622	374,613	306,962	240,669	175,492	111,449	48,774	
6 Fifteen unit development	15	£296,000	2,111,251	1,965,506	1,822,192	1,681,311	1,542,862	1,406,843	1,273,256	1,142,103	1,013,379	887,089	763,229	
7 Twenty unit development (flats)	20	£98,667	1,542,279	1,398,465	1,257,288	1,118,749	982,847	849,482	717,446	586,534	458,038	332,246	209,159	
8 Thirty unit development	30	£493,333	9,720,783	9,059,631	8,407,163	7,763,380	7,128,283	6,501,870	5,884,141	5,275,099	4,674,740	4,083,067	3,500,078	
9 Fifty unit development	50	£822,222	5,640,634	5,209,127	4,785,029	4,368,340	3,959,061	3,557,190	3,162,727	2,774,731	2,392,977	2,018,680	1,651,840	
10 One hundred unit development	100	£2,055,556	12,211,569	11,347,228	10,497,433	9,662,184	8,841,482	8,035,327	7,243,716	6,466,654	5,702,998	4,951,172	4,213,981	
11 Three hundred unit scheme	300	£6,166,667	35,719,281	33,206,931	30,736,775	28,308,814	25,923,048	23,579,476	21,276,580	19,011,183	16,788,124	14,607,404	12,469,019	
12 Five hundred unit scheme	500	£7,708,333	47,165,908	43,236,013	39,373,344	35,577,901	31,847,687	28,174,717	24,569,229	21,031,225	17,560,702	14,149,021	10,796,789	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	58,633,762	52,975,007	47,413,135	41,948,144	36,580,036	31,290,145	26,089,495	20,986,252	15,948,285	11,001,366	6,120,643	
14 One thousand unit scheme	1,000	£15,416,667	75,723,035	68,414,944	61,231,968	54,156,584	47,194,136	40,357,385	33,630,087	27,008,258	20,497,207	14,084,895	7,755,552	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	105,000,662	94,831,700	84,826,653	74,967,755	65,283,733	55,755,168	46,375,466	37,147,938	28,066,925	19,102,964	10,256,645	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	149,707,636	135,103,864	120,703,825	106,554,897	92,615,239	78,911,603	65,397,169	52,089,949	38,966,612	26,004,330	13,154,778	
17 C2 care scheme - houses	50	£578,125	5,323,986	4,928,858	4,540,482	4,158,861	3,783,992	3,415,877	3,053,504	2,696,895	2,347,085	2,004,074	1,667,863	
18 C2 care scheme - flats	60	£277,500	391,652	108,376	- 173,208	- 452,157	- 726,937	- 997,547	- 1,263,989	- 1,526,262	- 1,784,366	- 2,038,302	- 2,288,067	
19 Class E (light industrial) development	-	£52,857	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	- 741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	- 533,622	
23 Class E (office) development	-	£66,071	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	- 889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	- 1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	- 1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	- 2,560,680	
30 Community use/leisure	-	£29,071	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	- 863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	466,168	434										



## Appendix 7 - Appraisal results (present day) – 60% rent, 15% SO, 25% First Homes

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,567 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

			£750,000 PER HA				Residual land values							
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	183,738	168,446	153,349	138,449	123,744	109,235	94,922	80,804	66,883	53,158	39,628	
2 Five unit development	5	£250,000	306,231	280,744	255,582	230,748	206,240	182,059	158,203	134,675	111,472	88,596	66,046	
3 Eight unit development	8	£400,000	413,185	376,123	339,541	303,435	267,806	232,656	197,982	163,786	130,066	96,825	64,060	
4 Ten unit development	10	£400,000	516,480	470,155	424,426	379,294	334,759	290,819	247,478	204,732	162,583	121,030	80,076	
5 Ten unit development (flats)	10	£100,000	- 1,179	- 37,508	- 73,331	- 108,646	- 143,455	- 177,758	- 211,553	- 244,841	- 278,136	- 310,996	- 343,341	
6 Fifteen unit development	15	£600,000	790,014	720,853	652,580	585,197	518,703	453,098	388,382	324,555	261,618	199,548	137,962	
7 Twenty unit development (flats)	20	£200,000	93,805	24,265	- 44,927	- 113,474	- 181,031	- 247,599	- 313,177	- 377,767	- 441,367	- 503,978	- 565,601	
8 Thirty unit development	30	£1,000,000	3,035,665	2,698,284	2,365,321	2,036,777	1,712,653	1,392,946	1,077,659	766,790	460,340	157,033	- 145,715	
9 Fifty unit development	50	£1,666,667	1,568,249	1,366,058	1,166,537	969,683	775,498	582,724	391,912	203,797	18,379	- 166,668	- 349,240	
10 One hundred unit development	100	£4,166,667	4,143,715	3,742,048	3,345,580	2,954,312	2,568,244	2,187,376	1,811,708	1,441,239	1,075,971	712,737	354,172	
11 Three hundred unit scheme	300	£12,500,000	12,506,515	11,330,883	10,170,436	9,025,175	7,895,099	6,780,209	5,680,504	4,593,590	3,517,261	2,456,218	1,410,462	
12 Five hundred unit scheme	500	£15,625,000	10,111,529	8,295,252	6,503,331	4,735,766	2,984,605	1,251,595	- 466,975	- 2,192,243	- 3,904,703	- 5,610,265	- 7,318,391	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	5,119,202	2,466,762	- 152,235	- 2,796,583	- 5,417,386	- 8,026,073	- 10,633,958	- 13,252,239	- 15,891,988	- 18,515,408	- 21,099,509	
14 One thousand unit scheme	1,000	£31,250,000	6,485,491	3,051,895	- 352,040	- 3,783,399	- 7,191,220	- 10,588,538	- 13,988,254	- 17,403,132	- 20,868,906	- 24,328,714	- 27,736,697	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	8,587,735	3,779,074	- 1,004,315	- 5,815,605	- 10,615,446	- 15,417,827	- 20,236,582	- 25,117,955	- 30,115,084	- 35,168,731	- 40,146,792	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	11,074,308	4,083,934	- 2,916,543	- 9,966,960	- 17,032,703	- 24,148,952	- 31,368,896	- 38,792,212	- 46,570,749	- 54,567,938	- 62,445,871	
17 C2 care scheme - houses	50	£1,171,875	1,459,205	1,287,034	1,115,883	946,860	780,111	615,637	453,439	293,515	135,866	- 19,785	- 175,049	
18 C2 care scheme - flats	60	£562,500	- 2,937,071	- 3,065,972	- 3,192,800	- 3,317,557	- 3,440,242	- 3,560,855	- 3,679,396	- 3,795,865	- 3,910,263	- 4,022,588	- 4,132,841	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

			£370,000 PER HA				Residual land values							
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	183,738	168,446	153,349	138,449	123,744	109,235	94,922	80,804	66,883	53,158	39,628	
2 Five unit development	5	£123,333	306,231	280,744	255,582	230,748	206,240	182,059	158,203	134,675	111,472	88,596	66,046	
3 Eight unit development	8	£197,333	413,185	376,123	339,541	303,435	267,806	232,656	197,982	163,786	130,066	96,825	64,060	
4 Ten unit development	10	£197,333	516,480	470,155	424,426	379,294	334,759	290,819	247,478	204,732	162,583	121,030	80,076	
5 Ten unit development (flats)	10	£49,333	- 1,179	- 37,508	- 73,331	- 108,646	- 143,455	- 177,758	- 211,553	- 244,841	- 278,136	- 310,996	- 343,341	
6 Fifteen unit development	15	£296,000	790,014	720,853	652,580	585,197	518,703	453,098	388,382	324,555	261,618	199,548	137,962	
7 Twenty unit development (flats)	20	£98,667	93,805	24,265	- 44,927	- 113,474	- 181,031	- 247,599	- 313,177	- 377,767	- 441,367	- 503,978	- 565,601	
8 Thirty unit development	30	£493,333	3,035,665	2,698,284	2,365,321	2,036,777	1,712,653	1,392,946	1,077,659	766,790	460,340	157,033	- 145,715	
9 Fifty unit development	50	£822,222	1,568,249	1,366,058	1,166,537	969,683	775,498	582,724	391,912	203,797	18,379	- 166,668	- 349,240	
10 One hundred unit development	100	£2,055,556	4,143,715	3,742,048	3,345,580	2,954,312	2,568,244	2,187,376	1,811,708	1,441,239	1,075,971	712,737	354,172	
11 Three hundred unit scheme	300	£6,166,667	12,506,515	11,330,883	10,170,436	9,025,175	7,895,099	6,780,209	5,680,504	4,593,590	3,517,261	2,456,218	1,410,462	
12 Five hundred unit scheme	500	£7,708,333	10,111,529	8,295,252	6,503,331	4,735,766	2,984,605	1,251,595	- 466,975	- 2,192,243	- 3,904,703	- 5,610,265	- 7,318,391	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	5,119,202	2,466,762	- 152,235	- 2,796,583	- 5,417,386	- 8,026,073	- 10,633,958	- 13,252,239	- 15,891,988	- 18,515,408	- 21,099,509	
14 One thousand unit scheme	1,000	£15,416,667	6,485,491	3,051,895	- 352,040	- 3,783,399	- 7,191,220	- 10,588,538	- 13,988,254	- 17,403,132	- 20,868,906	- 24,328,714	- 27,736,697	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	8,587,735	3,779,074	- 1,004,315	- 5,815,605	- 10,615,446	- 15,417,827	- 20,236,582	- 25,117,955	- 30,115,084	- 35,168,731	- 40,146,792	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	11,074,308	4,083,934	- 2,916,543	- 9,966,960	- 17,032,703	- 24,148,952	- 31,368,896	- 38,792,212	- 46,570,749	- 54,567,938	- 62,445,871	
17 C2 care scheme - houses	50	£578,125	1,459,205	1,287,034	1,115,883	946,860	780,111	615,637	453,439	293,515	135,866	- 19,785	- 175,049	
18 C2 care scheme - flats	60	£277,500	- 2,937,071	- 3,065,972	- 3,192,800	- 3,317,557	- 3,440,242	- 3,560,855	- 3,679,396	- 3,795,865	- 3,910,263	- 4,022,588	- 4,132,841	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000 PER HA

			£250,000 PER HA				Residual land values							
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	183,738	168,446	153,349	138,449	123,744	109,235	94,922	80,804	66,883	53,158	39,628	
2 Five unit development	5	£83,333	306,231	280,744	255,582	230,748	206,240	182,059	158,203	134,675	111,472	88,596	66,046	
3 Eight unit development	8	£133,333	413,185	376,123	339,541	303,435	267,806	232,656	197,982	163,786	130,066	96,825	64,060	
4 Ten unit development	10	£133,333	516,480	470,155	424,426	379,294	334,759	290,819	247,478	204,732	162,583	121,030	80,076	
5 Ten unit development (flats)	10	£33,333	- 1,179	- 37,508	- 73,331	- 108,646	- 143,455	- 177,758	- 211,553	- 244,841	- 278,136	- 310,996	- 343,341	
6 Fifteen unit development	15	£200,000	790,014	720,853	652,580	585,197	518,703	453,098	388,382	324,555	261,618	199,548	137,962	
7 Twenty unit development (flats)	20	£66,667	93,805	24,265	- 44,927	- 113,474	- 181,031	- 247,599	- 313,177	- 377,767	- 441,367	- 503,978	- 565,601	
8 Thirty unit development	30	£333,333	3,035,665	2,698,284	2,365,321	2,036,777	1,712,653	1,392,946	1,077,659	766,790	460,340	157,033	- 145,715	
9 Fifty unit development	50	£555,556	1,568,249	1,366,058	1,166,537	969,683	775,498	582,724	391,912	203,797	18,379	- 166,668	- 349,240	
10 One hundred unit development	100	£1,388,889	4,143,715	3,742,048	3,345,580	2,954,312	2,568,244	2,187,376	1,811,708	1,441,239	1,075,971	712,737	354,172	
11 Three hundred unit scheme	300	£4,166,667	12,506,515	11,330,883	10,170,436	9,025,175	7,895,099	6,780,209	5,680,504	4,593,590	3,517,261	2,456,218	1,410,462	
12 Five hundred unit scheme	500	£5,208,333	10,111,529	8,295,252	6,503,331	4,735,766	2,984,605	1,251,595	- 466,975	- 2,192,243	- 3,904,703	- 5,610,265	- 7,318,391	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	5,119,202	2,466,762	- 152,235	- 2,796,583	- 5,417,386	- 8,026,073	- 10,633,958	- 13,252,239	- 15,891,988	- 18,515,408	- 21,099,509	
14 One thousand unit scheme	1,000	£10,416,667	6,485,491	3,051,895	- 352,040	- 3,783,399	- 7,191,220	- 10,588,538	- 13,988,254	- 17,403,132	- 20,868,906	- 24,328,714	- 27,736,697	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	8,587,735	3,779,074	- 1,004,315	- 5,815,605	- 10,615,446	- 15,417,827	- 20,236,582	- 25,117,955	- 30,115,084	- 35,168,731	- 40,146,792	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	11,074,308	4,083,934	- 2,916,543	- 9,966,960	- 17,032,703	- 24,148,952	- 31,368,896	- 38,792,212	- 46,570,749	- 54,567,938	- 62,445,871	
17 C2 care scheme - houses	50	£390,625	1,459,205	1,287,034	1,115,883	946,860	780,111	615,637	453,439	293,515	135,866	- 19,785	- 175,049	
18 C2 care scheme - flats	60	£187,500	- 2,937,071	- 3,065,972	- 3,192,800	- 3,317,557	- 3,440,242	- 3,560,855	- 3,679,396	- 3,795,865	- 3,910,263	- 4,022,588	- 4,132,841	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,751 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	223,245	206,209	189,493	173,091	156,802	140,730	124,872	109,229	93,802	78,590	63,592	
2 Five unit development	5	£250,000	372,075	343,682	315,822	288,485	261,338	234,550	208,120	182,049	156,337	130,983	105,988	
3 Eight unit development	8	£400,000	514,515	473,007	432,296	392,363	352,698	313,559	274,947	236,861	199,302	162,269	125,762	
4 Ten unit development	10	£400,000	643,143	591,258	540,370	490,453	440,872	391,949	343,683	296,077	249,127	202,836	157,203	
5 Ten unit development (flats)	10	£100,000	104,910	64,700	25,042	14,264	53,365	91,908	129,893	167,317	204,183	240,620	277,003	
6 Fifteen unit development	15	£600,000	975,566	898,245	822,400	747,993	674,094	601,174	529,233	458,272	388,289	319,286	251,261	
7 Twenty unit development (flats)	20	£200,000	305,241	226,976	149,787	73,676	1,377	76,378	150,288	223,104	294,827	365,458	434,995	
8 Thirty unit development	30	£1,000,000	3,978,872	3,602,567	3,231,136	2,864,580	2,502,899	2,146,094	1,794,164	1,447,109	1,104,929	767,624	435,195	
9 Fifty unit development	50	£1,666,667	2,148,088	1,922,006	1,698,873	1,478,689	1,261,453	1,047,165	835,826	627,434	420,102	215,451	13,781	
10 One hundred unit development	100	£4,166,667	5,300,577	4,848,355	4,404,982	3,970,237	3,538,304	3,112,128	2,691,708	2,277,046	1,868,139	1,464,989	1,067,597	
11 Three hundred unit scheme	300	£12,500,000	15,799,917	14,484,769	13,195,138	11,930,389	10,671,558	9,426,667	8,198,561	6,987,238	5,792,699	4,614,943	3,448,712	
12 Five hundred unit scheme	500	£15,625,000	15,400,527	13,363,978	11,368,322	9,412,547	7,458,975	5,531,002	3,629,958	1,742,361	121,989	2,001,149	3,867,012	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	12,834,988	9,876,217	6,969,871	4,115,200	1,259,576	1,592,571	4,442,156	7,284,290	10,128,418	12,988,892	15,876,564	
14 One thousand unit scheme	1,000	£31,250,000	16,488,210	12,666,850	8,892,793	5,193,330	1,486,341	2,218,203	5,923,850	9,623,362	13,330,389	17,065,881	20,863,545	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	22,584,100	17,234,476	11,966,534	6,785,541	1,595,190	3,615,880	8,831,870	14,058,414	19,314,660	24,662,655	30,165,014	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	31,388,574	23,644,068	16,011,580	8,473,435	911,715	6,730,197	14,407,721	22,151,201	30,038,162	38,195,607	46,830,335	
17 C2 care scheme - houses	50	£1,171,875	2,011,390	1,815,312	1,623,230	1,435,038	1,247,957	1,063,395	880,019	698,952	520,427	344,442	170,999	
18 C2 care scheme - flats	60	£562,500	- 2,435,263	- 2,584,687	- 2,731,798	- 2,876,597	- 3,019,085	- 3,159,261	- 3,297,124	- 3,432,675	- 3,565,914	- 3,696,841	- 3,825,456	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	223,245	206,209	189,493	173,091	156,802	140,730	124,872	109,229	93,802	78,590	63,592	
2 Five unit development	5	£123,333	372,075	343,682	315,822	288,485	261,338	234,550	208,120	182,049	156,337	130,983	105,988	
3 Eight unit development	8	£197,333	514,515	473,007	432,296	392,363	352,698	313,559	274,947	236,861	199,302	162,269	125,762	
4 Ten unit development	10	£197,333	643,143	591,258	540,370	490,453	440,872	391,949	343,683	296,077	249,127	202,836	157,203	
5 Ten unit development (flats)	10	£49,333	104,910	64,700	25,042	14,264	53,365	91,908	129,893	167,317	204,183	240,620	277,003	
6 Fifteen unit development	15	£296,000	975,566	898,245	822,400	747,993	674,094	601,174	529,233	458,272	388,289	319,286	251,261	
7 Twenty unit development (flats)	20	£98,667	305,241	226,976	149,787	73,676	1,377	76,378	150,288	223,104	294,827	365,458	434,995	
8 Thirty unit development	30	£493,333	3,978,872	3,602,567	3,231,136	2,864,580	2,502,899	2,146,094	1,794,164	1,447,109	1,104,929	767,624	435,195	
9 Fifty unit development	50	£822,222	2,148,088	1,922,006	1,698,873	1,478,689	1,261,453	1,047,165	835,826	627,434	420,102	215,451	13,781	
10 One hundred unit development	100	£2,055,556	5,300,577	4,848,355	4,404,982	3,970,237	3,538,304	3,112,128	2,691,708	2,277,046	1,868,139	1,464,989	1,067,597	
11 Three hundred unit scheme	300	£6,166,667	15,799,917	14,484,769	13,195,138	11,930,389	10,671,558	9,426,667	8,198,561	6,987,238	5,792,699	4,614,943	3,448,712	
12 Five hundred unit scheme	500	£7,708,333	15,400,527	13,363,978	11,368,322	9,412,547	7,458,975	5,531,002	3,629,958	1,742,361	121,989	2,001,149	3,867,012	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	12,834,988	9,876,217	6,969,871	4,115,200	1,259,576	1,592,571	4,442,156	7,284,290	10,128,418	12,988,892	15,876,564	
14 One thousand unit scheme	1,000	£15,416,667	16,488,210	12,666,850	8,892,793	5,193,330	1,486,341	2,218,203	5,923,850	9,623,362	13,330,389	17,065,881	20,863,545	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	22,584,100	17,234,476	11,966,534	6,785,541	1,595,190	3,615,880	8,831,870	14,058,414	19,314,660	24,662,655	30,165,014	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	31,388,574	23,644,068	16,011,580	8,473,435	911,715	6,730,197	14,407,721	22,151,201	30,038,162	38,195,607	46,830,335	
17 C2 care scheme - houses	50	£578,125	2,011,390	1,815,312	1,623,230	1,435,038	1,247,957	1,063,395	880,019	698,952	520,427	344,442	170,999	
18 C2 care scheme - flats	60	£277,500	- 2,435,263	- 2,584,687	- 2,731,798	- 2,876,597	- 3,019,085	- 3,159,261	- 3,297,124	- 3,432,675	- 3,565,914	- 3,696,841	- 3,825,456	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000 PER HA

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	223,245	206,209	189,493	173,091	156,802	140,730	124,872	109,229	93,802	78,590	63,592	
2 Five unit development	5	£83,333	372,075	343,682	315,822	288,485	261,338	234,550	208,120	182,049	156,337	130,983	105,988	
3 Eight unit development	8	£133,333	514,515	473,007	432,296	392,363	352,698	313,559	274,947	236,861	199,302	162,269	125,762	
4 Ten unit development	10	£133,333	643,143	591,258	540,370	490,453	440,872	391,949	343,683	296,077	249,127	202,836	157,203	
5 Ten unit development (flats)	10	£33,333	104,910	64,700	25,042	14,264	53,365	91,908	129,893	167,317	204,183	240,620	277,003	
6 Fifteen unit development	15	£200,000	975,566	898,245	822,400	747,993	674,094	601,174	529,233	458,272	388,289	319,286	251,261	
7 Twenty unit development (flats)	20	£66,667	305,241	226,976	149,787	73,676	1,377	76,378	150,288	223,104	294,827	365,458	434,995	
8 Thirty unit development	30	£333,333	3,978,872	3,602,567	3,231,136	2,864,580	2,502,899	2,146,094	1,794,164	1,447,109	1,104,929	767,624	435,195	
9 Fifty unit development	50	£555,556	2,148,088	1,922,006	1,698,873	1,478,689	1,261,453	1,047,165	835,826	627,434	420,102	215,451	13,781	
10 One hundred unit development	100	£1,388,889	5,300,577	4,848,355	4,404,982	3,970,237	3,538,304	3,112,128	2,691,708	2,277,046	1,868,139	1,464,989	1,067,597	
11 Three hundred unit scheme	300	£4,166,667	15,799,917	14,484,769	13,195,138	11,930,389	10,671,558	9,426,667	8,198,561	6,987,238	5,792,699	4,614,943	3,448,712	
12 Five hundred unit scheme	500	£5,208,333	15,400,527	13,363,978	11,368,322	9,412,547	7,458,975	5,531,002	3,629,958	1,742,361	121,989	2,001,149	3,867,012	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	12,834,988	9,876,217	6,969,871	4,115,200	1,259,576	1,592,571	4,442,156	7,284,290	10,128,418	12,988,892	15,876,564	
14 One thousand unit scheme	1,000	£10,416,667	16,488,210	12,666,850	8,892,793	5,193,330	1,486,341	2,218,203	5,923,850	9,623,362	13,330,389	17,065,881	20,863,545	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	22,584,100	17,234,476	11,966,534	6,785,541	1,595,190	3,615,880	8,831,870	14,058,414	19,314,660	24,662,655	30,165,014	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	31,388,574	23,644,068	16,011,580	8,473,435	911,715	6,730,197	14,407,721	22,151,201	30,038,162	38,195,607	46,830,335	
17 C2 care scheme - houses	50	£390,625	2,011,390	1,815,312	1,623,230	1,435,038	1,247,957	1,063,395	880,019	698,952	520,427	344,442	170,999	
18 C2 care scheme - flats	60	£187,500	- 2,435,263	- 2,584,687	- 2,731,798	- 2,876,597	- 3,019,085	- 3,159,261	- 3,297,124	- 3,432,675	- 3,565,914	- 3,696,841	- 3,825,456	



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,934 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	251,548	233,140	215,070	197,336	179,940	162,881	146,159	129,774	113,726	98,015	82,348	
2 Five unit development	5	£250,000	419,246	388,567	358,450	328,894	299,900	271,468	243,598	216,290	189,544	163,358	137,247	
3 Eight unit development	8	£400,000	585,994	541,055	496,955	453,692	411,269	369,684	328,938	289,030	249,961	211,730	173,585	
4 Ten unit development	10	£400,000	732,492	676,319	621,193	567,115	514,087	462,105	411,172	361,288	312,451	264,663	216,982	
5 Ten unit development (flats)	10	£100,000	174,220	131,706	89,768	48,409	7,626	- 33,042	- 73,233	- 112,838	- 151,859	- 190,295	- 228,243	
6 Fifteen unit development	15	£600,000	1,106,743	1,023,108	941,025	860,492	781,512	704,083	628,205	553,879	481,105	409,882	338,831	
7 Twenty unit development (flats)	20	£200,000	442,172	359,402	277,760	197,246	117,858	39,599	- 38,064	- 115,144	- 191,080	- 265,872	- 339,520	
8 Thirty unit development	30	£1,000,000	4,635,323	4,236,342	3,842,490	3,453,768	3,070,177	2,691,717	2,318,386	1,950,187	1,587,118	1,229,178	876,371	
9 Fifty unit development	50	£1,666,667	2,544,261	2,302,909	2,066,283	1,834,384	1,604,598	1,377,432	1,153,365	932,398	714,530	499,266	285,330	
10 One hundred unit development	100	£4,166,667	6,090,306	5,603,054	5,125,035	4,654,300	4,192,192	3,739,387	3,295,887	2,861,688	2,436,795	2,021,204	1,606,322	
11 Three hundred unit scheme	300	£12,500,000	18,067,171	16,643,953	15,247,552	13,877,967	12,535,201	11,219,103	9,924,804	8,657,456	7,417,060	6,203,615	4,992,484	
12 Five hundred unit scheme	500	£15,625,000	19,010,735	16,802,461	14,637,149	12,514,797	10,435,406	8,391,585	6,385,748	4,423,163	2,494,928	603,460	- 1,315,026	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	18,017,976	14,829,101	11,693,398	8,605,126	5,579,436	2,589,827	- 348,422	- 3,284,862	- 6,186,039	- 9,057,707	- 11,980,994	
14 One thousand unit scheme	1,000	£31,250,000	23,190,435	19,051,143	14,992,469	10,991,823	7,063,503	3,191,172	- 625,323	- 4,437,383	- 8,208,647	- 11,954,702	- 15,770,939	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	31,854,686	26,085,266	20,408,597	14,823,905	9,330,262	3,906,483	- 1,461,876	- 6,823,343	- 12,139,143	- 17,446,859	- 22,892,820	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	44,565,639	36,223,522	28,016,275	19,929,646	11,948,760	4,059,093	- 3,806,634	- 11,681,079	- 19,551,115	- 27,478,853	- 35,771,024	
17 C2 care scheme - houses	50	£1,171,875	2,383,381	2,169,928	1,960,679	1,755,634	1,554,794	1,358,158	1,165,727	977,499	792,275	610,912	429,639	
18 C2 care scheme - flats	60	£562,500	- 2,160,134	- 2,317,236	- 2,471,945	- 2,624,261	- 2,774,185	- 2,921,714	- 3,066,850	- 3,209,593	- 3,349,943	- 3,487,899	- 3,623,462	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	251,548	233,140	215,070	197,336	179,940	162,881	146,159	129,774	113,726	98,015	82,348	
2 Five unit development	5	£123,333	419,246	388,567	358,450	328,894	299,900	271,468	243,598	216,290	189,544	163,358	137,247	
3 Eight unit development	8	£197,333	585,994	541,055	496,955	453,692	411,269	369,684	328,938	289,030	249,961	211,730	173,585	
4 Ten unit development	10	£197,333	732,492	676,319	621,193	567,115	514,087	462,105	411,172	361,288	312,451	264,663	216,982	
5 Ten unit development (flats)	10	£49,333	174,220	131,706	89,768	48,409	7,626	- 33,042	- 73,233	- 112,838	- 151,859	- 190,295	- 228,243	
6 Fifteen unit development	15	£296,000	1,106,743	1,023,108	941,025	860,492	781,512	704,083	628,205	553,879	481,105	409,882	338,831	
7 Twenty unit development (flats)	20	£98,667	442,172	359,402	277,760	197,246	117,858	39,599	- 38,064	- 115,144	- 191,080	- 265,872	- 339,520	
8 Thirty unit development	30	£493,333	4,635,323	4,236,342	3,842,490	3,453,768	3,070,177	2,691,717	2,318,386	1,950,187	1,587,118	1,229,178	876,371	
9 Fifty unit development	50	£822,222	2,544,261	2,302,909	2,066,283	1,834,384	1,604,598	1,377,432	1,153,365	932,398	714,530	499,266	285,330	
10 One hundred unit development	100	£2,055,556	6,090,306	5,603,054	5,125,035	4,654,300	4,192,192	3,739,387	3,295,887	2,861,688	2,436,795	2,021,204	1,606,322	
11 Three hundred unit scheme	300	£6,166,667	18,067,171	16,643,953	15,247,552	13,877,967	12,535,201	11,219,103	9,924,804	8,657,456	7,417,060	6,203,615	4,992,484	
12 Five hundred unit scheme	500	£7,708,333	19,010,735	16,802,461	14,637,149	12,514,797	10,435,406	8,391,585	6,385,748	4,423,163	2,494,928	603,460	- 1,315,026	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	18,017,976	14,829,101	11,693,398	8,605,126	5,579,436	2,589,827	- 348,422	- 3,284,862	- 6,186,039	- 9,057,707	- 11,980,994	
14 One thousand unit scheme	1,000	£15,416,667	23,190,435	19,051,143	14,992,469	10,991,823	7,063,503	3,191,172	- 625,323	- 4,437,383	- 8,208,647	- 11,954,702	- 15,770,939	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	31,854,686	26,085,266	20,408,597	14,823,905	9,330,262	3,906,483	- 1,461,876	- 6,823,343	- 12,139,143	- 17,446,859	- 22,892,820	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	44,565,639	36,223,522	28,016,275	19,929,646	11,948,760	4,059,093	- 3,806,634	- 11,681,079	- 19,551,115	- 27,478,853	- 35,771,024	
17 C2 care scheme - houses	50	£578,125	2,383,381	2,169,928	1,960,679	1,755,634	1,554,794	1,358,158	1,165,727	977,499	792,275	610,912	429,639	
18 C2 care scheme - flats	60	£277,500	- 2,160,134	- 2,317,236	- 2,471,945	- 2,624,261	- 2,774,185	- 2,921,714	- 3,066,850	- 3,209,593	- 3,349,943	- 3,487,899	- 3,623,462	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000

Description	No of units	BLV	£250,000		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	251,548	233,140	215,070	197,336	179,940	162,881	146,159	129,774	113,726	98,015	82,348	
2 Five unit development	5	£83,333	419,246	388,567	358,450	328,894	299,900	271,468	243,598	216,290	189,544	163,358	137,247	
3 Eight unit development	8	£133,333	585,994	541,055	496,955	453,692	411,269	369,684	328,938	289,030	249,961	211,730	173,585	
4 Ten unit development	10	£133,333	732,492	676,319	621,193	567,115	514,087	462,105	411,172	361,288	312,451	264,663	216,982	
5 Ten unit development (flats)	10	£33,333	174,220	131,706	89,768	48,409	7,626	- 33,042	- 73,233	- 112,838	- 151,859	- 190,295	- 228,243	
6 Fifteen unit development	15	£200,000	1,106,743	1,023,108	941,025	860,492	781,512	704,083	628,205	553,879	481,105	409,882	338,831	
7 Twenty unit development (flats)	20	£66,667	442,172	359,402	277,760	197,246	117,858	39,599	- 38,064	- 115,144	- 191,080	- 265,872	- 339,520	
8 Thirty unit development	30	£333,333	4,635,323	4,236,342	3,842,490	3,453,768	3,070,177	2,691,717	2,318,386	1,950,187	1,587,118	1,229,178	876,371	
9 Fifty unit development	50	£555,556	2,544,261	2,302,909	2,066,283	1,834,384	1,604,598	1,377,432	1,153,365	932,398	714,530	499,266	285,330	
10 One hundred unit development	100	£1,388,889	6,090,306	5,603,054	5,125,035	4,654,300	4,192,192	3,739,387	3,295,887	2,861,688	2,436,795	2,021,204	1,606,322	
11 Three hundred unit scheme	300	£4,166,667	18,067,171	16,643,953	15,247,552	13,877,967	12,535,201	11,219,103	9,924,804	8,657,456	7,417,060	6,203,615	4,992,484	
12 Five hundred unit scheme	500	£5,208,333	19,010,735	16,802,461	14,637,149	12,514,797	10,435,406	8,391,585	6,385,748	4,423,163	2,494,928	603,460	- 1,315,026	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	18,017,976	14,829,101	11,693,398	8,605,126	5,579,436	2,589,827	- 348,422	- 3,284,862	- 6,186,039	- 9,057,707	- 11,980,994	
14 One thousand unit scheme	1,000	£10,416,667	23,190,435	19,051,143	14,992,469	10,991,823	7,063,503	3,191,172	- 625,323	- 4,437,383	- 8,208,647	- 11,954,702	- 15,770,939	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	31,854,686	26,085,266	20,408,597	14,823,905	9,330,262	3,906,483	- 1,461,876	- 6,823,343	- 12,139,143	- 17,446,859	- 22,892,820	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	44,565,639	36,223,522	28,016,275	19,929,646	11,948,760	4,059,093	- 3,806,634	- 11,681,079	- 19,551,115	- 27,478,853	- 35,771,024	
17 C2 care scheme - houses	50	£390,625	2,383,381	2,169,928	1,960,679	1,755,634	1,554,794	1,358,158	1,165,727	977,499	792,275	610,912	429,639	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,118 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	291,054	268,991	247,330	226,070	205,212	184,757	164,704	145,053	125,803	106,956	88,511	
2 Five unit development	5	£250,000	485,090	448,318	412,216	376,783	342,021	307,929	274,507	241,754	209,672	178,260	147,518	
3 Eight unit development	8	£400,000	687,325	632,893	579,467	527,047	475,632	425,224	375,822	327,425	280,033	233,649	188,269	
4 Ten unit development	10	£400,000	859,156	791,116	724,334	658,808	594,540	531,530	469,776	409,280	350,041	292,060	235,336	
5 Ten unit development (flats)	10	£100,000	280,039	229,007	178,444	128,604	79,486	31,090	- 16,820	- 64,436	- 111,320	- 157,472	- 202,892	
6 Fifteen unit development	15	£600,000	1,292,295	1,191,354	1,092,269	995,043	899,674	806,161	714,507	624,709	536,769	450,685	366,460	
7 Twenty unit development (flats)	20	£200,000	653,610	553,266	454,340	356,832	260,742	166,069	72,815	- 19,291	- 110,988	- 201,248	- 290,070	
8 Thirty unit development	30	£1,000,000	5,578,531	5,100,097	4,628,093	4,162,518	3,703,372	3,250,656	2,804,368	2,364,510	1,931,082	1,504,082	1,083,512	
9 Fifty unit development	50	£1,666,667	3,124,099	2,828,437	2,538,460	2,254,166	1,975,556	1,702,630	1,435,387	1,173,828	917,953	667,589	412,602	
10 One hundred unit development	100	£4,166,667	7,234,710	6,639,302	6,055,025	5,481,877	4,919,858	4,368,003	3,824,599	3,292,416	2,771,451	2,261,706	1,763,180	
11 Three hundred unit scheme	300	£12,500,000	21,356,500	19,623,769	17,923,289	16,255,061	14,619,085	13,015,362	11,443,890	9,901,691	8,387,731	6,906,196	5,457,086	
12 Five hundred unit scheme	500	£15,625,000	24,269,622	21,805,832	19,388,008	17,010,227	14,673,906	12,383,788	10,139,874	7,938,886	5,773,645	3,654,926	1,570,007	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	25,650,561	21,767,972	17,937,782	14,182,324	10,488,335	6,853,728	3,275,842	- 249,401	- 3,777,816	- 7,276,437	- 10,758,304	
14 One thousand unit scheme	1,000	£31,250,000	33,072,122	28,036,743	23,094,845	18,219,257	13,440,709	8,723,033	4,085,938	- 493,197	- 5,079,975	- 9,631,764	- 14,169,066	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	45,659,523	38,640,617	31,731,579	24,940,931	18,255,607	11,665,575	5,170,163	- 1,265,009	- 7,710,888	- 14,140,370	- 20,590,191	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	64,519,513	54,402,482	44,438,226	34,618,186	24,940,775	15,389,089	5,946,634	- 3,484,415	- 12,965,713	- 22,498,594	- 32,214,719	
17 C2 care scheme - houses	50	£1,171,875	2,935,566	2,668,778	2,407,116	2,150,580	1,899,169	1,652,884	1,411,725	1,175,691	944,782	717,126	494,363	
18 C2 care scheme - flats	60	£562,500	- 1,658,325	- 1,857,187	- 2,052,965	- 2,245,660	- 2,435,274	- 2,621,804	- 2,805,251	- 2,985,615	- 3,162,898	- 3,337,096	- 3,508,212	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	291,054	268,991	247,330	226,070	205,212	184,757	164,704	145,053	125,803	106,956	88,511	
2 Five unit development	5	£123,333	485,090	448,318	412,216	376,783	342,021	307,929	274,507	241,754	209,672	178,260	147,518	
3 Eight unit development	8	£197,333	687,325	632,893	579,467	527,047	475,632	425,224	375,822	327,425	280,033	233,649	188,269	
4 Ten unit development	10	£197,333	859,156	791,116	724,334	658,808	594,540	531,530	469,776	409,280	350,041	292,060	235,336	
5 Ten unit development (flats)	10	£49,333	280,039	229,007	178,444	128,604	79,486	31,090	- 16,820	- 64,436	- 111,320	- 157,472	- 202,892	
6 Fifteen unit development	15	£296,000	1,292,295	1,191,354	1,092,269	995,043	899,674	806,161	714,507	624,709	536,769	450,685	366,460	
7 Twenty unit development (flats)	20	£98,667	653,610	553,266	454,340	356,832	260,742	166,069	72,815	- 19,291	- 110,988	- 201,248	- 290,070	
8 Thirty unit development	30	£493,333	5,578,531	5,100,097	4,628,093	4,162,518	3,703,372	3,250,656	2,804,368	2,364,510	1,931,082	1,504,082	1,083,512	
9 Fifty unit development	50	£822,222	3,124,099	2,828,437	2,538,460	2,254,166	1,975,556	1,702,630	1,435,387	1,173,828	917,953	667,589	412,602	
10 One hundred unit development	100	£2,055,556	7,234,710	6,639,302	6,055,025	5,481,877	4,919,858	4,368,003	3,824,599	3,292,416	2,771,451	2,261,706	1,763,180	
11 Three hundred unit scheme	300	£6,166,667	21,356,500	19,623,769	17,923,289	16,255,061	14,619,085	13,015,362	11,443,890	9,901,691	8,387,731	6,906,196	5,457,086	
12 Five hundred unit scheme	500	£7,708,333	24,269,622	21,805,832	19,388,008	17,010,227	14,673,906	12,383,788	10,139,874	7,938,886	5,773,645	3,654,926	1,570,007	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	25,650,561	21,767,972	17,937,782	14,182,324	10,488,335	6,853,728	3,275,842	- 249,401	- 3,777,816	- 7,276,437	- 10,758,304	
14 One thousand unit scheme	1,000	£15,416,667	33,072,122	28,036,743	23,094,845	18,219,257	13,440,709	8,723,033	4,085,938	- 493,197	- 5,079,975	- 9,631,764	- 14,169,066	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	45,659,523	38,640,617	31,731,579	24,940,931	18,255,607	11,665,575	5,170,163	- 1,265,009	- 7,710,888	- 14,140,370	- 20,590,191	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	64,519,513	54,402,482	44,438,226	34,618,186	24,940,775	15,389,089	5,946,634	- 3,484,415	- 12,965,713	- 22,498,594	- 32,214,719	
17 C2 care scheme - houses	50	£578,125	2,935,566	2,668,778	2,407,116	2,150,580	1,899,169	1,652,884	1,411,725	1,175,691	944,782	717,126	494,363	
18 C2 care scheme - flats	60	£277,500	- 1,658,325	- 1,857,187	- 2,052,965	- 2,245,660	- 2,435,274	- 2,621,804	- 2,805,251	- 2,985,615	- 3,162,898	- 3,337,096	- 3,508,212	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000 PER HA

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	291,054	268,991	247,330	226,070	205,212	184,757	164,704	145,053	125,803	106,956	88,511	
2 Five unit development	5	£83,333	485,090	448,318	412,216	376,783	342,021	307,929	274,507	241,754	209,672	178,260	147,518	
3 Eight unit development	8	£133,333	687,325	632,893	579,467	527,047	475,632	425,224	375,822	327,425	280,033	233,649	188,269	
4 Ten unit development	10	£133,333	859,156	791,116	724,334	658,808	594,540	531,530	469,776	409,280	350,041	292,060	235,336	
5 Ten unit development (flats)	10	£33,333	280,039	229,007	178,444	128,604	79,486	31,090	- 16,820	- 64,436	- 111,320	- 157,472	- 202,892	
6 Fifteen unit development	15	£200,000	1,292,295	1,191,354	1,092,269	995,043	899,674	806,161	714,507	624,709	536,769	450,685	366,460	
7 Twenty unit development (flats)	20	£66,667	653,610	553,266	454,340	356,832	260,742	166,069	72,815	- 19,291	- 110,988	- 201,248	- 290,070	
8 Thirty unit development	30	£333,333	5,578,531	5,100,097	4,628,093	4,162,518	3,703,372	3,250,656	2,804,368	2,364,510	1,931,082	1,504,082	1,083,512	
9 Fifty unit development	50	£555,556	3,124,099	2,828,437	2,538,460	2,254,166	1,975,556	1,702,630	1,435,387	1,173,828	917,953	667,589	412,602	
10 One hundred unit development	100	£1,388,889	7,234,710	6,639,302	6,055,025	5,481,877	4,919,858	4,368,003	3,824,599	3,292,416	2,771,451	2,261,706	1,763,180	
11 Three hundred unit scheme	300	£4,166,667	21,356,500	19,623,769	17,923,289	16,255,061	14,619,085	13,015,362	11,443,890	9,901,691	8,387,731	6,906,196	5,457,086	
12 Five hundred unit scheme	500	£5,208,333	24,269,622	21,805,832	19,388,008	17,010,227	14,673,906	12,383,788	10,139,874	7,938,886	5,773,645	3,654,926	1,570,007	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	25,650,561	21,767,972	17,937,782	14,182,324	10,488,335	6,853,728	3,275,842	- 249,401	- 3,777,816	- 7,276,437	- 10,758,304	
14 One thousand unit scheme	1,000	£10,416,667	33,072,122	28,036,743	23,094,845	18,219,257	13,440,709	8,723,033	4,085,938	- 493,197	- 5,079,975	- 9,631,764	- 14,169,066	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	45,659,523	38,640,617	31,731,579	24,940,931	18,255,607	11,665,575	5,170,163	- 1,265,009	- 7,710,888	- 14,140,370	- 20,590,191	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	64,519,513	54,402,482	44,438,226	34,618,186	24,940,775	15,389,089	5,946,634	- 3,484,415	- 12,965,713	- 22,498,594	- 32,214,719	
17 C2 care scheme - houses	50	£390,625	2,935,566	2,668,778	2,407,116	2,150,580	1,899,169	1,652,884	1,411,725	1,175,691	944,782	717,126	494,363	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,302 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	319,354	297,569	276,162	255,133	234,483	214,210	194,316	174,798	155,660	136,900	118,517	
2 Five unit development	5	£250,000	532,257	495,949	460,270	425,222	390,804	357,017	323,859	291,331	259,433	228,166	197,528	
3 Eight unit development	8	£400,000	758,796	705,305	652,755	601,148	550,483	500,761	451,980	404,142	357,246	311,292	266,281	
4 Ten unit development	10	£400,000	948,495	881,631	815,945	751,435	688,104	625,951	564,976	505,178	446,558	389,116	332,851	
5 Ten unit development (flats)	10	£100,000	348,926	300,052	251,827	203,940	156,697	110,108	64,173	18,892	- 26,100	- 70,695	- 114,628	
6 Fifteen unit development	15	£600,000	1,423,459	1,324,116	1,226,515	1,130,656	1,036,539	944,164	853,531	764,640	677,490	592,084	508,418	
7 Twenty unit development (flats)	20	£200,000	789,220	694,525	599,805	506,366	414,207	323,329	233,730	145,411	58,372	- 27,775	- 113,449	
8 Thirty unit development	30	£1,000,000	6,234,915	5,774,336	5,319,598	4,870,703	4,427,650	3,990,438	3,559,069	3,133,542	2,713,857	2,300,014	1,892,013	
9 Fifty unit development	50	£1,666,667	3,520,229	3,230,756	2,946,591	2,667,734	2,394,189	2,125,952	1,863,024	1,605,405	1,353,097	1,106,098	864,407	
10 One hundred unit development	100	£4,166,667	8,023,073	7,440,685	6,868,685	6,307,073	5,755,848	5,215,011	4,684,560	4,164,498	3,653,650	3,151,320	2,659,457	
11 Three hundred unit scheme	300	£12,500,000	23,623,514	21,926,255	20,259,133	18,622,148	17,015,301	15,438,592	13,892,020	12,375,586	10,889,290	9,432,585	8,000,652	
12 Five hundred unit scheme	500	£15,625,000	21,608,288	18,961,652	16,361,970	13,795,789	11,278,206	8,809,221	6,376,770	3,985,458	1,635,304	- 690,972	- 3,010,362	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	30,808,760	27,010,920	23,282,380	19,601,287	15,989,445	12,445,926	8,946,993	5,517,733	2,128,431	- 1,225,741	- 4,570,181	
14 One thousand unit scheme	1,000	£31,250,000	39,741,202	34,814,269	29,977,271	25,230,208	20,546,073	15,949,302	11,423,577	6,973,198	2,580,161	- 1,776,572	- 6,123,466	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	54,874,876	48,026,361	41,284,229	34,649,155	28,131,620	21,705,822	15,384,584	9,158,757	3,011,317	- 3,117,870	- 9,243,502	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	77,615,084	67,748,730	58,034,427	48,477,878	39,053,588	29,772,313	20,616,885	11,570,519	2,616,827	- 6,382,184	- 15,412,031	
17 C2 care scheme - houses	50	£1,171,875	3,307,514	3,049,103	2,795,440	2,546,524	2,302,357	2,062,936	1,828,264	1,598,340	1,373,162	1,152,734	937,052	
18 C2 care scheme - flats	60	£562,500	- 1,383,249	- 1,568,551	- 1,751,139	- 1,931,011	- 2,108,168	- 2,282,612	- 2,454,340	- 2,623,354	- 2,789,653	- 2,953,238	- 3,114,107	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	319,354	297,569	276,162	255,133	234,483	214,210	194,316	174,798	155,660	136,900	118,517	
2 Five unit development	5	£123,333	532,257	495,949	460,270	425,222	390,804	357,017	323,859	291,331	259,433	228,166	197,528	
3 Eight unit development	8	£197,333	758,796	705,305	652,755	601,148	550,483	500,761	451,980	404,142	357,246	311,292	266,281	
4 Ten unit development	10	£197,333	948,495	881,631	815,945	751,435	688,104	625,951	564,976	505,178	446,558	389,116	332,851	
5 Ten unit development (flats)	10	£49,333	348,926	300,052	251,827	203,940	156,697	110,108	64,173	18,892	- 26,100	- 70,695	- 114,628	
6 Fifteen unit development	15	£296,000	1,423,459	1,324,116	1,226,515	1,130,656	1,036,539	944,164	853,531	764,640	677,490	592,084	508,418	
7 Twenty unit development (flats)	20	£98,667	789,220	694,525	599,805	506,366	414,207	323,329	233,730	145,411	58,372	- 27,775	- 113,449	
8 Thirty unit development	30	£493,333	6,234,915	5,774,336	5,319,598	4,870,703	4,427,650	3,990,438	3,559,069	3,133,542	2,713,857	2,300,014	1,892,013	
9 Fifty unit development	50	£822,222	3,520,229	3,230,756	2,946,591	2,667,734	2,394,189	2,125,952	1,863,024	1,605,405	1,353,097	1,106,098	864,407	
10 One hundred unit development	100	£2,055,556	8,023,073	7,440,685	6,868,685	6,307,073	5,755,848	5,215,011	4,684,560	4,164,498	3,653,650	3,151,320	2,659,457	
11 Three hundred unit scheme	300	£6,166,667	23,623,514	21,926,255	20,259,133	18,622,148	17,015,301	15,438,592	13,892,020	12,375,586	10,889,290	9,432,585	8,000,652	
12 Five hundred unit scheme	500	£7,708,333	27,867,237	25,232,169	22,645,131	20,106,120	17,609,319	15,155,769	12,750,492	10,393,486	8,080,922	5,806,329	3,580,336	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	30,808,760	27,010,920	23,282,380	19,601,287	15,989,445	12,445,926	8,946,993	5,517,733	2,128,431	- 1,225,741	- 4,570,181	
14 One thousand unit scheme	1,000	£15,416,667	39,741,202	34,814,269	29,977,271	25,230,208	20,546,073	15,949,302	11,423,577	6,973,198	2,580,161	- 1,776,572	- 6,123,466	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	54,874,876	48,026,361	41,284,229	34,649,155	28,131,620	21,705,822	15,384,584	9,158,757	3,011,317	- 3,117,870	- 9,243,502	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	77,615,084	67,748,730	58,034,427	48,477,878	39,053,588	29,772,313	20,616,885	11,570,519	2,616,827	- 6,382,184	- 15,412,031	
17 C2 care scheme - houses	50	£578,125	3,307,514	3,049,103	2,795,440	2,546,524	2,302,357	2,062,936	1,828,264	1,598,340	1,373,162	1,152,734	937,052	
18 C2 care scheme - flats	60	£277,500	- 1,383,249	- 1,568,551	- 1,751,139	- 1,931,011	- 2,108,168	- 2,282,612	- 2,454,340	- 2,623,354	- 2,789,653	- 2,953,238	- 3,114,107	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	319,354	297,569	276,162	255,133	234,483	214,210	194,316	174,798	155,660	136,900	118,517	
2 Five unit development	5	£83,333	532,257	495,949	460,270	425,222	390,804	357,017	323,859	291,331	259,433	228,166	197,528	
3 Eight unit development	8	£133,333	758,796	705,305	652,755	601,148	550,483	500,761	451,980	404,142	357,246	311,292	266,281	
4 Ten unit development	10	£133,333	948,495	881,631	815,945	751,435	688,104	625,951	564,976	505,178	446,558	389,116	332,851	
5 Ten unit development (flats)	10	£33,333	348,926	300,052	251,827	203,940	156,697	110,108	64,173	18,892	- 26,100	- 70,695	- 114,628	
6 Fifteen unit development	15	£200,000	1,423,459	1,324,116	1,226,515	1,130,656	1,036,539	944,164	853,531	764,640	677,490	592,084	508,418	
7 Twenty unit development (flats)	20	£66,667	789,220	694,525	599,805	506,366	414,207	323,329	233,730	145,411	58,372	- 27,775	- 113,449	
8 Thirty unit development	30	£333,333	6,234,915	5,774,336	5,319,598	4,870,703	4,427,650	3,990,438	3,559,069	3,133,542	2,713,857	2,300,014	1,892,013	
9 Fifty unit development	50	£555,556	3,520,229	3,230,756	2,946,591	2,667,734	2,394,189	2,125,952	1,863,024	1,605,405	1,353,097	1,106,098	864,407	
10 One hundred unit development	100	£1,388,889	8,023,073	7,440,685	6,868,685	6,307,073	5,755,848	5,215,011	4,684,560	4,164,498	3,653,650	3,151,320	2,659,457	
11 Three hundred unit scheme	300	£4,166,667	23,623,514	21,926,255	20,259,133	18,622,148	17,015,301	15,438,592	13,892,020	12,375,586	10,889,290	9,432,585	8,000,652	
12 Five hundred unit scheme	500	£5,208,333	21,608,288	18,961,652	16,361,970	13,795,789	11,278,206	8,809,221	6,376,770	3,985,458	1,635,304	- 690,972	- 3,010,362	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	30,808,760	27,010,920	23,282,380	19,601,287	15,989,445	12,445,926	8,946,993	5,517,733	2,128,431	- 1,225,741	- 4,570,181	
14 One thousand unit scheme	1,000	£10,416,667	39,741,202	34,814,269	29,977,271	25,230,208	20,546,073	15,949,302	11,423,577	6,973,198	2,580,161	- 1,776,572	- 6,123,466	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	54,874,876	48,026,361	41,284,229	34,649,155	28,131,620	21,705,822	15,384,584	9,158,757	3,011,317	- 3,117,870	- 9,243,502	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	77,615,084	67,748,730	58,034,427	48,477,878	39,053,588	29,772,313	20,616,885	11,570,519	2,616,827	- 6,382,184	- 15,412,031	
17 C2 care scheme - houses	50	£390,625	3,307,514	3,049,103	2,795,440	2,546,524	2,302,357	2,062,936	1,828,264	1,598,340	1,373,162	1,152,734	937,052	



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,485 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	358,861	335,070	311,680	288,694	266,110	243,930	222,151	200,774	179,801	159,228	139,060	
2 Five unit development	5	£250,000	598,102	558,449	519,468	481,157	443,517	406,549	370,251	334,623	299,667	265,381	231,767	
3 Eight unit development	8	£400,000	860,127	801,513	743,904	687,300	631,699	577,104	523,513	470,926	419,344	368,766	319,193	
4 Ten unit development	10	£400,000	1,075,159	1,001,892	929,880	859,124	789,624	721,379	654,391	588,657	524,179	460,958	398,991	
5 Ten unit development (flats)	10	£100,000	454,072	400,141	347,245	295,387	244,565	194,577	144,694	95,334	46,679	1,287	49,199	
6 Fifteen unit development	15	£600,000	1,609,010	1,500,273	1,393,391	1,288,366	1,185,197	1,083,884	984,429	886,829	791,084	697,198	605,166	
7 Twenty unit development (flats)	20	£200,000	996,466	892,887	790,401	689,688	589,714	491,798	394,346	297,916	202,867	109,201	16,918	
8 Thirty unit development	30	£1,000,000	7,178,122	6,678,618	6,185,413	5,698,505	5,217,897	4,743,586	4,275,574	3,813,861	3,358,446	2,909,329	2,466,512	
9 Fifty unit development	50	£1,666,667	4,097,428	3,780,103	3,468,253	3,160,844	2,859,099	2,563,021	2,272,606	1,987,858	1,708,775	1,435,357	1,167,605	
10 One hundred unit development	100	£4,166,667	9,159,367	8,521,818	7,895,297	7,279,808	6,673,839	6,078,152	5,493,553	4,920,042	4,357,620	3,806,286	3,265,666	
11 Three hundred unit scheme	300	£12,500,000	26,911,708	25,049,599	23,218,512	21,419,581	19,652,806	17,918,188	16,215,726	14,545,420	12,907,270	11,301,276	9,727,439	
12 Five hundred unit scheme	500	£15,625,000	33,117,337	30,217,358	27,368,630	24,571,151	21,824,923	19,129,944	16,484,857	13,880,649	11,327,955	8,826,776	6,368,141	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	38,400,292	34,223,897	30,116,783	26,083,629	22,124,432	18,218,456	14,383,436	10,613,542	6,898,831	3,240,825	371,022	
14 One thousand unit scheme	1,000	£31,250,000	49,550,297	44,153,920	38,852,994	33,623,739	28,486,882	23,446,016	18,470,690	13,589,851	8,771,654	4,029,500	662,545	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	68,578,489	61,067,407	53,659,413	46,384,901	39,229,614	32,182,310	25,253,190	18,428,867	11,696,536	5,054,125	1,537,568	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	97,392,541	86,575,058	75,934,397	65,450,724	55,135,264	44,981,562	34,962,044	25,082,709	15,325,632	5,651,103	4,019,611	
17 C2 care scheme - houses	50	£1,171,875	3,859,699	3,573,703	3,292,790	3,016,959	2,746,210	2,480,544	2,219,962	1,964,461	1,714,043	1,468,709	1,228,456	
18 C2 care scheme - flats	60	£562,500	881,441	1,087,266	1,290,136	1,490,051	1,687,011	1,881,017	2,072,067	2,260,163	2,445,304	2,627,491	2,806,722	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	358,861	335,070	311,680	288,694	266,110	243,930	222,151	200,774	179,801	159,228	139,060	
2 Five unit development	5	£123,333	598,102	558,449	519,468	481,157	443,517	406,549	370,251	334,623	299,667	265,381	231,767	
3 Eight unit development	8	£197,333	860,127	801,513	743,904	687,300	631,699	577,104	523,513	470,926	419,344	368,766	319,193	
4 Ten unit development	10	£197,333	1,075,159	1,001,892	929,880	859,124	789,624	721,379	654,391	588,657	524,179	460,958	398,991	
5 Ten unit development (flats)	10	£49,333	454,072	400,141	347,245	295,387	244,565	194,577	144,694	95,334	46,679	1,287	49,199	
6 Fifteen unit development	15	£296,000	1,609,010	1,500,273	1,393,391	1,288,366	1,185,197	1,083,884	984,429	886,829	791,084	697,198	605,166	
7 Twenty unit development (flats)	20	£98,667	996,466	892,887	790,401	689,688	589,714	491,798	394,346	297,916	202,867	109,201	16,918	
8 Thirty unit development	30	£493,333	7,178,122	6,678,618	6,185,413	5,698,505	5,217,897	4,743,586	4,275,574	3,813,861	3,358,446	2,909,329	2,466,512	
9 Fifty unit development	50	£822,222	4,097,428	3,780,103	3,468,253	3,160,844	2,859,099	2,563,021	2,272,606	1,987,858	1,708,775	1,435,357	1,167,605	
10 One hundred unit development	100	£2,055,556	9,159,367	8,521,818	7,895,297	7,279,808	6,673,839	6,078,152	5,493,553	4,920,042	4,357,620	3,806,286	3,265,666	
11 Three hundred unit scheme	300	£6,166,667	26,911,708	25,049,599	23,218,512	21,419,581	19,652,806	17,918,188	16,215,726	14,545,420	12,907,270	11,301,276	9,727,439	
12 Five hundred unit scheme	500	£7,708,333	33,117,337	30,217,358	27,368,630	24,571,151	21,824,923	19,129,944	16,484,857	13,880,649	11,327,955	8,826,776	6,368,141	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	38,400,292	34,223,897	30,116,783	26,083,629	22,124,432	18,218,456	14,383,436	10,613,542	6,898,831	3,240,825	371,022	
14 One thousand unit scheme	1,000	£15,416,667	49,550,297	44,153,920	38,852,994	33,623,739	28,486,882	23,446,016	18,470,690	13,589,851	8,771,654	4,029,500	662,545	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	68,578,489	61,067,407	53,659,413	46,384,901	39,229,614	32,182,310	25,253,190	18,428,867	11,696,536	5,054,125	1,537,568	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	97,392,541	86,575,058	75,934,397	65,450,724	55,135,264	44,981,562	34,962,044	25,082,709	15,325,632	5,651,103	4,019,611	
17 C2 care scheme - houses	50	£578,125	3,859,699	3,573,703	3,292,790	3,016,959	2,746,210	2,480,544	2,219,962	1,964,461	1,714,043	1,468,709	1,228,456	
18 C2 care scheme - flats	60	£277,500	881,441	1,087,266	1,290,136	1,490,051	1,687,011	1,881,017	2,072,067	2,260,163	2,445,304	2,627,491	2,806,722	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	358,861	335,070	311,680	288,694	266,110	243,930	222,151	200,774	179,801	159,228	139,060	
2 Five unit development	5	£83,333	598,102	558,449	519,468	481,157	443,517	406,549	370,251	334,623	299,667	265,381	231,767	
3 Eight unit development	8	£133,333	860,127	801,513	743,904	687,300	631,699	577,104	523,513	470,926	419,344	368,766	319,193	
4 Ten unit development	10	£133,333	1,075,159	1,001,892	929,880	859,124	789,624	721,379	654,391	588,657	524,179	460,958	398,991	
5 Ten unit development (flats)	10	£33,333	454,072	400,141	347,245	295,387	244,565	194,577	144,694	95,334	46,679	1,287	49,199	
6 Fifteen unit development	15	£200,000	1,609,010	1,500,273	1,393,391	1,288,366	1,185,197	1,083,884	984,429	886,829	791,084	697,198	605,166	
7 Twenty unit development (flats)	20	£66,667	996,466	892,887	790,401	689,688	589,714	491,798	394,346	297,916	202,867	109,201	16,918	
8 Thirty unit development	30	£333,333	7,178,122	6,678,618	6,185,413	5,698,505	5,217,897	4,743,586	4,275,574	3,813,861	3,358,446	2,909,329	2,466,512	
9 Fifty unit development	50	£555,556	4,097,428	3,780,103	3,468,253	3,160,844	2,859,099	2,563,021	2,272,606	1,987,858	1,708,775	1,435,357	1,167,605	
10 One hundred unit development	100	£1,388,889	9,159,367	8,521,818	7,895,297	7,279,808	6,673,839	6,078,152	5,493,553	4,920,042	4,357,620	3,806,286	3,265,666	
11 Three hundred unit scheme	300	£4,166,667	26,911,708	25,049,599	23,218,512	21,419,581	19,652,806	17,918,188	16,215,726	14,545,420	12,907,270	11,301,276	9,727,439	
12 Five hundred unit scheme	500	£5,208,333	33,117,337	30,217,358	27,368,630	24,571,151	21,824,923	19,129,944	16,484,857	13,880,649	11,327,955	8,826,776	6,368,141	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	38,400,292	34,223,897	30,116,783	26,083,629	22,124,432	18,218,456	14,383,436	10,613,542	6,898,831	3,240,825	371,022	
14 One thousand unit scheme	1,000	£10,416,667	49,550,297	44,153,920	38,852,994	33,623,739	28,486,882	23,446,016	18,470,690	13,589,851	8,771,654	4,029,500	662,545	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	68,578,489	61,067,407	53,659,413	46,384,901	39,229,614	32,182,310	25,253,190	18,428,867	11,696,536	5,054,125	1,537,568	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	97,392,541	86,575,058	75,934,397	65,450,724	55,135,264	44,981,562	34,962,044	25,082,709	15,325,632	5,651,103	4,019,611	
17 C2 care scheme - houses	50	£390,625	3,859,699	3,573,703	3,292,790	3,016,959	2,746,210	2,480,544	2,219,962	1,964,461	1,714,043	1,468,709	1,228,456	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,669 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	398,368	372,570	347,199	322,256	297,739	273,648	249,986	226,750	203,940	181,558	159,603	
2 Five unit development	5	£250,000	663,946	620,950	578,665	537,092	496,231	456,081	416,643	377,916	339,901	302,597	266,005	
3 Eight unit development	8	£400,000	961,458	897,722	835,052	773,450	712,915	653,447	595,045	537,710	481,441	426,240	372,106	
4 Ten unit development	10	£400,000	1,201,822	1,122,152	1,043,816	966,813	891,144	816,808	743,806	672,137	601,802	532,800	465,132	
5 Ten unit development (flats)	10	£100,000	559,219	499,963	441,809	384,757	328,805	273,955	220,206	167,309	115,400	64,603	14,913	
6 Fifteen unit development	15	£600,000	1,794,563	1,676,430	1,560,269	1,446,077	1,333,856	1,223,606	1,115,326	1,009,017	904,678	802,310	701,913	
7 Twenty unit development (flats)	20	£200,000	1,202,565	1,088,570	976,710	866,985	758,326	651,111	545,218	441,514	339,997	240,669	143,529	
8 Thirty unit development	30	£1,000,000	8,121,330	7,582,901	7,051,228	6,526,309	6,008,145	5,496,735	4,992,080	4,494,180	4,003,035	3,518,645	3,041,010	
9 Fifty unit development	50	£1,666,667	4,672,239	4,325,888	3,985,524	3,651,145	3,322,753	3,000,089	2,682,190	2,370,311	2,064,454	1,764,618	1,470,803	
10 One hundred unit development	100	£4,166,667	10,293,847	9,599,111	8,916,101	8,244,817	7,585,258	6,937,425	6,301,318	5,675,586	5,060,417	4,457,036	3,865,446	
11 Three hundred unit scheme	300	£12,500,000	30,183,741	28,159,170	26,168,671	24,212,242	22,289,883	20,397,784	18,539,432	16,715,253	14,925,250	13,169,423	11,447,769	
12 Five hundred unit scheme	500	£15,625,000	38,352,577	35,196,903	32,092,128	29,036,182	26,034,708	23,087,705	20,195,174	17,357,115	14,571,158	11,829,263	9,142,125	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	45,946,473	41,404,363	36,940,459	32,544,120	28,215,672	23,965,843	19,791,866	15,673,312	11,633,899	7,646,333	3,723,532	
14 One thousand unit scheme	1,000	£31,250,000	59,347,810	53,460,889	47,671,439	41,983,455	36,396,937	30,886,146	25,473,651	20,152,307	14,909,059	9,747,512	4,660,581	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	82,227,863	74,032,498	65,978,325	58,065,312	50,256,602	42,589,801	35,039,898	27,614,306	20,291,182	13,075,958	5,949,473	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	117,062,437	105,297,056	93,713,882	82,307,354	71,087,442	60,035,213	49,146,618	38,418,976	27,832,932	17,369,550	7,001,757	
17 C2 care scheme - houses	50	£1,171,875	4,408,267	4,096,046	3,789,211	3,487,392	3,190,064	2,898,152	2,611,659	2,330,582	2,054,924	1,784,683	1,519,861	
18 C2 care scheme - flats	60	£562,500	- 379,633	- 605,981	- 829,134	- 1,049,092	- 1,265,855	- 1,479,422	- 1,689,795	- 1,896,973	- 2,100,956	- 2,301,744	- 2,499,337	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	398,368	372,570	347,199	322,256	297,739	273,648	249,986	226,750	203,940	181,558	159,603	
2 Five unit development	5	£123,333	663,946	620,950	578,665	537,092	496,231	456,081	416,643	377,916	339,901	302,597	266,005	
3 Eight unit development	8	£197,333	961,458	897,722	835,052	773,450	712,915	653,447	595,045	537,710	481,441	426,240	372,106	
4 Ten unit development	10	£197,333	1,201,822	1,122,152	1,043,816	966,813	891,144	816,808	743,806	672,137	601,802	532,800	465,132	
5 Ten unit development (flats)	10	£49,333	559,219	499,963	441,809	384,757	328,805	273,955	220,206	167,309	115,400	64,603	14,913	
6 Fifteen unit development	15	£296,000	1,794,563	1,676,430	1,560,269	1,446,077	1,333,856	1,223,606	1,115,326	1,009,017	904,678	802,310	701,913	
7 Twenty unit development (flats)	20	£98,667	1,202,565	1,088,570	976,710	866,985	758,326	651,111	545,218	441,514	339,997	240,669	143,529	
8 Thirty unit development	30	£493,333	8,121,330	7,582,901	7,051,228	6,526,309	6,008,145	5,496,735	4,992,080	4,494,180	4,003,035	3,518,645	3,041,010	
9 Fifty unit development	50	£822,222	4,672,239	4,325,888	3,985,524	3,651,145	3,322,753	3,000,089	2,682,190	2,370,311	2,064,454	1,764,618	1,470,803	
10 One hundred unit development	100	£2,055,556	10,293,847	9,599,111	8,916,101	8,244,817	7,585,258	6,937,425	6,301,318	5,675,586	5,060,417	4,457,036	3,865,446	
11 Three hundred unit scheme	300	£6,166,667	30,183,741	28,159,170	26,168,671	24,212,242	22,289,883	20,397,784	18,539,432	16,715,253	14,925,250	13,169,423	11,447,769	
12 Five hundred unit scheme	500	£7,708,333	38,352,577	35,196,903	32,092,128	29,036,182	26,034,708	23,087,705	20,195,174	17,357,115	14,571,158	11,829,263	9,142,125	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	45,946,473	41,404,363	36,940,459	32,544,120	28,215,672	23,965,843	19,791,866	15,673,312	11,633,899	7,646,333	3,723,532	
14 One thousand unit scheme	1,000	£15,416,667	59,347,810	53,460,889	47,671,439	41,983,455	36,396,937	30,886,146	25,473,651	20,152,307	14,909,059	9,747,512	4,660,581	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	82,227,863	74,032,498	65,978,325	58,065,312	50,256,602	42,589,801	35,039,898	27,614,306	20,291,182	13,075,958	5,949,473	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	117,062,437	105,297,056	93,713,882	82,307,354	71,087,442	60,035,213	49,146,618	38,418,976	27,832,932	17,369,550	7,001,757	
17 C2 care scheme - houses	50	£578,125	4,408,267	4,096,046	3,789,211	3,487,392	3,190,064	2,898,152	2,611,659	2,330,582	2,054,924	1,784,683	1,519,861	
18 C2 care scheme - flats	60	£277,500	- 379,633	- 605,981	- 829,134	- 1,049,092	- 1,265,855	- 1,479,422	- 1,689,795	- 1,896,973	- 2,100,956	- 2,301,744	- 2,499,337	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	398,368	372,570	347,199	322,256	297,739	273,648	249,986	226,750	203,940	181,558	159,603	
2 Five unit development	5	£83,333	663,946	620,950	578,665	537,092	496,231	456,081	416,643	377,916	339,901	302,597	266,005	
3 Eight unit development	8	£133,333	961,458	897,722	835,052	773,450	712,915	653,447	595,045	537,710	481,441	426,240	372,106	
4 Ten unit development	10	£133,333	1,201,822	1,122,152	1,043,816	966,813	891,144	816,808	743,806	672,137	601,802	532,800	465,132	
5 Ten unit development (flats)	10	£33,333	559,219	499,963	441,809	384,757	328,805	273,955	220,206	167,309	115,400	64,603	14,913	
6 Fifteen unit development	15	£200,000	1,794,563	1,676,430	1,560,269	1,446,077	1,333,856	1,223,606	1,115,326	1,009,017	904,678	802,310	701,913	
7 Twenty unit development (flats)	20	£66,667	1,202,565	1,088,570	976,710	866,985	758,326	651,111	545,218	441,514	339,997	240,669	143,529	
8 Thirty unit development	30	£333,333	8,121,330	7,582,901	7,051,228	6,526,309	6,008,145	5,496,735	4,992,080	4,494,180	4,003,035	3,518,645	3,041,010	
9 Fifty unit development	50	£555,556	4,672,239	4,325,888	3,985,524	3,651,145	3,322,753	3,000,089	2,682,190	2,370,311	2,064,454	1,764,618	1,470,803	
10 One hundred unit development	100	£1,388,889	10,293,847	9,599,111	8,916,101	8,244,817	7,585,258	6,937,425	6,301,318	5,675,586	5,060,417	4,457,036	3,865,446	
11 Three hundred unit scheme	300	£4,166,667	30,183,741	28,159,170	26,168,671	24,212,242	22,289,883	20,397,784	18,539,432	16,715,253	14,925,250	13,169,423	11,447,769	
12 Five hundred unit scheme	500	£5,208,333	38,352,577	35,196,903	32,092,128	29,036,182	26,034,708	23,087,705	20,195,174	17,357,115	14,571,158	11,829,263	9,142,125	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	45,946,473	41,404,363	36,940,459	32,544,120	28,215,672	23,965,843	19,791,866	15,673,312	11,633,899	7,646,333	3,723,532	
14 One thousand unit scheme	1,000	£10,416,667	59,347,810	53,460,889	47,671,439	41,983,455	36,396,937	30,886,146	25,473,651	20,152,307	14,909,059	9,747,512	4,660,581	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	82,227,863	74,032,498	65,978,325	58,065,312	50,256,602	42,589,801	35,039,898	27,614,306	20,291,182	13,075,958	5,949,473	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	117,062,437	105,297,056	93,713,882	82,307,354	71,087,442	60,035,213	49,146,618	38,418,976	27,832,932	17,369,550	7,001,757	
17 C2 care scheme - houses	50	£390,625	4,408,267	4,096,046	3,789,211	3,487,392	3,190,064	2,898,152	2,611,659	2,330,582	2,054,924	1,784,683	1,519,861	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,852 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

			£750,000 PER HA			Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£150,000	426,670	399,501	372,776	346,493	320,655	295,259	270,308	245,800	221,736	198,114	174,937		
2 Five unit development	5	£250,000	711,117	665,835	621,293	577,489	534,425	492,100	450,514	409,667	369,559	330,191	291,562		
3 Eight unit development	8	£400,000	1,032,497	965,544	899,694	834,761	770,919	708,185	646,559	586,042	526,633	468,332	411,139		
4 Ten unit development	10	£400,000	1,290,621	1,206,930	1,124,617	1,043,451	963,649	885,231	808,200	732,553	658,291	585,415	513,924		
5 Ten unit development (flats)	10	£100,000	628,115	565,589	504,205	443,961	384,858	326,896	270,074	214,394	159,523	105,755	53,135		
6 Fifteen unit development	15	£600,000	1,925,739	1,801,293	1,678,894	1,558,540	1,440,234	1,323,975	1,209,762	1,097,596	987,477	879,405	773,380		
7 Twenty unit development (flats)	20	£200,000	1,336,224	1,215,918	1,097,822	981,937	868,263	755,678	644,539	534,838	427,402	322,232	219,328		
8 Thirty unit development	30	£1,000,000	8,777,781	8,216,676	7,662,582	7,115,497	6,575,421	6,042,357	5,516,303	4,997,258	4,485,224	3,980,199	3,482,185		
9 Fifty unit development	50	£1,666,667	5,065,948	4,700,834	4,341,932	3,989,241	3,642,764	3,302,497	2,968,443	2,639,242	2,316,116	1,999,239	1,688,609		
10 One hundred unit development	100	£4,166,667	11,077,337	10,345,303	9,625,445	8,917,761	8,222,252	7,538,919	6,867,761	6,208,777	5,561,622	4,924,369	4,299,356		
11 Three hundred unit scheme	300	£12,500,000	32,447,961	30,315,337	28,218,086	26,156,207	24,129,701	22,137,704	20,177,790	18,253,353	16,364,392	14,510,909	12,692,902		
12 Five hundred unit scheme	500	£15,625,000	41,945,289	38,618,383	35,347,817	32,126,475	28,959,891	25,849,841	22,796,327	19,799,347	16,858,902	13,968,400	11,128,151		
13 Seven-hundred and fifty unit scheme	750	£23,437,500	51,089,226	46,302,538	41,597,003	36,972,619	32,411,661	27,928,515	23,526,940	19,195,885	14,931,120	10,741,736	6,609,522		
14 One thousand unit scheme	1,000	£31,250,000	65,981,207	59,792,030	53,690,590	47,694,418	41,803,513	36,011,003	30,300,947	24,696,749	19,174,987	13,747,171	8,389,418		
15 One thousand, five hundred unit scheme	1,500	£37,500,000	91,422,683	82,790,979	74,305,719	65,966,902	57,756,649	49,673,903	41,738,325	33,906,299	26,211,218	18,625,067	11,137,860		
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	130,121,078	117,737,440	105,557,431	93,547,437	81,748,577	70,112,082	58,669,887	47,392,786	36,269,854	25,293,699	14,428,358		
17 C2 care scheme - houses	50	£1,171,875	4,777,345	4,447,860	4,123,968	3,805,668	3,492,962	3,185,353	2,882,527	2,585,328	2,293,755	2,007,807	1,727,486		
18 C2 care scheme - flats	60	£562,500	- 104,504	- 338,530	- 569,281	- 796,756	- 1,020,954	- 1,241,876	- 1,459,521	- 1,673,891	- 1,884,984	- 2,092,801	- 2,297,342		

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

			£370,000 PER HA			Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£74,000	426,670	399,501	372,776	346,493	320,655	295,259	270,308	245,800	221,736	198,114	174,937		
2 Five unit development	5	£123,333	711,117	665,835	621,293	577,489	534,425	492,100	450,514	409,667	369,559	330,191	291,562		
3 Eight unit development	8	£197,333	1,032,497	965,544	899,694	834,761	770,919	708,185	646,559	586,042	526,633	468,332	411,139		
4 Ten unit development	10	£197,333	1,290,621	1,206,930	1,124,617	1,043,451	963,649	885,231	808,200	732,553	658,291	585,415	513,924		
5 Ten unit development (flats)	10	£49,333	628,115	565,589	504,205	443,961	384,858	326,896	270,074	214,394	159,523	105,755	53,135		
6 Fifteen unit development	15	£296,000	1,925,739	1,801,293	1,678,894	1,558,540	1,440,234	1,323,975	1,209,762	1,097,596	987,477	879,405	773,380		
7 Twenty unit development (flats)	20	£98,667	1,336,224	1,215,918	1,097,822	981,937	868,263	755,678	644,539	534,838	427,402	322,232	219,328		
8 Thirty unit development	30	£493,333	8,777,781	8,216,676	7,662,582	7,115,497	6,575,421	6,042,357	5,516,303	4,997,258	4,485,224	3,980,199	3,482,185		
9 Fifty unit development	50	£822,222	5,065,948	4,700,834	4,341,932	3,989,241	3,642,764	3,302,497	2,968,443	2,639,242	2,316,116	1,999,239	1,688,609		
10 One hundred unit development	100	£2,055,556	11,077,337	10,345,303	9,625,445	8,917,761	8,222,252	7,538,919	6,867,761	6,208,777	5,561,622	4,924,369	4,299,356		
11 Three hundred unit scheme	300	£6,166,667	32,447,961	30,315,337	28,218,086	26,156,207	24,129,701	22,137,704	20,177,790	18,253,353	16,364,392	14,510,909	12,692,902		
12 Five hundred unit scheme	500	£7,708,333	41,945,289	38,618,383	35,347,817	32,126,475	28,959,891	25,849,841	22,796,327	19,799,347	16,858,902	13,968,400	11,128,151		
13 Seven-hundred and fifty unit scheme	750	£11,562,500	51,089,226	46,302,538	41,597,003	36,972,619	32,411,661	27,928,515	23,526,940	19,195,885	14,931,120	10,741,736	6,609,522		
14 One thousand unit scheme	1,000	£15,416,667	65,981,207	59,792,030	53,690,590	47,694,418	41,803,513	36,011,003	30,300,947	24,696,749	19,174,987	13,747,171	8,389,418		
15 One thousand, five hundred unit scheme	1,500	£18,500,000	91,422,683	82,790,979	74,305,719	65,966,902	57,756,649	49,673,903	41,738,325	33,906,299	26,211,218	18,625,067	11,137,860		
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	130,121,078	117,737,440	105,557,431	93,547,437	81,748,577	70,112,082	58,669,887	47,392,786	36,269,854	25,293,699	14,428,358		
17 C2 care scheme - houses	50	£578,125	4,777,345	4,447,860	4,123,968	3,805,668	3,492,962	3,185,353	2,882,527	2,585,328	2,293,755	2,007,807	1,727,486		
18 C2 care scheme - flats	60	£277,500	- 104,504	- 338,530	- 569,281	- 796,756	- 1,020,954	- 1,241,876	- 1,459,521	- 1,673,891	- 1,884,984	- 2,092,801	- 2,297,342		

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

			£250,000 PER HA			Residual land values									
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£50,000	426,670	399,501	372,776	346,493	320,655	295,259	270,308	245,800	221,736	198,114	174,937		
2 Five unit development	5	£83,333	711,117	665,835	621,293	577,489	534,425	492,100	450,514	409,667	369,559	330,191	291,562		
3 Eight unit development	8	£133,333	1,032,497	965,544	899,694	834,761	770,919	708,185	646,559	586,042	526,633	468,332	411,139		
4 Ten unit development	10	£133,333	1,290,621	1,206,930	1,124,617	1,043,451	963,649	885,231	808,200	732,553	658,291	585,415	513,924		
5 Ten unit development (flats)	10	£33,333	628,115	565,589	504,205	443,961	384,858	326,896	270,074	214,394	159,523	105,755	53,135		
6 Fifteen unit development	15	£200,000	1,925,739	1,801,293	1,678,894	1,558,540	1,440,234	1,323,975	1,209,762	1,097,596	987,477	879,405	773,380		
7 Twenty unit development (flats)	20	£66,667	1,336,224	1,215,918	1,097,822	981,937	868,263	755,678	644,539	534,838	427,402	322,232	219,328		
8 Thirty unit development	30	£333,333	8,777,781	8,216,676	7,662,582	7,115,497	6,575,421	6,042,357	5,516,303	4,997,258	4,485,224	3,980,199	3,482,185		
9 Fifty unit development	50	£555,556	5,065,948	4,700,834	4,341,932	3,989,241	3,642,764	3,302,497	2,968,443	2,639,242	2,316,116	1,999,239	1,688,609		
10 One hundred unit development	100	£1,388,889	11,077,337	10,345,303	9,625,445	8,917,761	8,222,252	7,538,919	6,867,761	6,208,777	5,561,622	4,924,369	4,299,356		
11 Three hundred unit scheme	300	£4,166,667	32,447,961	30,315,337	28,218,086	26,156,207	24,129,701	22,137,704	20,177,790	18,253,353	16,364,392	14,510,909	12,692,902		
12 Five hundred unit scheme	500	£5,208,333	41,945,289	38,618,383	35,347,817	32,126,475	28,959,891	25,849,841	22,796,327	19,799,347	16,858,902	13,968,400	11,128,151		
13 Seven-hundred and fifty unit scheme	750	£7,812,500	51,089,226	46,302,538	41,597,003	36,972,619	32,411,661	27,928,515	23,526,940	19,195,885	14,931,120	10,741,736	6,609,522		
14 One thousand unit scheme	1,000	£10,416,667	65,981,207	59,792,030	53,690,590	47,694,418	41,803,513	36,011,003	30,300,947	24,696,749	19,174,987	13,747,171	8,389,418		
15 One thousand, five hundred unit scheme	1,500	£12,500,000	91,422,683	82,790,979	74,305,719	65,966,902	57,756,649	49,673,903	41,738,325	33,906,299	26,211,218	18,625,067	11,137,860		
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	130,121,078	117,737,440	105,557,431	93,547,437	81,748,577	70,112,082	58,669,887	47,392,786	36,269,854	25,293,699	14,428,358		
17 C2 care scheme - houses	50	£390,625	4,777,345	4,447,860	4,123,968	3,805,668	3,492,962	3,185,353	2,882,527	2,585,328	2,293,755	2,007,807	1,727,486		



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £5,036 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	466,168	436,993	408,286	380,047	352,276	324,973	298,137	271,770	245,871	220,439	195,476	
2 Five unit development	5	£250,000	776,947	728,322	680,476	633,411	587,126	541,622	496,896	452,950	409,785	367,399	325,793	
3 Eight unit development	8	£400,000	1,132,921	1,060,887	990,019	920,316	851,778	784,405	718,076	652,811	588,717	525,793	464,040	
4 Ten unit development	10	£400,000	1,416,150	1,326,109	1,237,524	1,150,396	1,064,722	980,506	897,595	816,014	735,896	657,242	580,051	
5 Ten unit development (flats)	10	£100,000	733,238	665,390	598,748	533,311	469,079	406,054	344,233	283,619	224,210	165,837	108,437	
6 Fifteen unit development	15	£600,000	2,111,251	1,977,412	1,845,734	1,716,216	1,588,861	1,463,665	1,340,631	1,219,759	1,101,046	984,496	870,107	
7 Twenty unit development (flats)	20	£200,000	1,542,279	1,411,560	1,283,177	1,157,131	1,033,423	912,051	792,437	674,181	556,973	442,161	329,744	
8 Thirty unit development	30	£1,000,000	9,720,783	9,120,762	8,528,207	7,943,119	7,365,497	6,795,342	6,232,652	5,677,429	5,129,673	4,589,382	4,056,559	
9 Fifty unit development	50	£1,666,667	5,640,634	5,246,500	4,858,932	4,477,928	4,103,491	3,735,617	3,374,309	3,019,565	2,671,387	2,328,427	1,991,741	
10 One hundred unit development	100	£4,166,667	12,211,569	11,422,363	10,646,025	9,882,559	9,131,963	8,394,237	7,669,381	6,957,396	6,258,280	5,572,036	4,898,631	
11 Three hundred unit scheme	300	£12,500,000	35,719,281	33,421,534	31,161,168	28,938,183	26,752,580	24,604,356	22,493,514	20,420,053	18,381,934	16,378,648	14,412,858	
12 Five hundred unit scheme	500	£15,625,000	47,165,908	43,575,521	40,044,679	36,573,382	33,161,628	29,806,740	26,504,478	23,261,971	20,079,220	16,956,226	13,892,562	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	58,633,762	53,466,398	48,384,815	43,389,011	38,478,990	33,653,917	28,892,490	24,217,294	19,627,267	15,096,094	10,648,925	
14 One thousand unit scheme	1,000	£31,250,000	75,723,035	69,049,027	62,485,807	56,028,538	49,661,243	43,405,228	37,260,494	31,206,281	25,252,532	19,396,388	13,628,395	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	105,000,662	95,714,668	86,582,868	77,572,642	68,716,799	60,015,775	51,438,878	43,008,213	34,705,816	26,540,050	18,476,931	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	149,707,636	136,377,477	123,228,316	110,298,406	97,577,582	85,042,104	72,712,598	60,566,504	48,593,130	36,787,977	25,129,711	
17 C2 care scheme - houses	50	£1,171,875	5,323,986	4,967,173	4,616,286	4,271,324	3,932,286	3,599,174	3,271,986	2,950,724	2,634,561	2,323,713	2,018,827	
18 C2 care scheme - flats	60	£562,500	391,652	140,659	- 108,379	- 355,893	- 599,888	- 840,369	- 1,077,332	- 1,310,780	- 1,540,711	- 1,767,126	- 1,990,024	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	466,168	436,993	408,286	380,047	352,276	324,973	298,137	271,770	245,871	220,439	195,476	
2 Five unit development	5	£123,333	776,947	728,322	680,476	633,411	587,126	541,622	496,896	452,950	409,785	367,399	325,793	
3 Eight unit development	8	£197,333	1,132,921	1,060,887	990,019	920,316	851,778	784,405	718,076	652,811	588,717	525,793	464,040	
4 Ten unit development	10	£197,333	1,416,150	1,326,109	1,237,524	1,150,396	1,064,722	980,506	897,595	816,014	735,896	657,242	580,051	
5 Ten unit development (flats)	10	£49,333	733,238	665,390	598,748	533,311	469,079	406,054	344,233	283,619	224,210	165,837	108,437	
6 Fifteen unit development	15	£296,000	2,111,251	1,977,412	1,845,734	1,716,216	1,588,861	1,463,665	1,340,631	1,219,759	1,101,046	984,496	870,107	
7 Twenty unit development (flats)	20	£98,667	1,542,279	1,411,560	1,283,177	1,157,131	1,033,423	912,051	792,437	674,181	556,973	442,161	329,744	
8 Thirty unit development	30	£493,333	9,720,783	9,120,762	8,528,207	7,943,119	7,365,497	6,795,342	6,232,652	5,677,429	5,129,673	4,589,382	4,056,559	
9 Fifty unit development	50	£822,222	5,640,634	5,246,500	4,858,932	4,477,928	4,103,491	3,735,617	3,374,309	3,019,565	2,671,387	2,328,427	1,991,741	
10 One hundred unit development	100	£2,055,556	12,211,569	11,422,363	10,646,025	9,882,559	9,131,963	8,394,237	7,669,381	6,957,396	6,258,280	5,572,036	4,898,631	
11 Three hundred unit scheme	300	£6,166,667	35,719,281	33,421,534	31,161,168	28,938,183	26,752,580	24,604,356	22,493,514	20,420,053	18,381,934	16,378,648	14,412,858	
12 Five hundred unit scheme	500	£7,708,333	47,165,908	43,575,521	40,044,679	36,573,382	33,161,628	29,806,740	26,504,478	23,261,971	20,079,220	16,956,226	13,892,562	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	58,633,762	53,466,398	48,384,815	43,389,011	38,478,990	33,653,917	28,892,490	24,217,294	19,627,267	15,096,094	10,648,925	
14 One thousand unit scheme	1,000	£15,416,667	75,723,035	69,049,027	62,485,807	56,028,538	49,661,243	43,405,228	37,260,494	31,206,281	25,252,532	19,396,388	13,628,395	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	105,000,662	95,714,668	86,582,868	77,572,642	68,716,799	60,015,775	51,438,878	43,008,213	34,705,816	26,540,050	18,476,931	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	149,707,636	136,377,477	123,228,316	110,298,406	97,577,582	85,042,104	72,712,598	60,566,504	48,593,130	36,787,977	25,129,711	
17 C2 care scheme - houses	50	£578,125	5,323,986	4,967,173	4,616,286	4,271,324	3,932,286	3,599,174	3,271,986	2,950,724	2,634,561	2,323,713	2,018,827	
18 C2 care scheme - flats	60	£277,500	391,652	140,659	- 108,379	- 355,893	- 599,888	- 840,369	- 1,077,332	- 1,310,780	- 1,540,711	- 1,767,126	- 1,990,024	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000 PER HA

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	466,168	436,993	408,286	380,047	352,276	324,973	298,137	271,770	245,871	220,439	195,476	
2 Five unit development	5	£83,333	776,947	728,322	680,476	633,411	587,126	541,622	496,896	452,950	409,785	367,399	325,793	
3 Eight unit development	8	£133,333	1,132,921	1,060,887	990,019	920,316	851,778	784,405	718,076	652,811	588,717	525,793	464,040	
4 Ten unit development	10	£133,333	1,416,150	1,326,109	1,237,524	1,150,396	1,064,722	980,506	897,595	816,014	735,896	657,242	580,051	
5 Ten unit development (flats)	10	£33,333	733,238	665,390	598,748	533,311	469,079	406,054	344,233	283,619	224,210	165,837	108,437	
6 Fifteen unit development	15	£200,000	2,111,251	1,977,412	1,845,734	1,716,216	1,588,861	1,463,665	1,340,631	1,219,759	1,101,046	984,496	870,107	
7 Twenty unit development (flats)	20	£66,667	1,542,279	1,411,560	1,283,177	1,157,131	1,033,423	912,051	792,437	674,181	556,973	442,161	329,744	
8 Thirty unit development	30	£333,333	9,720,783	9,120,762	8,528,207	7,943,119	7,365,497	6,795,342	6,232,652	5,677,429	5,129,673	4,589,382	4,056,559	
9 Fifty unit development	50	£555,556	5,640,634	5,246,500	4,858,932	4,477,928	4,103,491	3,735,617	3,374,309	3,019,565	2,671,387	2,328,427	1,991,741	
10 One hundred unit development	100	£1,388,889	12,211,569	11,422,363	10,646,025	9,882,559	9,131,963	8,394,237	7,669,381	6,957,396	6,258,280	5,572,036	4,898,631	
11 Three hundred unit scheme	300	£4,166,667	35,719,281	33,421,534	31,161,168	28,938,183	26,752,580	24,604,356	22,493,514	20,420,053	18,381,934	16,378,648	14,412,858	
12 Five hundred unit scheme	500	£5,208,333	47,165,908	43,575,521	40,044,679	36,573,382	33,161,628	29,806,740	26,504,478	23,261,971	20,079,220	16,956,226	13,892,562	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	58,633,762	53,466,398	48,384,815	43,389,011	38,478,990	33,653,917	28,892,490	24,217,294	19,627,267	15,096,094	10,648,925	
14 One thousand unit scheme	1,000	£10,416,667	75,723,035	69,049,027	62,485,807	56,028,538	49,661,243	43,405,228	37,260,494	31,206,281	25,252,532	19,396,388	13,628,395	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	105,000,662	95,714,668	86,582,868	77,572,642	68,716,799	60,015,775	51,438,878	43,008,213	34,705,816	26,540,050	18,476,931	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	149,707,636	136,377,477	123,228,316	110,298,406	97,577,582	85,042,104	72,712,598	60,566,504	48,593,130	36,787,977	25,129,711	
17 C2 care scheme - houses	50	£390,625	5,323,986	4,967,173	4,616,286	4,271,324	3,932,286	3,599,174	3,271,986	2,950,724	2,634,561	2,323,713	2,018,827	

## Appendix 8 - Appraisal results (present day) – 52.5% rent, 22.5% SO, 25% First Homes

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,567 ps/m

AH tenure

Rented 52.5%

SO 22.5% Frst Hms 25%

Description	No of units	£750,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	183,738	169,311	155,061	140,989	127,095	113,379	99,840	86,477	73,293	60,287	47,458	
2 Five unit development	5	£250,000	306,231	282,185	258,436	234,982	211,825	188,964	166,398	144,129	122,156	100,479	79,098	
3 Eight unit development	8	£400,000	413,185	378,413	344,070	310,159	276,678	243,628	211,007	178,817	147,057	115,728	84,829	
4 Ten unit development	10	£400,000	516,480	473,015	430,088	387,699	345,847	304,534	263,759	223,522	183,821	144,659	106,036	
5 Ten unit development (flats)	10	£100,000	1,179	35,217	68,797	101,921	134,586	166,795	198,547	229,841	260,985	291,928	322,406	
6 Fifteen unit development	15	£600,000	790,014	724,997	660,783	597,373	534,765	472,961	411,961	351,763	292,369	233,778	175,919	
7 Twenty unit development (flats)	20	£200,000	93,805	28,822	35,782	99,905	163,136	225,477	286,928	347,489	407,159	465,938	523,829	
8 Thirty unit development	30	£1,000,000	3,035,665	2,719,405	2,407,126	2,098,830	1,794,515	1,494,181	1,197,831	905,462	617,075	332,670	50,274	
9 Fifty unit development	50	£1,666,667	1,568,249	1,379,115	1,192,379	1,008,044	826,108	646,242	467,318	290,818	116,742	55,686	227,307	
10 One hundred unit development	100	£4,166,667	4,143,715	3,768,837	3,398,619	3,033,064	2,672,170	2,315,938	1,964,368	1,617,460	1,275,213	937,628	601,462	
11 Three hundred unit scheme	300	£12,500,000	12,506,515	11,406,628	10,320,390	9,247,801	8,188,861	7,143,571	6,111,930	5,093,938	4,085,853	3,088,909	2,105,703	
12 Five hundred unit scheme	500	£15,625,000	10,111,529	8,414,694	6,739,746	5,086,683	3,452,255	1,829,922	229,654	1,379,805	2,975,157	4,566,141	6,153,016	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	5,119,202	2,641,664	196,078	2,269,637	4,713,846	7,153,387	9,585,434	12,018,530	14,467,514	16,930,757	19,358,653	
14 One thousand unit scheme	1,000	£31,250,000	6,485,491	3,279,066	102,522	3,099,167	6,278,024	9,445,465	12,613,194	15,794,376	19,001,001	22,245,197	25,447,819	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	8,587,735	4,096,810	360,101	4,853,974	9,333,665	13,805,255	18,297,275	22,819,934	27,429,326	32,150,033	36,830,629	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	11,074,308	4,545,341	1,981,860	8,557,107	15,146,526	21,763,977	28,466,315	35,311,039	42,416,897	49,869,059	57,284,190	
17 C2 care scheme - houses	50	£1,171,875	1,459,205	1,300,467	1,142,879	986,959	833,052	681,158	531,275	383,406	237,549	93,705	48,808	
18 C2 care scheme - flats	60	£662,500	2,937,071	3,055,226	3,171,541	3,286,014	3,398,646	3,509,438	3,618,387	3,725,496	3,830,763	3,934,190	4,035,775	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	£370,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	183,738	169,311	155,061	140,989	127,095	113,379	99,840	86,477	73,293	60,287	47,458	
2 Five unit development	5	£123,333	306,231	282,185	258,436	234,982	211,825	188,964	166,398	144,129	122,156	100,479	79,098	
3 Eight unit development	8	£197,333	413,185	378,413	344,070	310,159	276,678	243,628	211,007	178,817	147,057	115,728	84,829	
4 Ten unit development	10	£197,333	516,480	473,015	430,088	387,699	345,847	304,534	263,759	223,522	183,821	144,659	106,036	
5 Ten unit development (flats)	10	£49,333	1,179	35,217	68,797	101,921	134,586	166,795	198,547	229,841	260,985	291,928	322,406	
6 Fifteen unit development	15	£296,000	790,014	724,997	660,783	597,373	534,765	472,961	411,961	351,763	292,369	233,778	175,919	
7 Twenty unit development (flats)	20	£98,667	93,805	28,822	35,782	99,905	163,136	225,477	286,928	347,489	407,159	465,938	523,829	
8 Thirty unit development	30	£493,333	3,035,665	2,719,405	2,407,126	2,098,830	1,794,515	1,494,181	1,197,831	905,462	617,075	332,670	50,274	
9 Fifty unit development	50	£822,222	1,568,249	1,379,115	1,192,379	1,008,044	826,108	646,242	467,318	290,818	116,742	55,686	227,307	
10 One hundred unit development	100	£2,055,556	4,143,715	3,768,837	3,398,619	3,033,064	2,672,170	2,315,938	1,964,368	1,617,460	1,275,213	937,628	601,462	
11 Three hundred unit scheme	300	£6,166,667	12,506,515	11,406,628	10,320,390	9,247,801	8,188,861	7,143,571	6,111,930	5,093,938	4,085,853	3,088,909	2,105,703	
12 Five hundred unit scheme	500	£7,708,333	10,111,529	8,414,694	6,739,746	5,086,683	3,452,255	1,829,922	229,654	1,379,805	2,975,157	4,566,141	6,153,016	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	5,119,202	2,641,664	196,078	2,269,637	4,713,846	7,153,387	9,585,434	12,018,530	14,467,514	16,930,757	19,358,653	
14 One thousand unit scheme	1,000	£15,416,667	6,485,491	3,279,066	102,522	3,099,167	6,278,024	9,445,465	12,613,194	15,794,376	19,001,001	22,245,197	25,447,819	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	8,587,735	4,096,810	360,101	4,853,974	9,333,665	13,805,255	18,297,275	22,819,934	27,429,326	32,150,033	36,830,629	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	11,074,308	4,545,341	1,981,860	8,557,107	15,146,526	21,763,977	28,466,315	35,311,039	42,416,897	49,869,059	57,284,190	
17 C2 care scheme - houses	50	£578,125	1,459,205	1,300,467	1,142,879	986,959	833,052	681,158	531,275	383,406	237,549	93,705	48,808	
18 C2 care scheme - flats	60	£277,500	2,937,071	3,055,226	3,171,541	3,286,014	3,398,646	3,509,438	3,618,387	3,725,496	3,830,763	3,934,190	4,035,775	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	£250,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	183,738	169,311	155,061	140,989	127,095	113,379	99,840	86,477	73,293	60,287	47,458	
2 Five unit development	5	£83,333	306,231	282,185	258,436	234,982	211,825	188,964	166,398	144,129	122,156	100,479	79,098	
3 Eight unit development	8	£133,333	413,185	378,413	344,070	310,159	276,678	243,628	211,007	178,817	147,057	115,728	84,829	
4 Ten unit development	10													



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,751 psm

AH tenure

Rented 52.5%

SO 22.5% Frst Hms 25%

		£750,000 PER HA		Residual land values										
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	223,245	207,198	191,447	175,992	160,643	145,480	130,511	115,736	101,156	86,770	72,580	
2 Five unit development	5	£250,000	372,075	345,330	319,079	293,321	267,739	242,466	217,518	192,893	168,593	144,618	120,966	
3 Eight unit development	8	£400,000	514,515	475,625	437,469	400,047	362,871	326,144	289,890	254,110	218,802	183,968	149,608	
4 Ten unit development	10	£400,000	643,143	594,531	546,836	500,059	453,589	407,680	362,363	317,637	273,503	229,961	187,010	
5 Ten unit development (flats)	10	£100,000	104,910	67,306	30,199	6,504	43,130	79,254	114,874	149,991	184,604	218,715	252,799	
6 Fifteen unit development	15	£600,000	975,566	902,986	831,766	761,906	692,512	623,955	556,280	489,487	423,577	358,550	294,404	
7 Twenty unit development (flats)	20	£200,000	305,241	232,233	160,192	89,119	19,013	50,834	119,969	188,122	255,294	321,486	386,695	
8 Thirty unit development	30	£1,000,000	3,978,872	3,626,807	3,279,126	2,935,825	2,596,908	2,262,372	1,932,221	1,606,450	1,285,062	968,057	655,435	
9 Fifty unit development	50	£1,666,667	2,148,088	1,937,000	1,728,557	1,522,759	1,319,607	1,119,100	921,237	726,021	533,214	341,320	152,099	
10 One hundred unit development	100	£4,166,667	5,300,577	4,879,022	4,465,596	4,060,299	3,657,549	3,259,663	2,866,927	2,479,340	2,096,900	1,719,610	1,347,469	
11 Three hundred unit scheme	300	£12,500,000	15,799,917	14,570,720	13,364,997	12,182,749	11,008,082	9,843,583	8,693,656	7,558,778	6,438,950	5,334,172	4,244,444	
12 Five hundred unit scheme	500	£15,625,000	15,400,527	13,499,816	11,636,717	9,811,232	7,991,550	6,189,748	4,412,083	2,654,266	910,626	824,742	2,561,356	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	12,834,988	10,074,891	7,362,429	4,704,318	2,039,455	603,370	3,265,336	5,912,431	8,553,309	11,199,434	13,871,638	
14 One thousand unit scheme	1,000	£31,250,000	16,488,210	12,922,584	9,402,771	5,950,882	2,499,289	933,746	4,391,141	7,833,404	11,271,941	14,729,238	18,227,548	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	22,584,100	17,592,576	12,680,290	7,848,226	3,011,957	1,820,822	6,677,862	11,530,841	16,400,394	21,323,290	26,359,233	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	31,388,574	24,164,730	17,048,796	10,024,405	2,987,898	4,100,785	11,232,546	18,407,322	25,671,234	33,122,850	40,911,997	
17 C2 care scheme - houses	50	£1,171,875	2,011,390	1,830,706	1,653,671	1,480,284	1,307,877	1,137,560	969,430	802,224	637,261	474,541	314,063	
18 C2 care scheme - flats	60	£662,500	2,435,263	2,572,192	2,707,072	2,839,901	2,970,679	3,099,408	3,226,085	3,350,712	3,473,289	3,593,814	3,712,290	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

		£370,000 PER HA		Residual land values										
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	223,245	207,198	191,447	175,992	160,643	145,480	130,511	115,736	101,156	86,770	72,580	
2 Five unit development	5	£123,333	372,075	345,330	319,079	293,321	267,739	242,466	217,518	192,893	168,593	144,618	120,966	
3 Eight unit development	8	£197,333	514,515	475,625	437,469	400,047	362,871	326,144	289,890	254,110	218,802	183,968	149,608	
4 Ten unit development	10	£197,333	643,143	594,531	546,836	500,059	453,589	407,680	362,363	317,637	273,503	229,961	187,010	
5 Ten unit development (flats)	10	£49,333	104,910	67,306	30,199	6,504	43,130	79,254	114,874	149,991	184,604	218,715	252,799	
6 Fifteen unit development	15	£296,000	975,566	902,986	831,766	761,906	692,512	623,955	556,280	489,487	423,577	358,550	294,404	
7 Twenty unit development (flats)	20	£98,667	305,241	232,233	160,192	89,119	19,013	50,834	119,969	188,122	255,294	321,486	386,695	
8 Thirty unit development	30	£493,333	3,978,872	3,626,807	3,279,126	2,935,825	2,596,908	2,262,372	1,932,221	1,606,450	1,285,062	968,057	655,435	
9 Fifty unit development	50	£822,222	2,148,088	1,937,000	1,728,557	1,522,759	1,319,607	1,119,100	921,237	726,021	533,214	341,320	152,099	
10 One hundred unit development	100	£2,055,556	5,300,577	4,879,022	4,465,596	4,060,299	3,657,549	3,259,663	2,866,927	2,479,340	2,096,900	1,719,610	1,347,469	
11 Three hundred unit scheme	300	£6,166,667	15,799,917	14,570,720	13,364,997	12,182,749	11,008,082	9,843,583	8,693,656	7,558,778	6,438,950	5,334,172	4,244,444	
12 Five hundred unit scheme	500	£7,708,333	15,400,527	13,499,816	11,636,717	9,811,232	7,991,550	6,189,748	4,412,083	2,654,266	910,626	824,742	2,561,356	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	12,834,988	10,074,891	7,362,429	4,704,318	2,039,455	603,370	3,265,336	5,912,431	8,553,309	11,199,434	13,871,638	
14 One thousand unit scheme	1,000	£15,416,667	16,488,210	12,922,584	9,402,771	5,950,882	2,499,289	933,746	4,391,141	7,833,404	11,271,941	14,729,238	18,227,548	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	22,584,100	17,592,576	12,680,290	7,848,226	3,011,957	1,820,822	6,677,862	11,530,841	16,400,394	21,323,290	26,359,233	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	31,388,574	24,164,730	17,048,796	10,024,405	2,987,898	4,100,785	11,232,546	18,407,322	25,671,234	33,122,850	40,911,997	
17 C2 care scheme - houses	50	£578,125	2,011,390	1,830,706	1,653,671	1,480,284	1,307,877	1,137,560	969,430	802,224	637,261	474,541	314,063	
18 C2 care scheme - flats	60	£277,500	2,435,263	2,572,192	2,707,072	2,839,901	2,970,679	3,099,408	3,226,085	3,350,712	3,473,289	3,593,814	3,712,290	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

		£250,000 PER HA		Residual land values										
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	223,245	207,198	191,447	175,992	160,643	145,480	130,511	115,736	101,156	86,770	72,580	
2 Five unit development	5	£83,333	372,075	345,330	319,079	293,321	267,739	242,466	217,518	192,893	168,593	144,618	120,966	
3 Eight unit development	8	£133,333	514,515	475,625	437,469	400,047	362,871	326,144	289,890					

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,934 psm

AH tenure

Rented 52.5%

SO 22.5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	251,548	234,253	217,268	200,593	184,229	168,177	152,434	137,002	121,880	107,070	92,477	
2 Five unit development	5	£250,000	419,246	390,420	362,113	334,322	307,049	280,294	254,057	228,336	203,134	178,449	154,129	
3 Eight unit development	8	£400,000	585,994	544,000	502,777	462,322	422,639	383,725	345,582	308,208	271,604	235,771	200,470	
4 Ten unit development	10	£400,000	732,492	680,000	628,470	577,903	528,299	479,657	431,977	385,260	339,505	294,713	250,588	
5 Ten unit development (flats)	10	£100,000	174,220	134,649	95,595	57,058	19,037	-	18,729	-	56,241	-	93,228	
6 Fifteen unit development	15	£600,000	1,106,743	1,028,440	951,564	876,114	802,090	729,493	658,322	588,578	520,259	453,368	387,468	
7 Twenty unit development (flats)	20	£200,000	442,172	365,342	289,518	214,702	140,893	68,091	-	3,757	-	75,547	-	
8 Thirty unit development	30	£1,000,000	4,635,323	4,263,633	3,896,533	3,534,020	3,176,098	2,822,764	2,474,019	2,129,864	1,790,298	1,455,321	1,124,933	
9 Fifty unit development	50	£1,666,667	2,544,261	2,319,766	2,099,605	1,883,779	1,670,146	1,458,533	1,249,687	1,043,608	840,294	639,747	441,495	
10 One hundred unit development	100	£4,166,667	6,090,306	5,637,074	5,192,301	4,755,475	4,325,518	3,904,080	3,491,158	3,086,753	2,690,866	2,303,496	1,921,935	
11 Three hundred unit scheme	300	£12,500,000	18,067,171	16,740,660	15,438,737	14,161,403	12,908,659	11,680,504	10,476,383	9,293,113	8,134,550	7,000,695	5,883,787	
12 Five hundred unit scheme	500	£15,625,000	19,010,735	16,955,605	14,939,857	12,963,492	11,026,509	9,128,161	7,258,815	5,429,114	3,639,058	1,877,224	140,109	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	18,017,976	15,050,999	12,136,120	9,261,373	6,443,980	3,668,408	940,831	-	1,774,288	-	4,460,859	
14 One thousand unit scheme	1,000	£31,250,000	23,190,435	19,339,438	15,562,330	11,844,341	8,186,618	4,592,053	1,050,730	-	2,475,989	-	5,969,431	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	31,854,686	26,488,938	21,206,520	16,016,999	10,902,061	5,865,713	904,130	-	4,053,241	-	8,975,640	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	44,565,639	36,805,877	29,176,283	21,662,804	14,242,921	6,921,481	-	322,657	-	7,611,031	-	
17 C2 care scheme - houses	50	£1,171,875	2,383,381	2,187,264	1,994,972	1,806,504	1,621,860	1,441,040	1,264,044	1,090,871	921,522	755,360	591,058	
18 C2 care scheme - flats	60	£562,500	2,160,134	2,303,048	2,443,857	2,582,559	2,719,154	2,853,642	2,986,024	3,116,300	3,244,467	3,370,530	3,494,485	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	251,548	234,253	217,268	200,593	184,229	168,177	152,434	137,002	121,880	107,070	92,477	
2 Five unit development	5	£123,333	419,246	390,420	362,113	334,322	307,049	280,294	254,057	228,336	203,134	178,449	154,129	
3 Eight unit development	8	£197,333	585,994	544,000	502,777	462,322	422,639	383,725	345,582	308,208	271,604	235,771	200,470	
4 Ten unit development	10	£197,333	732,492	680,000	628,470	577,903	528,299	479,657	431,977	385,260	339,505	294,713	250,588	
5 Ten unit development (flats)	10	£49,333	174,220	134,649	95,595	57,058	19,037	-	18,729	-	56,241	-	93,228	
6 Fifteen unit development	15	£296,000	1,106,743	1,028,440	951,564	876,114	802,090	729,493	658,322	588,578	520,259	453,368	387,468	
7 Twenty unit development (flats)	20	£98,667	442,172	365,342	289,518	214,702	140,893	68,091	-	3,757	-	75,547	-	
8 Thirty unit development	30	£493,333	4,635,323	4,263,633	3,896,533	3,534,020	3,176,098	2,822,764	2,474,019	2,129,864	1,790,298	1,455,321	1,124,933	
9 Fifty unit development	50	£822,222	2,544,261	2,319,766	2,099,605	1,883,779	1,670,146	1,458,533	1,249,687	1,043,608	840,294	639,747	441,495	
10 One hundred unit development	100	£2,055,556	6,090,306	5,637,074	5,192,301	4,755,475	4,325,518	3,904,080	3,491,158	3,086,753	2,690,866	2,303,496	1,921,935	
11 Three hundred unit scheme	300	£6,166,667	18,067,171	16,740,660	15,438,737	14,161,403	12,908,659	11,680,504	10,476,383	9,293,113	8,134,550	7,000,695	5,883,787	
12 Five hundred unit scheme	500	£7,708,333	19,010,735	16,955,605	14,939,857	12,963,492	11,026,509	9,128,161	7,258,815	5,429,114	3,639,058	1,877,224	140,109	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	18,017,976	15,050,999	12,136,120	9,261,373	6,443,980	3,668,408	940,831	-	1,774,288	-	4,460,859	
14 One thousand unit scheme	1,000	£15,416,667	23,190,435	19,339,438	15,562,330	11,844,341	8,186,618	4,592,053	1,050,730	-	2,475,989	-	5,969,431	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	31,854,686	26,488,938	21,206,520	16,016,999	10,902,061	5,865,713	904,130	-	4,053,241	-	8,975,640	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	44,565,639	36,805,877	29,176,283	21,662,804	14,242,921	6,921,481	-	322,657	-	7,611,031	-	
17 C2 care scheme - houses	50	£578,125	2,383,381	2,187,264	1,994,972	1,806,504	1,621,860	1,441,040	1,264,044	1,090,871	921,522	755,360	591,058	
18 C2 care scheme - flats	60	£277,500	2,160,134	2,303,048	2,443,857	2,582,559	2,719,154	2,853,642	2,986,024	3,116,300	3,244,467	3,370,530	3,494,485	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	251,548	234,253	217,268	200,593	184,229	168,177	152,434	137,002	121,880	107,070	92,477	
2 Five unit development	5	£83,333	419,246	390,420	362,113	334,322	307,049	280,294	254,057	228,336	203,134	178,449	154,129	
3 Eight unit development	8	£133,333	585,994	544,000	502,777	462,322	422,639	383,725	345,582	308,208	271,604	235,771	200,470	
4 Ten unit development	10	£133,333	732,492	680,000	628,470	577,903	528,299	479,657	431,977	385,260	339,505	294,713	250,588</	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,118 psm

AH tenure

Rented 52.5%

SO 22.5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA					Residual land values																
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH											
1 Three unit development	3	£150,000	291,054	271,878	253,035	234,524	216,346	198,500	180,987	163,806	146,958	130,443	114,259											
2 Five unit development	5	£250,000	485,090	453,131	421,725	390,873	360,577	330,834	301,645	273,010	244,930	217,404	190,432											
3 Eight unit development	8	£400,000	687,325	640,543	594,587	549,458	505,153	461,676	419,023	377,197	336,197	296,022	256,673											
4 Ten unit development	10	£400,000	859,156	800,678	743,235	686,823	631,442	577,094	523,779	471,496	420,245	370,027	320,841											
5 Ten unit development (flats)	10	£100,000	280,039	236,680	193,631	151,143	109,217	67,852	27,049	-	13,378	-	93,289											
6 Fifteen unit development	15	£600,000	1,292,295	1,205,202	1,119,639	1,035,603	953,097	872,120	792,672	714,753	638,362	563,500	490,168											
7 Twenty unit development (flats)	20	£200,000	653,610	568,753	484,994	402,331	320,766	240,297	160,925	82,650	5,472	-	147,655											
8 Thirty unit development	30	£1,000,000	5,578,531	5,171,036	4,768,531	4,371,017	3,978,491	3,590,955	3,208,409	2,830,852	2,458,285	2,090,708	1,728,120											
9 Fifty unit development	50	£1,666,667	3,124,099	2,872,275	2,625,103	2,382,583	2,144,717	1,911,503	1,682,942	1,459,034	1,239,777	1,025,174	813,319											
10 One hundred unit development	100	£4,166,667	7,234,710	6,727,698	6,229,771	5,740,930	5,261,172	4,790,499	4,328,910	3,876,405	3,430,883	2,994,254	2,566,776											
11 Three hundred unit scheme	300	£12,500,000	21,356,500	19,875,006	18,419,908	16,991,206	15,588,900	14,212,990	12,863,476	11,540,359	10,243,637	8,973,312	7,725,697											
12 Five hundred unit scheme	500	£15,625,000	24,269,622	21,975,333	19,723,118	17,511,030	15,333,803	13,198,859	11,106,200	9,055,826	7,042,213	5,064,282	3,128,919											
13 Seven-hundred and fifty unit scheme	750	£23,437,500	25,650,561	22,343,298	19,079,074	15,873,831	12,729,700	9,630,625	6,585,510	3,589,486	640,437	-	5,220,972											
14 One thousand unit scheme	1,000	£31,250,000	33,072,122	28,780,715	24,568,118	20,416,924	16,335,546	12,330,467	8,376,713	4,494,409	665,208	-	6,952,570											
15 One thousand, five hundred unit scheme	1,500	£37,500,000	45,659,523	39,682,705	33,791,177	28,009,924	22,309,029	16,710,945	11,184,243	5,743,402	373,309	-	10,357,890											
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	64,519,513	55,907,121	47,412,023	39,057,593	30,829,495	22,709,032	14,699,461	6,785,928	-	1,075,358	-	16,898,657										
17 C2 care scheme - houses	50	£1,171,875	2,935,566	2,713,851	2,496,258	2,282,785	2,073,434	1,868,206	1,667,098	1,470,113	1,277,248	1,088,506	903,884											
18 C2 care scheme - flats	60	£562,500	1,658,325	-	1,820,014	-	1,979,388	-	2,136,445	-	2,291,187	-	2,443,613	-	2,593,721	-	2,741,515	-	2,886,993	-	3,030,155	-	3,170,999	
19 Class E (light industrial) development	-	£107,143	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512
20 Class E (retail - convenience) development	-	£178,571	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331
21 Class E (retail - supermarket) development	-	£312,500	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036
22 Class E (office) development	-	£56,250	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622
23 Class E (office) development	-	£133,929	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369
24 Industrial (B2/B8)	-	£625,000	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966
25 Industrial (B2/B8)	-	£2,500,000	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397
26 Industrial (B2/B8)	-	£125,000	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193
27 Hotel (town centre) 50 rooms	-	£93,750	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341
28 Hotel (town centre) 75 rooms	-	£140,625	-	1,920,511	-	1,920,511	-	1,920,511	-	1,920,511	-	1,920,511	-	1,920,511	-	1,920,511	-	1,920,511	-	1,920,511	-	1,920,511	-	1,920,511
29 Hotel (town centre) 100 rooms	-	£187,500	-	2,560,680	-	2,560,680	-	2,560,680	-	2,560,680	-	2,560,680	-	2,560,680	-	2,560,680	-	2,560,680	-	2,560,680	-	2,560,680	-	2,560,680
30 Community use/leisure	-	£58,929	-	863,644	-	863,644	-	863,644	-	863,644	-	863,644	-	863,644	-	863,644	-	863,644	-	863,644	-	863,644	-	863,644

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA					Residual land values																
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH											
1 Three unit development	3	£74,000	291,054	271,878	253,035	234,524	216,346	198,500	180,987	163,806	146,958	130,443	114,259											
2 Five unit development	5	£123,333	485,090	453,131	421,725	390,873	360,577	330,834	301,645	273,010	244,930	217,404	190,432											
3 Eight unit development	8	£197,333	687,325	640,543	594,587	549,458	505,153	461,676	419,023	377,197	336,197	296,022	256,673											
4 Ten unit development	10	£197,333	859,156	800,678	743,235	686,823	631,442	577,094	523,779	471,496	420,245	370,027	320,841											
5 Ten unit development (flats)	10	£49,333	280,039	236,680	193,631	151,143	109,217	67,852	27,049	-	13,378	-	93,289											
6 Fifteen unit development	15	£296,000	1,292,295	1,205,202	1,119,639	1,035,603	953,097	872,120	792,672	714,753	638,362	563,500	490,168											
7 Twenty unit development (flats)	20	£98,667	653,610	568,753	484,994	402,331	320,766	240,297	160,925	82,650	5,472	-	147,655											
8 Thirty unit development	30	£493,333	5,578,531	5,171,036	4,768,531	4,371,017	3,978,491	3,590,955	3,208,409	2,830,852	2,458,285	2,090,708	1,728,120											
9 Fifty unit development	50	£822,222	3,124,099	2,872,275	2,625,103	2,382,583	2,144,717	1,911,503	1,682,942	1,459,034	1,239,777	1,025,174	813,319											
10 One hundred unit development	100	£2,055,556	7,234,710	6,727,698	6,229,771	5,740,930	5,261,172	4,790,499	4,328,910	3,876,405	3,430,883	2,994,254	2,566,776											
11 Three hundred unit scheme	300	£6,166,667	21,356,500	19,875,006	18,419,908	16,991,206	15,588,900	14,212,990	12,863,476	11,540,359	10,243,637	8,973,312	7,725,697											
12 Five hundred unit scheme	500	£7,708,333	24,269,622	21,975,333	19,723,118	17,511,030	15,333,803	13,198,859	11,106,200	9,055,826	7,042,213	5,064,282	3,128,919											
13 Seven-hundred and fifty unit scheme	750	£11,562,500	25,650,561	22,343,298	19,079,074	15,873,831	12,729,700	9,630,625	6,585,510	3,589,486	640,437	-	5,220,972											
14 One thousand unit scheme	1,000	£15,416,667	33,072,122	28,780,715	24,568,118	20,416,924	16,335,546	12,330,467	8,376,713	4,494,409	665,208	-	6,952,570											
15 One thousand, five hundred unit scheme	1,500	£18,500,000	45,659,523	39,682,705	33,791,177	28,009,924	22,309,029	16,710,945	11,184,243	5,743,402	373,309	-	10,357,890											
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	64,519,513	55,907,121	47,412,023	39,057,593	30,829,495	22,709,032	14,699,461	6,785,928	-	1,075,358	-	16,898,657										
17 C2 care scheme - houses	50	£578,125	2,935,566	2,713,851	2,496,258	2,282,785	2,073,434	1,868,206	1,667,098	1,470,113	1,277,248	1,088,506	903,884											
18 C2 care scheme - flats	60	£277,500	-	1,820,014	-	1,979,388	-	2,136,445	-	2,291,187	-	2,443,613	-	2,593,721	-	2,741,515	-	2,886,993	-	3,030,155	-	3,170,999		
19 Class E (light industrial) development	-	£52,857	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512	-	741,512
20 Class E (retail - convenience) development	-	£88,095	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331	-	417,331
21 Class E (retail - supermarket) development	-	£154,167	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036	-	1,548,036
22 Class E (office) development	-	£27,750	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622	-	533,622
23 Class E (office) development	-	£66,071	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369	-	889,369
24 Industrial (B2/B8)	-	£308,333	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966	-	1,185,966
25 Industrial (B2/B8)	-	£1,233,333	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397	-	4,793,397
26 Industrial (B2/B8)	-	£61,667	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193	-	237,193
27 Hotel (town centre) 50 rooms	-	£46,250	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341	-	1,280,341
28 Hotel (town centre) 75 rooms	-	£69,375	-	1,920,511</																				



**TEST VALLEY LOCAL PLAN VIABILITY TESTING**  
**BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,302 psm

AH tenure

Rented 52.5%

SO 22.5% Frst Hms 25%

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	319,354	298,931	278,853	259,123	239,739	220,703	202,014	183,671	165,675	148,026	130,724	
2 Five unit development	5	£250,000	532,257	498,217	464,755	431,871	399,565	367,838	336,689	306,118	276,126	246,711	217,874	
3 Eight unit development	8	£400,000	758,796	708,912	659,889	611,727	564,427	517,988	472,411	427,696	383,841	340,849	298,718	
4 Ten unit development	10	£400,000	948,495	886,140	824,861	764,658	705,533	647,486	590,514	534,619	479,802	426,061	373,397	
5 Ten unit development (flats)	10	£100,000	348,926	303,644	258,939	214,606	170,775	127,526	84,859	42,773	1,270	40,211	81,120	
6 Fifteen unit development	15	£600,000	1,423,459	1,330,644	1,239,425	1,149,800	1,061,770	975,334	890,493	807,247	725,596	645,539	567,077	
7 Twenty unit development (flats)	20	£200,000	789,220	701,781	614,305	527,901	442,632	358,499	275,504	193,643	112,920	33,333	45,756	
8 Thirty unit development	30	£1,000,000	6,234,915	5,807,799	5,385,879	4,969,156	4,557,628	4,151,298	3,750,163	3,354,225	2,963,482	2,577,937	2,197,588	
9 Fifty unit development	50	£1,666,667	3,520,229	3,251,440	2,987,499	2,728,404	2,474,156	2,224,756	1,980,202	1,740,495	1,505,636	1,275,623	1,050,457	
10 One hundred unit development	100	£4,166,667	8,023,073	7,482,370	6,951,138	6,429,376	5,917,085	5,414,264	4,920,913	4,437,034	3,962,625	3,497,685	3,040,573	
11 Three hundred unit scheme	300	£12,500,000	23,623,514	22,044,718	20,493,433	18,969,661	17,473,399	16,004,650	14,563,411	13,149,686	11,763,471	10,404,769	9,073,578	
12 Five hundred unit scheme	500	£15,625,000	27,867,237	25,418,840	23,014,280	20,653,561	18,336,645	16,054,381	13,816,172	11,622,015	9,471,911	7,362,002	5,287,597	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	30,808,760	27,281,265	23,817,009	20,400,860	17,043,332	13,749,446	10,505,682	7,315,269	4,178,249	1,088,130	-1,990,927	
14 One thousand unit scheme	1,000	£31,250,000	39,741,202	35,165,512	30,671,888	26,260,328	21,915,302	17,641,012	13,448,421	9,307,517	5,242,473	1,231,623	-2,768,054	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	54,874,876	48,514,710	42,257,149	36,092,012	30,041,647	24,074,513	18,215,800	12,431,329	6,736,181	1,114,244	-4,513,213	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	77,615,084	68,454,255	59,439,101	50,561,044	41,819,221	33,215,697	24,726,495	16,349,576	8,071,933	-141,594	-8,420,394	
17 C2 care scheme - houses	50	£1,171,875	3,307,514	3,070,370	2,837,522	2,608,971	2,384,718	2,164,762	1,949,104	1,737,743	1,530,679	1,327,913	1,129,443	
18 C2 care scheme - flats	60	£562,500	1,383,249	1,550,921	1,716,220	1,879,147	2,039,703	2,197,885	2,353,696	2,507,135	2,658,202	2,806,897	2,953,219	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	319,354	298,931	278,853	259,123	239,739	220,703	202,014	183,671	165,675	148,026	130,724	
2 Five unit development	5	£123,333	532,257	498,217	464,755	431,871	399,565	367,838	336,689	306,118	276,126	246,711	217,874	
3 Eight unit development	8	£197,333	758,796	708,912	659,889	611,727	564,427	517,988	472,411	427,696	383,841	340,849	298,718	
4 Ten unit development	10	£197,333	948,495	886,140	824,861	764,658	705,533	647,486	590,514	534,619	479,802	426,061	373,397	
5 Ten unit development (flats)	10	£49,333	348,926	303,644	258,939	214,606	170,775	127,526	84,859	42,773	1,270	40,211	81,120	
6 Fifteen unit development	15	£296,000	1,423,459	1,330,644	1,239,425	1,149,800	1,061,770	975,334	890,493	807,247	725,596	645,539	567,077	
7 Twenty unit development (flats)	20	£98,667	789,220	701,781	614,305	527,901	442,632	358,499	275,504	193,643	112,920	33,333	45,756	
8 Thirty unit development	30	£493,333	6,234,915	5,807,799	5,385,879	4,969,156	4,557,628	4,151,298	3,750,163	3,354,225	2,963,482	2,577,937	2,197,588	
9 Fifty unit development	50	£822,222	3,520,229	3,251,440	2,987,499	2,728,404	2,474,156	2,224,756	1,980,202	1,740,495	1,505,636	1,275,623	1,050,457	
10 One hundred unit development	100	£2,055,556	8,023,073	7,482,370	6,951,138	6,429,376	5,917,085	5,414,264	4,920,913	4,437,034	3,962,625	3,497,685	3,040,573	
11 Three hundred unit scheme	300	£6,166,667	23,623,514	22,044,718	20,493,433	18,969,661	17,473,399	16,004,650	14,563,411	13,149,686	11,763,471	10,404,769	9,073,578	
12 Five hundred unit scheme	500	£7,708,333	27,867,237	25,418,840	23,014,280	20,653,561	18,336,645	16,054,381	13,816,172	11,622,015	9,471,911	7,362,002	5,287,597	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	30,808,760	27,281,265	23,817,009	20,400,860	17,043,332	13,749,446	10,505,682	7,315,269	4,178,249	1,088,130	-1,990,927	
14 One thousand unit scheme	1,000	£15,416,667	39,741,202	35,165,512	30,671,888	26,260,328	21,915,302	17,641,012	13,448,421	9,307,517	5,242,473	1,231,623	-2,768,054	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	54,874,876	48,514,710	42,257,149	36,092,012	30,041,647	24,074,513	18,215,800	12,431,329	6,736,181	1,114,244	-4,513,213	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	77,615,084	68,454,255	59,439,101	50,561,044	41,819,221	33,215,697	24,726,495	16,349,576	8,071,933	-141,594	-8,420,394	
17 C2 care scheme - houses	50	£578,125	3,307,514	3,070,370	2,837,522	2,608,971	2,384,718	2,164,762	1,949,104	1,737,743	1,530,679	1,327,913	1,129,443	
18 C2 care scheme - flats	60	£277,500	1,383,249	1,550,921	1,716,220	1,879,147	2,039,703	2,197,885	2,353,696	2,507,135	2,658,202	2,806,897	2,953,219	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	319,354	298,931	278,853	259,123	239,739	220,703	202,014	183,671	165,675	148,026	130,724	
2 Five unit development	5	£83,333	532,257	498,217	464,755	431,871	399,565	367,838	336,689	306,118	276,126	246,711	217,874	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,485 psm

AH tenure

Rented 52.5%

SO 22.5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	358,861	336,556	314,621	293,053	271,856	251,027	230,567	210,475	190,752	171,398	152,415	
2 Five unit development	5	£250,000	598,102	560,927	524,367	488,423	453,093	418,378	384,278	350,792	317,921	285,664	254,024	
3 Eight unit development	8	£400,000	860,127	805,455	751,700	698,862	646,941	595,939	545,853	496,684	448,434	401,100	354,684	
4 Ten unit development	10	£400,000	1,075,159	1,006,818	939,625	873,578	808,677	744,923	682,316	620,856	560,542	501,375	443,354	
5 Ten unit development (flats)	10	£100,000	454,072	404,070	355,013	306,904	259,742	213,511	167,364	121,509	76,282	31,682	12,464	
6 Fifteen unit development	15	£600,000	1,609,010	1,507,407	1,407,499	1,309,289	1,212,776	1,117,961	1,024,843	933,422	843,699	755,672	669,343	
7 Twenty unit development (flats)	20	£200,000	996,466	900,687	806,019	712,951	620,667	530,038	440,133	350,786	262,666	175,772	90,102	
8 Thirty unit development	30	£1,000,000	7,178,122	6,715,202	6,257,879	5,806,151	5,360,021	4,919,488	4,484,552	4,055,212	3,631,470	3,213,323	2,800,775	
9 Fifty unit development	50	£1,666,667	4,097,428	3,802,456	3,512,620	3,227,209	2,946,588	2,671,132	2,400,841	2,135,717	1,875,758	1,620,965	1,371,337	
10 One hundred unit development	100	£4,166,667	9,159,367	8,566,810	7,984,300	7,411,840	6,849,428	6,296,036	5,752,039	5,218,139	4,694,337	4,180,630	3,677,022	
11 Three hundred unit scheme	300	£12,500,000	26,911,708	25,179,065	23,474,605	21,799,463	20,153,640	18,537,135	16,949,948	15,392,081	13,863,530	12,364,299	10,894,385	
12 Five hundred unit scheme	500	£15,625,000	33,117,337	30,421,597	27,772,578	25,170,282	22,614,707	20,105,853	17,643,723	15,225,986	12,847,244	10,515,459	8,230,628	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	38,400,292	34,519,691	30,701,820	26,951,360	23,268,307	19,643,933	16,074,207	12,572,326	9,121,086	5,729,228	2,382,203	
14 One thousand unit scheme	1,000	£31,250,000	49,550,297	44,535,324	39,607,352	34,751,147	29,973,081	25,282,498	20,667,393	16,122,665	11,658,536	7,255,706	2,916,712	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	68,578,489	61,601,732	54,716,238	47,952,396	41,310,208	34,754,666	28,320,381	21,975,308	15,736,648	9,582,333	3,503,810	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	97,392,541	87,342,212	77,461,246	67,715,381	58,140,841	48,695,570	39,399,218	30,238,346	21,195,741	12,254,557	3,398,328	
17 C2 care scheme - houses	50	£1,171,875	3,859,699	3,596,955	3,338,806	3,085,252	2,836,292	2,591,928	2,352,159	2,116,984	1,886,404	1,660,419	1,439,030	
18 C2 care scheme - flats	60	£562,500	881,441	1,067,887	1,251,752	1,433,034	1,611,736	1,787,856	1,961,394	2,132,352	2,300,727	2,466,521	2,629,734	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	358,861	336,556	314,621	293,053	271,856	251,027	230,567	210,475	190,752	171,398	152,415	
2 Five unit development	5	£123,333	598,102	560,927	524,367	488,423	453,093	418,378	384,278	350,792	317,921	285,664	254,024	
3 Eight unit development	8	£197,333	860,127	805,455	751,700	698,862	646,941	595,939	545,853	496,684	448,434	401,100	354,684	
4 Ten unit development	10	£197,333	1,075,159	1,006,818	939,625	873,578	808,677	744,923	682,316	620,856	560,542	501,375	443,354	
5 Ten unit development (flats)	10	£49,333	454,072	404,070	355,013	306,904	259,742	213,511	167,364	121,509	76,282	31,682	12,464	
6 Fifteen unit development	15	£296,000	1,609,010	1,507,407	1,407,499	1,309,289	1,212,776	1,117,961	1,024,843	933,422	843,699	755,672	669,343	
7 Twenty unit development (flats)	20	£98,667	996,466	900,687	806,019	712,951	620,667	530,038	440,133	350,786	262,666	175,772	90,102	
8 Thirty unit development	30	£493,333	7,178,122	6,715,202	6,257,879	5,806,151	5,360,021	4,919,488	4,484,552	4,055,212	3,631,470	3,213,323	2,800,775	
9 Fifty unit development	50	£822,222	4,097,428	3,802,456	3,512,620	3,227,209	2,946,588	2,671,132	2,400,841	2,135,717	1,875,758	1,620,965	1,371,337	
10 One hundred unit development	100	£2,055,556	9,159,367	8,566,810	7,984,300	7,411,840	6,849,428	6,296,036	5,752,039	5,218,139	4,694,337	4,180,630	3,677,022	
11 Three hundred unit scheme	300	£6,166,667	26,911,708	25,179,065	23,474,605	21,799,463	20,153,640	18,537,135	16,949,948	15,392,081	13,863,530	12,364,299	10,894,385	
12 Five hundred unit scheme	500	£7,708,333	33,117,337	30,421,597	27,772,578	25,170,282	22,614,707	20,105,853	17,643,723	15,225,986	12,847,244	10,515,459	8,230,628	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	38,400,292	34,519,691	30,701,820	26,951,360	23,268,307	19,643,933	16,074,207	12,572,326	9,121,086	5,729,228	2,382,203	
14 One thousand unit scheme	1,000	£15,416,667	49,550,297	44,535,324	39,607,352	34,751,147	29,973,081	25,282,498	20,667,393	16,122,665	11,658,536	7,255,706	2,916,712	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	68,578,489	61,601,732	54,716,238	47,952,396	41,310,208	34,754,666	28,320,381	21,975,308	15,736,648	9,582,333	3,503,810	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	97,392,541	87,342,212	77,461,246	67,715,381	58,140,841	48,695,570	39,399,218	30,238,346	21,195,741	12,254,557	3,398,328	
17 C2 care scheme - houses	50	£578,125	3,859,699	3,596,955	3,338,806	3,085,252	2,836,292	2,591,928	2,352,159	2,116,984	1,886,404	1,660,419	1,439,030	
18 C2 care scheme - flats	60	£277,500	881,441	1,067,887	1,251,752	1,433,034	1,611,736	1,787,856	1,961,394	2,132,352	2,300,727	2,466,521	2,629,734	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	358,861	336,556	314,621	293,053	271,856	251,027	230,567	210,475	190,752	171,398	152,415	
2 Five unit development	5	£83,333	598,102	560,927	524,367	488,423	453,093	418,378	384,27					

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,669 psm

AH tenure

Rented 52.5%

SO 22.5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	398,368	374,182	350,388	326,985	303,972	281,350	259,119	237,280	215,830	194,771	174,104	
2 Five unit development	5	£250,000	663,946	623,638	583,980	544,975	506,620	468,917	431,865	395,465	359,717	324,619	290,174	
3 Eight unit development	8	£400,000	961,458	901,998	843,510	785,997	729,456	673,889	619,294	565,674	513,026	461,350	410,649	
4 Ten unit development	10	£400,000	1,201,822	1,127,497	1,054,388	982,496	911,820	842,361	774,118	707,092	641,282	576,688	513,311	
5 Ten unit development (flats)	10	£100,000	559,219	504,234	450,255	397,281	345,313	294,349	244,390	195,437	147,190	99,928	53,679	
6 Fifteen unit development	15	£600,000	1,794,563	1,684,169	1,575,574	1,468,779	1,363,783	1,260,588	1,159,193	1,059,597	961,801	865,805	771,608	
7 Twenty unit development (flats)	20	£200,000	1,202,565	1,097,052	993,484	891,862	791,528	692,714	594,558	498,396	404,229	312,055	221,874	
8 Thirty unit development	30	£1,000,000	8,121,330	7,622,605	7,129,877	6,643,148	6,162,415	5,687,679	5,218,941	4,756,200	4,299,457	3,848,711	3,403,961	
9 Fifty unit development	50	£1,666,667	4,672,239	4,350,153	4,033,522	3,722,345	3,416,622	3,116,353	2,821,482	2,530,939	2,245,881	1,966,308	1,692,218	
10 One hundred unit development	100	£4,166,667	10,293,847	9,647,929	9,012,681	8,388,104	7,774,198	7,170,962	6,578,397	5,996,502	5,425,278	4,863,577	4,311,828	
11 Three hundred unit scheme	300	£12,500,000	30,183,741	28,298,619	26,444,536	24,621,491	22,829,484	21,068,515	19,336,485	17,634,475	15,963,589	14,323,828	12,715,192	
12 Five hundred unit scheme	500	£15,625,000	38,352,577	35,417,186	32,530,875	29,687,002	26,892,733	24,148,070	21,453,012	18,807,559	16,211,709	13,665,056	11,157,391	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	45,946,473	41,723,193	37,571,126	33,486,725	29,458,400	25,501,653	21,616,487	17,792,051	14,026,937	10,331,599	6,682,635	
14 One thousand unit scheme	1,000	£31,250,000	59,347,810	53,875,105	48,490,792	43,198,865	37,999,322	32,881,588	27,840,752	22,892,818	18,018,197	13,224,872	8,498,885	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	82,227,863	74,608,903	67,118,499	59,756,651	52,501,532	45,364,180	38,355,530	31,437,740	24,644,627	17,942,122	11,335,184	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	117,062,437	106,125,431	95,361,975	84,752,118	74,327,705	64,043,629	53,933,852	43,965,293	34,137,757	24,441,855	14,859,688	
17 C2 care scheme - houses	50	£1,171,875	4,408,267	4,120,927	3,838,454	3,560,848	3,287,868	3,019,095	2,755,214	2,496,226	2,242,130	1,992,927	1,748,617	
18 C2 care scheme - flats	60	£562,500	379,633	379,633	379,633	379,633	379,633	379,633	379,633	379,633	379,633	379,633	379,633	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	398,368	374,182	350,388	326,985	303,972	281,350	259,119	237,280	215,830	194,771	174,104	
2 Five unit development	5	£123,333	663,946	623,638	583,980	544,975	506,620	468,917	431,865	395,465	359,717	324,619	290,174	
3 Eight unit development	8	£197,333	961,458	901,998	843,510	785,997	729,456	673,889	619,294	565,674	513,026	461,350	410,649	
4 Ten unit development	10	£197,333	1,201,822	1,127,497	1,054,388	982,496	911,820	842,361	774,118	707,092	641,282	576,688	513,311	
5 Ten unit development (flats)	10	£49,333	559,219	504,234	450,255	397,281	345,313	294,349	244,390	195,437	147,190	99,928	53,679	
6 Fifteen unit development	15	£296,000	1,794,563	1,684,169	1,575,574	1,468,779	1,363,783	1,260,588	1,159,193	1,059,597	961,801	865,805	771,608	
7 Twenty unit development (flats)	20	£98,667	1,202,565	1,097,052	993,484	891,862	791,528	692,714	594,558	498,396	404,229	312,055	221,874	
8 Thirty unit development	30	£493,333	8,121,330	7,622,605	7,129,877	6,643,148	6,162,415	5,687,679	5,218,941	4,756,200	4,299,457	3,848,711	3,403,961	
9 Fifty unit development	50	£822,222	4,672,239	4,350,153	4,033,522	3,722,345	3,416,622	3,116,353	2,821,482	2,530,939	2,245,881	1,966,308	1,692,218	
10 One hundred unit development	100	£2,055,556	10,293,847	9,647,929	9,012,681	8,388,104	7,774,198	7,170,962	6,578,397	5,996,502	5,425,278	4,863,577	4,311,828	
11 Three hundred unit scheme	300	£6,166,667	30,183,741	28,298,619	26,444,536	24,621,491	22,829,484	21,068,515	19,336,485	17,634,475	15,963,589	14,323,828	12,715,192	
12 Five hundred unit scheme	500	£7,708,333	38,352,577	35,417,186	32,530,875	29,687,002	26,892,733	24,148,070	21,453,012	18,807,559	16,211,709	13,665,056	11,157,391	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	45,946,473	41,723,193	37,571,126	33,486,725	29,458,400	25,501,653	21,616,487	17,792,051	14,026,937	10,331,599	6,682,635	
14 One thousand unit scheme	1,000	£15,416,667	59,347,810	53,875,105	48,490,792	43,198,865	37,999,322	32,881,588	27,840,752	22,892,818	18,018,197	13,224,872	8,498,885	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	82,227,863	74,608,903	67,118,499	59,756,651	52,501,532	45,364,180	38,355,530	31,437,740	24,644,627	17,942,122	11,335,184	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	117,062,437	106,125,431	95,361,975	84,752,118	74,327,705	64,043,629	53,933,852	43,965,293	34,137,757	24,441,855	14,859,688	
17 C2 care scheme - houses	50	£578,125	4,408,267	4,120,927	3,838,454	3,560,848	3,287,868	3,019,095	2,755,214	2,496,226	2,242,130	1,992,927	1,748,617	
18 C2 care scheme - flats	60	£277,500	379,633	379,633	379,633	379,633	379,633	379,633	379,633	379,633	379,633	379,633	379,633	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	398,368	374,182	350,388	326,985	303,972	281,350	259,119	237,280	215,830	194,771	174,104	
2 Five unit development	5	£83,333	663,946	623,638	583,980	544,975	506,620	468,917	431,86					



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,852 psm

AH tenure

Rented 52.5%

SO 22.5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	426,670	401,236	376,208	351,586	327,368	303,555	280,148	257,145	234,549	212,357	190,571	
2 Five unit development	5	£250,000	711,117	668,728	627,014	585,975	545,612	505,925	466,912	428,576	390,914	353,928	317,617	
3 Eight unit development	8	£400,000	1,032,497	970,082	908,673	848,268	788,735	730,207	672,687	616,177	560,674	506,181	452,698	
4 Ten unit development	10	£400,000	1,290,621	1,212,603	1,135,840	1,060,335	985,919	912,758	840,859	770,221	700,844	632,727	565,872	
5 Ten unit development (flats)	10	£100,000	628,115	570,194	513,313	457,470	402,666	348,902	296,175	244,488	193,839	143,907	95,013	
6 Fifteen unit development	15	£600,000	1,925,739	1,809,622	1,695,371	1,582,986	1,472,466	1,363,811	1,257,023	1,152,099	1,049,042	947,851	848,524	
7 Twenty unit development (flats)	20	£200,000	1,336,224	1,225,064	1,115,912	1,008,772	903,640	799,945	697,785	596,246	496,760	399,333	303,966	
8 Thirty unit development	30	£1,000,000	8,777,781	8,259,431	7,747,284	7,241,343	6,741,605	6,248,071	5,760,740	5,279,615	4,804,693	4,335,974	3,873,461	
9 Fifty unit development	50	£1,666,667	5,065,948	4,726,967	4,393,634	4,065,950	3,743,914	3,427,525	3,116,784	2,811,691	2,511,763	2,216,778	1,927,471	
10 One hundred unit development	100	£4,166,667	11,077,337	10,397,862	9,729,442	9,072,077	8,425,766	7,790,513	7,166,313	6,553,169	5,951,080	5,360,046	4,780,068	
11 Three hundred unit scheme	300	£12,500,000	32,447,961	30,465,463	28,515,120	26,596,931	24,710,898	22,857,019	21,035,297	19,243,951	17,483,559	15,755,410	14,059,501	
12 Five hundred unit scheme	500	£15,625,000	41,945,289	38,855,717	35,817,353	32,827,911	29,884,812	26,993,085	24,152,728	21,363,743	18,626,130	15,939,888	13,303,033	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	51,089,226	46,646,043	42,276,592	37,980,875	33,751,254	29,584,336	25,491,522	21,472,809	17,512,616	13,618,774	9,790,782	
14 One thousand unit scheme	1,000	£31,250,000	65,981,207	60,238,298	54,573,493	49,004,323	43,530,789	38,152,890	32,853,466	27,640,742	22,524,174	17,476,384	12,520,628	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	91,422,683	83,411,971	75,534,300	67,789,671	60,176,486	52,664,989	45,287,175	38,029,917	30,880,625	23,846,654	16,921,320	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	130,121,078	118,629,858	107,329,624	96,182,105	85,222,759	74,433,408	63,810,049	53,346,411	43,044,372	32,884,411	22,847,393	
17 C2 care scheme - houses	50	£1,171,875	4,777,345	4,474,656	4,177,008	3,884,402	3,596,837	3,314,314	3,036,833	2,763,882	2,495,585	2,232,356	1,974,195	
18 C2 care scheme - flats	60	£562,500	104,504	315,708	524,067	729,578	932,243	1,132,060	1,329,031	1,523,155	1,714,432	1,902,862	2,088,444	
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	426,670	401,236	376,208	351,586	327,368	303,555	280,148	257,145	234,549	212,357	190,571	
2 Five unit development	5	£123,333	711,117	668,728	627,014	585,975	545,612	505,925	466,912	428,576	390,914	353,928	317,617	
3 Eight unit development	8	£197,333	1,032,497	970,082	908,673	848,268	788,735	730,207	672,687	616,177	560,674	506,181	452,698	
4 Ten unit development	10	£197,333	1,290,621	1,212,603	1,135,840	1,060,335	985,919	912,758	840,859	770,221	700,844	632,727	565,872	
5 Ten unit development (flats)	10	£49,333	628,115	570,194	513,313	457,470	402,666	348,902	296,175	244,488	193,839	143,907	95,013	
6 Fifteen unit development	15	£296,000	1,925,739	1,809,622	1,695,371	1,582,986	1,472,466	1,363,811	1,257,023	1,152,099	1,049,042	947,851	848,524	
7 Twenty unit development (flats)	20	£98,667	1,336,224	1,225,064	1,115,912	1,008,772	903,640	799,945	697,785	596,246	496,760	399,333	303,966	
8 Thirty unit development	30	£493,333	8,777,781	8,259,431	7,747,284	7,241,343	6,741,605	6,248,071	5,760,740	5,279,615	4,804,693	4,335,974	3,873,461	
9 Fifty unit development	50	£822,222	5,065,948	4,726,967	4,393,634	4,065,950	3,743,914	3,427,525	3,116,784	2,811,691	2,511,763	2,216,778	1,927,471	
10 One hundred unit development	100	£2,055,556	11,077,337	10,397,862	9,729,442	9,072,077	8,425,766	7,790,513	7,166,313	6,553,169	5,951,080	5,360,046	4,780,068	
11 Three hundred unit scheme	300	£6,166,667	32,447,961	30,465,463	28,515,120	26,596,931	24,710,898	22,857,019	21,035,297	19,243,951	17,483,559	15,755,410	14,059,501	
12 Five hundred unit scheme	500	£7,708,333	41,945,289	38,855,717	35,817,353	32,827,911	29,884,812	26,993,085	24,152,728	21,363,743	18,626,130	15,939,888	13,303,033	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	51,089,226	46,646,043	42,276,592	37,980,875	33,751,254	29,584,336	25,491,522	21,472,809	17,512,616	13,618,774	9,790,782	
14 One thousand unit scheme	1,000	£15,416,667	65,981,207	60,238,298	54,573,493	49,004,323	43,530,789	38,152,890	32,853,466	27,640,742	22,524,174	17,476,384	12,520,628	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	91,422,683	83,411,971	75,534,300	67,789,671	60,176,486	52,664,989	45,287,175	38,029,917	30,880,625	23,846,654	16,921,320	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	130,121,078	118,629,858	107,329,624	96,182,105	85,222,759	74,433,408	63,810,049	53,346,411	43,044,372	32,884,411	22,847,393	
17 C2 care scheme - houses	50	£578,125	4,777,345	4,474,656	4,177,008	3,884,402	3,596,837	3,314,314	3,036,833	2,763,882	2,495,585	2,232,356	1,974,195	
18 C2 care scheme - flats	60	£277,500	104,504	315,708	524,067	729,578	932,243	1,132,060	1,329,031	1,523,155	1,714,432	1,902,862	2,088,444	
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	426,670	401,236	376,208	351,586	327,368	303,555	280,148	257,145	234,549	212,357	190,571	
2 Five unit development	5	£83,333	711,117	668,728	62									

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £5,036 psm

AH tenure

Rented 52.5%

SO 22.5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA					Residual land values							
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£150,000	466,168	438,855	411,968	385,509	359,477	333,872	308,694	283,944	259,621	235,724	212,256		
2 Five unit development	5	£250,000	776,947	731,424	686,614	642,515	599,129	556,453	514,491	473,240	432,702	392,874	353,759		
3 Eight unit development	8	£400,000	1,132,921	1,065,755	999,651	934,606	870,622	807,698	745,834	685,031	625,253	566,419	508,651		
4 Ten unit development	10	£400,000	1,416,150	1,332,194	1,249,563	1,168,258	1,088,278	1,009,623	932,293	856,288	781,566	708,025	635,813		
5 Ten unit development (flats)	10	£100,000	733,238	670,337	608,534	547,828	488,218	429,706	372,290	315,971	260,749	206,624	153,472		
6 Fifteen unit development	15	£600,000	2,111,251	1,986,346	1,863,409	1,742,440	1,623,440	1,506,407	1,391,343	1,278,247	1,167,119	1,057,959	950,768		
7 Twenty unit development (flats)	20	£200,000	1,542,279	1,421,386	1,302,615	1,185,969	1,071,446	959,046	848,769	739,602	631,547	525,069	420,767		
8 Thirty unit development	30	£1,000,000	9,720,783	9,166,637	8,619,094	8,078,157	7,543,823	7,016,094	6,494,970	5,980,450	5,472,534	4,971,223	4,476,516		
9 Fifty unit development	50	£1,666,667	5,640,634	5,274,546	4,914,423	4,560,263	4,212,068	3,869,836	3,533,569	3,203,265	2,878,927	2,560,551	2,248,140		
10 One hundred unit development	100	£4,166,667	12,211,569	11,478,745	10,757,598	10,048,128	9,350,335	8,664,218	7,989,779	7,327,016	6,675,930	6,036,521	5,408,789		
11 Three hundred unit scheme	300	£12,500,000	35,719,281	33,582,578	31,479,828	29,411,030	27,376,185	25,375,293	23,408,353	21,475,367	19,576,333	17,711,251	15,879,911		
12 Five hundred unit scheme	500	£15,625,000	47,165,908	43,830,298	40,548,763	37,321,301	34,147,912	31,028,598	27,961,187	24,942,208	21,977,484	19,067,014	16,210,797		
13 Seven-hundred and fifty unit scheme	750	£23,437,500	58,633,762	53,835,151	49,114,417	44,471,557	39,906,575	35,419,467	31,002,376	26,650,972	22,377,842	18,179,553	14,037,683		
14 One thousand unit scheme	1,000	£31,250,000	75,723,035	69,524,863	63,427,272	57,430,265	51,515,951	45,697,951	39,980,968	34,365,000	28,824,934	23,383,133	18,027,579		
15 One thousand, five hundred unit scheme	1,500	£37,500,000	105,000,662	96,377,274	87,893,871	79,529,733	71,297,690	63,206,181	55,250,237	47,404,502	39,699,989	32,104,312	24,636,660		
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	149,707,636	137,330,458	125,123,873	113,110,962	101,299,825	89,653,740	78,201,959	66,918,154	55,817,797	44,865,952	34,067,674		
17 C2 care scheme - houses	50	£1,171,875	5,323,986	4,995,927	4,673,205	4,355,818	4,043,770	3,737,057	3,435,681	3,139,642	2,848,939	2,563,573	2,283,544		
18 C2 care scheme - flats	60	£562,500	391,652	164,887	59,699	283,563	504,370	722,120	936,814	1,148,452	1,357,034	1,562,560	1,765,030		
19 Class E (light industrial) development	-	£107,143	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512		
20 Class E (retail - convenience) development	-	£178,571	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331		
21 Class E (retail - supermarket) development	-	£312,500	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036		
22 Class E (office) development	-	£56,250	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622		
23 Class E (office) development	-	£133,929	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369		
24 Industrial (B2/B8)	-	£625,000	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966		
25 Industrial (B2/B8)	-	£2,500,000	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397		
26 Industrial (B2/B8)	-	£125,000	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193		
27 Hotel (town centre) 50 rooms	-	£93,750	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341		
28 Hotel (town centre) 75 rooms	-	£140,625	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511		
29 Hotel (town centre) 100 rooms	-	£187,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680		
30 Community use/leisure	-	£58,929	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644		

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA					Residual land values							
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£74,000	466,168	438,855	411,968	385,509	359,477	333,872	308,694	283,944	259,621	235,724	212,256		
2 Five unit development	5	£123,333	776,947	731,424	686,614	642,515	599,129	556,453	514,491	473,240	432,702	392,874	353,759		
3 Eight unit development	8	£197,333	1,132,921	1,065,755	999,651	934,606	870,622	807,698	745,834	685,031	625,253	566,419	508,651		
4 Ten unit development	10	£197,333	1,416,150	1,332,194	1,249,563	1,168,258	1,088,278	1,009,623	932,293	856,288	781,566	708,025	635,813		
5 Ten unit development (flats)	10	£49,333	733,238	670,337	608,534	547,828	488,218	429,706	372,290	315,971	260,749	206,624	153,472		
6 Fifteen unit development	15	£296,000	2,111,251	1,986,346	1,863,409	1,742,440	1,623,440	1,506,407	1,391,343	1,278,247	1,167,119	1,057,959	950,768		
7 Twenty unit development (flats)	20	£98,667	1,542,279	1,421,386	1,302,615	1,185,969	1,071,446	959,046	848,769	739,602	631,547	525,069	420,767		
8 Thirty unit development	30	£493,333	9,720,783	9,166,637	8,619,094	8,078,157	7,543,823	7,016,094	6,494,970	5,980,450	5,472,534	4,971,223	4,476,516		
9 Fifty unit development	50	£822,222	5,640,634	5,274,546	4,914,423	4,560,263	4,212,068	3,869,836	3,533,569	3,203,265	2,878,927	2,560,551	2,248,140		
10 One hundred unit development	100	£2,055,556	12,211,569	11,478,745	10,757,598	10,048,128	9,350,335	8,664,218	7,989,779	7,327,016	6,675,930	6,036,521	5,408,789		
11 Three hundred unit scheme	300	£6,166,667	35,719,281	33,582,578	31,479,828	29,411,030	27,376,185	25,375,293	23,408,353	21,475,367	19,576,333	17,711,251	15,879,911		
12 Five hundred unit scheme	500	£7,708,333	47,165,908	43,830,298	40,548,763	37,321,301	34,147,912	31,028,598	27,961,187	24,942,208	21,977,484	19,067,014	16,210,797		
13 Seven-hundred and fifty unit scheme	750	£11,562,500	58,633,762	53,835,151	49,114,417	44,471,557	39,906,575	35,419,467	31,002,376	26,650,972	22,377,842	18,179,553	14,037,683		
14 One thousand unit scheme	1,000	£15,416,667	75,723,035	69,524,863	63,427,272	57,430,265	51,515,951	45,697,951	39,980,968	34,365,000	28,824,934	23,383,133	18,027,579		
15 One thousand, five hundred unit scheme	1,500	£18,500,000	105,000,662	96,377,274	87,893,871	79,529,733	71,297,690	63,206,181	55,250,237	47,404,502	39,699,989	32,104,312	24,636,660		
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	149,707,636	137,330,458	125,123,873	113,110,962	101,299,825	89,653,740	78,201,959	66,918,154	55,817,797	44,865,952	34,067,674		
17 C2 care scheme - houses	50	£578,125	5,323,986	4,995,927	4,673,205	4,355,818	4,043,770	3,737,057	3,435,681	3,139,642	2,848,939	2,563,573	2,283,544		
18 C2 care scheme - flats	60	£277,500	391,652	164,887	59,699	283,563	504,370	722,120	936,814	1,148,452	1,357,034	1,562,560	1,765,030		
19 Class E (light industrial) development	-	£52,857	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512	741,512		
20 Class E (retail - convenience) development	-	£88,095	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331	417,331		
21 Class E (retail - supermarket) development	-	£154,167	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036	1,548,036		
22 Class E (office) development	-	£27,750	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622	533,622		
23 Class E (office) development	-	£66,071	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369	889,369		
24 Industrial (B2/B8)	-	£308,333	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966	1,185,966		
25 Industrial (B2/B8)	-	£1,233,333	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397	4,793,397		
26 Industrial (B2/B8)	-	£61,667	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193	237,193		
27 Hotel (town centre) 50 rooms	-	£46,250	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341	1,280,341		
28 Hotel (town centre) 75 rooms	-	£69,375	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511	1,920,511		
29 Hotel (town centre) 100 rooms	-	£92,500	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680	2,560,680		
30 Community use/leisure	-	£29,071	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644	863,644		

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA					Residual land values							
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£50,000	466,168	438,855	411,968	385,509	359,477	333,872	308,694	283,944	259,621	235,724	212,256		
2 Five unit development	5	£83,333	776,9												

Appendix 9 - Appraisal results (present day) –  
60% rent (25% social rent, 75% affordable rent),  
15% SO, 25% First Homes



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,567 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

(Rented element provided as 25% social rent/75% affordable rent)

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	183,738	170,702	157,830	145,122	132,578	120,197	107,982	95,929	84,040	72,317	60,756	
2 Five unit development	5	£250,000	306,231	284,504	263,050	241,870	220,963	200,330	179,969	159,882	140,067	120,527	101,260	
3 Eight unit development	8	£400,000	413,185	382,140	351,490	321,231	291,365	261,890	232,808	204,118	175,822	147,917	120,404	
4 Ten unit development	10	£400,000	516,480	477,676	439,362	401,538	364,205	327,362	291,010	255,148	219,777	184,896	150,505	
5 Ten unit development (flats)	10	£100,000	- 1,179	- 31,199	- 60,801	- 89,986	- 118,753	- 147,102	- 175,034	- 202,548	- 229,645	- 256,794	- 283,568	
6 Fifteen unit development	15	£600,000	790,014	731,722	674,164	617,343	561,257	505,907	451,292	397,413	344,270	291,862	240,189	
7 Twenty unit development (flats)	20	£200,000	93,805	36,853	- 19,575	- 75,715	- 131,046	- 185,569	- 239,283	- 292,188	- 344,284	- 395,571	- 446,050	
8 Thirty unit development	30	£1,000,000	3,035,665	2,754,384	2,476,729	2,202,702	1,932,300	1,665,525	1,402,376	1,142,853	886,957	634,687	386,044	
9 Fifty unit development	50	£1,666,667	1,568,249	1,400,925	1,235,775	1,072,801	912,004	753,382	596,748	441,023	287,495	136,164	- 13,153	
10 One hundred unit development	100	£4,166,667	4,143,715	3,812,942	3,486,366	3,163,989	2,845,811	2,531,830	2,222,049	1,916,466	1,615,081	1,317,896	1,024,907	
11 Three hundred unit scheme	300	£12,500,000	12,506,515	11,530,786	10,567,418	9,616,412	8,677,768	7,751,486	6,837,565	5,936,007	5,046,810	4,169,975	3,301,481	
12 Five hundred unit scheme	500	£15,625,000	10,111,529	8,617,182	7,142,643	5,687,913	4,252,992	2,831,756	1,425,555	39,320	- 1,356,106	- 2,735,221	- 4,109,067	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	5,119,202	2,938,192	786,091	- 1,366,866	- 3,514,087	- 5,646,785	- 7,764,364	- 9,879,024	- 11,994,831	- 14,127,335	- 16,260,368	
14 One thousand unit scheme	1,000	£31,250,000	6,485,491	3,664,189	868,813	- 1,927,033	- 4,715,871	- 7,490,066	- 10,250,000	- 13,007,213	- 15,773,127	- 18,560,998	- 21,376,096	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	8,587,735	4,635,387	723,878	- 3,216,138	- 7,138,440	- 11,045,371	- 14,949,390	- 18,862,829	- 22,814,068	- 26,834,261	- 30,938,581	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	11,074,308	5,327,210	- 389,936	- 6,159,161	- 11,917,543	- 17,683,005	- 23,486,972	- 29,362,475	- 35,377,753	- 41,620,274	- 48,135,310	
17 C2 care scheme - houses	50	£1,171,875	1,459,205	1,323,002	1,188,379	1,054,830	923,041	793,010	664,739	538,227	413,475	290,482	169,248	
18 C2 care scheme - flats	60	£562,500	- 2,937,071	- 3,034,404	- 3,130,110	- 3,224,191	- 3,316,645	- 3,407,474	- 3,496,677	- 3,584,253	- 3,670,204	- 3,754,528	- 3,837,227	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	183,738	170,702	157,830	145,122	132,578	120,197	107,982	95,929	84,040	72,317	60,756	
2 Five unit development	5	£123,333	306,231	284,504	263,050	241,870	220,963	200,330	179,969	159,882	140,067	120,527	101,260	
3 Eight unit development	8	£197,333	413,185	382,140	351,490	321,231	291,365	261,890	232,808	204,118	175,822	147,917	120,404	
4 Ten unit development	10	£197,333	516,480	477,676	439,362	401,538	364,205	327,362	291,010	255,148	219,777	184,896	150,505	
5 Ten unit development (flats)	10	£49,333	- 1,179	- 31,199	- 60,801	- 89,986	- 118,753	- 147,102	- 175,034	- 202,548	- 229,645	- 256,794	- 283,568	
6 Fifteen unit development	15	£296,000	790,014	731,722	674,164	617,343	561,257	505,907	451,292	397,413	344,270	291,862	240,189	
7 Twenty unit development (flats)	20	£98,667	93,805	36,853	- 19,575	- 75,715	- 131,046	- 185,569	- 239,283	- 292,188	- 344,284	- 395,571	- 446,050	
8 Thirty unit development	30	£493,333	3,035,665	2,754,384	2,476,729	2,202,702	1,932,300	1,665,525	1,402,376	1,142,853	886,957	634,687	386,044	
9 Fifty unit development	50	£822,222	1,568,249	1,400,925	1,235,775	1,072,801	912,004	753,382	596,748	441,023	287,495	136,164	- 13,153	
10 One hundred unit development	100	£2,055,556	4,143,715	3,812,942	3,486,366	3,163,989	2,845,811	2,531,830	2,222,049	1,916,466	1,615,081	1,317,896	1,024,907	
11 Three hundred unit scheme	300	£6,166,667	12,506,515	11,530,786	10,567,418	9,616,412	8,677,768	7,751,486	6,837,565	5,936,007	5,046,810	4,169,975	3,301,481	
12 Five hundred unit scheme	500	£7,708,333	10,111,529	8,617,182	7,142,643	5,687,913	4,252,992	2,831,756	1,425,555	39,320	- 1,356,106	- 2,735,221	- 4,109,067	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	5,119,202	2,938,192	786,091	- 1,366,866	- 3,514,087	- 5,646,785	- 7,764,364	- 9,879,024	- 11,994,831	- 14,127,335	- 16,260,368	
14 One thousand unit scheme	1,000	£15,416,667	6,485,491	3,664,189	868,813	- 1,927,033	- 4,715,871	- 7,490,066	- 10,250,000	- 13,007,213	- 15,773,127	- 18,560,998	- 21,376,096	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	8,587,735	4,635,387	723,878	- 3,216,138	- 7,138,440	- 11,045,371	- 14,949,390	- 18,862,829	- 22,814,068	- 26,834,261	- 30,938,581	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	11,074,308	5,327,210	- 389,936	- 6,159,161	- 11,917,543	- 17,683,005	- 23,486,972	- 29,362,475	- 35,377,753	- 41,620,274	- 48,135,310	
17 C2 care scheme - houses	50	£578,125	1,459,205	1,323,002	1,188,379	1,054,830	923,041	793,010	664,739	538,227	413,475	290,482	169,248	
18 C2 care scheme - flats	60	£277,500	- 2,937,071	- 3,034,404	- 3,130,110	- 3,224,191	- 3,316,645	- 3,407,474	- 3,496,677	- 3,584,253	- 3,670,204	- 3,754,528	- 3,837,227	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000 PER HA

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	183,738	170,702	157,830	145,122	132,578	120,197	107,982	95,929	84,040	72,317	60,756	
2 Five unit development	5	£83,333	306,231	284,504	263,050	241,870	220,963	200,330	179,969	159,882	140,067	120,527	101,260	
3 Eight unit development	8	£133,333	413,185	382,140	351,490	321,231	291,365	261,890	232,808	204,118	175,822	147,917	120,404	
4 Ten unit development	10	£133,333	516,480	477,676	439,362	401,538	364,205	327,362	291,010	255,148	219,777	184,896	150,505	
5 Ten unit development (flats)	10	£33,333	- 1,179	- 31,199	- 60,801	- 89,986	- 118,753	- 147,102	- 175,034	- 202,548	- 229,645	- 256,794	- 283,568	
6 Fifteen unit development	15	£200,000	790,014	731,722	674,164	617,343	561,257	505,907	451,292	397,413	344,270	291,862	240,189	
7 Twenty unit development (flats)	20	£66,667	93,805	36,853	- 19,575	- 75,715	- 131,046	- 185,569	- 239,283	- 292,188	- 344,284	- 395,571	- 446,050	
8 Thirty unit development	30	£333,333	3,035,665	2,754,384	2,476,729	2,202,702	1,932,300	1,665,525	1,402,376	1,142,853	886,957	634,687	386,044	
9 Fifty unit development	50	£555,556	1,568,249	1,400,925	1,235,775	1,072,801	912,004	753,382	596,748	441,023	287,495	136,164	- 13,153	
10 One hundred unit development	100	£1,388,889	4,143,715	3,812,942	3,486,366	3,163,989	2,845,811	2,531,830	2,222,049	1,916,466	1,615,081	1,317,896	1,024,907	
11 Three hundred unit scheme	300	£4,166,667	12,506,515	11,530,786	10,567,418	9,616,412	8,677,768	7,751,486	6,837,565	5,936,007	5,046,810	4,169,975	3,301,481	
12 Five hundred unit scheme	500	£5,208,333	10,111,529	8,617,182	7,142,643	5,687,913	4,252,992	2,831,756	1,425,555	39,320	- 1,356,106	- 2,735,221	- 4,109,067	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	5,119,202	2,938,192	786,091	- 1,366,866	- 3,514,087	- 5,646,785	- 7,764,364	- 9,879,024	- 11,994,831	- 14,127,335	- 16,260,368	
14 One thousand unit scheme	1,000	£10,416,667	6,485,491	3,664,189	868,813	- 1,927,033	- 4,715,871	- 7,490,066	- 10,250,000	- 13,007,213	- 15,773,127	- 18,560,998	- 21,376,096	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	8,587,735	4,635,387	723,878	- 3,216,138	- 7,138,440	- 11,045,371	- 14,949,390	- 18,862,829	- 22,814,068	- 26,834,261	- 30,938,581	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	11,074,308	5,327,210	- 389,936	- 6,159,161	- 11,917,543	- 17,683,005	- 23,486,972	- 29,362,475	- 35,377,753	- 41,620,274	- 48,135,310	
17 C2 care scheme - houses	50	£390,625	1,459,205	1,323,002	1,188,379	1,054,830	923,041	793,010	664,739	538,227	413,475	290,482	169,248	
18 C2 care scheme - flats	60	£187,500	- 2,937,071	- 3,034,404	- 3,130,110	- 3,224,191	- 3,316,645	- 3,407,474	- 3,496,677	- 3,584,253	- 3,670,204	- 3,754,528	- 3,837,227	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,751 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

(Rented element provided as 25% social rent/75% affordable rent)

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	223,245	208,465	193,974	179,764	165,637	151,692	137,931	124,354	110,960	97,748	84,721	
2 Five unit development	5	£250,000	372,075	347,442	323,290	299,606	276,061	252,821	229,886	207,257	184,933	162,915	141,201	
3 Eight unit development	8	£400,000	514,515	479,024	444,244	410,158	376,255	342,793	309,774	277,195	245,056	213,361	182,106	
4 Ten unit development	10	£400,000	643,143	598,779	555,305	512,697	470,319	428,492	387,216	346,492	306,321	266,701	227,633	
5 Ten unit development (flats)	10	£100,000	104,910	70,921	37,396	4,335	- 28,664	- 61,254	- 93,373	- 125,024	- 156,205	- 186,915	- 217,229	
6 Fifteen unit development	15	£600,000	975,566	909,114	843,984	780,140	716,648	653,983	592,143	531,129	470,941	411,578	353,041	
7 Twenty unit development (flats)	20	£200,000	305,241	239,564	174,786	110,908	47,930	- 14,349	- 76,393	- 137,525	- 197,743	- 257,050	- 315,445	
8 Thirty unit development	30	£1,000,000	3,978,872	3,658,667	3,342,544	3,030,504	2,722,547	2,418,673	2,118,882	1,823,172	1,531,546	1,244,003	960,542	
9 Fifty unit development	50	£1,666,667	2,148,088	1,956,872	1,768,111	1,581,807	1,397,959	1,216,568	1,037,631	861,150	687,126	515,557	345,178	
10 One hundred unit development	100	£4,166,667	5,300,577	4,919,249	4,545,768	4,179,914	3,815,871	3,456,582	3,102,049	2,752,271	2,407,250	2,066,982	1,731,471	
11 Three hundred unit scheme	300	£12,500,000	15,799,917	14,682,904	13,588,608	12,516,398	11,449,716	10,396,947	9,355,622	8,327,261	7,312,859	6,312,416	5,325,935	
12 Five hundred unit scheme	500	£15,625,000	15,400,527	13,682,968	12,001,795	10,355,997	8,718,981	7,095,177	5,493,325	3,913,855	2,352,847	805,823	- 730,846	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	12,834,988	10,342,859	7,896,563	5,501,801	3,105,344	733,847	- 1,641,839	- 4,006,336	- 6,365,873	- 8,717,117	- 11,070,767	
14 One thousand unit scheme	1,000	£31,250,000	16,488,210	13,267,481	10,096,647	6,986,266	3,883,626	803,103	- 2,283,248	- 5,358,235	- 8,423,356	- 11,489,659	- 14,570,574	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	22,584,100	18,075,499	13,651,304	9,297,149	4,947,869	636,618	- 3,710,180	- 8,045,416	- 12,374,917	- 16,727,362	- 21,122,868	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	31,388,574	24,866,740	18,451,819	12,129,398	5,798,576	- 509,451	- 6,882,533	- 13,271,845	- 19,697,200	- 26,214,632	- 32,904,336	
17 C2 care scheme - houses	50	£1,171,875	2,011,390	1,851,280	1,694,657	1,541,417	1,388,781	1,238,154	1,089,538	942,931	798,036	654,432	512,854	
18 C2 care scheme - flats	60	£562,500	- 2,435,263	- 2,553,118	- 2,669,108	- 2,783,232	- 2,895,488	- 3,005,879	- 3,114,404	- 3,221,063	- 3,325,855	- 3,428,781	- 3,529,841	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	223,245	208,465	193,974	179,764	165,637	151,692	137,931	124,354	110,960	97,748	84,721	
2 Five unit development	5	£123,333	372,075	347,442	323,290	299,606	276,061	252,821	229,886	207,257	184,933	162,915	141,201	
3 Eight unit development	8	£197,333	514,515	479,024	444,244	410,158	376,255	342,793	309,774	277,195	245,056	213,361	182,106	
4 Ten unit development	10	£197,333	643,143	598,779	555,305	512,697	470,319	428,492	387,216	346,492	306,321	266,701	227,633	
5 Ten unit development (flats)	10	£49,333	104,910	70,921	37,396	4,335	- 28,664	- 61,254	- 93,373	- 125,024	- 156,205	- 186,915	- 217,229	
6 Fifteen unit development	15	£296,000	975,566	909,114	843,984	780,140	716,648	653,983	592,143	531,129	470,941	411,578	353,041	
7 Twenty unit development (flats)	20	£98,667	305,241	239,564	174,786	110,908	47,930	- 14,349	- 76,393	- 137,525	- 197,743	- 257,050	- 315,445	
8 Thirty unit development	30	£493,333	3,978,872	3,658,667	3,342,544	3,030,504	2,722,547	2,418,673	2,118,882	1,823,172	1,531,546	1,244,003	960,542	
9 Fifty unit development	50	£822,222	2,148,088	1,956,872	1,768,111	1,581,807	1,397,959	1,216,568	1,037,631	861,150	687,126	515,557	345,178	
10 One hundred unit development	100	£2,055,556	5,300,577	4,919,249	4,545,768	4,179,914	3,815,871	3,456,582	3,102,049	2,752,271	2,407,250	2,066,982	1,731,471	
11 Three hundred unit scheme	300	£6,166,667	15,799,917	14,682,904	13,588,608	12,516,398	11,449,716	10,396,947	9,355,622	8,327,261	7,312,859	6,312,416	5,325,935	
12 Five hundred unit scheme	500	£7,708,333	15,400,527	13,682,968	12,001,795	10,355,997	8,718,981	7,095,177	5,493,325	3,913,855	2,352,847	805,823	- 730,846	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	12,834,988	10,342,859	7,896,563	5,501,801	3,105,344	733,847	- 1,641,839	- 4,006,336	- 6,365,873	- 8,717,117	- 11,070,767	
14 One thousand unit scheme	1,000	£15,416,667	16,488,210	13,267,481	10,096,647	6,986,266	3,883,626	803,103	- 2,283,248	- 5,358,235	- 8,423,356	- 11,489,659	- 14,570,574	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	22,584,100	18,075,499	13,651,304	9,297,149	4,947,869	636,618	- 3,710,180	- 8,045,416	- 12,374,917	- 16,727,362	- 21,122,868	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	31,388,574	24,866,740	18,451,819	12,129,398	5,798,576	- 509,451	- 6,882,533	- 13,271,845	- 19,697,200	- 26,214,632	- 32,904,336	
17 C2 care scheme - houses	50	£578,125	2,011,390	1,851,280	1,694,657	1,541,417	1,388,781	1,238,154	1,089,538	942,931	798,036	654,432	512,854	
18 C2 care scheme - flats	60	£277,500	- 2,435,263	- 2,553,118	- 2,669,108	- 2,783,232	- 2,895,488	- 3,005,879	- 3,114,404	- 3,221,063	- 3,325,855	- 3,428,781	- 3,529,841	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000 PER HA

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	223,245	208,465	193,974	179,764	165,637	151,692	137,931	124,354	110,960	97,748	84,721	
2 Five unit development	5	£83,333	372,075	347,442	323,290	299,606	276,061	252,821	229,886	207,257	184,933	162,915	141,201	
3 Eight unit development	8	£133,333	514,515	479,024	444,244	410,158	376,255	342,793	309,774	277,195	245,056	213,361	182,106	
4 Ten unit development	10	£133,333	643,143	598,779	555,305	512,697	470,319	428,492	387,216	346,492	306,321	266,701	227,633	
5 Ten unit development (flats)	10	£33,333	104,910	70,921	37,396	4,335	- 28,664	- 61,254	- 93,373	- 125,024	- 156,205	- 186,915	- 217,229	
6 Fifteen unit development	15	£200,000	975,566	909,114	843,984	780,140	716,648	653,983	592,143	531,129	470,941	411,578	353,041	
7 Twenty unit development (flats)	20	£66,667	305,241	239,564	174,786	110,908	47,930	- 14,349	- 76,393	- 137,525	- 197,743	- 257,050	- 315,445	
8 Thirty unit development	30	£333,333	3,978,872	3,658,667	3,342,544	3,030,504	2,722,547	2,418,673	2,118,882	1,823,172	1,531,546	1,244,003	960,542	
9 Fifty unit development	50	£555,556	2,148,088	1,956,872	1,768,111	1,581,807	1,397,959	1,216,568	1,037,631	861,150	687,126	515,557	345,178	
10 One hundred unit development	100	£1,388,889	5,300,577	4,919,249	4,545,768	4,179,914	3,815,871	3,456,582	3,102,049	2,752,271	2,407,250	2,066,982	1,731,471	
11 Three hundred unit scheme	300	£4,166,667	15,799,917	14,682,904	13,588,608	12,516,398	11,449,716	10,396,947	9,355,622	8,327,261	7,312,859	6,312,416	5,325,935	
12 Five hundred unit scheme	500	£5,208,333	15,400,527	13,682,968	12,001,795	10,355,997	8,718,981	7,095,177	5,493,325	3,913,855	2,352,847	805,823	- 730,846	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	12,834,988	10,342,859	7,896,563	5,501,801	3,105,344	733,847	- 1,641,839	- 4,006,336	- 6,365,873	- 8,717,117	- 11,070,767	
14 One thousand unit scheme	1,000	£10,416,667	16,488,210	13,267,481	10,096,647	6,986,266	3,883,626	803,103	- 2,283,248	- 5,358,235	- 8,423,356	- 11,489,659	- 14,570,574	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	22,584,100	18,075,499	13,651,304	9,297,149	4,947,869	636,618	- 3,710,180	- 8,045,416	- 12,374,917	- 16,727,362	- 21,122,868	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	31,388,574	24,866,740	18,451,819	12,129,398	5,798,576	- 509,451	- 6,882,533	- 13,271,845	- 19,697,200	- 26,214,632	- 32,904,336	
17 C2 care scheme - houses	50	£390,625	2,011,390	1,851,280	1,694,657	1,541,417	1,388,781	1,238,154	1,089,538	942,931	798,036	654,432	512,854	
18 C2 care scheme - flats	60	£187,500	- 2,435,263	- 2,553,118	- 2,669,108	- 2,783,232	- 2,895,488	- 3,005,879	- 3,114,404	- 3,221,063	- 3,325,855	- 3,428,781	- 3,529,841	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,934 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

(Rented element provided as 25% social rent/75% affordable rent)

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	251,548	235,396	219,550	204,009	188,774	173,843	159,218	144,898	130,884	117,174	103,476	
2 Five unit development	5	£250,000	419,246	392,327	365,917	340,016	314,623	289,739	265,364	241,497	218,139	195,289	172,461	
3 Eight unit development	8	£400,000	585,994	547,072	508,903	471,488	434,826	398,918	363,764	329,363	295,716	262,822	229,929	
4 Ten unit development	10	£400,000	732,492	683,839	636,129	589,359	543,533	498,648	454,705	411,704	369,644	328,527	287,411	
5 Ten unit development (flats)	10	£100,000	174,220	137,927	102,123	66,809	31,982	- 2,387	- 36,714	- 70,545	- 103,881	- 136,720	- 169,063	
6 Fifteen unit development	15	£600,000	1,106,743	1,033,977	962,609	892,639	824,066	756,892	691,116	626,737	563,758	502,175	440,610	
7 Twenty unit development (flats)	20	£200,000	442,172	371,991	302,759	234,477	167,145	100,763	35,330	- 29,565	- 93,996	- 157,464	- 219,970	
8 Thirty unit development	30	£1,000,000	4,635,323	4,292,442	3,953,898	3,619,692	3,289,825	2,964,295	2,643,104	2,326,251	2,013,734	1,705,557	1,401,718	
9 Fifty unit development	50	£1,666,667	2,544,261	2,337,775	2,135,521	1,937,502	1,741,106	1,546,834	1,355,170	1,166,113	979,663	795,821	614,586	
10 One hundred unit development	100	£4,166,667	6,090,306	5,672,899	5,263,739	4,862,829	4,469,758	4,083,841	3,706,228	3,336,915	2,975,905	2,623,198	2,270,196	
11 Three hundred unit scheme	300	£12,500,000	18,067,171	16,842,088	15,641,022	14,463,976	13,310,948	12,181,938	11,076,946	9,995,973	8,937,219	7,901,088	6,864,447	
12 Five hundred unit scheme	500	£15,625,000	19,010,735	17,121,450	15,270,621	13,458,249	11,684,330	9,948,867	8,249,115	6,581,176	4,951,942	3,361,414	1,761,127	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	18,017,976	15,291,385	12,620,090	9,985,278	7,406,457	4,880,389	2,391,062	- 44,446	- 2,480,549	- 4,874,415	- 7,295,222	
14 One thousand unit scheme	1,000	£31,250,000	23,190,435	19,651,775	16,185,247	12,784,760	9,436,959	6,161,861	2,934,266	- 229,982	- 3,392,405	- 6,505,798	- 9,658,327	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	31,854,686	26,926,289	22,078,761	17,332,158	12,651,867	8,067,093	3,549,755	- 907,255	- 5,348,254	- 9,735,771	- 14,194,054	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	44,565,639	37,436,832	30,444,349	23,559,525	16,785,243	10,117,493	3,543,407	- 2,991,276	- 9,508,094	- 15,996,897	- 22,651,725	
17 C2 care scheme - houses	50	£1,171,875	2,383,381	2,205,896	2,032,107	1,862,014	1,695,617	1,532,917	1,373,913	1,218,606	1,066,994	919,079	770,752	
18 C2 care scheme - flats	60	£562,500	- 2,160,134	- 2,285,669	- 2,409,255	- 2,530,895	- 2,650,587	- 2,768,333	- 2,884,130	- 2,997,980	- 3,109,884	- 3,219,839	- 3,327,847	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	251,548	235,396	219,550	204,009	188,774	173,843	159,218	144,898	130,884	117,174	103,476	
2 Five unit development	5	£123,333	419,246	392,327	365,917	340,016	314,623	289,739	265,364	241,497	218,139	195,289	172,461	
3 Eight unit development	8	£197,333	585,994	547,072	508,903	471,488	434,826	398,918	363,764	329,363	295,716	262,822	229,929	
4 Ten unit development	10	£197,333	732,492	683,839	636,129	589,359	543,533	498,648	454,705	411,704	369,644	328,527	287,411	
5 Ten unit development (flats)	10	£49,333	174,220	137,927	102,123	66,809	31,982	- 2,387	- 36,714	- 70,545	- 103,881	- 136,720	- 169,063	
6 Fifteen unit development	15	£296,000	1,106,743	1,033,977	962,609	892,639	824,066	756,892	691,116	626,737	563,758	502,175	440,610	
7 Twenty unit development (flats)	20	£98,667	442,172	371,991	302,759	234,477	167,145	100,763	35,330	- 29,565	- 93,996	- 157,464	- 219,970	
8 Thirty unit development	30	£493,333	4,635,323	4,292,442	3,953,898	3,619,692	3,289,825	2,964,295	2,643,104	2,326,251	2,013,734	1,705,557	1,401,718	
9 Fifty unit development	50	£822,222	2,544,261	2,337,775	2,135,521	1,937,502	1,741,106	1,546,834	1,355,170	1,166,113	979,663	795,821	614,586	
10 One hundred unit development	100	£2,055,556	6,090,306	5,672,899	5,263,739	4,862,829	4,469,758	4,083,841	3,706,228	3,336,915	2,975,905	2,623,198	2,270,196	
11 Three hundred unit scheme	300	£6,166,667	18,067,171	16,842,088	15,641,022	14,463,976	13,310,948	12,181,938	11,076,946	9,995,973	8,937,219	7,901,088	6,864,447	
12 Five hundred unit scheme	500	£7,708,333	19,010,735	17,121,450	15,270,621	13,458,249	11,684,330	9,948,867	8,249,115	6,581,176	4,951,942	3,361,414	1,761,127	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	18,017,976	15,291,385	12,620,090	9,985,278	7,406,457	4,880,389	2,391,062	- 44,446	- 2,480,549	- 4,874,415	- 7,295,222	
14 One thousand unit scheme	1,000	£15,416,667	23,190,435	19,651,775	16,185,247	12,784,760	9,436,959	6,161,861	2,934,266	- 229,982	- 3,392,405	- 6,505,798	- 9,658,327	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	31,854,686	26,926,289	22,078,761	17,332,158	12,651,867	8,067,093	3,549,755	- 907,255	- 5,348,254	- 9,735,771	- 14,194,054	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	44,565,639	37,436,832	30,444,349	23,559,525	16,785,243	10,117,493	3,543,407	- 2,991,276	- 9,508,094	- 15,996,897	- 22,651,725	
17 C2 care scheme - houses	50	£578,125	2,383,381	2,205,896	2,032,107	1,862,014	1,695,617	1,532,917	1,373,913	1,218,606	1,066,994	919,079	770,752	
18 C2 care scheme - flats	60	£277,500	- 2,160,134	- 2,285,669	- 2,409,255	- 2,530,895	- 2,650,587	- 2,768,333	- 2,884,130	- 2,997,980	- 3,109,884	- 3,219,839	- 3,327,847	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	251,548	235,396	219,550	204,009	188,774	173,843	159,218	144,898	130,884	117,174	103,476	
2 Five unit development	5	£83,333	419,246	392,327	365,917	340,016	314,623	289,739	265,364	241,497	218,139	195,289	172,461	
3 Eight unit development	8	£133,333	585,994	547,072	508,903	471,488	434,826	398,918	363,764	329,363	295,716	262,822	229,929	
4 Ten unit development	10	£133,333	732,492	683,839	636,129	589,359	543,533	498,648	454,705	411,704	369,644	328,527	287,411	
5 Ten unit development (flats)	10	£33,333	174,220	137,927	102,123	66,809	31,982	- 2,387	- 36,714	- 70,545	- 103,881	- 136,720	- 169,063	
6 Fifteen unit development	15	£200,000	1,106,743	1,033,977	962,609	892,639	824,066	756,892	691,116	626,737	563,758	502,175	440,610	
7 Twenty unit development (flats)	20	£66,667	442,172	371,991	302,759	234,477	167,145	100,763	35,330	- 29,565	- 93,996	- 157,464	- 219,970	
8 Thirty unit development	30	£333,333	4,635,323	4,292,442	3,953,898	3,619,692	3,289,825	2,964,295	2,643,104	2,326,251	2,013,734	1,705,557	1,401,718	
9 Fifty unit development	50	£555,556	2,544,261	2,337,775	2,135,521	1,937,502	1,741,106	1,546,834	1,355,170	1,166,113	979,663	795,821	614,586	
10 One hundred unit development	100	£1,388,889	6,090,306	5,672,899	5,263,739	4,862,829	4,469,758	4,083,841	3,706,228	3,336,915	2,975,905	2,623,198	2,270,196	
11 Three hundred unit scheme	300	£4,166,667	18,067,171	16,842,088	15,641,022	14,463,976	13,310,948	12,181,938	11,076,946	9,995,973	8,937,219	7,901,088	6,864,447	
12 Five hundred unit scheme	500	£5,208,333	19,010,735	17,121,450	15,270,621	13,458,249	11,684,330	9,948,867	8,249,115	6,581,176	4,951,942	3,361,414	1,761,127	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	18,017,976	15,291,385	12,620,090	9,985,278	7,406,457	4,880,389	2,391,062	- 44,446	- 2,480,549	- 4,874,415	- 7,295,222	
14 One thousand unit scheme	1,000	£10,416,667	23,190,435	19,651,775	16,185,247	12,784,760	9,436,959	6,161,861	2,934,266	- 229,982	- 3,392,405	- 6,505,798	- 9,658,327	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	31,854,686	26,926,289	22,078,761	17,332,158	12,651,867	8,067,093	3,549,755	- 907,255	- 5,348,254	- 9,735,771	- 14,194,054	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	44,565,639	37,436,832	30,444,349	23,559,525	16,785,243	10,117,493	3,543,407	- 2,991,276	- 9,508,094	- 15,996,897	- 22,651,725	
17 C2 care scheme - houses	50	£390,625	2,383,381	2,205,896	2,032,107	1,862,014	1,695,617	1,532,917	1,373,913	1,218,606	1,066,994	919,079	770,752	



**TEST VALLEY LOCAL PLAN VIABILITY TESTING**  
**BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,118 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

(Rented element provided as 25% social rent/75% affordable rent)

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	291,054	272,897	255,069	237,571	220,402	203,563	187,053	170,874	155,024	139,504	124,313	
2 Five unit development	5	£250,000	485,090	454,828	425,115	395,951	367,337	339,271	311,756	284,789	258,373	232,505	207,187	
3 Eight unit development	8	£400,000	687,325	643,280	600,051	557,639	516,042	475,261	435,296	396,147	357,813	320,296	283,595	
4 Ten unit development	10	£400,000	859,156	804,100	750,064	697,048	645,053	594,076	544,120	495,184	447,267	400,369	354,493	
5 Ten unit development (flats)	10	£100,000	280,039	239,613	199,473	159,873	120,815	82,297	44,318	6,881	- 30,441	- 67,312	- 103,635	
6 Fifteen unit development	15	£600,000	1,292,295	1,210,134	1,129,485	1,050,349	972,725	896,613	822,014	748,926	677,352	607,288	538,738	
7 Twenty unit development (flats)	20	£200,000	653,610	574,702	496,846	420,043	344,293	269,594	195,947	123,353	51,811	- 18,944	- 89,364	
8 Thirty unit development	30	£1,000,000	5,578,531	5,196,725	4,819,713	4,447,496	4,080,072	3,717,443	3,359,609	3,006,570	2,658,324	2,314,873	1,976,216	
9 Fifty unit development	50	£1,666,667	3,124,099	2,888,346	2,657,184	2,430,611	2,208,627	1,991,235	1,778,430	1,570,217	1,366,593	1,167,558	968,118	
10 One hundred unit development	100	£4,166,667	7,234,710	6,759,648	6,293,535	5,836,372	5,388,159	4,948,896	4,518,582	4,097,217	3,684,803	3,281,284	2,885,000	
11 Three hundred unit scheme	300	£12,500,000	21,356,500	19,965,433	18,600,402	17,261,409	15,948,453	14,661,533	13,400,652	12,165,807	10,956,999	9,774,228	8,617,495	
12 Five hundred unit scheme	500	£15,625,000	24,269,622	22,122,227	20,016,329	17,951,927	15,922,829	13,933,677	11,986,224	10,080,468	8,216,411	6,388,589	4,597,395	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	25,650,561	22,556,163	19,507,661	16,515,429	13,583,453	10,705,765	7,873,075	5,101,112	2,367,761	- 315,991	- 2,995,446	
14 One thousand unit scheme	1,000	£31,250,000	33,072,122	29,057,319	25,120,229	21,250,553	17,444,826	13,717,332	10,049,365	6,450,426	2,908,614	- 578,792	- 4,057,439	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	45,659,523	40,070,192	34,564,606	29,167,751	23,862,285	18,648,611	13,525,031	8,491,584	3,527,296	- 1,381,841	- 6,279,343	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	64,519,513	56,466,625	48,528,798	40,741,578	33,070,297	25,525,935	18,100,353	10,779,486	3,549,629	- 3,653,529	- 10,869,688	
17 C2 care scheme - houses	50	£1,171,875	2,935,566	2,730,495	2,529,456	2,332,448	2,139,471	1,950,525	1,765,611	1,584,727	1,407,875	1,235,054	1,066,263	
18 C2 care scheme - flats	60	£562,500	- 1,658,325	- 1,804,383	- 1,948,253	- 2,089,935	- 2,229,431	- 2,366,739	- 2,501,858	- 2,634,790	- 2,765,535	- 2,894,092	- 3,020,462	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	291,054	272,897	255,069	237,571	220,402	203,563	187,053	170,874	155,024	139,504	124,313	
2 Five unit development	5	£123,333	485,090	454,828	425,115	395,951	367,337	339,271	311,756	284,789	258,373	232,505	207,187	
3 Eight unit development	8	£197,333	687,325	643,280	600,051	557,639	516,042	475,261	435,296	396,147	357,813	320,296	283,595	
4 Ten unit development	10	£197,333	859,156	804,100	750,064	697,048	645,053	594,076	544,120	495,184	447,267	400,369	354,493	
5 Ten unit development (flats)	10	£49,333	280,039	239,613	199,473	159,873	120,815	82,297	44,318	6,881	- 30,441	- 67,312	- 103,635	
6 Fifteen unit development	15	£296,000	1,292,295	1,210,134	1,129,485	1,050,349	972,725	896,613	822,014	748,926	677,352	607,288	538,738	
7 Twenty unit development (flats)	20	£98,667	653,610	574,702	496,846	420,043	344,293	269,594	195,947	123,353	51,811	- 18,944	- 89,364	
8 Thirty unit development	30	£493,333	5,578,531	5,196,725	4,819,713	4,447,496	4,080,072	3,717,443	3,359,609	3,006,570	2,658,324	2,314,873	1,976,216	
9 Fifty unit development	50	£822,222	3,124,099	2,888,346	2,657,184	2,430,611	2,208,627	1,991,235	1,778,430	1,570,217	1,366,593	1,167,558	968,118	
10 One hundred unit development	100	£2,055,556	7,234,710	6,759,648	6,293,535	5,836,372	5,388,159	4,948,896	4,518,582	4,097,217	3,684,803	3,281,284	2,885,000	
11 Three hundred unit scheme	300	£6,166,667	21,356,500	19,965,433	18,600,402	17,261,409	15,948,453	14,661,533	13,400,652	12,165,807	10,956,999	9,774,228	8,617,495	
12 Five hundred unit scheme	500	£7,708,333	24,269,622	22,122,227	20,016,329	17,951,927	15,922,829	13,933,677	11,986,224	10,080,468	8,216,411	6,388,589	4,597,395	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	25,650,561	22,556,163	19,507,661	16,515,429	13,583,453	10,705,765	7,873,075	5,101,112	2,367,761	- 315,991	- 2,995,446	
14 One thousand unit scheme	1,000	£15,416,667	33,072,122	29,057,319	25,120,229	21,250,553	17,444,826	13,717,332	10,049,365	6,450,426	2,908,614	- 578,792	- 4,057,439	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	45,659,523	40,070,192	34,564,606	29,167,751	23,862,285	18,648,611	13,525,031	8,491,584	3,527,296	- 1,381,841	- 6,279,343	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	64,519,513	56,466,625	48,528,798	40,741,578	33,070,297	25,525,935	18,100,353	10,779,486	3,549,629	- 3,653,529	- 10,869,688	
17 C2 care scheme - houses	50	£578,125	2,935,566	2,730,495	2,529,456	2,332,448	2,139,471	1,950,525	1,765,611	1,584,727	1,407,875	1,235,054	1,066,263	
18 C2 care scheme - flats	60	£277,500	- 1,658,325	- 1,804,383	- 1,948,253	- 2,089,935	- 2,229,431	- 2,366,739	- 2,501,858	- 2,634,790	- 2,765,535	- 2,894,092	- 3,020,462	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000 PER HA

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	291,054	272,897	255,069	237,571	220,402	203,563	187,053	170,874	155,024	139,504	124,313	
2 Five unit development	5	£83,333	485,090	454,828	425,115	395,951	367,337	339,271	311,756	284,789	258,373	232,505	207,187	
3 Eight unit development	8	£133,333	687,325	643,280	600,051	557,639	516,042	475,261	435,296	396,147	357,813	320,296	283,595	
4 Ten unit development	10	£133,333	859,156	804,100	750,064	697,048	645,053	594,076	544,120	495,184	447,267	400,369	354,493	
5 Ten unit development (flats)	10	£33,333	280,039	239,613	199,473	159,873	120,815	82,297	44,318	6,881	- 30,441	- 67,312	- 103,635	
6 Fifteen unit development	15	£200,000	1,292,295	1,210,134	1,129,485	1,050,349	972,725	896,613	822,014	748,926	677,352	607,288	538,738	
7 Twenty unit development (flats)	20	£66,667	653,610	574,702	496,846	420,043	344,293	269,594	195,947	123,353	51,811	- 18,944	- 89,364	
8 Thirty unit development	30	£333,333	5,578,531	5,196,725	4,819,713	4,447,496	4,080,072	3,717,443	3,359,609	3,006,570	2,658,324	2,314,873	1,976,216	
9 Fifty unit development	50	£555,556	3,124,099	2,888,346	2,657,184	2,430,611	2,208,627	1,991,235	1,778,430	1,570,217	1,366,593	1,167,558	968,118	
10 One hundred unit development	100	£1,388,889	7,234,710	6,759,648	6,293,535	5,836,372	5,388,159	4,948,896	4,518,582	4,097,217	3,684,803	3,281,284	2,885,000	
11 Three hundred unit scheme	300	£4,166,667	21,356,500	19,965,433	18,600,402	17,261,409	15,948,453	14,661,533	13,400,652	12,165,807	10,956,999	9,774,228	8,617,495	
12 Five hundred unit scheme	500	£5,208,333	24,269,622	22,122,227	20,016,329	17,951,927	15,922,829	13,933,677	11,986,224	10,080,468	8,216,411	6,388,589	4,597,395	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	25,650,561	22,556,163	19,507,661	16,515,429	13,583,453	10,705,765	7,873,075	5,101,112	2,367,761	- 315,991	- 2,995,446	
14 One thousand unit scheme	1,000	£10,416,667	33,072,122	29,057,319	25,120,229	21,250,553	17,444,826	13,717,332	10,049,365	6,450,426	2,908,614	- 578,792	- 4,057,439	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	45,659,523	40,070,192	34,564,606	29,167,751	23,862,285	18,648,611	13,525,031	8,491,584	3,527,296	- 1,381,841	- 6,279,343	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	64,519,513	56,466,625	48,528,798	40,741,578	33,070,297	25,525,935	18,100,353	10,779,486	3,549,629	- 3,653,529	- 10,869,688	
17 C2 care scheme - houses	50	£390,625	2,935,566	2,730,495	2,529,456	2,332,448	2,139,471	1,950,525	1,765,611	1,584,727	1,407,875	1,235,054	1,066,263	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,302 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

(Rented element provided as 25% social rent/75% affordable rent)

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	319,354	299,825	280,643	261,806	243,316	225,172	207,375	189,923	172,817	156,058	139,645	
2 Five unit development	5	£250,000	532,257	499,710	467,738	436,344	405,527	375,287	345,624	316,538	288,029	260,097	232,742	
3 Eight unit development	8	£400,000	758,796	711,322	664,704	618,944	574,041	529,995	486,806	444,474	403,001	362,384	322,624	
4 Ten unit development	10	£400,000	948,495	889,152	830,880	773,679	717,551	662,494	608,507	555,594	503,751	452,980	403,280	
5 Ten unit development (flats)	10	£100,000	348,926	306,211	264,059	222,340	181,055	140,335	100,183	60,595	21,574	-	55,545	
6 Fifteen unit development	15	£600,000	1,423,459	1,334,985	1,248,099	1,162,801	1,079,093	996,972	916,441	837,498	760,143	684,376	610,198	
7 Twenty unit development (flats)	20	£200,000	789,220	706,974	624,804	543,598	463,494	384,492	306,593	229,796	154,101	79,508	6,018	
8 Thirty unit development	30	£1,000,000	6,234,915	5,830,436	5,431,007	5,036,628	4,647,298	4,263,017	3,883,787	3,509,605	3,140,474	2,776,393	2,417,360	
9 Fifty unit development	50	£1,666,667	3,520,229	3,265,621	3,015,829	2,770,854	2,530,695	2,295,354	2,064,829	1,839,121	1,618,231	1,402,157	1,190,899	
10 One hundred unit development	100	£4,166,667	8,023,073	7,510,531	7,007,390	6,513,649	6,029,310	5,554,371	5,088,835	4,632,698	4,185,961	3,748,627	3,320,693	
11 Three hundred unit scheme	300	£12,500,000	23,623,514	22,124,390	20,652,604	19,208,157	17,791,049	16,401,280	15,038,849	13,703,758	12,396,004	11,115,591	9,862,515	
12 Five hundred unit scheme	500	£15,625,000	27,867,237	25,548,565	23,273,451	21,041,897	18,853,901	16,705,659	14,596,842	12,531,791	10,510,507	8,532,988	6,595,004	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	30,808,760	27,469,271	24,192,608	20,968,551	17,799,404	14,693,476	11,647,976	8,646,433	5,708,597	2,813,225	27,872	
14 One thousand unit scheme	1,000	£31,250,000	39,741,202	35,409,825	31,159,969	26,991,636	22,897,694	18,867,617	14,919,601	11,036,839	7,223,998	3,472,167	219,230	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	54,874,876	48,854,392	42,940,932	37,116,533	31,406,138	25,792,138	20,274,612	14,851,524	9,523,606	4,267,097	925,749	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	77,615,084	68,945,150	60,426,538	52,040,521	43,803,999	35,698,854	27,719,781	19,866,121	12,122,735	4,474,866	3,142,736	
17 C2 care scheme - houses	50	£1,171,875	3,307,514	3,085,071	2,866,867	2,652,903	2,443,180	2,237,696	2,036,451	1,839,446	1,646,681	1,458,155	1,273,869	
18 C2 care scheme - flats	60	£562,500	- 1,383,249	- 1,536,983	- 1,688,448	- 1,837,644	- 1,984,572	- 2,129,230	- 2,271,620	- 2,411,741	- 2,549,593	- 2,685,177	- 2,818,492	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	319,354	299,825	280,643	261,806	243,316	225,172	207,375	189,923	172,817	156,058	139,645	
2 Five unit development	5	£123,333	532,257	499,710	467,738	436,344	405,527	375,287	345,624	316,538	288,029	260,097	232,742	
3 Eight unit development	8	£197,333	758,796	711,322	664,704	618,944	574,041	529,995	486,806	444,474	403,001	362,384	322,624	
4 Ten unit development	10	£197,333	948,495	889,152	830,880	773,679	717,551	662,494	608,507	555,594	503,751	452,980	403,280	
5 Ten unit development (flats)	10	£49,333	348,926	306,211	264,059	222,340	181,055	140,335	100,183	60,595	21,574	-	55,545	
6 Fifteen unit development	15	£296,000	1,423,459	1,334,985	1,248,099	1,162,801	1,079,093	996,972	916,441	837,498	760,143	684,376	610,198	
7 Twenty unit development (flats)	20	£98,667	789,220	706,974	624,804	543,598	463,494	384,492	306,593	229,796	154,101	79,508	6,018	
8 Thirty unit development	30	£493,333	6,234,915	5,830,436	5,431,007	5,036,628	4,647,298	4,263,017	3,883,787	3,509,605	3,140,474	2,776,393	2,417,360	
9 Fifty unit development	50	£822,222	3,520,229	3,265,621	3,015,829	2,770,854	2,530,695	2,295,354	2,064,829	1,839,121	1,618,231	1,402,157	1,190,899	
10 One hundred unit development	100	£2,055,556	8,023,073	7,510,531	7,007,390	6,513,649	6,029,310	5,554,371	5,088,835	4,632,698	4,185,961	3,748,627	3,320,693	
11 Three hundred unit scheme	300	£6,166,667	23,623,514	22,124,390	20,652,604	19,208,157	17,791,049	16,401,280	15,038,849	13,703,758	12,396,004	11,115,591	9,862,515	
12 Five hundred unit scheme	500	£7,708,333	27,867,237	25,548,565	23,273,451	21,041,897	18,853,901	16,705,659	14,596,842	12,531,791	10,510,507	8,532,988	6,595,004	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	30,808,760	27,469,271	24,192,608	20,968,551	17,799,404	14,693,476	11,647,976	8,646,433	5,708,597	2,813,225	27,872	
14 One thousand unit scheme	1,000	£15,416,667	39,741,202	35,409,825	31,159,969	26,991,636	22,897,694	18,867,617	14,919,601	11,036,839	7,223,998	3,472,167	219,230	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	54,874,876	48,854,392	42,940,932	37,116,533	31,406,138	25,792,138	20,274,612	14,851,524	9,523,606	4,267,097	925,749	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	77,615,084	68,945,150	60,426,538	52,040,521	43,803,999	35,698,854	27,719,781	19,866,121	12,122,735	4,474,866	3,142,736	
17 C2 care scheme - houses	50	£578,125	3,307,514	3,085,071	2,866,867	2,652,903	2,443,180	2,237,696	2,036,451	1,839,446	1,646,681	1,458,155	1,273,869	
18 C2 care scheme - flats	60	£277,500	- 1,383,249	- 1,536,983	- 1,688,448	- 1,837,644	- 1,984,572	- 2,129,230	- 2,271,620	- 2,411,741	- 2,549,593	- 2,685,177	- 2,818,492	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	319,354	299,825	280,643	261,806	243,316	225,172	207,375	189,923	172,817	156,058	139,645	
2 Five unit development	5	£83,333	532,257	499,710	467,738	436,344	405,527	375,287	345,624	316,538	288,029	260,097	232,742	
3 Eight unit development	8	£133,333	758,796	711,322	664,704	618,944	574,041	529,995	486,806	444,474	403,001	362,384	322,624	
4 Ten unit development	10	£133,333	948,495	889,152	830,880	773,679	717,551	662,494	608,507	555,594	503,751	452,980	403,280	
5 Ten unit development (flats)	10	£33,333	348,926	306,211	264,059	222,340	181,055	140,335	100,183	60,595	21,574	-	55,545	
6 Fifteen unit development	15	£200,000	1,423,459	1,334,985	1,248,099	1,162,801	1,079,093	996,972	916,441	837,498	760,143	684,376	610,198	
7 Twenty unit development (flats)	20	£66,667	789,220	706,974	624,804	543,598	463,494	384,492	306,593	229,796	154,101	79,508	6,018	
8 Thirty unit development	30	£333,333	6,234,915	5,830,436	5,431,007	5,036,628	4,647,298	4,263,017	3,883,787	3,509,605	3,140,474	2,776,393	2,417,360	
9 Fifty unit development	50	£555,556	3,520,229	3,265,621	3,015,829	2,770,854	2,530,695	2,295,354	2,064,829	1,839,121	1,618,231	1,402,157	1,190,899	
10 One hundred unit development	100	£1,388,889	8,023,073	7,510,531	7,007,390	6,513,649	6,029,310	5,554,371	5,088,835	4,632,698	4,185,961	3,748,627	3,320,693	
11 Three hundred unit scheme	300	£4,166,667	23,623,514	22,124,390	20,652,604	19,208,157	17,791,049	16,401,280	15,038,849	13,703,758	12,396,004	11,115,591	9,862,515	
12 Five hundred unit scheme	500	£5,208,333	27,867,237	25,548,565	23,273,451	21,041,897	18,853,901	16,705,659	14,596,842	12,531,791	10,510,507	8,532,988	6,595,004	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	30,808,760	27,469,271	24,192,608	20,968,551	17,799,404	14,693,476	11,647,976	8,646,433	5,708,597	2,813,225	27,872	
14 One thousand unit scheme	1,000	£10,416,667	39,741,202	35,409,825	31,159,969	26,991,636	22,897,694	18,867,617	14,919,601	11,036,839	7,223,998	3,472,167	219,230	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	54,874,876	48,854,392	42,940,932	37,116,533	31,406,138	25,792,138	20,274,612	14,851,524	9,523,606	4,267,097	925,749	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	77,615,084	68,945,150	60,426,538	52,040,521	43,803,999	35,698,854	27,719,781	19,866,121	12,122,735	4,474,866	3,142,736	
17 C2 care scheme - houses	50	£390,625	3,307,514	3,085,071	2,866,867	2,652,903	2,443,180	2,237,696	2,036,451	1,839,446	1,646,681	1,458,155	1,273,869	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,485 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

(Rented element provided as 25% social rent/75% affordable rent)

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	358,861	337,325	316,161	295,368	274,944	254,892	235,210	215,899	196,958	178,388	160,188	
2 Five unit development	5	£250,000	598,102	562,209	526,935	492,279	458,240	424,820	392,016	359,830	328,262	297,313	266,981	
3 Eight unit development	8	£400,000	860,127	807,530	755,853	705,094	655,257	606,338	558,339	511,259	465,099	419,858	375,537	
4 Ten unit development	10	£400,000	1,075,159	1,009,413	944,816	881,368	819,070	757,922	697,923	639,073	581,373	524,822	469,421	
5 Ten unit development (flats)	10	£100,000	454,072	406,300	359,477	313,603	268,680	224,705	180,703	137,037	93,988	51,558	9,745	
6 Fifteen unit development	15	£600,000	1,609,010	1,511,142	1,414,975	1,320,513	1,227,752	1,136,693	1,047,339	959,686	873,737	789,490	706,946	
7 Twenty unit development (flats)	20	£200,000	996,466	905,145	815,052	726,505	639,001	552,962	467,210	382,301	298,596	216,095	134,801	
8 Thirty unit development	30	£1,000,000	7,178,122	6,734,719	6,296,821	5,864,430	5,437,544	5,016,166	4,600,292	4,189,924	3,785,064	3,385,708	2,991,859	
9 Fifty unit development	50	£1,666,667	4,097,428	3,814,535	3,536,789	3,263,962	2,995,605	2,732,423	2,474,412	2,221,574	1,973,909	1,731,416	1,494,098	
10 One hundred unit development	100	£4,166,667	9,159,367	8,590,752	8,032,193	7,483,692	6,945,246	6,416,857	5,897,826	5,388,241	4,888,758	4,399,378	3,920,099	
11 Three hundred unit scheme	300	£12,500,000	26,911,708	25,247,734	23,611,983	22,005,590	20,428,554	18,880,875	17,362,554	15,873,591	14,413,986	12,983,738	11,582,847	
12 Five hundred unit scheme	500	£15,625,000	33,117,337	30,533,752	27,996,950	25,506,928	23,063,687	20,667,227	18,317,548	16,014,648	13,753,709	11,535,474	9,364,248	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	38,400,292	34,682,248	31,027,012	27,439,259	23,918,992	20,464,580	17,059,196	13,721,726	10,447,411	7,221,644	4,057,747	
14 One thousand unit scheme	1,000	£31,250,000	49,550,297	44,744,894	40,026,594	35,385,168	30,818,629	26,339,668	21,947,216	17,616,104	13,373,154	9,194,495	5,092,886	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	68,578,489	61,894,246	55,303,778	48,833,903	42,485,812	36,235,687	30,097,979	24,066,554	18,135,295	12,295,638	6,547,225	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	97,392,541	87,763,936	78,310,114	68,989,289	59,843,872	50,834,229	41,984,833	33,268,433	24,681,800	16,217,460	7,856,553	
17 C2 care scheme - houses	50	£1,171,875	3,859,699	3,609,671	3,364,217	3,123,338	2,887,033	2,655,303	2,428,148	2,205,568	1,987,562	1,774,130	1,565,274	
18 C2 care scheme - flats	60	£562,500	- 881,441	- 1,055,698	- 1,227,446	- 1,396,685	- 1,563,415	- 1,727,635	- 1,889,348	- 2,048,551	- 2,205,245	- 2,359,431	- 2,511,107	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	358,861	337,325	316,161	295,368	274,944	254,892	235,210	215,899	196,958	178,388	160,188	
2 Five unit development	5	£123,333	598,102	562,209	526,935	492,279	458,240	424,820	392,016	359,830	328,262	297,313	266,981	
3 Eight unit development	8	£197,333	860,127	807,530	755,853	705,094	655,257	606,338	558,339	511,259	465,099	419,858	375,537	
4 Ten unit development	10	£197,333	1,075,159	1,009,413	944,816	881,368	819,070	757,922	697,923	639,073	581,373	524,822	469,421	
5 Ten unit development (flats)	10	£49,333	454,072	406,300	359,477	313,603	268,680	224,705	180,703	137,037	93,988	51,558	9,745	
6 Fifteen unit development	15	£296,000	1,609,010	1,511,142	1,414,975	1,320,513	1,227,752	1,136,693	1,047,339	959,686	873,737	789,490	706,946	
7 Twenty unit development (flats)	20	£98,667	996,466	905,145	815,052	726,505	639,001	552,962	467,210	382,301	298,596	216,095	134,801	
8 Thirty unit development	30	£493,333	7,178,122	6,734,719	6,296,821	5,864,430	5,437,544	5,016,166	4,600,292	4,189,924	3,785,064	3,385,708	2,991,859	
9 Fifty unit development	50	£822,222	4,097,428	3,814,535	3,536,789	3,263,962	2,995,605	2,732,423	2,474,412	2,221,574	1,973,909	1,731,416	1,494,098	
10 One hundred unit development	100	£2,055,556	9,159,367	8,590,752	8,032,193	7,483,692	6,945,246	6,416,857	5,897,826	5,388,241	4,888,758	4,399,378	3,920,099	
11 Three hundred unit scheme	300	£6,166,667	26,911,708	25,247,734	23,611,983	22,005,590	20,428,554	18,880,875	17,362,554	15,873,591	14,413,986	12,983,738	11,582,847	
12 Five hundred unit scheme	500	£7,708,333	33,117,337	30,533,752	27,996,950	25,506,928	23,063,687	20,667,227	18,317,548	16,014,648	13,753,709	11,535,474	9,364,248	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	38,400,292	34,682,248	31,027,012	27,439,259	23,918,992	20,464,580	17,059,196	13,721,726	10,447,411	7,221,644	4,057,747	
14 One thousand unit scheme	1,000	£15,416,667	49,550,297	44,744,894	40,026,594	35,385,168	30,818,629	26,339,668	21,947,216	17,616,104	13,373,154	9,194,495	5,092,886	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	68,578,489	61,894,246	55,303,778	48,833,903	42,485,812	36,235,687	30,097,979	24,066,554	18,135,295	12,295,638	6,547,225	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	97,392,541	87,763,936	78,310,114	68,989,289	59,843,872	50,834,229	41,984,833	33,268,433	24,681,800	16,217,460	7,856,553	
17 C2 care scheme - houses	50	£578,125	3,859,699	3,609,671	3,364,217	3,123,338	2,887,033	2,655,303	2,428,148	2,205,568	1,987,562	1,774,130	1,565,274	
18 C2 care scheme - flats	60	£277,500	- 881,441	- 1,055,698	- 1,227,446	- 1,396,685	- 1,563,415	- 1,727,635	- 1,889,348	- 2,048,551	- 2,205,245	- 2,359,431	- 2,511,107	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000 PER HA

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	358,861	337,325	316,161	295,368	274,944	254,892	235,210	215,899	196,958	178,388	160,188	
2 Five unit development	5	£83,333	598,102	562,209	526,935	492,279	458,240	424,820	392,016	359,830	328,262	297,313	266,981	
3 Eight unit development	8	£133,333	860,127	807,530	755,853	705,094	655,257	606,338	558,339	511,259	465,099	419,858	375,537	
4 Ten unit development	10	£133,333	1,075,159	1,009,413	944,816	881,368	819,070	757,922	697,923	639,073	581,373	524,822	469,421	
5 Ten unit development (flats)	10	£33,333	454,072	406,300	359,477	313,603	268,680	224,705	180,703	137,037	93,988	51,558	9,745	
6 Fifteen unit development	15	£200,000	1,609,010	1,511,142	1,414,975	1,320,513	1,227,752	1,136,693	1,047,339	959,686	873,737	789,490	706,946	
7 Twenty unit development (flats)	20	£66,667	996,466	905,145	815,052	726,505	639,001	552,962	467,210	382,301	298,596	216,095	134,801	
8 Thirty unit development	30	£333,333	7,178,122	6,734,719	6,296,821	5,864,430	5,437,544	5,016,166	4,600,292	4,189,924	3,785,064	3,385,708	2,991,859	
9 Fifty unit development	50	£555,556	4,097,428	3,814,535	3,536,789	3,263,962	2,995,605	2,732,423	2,474,412	2,221,574	1,973,909	1,731,416	1,494,098	
10 One hundred unit development	100	£1,388,889	9,159,367	8,590,752	8,032,193	7,483,692	6,945,246	6,416,857	5,897,826	5,388,241	4,888,758	4,399,378	3,920,099	
11 Three hundred unit scheme	300	£4,166,667	26,911,708	25,247,734	23,611,983	22,005,590	20,428,554	18,880,875	17,362,554	15,873,591	14,413,986	12,983,738	11,582,847	
12 Five hundred unit scheme	500	£5,208,333	33,117,337	30,533,752	27,996,950	25,506,928	23,063,687	20,667,227	18,317,548	16,014,648	13,753,709	11,535,474	9,364,248	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	38,400,292	34,682,248	31,027,012	27,439,259	23,918,992	20,464,580	17,059,196	13,721,726	10,447,411	7,221,644	4,057,747	
14 One thousand unit scheme	1,000	£10,416,667	49,550,297	44,744,894	40,026,594	35,385,168	30,818,629	26,339,668	21,947,216	17,616,104	13,373,154	9,194,495	5,092,886	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	68,578,489	61,894,246	55,303,778	48,833,903	42,485,812	36,235,687	30,097,979	24,066,554	18,135,295	12,295,638	6,547,225	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	97,392,541	87,763,936	78,310,114	68,989,289	59,843,872	50,834,229	41,984,833	33,268,433	24,681,800	16,217,460	7,856,553	
17 C2 care scheme - houses	50	£390,625	3,859,699	3,609,671	3,364,217	3,123,338	2,887,033	2,655,303	2,428,148	2,205,568	1,987,562	1,774,130	1,565,274	



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,669 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

(Rented element provided as 25% social rent/75% affordable rent)

			£750,000 PER HA					Residual land values							
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH		
1 Three unit development	3	£150,000	398,368	374,826	351,680	328,928	306,572	284,611	263,045	241,874	221,098	200,717	180,732		
2 Five unit development	5	£250,000	663,946	624,710	586,133	548,214	510,954	474,352	438,408	403,124	368,497	334,528	301,219		
3 Eight unit development	8	£400,000	961,458	903,739	847,002	791,246	736,472	682,681	629,871	578,042	527,196	477,332	428,450		
4 Ten unit development	10	£400,000	1,201,822	1,129,673	1,058,752	989,057	920,590	853,350	787,338	722,554	658,996	596,665	535,562		
5 Ten unit development (flats)	10	£100,000	559,219	506,123	454,041	402,973	352,920	303,880	255,856	208,846	162,709	117,429	73,171		
6 Fifteen unit development	15	£600,000	1,794,563	1,687,299	1,581,853	1,478,223	1,376,410	1,276,415	1,178,236	1,081,875	987,331	894,604	803,693		
7 Twenty unit development (flats)	20	£200,000	1,202,565	1,100,829	1,001,054	903,241	806,926	712,065	618,082	525,899	435,727	347,564	261,412		
8 Thirty unit development	30	£1,000,000	8,121,330	7,639,002	7,162,636	6,692,232	6,227,792	5,769,314	5,316,797	4,870,243	4,429,652	3,995,024	3,566,357		
9 Fifty unit development	50	£1,666,667	4,672,239	4,360,321	4,053,902	3,752,983	3,457,563	3,167,644	2,883,224	2,604,027	2,329,587	2,060,677	1,797,295		
10 One hundred unit development	100	£4,166,667	10,293,847	9,668,045	9,052,997	8,448,699	7,855,155	7,272,362	6,700,321	6,139,033	5,588,497	5,048,712	4,519,505		
11 Three hundred unit scheme	300	£12,500,000	30,183,741	28,355,801	26,559,154	24,793,800	23,059,740	21,356,973	19,685,499	18,043,425	16,431,966	14,851,884	13,303,177		
12 Five hundred unit scheme	500	£15,625,000	38,352,577	35,511,044	32,719,349	29,971,959	27,273,472	24,624,987	22,026,506	19,478,026	16,979,551	14,531,077	12,129,261		
13 Seven-hundred and fifty unit scheme	750	£23,437,500	45,946,473	41,859,199	37,843,708	33,899,752	30,010,231	26,192,857	22,447,627	18,772,177	15,149,339	11,599,113	8,104,602		
14 One thousand unit scheme	1,000	£31,250,000	59,347,810	54,051,862	48,845,039	43,731,333	38,710,746	33,779,799	28,920,798	24,155,430	19,476,555	14,868,815	10,346,144		
15 One thousand, five hundred unit scheme	1,500	£37,500,000	82,227,863	74,854,875	67,611,461	60,497,623	53,498,548	46,612,991	39,857,647	33,206,548	26,675,472	20,244,079	13,920,363		
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	117,062,437	106,478,979	96,074,843	85,823,608	75,759,274	65,848,323	56,112,744	46,519,479	37,083,956	27,788,474	18,615,737		
17 C2 care scheme - houses	50	£1,171,875	4,408,267	4,131,483	3,859,584	3,592,572	3,330,444	3,072,911	2,819,845	2,571,689	2,328,442	2,090,105	1,856,677		
18 C2 care scheme - flats	60	£562,500	- 379,633	- 574,413	- 766,443	- 955,725	- 1,142,257	- 1,326,041	- 1,507,076	- 1,685,361	- 1,860,896	- 2,033,684	- 2,203,721		

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

Residual land values

Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
1 Three unit development	3	£74,000	398,368	374,826	351,680	328,928	306,572	284,611	263,045	241,874	221,098	200,717	180,732
2 Five unit development	5	£123,333	663,946	624,710	586,133	548,214	510,954	474,352	438,408	403,124	368,497	334,528	301,219
3 Eight unit development	8	£197,333	961,458	903,739	847,002	791,246	736,472	682,681	629,871	578,042	527,196	477,332	428,450
4 Ten unit development	10	£197,333	1,201,822	1,129,673	1,058,752	989,057	920,590	853,350	787,338	722,554	658,996	596,665	535,562
5 Ten unit development (flats)	10	£49,333	559,219	506,123	454,041	402,973	352,920	303,880	255,856	208,846	162,709	117,429	73,171
6 Fifteen unit development	15	£296,000	1,794,563	1,687,299	1,581,853	1,478,223	1,376,410	1,276,415	1,178,236	1,081,875	987,331	894,604	803,693
7 Twenty unit development (flats)	20	£98,667	1,202,565	1,100,829	1,001,054	903,241	806,926	712,065	618,082	525,899	435,727	347,564	261,412
8 Thirty unit development	30	£493,333	8,121,330	7,639,002	7,162,636	6,692,232	6,227,792	5,769,314	5,316,797	4,870,243	4,429,652	3,995,024	3,566,357
9 Fifty unit development	50	£822,222	4,672,239	4,360,321	4,053,902	3,752,983	3,457,563	3,167,644	2,883,224	2,604,027	2,329,587	2,060,677	1,797,295
10 One hundred unit development	100	£2,055,556	10,293,847	9,668,045	9,052,997	8,448,699	7,855,155	7,272,362	6,700,321	6,139,033	5,588,497	5,048,712	4,519,505
11 Three hundred unit scheme	300	£6,166,667	30,183,741	28,355,801	26,559,154	24,793,800	23,059,740	21,356,973	19,685,499	18,043,425	16,431,966	14,851,884	13,303,177
12 Five hundred unit scheme	500	£7,708,333	38,352,577	35,511,044	32,719,349	29,971,959	27,273,472	24,624,987	22,026,506	19,478,026	16,979,551	14,531,077	12,129,261
13 Seven-hundred and fifty unit scheme	750	£11,562,500	45,946,473	41,859,199	37,843,708	33,899,752	30,010,231	26,192,857	22,447,627	18,772,177	15,149,339	11,599,113	8,104,602
14 One thousand unit scheme	1,000	£15,416,667	59,347,810	54,051,862	48,845,039	43,731,333	38,710,746	33,779,799	28,920,798	24,155,430	19,476,555	14,868,815	10,346,144
15 One thousand, five hundred unit scheme	1,500	£18,500,000	82,227,863	74,854,875	67,611,461	60,497,623	53,498,548	46,612,991	39,857,647	33,206,548	26,675,472	20,244,079	13,920,363
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	117,062,437	106,478,979	96,074,843	85,823,608	75,759,274	65,848,323	56,112,744	46,519,479	37,083,956	27,788,474	18,615,737
17 C2 care scheme - houses	50	£578,125	4,408,267	4,131,483	3,859,584	3,592,572	3,330,444	3,072,911	2,819,845	2,571,689	2,328,442	2,090,105	1,856,677
18 C2 care scheme - flats	60	£277,500	- 379,633	- 574,413	- 766,443	- 955,725	- 1,142,257	- 1,326,041	- 1,507,076	- 1,685,361	- 1,860,896	- 2,033,684	- 2,203,721

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000

Residual land values

Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
1 Three unit development	3	£50,000	398,368	374,826	351,680	328,928	306,572	284,611	263,045	241,874	221,098	200,717	180,732
2 Five unit development	5	£83,333	663,946	624,710	586,133	548,214	510,954	474,352	438,408	403,124	368,497	334,528	301,219
3 Eight unit development	8	£133,333	961,458	903,739	847,002	791,246	736,472	682,681	629,871	578,042	527,196	477,332	428,450
4 Ten unit development	10	£133,333	1,201,822	1,129,673	1,058,752	989,057	920,590	853,350	787,338	722,554	658,996	596,665	535,562
5 Ten unit development (flats)	10	£33,333	559,219	506,123	454,041	402,973	352,920	303,880	255,856	208,846	162,709	117,429	73,171
6 Fifteen unit development	15	£200,000	1,794,563	1,687,299	1,581,853	1,478,223	1,376,410	1,276,415	1,178,236	1,081,875	987,331	894,604	803,693
7 Twenty unit development (flats)	20	£66,667	1,202,565	1,100,829	1,001,054	903,241	806,926	712,065	618,082	525,899	435,727	347,564	261,412
8 Thirty unit development	30	£333,333	8,121,330	7,639,002	7,162,636	6,692,232	6,227,792	5,769,314	5,316,797	4,870,243	4,429,652	3,995,024	3,566,357
9 Fifty unit development	50	£555,556	4,672,239	4,360,321	4,053,902	3,752,983	3,457,563	3,167,644	2,883,224	2,604,027	2,329,587	2,060,677	1,797,295
10 One hundred unit development	100	£1,388,889	10,293,847	9,668,045	9,052,997	8,448,699	7,855,155	7,272,362	6,700,321	6,139,033	5,588,497	5,048,712	4,519,505
11 Three hundred unit scheme	300	£4,166,667	30,183,741	28,355,801	26,559,154	24,793,800	23,059,740	21,356,973	19,685,499	18,043,425	16,431,966	14,851,884	13,303,177
12 Five hundred unit scheme	500	£5,208,333	38,352,577	35,511,044	32,719,349	29,971,959	27,273,472	24,624,987	22,026,506	19,478,026	16,979,551	14,531,077	12,129,261
13 Seven-hundred and fifty unit scheme	750	£7,812,500	45,946,473	41,859,199	37,843,708	33,899,752	30,010,231	26,192,857	22,447,627	18,772,177	15,149,339	11,599,113	8,104,602
14 One thousand unit scheme	1,000	£10,416,667	59,347,810	54,051,862	48,845,039	43,731,333	38,710,746	33,779,799	28,920,798	24,155,430	19,476,555	14,868,815	10,346,144
15 One thousand, five hundred unit scheme	1,500	£12,500,000	82,227,863	74,854,875	67,611,461	60,497,623	53,498,548	46,612,991	39,857,647	33,206,548	26,675,472	20,244,079	13,920,363
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	117,062,437	106,478,979	96,074,843	85,823,608	75,759,274	65,848,323	56,112,744	46,519,479	37,083,956	27,788,474	18,615,737
17 C2 care scheme - houses	50	£390,625	4,408,267	4,131,483	3,859,584	3,592,572	3,330,444	3,072,911	2,819,845	2,571,689	2,328,442	2,090,105	1,856,677

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,852 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

(Rented element provided as 25% social rent/75% affordable rent)

			<b>£750,000 PER HA</b>					<b>Residual land values</b>						
Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	426,670	401,757	377,256	353,166	329,489	306,223	283,368	260,925	238,893	217,273	196,066	
2 Five unit development	5	£250,000	711,117	669,595	628,760	588,611	549,147	510,371	472,280	434,874	398,155	362,122	326,776	
3 Eight unit development	8	£400,000	1,032,497	971,471	911,465	852,479	794,476	737,419	681,385	626,375	572,388	519,424	467,483	
4 Ten unit development	10	£400,000	1,290,621	1,214,339	1,139,332	1,065,599	993,095	921,774	851,731	782,969	715,484	649,280	584,354	
5 Ten unit development (flats)	10	£100,000	628,115	571,748	516,436	462,177	408,972	356,821	305,724	255,680	206,691	158,582	111,393	
6 Fifteen unit development	15	£600,000	1,925,739	1,812,162	1,700,478	1,590,686	1,482,789	1,376,784	1,272,672	1,170,454	1,070,130	971,698	875,160	
7 Twenty unit development (flats)	20	£200,000	1,336,224	1,228,177	1,122,166	1,018,193	916,259	815,988	717,120	619,223	523,131	429,127	337,212	
8 Thirty unit development	30	£1,000,000	8,777,781	8,272,777	7,773,990	7,281,421	6,795,069	6,314,936	5,841,020	5,373,321	4,911,840	4,456,578	4,007,532	
9 Fifty unit development	50	£1,666,667	5,065,948	4,735,265	4,410,310	4,091,078	3,777,574	3,469,794	3,167,740	2,871,413	2,580,811	2,295,298	2,015,101	
10 One hundred unit development	100	£4,166,667	11,077,337	10,414,238	9,762,340	9,121,644	8,492,149	7,873,856	7,266,763	6,670,872	6,086,182	5,512,693	4,950,407	
11 Three hundred unit scheme	300	£12,500,000	32,447,961	30,511,967	28,608,569	26,737,766	24,899,557	23,093,944	21,320,926	19,580,504	17,871,108	16,193,370	14,548,310	
12 Five hundred unit scheme	500	£15,625,000	41,945,289	38,932,524	35,971,660	33,062,253	30,198,656	27,387,124	24,627,658	21,920,259	19,264,926	16,661,658	14,110,456	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	51,089,226	46,757,375	42,500,251	38,317,855	34,206,220	30,155,528	26,179,933	22,279,435	18,446,562	14,673,946	10,976,903	
14 One thousand unit scheme	1,000	£31,250,000	65,981,207	60,383,004	54,864,190	49,442,296	44,117,323	38,889,269	33,748,094	28,688,977	23,727,303	18,847,427	14,050,462	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	91,422,683	83,613,355	75,938,855	68,399,183	60,994,338	53,697,094	46,531,066	39,498,540	32,566,225	25,766,606	19,063,603	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	130,121,078	118,919,363	107,911,194	97,063,690	86,403,329	75,925,192	65,607,890	55,467,417	45,489,131	35,656,321	25,968,723	
17 C2 care scheme - houses	50	£1,171,875	4,777,345	4,483,297	4,194,342	3,910,478	3,631,708	3,358,030	3,089,444	2,825,952	2,567,272	2,313,229	2,064,303	
18 C2 care scheme - flats	60	£562,500	- 104,504	- 306,963	- 506,591	- 703,389	- 897,357	- 1,088,495	- 1,276,802	- 1,462,278	- 1,644,925	- 1,824,741	- 2,001,727	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

**£370,000 PER HA**

**Residual land values**

Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
1 Three unit development	3	£74,000	426,670	401,757	377,256	353,166	329,489	306,223	283,368	260,925	238,893	217,273	196,066
2 Five unit development	5	£123,333	711,117	669,595	628,760	588,611	549,147	510,371	472,280	434,874	398,155	362,122	326,776
3 Eight unit development	8	£197,333	1,032,497	971,471	911,465	852,479	794,476	737,419	681,385	626,375	572,388	519,424	467,483
4 Ten unit development	10	£197,333	1,290,621	1,214,339	1,139,332	1,065,599	993,095	921,774	851,731	782,969	715,484	649,280	584,354
5 Ten unit development (flats)	10	£49,333	628,115	571,748	516,436	462,177	408,972	356,821	305,724	255,680	206,691	158,582	111,393
6 Fifteen unit development	15	£296,000	1,925,739	1,812,162	1,700,478	1,590,686	1,482,789	1,376,784	1,272,672	1,170,454	1,070,130	971,698	875,160
7 Twenty unit development (flats)	20	£98,667	1,336,224	1,228,177	1,122,166	1,018,193	916,259	815,988	717,120	619,223	523,131	429,127	337,212
8 Thirty unit development	30	£493,333	8,777,781	8,272,777	7,773,990	7,281,421	6,795,069	6,314,936	5,841,020	5,373,321	4,911,840	4,456,578	4,007,532
9 Fifty unit development	50	£822,222	5,065,948	4,735,265	4,410,310	4,091,078	3,777,574	3,469,794	3,167,740	2,871,413	2,580,811	2,295,298	2,015,101
10 One hundred unit development	100	£2,055,556	11,077,337	10,414,238	9,762,340	9,121,644	8,492,149	7,873,856	7,266,763	6,670,872	6,086,182	5,512,693	4,950,407
11 Three hundred unit scheme	300	£6,166,667	32,447,961	30,511,967	28,608,569	26,737,766	24,899,557	23,093,944	21,320,926	19,580,504	17,871,108	16,193,370	14,548,310
12 Five hundred unit scheme	500	£7,708,333	41,945,289	38,932,524	35,971,660	33,062,253	30,198,656	27,387,124	24,627,658	21,920,259	19,264,926	16,661,658	14,110,456
13 Seven-hundred and fifty unit scheme	750	£11,562,500	51,089,226	46,757,375	42,500,251	38,317,855	34,206,220	30,155,528	26,179,933	22,279,435	18,446,562	14,673,946	10,976,903
14 One thousand unit scheme	1,000	£15,416,667	65,981,207	60,383,004	54,864,190	49,442,296	44,117,323	38,889,269	33,748,094	28,688,977	23,727,303	18,847,427	14,050,462
15 One thousand, five hundred unit scheme	1,500	£18,500,000	91,422,683	83,613,355	75,938,855	68,399,183	60,994,338	53,697,094	46,531,066	39,498,540	32,566,225	25,766,606	19,063,603
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	130,121,078	118,919,363	107,911,194	97,063,690	86,403,329	75,925,192	65,607,890	55,467,417	45,489,131	35,656,321	25,968,723
17 C2 care scheme - houses	50	£578,125	4,777,345	4,483,297	4,194,342	3,910,478	3,631,708	3,358,030	3,089,444	2,825,952	2,567,272	2,313,229	2,064,303
18 C2 care scheme - flats	60	£277,500	- 104,504	- 306,963	- 506,591	- 703,389	- 897,357	- 1,088,495	- 1,276,802	- 1,462,278	- 1,644,925	- 1,824,741	- 2,001,727

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

**£250,000**

**Residual land values**

Description	No of units	BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH
1 Three unit development	3	£50,000	426,670	401,757	377,256	353,166	329,489	306,223	283,368	260,925	238,893	217,273	196,066
2 Five unit development	5	£83,333	711,117	669,595	628,760	588,611	549,147	510,371	472,280	434,874	398,155	362,122	326,776
3 Eight unit development	8	£133,333	1,032,497	971,471	911,465	852,479	794,476	737,419	681,385	626,375	572,388	519,424	467,483
4 Ten unit development	10	£133,333	1,290,621	1,214,339	1,139,332	1,065,599	993,095	921,774	851,731	782,969	715,484	649,280	584,354
5 Ten unit development (flats)	10	£33,333	628,115	571,748	516,436	462,177	408,972	356,821	305,724	255,680	206,691	158,582	111,393
6 Fifteen unit development	15	£200,000	1,925,739	1,812,162	1,700,478	1,590,686	1,482,789	1,376,784	1,272,672	1,170,454	1,070,130	971,698	875,160
7 Twenty unit development (flats)	20	£66,667	1,336,224	1,228,177	1,122,166	1,018,193	916,259	815,988	717,120	619,223	523,131	429,127	337,212
8 Thirty unit development	30	£333,333	8,777,781	8,272,777	7,773,990	7,281,421	6,795,069	6,314,936	5,841,020	5,373,321	4,911,840	4,456,578	4,007,532
9 Fifty unit development	50	£555,556	5,065,948	4,735,265	4,410,310	4,091,078	3,777,574	3,469,794	3,167,740	2,871,413	2,580,811	2,295,298	2,015,101
10 One hundred unit development	100	£1,388,889	11,077,337	10,414,238	9,762,340	9,121,644	8,492,149	7,873,856	7,266,763	6,670,872	6,086,182	5,512,693	4,950,407
11 Three hundred unit scheme	300	£4,166,667	32,447,961	30,511,967	28,608,569	26,737,766	24,899,557	23,093,944	21,320,926	19,580,504	17,871,108	16,193,370	14,548,310
12 Five hundred unit scheme	500	£5,208,333	41,945,289	38,932,524	35,971,660	33,062,253	30,198,656	27,387,124	24,627,658	21,920,259	19,264,926	16,661,658	14,110,456
13 Seven-hundred and fifty unit scheme	750	£7,812,500	51,089,226	46,757,375	42,500,251	38,317,855	34,206,220	30,155,528	26,179,933	22,279,435	18,446,562	14,673,946	10,976,903
14 One thousand unit scheme	1,000	£10,416,667	65,981,207	60,383,004	54,864,190	49,442,296	44,117,323	38,889,269	33,748,094	28,688,977	23,727,303	18,847,427	14,050,462
15 One thousand, five hundred unit scheme	1,500	£12,500,000	91,422,683	83,613,355	75,938,855	68,399,183	60,994,338	53,697,094	46,531,066	39,498,540	32,566,225	25,766,606	19,063,603
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	130,121,078	118,919,363	107,911,194	97,063,690	86,403,329	75,925,192	65,607,890	55,467,417	45,489,131	35,656,321	25,968,723
17 C2 care scheme - houses	50	£390,625	4,777,345	4,483,297	4,194,342	3,910,478	3,631,708	3,358,030	3,089,444	2,825,952	2,567,272	2,313,229	2,064,303

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £5,036 psm

AH tenure

Rented 60.0%

SO 15.0% Frst Hms 25%

(Rented element provided as 25% social rent/75% affordable rent)

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	466,168	439,250	412,767	386,720	361,110	335,936	311,197	286,895	263,028	239,598	216,604	
2 Five unit development	5	£250,000	776,947	732,082	687,945	644,534	601,849	559,892	518,662	478,158	438,380	399,330	361,006	
3 Eight unit development	8	£400,000	1,132,921	1,066,815	1,001,791	937,848	874,987	813,206	752,507	692,889	634,353	576,886	520,384	
4 Ten unit development	10	£400,000	1,416,150	1,333,519	1,252,239	1,172,310	1,093,733	1,016,507	940,634	866,111	792,940	721,106	650,480	
5 Ten unit development (flats)	10	£100,000	733,238	671,549	610,979	551,527	493,194	435,978	379,882	324,905	271,046	218,305	166,684	
6 Fifteen unit development	15	£600,000	2,111,251	1,988,281	1,867,318	1,748,362	1,631,415	1,516,474	1,403,542	1,292,616	1,183,699	1,076,789	971,886	
7 Twenty unit development (flats)	20	£200,000	1,542,279	1,423,818	1,307,521	1,193,387	1,081,418	971,613	863,972	757,709	652,702	549,056	447,627	
8 Thirty unit development	30	£1,000,000	9,720,783	9,176,863	8,639,616	8,109,043	7,585,144	7,067,920	6,557,369	6,053,493	5,556,289	5,065,761	4,581,906	
9 Fifty unit development	50	£1,666,667	5,640,634	5,280,932	4,927,310	4,579,766	4,238,301	3,902,914	3,573,606	3,250,376	2,933,226	2,622,154	2,317,161	
10 One hundred unit development	100	£4,166,667	12,211,569	11,491,297	10,782,921	10,086,442	9,401,859	8,729,173	8,068,385	7,419,491	6,782,495	6,157,395	5,544,191	
11 Three hundred unit scheme	300	£12,500,000	35,719,281	33,618,165	31,551,651	29,519,742	27,522,436	25,559,734	23,631,634	21,738,139	19,879,247	18,054,958	16,265,273	
12 Five hundred unit scheme	500	£15,625,000	47,165,908	43,889,662	40,668,523	37,502,492	34,391,566	31,335,749	28,335,038	25,382,883	22,485,243	19,642,891	16,855,825	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	58,633,762	53,921,235	49,288,063	44,734,248	40,259,789	35,864,687	31,545,484	27,289,793	23,113,859	19,017,681	14,980,725	
14 One thousand unit scheme	1,000	£31,250,000	75,723,035	69,635,908	63,651,277	57,769,143	51,975,052	46,276,621	40,681,123	35,188,559	29,781,428	24,467,845	19,252,925	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	105,000,662	96,531,942	88,205,870	80,004,921	71,936,606	64,011,494	56,229,583	48,558,808	41,029,894	33,624,022	26,342,961	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	149,707,636	137,553,026	125,575,467	113,794,091	102,218,313	90,818,561	79,611,247	68,586,560	57,742,951	47,060,696	36,543,507	
17 C2 care scheme - houses	50	£1,171,875	5,323,986	5,002,611	4,686,661	4,376,134	4,071,033	3,771,356	3,477,103	3,188,274	2,904,870	2,626,890	2,354,334	
18 C2 care scheme - flats	60	£562,500	391,652	171,786	- 45,689	- 262,526	- 476,292	- 686,987	- 894,613	- 1,099,167	- 1,300,652	- 1,499,065	- 1,694,409	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD )**

£370,000 PER HA

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	466,168	439,250	412,767	386,720	361,110	335,936	311,197	286,895	263,028	239,598	216,604	
2 Five unit development	5	£123,333	776,947	732,082	687,945	644,534	601,849	559,892	518,662	478,158	438,380	399,330	361,006	
3 Eight unit development	8	£197,333	1,132,921	1,066,815	1,001,791	937,848	874,987	813,206	752,507	692,889	634,353	576,886	520,384	
4 Ten unit development	10	£197,333	1,416,150	1,333,519	1,252,239	1,172,310	1,093,733	1,016,507	940,634	866,111	792,940	721,106	650,480	
5 Ten unit development (flats)	10	£49,333	733,238	671,549	610,979	551,527	493,194	435,978	379,882	324,905	271,046	218,305	166,684	
6 Fifteen unit development	15	£296,000	2,111,251	1,988,281	1,867,318	1,748,362	1,631,415	1,516,474	1,403,542	1,292,616	1,183,699	1,076,789	971,886	
7 Twenty unit development (flats)	20	£98,667	1,542,279	1,423,818	1,307,521	1,193,387	1,081,418	971,613	863,972	757,709	652,702	549,056	447,627	
8 Thirty unit development	30	£493,333	9,720,783	9,176,863	8,639,616	8,109,043	7,585,144	7,067,920	6,557,369	6,053,493	5,556,289	5,065,761	4,581,906	
9 Fifty unit development	50	£822,222	5,640,634	5,280,932	4,927,310	4,579,766	4,238,301	3,902,914	3,573,606	3,250,376	2,933,226	2,622,154	2,317,161	
10 One hundred unit development	100	£2,055,556	12,211,569	11,491,297	10,782,921	10,086,442	9,401,859	8,729,173	8,068,385	7,419,491	6,782,495	6,157,395	5,544,191	
11 Three hundred unit scheme	300	£6,166,667	35,719,281	33,618,165	31,551,651	29,519,742	27,522,436	25,559,734	23,631,634	21,738,139	19,879,247	18,054,958	16,265,273	
12 Five hundred unit scheme	500	£7,708,333	47,165,908	43,889,662	40,668,523	37,502,492	34,391,566	31,335,749	28,335,038	25,382,883	22,485,243	19,642,891	16,855,825	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	58,633,762	53,921,235	49,288,063	44,734,248	40,259,789	35,864,687	31,545,484	27,289,793	23,113,859	19,017,681	14,980,725	
14 One thousand unit scheme	1,000	£15,416,667	75,723,035	69,635,908	63,651,277	57,769,143	51,975,052	46,276,621	40,681,123	35,188,559	29,781,428	24,467,845	19,252,925	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	105,000,662	96,531,942	88,205,870	80,004,921	71,936,606	64,011,494	56,229,583	48,558,808	41,029,894	33,624,022	26,342,961	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	149,707,636	137,553,026	125,575,467	113,794,091	102,218,313	90,818,561	79,611,247	68,586,560	57,742,951	47,060,696	36,543,507	
17 C2 care scheme - houses	50	£578,125	5,323,986	5,002,611	4,686,661	4,376,134	4,071,033	3,771,356	3,477,103	3,188,274	2,904,870	2,626,890	2,354,334	
18 C2 care scheme - flats	60	£277,500	391,652	171,786	- 45,689	- 262,526	- 476,292	- 686,987	- 894,613	- 1,099,167	- 1,300,652	- 1,499,065	- 1,694,409	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

£250,000 PER HA

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	466,168	439,250	412,767	386,720	361,110	335,936	311,197	286,895	263,028	239,598	216,604	
2 Five unit development	5	£83,333	776,947	732,082	687,945	644,534	601,849	559,892	518,662	478,158	438,380	399,330	361,006	
3 Eight unit development	8	£133,333	1,132,921	1,066,815	1,001,791	937,848	874,987	813,206	752,507	692,889	634,353	576,886	520,384	
4 Ten unit development	10	£133,333	1,416,150	1,333,519	1,252,239	1,172,310	1,093,733	1,016,507	940,634	866,111	792,940	721,106	650,480	
5 Ten unit development (flats)	10	£33,333	733,238	671,549	610,979	551,527	493,194	435,978	379,882	324,905	271,046	218,305	166,684	
6 Fifteen unit development	15	£200,000	2,111,251	1,988,281	1,867,318	1,748,362	1,631,415	1,516,474	1,403,542	1,292,616	1,183,699	1,076,789	971,886	
7 Twenty unit development (flats)	20	£66,667	1,542,279	1,423,818	1,307,521	1,193,387	1,081,418	971,613	863,972	757,709	652,702	549,056	447,627	
8 Thirty unit development	30	£333,333	9,720,783	9,176,863	8,639,616	8,109,043	7,585,144	7,067,920	6,557,369	6,053,493	5,556,289	5,065,761	4,581,906	
9 Fifty unit development	50	£555,556	5,640,634	5,280,932	4,927,310	4,579,766	4,238,301	3,902,914	3,573,606	3,250,376	2,933,226	2,622,154	2,317,161	
10 One hundred unit development	100	£1,388,889	12,211,569	11,491,297	10,782,921	10,086,442	9,401,859	8,729,173	8,068,385	7,419,491	6,782,495	6,157,395	5,544,191	
11 Three hundred unit scheme	300	£4,166,667	35,719,281	33,618,165	31,551,651	29,519,742	27,522,436	25,559,734	23,631,634	21,738,139	19,879,247	18,054,958	16,265,273	
12 Five hundred unit scheme	500	£5,208,333	47,165,908	43,889,662	40,668,523	37,502,492	34,391,566	31,335,749	28,335,038	25,382,883	22,485,243	19,642,891	16,855,825	
13 Seven-hundred and fifty unit scheme	750	£7,812,500	58,633,762	53,921,235	49,288,063	44,734,248	40,259,789	35,864,687	31,545,484	27,289,793	23,113,859	19,017,681	14,980,725	
14 One thousand unit scheme	1,000	£10,416,667	75,723,035	69,635,908	63,651,277	57,769,143	51,975,052	46,276,621	40,681,123	35,188,559	29,781,428	24,467,845	19,252,925	
15 One thousand, five hundred unit scheme	1,500	£12,500,000	105,000,662	96,531,942	88,205,870	80,004,921	71,936,606	64,011,494	56,229,583	48,558,808	41,029,894	33,624,022	26,342,961	
16 Two thousand, five hundred unit scheme	2,500	£41,666,667	149,707,636	137,553,026	125,575,467	113,794,091	102,218,313	90,818,561	79,611,247	68,586,560	57,742,951	47,060,696	36,543,507	
17 C2 care scheme - houses	50	£390,625	5,323,986	5,002,611	4,686,661	4,376,134	4,071,033	3,771,356	3,477,103	3,188,274	2,904,870	2,626,890	2,354,334	



## Appendix 10 - Appraisal results (grown) – 70% rent, 5% SO, 25% First Homes

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,567 ps/m

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	£750,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	207,160	188,874	170,833	153,038	135,490	118,188	101,132	84,322	67,758	51,441	35,370	
2 Five unit development	5	£250,000	345,267	314,790	284,721	255,064	225,817	196,980	168,553	140,537	112,931	85,736	58,950	
3 Eight unit development	8	£400,000	467,651	423,020	378,993	335,571	292,753	250,540	208,931	167,927	127,526	87,731	48,540	
4 Ten unit development	10	£400,000	584,563	528,775	473,741	419,463	365,941	313,175	261,164	209,909	159,408	109,664	60,675	
5 Ten unit development (flats)	10	£100,000	12,876	30,859	74,132	116,765	158,755	200,103	240,809	280,888	321,006	360,471	399,283	
6 Fifteen unit development	15	£600,000	893,110	810,022	728,056	647,212	567,493	488,896	411,423	335,073	259,845	185,436	111,927	
7 Twenty unit development (flats)	20	£200,000	66,418	18,188	102,477	185,508	267,283	347,800	427,060	505,064	581,809	657,299	731,531	
8 Thirty unit development	30	£1,000,000	6,066,439	5,462,200	4,866,201	4,278,441	3,698,922	3,127,642	2,564,602	2,009,802	1,463,241	924,921	394,840	
9 Fifty unit development	50	£1,666,667	1,802,077	1,557,495	1,316,306	1,078,507	844,100	611,190	381,115	154,471	69,719	292,617	512,038	
10 One hundred unit development	100	£4,166,667	4,713,661	4,226,572	3,746,116	3,272,293	2,805,102	2,344,544	1,890,619	1,443,326	1,000,497	561,786	129,780	
11 Three hundred unit scheme	300	£12,500,000	14,205,137	12,784,684	11,382,495	9,999,619	8,636,053	7,291,798	5,966,855	4,655,730	3,360,569	2,084,855	822,094	
12 Five hundred unit scheme	500	£15,625,000	11,810,829	9,615,414	7,445,572	5,306,719	3,191,269	1,096,861	987,681	3,069,738	5,142,554	7,209,382	9,293,612	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	7,595,592	4,407,007	1,236,833	1,925,630	5,083,299	8,230,704	11,370,007	14,524,275	17,708,196	20,866,956	23,975,703	
14 One thousand unit scheme	1,000	£31,250,000	9,710,609	5,573,208	1,464,466	2,641,277	6,742,618	10,833,459	14,928,990	19,043,722	23,223,128	27,388,365	31,487,691	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	13,133,087	7,340,867	1,589,397	4,181,196	9,950,789	15,712,978	21,510,690	27,376,881	33,399,609	39,481,269	45,466,837	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	17,756,479	9,351,173	993,399	7,448,000	15,908,556	24,420,930	33,059,948	41,939,318	51,287,249	60,903,670	70,368,598	
17 C2 care scheme - houses	50	£1,171,875	1,680,392	1,468,436	1,258,391	1,050,467	845,491	643,465	444,387	248,259	55,079	137,064	326,995	
18 C2 care scheme - flats	60	£662,500	3,155,074	3,315,855	3,473,953	3,629,369	3,782,104	3,932,156	4,079,528	4,224,217	4,366,225	4,505,551	4,642,195	
19 Class E (light industrial) development	-	£107,143	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	
20 Class E (retail - convenience) development	-	£178,571	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	
23 Class E (office) development	-	£133,929	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	
30 Community use/leisure	-	£58,929	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	£370,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	207,160	188,874	170,833	153,038	135,490	118,188	101,132	84,322	67,758	51,441	35,370	
2 Five unit development	5	£123,333	345,267	314,790	284,721	255,064	225,817	196,980	168,553	140,537	112,931	85,736	58,950	
3 Eight unit development	8	£197,333	467,651	423,020	378,993	335,571	292,753	250,540	208,931	167,927	127,526	87,731	48,540	
4 Ten unit development	10	£197,333	584,563	528,775	473,741	419,463	365,941	313,175	261,164	209,909	159,408	109,664	60,675	
5 Ten unit development (flats)	10	£49,333	12,876	30,859	74,132	116,765	158,755	200,103	240,809	280,888	321,006	360,471	399,283	
6 Fifteen unit development	15	£296,000	893,110	810,022	728,056	647,212	567,493	488,896	411,423	335,073	259,845	185,436	111,927	
7 Twenty unit development (flats)	20	£98,667	66,418	18,188	102,477	185,508	267,283	347,800	427,060	505,064	581,809	657,299	731,531	
8 Thirty unit development	30	£493,333	6,066,439	5,462,200	4,866,201	4,278,441	3,698,922	3,127,642	2,564,602	2,009,802	1,463,241	924,921	394,840	
9 Fifty unit development	50	£822,222	1,802,077	1,557,495	1,316,306	1,078,507	844,100	611,190	381,115	154,471	69,719	292,617	512,038	
10 One hundred unit development	100	£2,055,556	4,713,661	4,226,572	3,746,116	3,272,293	2,805,102	2,344,544	1,890,619	1,443,326	1,000,497	561,786	129,780	
11 Three hundred unit scheme	300	£6,166,667	14,205,137	12,784,684	11,382,495	9,999,619	8,636,053	7,291,798	5,966,855	4,655,730	3,360,569	2,084,855	822,094	
12 Five hundred unit scheme	500	£7,708,333	11,810,829	9,615,414	7,445,572	5,306,719	3,191,269	1,096,861	987,681	3,069,738	5,142,554	7,209,382	9,293,612	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	7,595,592	4,407,007	1,236,833	1,925,630	5,083,299	8,230,704	11,370,007	14,524,275	17,708,196	20,866,956	23,975,703	
14 One thousand unit scheme	1,000	£15,416,667	9,710,609	5,573,208	1,464,466	2,641,277	6,742,618	10,833,459	14,928,990	19,043,722	23,223,128	27,388,365	31,487,691	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	13,133,087	7,340,867	1,589,397	4,181,196	9,950,789	15,712,978	21,510,690	27,376,881	33,399,609	39,481,269	45,466,837	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	17,756,479	9,351,173	993,399	7,448,000	15,908,556	24,420,930	33,059,948	41,939,318	51,287,249	60,903,670	70,368,598	
17 C2 care scheme - houses	50	£578,125	1,680,392	1,468,436	1,258,391	1,050,467	845,491	643,465	444,387	248,259	55,079	137,064	326,995	
18 C2 care scheme - flats	60	£277,500	3,155,074	3,315,855	3,473,953	3,629,369	3,782,104	3,932,156	4,079,528	4,224,217	4,366,225	4,505,551	4,642,195	
19 Class E (light industrial) development	-	£52,857	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	
20 Class E (retail - convenience) development	-	£88,095	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	
23 Class E (office) development	-	£66,071	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	
30 Community use/leisure	-	£29,071	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	£250,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	207,160	188,874	170,833	153,038	135,490	118,188	101,132	84,322	67,758	51,441	35,370	
2 Five unit development	5	£83,333	345,267	314,790	284,721	255,064	225,817	196,980	168,553	140,537	112,931	85,736	58,950	
3 Eight unit development	8	£133,333	467,651	423,020	378,993	335,571	292,753	2						

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,751 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	£750,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	250,773	230,379	210,379	190,737	171,266	152,066	133,138	114,480	96,094	77,979	60,135	
2 Five unit development	5	£250,000	417,956	383,965	350,631	317,894	285,443	253,444	221,896	190,801	160,157	129,965	100,224	
3 Eight unit development	8	£400,000	579,515	529,489	480,443	432,292	384,554	337,485	291,082	245,349	200,282	155,884	112,154	
4 Ten unit development	10	£400,000	724,393	661,861	600,554	540,366	480,694	421,856	363,854	306,686	250,353	194,855	140,192	
5 Ten unit development (flats)	10	£100,000	129,974	81,318	33,361	-14,093	-61,309	-107,816	-153,613	-198,701	-243,080	-287,125	-330,827	
6 Fifteen unit development	15	£600,000	1,097,951	1,004,977	913,817	824,312	735,578	648,084	561,828	476,813	393,037	310,500	229,204	
7 Twenty unit development (flats)	20	£200,000	299,833	204,818	111,175	-18,905	-73,013	-163,806	-253,208	-341,218	-427,837	-513,064	-596,900	
8 Thirty unit development	30	£1,000,000	7,334,900	6,672,258	6,018,583	5,373,874	4,738,133	4,111,359	3,493,551	2,884,710	2,284,835	1,693,929	1,111,988	
9 Fifty unit development	50	£1,666,667	2,442,188	2,168,382	1,898,330	1,632,034	1,369,492	1,110,705	855,673	603,374	353,127	106,678	-137,900	
10 One hundred unit development	100	£4,166,667	5,990,249	5,442,173	4,904,506	4,376,785	3,853,501	3,337,574	2,829,004	2,327,791	1,833,935	1,347,435	866,233	
11 Three hundred unit scheme	300	£12,500,000	17,836,384	16,246,025	14,687,137	13,156,910	11,637,621	10,134,753	8,653,270	7,193,171	5,754,459	4,333,560	2,927,746	
12 Five hundred unit scheme	500	£15,625,000	17,645,948	15,178,108	12,760,729	10,389,290	8,027,295	5,695,246	3,395,854	1,113,083	-1,159,361	-3,430,862	-5,697,390	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	16,085,770	12,518,371	9,002,128	5,546,580	2,098,783	-1,332,766	-4,775,633	-8,206,650	-11,644,564	-15,103,682	-18,596,194	
14 One thousand unit scheme	1,000	£31,250,000	20,717,578	16,084,509	11,541,227	7,052,460	2,585,966	-1,870,284	-6,342,358	-10,809,545	-15,287,534	-19,814,929	-24,407,943	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	28,507,977	22,046,174	15,691,566	9,418,663	3,163,660	-3,098,744	-9,386,840	-15,681,777	-22,031,281	-28,507,424	-35,182,819	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	40,021,436	30,680,428	21,481,639	12,391,620	3,296,259	-5,856,035	-15,081,339	-24,394,257	-33,896,448	-43,784,237	-54,273,080	
17 C2 care scheme - houses	50	£1,171,875	2,289,976	2,048,744	1,812,487	1,580,735	1,350,855	1,123,736	898,332	676,227	457,421	241,911	29,698	
18 C2 care scheme - flats	60	£662,500	2,601,105	2,787,113	2,970,127	3,150,146	3,327,169	3,501,198	3,672,231	3,840,269	4,005,312	4,167,360	4,326,412	
19 Class E (light industrial) development	-	£107,143	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	
20 Class E (retail - convenience) development	-	£178,571	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	
23 Class E (office) development	-	£133,929	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	
30 Community use/leisure	-	£58,929	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	£370,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	250,773	230,379	210,379	190,737	171,266	152,066	133,138	114,480	96,094	77,979	60,135	
2 Five unit development	5	£123,333	417,956	383,965	350,631	317,894	285,443	253,444	221,896	190,801	160,157	129,965	100,224	
3 Eight unit development	8	£197,333	579,515	529,489	480,443	432,292	384,554	337,485	291,082	245,349	200,282	155,884	112,154	
4 Ten unit development	10	£197,333	724,393	661,861	600,554	540,366	480,694	421,856	363,854	306,686	250,353	194,855	140,192	
5 Ten unit development (flats)	10	£49,333	129,974	81,318	33,361	-14,093	-61,309	-107,816	-153,613	-198,701	-243,080	-287,125	-330,827	
6 Fifteen unit development	15	£296,000	1,097,951	1,004,977	913,817	824,312	735,578	648,084	561,828	476,813	393,037	310,500	229,204	
7 Twenty unit development (flats)	20	£98,667	299,833	204,818	111,175	-18,905	-73,013	-163,806	-253,208	-341,218	-427,837	-513,064	-596,900	
8 Thirty unit development	30	£493,333	7,334,900	6,672,258	6,018,583	5,373,874	4,738,133	4,111,359	3,493,551	2,884,710	2,284,835	1,693,929	1,111,988	
9 Fifty unit development	50	£822,222	2,442,188	2,168,382	1,898,330	1,632,034	1,369,492	1,110,705	855,673	603,374	353,127	106,678	-137,900	
10 One hundred unit development	100	£2,055,556	5,990,249	5,442,173	4,904,506	4,376,785	3,853,501	3,337,574	2,829,004	2,327,791	1,833,935	1,347,435	866,233	
11 Three hundred unit scheme	300	£6,166,667	17,836,384	16,246,025	14,687,137	13,156,910	11,637,621	10,134,753	8,653,270	7,193,171	5,754,459	4,333,560	2,927,746	
12 Five hundred unit scheme	500	£7,708,333	17,645,948	15,178,108	12,760,729	10,389,290	8,027,295	5,695,246	3,395,854	1,113,083	-1,159,361	-3,430,862	-5,697,390	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	16,085,770	12,518,371	9,002,128	5,546,580	2,098,783	-1,332,766	-4,775,633	-8,206,650	-11,644,564	-15,103,682	-18,596,194	
14 One thousand unit scheme	1,000	£15,416,667	20,717,578	16,084,509	11,541,227	7,052,460	2,585,966	-1,870,284	-6,342,358	-10,809,545	-15,287,534	-19,814,929	-24,407,943	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	28,507,977	22,046,174	15,691,566	9,418,663	3,163,660	-3,098,744	-9,386,840	-15,681,777	-22,031,281	-28,507,424	-35,182,819	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	40,021,436	30,680,428	21,481,639	12,391,620	3,296,259	-5,856,035	-15,081,339	-24,394,257	-33,896,448	-43,784,237	-54,273,080	
17 C2 care scheme - houses	50	£578,125	2,289,976	2,048,744	1,812,487	1,580,735	1,350,855	1,123,736	898,332	676,227	457,421	241,911	29,698	
18 C2 care scheme - flats	60	£277,500	2,601,105	2,787,113	2,970,127	3,150,146	3,327,169	3,501,198	3,672,231	3,840,269	4,005,312	4,167,360	4,326,412	
19 Class E (light industrial) development	-	£52,857	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	
20 Class E (retail - convenience) development	-	£88,095	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	
23 Class E (office) development	-	£66,071	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	
30 Community use/leisure	-	£29,071	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	£250,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	250,773	230,379	210,379	190,737	171,266	152,066	133,138	114,480	96,094	77,979	60,135	
2 Five unit development	5	£83,333	417,956	383,965	350,631	317,894	285,443	253,444	221,896	190,801	160,157	129,965	100,224	
3 Eight unit development	8													



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,934 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	283,183	261,027	239,287	217,963	197,054	176,561	156,483	136,820	117,574	98,743	79,708	
2 Five unit development	5	£250,000	471,971	435,045	398,812	363,271	328,423	294,268	260,804	228,034	195,957	164,572	132,847	
3 Eight unit development	8	£400,000	661,527	607,054	553,621	501,225	449,868	399,549	350,269	302,027	254,823	208,657	161,940	
4 Ten unit development	10	£400,000	826,909	758,819	692,026	626,531	562,335	499,436	437,836	377,533	318,528	260,821	202,425	
5 Ten unit development (flats)	10	£100,000	210,310	158,395	107,220	56,784	7,087	- 42,464	- 91,365	- 139,517	- 186,919	- 233,571	- 279,888	
6 Fifteen unit development	15	£600,000	1,248,415	1,147,279	1,048,060	950,760	855,378	761,916	670,370	580,743	493,034	407,245	320,459	
7 Twenty unit development (flats)	20	£200,000	458,743	357,311	257,329	158,797	61,714	- 34,398	- 129,913	- 223,959	- 316,533	- 407,638	- 497,272	
8 Thirty unit development	30	£1,000,000	8,316,603	7,611,899	6,916,679	6,230,941	5,554,686	4,887,914	4,230,625	3,582,819	2,944,497	2,315,657	1,696,300	
9 Fifty unit development	50	£1,666,667	2,898,635	2,604,140	2,315,513	2,032,750	1,752,274	1,475,641	1,202,991	934,324	669,640	406,222	146,657	
10 One hundred unit development	100	£4,166,667	6,897,656	6,303,396	5,720,613	5,147,235	4,583,818	4,031,971	3,491,692	2,962,984	2,445,843	1,940,272	1,428,113	
11 Three hundred unit scheme	300	£12,500,000	20,445,558	18,714,019	17,015,758	15,350,777	13,719,077	12,120,415	10,548,233	9,009,506	7,504,237	6,032,424	4,539,945	
12 Five hundred unit scheme	500	£15,625,000	21,803,920	19,112,796	16,473,339	13,887,219	11,354,441	8,866,585	6,424,623	4,036,374	1,683,511	- 630,432	- 3,019,070	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	22,064,472	18,173,883	14,360,408	10,608,078	6,919,904	3,292,197	- 277,685	- 3,852,822	- 7,383,000	- 10,886,606	- 14,520,041	
14 One thousand unit scheme	1,000	£31,250,000	28,427,985	23,402,576	18,451,543	13,600,644	8,812,818	4,112,954	- 525,116	- 5,164,942	- 9,755,003	- 14,324,786	- 19,073,927	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	39,193,867	32,174,991	25,278,089	18,490,918	11,806,998	5,225,908	- 1,287,508	- 7,805,013	- 14,273,340	- 20,743,692	- 27,534,931	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	55,231,719	45,107,443	35,139,299	25,323,434	15,642,496	6,079,573	- 3,436,113	- 12,987,484	- 22,551,844	- 32,225,070	- 42,578,276	
17 C2 care scheme - houses	50	£1,171,875	2,719,365	2,455,026	2,195,959	1,942,164	1,693,641	1,450,389	1,212,408	978,620	749,071	524,848	297,176	
18 C2 care scheme - flats	60	£562,500	2,273,813	2,472,134	2,667,312	2,859,350	3,048,245	3,233,998	3,416,609	3,596,078	3,772,406	3,945,591	4,115,636	
19 Class E (light industrial) development	-	£107,143	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£178,571	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£133,929	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£58,929	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	283,183	261,027	239,287	217,963	197,054	176,561	156,483	136,820	117,574	98,743	79,708	
2 Five unit development	5	£123,333	471,971	435,045	398,812	363,271	328,423	294,268	260,804	228,034	195,957	164,572	132,847	
3 Eight unit development	8	£197,333	661,527	607,054	553,621	501,225	449,868	399,549	350,269	302,027	254,823	208,657	161,940	
4 Ten unit development	10	£197,333	826,909	758,819	692,026	626,531	562,335	499,436	437,836	377,533	318,528	260,821	202,425	
5 Ten unit development (flats)	10	£49,333	210,310	158,395	107,220	56,784	7,087	- 42,464	- 91,365	- 139,517	- 186,919	- 233,571	- 279,888	
6 Fifteen unit development	15	£296,000	1,248,415	1,147,279	1,048,060	950,760	855,378	761,916	670,370	580,743	493,034	407,245	320,459	
7 Twenty unit development (flats)	20	£98,667	458,743	357,311	257,329	158,797	61,714	- 34,398	- 129,913	- 223,959	- 316,533	- 407,638	- 497,272	
8 Thirty unit development	30	£493,333	8,316,603	7,611,899	6,916,679	6,230,941	5,554,686	4,887,914	4,230,625	3,582,819	2,944,497	2,315,657	1,696,300	
9 Fifty unit development	50	£822,222	2,898,635	2,604,140	2,315,513	2,032,750	1,752,274	1,475,641	1,202,991	934,324	669,640	406,222	146,657	
10 One hundred unit development	100	£2,055,556	6,897,656	6,303,396	5,720,613	5,147,235	4,583,818	4,031,971	3,491,692	2,962,984	2,445,843	1,940,272	1,428,113	
11 Three hundred unit scheme	300	£6,166,667	20,445,558	18,714,019	17,015,758	15,350,777	13,719,077	12,120,415	10,548,233	9,009,506	7,504,237	6,032,424	4,539,945	
12 Five hundred unit scheme	500	£7,708,333	21,803,920	19,112,796	16,473,339	13,887,219	11,354,441	8,866,585	6,424,623	4,036,374	1,683,511	- 630,432	- 3,019,070	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	22,064,472	18,173,883	14,360,408	10,608,078	6,919,904	3,292,197	- 277,685	- 3,852,822	- 7,383,000	- 10,886,606	- 14,520,041	
14 One thousand unit scheme	1,000	£15,416,667	28,427,985	23,402,576	18,451,543	13,600,644	8,812,818	4,112,954	- 525,116	- 5,164,942	- 9,755,003	- 14,324,786	- 19,073,927	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	39,193,867	32,174,991	25,278,089	18,490,918	11,806,998	5,225,908	- 1,287,508	- 7,805,013	- 14,273,340	- 20,743,692	- 27,534,931	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	55,231,719	45,107,443	35,139,299	25,323,434	15,642,496	6,079,573	- 3,436,113	- 12,987,484	- 22,551,844	- 32,225,070	- 42,578,276	
17 C2 care scheme - houses	50	£578,125	2,719,365	2,455,026	2,195,959	1,942,164	1,693,641	1,450,389	1,212,408	978,620	749,071	524,848	297,176	
18 C2 care scheme - flats	60	£277,500	2,273,813	2,472,134	2,667,312	2,859,350	3,048,245	3,233,998	3,416,609	3,596,078	3,772,406	3,945,591	4,115,636	
19 Class E (light industrial) development	-	£52,857	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£88,095	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£66,071	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£29,071	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	283,183	261,027	239,287	217,963								

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,118 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	326,796	302,240	278,131	254,469	231,253	208,483	186,159	164,282	142,850	121,866	101,328	
2 Five unit development	5	£250,000	544,660	503,734	463,553	424,114	385,420	347,471	310,265	273,803	238,085	203,111	168,880	
3 Eight unit development	8	£400,000	773,390	712,772	653,271	594,885	537,619	481,468	426,436	372,519	319,722	268,040	217,476	
4 Ten unit development	10	£400,000	966,738	890,965	816,588	743,607	672,023	601,835	533,044	465,650	399,652	335,050	271,845	
5 Ten unit development (flats)	10	£100,000	326,879	270,024	213,680	158,023	103,173	49,129	4,169	57,344	109,703	161,244	211,969	
6 Fifteen unit development	15	£600,000	1,453,256	1,340,857	1,230,522	1,122,250	1,016,041	911,895	809,811	709,790	611,832	515,937	422,104	
7 Twenty unit development (flats)	20	£200,000	692,158	580,063	469,551	360,621	253,274	147,509	43,326	60,114	162,561	263,404	362,642	
8 Thirty unit development	30	£1,000,000	9,585,064	8,821,957	8,069,060	7,326,374	6,593,896	5,871,630	5,159,573	4,457,727	3,766,090	3,084,664	2,413,448	
9 Fifty unit development	50	£1,666,667	3,538,745	3,209,095	2,885,762	2,568,745	2,258,045	1,953,662	1,655,596	1,363,845	1,078,412	799,104	515,574	
10 One hundred unit development	100	£4,166,667	8,161,017	7,497,409	6,846,169	6,207,297	5,580,793	4,966,656	4,361,747	3,768,341	3,187,404	2,618,935	2,062,934	
11 Three hundred unit scheme	300	£12,500,000	24,076,806	22,145,843	20,250,719	18,391,433	16,567,985	14,780,377	13,028,608	11,312,678	9,626,663	7,974,652	6,358,675	
12 Five hundred unit scheme	500	£5,625,000	27,599,759	24,601,235	21,659,852	18,773,372	15,932,493	13,149,066	10,423,088	7,744,756	5,116,207	2,537,554	3,238	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	30,460,191	26,133,814	21,888,891	17,700,386	13,594,947	9,554,020	5,583,212	1,666,238	- 2,224,424	- 6,095,387	- 9,937,577	
14 One thousand unit scheme	1,000	£31,250,000	39,317,394	33,707,404	28,199,023	22,795,549	17,465,009	12,238,730	7,082,074	2,005,325	- 3,047,501	- 8,078,201	- 13,085,943	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	54,377,631	46,567,123	38,896,609	31,339,163	23,915,033	16,606,613	9,399,009	2,290,246	- 4,805,552	- 11,898,259	- 18,987,806	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	77,154,159	65,903,485	54,847,350	43,944,578	33,212,275	22,631,670	12,184,447	1,836,070	- 8,568,700	- 19,013,515	- 29,584,324	
17 C2 care scheme - houses	50	£1,171,875	3,328,948	3,031,235	2,739,221	2,452,907	2,172,293	1,897,378	1,628,163	1,364,647	1,106,832	853,511	604,729	
18 C2 care scheme - flats	60	£562,500	1,719,843	1,943,392	2,163,487	2,380,126	2,593,310	2,803,038	3,009,311	3,212,130	3,411,493	3,607,400	3,799,853	
19 Class E (light industrial) development	-	£107,143	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£178,571	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£133,929	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£58,929	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	326,796	302,240	278,131	254,469	231,253	208,483	186,159	164,282	142,850	121,866	101,328	
2 Five unit development	5	£123,333	544,660	503,734	463,553	424,114	385,420	347,471	310,265	273,803	238,085	203,111	168,880	
3 Eight unit development	8	£197,333	773,390	712,772	653,271	594,885	537,619	481,468	426,436	372,519	319,722	268,040	217,476	
4 Ten unit development	10	£197,333	966,738	890,965	816,588	743,607	672,023	601,835	533,044	465,650	399,652	335,050	271,845	
5 Ten unit development (flats)	10	£49,333	326,879	270,024	213,680	158,023	103,173	49,129	4,169	57,344	109,703	161,244	211,969	
6 Fifteen unit development	15	£296,000	1,453,256	1,340,857	1,230,522	1,122,250	1,016,041	911,895	809,811	709,790	611,832	515,937	422,104	
7 Twenty unit development (flats)	20	£98,667	692,158	580,063	469,551	360,621	253,274	147,509	43,326	60,114	162,561	263,404	362,642	
8 Thirty unit development	30	£493,333	9,585,064	8,821,957	8,069,060	7,326,374	6,593,896	5,871,630	5,159,573	4,457,727	3,766,090	3,084,664	2,413,448	
9 Fifty unit development	50	£822,222	3,538,745	3,209,095	2,885,762	2,568,745	2,258,045	1,953,662	1,655,596	1,363,845	1,078,412	799,104	515,574	
10 One hundred unit development	100	£2,055,556	8,161,017	7,497,409	6,846,169	6,207,297	5,580,793	4,966,656	4,361,747	3,768,341	3,187,404	2,618,935	2,062,934	
11 Three hundred unit scheme	300	£6,166,667	24,076,806	22,145,843	20,250,719	18,391,433	16,567,985	14,780,377	13,028,608	11,312,678	9,626,663	7,974,652	6,358,675	
12 Five hundred unit scheme	500	£7,708,333	27,599,759	24,601,235	21,659,852	18,773,372	15,932,493	13,149,066	10,423,088	7,744,756	5,116,207	2,537,554	3,238	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	30,460,191	26,133,814	21,888,891	17,700,386	13,594,947	9,554,020	5,583,212	1,666,238	- 2,224,424	- 6,095,387	- 9,937,577	
14 One thousand unit scheme	1,000	£15,416,667	39,317,394	33,707,404	28,199,023	22,795,549	17,465,009	12,238,730	7,082,074	2,005,325	- 3,047,501	- 8,078,201	- 13,085,943	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	54,377,631	46,567,123	38,896,609	31,339,163	23,915,033	16,606,613	9,399,009	2,290,246	- 4,805,552	- 11,898,259	- 18,987,806	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	77,154,159	65,903,485	54,847,350	43,944,578	33,212,275	22,631,670	12,184,447	1,836,070	- 8,568,700	- 19,013,515	- 29,584,324	
17 C2 care scheme - houses	50	£578,125	3,328,948	3,031,235	2,739,221	2,452,907	2,172,293	1,897,378	1,628,163	1,364,647	1,106,832	853,511	604,729	
18 C2 care scheme - flats	60	£277,500	1,719,843	1,943,392	2,163,487	2,380,126	2,593,310	2,803,038	3,009,311	3,212,130	3,411,493	3,607,400	3,799,853	
19 Class E (light industrial) development	-	£52,857	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£88,095	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£66,071	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£29,071	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	326,796	302,240	278,131	254,469								

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,302 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	359,203	332,886	307,038	281,660	256,749	232,308	208,336	184,833	161,799	139,234	117,137	
2 Five unit development	5	£250,000	598,671	554,809	511,730	469,433	427,916	387,181	347,228	308,056	269,666	232,057	195,230	
3 Eight unit development	8	£400,000	855,396	790,331	726,442	663,726	602,184	541,816	482,623	424,603	367,759	312,088	257,590	
4 Ten unit development	10	£400,000	1,069,244	987,914	908,052	829,657	752,730	677,270	603,279	530,754	459,698	390,109	321,988	
5 Ten unit development (flats)	10	£100,000	406,696	346,601	287,345	228,696	170,707	113,562	57,264	1,810	53,546	108,071	161,738	
6 Fifteen unit development	15	£600,000	1,603,706	1,483,147	1,364,755	1,248,530	1,134,472	1,022,582	912,859	805,303	699,915	596,693	495,639	
7 Twenty unit development (flats)	20	£200,000	848,903	732,046	615,689	500,498	386,968	275,097	164,888	56,338	51,267	157,986	263,022	
8 Thirty unit development	30	£1,000,000	10,566,700	9,761,535	8,967,096	8,183,384	7,410,397	6,648,137	5,896,603	5,155,795	4,425,713	3,706,357	2,997,728	
9 Fifty unit development	50	£1,666,667	3,995,149	3,640,811	3,293,106	2,952,034	2,617,594	2,289,787	1,968,612	1,654,071	1,346,161	1,044,885	750,241	
10 One hundred unit development	100	£4,166,667	9,067,398	8,355,673	7,656,002	6,969,327	6,295,648	5,634,964	4,987,276	4,351,077	3,725,061	3,112,147	2,512,334	
11 Three hundred unit scheme	300	£12,500,000	26,685,740	24,613,610	22,579,126	20,582,288	18,623,095	16,701,549	14,817,648	12,971,393	11,162,784	9,384,386	7,643,007	
12 Five hundred unit scheme	500	£15,625,000	31,743,111	28,520,461	25,357,821	22,255,188	19,209,280	16,212,434	13,275,919	10,399,733	7,570,809	4,797,105	2,070,491	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	36,408,001	31,760,046	27,198,715	22,721,446	18,305,260	13,976,278	9,711,846	5,524,511	1,388,102	- 2,728,828	- 6,822,890	
14 One thousand unit scheme	1,000	£31,250,000	46,982,435	40,983,658	35,067,412	29,260,851	23,560,293	17,940,972	12,424,847	6,988,499	1,627,295	- 3,718,824	- 9,041,835	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	65,018,668	56,634,969	48,405,693	40,314,298	32,351,659	24,518,768	16,813,478	9,212,089	1,705,490	- 5,817,278	- 13,322,428	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	92,277,898	80,245,303	68,381,036	56,721,623	45,244,797	33,926,788	22,768,303	11,736,820	805,459	- 10,223,923	- 21,315,438	
17 C2 care scheme - houses	50	£1,171,875	3,758,296	3,437,478	3,122,655	2,813,827	2,510,995	2,214,158	1,923,317	1,638,471	1,359,619	1,086,764	818,834	
18 C2 care scheme - flats	60	£562,500	1,392,606	1,628,463	1,860,720	2,089,374	2,314,427	2,535,877	2,753,725	2,967,973	3,178,617	3,385,660	3,589,100	
19 Class E (light industrial) development	-	£107,143	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£178,571	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£133,929	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£58,929	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	359,203	332,886	307,038	281,660	256,749	232,308	208,336	184,833	161,799	139,234	117,137	
2 Five unit development	5	£123,333	598,671	554,809	511,730	469,433	427,916	387,181	347,228	308,056	269,666	232,057	195,230	
3 Eight unit development	8	£197,333	855,396	790,331	726,442	663,726	602,184	541,816	482,623	424,603	367,759	312,088	257,590	
4 Ten unit development	10	£197,333	1,069,244	987,914	908,052	829,657	752,730	677,270	603,279	530,754	459,698	390,109	321,988	
5 Ten unit development (flats)	10	£49,333	406,696	346,601	287,345	228,696	170,707	113,562	57,264	1,810	53,546	108,071	161,738	
6 Fifteen unit development	15	£296,000	1,603,706	1,483,147	1,364,755	1,248,530	1,134,472	1,022,582	912,859	805,303	699,915	596,693	495,639	
7 Twenty unit development (flats)	20	£98,667	848,903	732,046	615,689	500,498	386,968	275,097	164,888	56,338	51,267	157,986	263,022	
8 Thirty unit development	30	£493,333	10,566,700	9,761,535	8,967,096	8,183,384	7,410,397	6,648,137	5,896,603	5,155,795	4,425,713	3,706,357	2,997,728	
9 Fifty unit development	50	£822,222	3,995,149	3,640,811	3,293,106	2,952,034	2,617,594	2,289,787	1,968,612	1,654,071	1,346,161	1,044,885	750,241	
10 One hundred unit development	100	£2,055,556	9,067,398	8,355,673	7,656,002	6,969,327	6,295,648	5,634,964	4,987,276	4,351,077	3,725,061	3,112,147	2,512,334	
11 Three hundred unit scheme	300	£6,166,667	26,685,740	24,613,610	22,579,126	20,582,288	18,623,095	16,701,549	14,817,648	12,971,393	11,162,784	9,384,386	7,643,007	
12 Five hundred unit scheme	500	£7,708,333	31,743,111	28,520,461	25,357,821	22,255,188	19,209,280	16,212,434	13,275,919	10,399,733	7,570,809	4,797,105	2,070,491	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	36,408,001	31,760,046	27,198,715	22,721,446	18,305,260	13,976,278	9,711,846	5,524,511	1,388,102	- 2,728,828	- 6,822,890	
14 One thousand unit scheme	1,000	£15,416,667	46,982,435	40,983,658	35,067,412	29,260,851	23,560,293	17,940,972	12,424,847	6,988,499	1,627,295	- 3,718,824	- 9,041,835	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	65,018,668	56,634,969	48,405,693	40,314,298	32,351,659	24,518,768	16,813,478	9,212,089	1,705,490	- 5,817,278	- 13,322,428	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	92,277,898	80,245,303	68,381,036	56,721,623	45,244,797	33,926,788	22,768,303	11,736,820	805,459	- 10,223,923	- 21,315,438	
17 C2 care scheme - houses	50	£578,125	3,758,296	3,437,478	3,122,655	2,813,827	2,510,995	2,214,158	1,923,317	1,638,471	1,359,619	1,086,764	818,834	
18 C2 care scheme - flats	60	£277,500	1,392,606	1,628,463	1,860,720	2,089,374	2,314,427	2,535,877	2,753,725	2,967,973	3,178,617	3,385,660	3,589,100	
19 Class E (light industrial) development	-	£52,857	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£88,095	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£66,071	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£29,071	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	359,203	332,886	307,038	281,660								



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,485 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	402,816	374,099	345,882	318,165	290,948	264,230	238,012	212,295	187,076	162,357	138,138	
2 Five unit development	5	£250,000	671,360	623,499	576,471	530,275	484,913	440,384	396,687	353,824	311,793	270,596	230,231	
3 Eight unit development	8	£400,000	967,259	896,049	826,091	757,386	689,934	623,735	558,790	495,097	432,657	371,470	311,537	
4 Ten unit development	10	£400,000	1,209,074	1,120,061	1,032,614	946,733	862,418	779,669	698,487	618,871	540,822	464,338	389,420	
5 Ten unit development (flats)	10	£100,000	522,772	456,598	391,718	328,132	265,840	204,562	143,243	82,835	23,339	35,744	94,234	
6 Fifteen unit development	15	£600,000	1,808,547	1,676,726	1,547,217	1,420,020	1,295,135	1,172,561	1,052,300	934,350	818,712	705,385	594,371	
7 Twenty unit development (flats)	20	£200,000	1,077,005	949,472	823,794	699,968	577,005	456,524	336,314	217,897	101,272	13,753	128,391	
8 Thirty unit development	30	£1,000,000	11,835,160	10,971,593	10,119,478	9,278,817	8,449,608	7,631,854	6,825,551	6,030,703	5,247,307	4,475,365	3,714,876	
9 Fifty unit development	50	£1,666,667	4,630,827	4,243,353	3,862,918	3,488,029	3,119,786	2,758,627	2,404,552	2,057,560	1,717,652	1,384,828	1,059,088	
10 One hundred unit development	100	£4,166,667	10,319,805	9,541,494	8,776,986	8,026,284	7,286,958	6,560,485	5,847,898	5,149,197	4,464,382	3,790,809	3,128,998	
11 Three hundred unit scheme	300	£12,500,000	30,307,310	28,041,703	25,814,087	23,622,943	21,472,003	19,361,268	17,290,739	15,260,413	13,270,292	11,320,376	9,407,615	
12 Five hundred unit scheme	500	£15,625,000	37,538,950	33,998,006	30,521,155	27,108,397	23,759,731	20,475,159	17,250,106	14,078,155	10,970,644	7,921,609	4,922,933	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	44,755,295	39,672,674	34,669,431	29,746,033	24,915,165	20,166,191	15,490,130	10,898,868	6,373,346	1,912,019	- 2,529,011	
14 One thousand unit scheme	1,000	£31,250,000	57,802,790	51,209,796	44,736,218	38,382,058	32,114,534	25,965,267	19,913,658	13,964,215	8,096,102	2,312,036	- 3,455,482	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	80,086,869	70,913,845	61,907,004	53,028,579	44,311,454	35,729,215	27,296,568	18,975,440	10,776,473	2,678,643	- 5,433,429	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	114,019,583	100,847,588	87,859,112	75,104,888	62,533,871	50,162,460	37,974,455	25,948,578	14,064,055	2,268,440	- 9,625,786	
17 C2 care scheme - houses	50	£1,171,875	4,367,880	4,013,687	3,665,917	3,324,571	2,989,647	2,661,147	2,339,071	2,023,418	1,714,187	1,411,382	1,114,998	
18 C2 care scheme - flats	60	£562,500	838,635	- 1,099,723	- 1,356,894	- 1,610,151	- 1,859,492	- 2,104,918	- 2,346,428	- 2,584,024	- 2,817,703	- 3,047,469	- 3,273,317	
19 Class E (light industrial) development	-	£107,143	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£178,571	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£133,929	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£58,929	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	402,816	374,099	345,882	318,165	290,948	264,230	238,012	212,295	187,076	162,357	138,138	
2 Five unit development	5	£123,333	671,360	623,499	576,471	530,275	484,913	440,384	396,687	353,824	311,793	270,596	230,231	
3 Eight unit development	8	£197,333	967,259	896,049	826,091	757,386	689,934	623,735	558,790	495,097	432,657	371,470	311,537	
4 Ten unit development	10	£197,333	1,209,074	1,120,061	1,032,614	946,733	862,418	779,669	698,487	618,871	540,822	464,338	389,420	
5 Ten unit development (flats)	10	£49,333	522,772	456,598	391,718	328,132	265,840	204,562	143,243	82,835	23,339	35,744	94,234	
6 Fifteen unit development	15	£296,000	1,808,547	1,676,726	1,547,217	1,420,020	1,295,135	1,172,561	1,052,300	934,350	818,712	705,385	594,371	
7 Twenty unit development (flats)	20	£98,667	1,077,005	949,472	823,794	699,968	577,005	456,524	336,314	217,897	101,272	13,753	128,391	
8 Thirty unit development	30	£493,333	11,835,160	10,971,593	10,119,478	9,278,817	8,449,608	7,631,854	6,825,551	6,030,703	5,247,307	4,475,365	3,714,876	
9 Fifty unit development	50	£822,222	4,630,827	4,243,353	3,862,918	3,488,029	3,119,786	2,758,627	2,404,552	2,057,560	1,717,652	1,384,828	1,059,088	
10 One hundred unit development	100	£2,055,556	10,319,805	9,541,494	8,776,986	8,026,284	7,286,958	6,560,485	5,847,898	5,149,197	4,464,382	3,790,809	3,128,998	
11 Three hundred unit scheme	300	£6,166,667	30,307,310	28,041,703	25,814,087	23,622,943	21,472,003	19,361,268	17,290,739	15,260,413	13,270,292	11,320,376	9,407,615	
12 Five hundred unit scheme	500	£7,708,333	37,538,950	33,998,006	30,521,155	27,108,397	23,759,731	20,475,159	17,250,106	14,078,155	10,970,644	7,921,609	4,922,933	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	44,755,295	39,672,674	34,669,431	29,746,033	24,915,165	20,166,191	15,490,130	10,898,868	6,373,346	1,912,019	- 2,529,011	
14 One thousand unit scheme	1,000	£15,416,667	57,802,790	51,209,796	44,736,218	38,382,058	32,114,534	25,965,267	19,913,658	13,964,215	8,096,102	2,312,036	- 3,455,482	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	80,086,869	70,913,845	61,907,004	53,028,579	44,311,454	35,729,215	27,296,568	18,975,440	10,776,473	2,678,643	- 5,433,429	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	114,019,583	100,847,588	87,859,112	75,104,888	62,533,871	50,162,460	37,974,455	25,948,578	14,064,055	2,268,440	- 9,625,786	
17 C2 care scheme - houses	50	£578,125	4,367,880	4,013,687	3,665,917	3,324,571	2,989,647	2,661,147	2,339,071	2,023,418	1,714,187	1,411,382	1,114,998	
18 C2 care scheme - flats	60	£277,500	838,635	- 1,099,723	- 1,356,894	- 1,610,151	- 1,859,492	- 2,104,918	- 2,346,428	- 2,584,024	- 2,817,703	- 3,047,469	- 3,273,317	
19 Class E (light industrial) development	-	£52,857	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£88,095	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£66,071	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£29,071	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,669 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	446,429	415,312	384,727	354,672	325,147	296,152	267,689	239,755	212,352	185,481	159,139	
2 Five unit development	5	£250,000	744,048	692,187	641,211	591,119	541,910	493,587	446,147	399,592	353,921	309,134	265,232	
3 Eight unit development	8	£400,000	1,078,907	1,001,766	925,741	851,046	777,685	705,654	634,957	565,591	497,556	430,853	365,483	
4 Ten unit development	10	£400,000	1,348,635	1,252,207	1,157,176	1,063,808	972,106	882,068	793,696	706,988	621,945	538,566	456,853	
5 Ten unit development (flats)	10	£100,000	638,848	566,292	495,114	425,310	356,882	289,831	224,154	159,391	96,003	34,001	26,991	
6 Fifteen unit development	15	£600,000	2,013,387	1,870,305	1,729,679	1,591,510	1,455,797	1,322,541	1,191,740	1,063,396	937,509	814,077	693,102	
7 Twenty unit development (flats)	20	£200,000	1,304,529	1,164,495	1,027,132	892,442	759,231	627,516	497,661	370,546	246,169	124,532	5,635	
8 Thirty unit development	30	£1,000,000	13,100,519	12,181,398	11,271,860	10,374,250	9,488,820	8,615,569	7,754,500	6,905,610	6,068,902	5,244,372	4,432,023	
9 Fifty unit development	50	£1,666,667	5,265,389	4,843,058	4,428,213	4,020,857	3,620,986	3,227,467	2,840,491	2,461,049	2,089,142	1,724,771	1,367,934	
10 One hundred unit development	100	£4,166,667	11,572,211	10,725,142	9,892,760	9,075,064	8,272,055	7,483,732	6,708,520	5,945,810	5,197,875	4,464,714	3,745,663	
11 Three hundred unit scheme	300	£12,500,000	33,919,465	31,455,466	29,034,082	26,655,317	24,319,165	22,020,988	19,763,829	17,549,433	15,377,800	13,248,931	11,162,824	
12 Five hundred unit scheme	500	£15,625,000	43,304,779	39,458,501	35,680,134	31,961,605	28,306,899	24,720,368	21,202,014	17,751,837	14,357,411	11,026,798	7,761,716	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	53,085,888	47,545,773	42,103,559	36,759,247	31,494,409	26,319,200	21,242,433	16,234,530	11,321,613	6,469,917	1,688,321	
14 One thousand unit scheme	1,000	£31,250,000	68,575,565	61,419,950	54,375,764	47,442,634	40,636,546	33,945,483	27,356,421	20,886,433	14,509,120	8,226,113	2,025,317	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	95,112,449	85,152,235	75,330,788	65,683,849	56,206,674	46,866,703	37,694,820	28,656,367	19,752,867	10,971,257	2,289,353	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	135,667,238	121,336,569	107,228,002	93,363,119	79,703,227	66,265,948	53,038,125	39,996,769	27,119,411	14,384,110	1,733,307	
17 C2 care scheme - houses	50	£1,171,875	4,971,977	4,586,496	4,207,822	3,835,313	3,468,299	3,108,136	2,754,825	2,408,365	2,068,757	1,735,999	1,410,093	
18 C2 care scheme - flats	60	£562,500	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	
19 Class E (light industrial) development	-	£107,143	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£178,571	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£133,929	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£58,929	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	446,429	415,312	384,727	354,672	325,147	296,152	267,689	239,755	212,352	185,481	159,139	
2 Five unit development	5	£123,333	744,048	692,187	641,211	591,119	541,910	493,587	446,147	399,592	353,921	309,134	265,232	
3 Eight unit development	8	£197,333	1,078,907	1,001,766	925,741	851,046	777,685	705,654	634,957	565,591	497,556	430,853	365,483	
4 Ten unit development	10	£197,333	1,348,635	1,252,207	1,157,176	1,063,808	972,106	882,068	793,696	706,988	621,945	538,566	456,853	
5 Ten unit development (flats)	10	£49,333	638,848	566,292	495,114	425,310	356,882	289,831	224,154	159,391	96,003	34,001	26,991	
6 Fifteen unit development	15	£296,000	2,013,387	1,870,305	1,729,679	1,591,510	1,455,797	1,322,541	1,191,740	1,063,396	937,509	814,077	693,102	
7 Twenty unit development (flats)	20	£98,667	1,304,529	1,164,495	1,027,132	892,442	759,231	627,516	497,661	370,546	246,169	124,532	5,635	
8 Thirty unit development	30	£493,333	13,100,519	12,181,398	11,271,860	10,374,250	9,488,820	8,615,569	7,754,500	6,905,610	6,068,902	5,244,372	4,432,023	
9 Fifty unit development	50	£822,222	5,265,389	4,843,058	4,428,213	4,020,857	3,620,986	3,227,467	2,840,491	2,461,049	2,089,142	1,724,771	1,367,934	
10 One hundred unit development	100	£2,055,556	11,572,211	10,725,142	9,892,760	9,075,064	8,272,055	7,483,732	6,708,520	5,945,810	5,197,875	4,464,714	3,745,663	
11 Three hundred unit scheme	300	£6,166,667	33,919,465	31,455,466	29,034,082	26,655,317	24,319,165	22,020,988	19,763,829	17,549,433	15,377,800	13,248,931	11,162,824	
12 Five hundred unit scheme	500	£7,708,333	43,304,779	39,458,501	35,680,134	31,961,605	28,306,899	24,720,368	21,202,014	17,751,837	14,357,411	11,026,798	7,761,716	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	53,085,888	47,545,773	42,103,559	36,759,247	31,494,409	26,319,200	21,242,433	16,234,530	11,321,613	6,469,917	1,688,321	
14 One thousand unit scheme	1,000	£15,416,667	68,575,565	61,419,950	54,375,764	47,442,634	40,636,546	33,945,483	27,356,421	20,886,433	14,509,120	8,226,113	2,025,317	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	95,112,449	85,152,235	75,330,788	65,683,849	56,206,674	46,866,703	37,694,820	28,656,367	19,752,867	10,971,257	2,289,353	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	135,667,238	121,336,569	107,228,002	93,363,119	79,703,227	66,265,948	53,038,125	39,996,769	27,119,411	14,384,110	1,733,307	
17 C2 care scheme - houses	50	£578,125	4,971,977	4,586,496	4,207,822	3,835,313	3,468,299	3,108,136	2,754,825	2,408,365	2,068,757	1,735,999	1,410,093	
18 C2 care scheme - flats	60	£277,500	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	
19 Class E (light industrial) development	-	£52,857	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£88,095	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£66,071	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£29,071	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	446,429	415,312	384,727	354,672	325,147	296,152	267,689	239,755	212,352	185,481	159,139	
2 Five unit development	5	£83,333	744,0											

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,852 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	478,838	445,960	413,636	381,864	350,645	319,980	289,868	260,309	231,303	202,850	174,949	
2 Five unit development	5	£250,000	798,063	743,267	689,393	636,440	584,410	533,301	483,113	433,848	385,504	338,083	291,583	
3 Eight unit development	8	£400,000	1,160,359	1,078,899	998,822	919,892	842,256	766,008	691,149	617,678	545,597	474,904	405,600	
4 Ten unit development	10	£400,000	1,450,448	1,348,625	1,248,527	1,149,866	1,052,820	957,510	863,936	772,099	681,997	593,630	507,001	
5 Ten unit development (flats)	10	£100,000	718,674	641,802	566,362	492,354	419,777	348,630	278,915	210,497	143,156	77,256	12,799	
6 Fifteen unit development	15	£600,000	2,163,851	2,012,606	1,863,923	1,717,800	1,574,238	1,433,237	1,294,797	1,158,918	1,025,599	894,841	766,645	
7 Twenty unit development (flats)	20	£200,000	1,459,612	1,311,205	1,165,576	1,022,726	882,657	743,967	606,744	471,709	339,523	210,186	83,697	
8 Thirty unit development	30	£1,000,000	14,078,733	13,117,662	12,169,244	11,231,316	10,305,372	9,392,125	8,491,574	7,603,720	6,728,562	5,866,100	5,016,335	
9 Fifty unit development	50	£1,666,667	5,718,849	5,271,981	4,832,915	4,401,649	3,978,185	3,562,522	3,153,537	2,751,301	2,356,917	1,970,383	1,591,700	
10 One hundred unit development	100	£4,166,667	12,473,629	11,577,803	10,697,288	9,832,084	8,982,190	8,147,606	7,328,335	6,522,960	5,730,356	4,953,157	4,191,361	
11 Three hundred unit scheme	300	£12,500,000	36,523,807	33,918,846	31,358,306	28,842,186	26,370,487	23,942,333	21,553,030	19,208,297	16,908,134	14,652,543	12,441,521	
12 Five hundred unit scheme	500	£15,625,000	47,440,283	43,370,240	39,370,973	35,441,507	31,571,259	27,772,056	24,043,899	20,386,788	16,798,023	13,265,489	9,804,386	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	59,013,052	53,152,403	47,393,757	41,737,115	36,181,048	30,700,695	25,322,899	20,037,774	14,831,421	9,710,539	4,665,479	
14 One thousand unit scheme	1,000	£31,250,000	76,221,827	68,652,716	61,215,337	53,880,969	46,676,341	39,604,058	32,636,072	25,790,762	19,050,323	12,420,091	5,877,713	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	105,707,007	95,174,012	84,804,428	74,598,499	64,576,712	54,708,394	45,007,770	35,456,028	26,059,052	16,792,579	7,632,891	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	150,753,167	135,620,854	120,707,013	106,057,626	91,623,690	77,439,240	63,456,965	49,687,180	36,110,367	22,702,253	9,399,398	
17 C2 care scheme - houses	50	£1,171,875	5,397,891	4,989,481	4,588,171	4,193,961	3,806,849	3,424,948	3,050,007	2,682,214	2,321,567	1,968,068	1,621,714	
18 C2 care scheme - flats	60	£562,500	42,031	256,002	550,255	840,132	1,125,633	1,406,760	1,683,510	1,955,885	2,223,885	2,487,509	2,746,758	
19 Class E (light industrial) development	-	£107,143	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£178,571	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£133,929	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£58,929	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	478,838	445,960	413,636	381,864	350,645	319,980	289,868	260,309	231,303	202,850	174,949	
2 Five unit development	5	£123,333	798,063	743,267	689,393	636,440	584,410	533,301	483,113	433,848	385,504	338,083	291,583	
3 Eight unit development	8	£197,333	1,160,359	1,078,899	998,822	919,892	842,256	766,008	691,149	617,678	545,597	474,904	405,600	
4 Ten unit development	10	£197,333	1,450,448	1,348,625	1,248,527	1,149,866	1,052,820	957,510	863,936	772,099	681,997	593,630	507,001	
5 Ten unit development (flats)	10	£49,333	718,674	641,802	566,362	492,354	419,777	348,630	278,915	210,497	143,156	77,256	12,799	
6 Fifteen unit development	15	£296,000	2,163,851	2,012,606	1,863,923	1,717,800	1,574,238	1,433,237	1,294,797	1,158,918	1,025,599	894,841	766,645	
7 Twenty unit development (flats)	20	£98,667	1,459,612	1,311,205	1,165,576	1,022,726	882,657	743,967	606,744	471,709	339,523	210,186	83,697	
8 Thirty unit development	30	£493,333	14,078,733	13,117,662	12,169,244	11,231,316	10,305,372	9,392,125	8,491,574	7,603,720	6,728,562	5,866,100	5,016,335	
9 Fifty unit development	50	£822,222	5,718,849	5,271,981	4,832,915	4,401,649	3,978,185	3,562,522	3,153,537	2,751,301	2,356,917	1,970,383	1,591,700	
10 One hundred unit development	100	£2,055,556	12,473,629	11,577,803	10,697,288	9,832,084	8,982,190	8,147,606	7,328,335	6,522,960	5,730,356	4,953,157	4,191,361	
11 Three hundred unit scheme	300	£6,166,667	36,523,807	33,918,846	31,358,306	28,842,186	26,370,487	23,942,333	21,553,030	19,208,297	16,908,134	14,652,543	12,441,521	
12 Five hundred unit scheme	500	£7,708,333	47,440,283	43,370,240	39,370,973	35,441,507	31,571,259	27,772,056	24,043,899	20,386,788	16,798,023	13,265,489	9,804,386	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	59,013,052	53,152,403	47,393,757	41,737,115	36,181,048	30,700,695	25,322,899	20,037,774	14,831,421	9,710,539	4,665,479	
14 One thousand unit scheme	1,000	£15,416,667	76,221,827	68,652,716	61,215,337	53,880,969	46,676,341	39,604,058	32,636,072	25,790,762	19,050,323	12,420,091	5,877,713	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	105,707,007	95,174,012	84,804,428	74,598,499	64,576,712	54,708,394	45,007,770	35,456,028	26,059,052	16,792,579	7,632,891	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	150,753,167	135,620,854	120,707,013	106,057,626	91,623,690	77,439,240	63,456,965	49,687,180	36,110,367	22,702,253	9,399,398	
17 C2 care scheme - houses	50	£578,125	5,397,891	4,989,481	4,588,171	4,193,961	3,806,849	3,424,948	3,050,007	2,682,214	2,321,567	1,968,068	1,621,714	
18 C2 care scheme - flats	60	£277,500	42,031	256,002	550,255	840,132	1,125,633	1,406,760	1,683,510	1,955,885	2,223,885	2,487,509	2,746,758	
19 Class E (light industrial) development	-	£52,857	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£88,095	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£66,071	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£29,071	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	478,838	445,960	413,636	381,864	350,645	319,980	289,868	260,309	231,303	202,850		



**TEST VALLEY LOCAL PLAN VIABILITY TESTING**  
**BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £5,036 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	522,442	487,165	452,471	418,362	384,837	351,895	319,537	287,763	256,574	225,968	195,946	
2 Five unit development	5	£250,000	870,737	811,942	754,119	697,270	641,395	586,492	532,563	479,606	427,623	376,614	326,577	
3 Eight unit development	8	£400,000	1,271,222	1,183,669	1,097,575	1,012,942	929,768	847,909	767,299	688,156	610,481	534,275	459,535	
4 Ten unit development	10	£400,000	1,589,026	1,479,586	1,371,970	1,266,178	1,162,211	1,059,886	959,124	860,196	763,102	667,843	574,419	
5 Ten unit development (flats)	10	£100,000	834,724	751,473	669,735	589,510	510,798	433,600	357,914	283,742	211,054	139,381	69,231	
6 Fifteen unit development	15	£600,000	2,368,646	2,206,144	2,046,346	1,889,253	1,734,866	1,583,184	1,434,207	1,287,935	1,144,370	1,003,510	865,355	
7 Twenty unit development (flats)	20	£200,000	1,687,086	1,526,180	1,368,213	1,213,187	1,061,100	911,952	764,691	618,777	474,920	334,078	196,248	
8 Thirty unit development	30	£1,000,000	15,339,427	14,320,307	13,314,562	12,322,195	11,343,203	10,375,627	9,420,320	8,478,438	7,549,977	6,634,941	5,733,327	
9 Fifty unit development	50	£1,666,667	6,353,272	5,871,555	5,398,087	4,932,867	4,475,895	4,027,171	3,586,696	3,154,469	2,728,327	2,310,252	1,900,479	
10 One hundred unit development	100	£4,166,667	13,725,763	12,761,194	11,812,818	10,880,635	9,964,644	9,064,846	8,181,241	7,313,829	6,462,609	5,624,274	4,801,150	
11 Three hundred unit scheme	300	£12,500,000	40,135,176	37,331,865	34,575,521	31,866,142	29,203,730	26,588,283	24,019,802	21,496,819	19,015,183	16,580,677	14,193,300	
12 Five hundred unit scheme	500	£15,625,000	53,203,575	48,817,005	44,505,272	40,268,376	36,106,317	32,016,340	27,990,374	24,039,536	20,163,828	16,363,248	12,619,565	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	67,309,446	61,015,370	54,813,616	48,711,317	42,716,890	36,830,335	31,033,059	25,332,857	19,735,282	14,215,848	8,784,161	
14 One thousand unit scheme	1,000	£31,250,000	86,976,301	78,816,567	70,796,143	62,915,030	55,163,723	47,527,843	40,031,932	32,657,338	25,400,706	18,257,440	11,222,427	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	120,690,696	109,334,801	98,172,830	87,204,782	76,395,976	65,773,456	55,331,634	45,047,741	34,930,109	24,966,852	15,132,575	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	172,322,161	156,012,576	139,981,640	124,207,124	108,677,622	93,406,340	78,372,095	63,562,037	48,971,799	34,576,057	20,336,931	
17 C2 care scheme - houses	50	£1,171,875	6,001,353	5,559,897	5,125,965	4,699,555	4,280,669	3,869,304	3,465,464	3,067,078	2,676,059	2,292,615	1,916,746	
18 C2 care scheme - flats	60	£562,500	588,154	268,821	46,538	361,013	670,798	975,894	1,276,302	1,572,020	1,863,050	2,149,391	2,431,044	
19 Class E (light industrial) development	-	£107,143	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£178,571	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£133,929	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£58,929	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	522,442	487,165	452,471	418,362	384,837	351,895	319,537	287,763	256,574	225,968	195,946	
2 Five unit development	5	£123,333	870,737	811,942	754,119	697,270	641,395	586,492	532,563	479,606	427,623	376,614	326,577	
3 Eight unit development	8	£197,333	1,271,222	1,183,669	1,097,575	1,012,942	929,768	847,909	767,299	688,156	610,481	534,275	459,535	
4 Ten unit development	10	£197,333	1,589,026	1,479,586	1,371,970	1,266,178	1,162,211	1,059,886	959,124	860,196	763,102	667,843	574,419	
5 Ten unit development (flats)	10	£49,333	834,724	751,473	669,735	589,510	510,798	433,600	357,914	283,742	211,054	139,381	69,231	
6 Fifteen unit development	15	£296,000	2,368,646	2,206,144	2,046,346	1,889,253	1,734,866	1,583,184	1,434,207	1,287,935	1,144,370	1,003,510	865,355	
7 Twenty unit development (flats)	20	£98,667	1,687,086	1,526,180	1,368,213	1,213,187	1,061,100	911,952	764,691	618,777	474,920	334,078	196,248	
8 Thirty unit development	30	£493,333	15,339,427	14,320,307	13,314,562	12,322,195	11,343,203	10,375,627	9,420,320	8,478,438	7,549,977	6,634,941	5,733,327	
9 Fifty unit development	50	£822,222	6,353,272	5,871,555	5,398,087	4,932,867	4,475,895	4,027,171	3,586,696	3,154,469	2,728,327	2,310,252	1,900,479	
10 One hundred unit development	100	£2,055,556	13,725,763	12,761,194	11,812,818	10,880,635	9,964,644	9,064,846	8,181,241	7,313,829	6,462,609	5,624,274	4,801,150	
11 Three hundred unit scheme	300	£6,166,667	40,135,176	37,331,865	34,575,521	31,866,142	29,203,730	26,588,283	24,019,802	21,496,819	19,015,183	16,580,677	14,193,300	
12 Five hundred unit scheme	500	£7,708,333	53,203,575	48,817,005	44,505,272	40,268,376	36,106,317	32,016,340	27,990,374	24,039,536	20,163,828	16,363,248	12,619,565	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	67,309,446	61,015,370	54,813,616	48,711,317	42,716,890	36,830,335	31,033,059	25,332,857	19,735,282	14,215,848	8,784,161	
14 One thousand unit scheme	1,000	£15,416,667	86,976,301	78,816,567	70,796,143	62,915,030	55,163,723	47,527,843	40,031,932	32,657,338	25,400,706	18,257,440	11,222,427	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	120,690,696	109,334,801	98,172,830	87,204,782	76,395,976	65,773,456	55,331,634	45,047,741	34,930,109	24,966,852	15,132,575	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	172,322,161	156,012,576	139,981,640	124,207,124	108,677,622	93,406,340	78,372,095	63,562,037	48,971,799	34,576,057	20,336,931	
17 C2 care scheme - houses	50	£578,125	6,001,353	5,559,897	5,125,965	4,699,555	4,280,669	3,869,304	3,465,464	3,067,078	2,676,059	2,292,615	1,916,746	
18 C2 care scheme - flats	60	£277,500	588,154	268,821	46,538	361,013	670,798	975,894	1,276,302	1,572,020	1,863,050	2,149,391	2,431,044	
19 Class E (light industrial) development	-	£52,857	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£88,095	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£66,071	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£29,071	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	522,442	487,165	452,471	418,362	384,837	351,895	319,53					

## Appendix 11 - Policy by policy testing

Accessibility

Sales value (£ psm):

BLV: PREVIOUSLY DEVELOPED LAND			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0985	£0.1356	£0.1255	£0.1555	£0.1454	£0.1797	£0.1695	£0.1975	£0.1873	£0.2216	£0.2114	£0.2457	£0.2356	£0.2635	£0.2534	£0.2877	£0.2775
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1642	£0.2260	£0.2091	£0.2592	£0.2423	£0.2994	£0.2825	£0.3291	£0.3122	£0.3693	£0.3524	£0.4096	£0.3926	£0.4392	£0.4223	£0.4795	£0.4625
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.2144	£0.3107	£0.2836	£0.3613	£0.3343	£0.4234	£0.3964	£0.4686	£0.4416	£0.5307	£0.5037	£0.5927	£0.5658	£0.6376	£0.6109	£0.6991	£0.6724
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2680	£0.3884	£0.3545	£0.4517	£0.4179	£0.5293	£0.4955	£0.5858	£0.5520	£0.6634	£0.6296	£0.7409	£0.7072	£0.7970	£0.7636	£0.8739	£0.8405
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1639	£0.0673	£0.0904	£0.0150	£0.0381	£0.0576	£0.0348	£0.1092	£0.0864	£0.1816	£0.1588	£0.2497	£0.2271	£0.2935	£0.2710	£0.3579	£0.3353
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4141	£0.5897	£0.5408	£0.6826	£0.6336	£0.7962	£0.7472	£0.8789	£0.8300	£0.9925	£0.9436	£1.1061	£1.0572	£1.1889	£1.1400	£1.3025	£1.2536
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1818	£0.0113	£0.0352	£0.1136	£0.0676	£0.2581	£0.2121	£0.3604	£0.3144	£0.5049	£0.4589	£0.6420	£0.5960	£0.8344	£0.7884	£0.9720	£0.9260
8 Thirty unit development	30	1.33	£0.49	£1.5158	£1.2924	£2.1604	£1.9370	£2.6425	£2.4192	£3.2871	£3.0638	£3.7693	£3.5459	£4.4139	£4.1905	£5.0585	£4.8351	£5.5407	£5.3173	£6.1851	£5.9618
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.5513	£1.0968	£0.9479	£1.3894	£1.2404	£1.7763	£1.6274	£2.0279	£1.8790	£2.3835	£2.2347	£2.7360	£2.5888	£2.9859	£2.8387	£3.3383	£3.1911
10 One hundred unit development	100	5.56	£2.06	£2.3860	£2.0678	£3.1782	£2.8600	£3.7426	£3.4287	£4.4454	£4.1317	£4.9466	£4.6328	£5.6437	£5.3338	£6.3402	£6.0303	£6.8379	£6.5280	£7.5342	£7.2243
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£6.3286	£9.4854	£8.5940	£11.1023	£10.2109	£13.1203	£12.2289	£14.5593	£13.6679	£16.5773	£15.6859	£18.5849	£17.6999	£20.0212	£19.1362	£22.0278	£21.1427
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£1.3125	£6.4192	£4.9725	£9.0020	£7.5677	£12.2452	£10.8109	£14.5366	£13.1050	£17.7576	£16.3343	£20.9786	£19.5553	£23.2640	£21.8407	£26.4722	£25.0584
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£7.9629	£0.2548	£2.4233	£3.5197	£1.4036	£8.2728	£6.1770	£11.5880	£9.4957	£16.2852	£14.2079	£20.9616	£18.9009	£24.2420	£22.1813	£28.9018	£26.8411
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£10.5108	£0.4867	£3.3018	£4.4002	£1.6523	£10.5702	£7.8481	£14.8457	£12.1418	£20.9461	£18.2507	£27.0015	£24.3246	£31.2451	£28.5682	£37.2643	£34.6067
15 One thousand, five hundred unit scheme	1,500	50.00	£18.50	£11.2871	£15.3542	£1.2099	£5.1644	£5.8007	£1.7475	£14.2554	£10.4470	£20.1865	£16.4021	£28.7150	£24.9607	£37.1914	£33.4519	£43.0592	£39.3370	£51.4837	£47.7615
16 Two thousand, five hundred unit scheme	2,500	166.67	£61.67	£18.1762	£24.2133	£3.2769	£9.0731	£6.5338	£0.9013	£19.1636	£13.6327	£27.6298	£22.1299	£40.0195	£34.5716	£52.2986	£46.8877	£60.6553	£55.2678	£72.8258	£67.4628
17 C2 care scheme - houses	50	1.56	£0.58	£0.8080	£0.6450	£1.1879	£1.0268	£1.4565	£1.2955	£1.7974	£1.6364	£2.0362	£1.8752	£2.3771	£2.2160	£2.7151	£2.5563	£2.9519	£2.7931	£3.2892	£3.1304
18 C2 care scheme - flats	60	0.75	£0.28	£3.0801	£3.2202	£2.7358	£2.8759	£2.5198	£2.6599	£2.1754	£2.3155	£1.9595	£2.0996	£1.6152	£1.7553	£1.2708	£1.4109	£1.0548	£1.1949	£0.7106	£0.8507
19 Class E (light industrial) development	-	0.14	£0.05	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835
20 Class E (retail - convenience) development	-	0.24	£0.09	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781
21 Class E (retail - supermarket) development	-	0.42	£0.15	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400
22 Class E (office) development	-	0.08	£0.03	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883
23 Class E (office) development	-	0.18	£0.07	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805
24 Industrial (B2/B8)	-	0.83	£0.31	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011
25 Industrial (B2/B8)	-	3.33	£1.23	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803
26 Industrial (B2/B8)	-	0.17	£0.06	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002
27 Hotel (town centre) 50 rooms	-	0.13	£0.05	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650
28 Hotel (town centre) 75 rooms	-	0.19	£0.07	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975
29 Hotel (town centre) 100 rooms	-	0.25	£0.09	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299
30 Community use/leisure	-	0.08	£0.03	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731

BLV: HIGHER GREENFIELD			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	Baseline	Access	
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0985	£0.1356	£0.1255	£0.1555	£0.1454	£0.1797	£0.1695	£0.1975	£0.1873	£0.2216	£0.2114	£0.2457	£0.2356	£0.2635	£0.2534	£0.2877	£0.2775
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1642	£0.2260	£0.2091	£0.2592	£0.2423	£0.2994	£0.2825	£0.3291	£0.3122	£0.3693	£0.3524	£0.4096	£0.3926	£0.4392	£0.4223	£0.4795	£0.4625
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.2144	£0.3107	£0.2836	£0.3613	£0.3343	£0.4234	£0.3964	£0.4686	£0.4416	£0.5307	£0.5037	£0.5927	£0.5658	£0.6376	£0.6109	£0.6991	£0.6724
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2680	£0.3884	£0.3545	£0.4517	£0.4179	£0.5293	£0.4955	£0.5858	£0.5520	£0.6634	£0.6296	£0.7409	£0.7072	£0.7970	£0.7636	£0.8739	£0.8405
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1639	£0.0673	£0.0904	£0.0150	£0.0381	£0.0576	£0.0348	£0.1092	£0.0864	£0.1816	£0.1588	£0.2497	£0.2271	£0.2935	£0.2710	£0.3579	£0.3353
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4141	£0.5897	£0.5408	£0.6826	£0.6336	£0.7962	£0.7472	£0.8789	£0.8300	£0.9925	£0.9436	£1.1061	£1.0572	£1.1889	£1.1400	£1.3025	£1.2536
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1818	£0.0113	£0.0352	£0.1136	£0.0676	£0.2581	£0.2121	£0.3604	£0.3144	£0.5049	£0.4589	£0.6420	£0.5960	£0.8344	£0.7884	£0.9720	£0.9260
8 Thirty unit development	30	1.33	£0.49	£1.5158	£1.2924	£2.1604	£1.9370	£2.6425	£2.4192	£3.2871	£3.0638	£3.7693	£3.5459	£4.4139	£4.1905	£5.0585	£4.8351	£5.5407	£5.3173	£6.1851	£5.9618
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.5513	£1.0968	£0.9479	£1.3894	£1.2404	£1.7763	£1.6274	£2.0279	£1.8790	£2.3835	£2.2347	£2.7360	£2.5888	£2.9859	£2.8387	£3.3383	£3.1911
10 One hundred unit development	100	5.56	£2.06	£2.3860	£2.0678	£3.1782	£2.8600	£3.7426	£3.4287	£4.4454	£4.1317	£4.9466	£4.6328	£5.6437	£5.3338	£6.3402	£6.0303	£6.8379	£6.5280	£7.5342	£7.2243
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£6.3286	£9.4854	£8.5940	£11.1023	£10.2109	£13.1203	£12.2289	£1									



Biodiversity Net Gain

Sales value (£ psm):

BLV: PREVIOUSLY DEVELOPED LAND			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	
1 Three unit development	3	0.20	£0.07	£0.1087	£0.1027	£0.1356	£0.1296	£0.1555	£0.1495	£0.1797	£0.1737	£0.1975	£0.1915	£0.2216	£0.2156	£0.2457	£0.2398	£0.2635	£0.2575	£0.2877	£0.2817
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1712	£0.2260	£0.2160	£0.2592	£0.2492	£0.2994	£0.2895	£0.3291	£0.3191	£0.3693	£0.3594	£0.4096	£0.3996	£0.4392	£0.4292	£0.4795	£0.4695
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.2255	£0.3107	£0.2947	£0.3613	£0.3454	£0.4234	£0.4075	£0.4686	£0.4527	£0.5307	£0.5148	£0.5927	£0.5769	£0.6376	£0.6219	£0.6991	£0.6834
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2819	£0.3884	£0.3684	£0.4517	£0.4317	£0.5293	£0.5094	£0.5858	£0.5658	£0.6634	£0.6435	£0.7409	£0.7211	£0.7970	£0.7773	£0.8739	£0.8542
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1625	£0.0673	£0.0891	£0.0150	£0.0367	£0.0576	£0.0362	£0.1092	£0.0878	£0.1816	£0.1602	£0.2497	£0.2285	£0.2935	£0.2723	£0.3579	£0.3366
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4342	£0.5897	£0.5609	£0.6826	£0.6537	£0.7962	£0.7673	£0.8789	£0.8501	£0.9925	£0.9637	£1.1061	£1.0773	£1.1889	£1.1601	£1.3025	£1.2736
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1856	£0.0113	£0.0390	£0.1136	£0.0638	£0.2581	£0.2083	£0.3604	£0.3106	£0.5049	£0.4551	£0.6420	£0.5922	£0.7290	£0.6796	£0.8563	£0.8076
8 Thirty unit development	30	1.33	£0.49	£1.5158	£1.3576	£2.1604	£2.0022	£2.6425	£2.4844	£3.2871	£3.1290	£3.7693	£3.6111	£4.4139	£4.2557	£5.0585	£4.9003	£5.5407	£5.3825	£6.1851	£6.0269
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.6005	£1.0968	£0.9970	£1.3894	£1.2895	£1.7763	£1.6765	£2.0279	£1.9281	£2.3835	£2.2838	£2.7360	£2.6373	£2.9859	£2.8873	£3.3383	£3.2397
10 One hundred unit development	100	5.56	£2.06	£2.3860	£2.1983	£3.1782	£2.9905	£3.7426	£3.5576	£4.4454	£4.2604	£4.9466	£4.7615	£5.6437	£5.4609	£6.3402	£6.1574	£6.8379	£6.6551	£7.5342	£7.3514
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£6.6973	£9.4854	£8.9596	£11.1023	£10.5765	£13.1203	£12.5945	£14.5593	£14.0335	£16.5773	£16.0515	£18.5849	£18.0629	£20.0212	£19.4992	£22.0278	£21.5057
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£1.7992	£6.4192	£5.4546	£9.0020	£8.0456	£12.2452	£11.2888	£14.5366	£13.5829	£17.7576	£16.8085	£20.9786	£20.0296	£23.2640	£22.3149	£26.4722	£25.5295
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£7.2234	£0.2548	£1.7007	£3.5197	£2.1088	£8.2728	£6.8754	£11.5880	£10.1941	£16.2852	£14.9001	£20.9616	£19.5875	£24.2420	£22.8680	£28.9018	£27.5278
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£9.5516	£0.4867	£2.3637	£4.4002	£2.5680	£10.5702	£8.7552	£14.8457	£13.0464	£20.9461	£19.1498	£27.0015	£25.2166	£31.2451	£29.4602	£37.2643	£35.4923
15 One thousand, five hundred unit scheme	1,500	50.00	£18.50	£11.2871	£13.9933	£1.2099	£3.8408	£5.6007	£3.0389	£14.2554	£11.7180	£20.1865	£17.6679	£28.7150	£26.2156	£37.1914	£34.7010	£43.0592	£40.5773	£51.4837	£49.0018
16 Two thousand, five hundred unit scheme	2,500	166.67	£61.67	£18.1762	£22.1904	£3.2769	£7.1381	£6.5338	£2.7848	£19.1636	£15.4765	£27.6298	£23.9709	£40.0195	£36.3869	£52.2986	£48.6907	£60.6553	£57.0705	£72.8258	£69.2543
17 C2 care scheme - houses	50	1.56	£0.58	£0.8080	£0.7120	£1.1879	£1.0929	£1.4565	£1.3615	£1.7974	£1.7024	£2.0362	£1.9412	£2.2821	£2.2821	£2.7151	£2.6214	£2.9519	£2.8582	£3.2892	£3.1953
18 C2 care scheme - flats	60	0.75	£0.28	£3.0801	£3.2120	£2.7358	£2.8676	£2.5198	£2.6517	£2.1754	£2.3073	£1.9595	£2.0914	£1.6152	£1.7470	£1.2708	£1.4027	£1.0548	£1.1867	£0.7106	£0.8424
19 Class E (light industrial) development	-	0.14	£0.05	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156	£0.5835	£0.6156
20 Class E (retail - convenience) development	-	0.24	£0.09	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251	£0.6781	£0.6251
21 Class E (retail - supermarket) development	-	0.42	£0.15	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751	£1.8400	£1.7751
22 Class E (office) development	-	0.08	£0.03	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379	£0.2883	£0.3379
23 Class E (office) development	-	0.18	£0.07	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632	£0.4805	£0.5632
24 Industrial (B2/B8)	-	0.83	£0.31	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365	£1.5011	£1.4365
25 Industrial (B2/B8)	-	3.33	£1.23	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165	£6.0803	£5.8165
26 Industrial (B2/B8)	-	0.17	£0.06	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873	£0.3002	£0.2873
27 Hotel (town centre) 50 rooms	-	0.13	£0.05	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086	£1.0650	£1.1086
28 Hotel (town centre) 75 rooms	-	0.19	£0.07	£1.5975	£1.6628	£1.5975	£1.6628	£1.5975	£1.6628	£1.5975	£1.6628	£1.5975	£1.6628	£1.5975	£1.6628	£1.5975	£1.6628	£1.5975	£1.6628	£1.5975	£1.6628
29 Hotel (town centre) 100 rooms	-	0.25	£0.09	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171	£2.1299	£2.2171
30 Community use/leisure	-	0.08	£0.03	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117	£0.6731	£0.7117

BLV: HIGHER GREENFIELD			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	Baseline	BNG	
1 Three unit development	3	0.20	£0.07	£0.1087	£0.1027	£0.1356	£0.1296	£0.1555	£0.1495	£0.1797	£0.1737	£0.1975	£0.1915	£0.2216	£0.2156	£0.2457	£0.2398	£0.2635	£0.2575	£0.2877	£0.2817
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1712	£0.2260	£0.2160	£0.2592	£0.2492	£0.2994	£0.2895	£0.3291	£0.3191	£0.3693	£0.3594	£0.4096	£0.3996	£0.4392	£0.4292	£0.4795	£0.4695
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.2255	£0.3107	£0.2947	£0.3613	£0.3454	£0.4234	£0.4075	£0.4686	£0.4527	£0.5307	£0.5148	£0.5927	£0.5769	£0.6376	£0.6219	£0.6991	£0.6834
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2819	£0.3884	£0.3684	£0.4517	£0.4317	£0.5293	£0.5094	£0.5858	£0.5658	£0.6634	£0.6435	£0.7409	£0.7211	£0.7970	£0.7773	£0.8739	£0.8542
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1625	£0.0673	£0.0891	£0.0150	£0.0367	£0.0576	£0.0362	£0.1092	£0.0878	£0.1816	£0.1602	£0.2497	£0.2285	£0.2935	£0.2723	£0.3579	£0.3366
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4342	£0.5897	£0.5609	£0.6826	£0.6537	£0.7962	£0.7673	£0.8789	£0.8501	£0.9925	£0.9637	£1.1061	£1.0773	£1.1889	£1.1601	£1.3025	£1.2736
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1856	£0.0113	£0.0390	£0.1136	£0.0638	£0.2581	£0.2083	£0.3604	£0.3106	£0.5049	£0.4551	£0.6420	£0.5922	£0.7290	£0.6796	£0.8563	£0.8076
8 Thirty unit development	30	1.33	£0.49	£1.5158	£1.3576	£2.1604	£2.0022	£2.6425	£2.4844	£3.2871	£3.1290	£3.7693	£3.6111	£4.4139	£4.2557	£5.0585	£4.9003	£5.5407	£5.3825	£6.1851	£6.0269
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.6005	£1.0968	£0.9970	£1.3894	£1.2895	£1.7763	£1.6765	£2.0279	£1.9281	£2.3835	£2.2838	£2.7360	£2.6373	£2.9859	£2.8873	£3.3383	£3.2397
10 One hundred unit development	100	5.56	£2.06	£2.3860	£2.1983	£3.1782	£2.9905	£3.7426	£3.5576	£4.4454	£4.2604	£4.9466	£4.7615	£5.6437	£5.4609	£6.3402	£6.1574	£6.8379	£6.6551	£7.5342	£7.3514
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£6.6973	£9.4854	£8.9596	£11.1023	£10.5765	£13.1203	£12.5945	£14.5593	£14.0335	£16.5773	£16.0515	£18.5849	£18.0629	£20.0212	£19.4992	£22.0278	£21.5057
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£1.7992	£6.4192	£5.4546	£9.0020	£8.0456	£12.2452	£11.2888	£14.5366	£13.5829	£17.7576	£16.8085	£20.9786	£20.0296	£23.2640	£22.3149	£26.4722	£25.5295
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£7.2234	£0.2548	£1.7007	£3.5197	£2.1088	£8.2728	£6.8754	£11.5880	£10.1941	£16.2852	£14.9001	£20.9616	£19.5875	£24.2420	£22.8680	£28.9018	£27.5278
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£9.5516	£0.4867	£2.3637	£4.4002	£2.5680	£10.5702	£8.7552	£14.8457	£13.0464	£20.9461	£19.1498	£27.0015	£25.2166	£31.2451	£29.4602	£37.2643	£35.4923
15 One thousand, five hundred unit scheme	1,5																				

Electric Vehicle Charging

Sales value (£ psm):

BLV: PREVIOUSLY DEVELOPED LAND			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	
1 Three unit development	3	0.20	£0.07	£0.1087	£0.1074	£0.1356	£0.1343	£0.1555	£0.1542	£0.1797	£0.1783	£0.1975	£0.1961	£0.2216	£0.2203	£0.2457	£0.2444	£0.2635	£0.2622	£0.2877	£0.2863
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1789	£0.2260	£0.2238	£0.2592	£0.2570	£0.2994	£0.2972	£0.3291	£0.3269	£0.3693	£0.3671	£0.4096	£0.4074	£0.4392	£0.4370	£0.4795	£0.4772
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.2379	£0.3107	£0.3071	£0.3613	£0.3578	£0.4234	£0.4199	£0.4686	£0.4651	£0.5307	£0.5272	£0.5927	£0.5892	£0.6376	£0.6341	£0.6991	£0.6956
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2974	£0.3884	£0.3839	£0.4517	£0.4473	£0.5293	£0.5249	£0.5858	£0.5814	£0.6634	£0.6590	£0.7409	£0.7366	£0.7970	£0.7926	£0.8739	£0.8695
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1451	£0.0673	£0.0717	£0.0150	£0.0194	£0.0576	£0.0533	£0.1092	£0.1049	£0.1816	£0.1773	£0.2497	£0.2454	£0.2935	£0.2893	£0.3579	£0.3536
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4567	£0.5834	£0.5826	£0.6762	£0.6762	£0.7962	£0.7898	£0.8789	£0.8726	£0.9925	£0.9862	£1.1061	£1.0997	£1.1889	£1.1825	£1.3025	£1.2961
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1439	£0.0113	£0.0026	£0.1136	£0.1049	£0.2581	£0.2494	£0.3604	£0.3517	£0.5049	£0.4962	£0.6420	£0.6333	£0.7290	£0.7204	£0.8563	£0.8478
8 Thirty unit development	30	1.33	£0.49	£1.5158	£1.4822	£2.1604	£2.1268	£2.6425	£2.6090	£3.2871	£3.2536	£3.7693	£3.7358	£4.4139	£4.3803	£5.0585	£5.0249	£5.5407	£5.5071	£6.1851	£6.1516
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.6789	£1.0968	£1.0754	£1.3894	£1.3679	£1.7763	£1.7549	£2.0279	£2.0065	£2.3835	£2.3622	£2.7360	£2.7148	£2.9859	£2.9647	£3.3383	£3.3172
10 One hundred unit development	100	5.56	£2.06	£2.3860	£2.3445	£3.1782	£3.1367	£3.7426	£3.7017	£4.4454	£4.4045	£4.9466	£4.9056	£5.6437	£5.6033	£6.3402	£6.2997	£6.8379	£6.7974	£7.5342	£7.4937
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£7.1102	£9.4854	£9.3690	£11.1023	£10.9860	£13.1203	£13.0039	£14.5593	£14.4429	£16.5773	£16.4609	£18.5849	£18.4694	£20.0212	£19.9056	£22.0278	£21.9122
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£2.5825	£6.4192	£6.2303	£9.0020	£8.8147	£12.2452	£12.0579	£14.5366	£14.3507	£17.7576	£17.5718	£20.9786	£20.7928	£23.2640	£23.0782	£26.4722	£26.2876
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£6.0382	£0.2548	£0.5379	£3.5197	£3.2435	£8.2728	£7.9992	£11.5880	£11.3168	£16.2852	£16.0140	£20.9616	£20.6926	£24.2420	£23.9730	£28.9018	£28.6328
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£8.0080	£0.4867	£0.8542	£4.4002	£4.0414	£10.5702	£10.2148	£14.8457	£14.4934	£20.9461	£20.5966	£27.0015	£26.6520	£31.2451	£30.8956	£37.2643	£36.9173
15 One thousand, five hundred unit scheme	1,500	50.00	£18.50	£11.2871	£11.8170	£1.2099	£1.7233	£5.8007	£5.0991	£14.2554	£13.7582	£20.1865	£19.6934	£28.7150	£28.2256	£37.1914	£36.7055	£43.0592	£42.5733	£51.4837	£50.9978
16 Two thousand, five hundred unit scheme	2,500	166.67	£61.67	£18.1762	£18.9578	£3.2769	£4.0280	£6.5338	£5.7997	£19.1636	£18.4417	£27.6298	£26.9134	£40.0195	£39.3082	£52.2986	£51.5922	£60.6553	£59.9534	£72.8258	£72.1281
17 C2 care scheme - houses	50	1.56	£0.58	£0.8080	£0.7870	£1.1879	£1.1668	£1.4555	£1.4355	£1.7974	£1.7764	£2.0362	£2.0152	£2.3771	£2.3561	£2.7151	£2.6944	£2.9519	£2.9311	£3.2892	£3.2684
18 C2 care scheme - flats	60	0.75	£0.28	£3.0801	£3.1066	£2.7358	£2.7622	£2.5198	£2.5462	£2.1754	£2.2019	£1.9595	£1.9860	£1.6152	£1.6416	£1.2708	£1.2973	£1.0548	£1.0813	£0.7106	£0.7370
19 Class E (light industrial) development	-	0.14	£0.05	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835	£0.5835
20 Class E (retail - convenience) development	-	0.24	£0.09	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781	£0.6781
21 Class E (retail - supermarket) development	-	0.42	£0.15	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400	£1.8400
22 Class E (office) development	-	0.08	£0.03	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883	£0.2883
23 Class E (office) development	-	0.18	£0.07	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805	£0.4805
24 Industrial (B2/B8)	-	0.83	£0.31	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011	£1.5011
25 Industrial (B2/B8)	-	3.33	£1.23	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803	£6.0803
26 Industrial (B2/B8)	-	0.17	£0.06	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002	£0.3002
27 Hotel (town centre) 50 rooms	-	0.13	£0.05	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650	£1.0650
28 Hotel (town centre) 75 rooms	-	0.19	£0.07	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975	£1.5975
29 Hotel (town centre) 100 rooms	-	0.25	£0.09	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299	£2.1299
30 Community use/leisure	-	0.08	£0.03	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731	£0.6731

BLV: HIGHER GREENFIELD			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	Baseline	EVC	
1 Three unit development	3	0.20	£0.07	£0.1087	£0.1074	£0.1356	£0.1343	£0.1555	£0.1542	£0.1797	£0.1783	£0.1975	£0.1961	£0.2216	£0.2203	£0.2457	£0.2444	£0.2635	£0.2622	£0.2877	£0.2863
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1789	£0.2260	£0.2238	£0.2592	£0.2570	£0.2994	£0.2972	£0.3291	£0.3269	£0.3693	£0.3671	£0.4096	£0.4074	£0.4392	£0.4370	£0.4795	£0.4772
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.2379	£0.3107	£0.3071	£0.3613	£0.3578	£0.4234	£0.4199	£0.4686	£0.4651	£0.5307	£0.5272	£0.5927	£0.5892	£0.6376	£0.6341	£0.6991	£0.6956
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2974	£0.3884	£0.3839	£0.4517	£0.4473	£0.5293	£0.5249	£0.5858	£0.5814	£0.6634	£0.6590	£0.7409	£0.7366	£0.7970	£0.7926	£0.8739	£0.8695
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.1451	£0.0673	£0.0717	£0.0150	£0.0194	£0.0576	£0.0533	£0.1092	£0.1049	£0.1816	£0.1773	£0.2497	£0.2454	£0.2935	£0.2893	£0.3579	£0.3536
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.4567	£0.5834	£0.5826	£0.6762	£0.6762	£0.7962	£0.7898	£0.8789	£0.8726	£0.9925	£0.9862	£1.1061	£1.0997	£1.1889	£1.1825	£1.3025	£1.2961
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.1439	£0.0113	£0.0026	£0.1136	£0.1049	£0.2581	£0.2494	£0.3604	£0.3517	£0.5049	£0.4962	£0.6420	£0.6333	£0.7290	£0.7204	£0.8563	£0.8478
8 Thirty unit development	30	1.33	£0.49	£1.5158	£1.4822	£2.1604	£2.1268	£2.6425	£2.6090	£3.2871	£3.2536	£3.7693	£3.7358	£4.4139	£4.3803	£5.0585	£5.0249	£5.5407	£5.5071	£6.1851	£6.1516
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.6789	£1.0968	£1.0754	£1.3894	£1.3679	£1.7763	£1.7549	£2.0279	£2.0065	£2.3835	£2.3622	£2.7360	£2.7148	£2.9859	£2.9647	£3.3383	£3.3172
10 One hundred unit development	100	5.56	£2.06	£2.3860	£2.3445	£3.1782	£3.1367	£3.7426	£3.7017	£4.4454	£4.4045	£4.9466	£4.9056	£5.6437	£5.6033	£6.3402	£6.2997	£6.8379	£6.7974	£7.5342	£7.4937
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£7.1102	£9.4854	£9.3690	£11.1023	£10.9860	£13.1203	£13.0039	£14.5593	£14.4429	£16.5773	£16.4609	£18.5849	£18.4694	£20.0212	£19.9056	£22.0278	£21.9122
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£2.5825	£6.4192	£6.2303	£9.0020	£8.8147	£12.2452	£12.0579	£14.5366	£14.3507	£17.7576	£17.5718	£20.9786	£20.7928	£23.2640	£23.0782	£26.4722	£26.2876
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£6.0382	£0.2548	£0.5379	£3.5197	£3.2435	£8.2728	£7.9992	£11.5880	£11.3168	£16.2852	£16.0140	£20.9616	£20.6926	£24.2420	£23.9730	£28.9018	£28.6328
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£8.0080	£0.4867	£0.8542	£4.4002	£4.0414	£10.5702	£10.2148	£14.8457	£14.4934	£20.9461	£20.5966	£27.0015	£26.6520	£31.2451	£30.8956	£37.2643	£36.9173
15 One thousand, five hundred unit scheme	1																				

Net zero carbon B / Y

Sales value (£ psm):

BLV: PREVIOUSLY DEVELOPED LAND			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0381	£0.10650	£0.1555	£0.0849	£0.1797	£0.1091	£0.1975	£0.1269	£0.2216	£0.1510	£0.2457	£0.1752	£0.2635	£0.1930	£0.2877	£0.2171	
5 Five unit development	5	0.33	£0.12	£0.1811	£0.0635	£0.2260	£0.1084	£0.2592	£0.1416	£0.2994	£0.1818	£0.3291	£0.2115	£0.3693	£0.2517	£0.4096	£0.2919	£0.4392	£0.3216	£0.4795	£0.3618
8 Eight unit development	8	0.53	£0.20	£0.2414	£0.0534	£0.3107	£0.1226	£0.3613	£0.1733	£0.4234	£0.2354	£0.4686	£0.2806	£0.5307	£0.3427	£0.5927	£0.4048	£0.6376	£0.4499	£0.6991	£0.5120
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.0667	£0.3884	£0.1533	£0.4517	£0.2166	£0.5293	£0.2942	£0.5858	£0.3507	£0.6634	£0.4283	£0.7409	£0.5059	£0.7970	£0.5624	£0.8739	£0.6400
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.3989	£0.0673	£0.3245	£0.0150	£0.2714	£0.0576	£0.1978	£0.1092	£0.1455	£0.1816	£0.0720	£0.2497	£0.0024	£0.2935	£0.0418	£0.3579	£0.1067
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.1220	£0.5897	£0.2496	£0.6826	£0.3424	£0.7962	£0.4560	£0.8789	£0.5388	£0.9925	£0.6524	£1.1061	£0.7660	£1.1889	£0.8488	£1.3025	£0.9623
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.7214	£0.0113	£0.5748	£0.1136	£0.4711	£0.2581	£0.3246	£0.3604	£0.2208	£0.5049	£0.0743	£0.6420	£0.0639	£0.7290	£0.1513	£0.8563	£0.2809
8 Thirty unit development	30	1.33	£0.49	£1.5158	£0.3609	£2.1604	£0.2961	£2.6425	£0.7786	£3.2871	£1.4232	£3.7693	£1.9053	£4.4139	£2.5499	£5.0585	£3.1945	£5.5407	£3.6767	£6.1851	£4.3211
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.4974	£1.0968	£0.0900	£1.3894	£0.2075	£1.7763	£0.5995	£2.0279	£0.8514	£2.3835	£1.2070	£2.7360	£1.5627	£2.9859	£1.8144	£3.3383	£2.1700
10 One hundred unit development	100	5.56	£2.06	£2.3860	£0.1618	£3.1782	£0.9643	£3.7426	£1.5348	£4.4454	£2.2455	£4.9466	£2.7517	£5.6437	£3.4624	£4.1710	£6.8379	£4.6722	£7.5342	£5.3749	
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£0.9375	£9.4854	£3.2308	£11.1023	£4.8664	£13.1203	£6.9015	£14.5593	£8.3468	£16.5773	£10.3793	£18.5849	£12.3985	£20.0212	£13.8376	£22.0278	£15.8552
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£9.0717	£6.4192	£5.1728	£9.0020	£2.4705	£12.2452	£0.8904	£14.5366	£3.2152	£17.7576	£6.4921	£20.9786	£9.7544	£23.2640	£12.0487	£26.4722	£15.2912
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£23.6490	£0.2548	£17.7895	£3.5197	£13.8833	£8.2728	£8.5981	£11.5880	£5.1211	£16.2852	£0.1998	£20.9616	£4.5936	£24.2420	£7.9183	£28.9018	£12.6508
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£31.0566	£0.4867	£23.3452	£4.4002	£17.9807	£10.5702	£11.3455	£14.8457	£6.8408	£20.9461	£0.4421	£27.0015	£5.7876	£31.2451	£10.0817	£37.2643	£16.2148
15 One thousand, five hundred unit scheme	1,500	50.00	£18.50	£11.2871	£44.8347	£1.2099	£33.6333	£5.8007	£25.9926	£14.2554	£16.5429	£20.1865	£10.2507	£28.7150	£1.2383	£37.1914	£7.5190	£43.0592	£13.4869	£51.4837	£22.0756
16 Two thousand, five hundred unit scheme	2,500	166.67	£61.67	£18.1762	£69.3603	£3.2769	£51.8300	£6.5338	£40.2738	£19.1636	£26.0085	£27.6298	£16.8761	£40.0195	£3.5776	£52.2986	£9.2676	£60.6553	£17.8028	£72.8258	£30.3017
17 C2 care scheme - houses	50	1.56	£0.58	£0.8080	£0.3317	£1.1879	£0.0575	£1.4565	£0.3293	£1.7974	£0.6745	£2.0362	£0.9161	£2.3771	£1.2575	£2.7151	£1.5984	£2.9519	£1.8373	£3.2892	£2.1781
18 C2 care scheme - flats	60	0.75	£0.28	£3.0801	£4.6345	£2.7358	£4.2901	£2.5198	£4.0741	£2.1754	£3.7298	£1.9595	£3.5139	£1.6152	£3.1695	£1.2708	£2.8252	£1.0548	£2.6092	£0.7106	£2.2849
19 Class E (light industrial) development	-	0.14	£0.05	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564	£0.5835	£0.9564
20 Class E (retail - convenience) development	-	0.24	£0.09	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627	£0.6781	£0.0627
21 Class E (retail - supermarket) development	-	0.42	£0.15	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674	£1.8400	£1.1674
22 Class E (office) development	-	0.08	£0.03	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679	£0.2883	£0.8679
23 Class E (office) development	-	0.18	£0.07	£0.4805	£1.4465	£0.4805	£1.4465	£0.4805	£1.4465	£0.4805	£1.4465	£0.4805	£1.4465	£0.4805	£1.4465	£0.4805	£1.4465	£0.4805	£1.4465	£0.4805	£1.4465
24 Industrial (B2/B8)	-	0.83	£0.31	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590	£1.5011	£0.7590
25 Industrial (B2/B8)	-	3.33	£1.23	£6.0803	£3.0496	£6.0803	£3.0496	£6.0803	£3.0496	£6.0803	£3.0496	£6.0803	£3.0496	£6.0803	£3.0496	£6.0803	£3.0496	£6.0803	£3.0496	£6.0803	£3.0496
26 Industrial (B2/B8)	-	0.17	£0.06	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518	£0.3002	£0.1518
27 Hotel (town centre) 50 rooms	-	0.13	£0.05	£1.0650	£1.5738	£1.0650	£1.5738	£1.0650	£1.5738	£1.0650	£1.5738	£1.0650	£1.5738	£1.0650	£1.5738	£1.0650	£1.5738	£1.0650	£1.5738	£1.0650	£1.5738
28 Hotel (town centre) 75 rooms	-	0.19	£0.07	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608	£1.5975	£2.3608
29 Hotel (town centre) 100 rooms	-	0.25	£0.09	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477	£2.1299	£3.1477
30 Community use/leisure	-	0.08	£0.03	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233	£0.6731	£1.1233

BLV: HIGHER GREENFIELD			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm		
Description	No of units	BLV (£ m)	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	Baseline	NZC B/Y	
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0381	£0.10650	£0.1555	£0.0849	£0.1797	£0.1091	£0.1975	£0.1269	£0.2216	£0.1510	£0.2457	£0.1752	£0.2635	£0.1930	£0.2877	£0.2171	
5 Five unit development	5	0.33	£0.12	£0.1811	£0.0635	£0.2260	£0.1084	£0.2592	£0.1416	£0.2994	£0.1818	£0.3291	£0.2115	£0.3693	£0.2517	£0.4096	£0.2919	£0.4392	£0.3216	£0.4795	£0.3618
8 Eight unit development	8	0.53	£0.20	£0.2414	£0.0534	£0.3107	£0.1226	£0.3613	£0.1733	£0.4234	£0.2354	£0.4686	£0.2806	£0.5307	£0.3427	£0.5927	£0.4048	£0.6376	£0.4499	£0.6991	£0.5120
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.0667	£0.3884	£0.1533	£0.4517	£0.2166	£0.5293	£0.2942	£0.5858	£0.3507	£0.6634	£0.4283	£0.7409	£0.5059	£0.7970	£0.5624	£0.8739	£0.6400
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.3989	£0.0673	£0.3245	£0.0150	£0.2714	£0.0576	£0.1978	£0.1092	£0.1455	£0.1816	£0.0720	£0.2497	£0.0024	£0.2935	£0.0418	£0.3579	£0.1067
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.1220	£0.5897	£0.2496	£0.6826	£0.3424	£0.7962	£0.4560	£0.8789	£0.5388	£0.9925	£0.6524	£1.1061	£0.7660	£1.1889	£0.8488	£1.3025	£0.9623
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.7214	£0.0113	£0.5748	£0.1136	£0.4711	£0.2581	£0.3246	£0.3604	£0.2208	£0.5049	£0.0743	£0.6420	£0.0639	£0.7290	£0.1513	£0.8563	£0.2809
8 Thirty unit development	30	1.33	£0.49	£1.5158	£0.3609	£2.1604	£0.2961	£2.6425	£0.7786	£3.2871	£1.4232	£3.7693	£1.9053	£4.4139	£2.5499	£5.0585	£3.1945	£5.5407	£3.6767	£6.1851	£4.3211
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.4974	£1.0968	£0.0900	£1.3894	£0.2075	£1.7763	£0.5995	£2.0279	£0.8514	£2.3835	£1.2070	£2.7360	£1.5627	£2.9859	£1.8144	£3.3383	£2.1700
10 One hundred unit development	100	5.56	£2.06	£2.3860	£0.1618	£3.1782	£0.9643	£3.7426	£1.5348	£4.4454	£2.2455	£4.9466	£2.7517	£5.6437	£3.4624	£4.1710	£6.8379	£4.6722	£7.5342	£5.3749	
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£0.9375	£9.4854	£3.2308	£11.1023	£4.8664	£13.1203	£6.9015	£14.5593	£8.3468	£16.5773	£10.3793	£18.5849	£12.3985	£20.0212	£13.8376	£22.0278	£15.8552
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£9.0717	£6.4192	£5.1728	£9.0020	£2.4705	£12.2452	£0.8904	£14.5366	£3.2152	£17.7576	£6.4921	£20.9786	£9.7544	£23.2640	£12.0487	£26.4722	£15.2912
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£23.6490	£0.2548	£17.7895	£3.5197	£13.8833	£8.2728	£8.5981	£11.5880	£5.1211	£16.2852	£0.1998	£20.9616	£4.5936	£24.2420	£7.9183	£28.9018	£12.6508
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£31.0566	£0.4867	£23.3452	£4.4002	£17.9807	£10.5702	£11.3455	£14.8457	£6.8408	£20.9461	£0.4421	£27.0015	£5.7876	£31.2451	£10.0817	£37.2643	£16.2148
15 One thousand, five hundred unit scheme	1,500																				



Net zero carbon A / X

Sales value (£ psm):

BLV: PREVIOUSLY DEVELOPED LAND			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm			
Description	No of units	BLV (£ m)	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X		
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0852	£0.1121	£0.1555	£0.1320	£0.1797	£0.1561	£0.1975	£0.1739	£0.2216	£0.1981	£0.2457	£0.2222	£0.2635	£0.2400	£0.2877	£0.2641		
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1419	£0.2260	£0.1868	£0.2592	£0.2200	£0.2994	£0.2602	£0.3291	£0.2899	£0.3693	£0.3301	£0.4096	£0.3704	£0.4392	£0.4000	£0.4795	£0.4402	
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.1788	£0.3107	£0.2480	£0.3613	£0.2987	£0.4234	£0.3607	£0.4686	£0.4059	£0.5307	£0.4680	£0.5927	£0.5301	£0.6376	£0.5753	£0.6991	£0.6373	
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2234	£0.3884	£0.3100	£0.4517	£0.3733	£0.5293	£0.4509	£0.5858	£0.5074	£0.6634	£0.5850	£0.7409	£0.6627	£0.7970	£0.7192	£0.8739	£0.7966	
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.2262	£0.0673	£0.1527	£0.0150	£0.1004	£0.0576	£0.0270	£0.1092	£0.0250	£0.1816	£0.0974	£0.2497	£0.1661	£0.2935	£0.2101	£0.3579	£0.2745	
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.3497	£0.4764	£0.5897	£0.4764	£0.6826	£0.5692	£0.7962	£0.6828	£0.8789	£0.7656	£0.9925	£0.8792	£1.1061	£0.9928	£1.1889	£1.0755	£1.3025	£1.1891
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.3305	£0.0113	£0.1840	£0.1136	£0.0802	£0.2581	£0.0654	£0.3604	£0.1677	£0.5049	£0.3122	£0.6420	£0.4493	£0.7290	£0.5367	£0.8563	£0.6663	
8 Thirty unit development	30	1.33	£0.49	£1.5158	£0.8944	£2.1604	£1.5390	£2.6425	£2.0212	£3.2871	£2.6658	£3.7693	£3.1480	£4.4139	£3.7926	£5.0585	£4.4371	£5.5407	£4.9193	£6.1851	£5.5638	
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.3050	£1.0968	£0.7046	£1.3894	£0.9972	£1.7763	£1.3841	£2.0279	£1.6358	£2.3835	£1.9914	£2.7360	£2.3471	£2.9859	£2.5983	£3.3383	£2.9507	
10 One hundred unit development	100	5.56	£2.06	£2.3860	£1.6487	£3.1782	£2.4409	£3.7426	£3.0095	£4.4454	£3.7184	£4.9466	£4.2196	£5.6437	£4.9223	£6.3402	£5.6221	£6.8379	£6.1198	£7.5342	£6.8161	
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£5.1446	£9.4854	£7.4106	£11.1023	£9.0350	£13.1203	£11.0547	£14.5593	£12.4937	£16.5773	£14.5117	£18.5849	£16.5297	£20.0212	£17.9688	£22.0278	£19.9769	
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£1.0770	£6.4192	£2.6268	£9.0020	£5.2247	£12.2452	£8.4881	£14.5366	£10.7822	£17.7576	£14.0254	£20.9786	£17.2503	£23.2640	£19.5356	£26.4722	£22.7560	
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£11.5859	£0.2548	£5.9616	£3.5197	£2.0783	£8.2728	£2.7625	£11.5880	£6.1016	£16.2852	£10.8404	£20.9616	£15.5407	£24.2420	£18.8380	£28.9018	£23.5038	
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£15.2402	£0.4867	£7.8995	£4.4002	£2.8711	£10.5702	£3.4202	£14.8457	£7.7334	£20.9461	£13.8805	£27.0015	£19.9839	£31.2451	£24.2329	£37.2643	£30.2870	
15 One thousand, five hundred unit scheme	1,500	50.00	£18.50	£11.2871	£22.0636	£1.2099	£11.6392	£5.8007	£4.6180	£14.2554	£4.2410	£20.1865	£10.2345	£28.7150	£18.8435	£37.1914	£27.3812	£43.0592	£33.2720	£51.4837	£41.7334	
16 Two thousand, five hundred unit scheme	2,500	166.67	£61.67	£18.1762	£34.2742	£3.2769	£18.6244	£6.5338	£8.4486	£19.1636	£4.5836	£27.6298	£13.1526	£40.0195	£25.7042	£52.2986	£38.1030	£60.6553	£46.5050	£72.8258	£58.7559	
17 C2 care scheme - houses	50	1.56	£0.58	£0.8080	£0.4298	£1.1879	£0.8144	£1.4565	£1.0833	£1.7974	£1.4242	£2.0362	£1.6630	£2.3771	£2.0039	£2.7151	£2.3448	£2.9519	£2.5836	£3.2892	£2.9212	
18 C2 care scheme - flats	60	0.75	£0.28	£3.0801	£3.5982	£2.7358	£3.2539	£2.5198	£3.0379	£2.1754	£2.6936	£1.9595	£2.4776	£1.6152	£2.1333	£1.2708	£1.7889	£1.0548	£1.5730	£0.7106	£1.2287	
19 Class E (light industrial) development	-	0.14	£0.05	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	£0.5835	£0.7078	
20 Class E (retail - convenience) development	-	0.24	£0.09	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	£0.6781	£0.4730	
21 Class E (retail - supermarket) development	-	0.42	£0.15	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	£1.8400	£1.6158	
22 Class E (office) development	-	0.08	£0.03	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	£0.2883	£0.4815	
23 Class E (office) development	-	0.18	£0.07	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	£0.4805	£0.8025	
24 Industrial (B2/B8)	-	0.83	£0.31	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	£1.5011	£1.2537	
25 Industrial (B2/B8)	-	3.33	£1.23	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	£6.0803	£5.0701	
26 Industrial (B2/B8)	-	0.17	£0.06	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	£0.3002	£0.2507	
27 Hotel (town centre) 50 rooms	-	0.13	£0.05	£1.0650	£1.2346	£1.0650	£1.2346	£1.0650	£1.2346	£1.0650	£1.2346	£1.0650	£1.2346	£1.0650	£1.2346	£1.0650	£1.2346	£1.0650	£1.2346	£1.0650	£1.2346	
28 Hotel (town centre) 75 rooms	-	0.19	£0.07	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	£1.5975	£1.8519	
29 Hotel (town centre) 100 rooms	-	0.25	£0.09	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	£2.1299	£2.4692	
30 Community use/leisure	-	0.08	£0.03	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	£0.6731	£0.8232	

BLV: HIGHER GREENFIELD			£3,567 psm		£3,751 psm		£3,934 psm		£4,118 psm		£4,302 psm		£4,485 psm		£4,669 psm		£4,852 psm		£5,036 psm			
Description	No of units	BLV (£ m)	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X	Baseline	NZC A/X		
1 Three unit development	3	0.20	£0.07	£0.1087	£0.0852	£0.1121	£0.1555	£0.1320	£0.1797	£0.1561	£0.1975	£0.1739	£0.2216	£0.1981	£0.2457	£0.2222	£0.2635	£0.2400	£0.2877	£0.2641		
2 Five unit development	5	0.33	£0.12	£0.1811	£0.1419	£0.2260	£0.1868	£0.2592	£0.2200	£0.2994	£0.2602	£0.3291	£0.2899	£0.3693	£0.3301	£0.4096	£0.3704	£0.4392	£0.4000	£0.4795	£0.4402	
3 Eight unit development	8	0.53	£0.20	£0.2414	£0.1788	£0.3107	£0.2480	£0.3613	£0.2987	£0.4234	£0.3607	£0.4686	£0.4059	£0.5307	£0.4680	£0.5927	£0.5301	£0.6376	£0.5753	£0.6991	£0.6373	
4 Ten unit development	10	0.53	£0.20	£0.3018	£0.2234	£0.3884	£0.3100	£0.4517	£0.3733	£0.5293	£0.4509	£0.5858	£0.5074	£0.6634	£0.5850	£0.7409	£0.6627	£0.7970	£0.7192	£0.8739	£0.7966	
5 Ten unit development (flats)	10	0.13	£0.05	£0.1408	£0.2262	£0.0673	£0.1527	£0.0150	£0.1004	£0.0576	£0.0270	£0.1092	£0.0250	£0.1816	£0.0974	£0.2497	£0.1661	£0.2935	£0.2101	£0.3579	£0.2745	
6 Fifteen unit development	15	0.80	£0.30	£0.4631	£0.3497	£0.4764	£0.5897	£0.4764	£0.6826	£0.5692	£0.7962	£0.6828	£0.8789	£0.7656	£0.9925	£0.8792	£1.1061	£0.9928	£1.1889	£1.0755	£1.3025	£1.1891
7 Twenty unit development (flats)	20	0.27	£0.10	£0.1351	£0.3305	£0.0113	£0.1840	£0.1136	£0.0802	£0.2581	£0.0654	£0.3604	£0.1677	£0.5049	£0.3122	£0.6420	£0.4493	£0.7290	£0.5367	£0.8563	£0.6663	
8 Thirty unit development	30	1.33	£0.49	£1.5158	£0.8944	£2.1604	£1.5390	£2.6425	£2.0212	£3.2871	£2.6658	£3.7693	£3.1480	£4.4139	£3.7926	£5.0585	£4.4371	£5.5407	£4.9193	£6.1851	£5.5638	
9 Fifty unit development	50	2.22	£0.82	£0.7003	£0.3050	£1.0968	£0.7046	£1.3894	£0.9972	£1.7763	£1.3841	£2.0279	£1.6358	£2.3835	£1.9914	£2.7360	£2.3471	£2.9859	£2.5983	£3.3383	£2.9507	
10 One hundred unit development	100	5.56	£2.06	£2.3860	£1.6487	£3.1782	£2.4409	£3.7426	£3.0095	£4.4454	£3.7184	£4.9466	£4.2196	£5.6437	£4.9223	£6.3402	£5.6221	£6.8379	£6.1198	£7.5342	£6.8161	
11 Three hundred unit scheme	300	16.67	£6.17	£7.2275	£5.1446	£9.4854	£7.4106	£11.1023	£9.0350	£13.1203	£11.0547	£14.5593	£12.4937	£16.5773	£14.5117	£18.5849	£16.5297	£20.0212	£17.9688	£22.0278	£19.9769	
12 Five hundred unit scheme	500	20.83	£7.71	£2.7732	£1.0770	£6.4192	£2.6268	£9.0020	£5.2247	£12.2452	£8.4881	£14.5366	£10.7822	£17.7576	£14.0254	£20.9786	£17.2503	£23.2640	£19.5356	£26.4722	£22.7560	
13 Seven-hundred and fifty unit scheme	750	31.25	£11.56	£5.7520	£11.5859	£0.2548	£5.9616	£3.5197	£2.0783	£8.2728	£2.7625	£11.5880	£6.1016	£16.2852	£10.8404	£20.9616	£15.5407	£24.2420	£18.8380	£28.9018	£23.5038	
14 One thousand unit scheme	1,000	41.67	£15.42	£7.6322	£15.2402	£0.4867	£7.8995	£4.4002	£2.8711	£10.5702	£3.4202	£14.8457	£7.7334	£20.9461	£13.8805	£27.0015	£19.9839	£31.2451	£24.2329</			

## Appendix 12 - Cumulative policy impacts

TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £3,567 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	108,685	107,360	101,371	91,218	66,883	18,214
2	Five unit development	5	250,000	181,142	178,933	168,951	152,030	111,472	30,357
3	Eight unit development	8	400,000	241,445	237,914	221,957	194,905	130,066	391
4	Ten unit development	10	400,000	301,807	297,392	277,446	243,630	162,583	489
5	Ten unit development (flats)	10	100,000	-140,770	-145,131	-166,872	-189,969	-278,136	-455,522
6	Fifteen unit development	15	600,000	463,076	456,688	427,826	378,894	261,618	25,247
7	Twenty unit development (flats)	20	200,000	-135,058	-143,875	-194,401	-241,102	-441,367	-841,899
8	Thirty unit development	78	1,000,000	1,515,770	1,482,237	1,324,081	1,100,739	460,340	-845,557
9	Fifty unit development	50	1,666,667	700,288	678,859	579,027	428,738	18,379	-813,693
10	One hundred unit development	100	4,166,667	2,386,033	2,344,492	2,156,805	1,838,608	1,075,971	-476,958
11	Three hundred unit scheme	300	12,500,000	7,227,508	7,110,155	6,579,949	5,681,060	3,517,261	-873,449
12	Five hundred unit scheme	500	15,625,000	2,773,199	2,582,505	1,608,555	147,883	-3,904,703	-12,296,959
13	Seven-hundred and fifty unit scheme	750	23,437,500	-5,751,958	-6,038,238	-7,513,141	-9,738,204	-15,891,988	-28,377,996
14	One thousand unit scheme	1,000	31,250,000	-7,632,232	-8,008,037	-9,927,424	-12,828,593	-20,868,906	-37,267,405
15	One thousand, five hundred unit scheme	1,500	37,500,000	-11,287,130	-11,816,974	-14,523,103	-18,635,416	-30,115,084	-53,808,312
16	Two thousand, five hundred unit scheme	2,500	125,000,000	-18,176,212	-18,957,773	-22,980,590	-29,118,502	-46,570,749	-83,253,580
17	C2 care scheme - houses	50	1,171,875	808,035	786,963	690,629	527,307	135,866	-660,255
18	C2 care scheme - flats	60	562,500	-3,080,115	-3,106,562	-3,238,446	-3,378,547	-3,910,263	-4,973,694
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 2: Higher Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	108,685	107,360	101,371	91,218	66,883	18,214
2	Five unit development	5	123,333	181,142	178,933	168,951	152,030	111,472	30,357
3	Eight unit development	8	197,333	241,445	237,914	221,957	194,905	130,066	391
4	Ten unit development	10	197,333	301,807	297,392	277,446	243,630	162,583	489
5	Ten unit development (flats)	10	49,333	-140,770	-145,131	-166,872	-189,969	-278,136	-455,522
6	Fifteen unit development	15	296,000	463,076	456,688	427,826	378,894	261,618	25,247
7	Twenty unit development (flats)	20	98,667	-135,058	-143,875	-194,401	-241,102	-441,367	-841,899
8	Thirty unit development	78	493,333	1,515,770	1,482,237	1,324,081	1,100,739	460,340	-845,557
9	Fifty unit development	50	822,222	700,288	678,859	579,027	428,738	18,379	-813,693
10	One hundred unit development	100	2,055,556	2,386,033	2,344,492	2,156,805	1,838,608	1,075,971	-476,958
11	Three hundred unit scheme	300	6,166,667	7,227,508	7,110,155	6,579,949	5,681,060	3,517,261	-873,449
12	Five hundred unit scheme	500	7,708,333	2,773,199	2,582,505	1,608,555	147,883	-3,904,703	-12,296,959
13	Seven-hundred and fifty unit scheme	750	11,562,500	-5,751,958	-6,038,238	-7,513,141	-9,738,204	-15,891,988	-28,377,996
14	One thousand unit scheme	1,000	15,416,667	-7,632,232	-8,008,037	-9,927,424	-12,828,593	-20,868,906	-37,267,405
15	One thousand, five hundred unit scheme	1,500	18,500,000	-11,287,130	-11,816,974	-14,523,103	-18,635,416	-30,115,084	-53,808,312
16	Two thousand, five hundred unit scheme	2,500	61,666,667	-18,176,212	-18,957,773	-22,980,590	-29,118,502	-46,570,749	-83,253,580
17	C2 care scheme - houses	50	578,125	808,035	786,963	690,629	527,307	135,866	-660,255
18	C2 care scheme - flats	60	277,500	-3,080,115	-3,106,562	-3,238,446	-3,378,547	-3,910,263	-4,973,694
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 3: Lower Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	108,685	107,360	101,371	91,218	66,883	18,214
2	Five unit development	5	83,333	181,142	178,933	168,951	152,030	111,472	30,357
3	Eight unit development	8	133,333	241,445	237,914	221,957	194,905	130,066	391
4	Ten unit development	10	133,333	301,807	297,392	277,446	243,630	162,583	489
5	Ten unit development (flats)	10	33,333	-140,770	-145,131	-166,872	-189,969	-278,136	-455,522
6	Fifteen unit development	15	200,000	463,076	456,688	427,826	378,894	261,618	25,247
7	Twenty unit development (flats)	20	66,667	-135,058	-143,875	-194,401	-241,102	-441,367	-841,899
8	Thirty unit development	78	333,333	1,515,770	1,482,237	1,324,081	1,100,739	460,340	-845,557
9	Fifty unit development	50	555,556	700,288	678,859	579,027	428,738	18,379	-813,693
10	One hundred unit development	100	1,388,889	2,386,033	2,344,492	2,156,805	1,838,608	1,075,971	-476,958
11	Three hundred unit scheme	300	4,166,667	7,227,508	7,110,155	6,579,949	5,681,060	3,517,261	-873,449
12	Five hundred unit scheme	500	5,208,333	2,773,199	2,582,505	1,608,555	147,883	-3,904,703	-12,296,959
13	Seven-hundred and fifty unit scheme	750	7,812,500	-5,751,958	-6,038,238	-7,513,141	-9,738,204	-15,891,988	-28,377,996
14	One thousand unit scheme	1,000	10,416,667	-7,632,232	-8,008,037	-9,927,424	-12,828,593	-20,868,906	-37,267,405
15	One thousand, five hundred unit scheme	1,500	12,500,000	-11,287,130	-11,816,974	-14,523,103	-18,635,416	-30,115,084	-53,808,312
16	Two thousand, five hundred unit scheme	2,500	41,666,667	-18,176,212	-18,957,773	-22,980,590	-29,118,502	-46,570,749	-83,253,580
17	C2 care scheme - houses	50	390,625	808,035	786,963	690,629	527,307	135,866	-660,255
18	C2 care scheme - flats	60	187,500	-3,080,115	-3,106,562	-3,238,446	-3,378,547	-3,910,263	-4,973,694
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £3,751 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	135,604	134,279	128,290	118,137	93,802	45,133
2	Five unit development	5	250,000	226,007	223,797	213,817	196,894	156,337	75,222
3	Eight unit development	8	400,000	310,680	307,149	291,192	264,140	199,302	69,627
4	Ten unit development	10	400,000	388,350	383,936	363,990	330,174	249,127	87,033
5	Ten unit development (flats)	10	100,000	-67,330	-71,691	-93,432	-116,528	-204,183	-381,056
6	Fifteen unit development	15	600,000	589,748	583,359	554,497	505,566	388,289	153,038
7	Twenty unit development (flats)	20	200,000	11,322	2,628	-47,862	-94,562	-294,827	-695,359
8	Thirty unit development	78	1,000,000	2,160,359	2,126,826	1,968,671	1,745,327	1,104,929	-184,282
9	Fifty unit development	50	1,666,667	1,096,841	1,075,411	975,580	826,625	420,102	-406,286
10	One hundred unit development	100	4,166,667	3,178,201	3,136,660	2,948,973	2,630,776	1,868,139	332,203
11	Three hundred unit scheme	300	12,500,000	9,485,424	9,369,049	8,843,260	7,947,108	5,792,699	1,450,588
12	Five hundred unit scheme	500	15,625,000	6,419,216	6,230,342	5,265,683	3,818,949	-121,989	-8,322,914
13	Seven-hundred and fifty unit scheme	750	23,437,500	-254,776	-537,877	-1,983,787	-4,158,714	-10,128,418	-22,518,454
14	One thousand unit scheme	1,000	31,250,000	-486,667	-854,183	-2,731,234	-5,559,837	-13,330,389	-29,555,935
15	One thousand, five hundred unit scheme	1,500	37,500,000	-1,209,880	-1,723,342	-4,359,366	-8,339,021	-19,314,660	-42,606,894
16	Two thousand, five hundred unit scheme	2,500	125,000,000	-3,276,944	-4,028,037	-7,896,219	-13,746,665	-30,038,162	-65,723,302
17	C2 care scheme - houses	50	1,171,875	1,187,854	1,166,830	1,071,840	910,797	520,427	-266,169
18	C2 care scheme - flats	60	562,500	-2,735,766	-2,762,214	-2,894,099	-3,034,199	-3,565,914	-4,629,347
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 2: Higher Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	135,604	134,279	128,290	118,137	93,802	45,133
2	Five unit development	5	123,333	226,007	223,797	213,817	196,894	156,337	75,222
3	Eight unit development	8	197,333	310,680	307,149	291,192	264,140	199,302	69,627
4	Ten unit development	10	197,333	388,350	383,936	363,990	330,174	249,127	87,033
5	Ten unit development (flats)	10	49,333	-67,330	-71,691	-93,432	-116,528	-204,183	-381,056
6	Fifteen unit development	15	296,000	589,748	583,359	554,497	505,566	388,289	153,038
7	Twenty unit development (flats)	20	98,667	11,322	2,628	-47,862	-94,562	-294,827	-695,359
8	Thirty unit development	78	493,333	2,160,359	2,126,826	1,968,671	1,745,327	1,104,929	-184,282
9	Fifty unit development	50	822,222	1,096,841	1,075,411	975,580	826,625	420,102	-406,286
10	One hundred unit development	100	2,055,556	3,178,201	3,136,660	2,948,973	2,630,776	1,868,139	332,203
11	Three hundred unit scheme	300	6,166,667	9,485,424	9,369,049	8,843,260	7,947,108	5,792,699	1,450,588
12	Five hundred unit scheme	500	7,708,333	6,419,216	6,230,342	5,265,683	3,818,949	-121,989	-8,322,914
13	Seven-hundred and fifty unit scheme	750	11,562,500	-254,776	-537,877	-1,983,787	-4,158,714	-10,128,418	-22,518,454
14	One thousand unit scheme	1,000	15,416,667	-486,667	-854,183	-2,731,234	-5,559,837	-13,330,389	-29,555,935
15	One thousand, five hundred unit scheme	1,500	18,500,000	-1,209,880	-1,723,342	-4,359,366	-8,339,021	-19,314,660	-42,606,894
16	Two thousand, five hundred unit scheme	2,500	61,666,667	-3,276,944	-4,028,037	-7,896,219	-13,746,665	-30,038,162	-65,723,302
17	C2 care scheme - houses	50	578,125	1,187,854	1,166,830	1,071,840	910,797	520,427	-266,169
18	C2 care scheme - flats	60	277,500	-2,735,766	-2,762,214	-2,894,099	-3,034,199	-3,565,914	-4,629,347
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 3: Lower Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	135,604	134,279	128,290	118,137	93,802	45,133
2	Five unit development	5	83,333	226,007	223,797	213,817	196,894	156,337	75,222
3	Eight unit development	8	133,333	310,680	307,149	291,192	264,140	199,302	69,627
4	Ten unit development	10	133,333	388,350	383,936	363,990	330,174	249,127	87,033
5	Ten unit development (flats)	10	33,333	-67,330	-71,691	-93,432	-116,528	-204,183	-381,056
6	Fifteen unit development	15	200,000	589,748	583,359	554,497	505,566	388,289	153,038
7	Twenty unit development (flats)	20	66,667	11,322	2,628	-47,862	-94,562	-294,827	-695,359
8	Thirty unit development	78	333,333	2,160,359	2,126,826	1,968,671	1,745,327	1,104,929	-184,282
9	Fifty unit development	50	555,556	1,096,841	1,075,411	975,580	826,625	420,102	-406,286
10	One hundred unit development	100	1,388,889	3,178,201	3,136,660	2,948,973	2,630,776	1,868,139	332,203
11	Three hundred unit scheme	300	4,166,667	9,485,424	9,369,049	8,843,260	7,947,108	5,792,699	1,450,588
12	Five hundred unit scheme	500	5,208,333	6,419,216	6,230,342	5,265,683	3,818,949	-121,989	-8,322,914
13	Seven-hundred and fifty unit scheme	750	7,812,500	-254,776	-537,877	-1,983,787	-4,158,714	-10,128,418	-22,518,454
14	One thousand unit scheme	1,000	10,416,667	-486,667	-854,183	-2,731,234	-5,559,837	-13,330,389	-29,555,935
15	One thousand, five hundred unit scheme	1,500	12,500,000	-1,209,880	-1,723,342	-4,359,366	-8,339,021	-19,314,660	-42,606,894
16	Two thousand, five hundred unit scheme	2,500	41,666,667	-3,276,944	-4,028,037	-7,896,219	-13,746,665	-30,038,162	-65,723,302
17	C2 care scheme - houses	50	390,625	1,187,854	1,166,830	1,071,840	910,797	520,427	-266,169
18	C2 care scheme - flats	60	187,500	-2,735,766	-2,762,214	-2,894,099	-3,034,199	-3,565,914	-4,629,347
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £3,934 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	155,527	154,202	148,213	138,060	113,726	65,057
2	Five unit development	5	250,000	259,213	257,004	247,023	230,101	189,544	108,428
3	Eight unit development	8	400,000	361,339	357,808	341,851	314,799	249,961	120,286
4	Ten unit development	10	400,000	451,674	447,259	427,314	393,498	312,451	150,357
5	Ten unit development (flats)	10	100,000	-15,006	-19,366	-41,108	-64,204	-151,859	-328,002
6	Fifteen unit development	15	600,000	682,564	676,176	647,314	598,382	481,105	246,513
7	Twenty unit development (flats)	20	200,000	113,621	104,928	55,106	9,058	-191,080	-591,611
8	Thirty unit development	78	1,000,000	2,642,548	2,609,014	2,450,859	2,227,516	1,587,118	305,639
9	Fifty unit development	50	1,666,667	1,389,379	1,367,950	1,268,118	1,119,163	714,530	-105,859
10	One hundred unit development	100	4,166,667	3,742,649	3,701,688	3,516,620	3,199,432	2,436,795	908,070
11	Three hundred unit scheme	300	12,500,000	11,102,330	10,985,956	10,460,165	9,568,765	7,417,060	3,088,673
12	Five hundred unit scheme	500	15,625,000	9,001,977	8,814,729	7,858,374	6,414,128	2,494,928	-5,567,393
13	Seven-hundred and fifty unit scheme	750	23,437,500	3,519,736	3,243,475	1,832,497	-295,486	-6,186,039	-18,388,097
14	One thousand unit scheme	1,000	31,250,000	4,400,180	4,041,443	2,209,228	-556,660	-8,208,647	-24,143,939
15	One thousand, five hundred unit scheme	1,500	37,500,000	5,600,699	5,099,118	2,533,450	-1,363,696	-12,139,143	-34,832,180
16	Two thousand, five hundred unit scheme	2,500	125,000,000	6,533,771	5,799,745	2,050,773	-3,674,123	-19,551,115	-53,831,629
17	C2 care scheme - houses	50	1,171,875	1,456,513	1,435,488	1,340,497	1,179,454	792,275	9,395
18	C2 care scheme - flats	60	562,500	-2,519,794	-2,546,243	-2,678,126	-2,818,226	-3,349,943	-4,413,374
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 2: Higher Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	155,527	154,202	148,213	138,060	113,726	65,057
2	Five unit development	5	123,333	259,213	257,004	247,023	230,101	189,544	108,428
3	Eight unit development	8	197,333	361,339	357,808	341,851	314,799	249,961	120,286
4	Ten unit development	10	197,333	451,674	447,259	427,314	393,498	312,451	150,357
5	Ten unit development (flats)	10	49,333	-15,006	-19,366	-41,108	-64,204	-151,859	-328,002
6	Fifteen unit development	15	296,000	682,564	676,176	647,314	598,382	481,105	246,513
7	Twenty unit development (flats)	20	98,667	113,621	104,928	55,106	9,058	-191,080	-591,611
8	Thirty unit development	78	493,333	2,642,548	2,609,014	2,450,859	2,227,516	1,587,118	305,639
9	Fifty unit development	50	822,222	1,389,379	1,367,950	1,268,118	1,119,163	714,530	-105,859
10	One hundred unit development	100	2,055,556	3,742,649	3,701,688	3,516,620	3,199,432	2,436,795	908,070
11	Three hundred unit scheme	300	6,166,667	11,102,330	10,985,956	10,460,165	9,568,765	7,417,060	3,088,673
12	Five hundred unit scheme	500	7,708,333	9,001,977	8,814,729	7,858,374	6,414,128	2,494,928	-5,567,393
13	Seven-hundred and fifty unit scheme	750	11,562,500	3,519,736	3,243,475	1,832,497	-295,486	-6,186,039	-18,388,097
14	One thousand unit scheme	1,000	15,416,667	4,400,180	4,041,443	2,209,228	-556,660	-8,208,647	-24,143,939
15	One thousand, five hundred unit scheme	1,500	18,500,000	5,600,699	5,099,118	2,533,450	-1,363,696	-12,139,143	-34,832,180
16	Two thousand, five hundred unit scheme	2,500	61,666,667	6,533,771	5,799,745	2,050,773	-3,674,123	-19,551,115	-53,831,629
17	C2 care scheme - houses	50	578,125	1,456,513	1,435,488	1,340,497	1,179,454	792,275	9,395
18	C2 care scheme - flats	60	277,500	-2,519,794	-2,546,243	-2,678,126	-2,818,226	-3,349,943	-4,413,374
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 3: Lower Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	155,527	154,202	148,213	138,060	113,726	65,057
2	Five unit development	5	83,333	259,213	257,004	247,023	230,101	189,544	108,428
3	Eight unit development	8	133,333	361,339	357,808	341,851	314,799	249,961	120,286
4	Ten unit development	10	133,333	451,674	447,259	427,314	393,498	312,451	150,357
5	Ten unit development (flats)	10	33,333	-15,006	-19,366	-41,108	-64,204	-151,859	-328,002
6	Fifteen unit development	15	200,000	682,564	676,176	647,314	598,382	481,105	246,513
7	Twenty unit development (flats)	20	66,667	113,621	104,928	55,106	9,058	-191,080	-591,611
8	Thirty unit development	78	333,333	2,642,548	2,609,014	2,450,859	2,227,516	1,587,118	305,639
9	Fifty unit development	50	555,556	1,389,379	1,367,950	1,268,118	1,119,163	714,530	-105,859
10	One hundred unit development	100	1,388,889	3,742,649	3,701,688	3,516,620	3,199,432	2,436,795	908,070
11	Three hundred unit scheme	300	4,166,667	11,102,330	10,985,956	10,460,165	9,568,765	7,417,060	3,088,673
12	Five hundred unit scheme	500	5,208,333	9,001,977	8,814,729	7,858,374	6,414,128	2,494,928	-5,567,393
13	Seven-hundred and fifty unit scheme	750	7,812,500	3,519,736	3,243,475	1,832,497	-295,486	-6,186,039	-18,388,097
14	One thousand unit scheme	1,000	10,416,667	4,400,180	4,041,443	2,209,228	-556,660	-8,208,647	-24,143,939
15	One thousand, five hundred unit scheme	1,500	12,500,000	5,600,699	5,099,118	2,533,450	-1,363,696	-12,139,143	-34,832,180
16	Two thousand, five hundred unit scheme	2,500	41,666,667	6,533,771	5,799,745	2,050,773	-3,674,123	-19,551,115	-53,831,629
17	C2 care scheme - houses	50	390,625	1,456,513	1,435,488	1,340,497	1,179,454	792,275	9,395
18	C2 care scheme - flats	60	187,500	-2,519,794	-2,546,243	-2,678,126	-2,818,226	-3,349,943	-4,413,374
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £4,118 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	179,668	178,343	172,354	162,201	137,866	89,197
2	Five unit development	5	250,000	299,447	297,238	287,256	270,335	229,777	148,662
3	Eight unit development	8	400,000	423,437	419,905	403,948	376,896	312,059	182,383
4	Ten unit development	10	400,000	529,297	524,882	504,936	471,120	390,073	227,979
5	Ten unit development (flats)	10	100,000	57,618	53,319	31,881	9,107	-78,419	-253,730
6	Fifteen unit development	15	600,000	796,158	789,770	760,908	711,976	594,699	360,145
7	Twenty unit development (flats)	20	200,000	258,116	249,424	199,602	153,553	-44,539	-445,071
8	Thirty unit development	78	1,000,000	3,287,137	3,253,604	3,095,448	2,872,105	2,231,707	950,909
9	Fifty unit development	50	1,666,667	1,776,307	1,754,878	1,655,046	1,506,091	1,101,459	287,598
10	One hundred unit development	100	4,166,667	4,445,446	4,404,485	4,219,417	3,905,660	3,147,468	1,622,194
11	Three hundred unit scheme	300	12,500,000	13,120,310	13,003,936	12,478,146	11,586,745	9,449,517	5,139,160
12	Five hundred unit scheme	500	15,625,000	12,245,181	12,057,932	11,101,578	9,667,296	5,773,645	-2,151,612
13	Seven-hundred and fifty unit scheme	750	23,437,500	8,272,841	7,999,227	6,601,774	4,502,250	-1,249,746	-13,173,372
14	One thousand unit scheme	1,000	31,250,000	10,570,210	10,214,838	8,399,812	5,677,749	-1,791,589	-17,311,485
15	One thousand, five hundred unit scheme	1,500	37,500,000	14,255,379	13,758,187	11,218,824	7,399,783	-3,077,923	-25,003,021
16	Two thousand, five hundred unit scheme	2,500	125,000,000	19,163,634	18,441,705	14,754,523	9,187,715	-6,150,048	-38,658,635
17	C2 care scheme - houses	50	1,171,875	1,797,394	1,776,369	1,681,378	1,520,335	1,134,357	354,564
18	C2 care scheme - flats	60	562,500	-2,175,445	-2,201,894	-2,333,778	-2,473,878	-3,005,595	-4,069,026
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 2: Higher Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	179,668	178,343	172,354	162,201	137,866	89,197
2	Five unit development	5	123,333	299,447	297,238	287,256	270,335	229,777	148,662
3	Eight unit development	8	197,333	423,437	419,905	403,948	376,896	312,059	182,383
4	Ten unit development	10	197,333	529,297	524,882	504,936	471,120	390,073	227,979
5	Ten unit development (flats)	10	49,333	57,618	53,319	31,881	9,107	-78,419	-253,730
6	Fifteen unit development	15	296,000	796,158	789,770	760,908	711,976	594,699	360,145
7	Twenty unit development (flats)	20	98,667	258,116	249,424	199,602	153,553	-44,539	-445,071
8	Thirty unit development	78	493,333	3,287,137	3,253,604	3,095,448	2,872,105	2,231,707	950,909
9	Fifty unit development	50	822,222	1,776,307	1,754,878	1,655,046	1,506,091	1,101,459	287,598
10	One hundred unit development	100	2,055,556	4,445,446	4,404,485	4,219,417	3,905,660	3,147,468	1,622,194
11	Three hundred unit scheme	300	6,166,667	13,120,310	13,003,936	12,478,146	11,586,745	9,449,517	5,139,160
12	Five hundred unit scheme	500	7,708,333	12,245,181	12,057,932	11,101,578	9,667,296	5,773,645	-2,151,612
13	Seven-hundred and fifty unit scheme	750	11,562,500	8,272,841	7,999,227	6,601,774	4,502,250	-1,249,746	-13,173,372
14	One thousand unit scheme	1,000	15,416,667	10,570,210	10,214,838	8,399,812	5,677,749	-1,791,589	-17,311,485
15	One thousand, five hundred unit scheme	1,500	18,500,000	14,255,379	13,758,187	11,218,824	7,399,783	-3,077,923	-25,003,021
16	Two thousand, five hundred unit scheme	2,500	61,666,667	19,163,634	18,441,705	14,754,523	9,187,715	-6,150,048	-38,658,635
17	C2 care scheme - houses	50	578,125	1,797,394	1,776,369	1,681,378	1,520,335	1,134,357	354,564
18	C2 care scheme - flats	60	277,500	-2,175,445	-2,201,894	-2,333,778	-2,473,878	-3,005,595	-4,069,026
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 3: Lower Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	179,668	178,343	172,354	162,201	137,866	89,197
2	Five unit development	5	83,333	299,447	297,238	287,256	270,335	229,777	148,662
3	Eight unit development	8	133,333	423,437	419,905	403,948	376,896	312,059	182,383
4	Ten unit development	10	133,333	529,297	524,882	504,936	471,120	390,073	227,979
5	Ten unit development (flats)	10	33,333	57,618	53,319	31,881	9,107	-78,419	-253,730
6	Fifteen unit development	15	200,000	796,158	789,770	760,908	711,976	594,699	360,145
7	Twenty unit development (flats)	20	66,667	258,116	249,424	199,602	153,553	-44,539	-445,071
8	Thirty unit development	78	333,333	3,287,137	3,253,604	3,095,448	2,872,105	2,231,707	950,909
9	Fifty unit development	50	555,556	1,776,307	1,754,878	1,655,046	1,506,091	1,101,459	287,598
10	One hundred unit development	100	1,388,889	4,445,446	4,404,485	4,219,417	3,905,660	3,147,468	1,622,194
11	Three hundred unit scheme	300	4,166,667	13,120,310	13,003,936	12,478,146	11,586,745	9,449,517	5,139,160
12	Five hundred unit scheme	500	5,208,333	12,245,181	12,057,932	11,101,578	9,667,296	5,773,645	-2,151,612
13	Seven-hundred and fifty unit scheme	750	7,812,500	8,272,841	7,999,227	6,601,774	4,502,250	-1,249,746	-13,173,372
14	One thousand unit scheme	1,000	10,416,667	10,570,210	10,214,838	8,399,812	5,677,749	-1,791,589	-17,311,485
15	One thousand, five hundred unit scheme	1,500	12,500,000	14,255,379	13,758,187	11,218,824	7,399,783	-3,077,923	-25,003,021
16	Two thousand, five hundred unit scheme	2,500	41,666,667	19,163,634	18,441,705	14,754,523	9,187,715	-6,150,048	-38,658,635
17	C2 care scheme - houses	50	390,625	1,797,394	1,776,369	1,681,378	1,520,335	1,134,357	354,564
18	C2 care scheme - flats	60	187,500	-2,175,445	-2,201,894	-2,333,778	-2,473,878	-3,005,595	-4,069,026
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £4,302 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	197,462	196,137	190,148	179,994	155,660	106,991
2	Five unit development	5	250,000	329,103	326,893	316,913	299,990	259,433	178,319
3	Eight unit development	8	400,000	468,625	465,093	449,136	422,083	357,246	227,570
4	Ten unit development	10	400,000	585,781	581,366	561,420	527,604	446,558	284,463
5	Ten unit development (flats)	10	100,000	109,208	104,909	83,470	60,696	-26,100	-201,410
6	Fifteen unit development	15	600,000	878,950	872,562	843,700	794,768	677,490	442,937
7	Twenty unit development (flats)	20	200,000	360,407	351,713	301,892	255,843	58,372	-341,334
8	Thirty unit development	78	1,000,000	3,769,288	3,735,753	3,577,599	3,354,256	2,713,857	1,433,060
9	Fifty unit development	50	1,666,667	2,027,945	2,006,516	1,906,685	1,757,730	1,353,097	542,436
10	One hundred unit development	100	4,166,667	4,946,605	4,905,644	4,720,575	4,406,818	3,653,650	2,128,376
11	Three hundred unit scheme	300	12,500,000	14,559,316	14,442,942	13,917,152	13,025,751	10,889,290	6,585,987
12	Five hundred unit scheme	500	15,625,000	14,536,553	14,350,739	13,395,672	11,961,390	8,080,922	224,671
13	Seven-hundred and fifty unit scheme	750	23,437,500	11,588,041	11,316,837	9,920,495	7,824,680	2,128,431	-9,634,625
14	One thousand unit scheme	1,000	31,250,000	14,845,719	14,493,431	12,693,466	9,971,402	2,580,161	-12,709,348
15	One thousand, five hundred unit scheme	1,500	37,500,000	20,186,516	19,693,390	17,173,963	13,365,584	3,011,317	-18,544,065
16	Two thousand, five hundred unit scheme	2,500	125,000,000	27,629,832	26,913,425	23,250,586	17,720,778	2,616,827	-29,172,748
17	C2 care scheme - houses	50	1,171,875	2,036,199	2,015,175	1,920,185	1,759,142	1,373,162	596,215
18	C2 care scheme - flats	60	562,500	-1,959,504	-1,985,952	-2,117,837	-2,257,937	-2,789,653	-3,853,085
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 2: Higher Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	197,462	196,137	190,148	179,994	155,660	106,991
2	Five unit development	5	123,333	329,103	326,893	316,913	299,990	259,433	178,319
3	Eight unit development	8	197,333	468,625	465,093	449,136	422,083	357,246	227,570
4	Ten unit development	10	197,333	585,781	581,366	561,420	527,604	446,558	284,463
5	Ten unit development (flats)	10	49,333	109,208	104,909	83,470	60,696	-26,100	-201,410
6	Fifteen unit development	15	296,000	878,950	872,562	843,700	794,768	677,490	442,937
7	Twenty unit development (flats)	20	98,667	360,407	351,713	301,892	255,843	58,372	-341,334
8	Thirty unit development	78	493,333	3,769,288	3,735,753	3,577,599	3,354,256	2,713,857	1,433,060
9	Fifty unit development	50	822,222	2,027,945	2,006,516	1,906,685	1,757,730	1,353,097	542,436
10	One hundred unit development	100	2,055,556	4,946,605	4,905,644	4,720,575	4,406,818	3,653,650	2,128,376
11	Three hundred unit scheme	300	6,166,667	14,559,316	14,442,942	13,917,152	13,025,751	10,889,290	6,585,987
12	Five hundred unit scheme	500	7,708,333	14,536,553	14,350,739	13,395,672	11,961,390	8,080,922	224,671
13	Seven-hundred and fifty unit scheme	750	11,562,500	11,588,041	11,316,837	9,920,495	7,824,680	2,128,431	-9,634,625
14	One thousand unit scheme	1,000	15,416,667	14,845,719	14,493,431	12,693,466	9,971,402	2,580,161	-12,709,348
15	One thousand, five hundred unit scheme	1,500	18,500,000	20,186,516	19,693,390	17,173,963	13,365,584	3,011,317	-18,544,065
16	Two thousand, five hundred unit scheme	2,500	61,666,667	27,629,832	26,913,425	23,250,586	17,720,778	2,616,827	-29,172,748
17	C2 care scheme - houses	50	578,125	2,036,199	2,015,175	1,920,185	1,759,142	1,373,162	596,215
18	C2 care scheme - flats	60	277,500	-1,959,504	-1,985,952	-2,117,837	-2,257,937	-2,789,653	-3,853,085
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 3: Lower Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	197,462	196,137	190,148	179,994	155,660	106,991
2	Five unit development	5	83,333	329,103	326,893	316,913	299,990	259,433	178,319
3	Eight unit development	8	133,333	468,625	465,093	449,136	422,083	357,246	227,570
4	Ten unit development	10	133,333	585,781	581,366	561,420	527,604	446,558	284,463
5	Ten unit development (flats)	10	33,333	109,208	104,909	83,470	60,696	-26,100	-201,410
6	Fifteen unit development	15	200,000	878,950	872,562	843,700	794,768	677,490	442,937
7	Twenty unit development (flats)	20	66,667	360,407	351,713	301,892	255,843	58,372	-341,334
8	Thirty unit development	78	333,333	3,769,288	3,735,753	3,577,599	3,354,256	2,713,857	1,433,060
9	Fifty unit development	50	555,556	2,027,945	2,006,516	1,906,685	1,757,730	1,353,097	542,436
10	One hundred unit development	100	1,388,889	4,946,605	4,905,644	4,720,575	4,406,818	3,653,650	2,128,376
11	Three hundred unit scheme	300	4,166,667	14,559,316	14,442,942	13,917,152	13,025,751	10,889,290	6,585,987
12	Five hundred unit scheme	500	5,208,333	14,536,553	14,350,739	13,395,672	11,961,390	8,080,922	224,671
13	Seven-hundred and fifty unit scheme	750	7,812,500	11,588,041	11,316,837	9,920,495	7,824,680	2,128,431	-9,634,625
14	One thousand unit scheme	1,000	10,416,667	14,845,719	14,493,431	12,693,466	9,971,402	2,580,161	-12,709,348
15	One thousand, five hundred unit scheme	1,500	12,500,000	20,186,516	19,693,390	17,173,963	13,365,584	3,011,317	-18,544,065
16	Two thousand, five hundred unit scheme	2,500	41,666,667	27,629,832	26,913,425	23,250,586	17,720,778	2,616,827	-29,172,748
17	C2 care scheme - houses	50	390,625	2,036,199	2,015,175	1,920,185	1,759,142	1,373,162	596,215
18	C2 care scheme - flats	60	187,500	-1,959,504	-1,985,952	-2,117,837	-2,257,937	-2,789,653	-3,853,085
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £4,485 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	221,603	220,276	214,288	204,135	179,801	131,131
2	Five unit development	5	250,000	369,337	367,128	357,146	340,225	299,667	218,552
3	Eight unit development	8	400,000	530,722	527,190	511,234	484,181	419,344	289,668
4	Ten unit development	10	400,000	663,403	658,988	639,043	605,227	524,179	362,086
5	Ten unit development (flats)	10	100,000	181,570	177,312	155,885	133,112	46,679	-127,970
6	Fifteen unit development	15	600,000	992,544	986,156	957,294	908,362	791,084	556,531
7	Twenty unit development (flats)	20	200,000	504,902	496,209	446,387	400,338	202,867	-194,794
8	Thirty unit development	78	1,000,000	4,413,876	4,380,343	4,222,187	3,998,845	3,358,446	2,077,649
9	Fifty unit development	50	1,666,667	2,383,500	2,362,195	2,262,364	2,113,409	1,708,775	899,510
10	One hundred unit development	100	4,166,667	5,643,719	5,603,261	5,420,468	5,109,615	4,357,620	2,839,049
11	Three hundred unit scheme	300	12,500,000	16,577,297	16,460,922	15,935,133	15,043,732	12,907,270	8,618,444
12	Five hundred unit scheme	500	15,625,000	17,757,572	17,571,758	16,622,733	15,199,441	11,327,955	3,525,588
13	Seven-hundred and fifty unit scheme	750	23,437,500	16,285,211	16,014,006	14,628,860	12,551,502	6,898,831	-4,644,930
14	One thousand unit scheme	1,000	31,250,000	20,946,063	20,596,582	18,797,558	16,099,118	8,771,654	-6,218,746
15	One thousand, five hundred unit scheme	1,500	37,500,000	28,715,022	28,225,645	25,726,199	21,949,005	11,696,536	-9,353,696
16	Two thousand, five hundred unit scheme	2,500	125,000,000	40,019,454	39,308,224	35,675,687	30,215,875	15,325,632	-15,497,081
17	C2 care scheme - houses	50	1,171,875	2,377,080	2,356,056	2,261,066	2,100,022	1,714,043	941,386
18	C2 care scheme - flats	60	562,500	-1,615,156	-1,641,604	-1,773,488	-1,913,589	-2,445,304	-3,508,736
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 2: Higher Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	221,603	220,276	214,288	204,135	179,801	131,131
2	Five unit development	5	123,333	369,337	367,128	357,146	340,225	299,667	218,552
3	Eight unit development	8	197,333	530,722	527,190	511,234	484,181	419,344	289,668
4	Ten unit development	10	197,333	663,403	658,988	639,043	605,227	524,179	362,086
5	Ten unit development (flats)	10	49,333	181,570	177,312	155,885	133,112	46,679	-127,970
6	Fifteen unit development	15	296,000	992,544	986,156	957,294	908,362	791,084	556,531
7	Twenty unit development (flats)	20	98,667	504,902	496,209	446,387	400,338	202,867	-194,794
8	Thirty unit development	78	493,333	4,413,876	4,380,343	4,222,187	3,998,845	3,358,446	2,077,649
9	Fifty unit development	50	822,222	2,383,500	2,362,195	2,262,364	2,113,409	1,708,775	899,510
10	One hundred unit development	100	2,055,556	5,643,719	5,603,261	5,420,468	5,109,615	4,357,620	2,839,049
11	Three hundred unit scheme	300	6,166,667	16,577,297	16,460,922	15,935,133	15,043,732	12,907,270	8,618,444
12	Five hundred unit scheme	500	7,708,333	17,757,572	17,571,758	16,622,733	15,199,441	11,327,955	3,525,588
13	Seven-hundred and fifty unit scheme	750	11,562,500	16,285,211	16,014,006	14,628,860	12,551,502	6,898,831	-4,644,930
14	One thousand unit scheme	1,000	15,416,667	20,946,063	20,596,582	18,797,558	16,099,118	8,771,654	-6,218,746
15	One thousand, five hundred unit scheme	1,500	18,500,000	28,715,022	28,225,645	25,726,199	21,949,005	11,696,536	-9,353,696
16	Two thousand, five hundred unit scheme	2,500	61,666,667	40,019,454	39,308,224	35,675,687	30,215,875	15,325,632	-15,497,081
17	C2 care scheme - houses	50	578,125	2,377,080	2,356,056	2,261,066	2,100,022	1,714,043	941,386
18	C2 care scheme - flats	60	277,500	-1,615,156	-1,641,604	-1,773,488	-1,913,589	-2,445,304	-3,508,736
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 3: Lower Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	221,603	220,276	214,288	204,135	179,801	131,131
2	Five unit development	5	83,333	369,337	367,128	357,146	340,225	299,667	218,552
3	Eight unit development	8	133,333	530,722	527,190	511,234	484,181	419,344	289,668
4	Ten unit development	10	133,333	663,403	658,988	639,043	605,227	524,179	362,086
5	Ten unit development (flats)	10	33,333	181,570	177,312	155,885	133,112	46,679	-127,970
6	Fifteen unit development	15	200,000	992,544	986,156	957,294	908,362	791,084	556,531
7	Twenty unit development (flats)	20	66,667	504,902	496,209	446,387	400,338	202,867	-194,794
8	Thirty unit development	78	333,333	4,413,876	4,380,343	4,222,187	3,998,845	3,358,446	2,077,649
9	Fifty unit development	50	555,556	2,383,500	2,362,195	2,262,364	2,113,409	1,708,775	899,510
10	One hundred unit development	100	1,388,889	5,643,719	5,603,261	5,420,468	5,109,615	4,357,620	2,839,049
11	Three hundred unit scheme	300	4,166,667	16,577,297	16,460,922	15,935,133	15,043,732	12,907,270	8,618,444
12	Five hundred unit scheme	500	5,208,333	17,757,572	17,571,758	16,622,733	15,199,441	11,327,955	3,525,588
13	Seven-hundred and fifty unit scheme	750	7,812,500	16,285,211	16,014,006	14,628,860	12,551,502	6,898,831	-4,644,930
14	One thousand unit scheme	1,000	10,416,667	20,946,063	20,596,582	18,797,558	16,099,118	8,771,654	-6,218,746
15	One thousand, five hundred unit scheme	1,500	12,500,000	28,715,022	28,225,645	25,726,199	21,949,005	11,696,536	-9,353,696
16	Two thousand, five hundred unit scheme	2,500	41,666,667	40,019,454	39,308,224	35,675,687	30,215,875	15,325,632	-15,497,081
17	C2 care scheme - houses	50	390,625	2,377,080	2,356,056	2,261,066	2,100,022	1,714,043	941,386
18	C2 care scheme - flats	60	187,500	-1,615,156	-1,641,604	-1,773,488	-1,913,589	-2,445,304	-3,508,736
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £4,669 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	245,742	244,417	238,428	228,275	203,940	155,271
2	Five unit development	5	250,000	409,571	407,361	397,381	380,458	339,901	258,786
3	Eight unit development	8	400,000	592,730	589,248	573,332	546,279	481,441	351,766
4	Ten unit development	10	400,000	740,913	736,560	716,664	682,848	601,802	439,707
5	Ten unit development (flats)	10	100,000	249,687	245,428	224,192	201,633	115,400	-58,276
6	Fifteen unit development	15	600,000	1,106,138	1,099,750	1,070,888	1,021,956	904,678	670,125
7	Twenty unit development (flats)	20	200,000	642,032	633,340	583,517	537,469	339,997	-55,722
8	Thirty unit development	78	1,000,000	5,058,466	5,024,932	4,866,777	4,643,434	4,003,035	2,722,238
9	Fifty unit development	50	1,666,667	2,735,991	2,714,814	2,616,151	2,468,940	2,064,454	1,255,188
10	One hundred unit development	100	4,166,667	6,340,184	6,299,725	6,116,932	5,807,033	5,060,417	3,549,722
11	Three hundred unit scheme	300	12,500,000	18,584,945	18,469,403	17,947,372	17,061,713	14,925,250	10,650,903
12	Five hundred unit scheme	500	15,625,000	20,978,592	20,792,778	19,843,752	18,420,461	14,571,158	6,799,956
13	Seven-hundred and fifty unit scheme	750	23,437,500	20,961,582	20,692,554	19,318,516	17,248,671	11,633,899	261,169
14	One thousand unit scheme	1,000	31,250,000	27,001,506	26,652,026	24,867,087	22,190,147	14,909,059	162,237
15	One thousand, five hundred unit scheme	1,500	37,500,000	37,191,401	36,705,459	34,211,637	30,463,123	20,291,182	-374,523
16	Two thousand, five hundred unit scheme	2,500	125,000,000	52,298,552	51,592,160	47,984,328	42,573,526	27,832,932	-2,271,009
17	C2 care scheme - houses	50	1,171,875	2,715,087	2,694,355	2,600,690	2,440,903	2,054,924	1,282,966
18	C2 care scheme - flats	60	562,500	-1,270,807	-1,297,255	-1,429,140	-1,569,240	-2,100,956	-3,164,388
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 2: Higher Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	245,742	244,417	238,428	228,275	203,940	155,271
2	Five unit development	5	123,333	409,571	407,361	397,381	380,458	339,901	258,786
3	Eight unit development	8	197,333	592,730	589,248	573,332	546,279	481,441	351,766
4	Ten unit development	10	197,333	740,913	736,560	716,664	682,848	601,802	439,707
5	Ten unit development (flats)	10	49,333	249,687	245,428	224,192	201,633	115,400	-58,276
6	Fifteen unit development	15	296,000	1,106,138	1,099,750	1,070,888	1,021,956	904,678	670,125
7	Twenty unit development (flats)	20	98,667	642,032	633,340	583,517	537,469	339,997	-55,722
8	Thirty unit development	78	493,333	5,058,466	5,024,932	4,866,777	4,643,434	4,003,035	2,722,238
9	Fifty unit development	50	822,222	2,735,991	2,714,814	2,616,151	2,468,940	2,064,454	1,255,188
10	One hundred unit development	100	2,055,556	6,340,184	6,299,725	6,116,932	5,807,033	5,060,417	3,549,722
11	Three hundred unit scheme	300	6,166,667	18,584,945	18,469,403	17,947,372	17,061,713	14,925,250	10,650,903
12	Five hundred unit scheme	500	7,708,333	20,978,592	20,792,778	19,843,752	18,420,461	14,571,158	6,799,956
13	Seven-hundred and fifty unit scheme	750	11,562,500	20,961,582	20,692,554	19,318,516	17,248,671	11,633,899	261,169
14	One thousand unit scheme	1,000	15,416,667	27,001,506	26,652,026	24,867,087	22,190,147	14,909,059	162,237
15	One thousand, five hundred unit scheme	1,500	18,500,000	37,191,401	36,705,459	34,211,637	30,463,123	20,291,182	-374,523
16	Two thousand, five hundred unit scheme	2,500	61,666,667	52,298,552	51,592,160	47,984,328	42,573,526	27,832,932	-2,271,009
17	C2 care scheme - houses	50	578,125	2,715,087	2,694,355	2,600,690	2,440,903	2,054,924	1,282,966
18	C2 care scheme - flats	60	277,500	-1,270,807	-1,297,255	-1,429,140	-1,569,240	-2,100,956	-3,164,388
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 3: Lower Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	245,742	244,417	238,428	228,275	203,940	155,271
2	Five unit development	5	83,333	409,571	407,361	397,381	380,458	339,901	258,786
3	Eight unit development	8	133,333	592,730	589,248	573,332	546,279	481,441	351,766
4	Ten unit development	10	133,333	740,913	736,560	716,664	682,848	601,802	439,707
5	Ten unit development (flats)	10	33,333	249,687	245,428	224,192	201,633	115,400	-58,276
6	Fifteen unit development	15	200,000	1,106,138	1,099,750	1,070,888	1,021,956	904,678	670,125
7	Twenty unit development (flats)	20	66,667	642,032	633,340	583,517	537,469	339,997	-55,722
8	Thirty unit development	78	333,333	5,058,466	5,024,932	4,866,777	4,643,434	4,003,035	2,722,238
9	Fifty unit development	50	555,556	2,735,991	2,714,814	2,616,151	2,468,940	2,064,454	1,255,188
10	One hundred unit development	100	1,388,889	6,340,184	6,299,725	6,116,932	5,807,033	5,060,417	3,549,722
11	Three hundred unit scheme	300	4,166,667	18,584,945	18,469,403	17,947,372	17,061,713	14,925,250	10,650,903
12	Five hundred unit scheme	500	5,208,333	20,978,592	20,792,778	19,843,752	18,420,461	14,571,158	6,799,956
13	Seven-hundred and fifty unit scheme	750	7,812,500	20,961,582	20,692,554	19,318,516	17,248,671	11,633,899	261,169
14	One thousand unit scheme	1,000	10,416,667	27,001,506	26,652,026	24,867,087	22,190,147	14,909,059	162,237
15	One thousand, five hundred unit scheme	1,500	12,500,000	37,191,401	36,705,459	34,211,637	30,463,123	20,291,182	-374,523
16	Two thousand, five hundred unit scheme	2,500	41,666,667	52,298,552	51,592,160	47,984,328	42,573,526	27,832,932	-2,271,009
17	C2 care scheme - houses	50	390,625	2,715,087	2,694,355	2,600,690	2,440,903	2,054,924	1,282,966
18	C2 care scheme - flats	60	187,500	-1,270,807	-1,297,255	-1,429,140	-1,569,240	-2,100,956	-3,164,388
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601



TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £4,852 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	263,538	262,212	256,224	246,070	221,736	173,067
2	Five unit development	5	250,000	439,229	437,020	427,039	410,117	369,559	288,445
3	Eight unit development	8	400,000	637,586	634,104	618,370	591,471	526,633	396,957
4	Ten unit development	10	400,000	796,983	792,630	772,963	739,338	658,291	496,197
5	Ten unit development (flats)	10	100,000	293,527	289,269	268,032	245,473	159,523	-13,529
6	Fifteen unit development	15	600,000	1,188,937	1,182,549	1,153,686	1,104,755	987,477	752,924
7	Twenty unit development (flats)	20	200,000	728,986	720,415	670,922	624,873	427,402	32,460
8	Thirty unit development	78	1,000,000	5,540,654	5,507,120	5,348,965	5,125,623	4,485,224	3,204,427
9	Fifty unit development	50	1,666,667	2,985,919	2,964,740	2,866,078	2,718,868	2,316,116	1,506,850
10	One hundred unit development	100	4,166,667	6,837,870	6,797,412	6,614,618	6,304,719	5,561,622	4,055,952
11	Three hundred unit scheme	300	12,500,000	20,021,191	19,905,649	19,383,618	18,498,589	16,364,392	12,091,469
12	Five hundred unit scheme	500	15,625,000	23,263,967	23,078,153	22,129,127	20,705,836	16,858,902	9,107,457
13	Seven-hundred and fifty unit scheme	750	23,437,500	24,242,011	23,972,981	22,598,943	20,538,245	14,931,120	3,607,171
14	One thousand unit scheme	1,000	31,250,000	31,245,115	30,895,635	29,110,697	26,433,757	19,174,987	4,490,419
15	One thousand, five hundred unit scheme	1,500	37,500,000	43,059,229	42,573,288	40,091,389	36,353,875	26,211,218	5,651,146
16	Two thousand, five hundred unit scheme	2,500	125,000,000	60,655,316	59,953,426	56,364,394	50,953,592	36,269,854	6,387,552
17	C2 care scheme - houses	50	1,171,875	2,951,853	2,931,121	2,837,456	2,678,660	2,293,755	1,521,797
18	C2 care scheme - flats	60	562,500	-1,054,836	-1,081,284	-1,213,169	-1,353,269	-1,884,984	-2,948,417
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 2: Higher Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	263,538	262,212	256,224	246,070	221,736	173,067
2	Five unit development	5	123,333	439,229	437,020	427,039	410,117	369,559	288,445
3	Eight unit development	8	197,333	637,586	634,104	618,370	591,471	526,633	396,957
4	Ten unit development	10	197,333	796,983	792,630	772,963	739,338	658,291	496,197
5	Ten unit development (flats)	10	49,333	293,527	289,269	268,032	245,473	159,523	-13,529
6	Fifteen unit development	15	296,000	1,188,937	1,182,549	1,153,686	1,104,755	987,477	752,924
7	Twenty unit development (flats)	20	98,667	728,986	720,415	670,922	624,873	427,402	32,460
8	Thirty unit development	78	493,333	5,540,654	5,507,120	5,348,965	5,125,623	4,485,224	3,204,427
9	Fifty unit development	50	822,222	2,985,919	2,964,740	2,866,078	2,718,868	2,316,116	1,506,850
10	One hundred unit development	100	2,055,556	6,837,870	6,797,412	6,614,618	6,304,719	5,561,622	4,055,952
11	Three hundred unit scheme	300	6,166,667	20,021,191	19,905,649	19,383,618	18,498,589	16,364,392	12,091,469
12	Five hundred unit scheme	500	7,708,333	23,263,967	23,078,153	22,129,127	20,705,836	16,858,902	9,107,457
13	Seven-hundred and fifty unit scheme	750	11,562,500	24,242,011	23,972,981	22,598,943	20,538,245	14,931,120	3,607,171
14	One thousand unit scheme	1,000	15,416,667	31,245,115	30,895,635	29,110,697	26,433,757	19,174,987	4,490,419
15	One thousand, five hundred unit scheme	1,500	18,500,000	43,059,229	42,573,288	40,091,389	36,353,875	26,211,218	5,651,146
16	Two thousand, five hundred unit scheme	2,500	61,666,667	60,655,316	59,953,426	56,364,394	50,953,592	36,269,854	6,387,552
17	C2 care scheme - houses	50	578,125	2,951,853	2,931,121	2,837,456	2,678,660	2,293,755	1,521,797
18	C2 care scheme - flats	60	277,500	-1,054,836	-1,081,284	-1,213,169	-1,353,269	-1,884,984	-2,948,417
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 3: Lower Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	263,538	262,212	256,224	246,070	221,736	173,067
2	Five unit development	5	83,333	439,229	437,020	427,039	410,117	369,559	288,445
3	Eight unit development	8	133,333	637,586	634,104	618,370	591,471	526,633	396,957
4	Ten unit development	10	133,333	796,983	792,630	772,963	739,338	658,291	496,197
5	Ten unit development (flats)	10	33,333	293,527	289,269	268,032	245,473	159,523	-13,529
6	Fifteen unit development	15	200,000	1,188,937	1,182,549	1,153,686	1,104,755	987,477	752,924
7	Twenty unit development (flats)	20	66,667	728,986	720,415	670,922	624,873	427,402	32,460
8	Thirty unit development	78	333,333	5,540,654	5,507,120	5,348,965	5,125,623	4,485,224	3,204,427
9	Fifty unit development	50	555,556	2,985,919	2,964,740	2,866,078	2,718,868	2,316,116	1,506,850
10	One hundred unit development	100	1,388,889	6,837,870	6,797,412	6,614,618	6,304,719	5,561,622	4,055,952
11	Three hundred unit scheme	300	4,166,667	20,021,191	19,905,649	19,383,618	18,498,589	16,364,392	12,091,469
12	Five hundred unit scheme	500	5,208,333	23,263,967	23,078,153	22,129,127	20,705,836	16,858,902	9,107,457
13	Seven-hundred and fifty unit scheme	750	7,812,500	24,242,011	23,972,981	22,598,943	20,538,245	14,931,120	3,607,171
14	One thousand unit scheme	1,000	10,416,667	31,245,115	30,895,635	29,110,697	26,433,757	19,174,987	4,490,419
15	One thousand, five hundred unit scheme	1,500	12,500,000	43,059,229	42,573,288	40,091,389	36,353,875	26,211,218	5,651,146
16	Two thousand, five hundred unit scheme	2,500	41,666,667	60,655,316	59,953,426	56,364,394	50,953,592	36,269,854	6,387,552
17	C2 care scheme - houses	50	390,625	2,951,853	2,931,121	2,837,456	2,678,660	2,293,755	1,521,797
18	C2 care scheme - flats	60	187,500	-1,054,836	-1,081,284	-1,213,169	-1,353,269	-1,884,984	-2,948,417
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £5,036 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	150,000	287,673	286,347	280,359	270,205	245,871	197,202
2	Five unit development	5	250,000	479,454	477,246	467,264	450,342	409,785	328,670
3	Eight unit development	8	400,000	699,100	695,617	679,883	653,208	588,717	459,042
4	Ten unit development	10	400,000	873,875	869,522	849,854	816,510	735,896	573,802
5	Ten unit development (flats)	10	100,000	357,883	353,624	332,388	309,828	224,210	51,589
6	Fifteen unit development	15	600,000	1,302,505	1,296,117	1,267,255	1,218,323	1,101,046	866,492
7	Twenty unit development (flats)	20	200,000	856,296	847,825	799,051	753,645	556,973	162,031
8	Thirty unit development	78	1,000,000	6,185,103	6,151,569	5,993,414	5,770,072	5,129,673	3,848,876
9	Fifty unit development	50	1,666,667	3,338,335	3,317,156	3,218,493	3,071,283	2,671,387	1,862,451
10	One hundred unit development	100	4,166,667	7,534,182	7,493,724	7,310,930	7,001,031	6,258,280	4,760,276
11	Three hundred unit scheme	300	12,500,000	22,027,761	21,912,219	21,390,188	20,505,160	18,381,934	14,109,009
12	Five hundred unit scheme	500	15,625,000	26,472,152	26,287,585	25,344,925	23,926,154	20,079,220	12,354,695
13	Seven-hundred and fifty unit scheme	750	23,437,500	28,901,836	28,632,808	27,258,770	25,198,072	19,627,267	8,365,158
14	One thousand unit scheme	1,000	31,250,000	37,264,251	36,917,304	35,145,305	32,487,771	25,252,532	10,664,910
15	One thousand, five hundred unit scheme	1,500	37,500,000	51,483,702	50,997,761	48,515,862	44,793,663	34,705,816	14,312,326
16	Two thousand, five hundred unit scheme	2,500	125,000,000	72,825,778	72,128,060	68,552,436	63,176,118	48,593,130	19,029,623
17	C2 care scheme - houses	50	1,171,875	3,289,172	3,268,440	3,174,775	3,015,979	2,634,561	1,862,603
18	C2 care scheme - flats	60	562,500	-710,562	-737,011	-868,895	-1,008,995	-1,540,711	-2,604,143
19	Class E (light industrial) development	-	107,143	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	178,571	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	312,500	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	56,250	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	133,929	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	625,000	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	2,500,000	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	125,000	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	93,750	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	140,625	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	187,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	58,929	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 2: Higher Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	74,000	287,673	286,347	280,359	270,205	245,871	197,202
2	Five unit development	5	123,333	479,454	477,246	467,264	450,342	409,785	328,670
3	Eight unit development	8	197,333	699,100	695,617	679,883	653,208	588,717	459,042
4	Ten unit development	10	197,333	873,875	869,522	849,854	816,510	735,896	573,802
5	Ten unit development (flats)	10	49,333	357,883	353,624	332,388	309,828	224,210	51,589
6	Fifteen unit development	15	296,000	1,302,505	1,296,117	1,267,255	1,218,323	1,101,046	866,492
7	Twenty unit development (flats)	20	98,667	856,296	847,825	799,051	753,645	556,973	162,031
8	Thirty unit development	78	493,333	6,185,103	6,151,569	5,993,414	5,770,072	5,129,673	3,848,876
9	Fifty unit development	50	822,222	3,338,335	3,317,156	3,218,493	3,071,283	2,671,387	1,862,451
10	One hundred unit development	100	2,055,556	7,534,182	7,493,724	7,310,930	7,001,031	6,258,280	4,760,276
11	Three hundred unit scheme	300	6,166,667	22,027,761	21,912,219	21,390,188	20,505,160	18,381,934	14,109,009
12	Five hundred unit scheme	500	7,708,333	26,472,152	26,287,585	25,344,925	23,926,154	20,079,220	12,354,695
13	Seven-hundred and fifty unit scheme	750	11,562,500	28,901,836	28,632,808	27,258,770	25,198,072	19,627,267	8,365,158
14	One thousand unit scheme	1,000	15,416,667	37,264,251	36,917,304	35,145,305	32,487,771	25,252,532	10,664,910
15	One thousand, five hundred unit scheme	1,500	18,500,000	51,483,702	50,997,761	48,515,862	44,793,663	34,705,816	14,312,326
16	Two thousand, five hundred unit scheme	2,500	61,666,667	72,825,778	72,128,060	68,552,436	63,176,118	48,593,130	19,029,623
17	C2 care scheme - houses	50	578,125	3,289,172	3,268,440	3,174,775	3,015,979	2,634,561	1,862,603
18	C2 care scheme - flats	60	277,500	-710,562	-737,011	-868,895	-1,008,995	-1,540,711	-2,604,143
19	Class E (light industrial) development	-	52,857	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	88,095	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	154,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	27,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	66,071	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	308,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	1,233,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	61,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	46,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	69,375	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	92,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	29,071	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

BLV 3: Lower Greenfield

Site ref	Site	No of units	BLV	Baseline including affordable housing @ 40%	EV charging	BNG/UGF	Accessibility	NZC Operational Only	NZC Operational and Embodied
1	Three unit development	3	50,000	287,673	286,347	280,359	270,205	245,871	197,202
2	Five unit development	5	83,333	479,454	477,246	467,264	450,342	409,785	328,670
3	Eight unit development	8	133,333	699,100	695,617	679,883	653,208	588,717	459,042
4	Ten unit development	10	133,333	873,875	869,522	849,854	816,510	735,896	573,802
5	Ten unit development (flats)	10	33,333	357,883	353,624	332,388	309,828	224,210	51,589
6	Fifteen unit development	15	200,000	1,302,505	1,296,117	1,267,255	1,218,323	1,101,046	866,492
7	Twenty unit development (flats)	20	66,667	856,296	847,825	799,051	753,645	556,973	162,031
8	Thirty unit development	78	333,333	6,185,103	6,151,569	5,993,414	5,770,072	5,129,673	3,848,876
9	Fifty unit development	50	555,556	3,338,335	3,317,156	3,218,493	3,071,283	2,671,387	1,862,451
10	One hundred unit development	100	1,388,889	7,534,182	7,493,724	7,310,930	7,001,031	6,258,280	4,760,276
11	Three hundred unit scheme	300	4,166,667	22,027,761	21,912,219	21,390,188	20,505,160	18,381,934	14,109,009
12	Five hundred unit scheme	500	5,208,333	26,472,152	26,287,585	25,344,925	23,926,154	20,079,220	12,354,695
13	Seven-hundred and fifty unit scheme	750	7,812,500	28,901,836	28,632,808	27,258,770	25,198,072	19,627,267	8,365,158
14	One thousand unit scheme	1,000	10,416,667	37,264,251	36,917,304	35,145,305	32,487,771	25,252,532	10,664,910
15	One thousand, five hundred unit scheme	1,500	12,500,000	51,483,702	50,997,761	48,515,862	44,793,663	34,705,816	14,312,326
16	Two thousand, five hundred unit scheme	2,500	41,666,667	72,825,778	72,128,060	68,552,436	63,176,118	48,593,130	19,029,623
17	C2 care scheme - houses	50	390,625	3,289,172	3,268,440	3,174,775	3,015,979	2,634,561	1,862,603
18	C2 care scheme - flats	60	187,500	-710,562	-737,011	-868,895	-1,008,995	-1,540,711	-2,604,143
19	Class E (light industrial) development	-	35,714	-583,458	-583,458	-615,601	-615,601	-741,512	-993,335
20	Class E (retail - convenience) development	-	59,524	678,129	678,129	625,093	625,093	417,331	1,805
21	Class E (retail - supermarket) development	-	104,167	1,839,971	1,839,971	1,775,094	1,775,094	1,548,036	1,093,922
22	Class E (office) development	-	18,750	-288,271	-288,271	-337,949	-337,949	-533,622	-924,967
23	Class E (office) development	-	44,643	-480,453	-480,453	-563,249	-563,249	-889,369	-1,541,613
24	Industrial (B2/B8)	-	208,333	1,501,082	1,501,082	1,436,466	1,436,466	1,185,966	684,969
25	Industrial (B2/B8)	-	833,333	6,080,348	6,080,348	5,816,495	5,816,495	4,793,397	2,747,203
26	Industrial (B2/B8)	-	41,667	300,217	300,217	287,293	287,293	237,193	136,994
27	Hotel (town centre) 50 rooms	-	31,250	-1,064,969	-1,064,969	-1,108,559	-1,108,559	-1,280,341	-1,623,902
28	Hotel (town centre) 75 rooms	-	46,875	-1,597,455	-1,597,455	-1,662,839	-1,662,839	-1,920,511	-2,435,853
29	Hotel (town centre) 100 rooms	-	62,500	-2,129,940	-2,129,940	-2,217,119	-2,217,119	-2,560,680	-3,247,805
30	Community use/leisure	-	19,643	-673,103	-673,103	-711,666	-711,666	-863,644	-1,167,601

## Appendix 13 - Maximum CIL rates











## Appendix 14 - Alternative CIL rates testing

**TEST VALLEY LOCAL PLAN VIABILITY TESTING**

Aff Hsg: 40%  
Mkt value: £3,567 per square metre

60% rent, 15% SO, 25% FHs

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£66,883	£64,666	-3%	£60,939	-9%	£57,212	-14%
2	Five unit development	5	£111,472	£107,777	-3%	£101,565	-9%	£95,353	-14%
3	Eight unit development	8	£130,066	£124,159	-5%	£114,229	-12%	£104,298	-20%
4	Ten unit development	10	£162,583	£155,199	-5%	£142,786	-12%	£130,372	-20%
5	Ten unit development (flats)	10	-£278,136	-£285,618	3%	-£298,196	7%	-£310,775	12%
6	Fifteen unit development	15	£261,618	£250,858	-4%	£232,769	-11%	£214,427	-18%
7	Twenty unit development (flats)	20	-£441,367	-£464,336	5%	-£495,917	12%	-£527,499	20%
8	Thirty unit development	78	£460,340	£403,599	-12%	£307,923	-33%	£211,178	-54%
9	Fifty unit development	50	£18,379	-£18,739	-202%	-£81,580	-544%	-£144,421	-886%
10	One hundred unit development	100	£1,075,971	£1,004,114	-7%	£882,323	-18%	£760,532	-29%
11	Three hundred unit scheme	300	£3,517,261	£3,309,256	-6%	£2,959,552	-16%	£2,609,847	-26%
12	Five hundred unit scheme	500	-£3,904,703	-£4,260,363	9%	-£4,858,313	24%	-£5,464,063	40%
13	Seven-hundred and fifty unit scheme	750	-£15,891,988	-£16,447,054	3%	-£17,380,252	9%	-£18,313,450	15%
14	One thousand unit scheme	1,000	-£20,868,906	-£21,607,755	4%	-£22,849,938	9%	-£24,092,121	15%
15	One thousand, five hundred unit scheme	1,500	-£30,115,084	-£31,218,732	4%	-£33,074,226	10%	-£34,929,720	16%
16	Two thousand, five hundred unit scheme	2,500	-£46,570,749	-£48,394,833	4%	-£51,461,551	11%	-£54,528,269	17%
17	C2 care scheme - houses	50	£135,866	£99,705	-27%	£38,912	-71%	-£22,191	-116%
18	C2 care scheme - flats	60	-£3,910,263	-£3,955,116	1%	-£4,030,525	3%	-£4,105,934	5%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%

TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%

60% rent, 15% SO, 25% FHs

Mkt value: £3,751 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£93,802	£91,585	-2%	£87,858	-6%	£84,131	-10%
2	Five unit development	5	£156,337	£152,642	-2%	£146,430	-6%	£140,218	-10%
3	Eight unit development	8	£199,302	£193,395	-3%	£183,464	-8%	£173,533	-13%
4	Ten unit development	10	£249,127	£241,744	-3%	£229,330	-8%	£216,916	-13%
5	Ten unit development (flats)	10	-£204,183	-£211,561	4%	-£223,964	10%	-£236,367	16%
6	Fifteen unit development	15	£388,289	£377,529	-3%	£359,440	-7%	£341,351	-12%
7	Twenty unit development (flats)	20	-£294,827	-£317,796	8%	-£349,378	19%	-£380,959	29%
8	Thirty unit development	78	£1,104,929	£1,048,188	-5%	£952,793	-14%	£857,398	-22%
9	Fifty unit development	50	£420,102	£383,245	-9%	£321,281	-24%	£259,317	-38%
10	One hundred unit development	100	£1,868,139	£1,796,709	-4%	£1,676,618	-10%	£1,556,526	-17%
11	Three hundred unit scheme	300	£5,792,699	£5,587,597	-4%	£5,242,772	-9%	£4,895,843	-15%
12	Five hundred unit scheme	500	-£121,989	-£471,134	286%	-£1,060,741	770%	-£1,650,347	1253%
13	Seven-hundred and fifty unit scheme	750	-£10,128,418	-£10,668,102	5%	-£11,575,438	14%	-£12,485,697	23%
14	One thousand unit scheme	1,000	-£13,330,389	-£14,038,739	5%	-£15,238,297	14%	-£16,446,056	23%
15	One thousand, five hundred unit scheme	1,500	-£19,314,660	-£20,357,986	5%	-£22,113,565	14%	-£23,892,465	24%
16	Two thousand, five hundred unit scheme	2,500	-£30,038,162	-£31,691,367	6%	-£34,510,834	15%	-£37,372,789	24%
17	C2 care scheme - houses	50	£520,427	£484,266	-7%	£423,473	-19%	£362,679	-30%
18	C2 care scheme - flats	60	-£3,565,914	-£3,610,767	1%	-£3,686,177	3%	-£3,761,586	5%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%



TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%

60% rent, 15% SO, 25% FHs

Mkt value: £3,934 per square metre

BLV 1: Previously Developed Land

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£113,726	£110,400	-3%	£106,673	-6%	£102,945	-9%
2	Five unit development	5	£189,544	£183,999	-3%	£177,787	-6%	£171,576	-9%
3	Eight unit development	8	£249,961	£241,098	-4%	£231,168	-8%	£221,236	-11%
4	Ten unit development	10	£312,451	£301,373	-4%	£288,959	-8%	£276,546	-11%
5	Ten unit development (flats)	10	-£151,859	-£162,928	7%	-£175,331	15%	-£187,734	24%
6	Fifteen unit development	15	£481,105	£464,963	-3%	£446,873	-7%	£428,783	-11%
7	Twenty unit development (flats)	20	-£191,080	-£221,529	16%	-£253,111	32%	-£284,692	49%
8	Thirty unit development	78	£1,587,118	£1,501,987	-5%	£1,406,592	-11%	£1,311,196	-17%
9	Fifty unit development	50	£714,530	£660,004	-8%	£598,905	-16%	£537,111	-25%
10	One hundred unit development	100	£2,436,795	£2,329,625	-4%	£2,209,533	-9%	£2,089,442	-14%
11	Three hundred unit scheme	300	£7,417,060	£7,109,338	-4%	£6,764,513	-9%	£6,419,688	-13%
12	Five hundred unit scheme	500	£2,494,928	£1,983,344	-21%	£1,410,077	-43%	£836,809	-66%
13	Seven-hundred and fifty unit scheme	750	-£6,186,039	-£6,974,300	13%	-£7,868,977	27%	-£8,763,652	42%
14	One thousand unit scheme	1,000	-£8,208,647	-£9,255,381	13%	-£10,429,670	27%	-£11,605,743	41%
15	One thousand, five hundred unit scheme	1,500	-£12,139,143	-£13,661,105	13%	-£15,367,279	27%	-£17,096,883	41%
16	Two thousand, five hundred unit scheme	2,500	-£19,551,115	-£21,934,485	12%	-£24,636,890	26%	-£27,376,298	40%
17	C2 care scheme - houses	50	£792,275	£738,024	-7%	£677,230	-15%	£616,436	-22%
18	C2 care scheme - flats	60	-£3,349,943	-£3,417,238	2%	-£3,492,648	4%	-£3,568,057	7%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%

**TEST VALLEY LOCAL PLAN VIABILITY TESTING**

Aff Hsg: 40%

60% rent, 15% SO, 25% FHs

Mkt value: £4,118 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£137,866	£134,540	-2%	£130,813	-5%	£127,086	-8%
2	Five unit development	5	£229,777	£224,234	-2%	£218,022	-5%	£211,809	-8%
3	Eight unit development	8	£312,059	£303,196	-3%	£293,265	-6%	£283,335	-9%
4	Ten unit development	10	£390,073	£378,995	-3%	£366,582	-6%	£354,168	-9%
5	Ten unit development (flats)	10	-£78,419	-£89,488	14%	-£101,891	30%	-£114,294	46%
6	Fifteen unit development	15	£594,699	£578,556	-3%	£560,467	-6%	£542,377	-9%
7	Twenty unit development (flats)	20	-£44,539	-£74,989	68%	-£106,570	139%	-£138,152	210%
8	Thirty unit development	78	£2,231,707	£2,146,576	-4%	£2,051,181	-8%	£1,955,785	-12%
9	Fifty unit development	50	£1,101,459	£1,046,933	-5%	£985,834	-10%	£924,734	-16%
10	One hundred unit development	100	£3,147,468	£3,040,299	-3%	£2,920,207	-7%	£2,800,116	-11%
11	Three hundred unit scheme	300	£9,449,517	£9,141,795	-3%	£8,796,970	-7%	£8,452,145	-11%
12	Five hundred unit scheme	500	£5,773,645	£5,269,200	-9%	£4,703,932	-19%	£4,137,728	-28%
13	Seven-hundred and fifty unit scheme	750	-£1,249,746	-£2,026,029	62%	-£2,895,911	132%	-£3,771,997	202%
14	One thousand unit scheme	1,000	-£1,791,589	-£2,810,484	57%	-£3,952,232	121%	-£5,109,598	185%
15	One thousand, five hundred unit scheme	1,500	-£3,077,923	-£4,556,320	48%	-£6,214,527	102%	-£7,885,933	156%
16	Two thousand, five hundred unit scheme	2,500	-£6,150,048	-£8,429,863	37%	-£11,014,358	79%	-£13,621,006	121%
17	C2 care scheme - houses	50	£1,134,357	£1,080,862	-5%	£1,020,917	-10%	£960,971	-15%
18	C2 care scheme - flats	60	-£3,005,595	-£3,072,890	2%	-£3,148,299	5%	-£3,223,708	7%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%

**TEST VALLEY LOCAL PLAN VIABILITY TESTING**

Aff Hsg: 40%  
Mkt value: £4,302 per square metre

60% rent, 15% SO, 25% FHs

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£155,660	£151,226	-3%	£147,499	-5%	£143,771	-8%
2	Five unit development	5	£259,433	£252,044	-3%	£245,832	-5%	£239,619	-8%
3	Eight unit development	8	£357,246	£345,432	-3%	£335,501	-6%	£325,570	-9%
4	Ten unit development	10	£446,558	£431,790	-3%	£419,377	-6%	£406,963	-9%
5	Ten unit development (flats)	10	-£26,100	-£40,854	57%	-£53,257	104%	-£65,661	152%
6	Fifteen unit development	15	£677,490	£655,971	-3%	£637,882	-6%	£619,793	-9%
7	Twenty unit development (flats)	20	£58,372	£20,981	-64%	-£10,303	-118%	-£41,885	-172%
8	Thirty unit development	78	£2,713,857	£2,600,375	-4%	£2,504,979	-8%	£2,409,584	-11%
9	Fifty unit development	50	£1,353,097	£1,280,412	-5%	£1,219,313	-10%	£1,158,213	-14%
10	One hundred unit development	100	£3,653,650	£3,510,789	-4%	£3,390,697	-7%	£3,270,606	-10%
11	Three hundred unit scheme	300	£10,889,290	£10,484,603	-4%	£10,139,778	-7%	£9,794,953	-10%
12	Five hundred unit scheme	500	£8,080,922	£7,408,478	-8%	£6,843,210	-15%	£6,277,943	-22%
13	Seven-hundred and fifty unit scheme	750	£2,128,431	£1,122,296	-47%	£267,363	-87%	-£598,735	-128%
14	One thousand unit scheme	1,000	£2,580,161	£1,259,578	-51%	£136,159	-95%	-£1,003,662	-139%
15	One thousand, five hundred unit scheme	1,500	£3,011,317	£1,093,380	-64%	-£526,217	-117%	-£2,177,296	-172%
16	Two thousand, five hundred unit scheme	2,500	£2,616,827	-£338,468	-113%	-£2,873,953	-210%	-£5,428,654	-307%
17	C2 care scheme - houses	50	£1,373,162	£1,301,852	-5%	£1,241,907	-10%	£1,181,961	-14%
18	C2 care scheme - flats	60	-£2,789,653	-£2,879,360	3%	-£2,954,769	6%	-£3,030,178	9%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%



**TEST VALLEY LOCAL PLAN VIABILITY TESTING**

Aff Hsg: 40%

60% rent, 15% SO, 25% FHs

Mkt value: £4,485 per square metre

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£179,801	£175,366	-2%	£171,639	-5%	£167,912	-7%
2	Five unit development	5	£299,667	£292,277	-2%	£286,065	-5%	£279,854	-7%
3	Eight unit development	8	£419,344	£407,530	-3%	£397,599	-5%	£387,668	-8%
4	Ten unit development	10	£524,179	£509,413	-3%	£496,999	-5%	£484,585	-8%
5	Ten unit development (flats)	10	£46,679	£32,131	-31%	£19,900	-57%	£7,670	-84%
6	Fifteen unit development	15	£791,084	£769,565	-3%	£751,476	-5%	£733,387	-7%
7	Twenty unit development (flats)	20	£202,867	£165,476	-18%	£134,336	-34%	£103,195	-49%
8	Thirty unit development	78	£3,358,446	£3,244,964	-3%	£3,149,569	-6%	£3,054,173	-9%
9	Fifty unit development	50	£1,708,775	£1,636,092	-4%	£1,574,991	-8%	£1,513,892	-11%
10	One hundred unit development	100	£4,357,620	£4,216,752	-3%	£4,098,337	-6%	£3,979,921	-9%
11	Three hundred unit scheme	300	£12,907,270	£12,502,790	-3%	£12,162,776	-6%	£11,822,763	-8%
12	Five hundred unit scheme	500	£11,327,955	£10,664,896	-6%	£10,107,515	-11%	£9,547,758	-16%
13	Seven-hundred and fifty unit scheme	750	£6,898,831	£5,906,735	-14%	£5,062,371	-27%	£4,216,594	-39%
14	One thousand unit scheme	1,000	£8,771,654	£7,469,498	-15%	£6,367,499	-27%	£5,257,393	-40%
15	One thousand, five hundred unit scheme	1,500	£11,696,536	£9,826,129	-16%	£8,236,371	-30%	£6,646,614	-43%
16	Two thousand, five hundred unit scheme	2,500	£15,325,632	£12,455,950	-19%	£10,031,850	-35%	£7,582,605	-51%
17	C2 care scheme - houses	50	£1,714,043	£1,642,732	-4%	£1,582,787	-8%	£1,522,841	-11%
18	C2 care scheme - flats	60	-£2,445,304	-£2,535,011	4%	-£2,610,420	7%	-£2,685,830	10%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%

**TEST VALLEY LOCAL PLAN VIABILITY TESTING**

Aff Hsg: 40%  
Mkt value: £4,669 per square metre

60% rent, 15% SO, 25% FHs

**BLV 1: Previously Developed Land**

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£203,940	£199,507	-2%	£195,780	-4%	£192,053	-6%
2	Five unit development	5	£339,901	£332,512	-2%	£326,299	-4%	£320,087	-6%
3	Eight unit development	8	£481,441	£469,627	-2%	£459,697	-5%	£449,765	-7%
4	Ten unit development	10	£601,802	£587,034	-2%	£574,621	-5%	£562,208	-7%
5	Ten unit development (flats)	10	£115,400	£100,852	-13%	£88,621	-23%	£76,391	-34%
6	Fifteen unit development	15	£904,678	£883,159	-2%	£865,070	-4%	£846,981	-6%
7	Twenty unit development (flats)	20	£339,997	£302,606	-11%	£271,465	-20%	£240,325	-29%
8	Thirty unit development	78	£4,003,035	£3,889,553	-3%	£3,794,158	-5%	£3,698,763	-8%
9	Fifty unit development	50	£2,064,454	£1,991,770	-4%	£1,930,670	-6%	£1,869,571	-9%
10	One hundred unit development	100	£5,060,417	£4,919,549	-3%	£4,801,134	-5%	£4,682,717	-7%
11	Three hundred unit scheme	300	£14,925,250	£14,520,771	-3%	£14,180,757	-5%	£13,840,743	-7%
12	Five hundred unit scheme	500	£14,571,158	£13,908,098	-5%	£13,350,717	-8%	£12,793,337	-12%
13	Seven-hundred and fifty unit scheme	750	£11,633,899	£10,645,549	-8%	£9,811,574	-16%	£8,977,600	-23%
14	One thousand unit scheme	1,000	£14,909,059	£13,625,072	-9%	£12,532,448	-16%	£11,437,831	-23%
15	One thousand, five hundred unit scheme	1,500	£20,291,182	£18,452,414	-9%	£16,888,579	-17%	£15,321,004	-24%
16	Two thousand, five hundred unit scheme	2,500	£27,832,932	£25,039,582	-10%	£22,662,445	-19%	£20,281,074	-27%
17	C2 care scheme - houses	50	£2,054,924	£1,983,613	-3%	£1,923,668	-6%	£1,863,722	-9%
18	C2 care scheme - flats	60	-£2,100,956	-£2,190,663	4%	-£2,266,072	8%	-£2,341,481	11%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%

TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £4,852 per square metre

60% rent, 15% SO, 25% FHs

BLV 1: Previously Developed Land

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£221,736	£216,192	-3%	£212,465	-4%	£208,738	-6%
2	Five unit development	5	£369,559	£360,321	-2%	£354,109	-4%	£347,897	-6%
3	Eight unit development	8	£526,633	£511,864	-3%	£501,932	-5%	£492,002	-7%
4	Ten unit development	10	£658,291	£639,829	-3%	£627,416	-5%	£615,003	-7%
5	Ten unit development (flats)	10	£159,523	£141,335	-11%	£129,104	-19%	£116,875	-27%
6	Fifteen unit development	15	£987,477	£960,575	-3%	£942,486	-5%	£924,397	-6%
7	Twenty unit development (flats)	20	£427,402	£382,634	-10%	£351,494	-18%	£320,353	-25%
8	Thirty unit development	78	£4,485,224	£4,343,352	-3%	£4,247,957	-5%	£4,152,561	-7%
9	Fifty unit development	50	£2,316,116	£2,225,249	-4%	£2,164,150	-7%	£2,103,050	-9%
10	One hundred unit development	100	£5,561,622	£5,385,515	-3%	£5,267,099	-5%	£5,148,683	-7%
11	Three hundred unit scheme	300	£16,364,392	£15,858,725	-3%	£15,518,712	-5%	£15,178,697	-7%
12	Five hundred unit scheme	500	£16,858,902	£16,036,540	-5%	£15,479,159	-8%	£14,921,779	-11%
13	Seven-hundred and fifty unit scheme	750	£14,931,120	£13,708,139	-8%	£12,882,439	-14%	£12,048,464	-19%
14	One thousand unit scheme	1,000	£19,174,987	£17,569,787	-8%	£16,490,445	-14%	£15,406,165	-20%
15	One thousand, five hundred unit scheme	1,500	£26,211,218	£23,912,450	-9%	£22,366,747	-15%	£20,810,260	-21%
16	Two thousand, five hundred unit scheme	2,500	£36,269,854	£32,792,239	-10%	£30,444,097	-16%	£28,069,394	-23%
17	C2 care scheme - houses	50	£2,293,755	£2,204,603	-4%	£2,144,658	-7%	£2,084,712	-9%
18	C2 care scheme - flats	60	-£1,884,984	-£1,997,133	6%	-£2,072,542	10%	-£2,147,951	14%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%



TEST VALLEY LOCAL PLAN VIABILITY TESTING

Aff Hsg: 40%  
Mkt value: £5,036 per square metre

60% rent, 15% SO, 25% FHs

BLV 1: Previously Developed Land

Site ref	Site	No of units	Baseline RLV - adopted CIL rates	Alternative Rate 1	% change against baseline	Alternative Rate 2	% change against baseline	Alternative Rate 3	% change against baseline
1	Three unit development	3	£245,871	£240,327	-2%	£236,600	-4%	£232,873	-5%
2	Five unit development	5	£409,785	£400,547	-2%	£394,334	-4%	£388,122	-5%
3	Eight unit development	8	£588,717	£573,948	-3%	£564,017	-4%	£554,086	-6%
4	Ten unit development	10	£735,896	£717,435	-3%	£705,021	-4%	£692,607	-6%
5	Ten unit development (flats)	10	£224,210	£206,264	-8%	£194,034	-13%	£181,803	-19%
6	Fifteen unit development	15	£1,101,046	£1,074,144	-2%	£1,056,055	-4%	£1,037,966	-6%
7	Twenty unit development (flats)	20	£556,973	£512,206	-8%	£481,065	-14%	£449,924	-19%
8	Thirty unit development	78	£5,129,673	£4,987,801	-3%	£4,892,405	-5%	£4,797,011	-6%
9	Fifty unit development	50	£2,671,387	£2,580,850	-3%	£2,519,751	-6%	£2,458,650	-8%
10	One hundred unit development	100	£6,258,280	£6,084,630	-3%	£5,967,866	-5%	£5,851,102	-7%
11	Three hundred unit scheme	300	£18,381,934	£17,876,266	-3%	£17,536,252	-5%	£17,196,239	-6%
12	Five hundred unit scheme	500	£20,079,220	£19,261,851	-4%	£18,712,248	-7%	£18,162,645	-10%
13	Seven-hundred and fifty unit scheme	750	£19,627,267	£18,404,286	-6%	£17,581,948	-10%	£16,759,610	-15%
14	One thousand unit scheme	1,000	£25,252,532	£23,669,731	-6%	£22,592,516	-11%	£21,513,173	-15%
15	One thousand, five hundred unit scheme	1,500	£34,705,816	£32,439,125	-7%	£30,914,991	-11%	£29,370,622	-15%
16	Two thousand, five hundred unit scheme	2,500	£48,593,130	£45,177,943	-7%	£42,862,565	-12%	£40,542,185	-17%
17	C2 care scheme - houses	50	£2,634,561	£2,545,410	-3%	£2,485,465	-6%	£2,425,520	-8%
18	C2 care scheme - flats	60	-£1,540,711	-£1,652,860	7%	-£1,728,269	12%	-£1,803,678	17%
19	Class E (light industrial) development	-	-£741,512	-£772,448	4%	-£803,385	8%	-£834,322	13%
20	Class E (retail - convenience) development	-	£417,331	£366,489	-12%	£315,648	-24%	£264,807	-37%
21	Class E (retail - supermarket) development	-	£1,548,036	£1,468,978	-5%	£1,405,426	-9%	£1,341,875	-13%
22	Class E (office) development	-	-£533,622	-£564,558	6%	-£595,495	12%	-£626,431	17%
23	Class E (office) development	-	-£889,369	-£940,930	6%	-£992,491	12%	-£1,044,052	17%
24	Industrial (B2/B8)	-	£1,185,966	£1,082,689	-9%	£979,412	-17%	£876,135	-26%
25	Industrial (B2/B8)	-	£4,793,397	£4,375,125	-9%	£3,956,853	-17%	£3,538,580	-26%
26	Industrial (B2/B8)	-	£237,193	£216,538	-9%	£195,882	-17%	£175,227	-26%
27	Hotel (town centre) 50 rooms	-	-£1,280,341	-£1,306,121	2%	-£1,331,901	4%	-£1,357,682	6%
28	Hotel (town centre) 75 rooms	-	-£1,920,511	-£1,959,181	2%	-£1,997,852	4%	-£2,036,523	6%
29	Hotel (town centre) 100 rooms	-	-£2,560,680	-£2,612,241	2%	-£2,663,802	4%	-£2,715,362	6%
30	Community use/leisure	-	-£863,644	-£886,331	3%	-£909,018	5%	-£931,705	8%

## Appendix 15 - 'Downside' results – 70% rent, 5% SO, 25% First Homes

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,567 ps/m

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	£750,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	207,160	188,874	170,833	153,038	135,490	118,188	101,132	84,322	67,758	51,441	35,370	
2 Five unit development	5	£250,000	345,267	314,790	284,721	255,064	225,817	196,980	168,553	140,537	112,931	85,736	58,950	
3 Eight unit development	8	£400,000	467,651	423,020	378,993	335,571	292,753	250,540	208,931	167,927	127,526	87,731	48,540	
4 Ten unit development	10	£400,000	584,563	528,775	473,741	419,463	365,941	313,175	261,164	209,909	159,408	109,664	60,675	
5 Ten unit development (flats)	10	£100,000	12,876	30,859	74,132	116,765	158,755	200,103	240,809	280,888	321,006	360,471	399,283	
6 Fifteen unit development	15	£600,000	893,110	810,022	728,056	647,212	567,493	488,896	411,423	335,073	259,845	185,436	111,927	
7 Twenty unit development (flats)	20	£200,000	66,418	18,188	102,477	185,508	267,283	347,800	427,060	505,064	581,809	657,299	731,531	
8 Thirty unit development	30	£1,000,000	6,066,439	5,462,200	4,866,201	4,278,441	3,698,922	3,127,642	2,564,602	2,009,802	1,463,241	924,921	394,840	
9 Fifty unit development	50	£1,666,667	1,802,077	1,557,495	1,316,306	1,078,507	844,100	611,190	381,115	154,471	69,719	292,617	512,038	
10 One hundred unit development	100	£4,166,667	4,713,661	4,226,572	3,746,116	3,272,293	2,805,102	2,344,544	1,890,619	1,443,326	1,000,497	561,786	129,780	
11 Three hundred unit scheme	300	£12,500,000	14,205,137	12,784,684	11,382,495	9,999,619	8,636,053	7,291,798	5,966,855	4,655,730	3,360,569	2,084,855	822,094	
12 Five hundred unit scheme	500	£15,625,000	11,810,829	9,615,414	7,445,572	5,306,719	3,191,269	1,096,861	987,681	3,069,738	5,142,554	7,209,382	9,293,612	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	7,595,592	4,407,007	1,236,833	1,925,630	5,083,299	8,230,704	11,370,007	14,524,275	17,708,196	20,866,956	23,975,703	
14 One thousand unit scheme	1,000	£31,250,000	9,710,609	5,573,208	1,464,466	2,641,277	6,742,618	10,833,459	14,928,990	19,043,722	23,223,128	27,388,365	31,487,691	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	13,133,087	7,340,867	1,589,397	4,181,196	9,950,789	15,712,978	21,510,690	27,376,881	33,399,609	39,481,269	45,466,837	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	17,756,479	9,351,173	993,399	7,448,000	15,908,556	24,420,930	33,059,948	41,939,318	51,287,249	60,903,670	70,368,598	
17 C2 care scheme - houses	50	£1,171,875	1,680,392	1,468,436	1,258,391	1,050,467	845,491	643,465	444,387	248,259	55,079	137,064	326,995	
18 C2 care scheme - flats	60	£662,500	3,155,074	3,315,855	3,473,953	3,629,369	3,782,104	3,932,156	4,079,528	4,224,217	4,366,225	4,505,551	4,642,195	
19 Class E (light industrial) development	-	£107,143	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	
20 Class E (retail - convenience) development	-	£178,571	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	
23 Class E (office) development	-	£133,929	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	
30 Community use/leisure	-	£58,929	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	£370,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	207,160	188,874	170,833	153,038	135,490	118,188	101,132	84,322	67,758	51,441	35,370	
2 Five unit development	5	£123,333	345,267	314,790	284,721	255,064	225,817	196,980	168,553	140,537	112,931	85,736	58,950	
3 Eight unit development	8	£197,333	467,651	423,020	378,993	335,571	292,753	250,540	208,931	167,927	127,526	87,731	48,540	
4 Ten unit development	10	£197,333	584,563	528,775	473,741	419,463	365,941	313,175	261,164	209,909	159,408	109,664	60,675	
5 Ten unit development (flats)	10	£49,333	12,876	30,859	74,132	116,765	158,755	200,103	240,809	280,888	321,006	360,471	399,283	
6 Fifteen unit development	15	£296,000	893,110	810,022	728,056	647,212	567,493	488,896	411,423	335,073	259,845	185,436	111,927	
7 Twenty unit development (flats)	20	£98,667	66,418	18,188	102,477	185,508	267,283	347,800	427,060	505,064	581,809	657,299	731,531	
8 Thirty unit development	30	£493,333	6,066,439	5,462,200	4,866,201	4,278,441	3,698,922	3,127,642	2,564,602	2,009,802	1,463,241	924,921	394,840	
9 Fifty unit development	50	£822,222	1,802,077	1,557,495	1,316,306	1,078,507	844,100	611,190	381,115	154,471	69,719	292,617	512,038	
10 One hundred unit development	100	£2,055,556	4,713,661	4,226,572	3,746,116	3,272,293	2,805,102	2,344,544	1,890,619	1,443,326	1,000,497	561,786	129,780	
11 Three hundred unit scheme	300	£6,166,667	14,205,137	12,784,684	11,382,495	9,999,619	8,636,053	7,291,798	5,966,855	4,655,730	3,360,569	2,084,855	822,094	
12 Five hundred unit scheme	500	£7,708,333	11,810,829	9,615,414	7,445,572	5,306,719	3,191,269	1,096,861	987,681	3,069,738	5,142,554	7,209,382	9,293,612	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	7,595,592	4,407,007	1,236,833	1,925,630	5,083,299	8,230,704	11,370,007	14,524,275	17,708,196	20,866,956	23,975,703	
14 One thousand unit scheme	1,000	£15,416,667	9,710,609	5,573,208	1,464,466	2,641,277	6,742,618	10,833,459	14,928,990	19,043,722	23,223,128	27,388,365	31,487,691	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	13,133,087	7,340,867	1,589,397	4,181,196	9,950,789	15,712,978	21,510,690	27,376,881	33,399,609	39,481,269	45,466,837	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	17,756,479	9,351,173	993,399	7,448,000	15,908,556	24,420,930	33,059,948	41,939,318	51,287,249	60,903,670	70,368,598	
17 C2 care scheme - houses	50	£578,125	1,680,392	1,468,436	1,258,391	1,050,467	845,491	643,465	444,387	248,259	55,079	137,064	326,995	
18 C2 care scheme - flats	60	£277,500	3,155,074	3,315,855	3,473,953	3,629,369	3,782,104	3,932,156	4,079,528	4,224,217	4,366,225	4,505,551	4,642,195	
19 Class E (light industrial) development	-	£52,857	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	
20 Class E (retail - convenience) development	-	£88,095	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	
23 Class E (office) development	-	£66,071	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	
30 Community use/leisure	-	£29,071	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	£250,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	207,160	188,874	170,833	153,038	135,490	118,188	101,132	84,322	67,758	51,441	35,370	
2 Five unit development	5	£83,333	345,267	314,790	284,721	255,064	225,817	196,980	168,553	140,537	112,931	85,736	58,950	
3 Eight unit development	8	£133,333	467,651	423,020	378,993	335,571	292,753	2						



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,751 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	£750,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	250,773	230,379	210,379	190,737	171,266	152,066	133,138	114,480	96,094	77,979	60,135	
2 Five unit development	5	£250,000	417,956	383,965	350,631	317,894	285,443	253,444	221,896	190,801	160,157	129,965	100,224	
3 Eight unit development	8	£400,000	579,515	529,489	480,443	432,292	384,554	337,485	291,082	245,349	200,282	155,884	112,154	
4 Ten unit development	10	£400,000	724,393	661,861	600,554	540,366	480,694	421,856	363,854	306,686	250,353	194,855	140,192	
5 Ten unit development (flats)	10	£100,000	129,974	81,318	33,361	-14,093	-61,309	-107,816	-153,613	-198,701	-243,080	-287,125	-330,827	
6 Fifteen unit development	15	£600,000	1,097,951	1,004,977	913,817	824,312	735,578	648,084	561,828	476,813	393,037	310,500	229,204	
7 Twenty unit development (flats)	20	£200,000	299,833	204,818	111,175	-18,905	-73,013	-163,806	-253,208	-341,218	-427,837	-513,064	-596,900	
8 Thirty unit development	30	£1,000,000	7,334,900	6,672,258	6,018,583	5,373,874	4,738,133	4,111,359	3,493,551	2,884,710	2,284,835	1,693,929	1,111,988	
9 Fifty unit development	50	£1,666,667	2,442,188	2,168,382	1,898,330	1,632,034	1,369,492	1,110,705	855,673	603,374	353,127	106,678	-137,900	
10 One hundred unit development	100	£4,166,667	5,990,249	5,442,173	4,904,506	4,376,785	3,853,501	3,337,574	2,829,004	2,327,791	1,833,935	1,347,435	866,233	
11 Three hundred unit scheme	300	£12,500,000	17,836,384	16,246,025	14,687,137	13,156,910	11,637,621	10,134,753	8,653,270	7,193,171	5,754,459	4,333,560	2,927,746	
12 Five hundred unit scheme	500	£15,625,000	17,645,948	15,178,108	12,760,729	10,389,290	8,027,295	5,695,246	3,395,854	1,113,083	-1,159,361	-3,430,862	-5,697,390	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	16,085,770	12,518,371	9,002,128	5,546,580	2,098,783	-1,332,766	-4,775,633	-8,206,650	-11,644,564	-15,103,682	-18,596,194	
14 One thousand unit scheme	1,000	£31,250,000	20,717,578	16,084,509	11,541,227	7,052,460	2,585,966	-1,870,284	-6,342,358	-10,809,545	-15,287,534	-19,814,929	-24,407,943	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	28,507,977	22,046,174	15,691,566	9,418,663	3,163,660	-3,098,744	-9,386,840	-15,681,777	-22,031,281	-28,507,424	-35,182,819	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	40,021,436	30,680,428	21,481,639	12,391,620	3,296,259	-5,856,035	-15,081,339	-24,394,257	-33,896,448	-43,784,237	-54,273,080	
17 C2 care scheme - houses	50	£1,171,875	2,289,976	2,048,744	1,812,487	1,580,735	1,350,855	1,123,736	898,332	676,227	457,421	241,911	29,698	
18 C2 care scheme - flats	60	£662,500	2,601,105	2,787,113	2,970,127	3,150,146	3,327,169	3,501,198	3,672,231	3,840,269	4,005,312	4,167,360	4,326,412	
19 Class E (light industrial) development	-	£107,143	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	
20 Class E (retail - convenience) development	-	£178,571	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	
23 Class E (office) development	-	£133,929	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	
30 Community use/leisure	-	£58,929	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	£370,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	250,773	230,379	210,379	190,737	171,266	152,066	133,138	114,480	96,094	77,979	60,135	
2 Five unit development	5	£123,333	417,956	383,965	350,631	317,894	285,443	253,444	221,896	190,801	160,157	129,965	100,224	
3 Eight unit development	8	£197,333	579,515	529,489	480,443	432,292	384,554	337,485	291,082	245,349	200,282	155,884	112,154	
4 Ten unit development	10	£197,333	724,393	661,861	600,554	540,366	480,694	421,856	363,854	306,686	250,353	194,855	140,192	
5 Ten unit development (flats)	10	£49,333	129,974	81,318	33,361	-14,093	-61,309	-107,816	-153,613	-198,701	-243,080	-287,125	-330,827	
6 Fifteen unit development	15	£296,000	1,097,951	1,004,977	913,817	824,312	735,578	648,084	561,828	476,813	393,037	310,500	229,204	
7 Twenty unit development (flats)	20	£98,667	299,833	204,818	111,175	-18,905	-73,013	-163,806	-253,208	-341,218	-427,837	-513,064	-596,900	
8 Thirty unit development	30	£493,333	7,334,900	6,672,258	6,018,583	5,373,874	4,738,133	4,111,359	3,493,551	2,884,710	2,284,835	1,693,929	1,111,988	
9 Fifty unit development	50	£822,222	2,442,188	2,168,382	1,898,330	1,632,034	1,369,492	1,110,705	855,673	603,374	353,127	106,678	-137,900	
10 One hundred unit development	100	£2,055,556	5,990,249	5,442,173	4,904,506	4,376,785	3,853,501	3,337,574	2,829,004	2,327,791	1,833,935	1,347,435	866,233	
11 Three hundred unit scheme	300	£6,166,667	17,836,384	16,246,025	14,687,137	13,156,910	11,637,621	10,134,753	8,653,270	7,193,171	5,754,459	4,333,560	2,927,746	
12 Five hundred unit scheme	500	£7,708,333	17,645,948	15,178,108	12,760,729	10,389,290	8,027,295	5,695,246	3,395,854	1,113,083	-1,159,361	-3,430,862	-5,697,390	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	16,085,770	12,518,371	9,002,128	5,546,580	2,098,783	-1,332,766	-4,775,633	-8,206,650	-11,644,564	-15,103,682	-18,596,194	
14 One thousand unit scheme	1,000	£15,416,667	20,717,578	16,084,509	11,541,227	7,052,460	2,585,966	-1,870,284	-6,342,358	-10,809,545	-15,287,534	-19,814,929	-24,407,943	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	28,507,977	22,046,174	15,691,566	9,418,663	3,163,660	-3,098,744	-9,386,840	-15,681,777	-22,031,281	-28,507,424	-35,182,819	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	40,021,436	30,680,428	21,481,639	12,391,620	3,296,259	-5,856,035	-15,081,339	-24,394,257	-33,896,448	-43,784,237	-54,273,080	
17 C2 care scheme - houses	50	£578,125	2,289,976	2,048,744	1,812,487	1,580,735	1,350,855	1,123,736	898,332	676,227	457,421	241,911	29,698	
18 C2 care scheme - flats	60	£277,500	2,601,105	2,787,113	2,970,127	3,150,146	3,327,169	3,501,198	3,672,231	3,840,269	4,005,312	4,167,360	4,326,412	
19 Class E (light industrial) development	-	£52,857	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	1,016,716	
20 Class E (retail - convenience) development	-	£88,095	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	961,303	
23 Class E (office) development	-	£66,071	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	3,311,603	
30 Community use/leisure	-	£29,071	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	£250,000 PER HA		Residual land values										
		BLV	0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	250,773	230,379	210,379	190,737	171,266	152,066	133,138	114,480	96,094	77,979	60,135	
2 Five unit development	5	£83,333	417,956	383,965	350,631	317,894	285,443	253,444	221,896	190,801	160,157	129,965	100,224	
3 Eight unit development	8													

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £3,934 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	283,183	261,027	239,287	217,963	197,054	176,561	156,483	136,820	117,574	98,743	79,708	
2 Five unit development	5	£250,000	471,971	435,045	398,812	363,271	328,423	294,268	260,804	228,034	195,957	164,572	132,847	
3 Eight unit development	8	£400,000	661,527	607,054	553,621	501,225	449,868	399,549	350,269	302,027	254,823	208,657	161,940	
4 Ten unit development	10	£400,000	826,909	758,819	692,026	626,531	562,335	499,436	437,836	377,533	318,528	260,821	202,425	
5 Ten unit development (flats)	10	£100,000	210,310	158,395	107,220	56,784	7,087	-42,464	-91,365	-139,517	-186,919	-233,571	-279,888	
6 Fifteen unit development	15	£600,000	1,248,415	1,147,279	1,048,060	950,760	855,378	761,916	670,370	580,743	493,034	407,245	320,459	
7 Twenty unit development (flats)	20	£200,000	458,743	357,311	257,329	158,797	61,714	-34,398	-129,913	-223,959	-316,533	-407,638	-497,272	
8 Thirty unit development	30	£1,000,000	8,316,603	7,611,899	6,916,679	6,230,941	5,554,686	4,887,914	4,230,625	3,582,819	2,944,497	2,315,657	1,696,300	
9 Fifty unit development	50	£1,666,667	2,898,635	2,604,140	2,315,513	2,032,750	1,752,274	1,475,641	1,202,991	934,324	669,640	406,222	146,657	
10 One hundred unit development	100	£4,166,667	6,897,656	6,303,396	5,720,613	5,147,235	4,583,818	4,031,971	3,491,692	2,962,984	2,445,843	1,940,272	1,428,113	
11 Three hundred unit scheme	300	£12,500,000	20,445,558	18,714,019	17,015,758	15,350,777	13,719,077	12,120,415	10,548,233	9,009,506	7,504,237	6,032,424	4,539,945	
12 Five hundred unit scheme	500	£15,625,000	21,803,920	19,112,796	16,473,339	13,887,219	11,354,441	8,866,585	6,424,623	4,036,374	1,683,511	-630,432	-3,019,070	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	22,064,472	18,173,883	14,360,408	10,608,078	6,919,904	3,292,197	-277,685	-3,852,822	-7,383,000	-10,886,606	-14,520,041	
14 One thousand unit scheme	1,000	£31,250,000	28,427,985	23,402,576	18,451,543	13,600,644	8,812,818	4,112,954	-525,116	-5,164,942	-9,755,003	-14,324,786	-19,073,927	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	39,193,867	32,174,991	25,278,089	18,490,918	11,806,998	5,225,908	-1,287,508	-7,805,013	-14,273,340	-20,743,692	-27,534,931	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	55,231,719	45,107,443	35,139,299	25,323,434	15,642,496	6,079,573	-3,436,113	-12,987,484	-22,551,844	-32,225,070	-42,578,276	
17 C2 care scheme - houses	50	£1,171,875	2,719,365	2,455,026	2,195,959	1,942,164	1,693,641	1,450,389	1,212,408	978,620	749,071	524,848	297,176	
18 C2 care scheme - flats	60	£562,500	2,273,813	2,472,134	2,667,312	2,859,350	3,048,245	3,233,998	3,416,609	3,596,078	3,772,406	3,945,591	4,115,636	
19 Class E (light industrial) development	-	£107,143	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£178,571	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£133,929	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£58,929	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	283,183	261,027	239,287	217,963	197,054	176,561	156,483	136,820	117,574	98,743	79,708	
2 Five unit development	5	£123,333	471,971	435,045	398,812	363,271	328,423	294,268	260,804	228,034	195,957	164,572	132,847	
3 Eight unit development	8	£197,333	661,527	607,054	553,621	501,225	449,868	399,549	350,269	302,027	254,823	208,657	161,940	
4 Ten unit development	10	£197,333	826,909	758,819	692,026	626,531	562,335	499,436	437,836	377,533	318,528	260,821	202,425	
5 Ten unit development (flats)	10	£49,333	210,310	158,395	107,220	56,784	7,087	-42,464	-91,365	-139,517	-186,919	-233,571	-279,888	
6 Fifteen unit development	15	£296,000	1,248,415	1,147,279	1,048,060	950,760	855,378	761,916	670,370	580,743	493,034	407,245	320,459	
7 Twenty unit development (flats)	20	£98,667	458,743	357,311	257,329	158,797	61,714	-34,398	-129,913	-223,959	-316,533	-407,638	-497,272	
8 Thirty unit development	30	£493,333	8,316,603	7,611,899	6,916,679	6,230,941	5,554,686	4,887,914	4,230,625	3,582,819	2,944,497	2,315,657	1,696,300	
9 Fifty unit development	50	£822,222	2,898,635	2,604,140	2,315,513	2,032,750	1,752,274	1,475,641	1,202,991	934,324	669,640	406,222	146,657	
10 One hundred unit development	100	£2,055,556	6,897,656	6,303,396	5,720,613	5,147,235	4,583,818	4,031,971	3,491,692	2,962,984	2,445,843	1,940,272	1,428,113	
11 Three hundred unit scheme	300	£6,166,667	20,445,558	18,714,019	17,015,758	15,350,777	13,719,077	12,120,415	10,548,233	9,009,506	7,504,237	6,032,424	4,539,945	
12 Five hundred unit scheme	500	£7,708,333	21,803,920	19,112,796	16,473,339	13,887,219	11,354,441	8,866,585	6,424,623	4,036,374	1,683,511	-630,432	-3,019,070	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	22,064,472	18,173,883	14,360,408	10,608,078	6,919,904	3,292,197	-277,685	-3,852,822	-7,383,000	-10,886,606	-14,520,041	
14 One thousand unit scheme	1,000	£15,416,667	28,427,985	23,402,576	18,451,543	13,600,644	8,812,818	4,112,954	-525,116	-5,164,942	-9,755,003	-14,324,786	-19,073,927	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	39,193,867	32,174,991	25,278,089	18,490,918	11,806,998	5,225,908	-1,287,508	-7,805,013	-14,273,340	-20,743,692	-27,534,931	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	55,231,719	45,107,443	35,139,299	25,323,434	15,642,496	6,079,573	-3,436,113	-12,987,484	-22,551,844	-32,225,070	-42,578,276	
17 C2 care scheme - houses	50	£578,125	2,719,365	2,455,026	2,195,959	1,942,164	1,693,641	1,450,389	1,212,408	978,620	749,071	524,848	297,176	
18 C2 care scheme - flats	60	£277,500	2,273,813	2,472,134	2,667,312	2,859,350	3,048,245	3,233,998	3,416,609	3,596,078	3,772,406	3,945,591	4,115,636	
19 Class E (light industrial) development	-	£52,857	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£88,095	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£66,071	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£29,071	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	283,183	261,027	239,287	217,963	197,054	176,561	156,483	136,820	117,574	98,743	79,708	
2 Five unit development	5	£83,333	471,971	435,045	398,812	363,271	328,423	294,268	260,804	228,034	195,957	164,572	132,8	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,118 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	326,796	302,240	278,131	254,469	231,253	208,483	186,159	164,282	142,850	121,866	101,328	
2 Five unit development	5	£250,000	544,660	503,734	463,553	424,114	385,420	347,471	310,265	273,803	238,085	203,111	168,880	
3 Eight unit development	8	£400,000	773,390	712,772	653,271	594,885	537,619	481,468	426,436	372,519	319,722	268,040	217,476	
4 Ten unit development	10	£400,000	966,738	890,965	816,588	743,607	672,023	601,835	533,044	465,650	399,652	335,050	271,845	
5 Ten unit development (flats)	10	£100,000	326,879	270,024	213,680	158,023	103,173	49,129	4,169	57,344	109,703	161,244	211,969	
6 Fifteen unit development	15	£600,000	1,453,256	1,340,857	1,230,522	1,122,250	1,016,041	911,895	809,811	709,790	611,832	515,937	422,104	
7 Twenty unit development (flats)	20	£200,000	692,158	580,063	469,551	360,621	253,274	147,509	43,326	60,114	162,561	263,404	362,642	
8 Thirty unit development	30	£1,000,000	9,585,064	8,821,957	8,069,060	7,326,374	6,593,896	5,871,630	5,159,573	4,457,727	3,766,090	3,084,664	2,413,448	
9 Fifty unit development	50	£1,666,667	3,538,745	3,209,095	2,885,762	2,568,745	2,258,045	1,953,662	1,655,596	1,363,845	1,078,412	799,104	515,574	
10 One hundred unit development	100	£4,166,667	8,161,017	7,497,409	6,846,169	6,207,297	5,580,793	4,966,656	4,361,747	3,768,341	3,187,404	2,618,935	2,062,934	
11 Three hundred unit scheme	300	£12,500,000	24,076,806	22,145,843	20,250,719	18,391,433	16,567,985	14,780,377	13,028,608	11,312,678	9,626,663	7,974,652	6,358,675	
12 Five hundred unit scheme	500	£5,625,000	27,599,759	24,601,235	21,659,852	18,773,372	15,932,493	13,149,066	10,423,088	7,744,756	5,116,207	2,537,554	3,238	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	30,460,191	26,133,814	21,888,891	17,700,386	13,594,947	9,554,020	5,583,212	1,666,238	- 2,224,424	- 6,095,387	- 9,937,577	
14 One thousand unit scheme	1,000	£31,250,000	39,317,394	33,707,404	28,199,023	22,795,549	17,465,009	12,238,730	7,082,074	2,005,325	- 3,047,501	- 8,078,201	- 13,085,943	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	54,377,631	46,567,123	38,896,609	31,339,163	23,915,033	16,606,613	9,399,009	2,290,246	- 4,805,552	- 11,898,259	- 18,987,806	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	77,154,159	65,903,485	54,847,350	43,944,578	33,212,275	22,631,670	12,184,447	1,836,070	- 8,568,700	- 19,013,515	- 29,584,324	
17 C2 care scheme - houses	50	£1,171,875	3,328,948	3,031,235	2,739,221	2,452,907	2,172,293	1,897,378	1,628,163	1,364,647	1,106,832	853,511	604,729	
18 C2 care scheme - flats	60	£562,500	1,719,843	1,943,392	2,163,487	2,380,126	2,593,310	2,803,038	3,009,311	3,212,130	3,411,493	3,607,400	3,799,853	
19 Class E (light industrial) development	-	£107,143	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£178,571	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£133,929	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£58,929	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	326,796	302,240	278,131	254,469	231,253	208,483	186,159	164,282	142,850	121,866	101,328	
2 Five unit development	5	£123,333	544,660	503,734	463,553	424,114	385,420	347,471	310,265	273,803	238,085	203,111	168,880	
3 Eight unit development	8	£197,333	773,390	712,772	653,271	594,885	537,619	481,468	426,436	372,519	319,722	268,040	217,476	
4 Ten unit development	10	£197,333	966,738	890,965	816,588	743,607	672,023	601,835	533,044	465,650	399,652	335,050	271,845	
5 Ten unit development (flats)	10	£49,333	326,879	270,024	213,680	158,023	103,173	49,129	4,169	57,344	109,703	161,244	211,969	
6 Fifteen unit development	15	£296,000	1,453,256	1,340,857	1,230,522	1,122,250	1,016,041	911,895	809,811	709,790	611,832	515,937	422,104	
7 Twenty unit development (flats)	20	£98,667	692,158	580,063	469,551	360,621	253,274	147,509	43,326	60,114	162,561	263,404	362,642	
8 Thirty unit development	30	£493,333	9,585,064	8,821,957	8,069,060	7,326,374	6,593,896	5,871,630	5,159,573	4,457,727	3,766,090	3,084,664	2,413,448	
9 Fifty unit development	50	£822,222	3,538,745	3,209,095	2,885,762	2,568,745	2,258,045	1,953,662	1,655,596	1,363,845	1,078,412	799,104	515,574	
10 One hundred unit development	100	£2,055,556	8,161,017	7,497,409	6,846,169	6,207,297	5,580,793	4,966,656	4,361,747	3,768,341	3,187,404	2,618,935	2,062,934	
11 Three hundred unit scheme	300	£6,166,667	24,076,806	22,145,843	20,250,719	18,391,433	16,567,985	14,780,377	13,028,608	11,312,678	9,626,663	7,974,652	6,358,675	
12 Five hundred unit scheme	500	£7,708,333	27,599,759	24,601,235	21,659,852	18,773,372	15,932,493	13,149,066	10,423,088	7,744,756	5,116,207	2,537,554	3,238	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	30,460,191	26,133,814	21,888,891	17,700,386	13,594,947	9,554,020	5,583,212	1,666,238	- 2,224,424	- 6,095,387	- 9,937,577	
14 One thousand unit scheme	1,000	£15,416,667	39,317,394	33,707,404	28,199,023	22,795,549	17,465,009	12,238,730	7,082,074	2,005,325	- 3,047,501	- 8,078,201	- 13,085,943	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	54,377,631	46,567,123	38,896,609	31,339,163	23,915,033	16,606,613	9,399,009	2,290,246	- 4,805,552	- 11,898,259	- 18,987,806	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	77,154,159	65,903,485	54,847,350	43,944,578	33,212,275	22,631,670	12,184,447	1,836,070	- 8,568,700	- 19,013,515	- 29,584,324	
17 C2 care scheme - houses	50	£578,125	3,328,948	3,031,235	2,739,221	2,452,907	2,172,293	1,897,378	1,628,163	1,364,647	1,106,832	853,511	604,729	
18 C2 care scheme - flats	60	£277,500	1,719,843	1,943,392	2,163,487	2,380,126	2,593,310	2,803,038	3,009,311	3,212,130	3,411,493	3,607,400	3,799,853	
19 Class E (light industrial) development	-	£52,857	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£88,095	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£66,071	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£29,071	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	326,796	302,240	278,131	254,469								



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,302 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	359,203	332,886	307,038	281,660	256,749	232,308	208,336	184,833	161,799	139,234	117,137	
2 Five unit development	5	£250,000	598,671	554,809	511,730	469,433	427,916	387,181	347,228	308,056	269,666	232,057	195,230	
3 Eight unit development	8	£400,000	855,396	790,331	726,442	663,726	602,184	541,816	482,623	424,603	367,759	312,088	257,590	
4 Ten unit development	10	£400,000	1,069,244	987,914	908,052	829,657	752,730	677,270	603,279	530,754	459,698	390,109	321,988	
5 Ten unit development (flats)	10	£100,000	406,696	346,601	287,345	228,696	170,707	113,562	57,264	1,810	53,546	108,071	161,738	
6 Fifteen unit development	15	£600,000	1,603,706	1,483,147	1,364,755	1,248,530	1,134,472	1,022,582	912,859	805,303	699,915	596,693	495,639	
7 Twenty unit development (flats)	20	£200,000	848,903	732,046	615,689	500,498	386,968	275,097	164,888	56,338	51,267	157,986	263,022	
8 Thirty unit development	30	£1,000,000	10,566,700	9,761,535	8,967,096	8,183,384	7,410,397	6,648,137	5,896,603	5,155,795	4,425,713	3,706,357	2,997,728	
9 Fifty unit development	50	£1,666,667	3,995,149	3,640,811	3,293,106	2,952,034	2,617,594	2,289,787	1,968,612	1,654,071	1,346,161	1,044,885	750,241	
10 One hundred unit development	100	£4,166,667	9,067,398	8,355,673	7,656,002	6,969,327	6,295,648	5,634,964	4,987,276	4,351,077	3,725,061	3,112,147	2,512,334	
11 Three hundred unit scheme	300	£12,500,000	26,685,740	24,613,610	22,579,126	20,582,288	18,623,095	16,701,549	14,817,648	12,971,393	11,162,784	9,384,386	7,643,007	
12 Five hundred unit scheme	500	£15,625,000	31,743,111	28,520,461	25,357,821	22,255,188	19,209,280	16,212,434	13,275,919	10,399,733	7,570,809	4,797,105	2,070,491	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	36,408,001	31,760,046	27,198,715	22,721,446	18,305,260	13,976,278	9,711,846	5,524,511	1,388,102	- 2,728,828	- 6,822,890	
14 One thousand unit scheme	1,000	£31,250,000	46,982,435	40,983,658	35,067,412	29,260,851	23,560,293	17,940,972	12,424,847	6,988,499	1,627,295	- 3,718,824	- 9,041,835	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	65,018,668	56,634,969	48,405,693	40,314,298	32,351,659	24,518,768	16,813,478	9,212,089	1,705,490	- 5,817,278	- 13,322,428	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	92,277,898	80,245,303	68,381,036	56,721,623	45,244,797	33,926,788	22,768,303	11,736,820	805,459	- 10,223,923	- 21,315,438	
17 C2 care scheme - houses	50	£1,171,875	3,758,296	3,437,478	3,122,655	2,813,827	2,510,995	2,214,158	1,923,317	1,638,471	1,359,619	1,086,764	818,834	
18 C2 care scheme - flats	60	£562,500	1,392,606	1,628,463	1,860,720	2,089,374	2,314,427	2,535,877	2,753,725	2,967,973	3,178,617	3,385,660	3,589,100	
19 Class E (light industrial) development	-	£107,143	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£178,571	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£133,929	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£58,929	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	359,203	332,886	307,038	281,660	256,749	232,308	208,336	184,833	161,799	139,234	117,137	
2 Five unit development	5	£123,333	598,671	554,809	511,730	469,433	427,916	387,181	347,228	308,056	269,666	232,057	195,230	
3 Eight unit development	8	£197,333	855,396	790,331	726,442	663,726	602,184	541,816	482,623	424,603	367,759	312,088	257,590	
4 Ten unit development	10	£197,333	1,069,244	987,914	908,052	829,657	752,730	677,270	603,279	530,754	459,698	390,109	321,988	
5 Ten unit development (flats)	10	£49,333	406,696	346,601	287,345	228,696	170,707	113,562	57,264	1,810	53,546	108,071	161,738	
6 Fifteen unit development	15	£296,000	1,603,706	1,483,147	1,364,755	1,248,530	1,134,472	1,022,582	912,859	805,303	699,915	596,693	495,639	
7 Twenty unit development (flats)	20	£98,667	848,903	732,046	615,689	500,498	386,968	275,097	164,888	56,338	51,267	157,986	263,022	
8 Thirty unit development	30	£493,333	10,566,700	9,761,535	8,967,096	8,183,384	7,410,397	6,648,137	5,896,603	5,155,795	4,425,713	3,706,357	2,997,728	
9 Fifty unit development	50	£822,222	3,995,149	3,640,811	3,293,106	2,952,034	2,617,594	2,289,787	1,968,612	1,654,071	1,346,161	1,044,885	750,241	
10 One hundred unit development	100	£2,055,556	9,067,398	8,355,673	7,656,002	6,969,327	6,295,648	5,634,964	4,987,276	4,351,077	3,725,061	3,112,147	2,512,334	
11 Three hundred unit scheme	300	£6,166,667	26,685,740	24,613,610	22,579,126	20,582,288	18,623,095	16,701,549	14,817,648	12,971,393	11,162,784	9,384,386	7,643,007	
12 Five hundred unit scheme	500	£7,708,333	31,743,111	28,520,461	25,357,821	22,255,188	19,209,280	16,212,434	13,275,919	10,399,733	7,570,809	4,797,105	2,070,491	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	36,408,001	31,760,046	27,198,715	22,721,446	18,305,260	13,976,278	9,711,846	5,524,511	1,388,102	- 2,728,828	- 6,822,890	
14 One thousand unit scheme	1,000	£15,416,667	46,982,435	40,983,658	35,067,412	29,260,851	23,560,293	17,940,972	12,424,847	6,988,499	1,627,295	- 3,718,824	- 9,041,835	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	65,018,668	56,634,969	48,405,693	40,314,298	32,351,659	24,518,768	16,813,478	9,212,089	1,705,490	- 5,817,278	- 13,322,428	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	92,277,898	80,245,303	68,381,036	56,721,623	45,244,797	33,926,788	22,768,303	11,736,820	805,459	- 10,223,923	- 21,315,438	
17 C2 care scheme - houses	50	£578,125	3,758,296	3,437,478	3,122,655	2,813,827	2,510,995	2,214,158	1,923,317	1,638,471	1,359,619	1,086,764	818,834	
18 C2 care scheme - flats	60	£277,500	1,392,606	1,628,463	1,860,720	2,089,374	2,314,427	2,535,877	2,753,725	2,967,973	3,178,617	3,385,660	3,589,100	
19 Class E (light industrial) development	-	£52,857	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£88,095	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£66,071	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£29,071	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£0 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	359,203	332,886	307,038	281,660								

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,485 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	402,816	374,099	345,882	318,165	290,948	264,230	238,012	212,295	187,076	162,357	138,138	
2 Five unit development	5	£250,000	671,360	623,499	576,471	530,275	484,913	440,384	396,687	353,824	311,793	270,596	230,231	
3 Eight unit development	8	£400,000	967,259	896,049	826,091	757,386	689,934	623,735	558,790	495,097	432,657	371,470	311,537	
4 Ten unit development	10	£400,000	1,209,074	1,120,061	1,032,614	946,733	862,418	779,669	698,487	618,871	540,822	464,338	389,420	
5 Ten unit development (flats)	10	£100,000	522,772	456,598	391,718	328,132	265,840	204,562	143,243	82,835	23,339	35,744	94,234	
6 Fifteen unit development	15	£600,000	1,808,547	1,676,726	1,547,217	1,420,020	1,295,135	1,172,561	1,052,300	934,350	818,712	705,385	594,371	
7 Twenty unit development (flats)	20	£200,000	1,077,005	949,472	823,794	699,968	577,005	456,524	336,314	217,897	101,272	13,753	128,391	
8 Thirty unit development	30	£1,000,000	11,835,160	10,971,593	10,119,478	9,278,817	8,449,608	7,631,854	6,825,551	6,030,703	5,247,307	4,475,365	3,714,876	
9 Fifty unit development	50	£1,666,667	4,630,827	4,243,353	3,862,918	3,488,029	3,119,786	2,758,627	2,404,552	2,057,560	1,717,652	1,384,828	1,059,088	
10 One hundred unit development	100	£4,166,667	10,319,805	9,541,494	8,776,986	8,026,284	7,286,958	6,560,485	5,847,898	5,149,197	4,464,382	3,790,809	3,128,998	
11 Three hundred unit scheme	300	£12,500,000	30,307,310	28,041,703	25,814,087	23,622,943	21,472,003	19,361,268	17,290,739	15,260,413	13,270,292	11,320,376	9,407,615	
12 Five hundred unit scheme	500	£15,625,000	37,538,950	33,998,006	30,521,155	27,108,397	23,759,731	20,475,159	17,250,106	14,078,155	10,970,644	7,921,609	4,922,933	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	44,755,295	39,672,674	34,669,431	29,746,033	24,915,165	20,166,191	15,490,130	10,898,868	6,373,346	1,912,019	- 2,529,011	
14 One thousand unit scheme	1,000	£31,250,000	57,802,790	51,209,796	44,736,218	38,382,058	32,114,534	25,965,267	19,913,658	13,964,215	8,096,102	2,312,036	- 3,455,482	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	80,086,869	70,913,845	61,907,004	53,028,579	44,311,454	35,729,215	27,296,568	18,975,440	10,776,473	2,678,643	- 5,433,429	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	114,019,583	100,847,588	87,859,112	75,104,888	62,533,871	50,162,460	37,974,455	25,948,578	14,064,055	2,268,440	- 9,625,786	
17 C2 care scheme - houses	50	£1,171,875	4,367,880	4,013,687	3,665,917	3,324,571	2,989,647	2,661,147	2,339,071	2,023,418	1,714,187	1,411,382	1,114,998	
18 C2 care scheme - flats	60	£562,500	838,635	- 1,099,723	- 1,356,894	- 1,610,151	- 1,859,492	- 2,104,918	- 2,346,428	- 2,584,024	- 2,817,703	- 3,047,469	- 3,273,317	
19 Class E (light industrial) development	-	£107,143	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£178,571	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£133,929	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£58,929	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	402,816	374,099	345,882	318,165	290,948	264,230	238,012	212,295	187,076	162,357	138,138	
2 Five unit development	5	£123,333	671,360	623,499	576,471	530,275	484,913	440,384	396,687	353,824	311,793	270,596	230,231	
3 Eight unit development	8	£197,333	967,259	896,049	826,091	757,386	689,934	623,735	558,790	495,097	432,657	371,470	311,537	
4 Ten unit development	10	£197,333	1,209,074	1,120,061	1,032,614	946,733	862,418	779,669	698,487	618,871	540,822	464,338	389,420	
5 Ten unit development (flats)	10	£49,333	522,772	456,598	391,718	328,132	265,840	204,562	143,243	82,835	23,339	35,744	94,234	
6 Fifteen unit development	15	£296,000	1,808,547	1,676,726	1,547,217	1,420,020	1,295,135	1,172,561	1,052,300	934,350	818,712	705,385	594,371	
7 Twenty unit development (flats)	20	£98,667	1,077,005	949,472	823,794	699,968	577,005	456,524	336,314	217,897	101,272	13,753	128,391	
8 Thirty unit development	30	£493,333	11,835,160	10,971,593	10,119,478	9,278,817	8,449,608	7,631,854	6,825,551	6,030,703	5,247,307	4,475,365	3,714,876	
9 Fifty unit development	50	£822,222	4,630,827	4,243,353	3,862,918	3,488,029	3,119,786	2,758,627	2,404,552	2,057,560	1,717,652	1,384,828	1,059,088	
10 One hundred unit development	100	£2,055,556	10,319,805	9,541,494	8,776,986	8,026,284	7,286,958	6,560,485	5,847,898	5,149,197	4,464,382	3,790,809	3,128,998	
11 Three hundred unit scheme	300	£6,166,667	30,307,310	28,041,703	25,814,087	23,622,943	21,472,003	19,361,268	17,290,739	15,260,413	13,270,292	11,320,376	9,407,615	
12 Five hundred unit scheme	500	£7,708,333	37,538,950	33,998,006	30,521,155	27,108,397	23,759,731	20,475,159	17,250,106	14,078,155	10,970,644	7,921,609	4,922,933	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	44,755,295	39,672,674	34,669,431	29,746,033	24,915,165	20,166,191	15,490,130	10,898,868	6,373,346	1,912,019	- 2,529,011	
14 One thousand unit scheme	1,000	£15,416,667	57,802,790	51,209,796	44,736,218	38,382,058	32,114,534	25,965,267	19,913,658	13,964,215	8,096,102	2,312,036	- 3,455,482	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	80,086,869	70,913,845	61,907,004	53,028,579	44,311,454	35,729,215	27,296,568	18,975,440	10,776,473	2,678,643	- 5,433,429	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	114,019,583	100,847,588	87,859,112	75,104,888	62,533,871	50,162,460	37,974,455	25,948,578	14,064,055	2,268,440	- 9,625,786	
17 C2 care scheme - houses	50	£578,125	4,367,880	4,013,687	3,665,917	3,324,571	2,989,647	2,661,147	2,339,071	2,023,418	1,714,187	1,411,382	1,114,998	
18 C2 care scheme - flats	60	£277,500	838,635	- 1,099,723	- 1,356,894	- 1,610,151	- 1,859,492	- 2,104,918	- 2,346,428	- 2,584,024	- 2,817,703	- 3,047,469	- 3,273,317	
19 Class E (light industrial) development	-	£52,857	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	- 1,016,716	
20 Class E (retail - convenience) development	-	£88,095	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	- 37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	- 961,303	
23 Class E (office) development	-	£66,071	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	- 1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	- 1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	- 2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	- 3,311,603	
30 Community use/leisure	-	£29,071	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	- 1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	

**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,669 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	446,429	415,312	384,727	354,672	325,147	296,152	267,689	239,755	212,352	185,481	159,139	
2 Five unit development	5	£250,000	744,048	692,187	641,211	591,119	541,910	493,587	446,147	399,592	353,921	309,134	265,232	
3 Eight unit development	8	£400,000	1,078,907	1,001,766	925,741	851,046	777,685	705,654	634,957	565,591	497,556	430,853	365,483	
4 Ten unit development	10	£400,000	1,348,635	1,252,207	1,157,176	1,063,808	972,106	882,068	793,696	706,988	621,945	538,566	456,853	
5 Ten unit development (flats)	10	£100,000	638,848	566,292	495,114	425,310	356,882	289,831	224,154	159,391	96,003	34,001	26,991	
6 Fifteen unit development	15	£600,000	2,013,387	1,870,305	1,729,679	1,591,510	1,455,797	1,322,541	1,191,740	1,063,396	937,509	814,077	693,102	
7 Twenty unit development (flats)	20	£200,000	1,304,529	1,164,495	1,027,132	892,442	759,231	627,516	497,661	370,546	246,169	124,532	5,635	
8 Thirty unit development	30	£1,000,000	13,100,519	12,181,398	11,271,860	10,374,250	9,488,820	8,615,569	7,754,500	6,905,610	6,068,902	5,244,372	4,432,023	
9 Fifty unit development	50	£1,666,667	5,265,389	4,843,058	4,428,213	4,020,857	3,620,986	3,227,467	2,840,491	2,461,049	2,089,142	1,724,771	1,367,934	
10 One hundred unit development	100	£4,166,667	11,572,211	10,725,142	9,892,760	9,075,064	8,272,055	7,483,732	6,708,520	5,945,810	5,197,875	4,464,714	3,745,663	
11 Three hundred unit scheme	300	£12,500,000	33,919,465	31,455,466	29,034,082	26,655,317	24,319,165	22,020,988	19,763,829	17,549,433	15,377,800	13,248,931	11,162,824	
12 Five hundred unit scheme	500	£15,625,000	43,304,779	39,458,501	35,680,134	31,961,605	28,306,899	24,720,368	21,202,014	17,751,837	14,357,411	11,026,798	7,761,716	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	53,085,888	47,545,773	42,103,559	36,759,247	31,494,409	26,319,200	21,242,433	16,234,530	11,321,613	6,469,917	1,688,321	
14 One thousand unit scheme	1,000	£31,250,000	68,575,565	61,419,950	54,375,764	47,442,634	40,636,546	33,945,483	27,356,421	20,886,433	14,509,120	8,226,113	2,025,317	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	95,112,449	85,152,235	75,330,788	65,683,849	56,206,674	46,866,703	37,694,820	28,656,367	19,752,867	10,971,257	2,289,353	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	135,667,238	121,336,569	107,228,002	93,363,119	79,703,227	66,265,948	53,038,125	39,996,769	27,119,411	14,384,110	1,733,307	
17 C2 care scheme - houses	50	£1,171,875	4,971,977	4,586,496	4,207,822	3,835,313	3,468,299	3,108,136	2,754,825	2,408,365	2,068,757	1,735,999	1,410,093	
18 C2 care scheme - flats	60	£562,500	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	
19 Class E (light industrial) development	-	£107,143	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£178,571	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£133,929	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£58,929	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	446,429	415,312	384,727	354,672	325,147	296,152	267,689	239,755	212,352	185,481	159,139	
2 Five unit development	5	£123,333	744,048	692,187	641,211	591,119	541,910	493,587	446,147	399,592	353,921	309,134	265,232	
3 Eight unit development	8	£197,333	1,078,907	1,001,766	925,741	851,046	777,685	705,654	634,957	565,591	497,556	430,853	365,483	
4 Ten unit development	10	£197,333	1,348,635	1,252,207	1,157,176	1,063,808	972,106	882,068	793,696	706,988	621,945	538,566	456,853	
5 Ten unit development (flats)	10	£49,333	638,848	566,292	495,114	425,310	356,882	289,831	224,154	159,391	96,003	34,001	26,991	
6 Fifteen unit development	15	£296,000	2,013,387	1,870,305	1,729,679	1,591,510	1,455,797	1,322,541	1,191,740	1,063,396	937,509	814,077	693,102	
7 Twenty unit development (flats)	20	£98,667	1,304,529	1,164,495	1,027,132	892,442	759,231	627,516	497,661	370,546	246,169	124,532	5,635	
8 Thirty unit development	30	£493,333	13,100,519	12,181,398	11,271,860	10,374,250	9,488,820	8,615,569	7,754,500	6,905,610	6,068,902	5,244,372	4,432,023	
9 Fifty unit development	50	£822,222	5,265,389	4,843,058	4,428,213	4,020,857	3,620,986	3,227,467	2,840,491	2,461,049	2,089,142	1,724,771	1,367,934	
10 One hundred unit development	100	£2,055,556	11,572,211	10,725,142	9,892,760	9,075,064	8,272,055	7,483,732	6,708,520	5,945,810	5,197,875	4,464,714	3,745,663	
11 Three hundred unit scheme	300	£6,166,667	33,919,465	31,455,466	29,034,082	26,655,317	24,319,165	22,020,988	19,763,829	17,549,433	15,377,800	13,248,931	11,162,824	
12 Five hundred unit scheme	500	£7,708,333	43,304,779	39,458,501	35,680,134	31,961,605	28,306,899	24,720,368	21,202,014	17,751,837	14,357,411	11,026,798	7,761,716	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	53,085,888	47,545,773	42,103,559	36,759,247	31,494,409	26,319,200	21,242,433	16,234,530	11,321,613	6,469,917	1,688,321	
14 One thousand unit scheme	1,000	£15,416,667	68,575,565	61,419,950	54,375,764	47,442,634	40,636,546	33,945,483	27,356,421	20,886,433	14,509,120	8,226,113	2,025,317	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	95,112,449	85,152,235	75,330,788	65,683,849	56,206,674	46,866,703	37,694,820	28,656,367	19,752,867	10,971,257	2,289,353	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	135,667,238	121,336,569	107,228,002	93,363,119	79,703,227	66,265,948	53,038,125	39,996,769	27,119,411	14,384,110	1,733,307	
17 C2 care scheme - houses	50	£578,125	4,971,977	4,586,496	4,207,822	3,835,313	3,468,299	3,108,136	2,754,825	2,408,365	2,068,757	1,735,999	1,410,093	
18 C2 care scheme - flats	60	£277,500	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	284,664	
19 Class E (light industrial) development	-	£52,857	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£88,095	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£66,071	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£29,071	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	446,429	415,312	384,727	354,672	325,147	296,152	267,689	239,755	212,352	185,481	159,139	
2 Five unit development	5	£83,333	744,0											



**TEST VALLEY LOCAL PLAN VIABILITY TESTING  
BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £4,852 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	478,838	445,960	413,636	381,864	350,645	319,980	289,868	260,309	231,303	202,850	174,949	
2 Five unit development	5	£250,000	798,063	743,267	689,393	636,440	584,410	533,301	483,113	433,848	385,504	338,083	291,583	
3 Eight unit development	8	£400,000	1,160,359	1,078,899	998,822	919,892	842,256	766,008	691,149	617,678	545,597	474,904	405,600	
4 Ten unit development	10	£400,000	1,450,448	1,348,625	1,248,527	1,149,866	1,052,820	957,510	863,936	772,099	681,997	593,630	507,001	
5 Ten unit development (flats)	10	£100,000	718,674	641,802	566,362	492,354	419,777	348,630	278,915	210,497	143,156	77,256	12,799	
6 Fifteen unit development	15	£600,000	2,163,851	2,012,606	1,863,923	1,717,800	1,574,238	1,433,237	1,294,797	1,158,918	1,025,599	894,841	766,645	
7 Twenty unit development (flats)	20	£200,000	1,459,612	1,311,205	1,165,576	1,022,726	882,657	743,967	606,744	471,709	339,523	210,186	83,697	
8 Thirty unit development	30	£1,000,000	14,078,733	13,117,662	12,169,244	11,231,316	10,305,372	9,392,125	8,491,574	7,603,720	6,728,562	5,866,100	5,016,335	
9 Fifty unit development	50	£1,666,667	5,718,849	5,271,981	4,832,915	4,401,649	3,978,185	3,562,522	3,153,537	2,751,301	2,356,917	1,970,383	1,591,700	
10 One hundred unit development	100	£4,166,667	12,473,629	11,577,803	10,697,288	9,832,084	8,982,190	8,147,606	7,328,335	6,522,960	5,730,356	4,953,157	4,191,361	
11 Three hundred unit scheme	300	£12,500,000	36,523,807	33,918,846	31,358,306	28,842,186	26,370,487	23,942,333	21,553,030	19,208,297	16,908,134	14,652,543	12,441,521	
12 Five hundred unit scheme	500	£15,625,000	47,440,283	43,370,240	39,370,973	35,441,507	31,571,259	27,772,056	24,043,899	20,386,788	16,798,023	13,265,489	9,804,386	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	59,013,052	53,152,403	47,393,757	41,737,115	36,181,048	30,700,695	25,322,899	20,037,774	14,831,421	9,710,539	4,665,479	
14 One thousand unit scheme	1,000	£31,250,000	76,221,827	68,652,716	61,215,337	53,880,969	46,676,341	39,604,058	32,636,072	25,790,762	19,050,323	12,420,091	5,877,713	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	105,707,007	95,174,012	84,804,428	74,598,499	64,576,712	54,708,394	45,007,770	35,456,028	26,059,052	16,792,579	7,632,891	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	150,753,167	135,620,854	120,707,013	106,057,626	91,623,690	77,439,240	63,456,965	49,687,180	36,110,367	22,702,253	9,399,398	
17 C2 care scheme - houses	50	£1,171,875	5,397,891	4,989,481	4,588,171	4,193,961	3,806,849	3,424,948	3,050,007	2,682,214	2,321,567	1,968,068	1,621,714	
18 C2 care scheme - flats	60	£562,500	42,031	256,002	550,255	840,132	1,125,633	1,406,760	1,683,510	1,955,885	2,223,885	2,487,509	2,746,758	
19 Class E (light industrial) development	-	£107,143	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£178,571	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£133,929	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£58,929	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	478,838	445,960	413,636	381,864	350,645	319,980	289,868	260,309	231,303	202,850	174,949	
2 Five unit development	5	£123,333	798,063	743,267	689,393	636,440	584,410	533,301	483,113	433,848	385,504	338,083	291,583	
3 Eight unit development	8	£197,333	1,160,359	1,078,899	998,822	919,892	842,256	766,008	691,149	617,678	545,597	474,904	405,600	
4 Ten unit development	10	£197,333	1,450,448	1,348,625	1,248,527	1,149,866	1,052,820	957,510	863,936	772,099	681,997	593,630	507,001	
5 Ten unit development (flats)	10	£49,333	718,674	641,802	566,362	492,354	419,777	348,630	278,915	210,497	143,156	77,256	12,799	
6 Fifteen unit development	15	£296,000	2,163,851	2,012,606	1,863,923	1,717,800	1,574,238	1,433,237	1,294,797	1,158,918	1,025,599	894,841	766,645	
7 Twenty unit development (flats)	20	£98,667	1,459,612	1,311,205	1,165,576	1,022,726	882,657	743,967	606,744	471,709	339,523	210,186	83,697	
8 Thirty unit development	30	£493,333	14,078,733	13,117,662	12,169,244	11,231,316	10,305,372	9,392,125	8,491,574	7,603,720	6,728,562	5,866,100	5,016,335	
9 Fifty unit development	50	£822,222	5,718,849	5,271,981	4,832,915	4,401,649	3,978,185	3,562,522	3,153,537	2,751,301	2,356,917	1,970,383	1,591,700	
10 One hundred unit development	100	£2,055,556	12,473,629	11,577,803	10,697,288	9,832,084	8,982,190	8,147,606	7,328,335	6,522,960	5,730,356	4,953,157	4,191,361	
11 Three hundred unit scheme	300	£6,166,667	36,523,807	33,918,846	31,358,306	28,842,186	26,370,487	23,942,333	21,553,030	19,208,297	16,908,134	14,652,543	12,441,521	
12 Five hundred unit scheme	500	£7,708,333	47,440,283	43,370,240	39,370,973	35,441,507	31,571,259	27,772,056	24,043,899	20,386,788	16,798,023	13,265,489	9,804,386	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	59,013,052	53,152,403	47,393,757	41,737,115	36,181,048	30,700,695	25,322,899	20,037,774	14,831,421	9,710,539	4,665,479	
14 One thousand unit scheme	1,000	£15,416,667	76,221,827	68,652,716	61,215,337	53,880,969	46,676,341	39,604,058	32,636,072	25,790,762	19,050,323	12,420,091	5,877,713	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	105,707,007	95,174,012	84,804,428	74,598,499	64,576,712	54,708,394	45,007,770	35,456,028	26,059,052	16,792,579	7,632,891	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	150,753,167	135,620,854	120,707,013	106,057,626	91,623,690	77,439,240	63,456,965	49,687,180	36,110,367	22,702,253	9,399,398	
17 C2 care scheme - houses	50	£578,125	5,397,891	4,989,481	4,588,171	4,193,961	3,806,849	3,424,948	3,050,007	2,682,214	2,321,567	1,968,068	1,621,714	
18 C2 care scheme - flats	60	£277,500	42,031	256,002	550,255	840,132	1,125,633	1,406,760	1,683,510	1,955,885	2,223,885	2,487,509	2,746,758	
19 Class E (light industrial) development	-	£52,857	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£88,095	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£66,071	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£29,071	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	478,838	445,960	413,636	381,864	350,645	319,980	289,868	260,309	231,303	202,850		

**TEST VALLEY LOCAL PLAN VIABILITY TESTING**  
**BENCHMARK LAND VALUE 1 (BROWNFIELD SITES)**

Sales value £5,036 psm

AH tenure

Rented 70%

SO 5% Frst Hms 25%

Description	No of units	BLV	£750,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£150,000	522,442	487,165	452,471	418,362	384,837	351,895	319,537	287,763	256,574	225,968	195,946	
2 Five unit development	5	£250,000	870,737	811,942	754,119	697,270	641,395	586,492	532,563	479,606	427,623	376,614	326,577	
3 Eight unit development	8	£400,000	1,271,222	1,183,669	1,097,575	1,012,942	929,768	847,909	767,299	688,156	610,481	534,275	459,535	
4 Ten unit development	10	£400,000	1,589,026	1,479,586	1,371,970	1,266,178	1,162,211	1,059,886	959,124	860,196	763,102	667,843	574,419	
5 Ten unit development (flats)	10	£100,000	834,724	751,473	669,735	589,510	510,798	433,600	357,914	283,742	211,054	139,381	69,231	
6 Fifteen unit development	15	£600,000	2,368,646	2,206,144	2,046,346	1,889,253	1,734,866	1,583,184	1,434,207	1,287,935	1,144,370	1,003,510	865,355	
7 Twenty unit development (flats)	20	£200,000	1,687,086	1,526,180	1,368,213	1,213,187	1,061,100	911,952	764,691	618,777	474,920	334,078	196,248	
8 Thirty unit development	30	£1,000,000	15,339,427	14,320,307	13,314,562	12,322,195	11,343,203	10,375,627	9,420,320	8,478,438	7,549,977	6,634,941	5,733,327	
9 Fifty unit development	50	£1,666,667	6,353,272	5,871,555	5,398,087	4,932,867	4,475,895	4,027,171	3,586,696	3,154,469	2,728,327	2,310,252	1,900,479	
10 One hundred unit development	100	£4,166,667	13,725,763	12,761,194	11,812,818	10,880,635	9,964,644	9,064,846	8,181,241	7,313,829	6,462,609	5,624,274	4,801,150	
11 Three hundred unit scheme	300	£12,500,000	40,135,176	37,331,865	34,575,521	31,866,142	29,203,730	26,588,283	24,019,802	21,496,819	19,015,183	16,580,677	14,193,300	
12 Five hundred unit scheme	500	£15,625,000	53,203,575	48,817,005	44,505,272	40,268,376	36,106,317	32,016,340	27,990,374	24,039,536	20,163,828	16,363,248	12,619,565	
13 Seven-hundred and fifty unit scheme	750	£23,437,500	67,309,446	61,015,370	54,813,616	48,711,317	42,716,890	36,830,335	31,033,059	25,332,857	19,735,282	14,215,848	8,784,161	
14 One thousand unit scheme	1,000	£31,250,000	86,976,301	78,816,567	70,796,143	62,915,030	55,163,723	47,527,843	40,031,932	32,657,338	25,400,706	18,257,440	11,222,427	
15 One thousand, five hundred unit scheme	1,500	£37,500,000	120,690,696	109,334,801	98,172,830	87,204,782	76,395,976	65,773,456	55,331,634	45,047,741	34,930,109	24,966,852	15,132,575	
16 Two thousand, five hundred unit scheme	2,500	£125,000,000	172,322,161	156,012,576	139,981,640	124,207,124	108,677,622	93,406,340	78,372,095	63,562,037	48,971,799	34,576,057	20,336,931	
17 C2 care scheme - houses	50	£1,171,875	6,001,353	5,559,897	5,125,965	4,699,555	4,280,669	3,869,304	3,465,464	3,067,078	2,676,059	2,292,615	1,916,746	
18 C2 care scheme - flats	60	£562,500	588,154	268,821	46,538	361,013	670,798	975,894	1,276,302	1,572,020	1,863,050	2,149,391	2,431,044	
19 Class E (light industrial) development	-	£107,143	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£178,571	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£312,500	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£56,250	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£133,929	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£625,000	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£2,500,000	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£125,000	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£93,750	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£140,625	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£187,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£58,929	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 2 (HIGHER GREENFIELD)**

Description	No of units	BLV	£370,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£74,000	522,442	487,165	452,471	418,362	384,837	351,895	319,537	287,763	256,574	225,968	195,946	
2 Five unit development	5	£123,333	870,737	811,942	754,119	697,270	641,395	586,492	532,563	479,606	427,623	376,614	326,577	
3 Eight unit development	8	£197,333	1,271,222	1,183,669	1,097,575	1,012,942	929,768	847,909	767,299	688,156	610,481	534,275	459,535	
4 Ten unit development	10	£197,333	1,589,026	1,479,586	1,371,970	1,266,178	1,162,211	1,059,886	959,124	860,196	763,102	667,843	574,419	
5 Ten unit development (flats)	10	£49,333	834,724	751,473	669,735	589,510	510,798	433,600	357,914	283,742	211,054	139,381	69,231	
6 Fifteen unit development	15	£296,000	2,368,646	2,206,144	2,046,346	1,889,253	1,734,866	1,583,184	1,434,207	1,287,935	1,144,370	1,003,510	865,355	
7 Twenty unit development (flats)	20	£98,667	1,687,086	1,526,180	1,368,213	1,213,187	1,061,100	911,952	764,691	618,777	474,920	334,078	196,248	
8 Thirty unit development	30	£493,333	15,339,427	14,320,307	13,314,562	12,322,195	11,343,203	10,375,627	9,420,320	8,478,438	7,549,977	6,634,941	5,733,327	
9 Fifty unit development	50	£822,222	6,353,272	5,871,555	5,398,087	4,932,867	4,475,895	4,027,171	3,586,696	3,154,469	2,728,327	2,310,252	1,900,479	
10 One hundred unit development	100	£2,055,556	13,725,763	12,761,194	11,812,818	10,880,635	9,964,644	9,064,846	8,181,241	7,313,829	6,462,609	5,624,274	4,801,150	
11 Three hundred unit scheme	300	£6,166,667	40,135,176	37,331,865	34,575,521	31,866,142	29,203,730	26,588,283	24,019,802	21,496,819	19,015,183	16,580,677	14,193,300	
12 Five hundred unit scheme	500	£7,708,333	53,203,575	48,817,005	44,505,272	40,268,376	36,106,317	32,016,340	27,990,374	24,039,536	20,163,828	16,363,248	12,619,565	
13 Seven-hundred and fifty unit scheme	750	£11,562,500	67,309,446	61,015,370	54,813,616	48,711,317	42,716,890	36,830,335	31,033,059	25,332,857	19,735,282	14,215,848	8,784,161	
14 One thousand unit scheme	1,000	£15,416,667	86,976,301	78,816,567	70,796,143	62,915,030	55,163,723	47,527,843	40,031,932	32,657,338	25,400,706	18,257,440	11,222,427	
15 One thousand, five hundred unit scheme	1,500	£18,500,000	120,690,696	109,334,801	98,172,830	87,204,782	76,395,976	65,773,456	55,331,634	45,047,741	34,930,109	24,966,852	15,132,575	
16 Two thousand, five hundred unit scheme	2,500	£61,666,667	172,322,161	156,012,576	139,981,640	124,207,124	108,677,622	93,406,340	78,372,095	63,562,037	48,971,799	34,576,057	20,336,931	
17 C2 care scheme - houses	50	£578,125	6,001,353	5,559,897	5,125,965	4,699,555	4,280,669	3,869,304	3,465,464	3,067,078	2,676,059	2,292,615	1,916,746	
18 C2 care scheme - flats	60	£277,500	588,154	268,821	46,538	361,013	670,798	975,894	1,276,302	1,572,020	1,863,050	2,149,391	2,431,044	
19 Class E (light industrial) development	-	£52,857	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	-1,016,716	
20 Class E (retail - convenience) development	-	£88,095	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	-37,296	
21 Class E (retail - supermarket) development	-	£154,167	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	1,051,758	
22 Class E (office) development	-	£27,750	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	-961,303	
23 Class E (office) development	-	£66,071	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	-1,602,172	
24 Industrial (B2/B8)	-	£308,333	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	638,453	
25 Industrial (B2/B8)	-	£1,233,333	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	2,557,217	
26 Industrial (B2/B8)	-	£61,667	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	127,691	
27 Hotel (town centre) 50 rooms	-	£46,250	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	-1,655,801	
28 Hotel (town centre) 75 rooms	-	£69,375	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	-2,483,702	
29 Hotel (town centre) 100 rooms	-	£92,500	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	-3,311,603	
30 Community use/leisure	-	£29,071	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	-1,195,823	

**BENCHMARK LAND VALUE 3 (LOWER GREENFIELD)**

Description	No of units	BLV	£250,000 PER HA		Residual land values									
			0% AH	5% AH	10% AH	15% AH	20% AH	25% AH	30% AH	35% AH	40% AH	45% AH	50% AH	
1 Three unit development	3	£50,000	522,442	487,165	452,471	418,362	384,837	351,895	319,53					