

## **Appendix 2: Appraisals @ 20% GDV.**

<b>Scheme Name</b>	<b>Borehamwood</b>
<b>Local Authority</b>	<b>Hertsmere</b>

TEST	Herts C3U
SCHEME	C3U

		Per Hec	Per Acre
TOTAL RESIDENTIAL UNITS	40	40	16
Developable Hectares	1	2.47	Acres
LAND VALUE BENCHMARK	£ 1,720,000		£ 696,074

	Achievable CIL	Maximum CIL
CIL RATE	£ 255	£ 255

**Lambert Smith Hampton**

		no Grant	Plus Grant
Affordable Housing Percentage %	35%		
Affordable tenure 1	75%	£ 818	
Affordable tenure 2	0%	£ 1,300	£ 1,300
Affordable tenure 3	25%	£ 2,433	

GDV	£ 10,455,672
Residual Cost	£ 6,636,370
Residual Return (Cost)	£ 28.1%
Residual Profit	£ 1,863,644
Residual Land Value	£ 1,720,000
RLV per hec	£ 1,720,000
Benchmark Land Value	£ 1,720,000
Benchmark per Hec	£ 1,720,000

	CIL GIA
Existing Sqft on Site %	0%
Non Residential Space in Scheme %	0%

### LSH CIL CALCULATOR

### REVENUE/BUILD COST

No Beds	Av. Unit (SqM)	Rev £/SqM	Build Cost	Mix	Net to Gross
Private Apartments	67	£ 3,933	£ -	0%	85%
Private Houses	95	£ 3,575	£ 1,022	65%	100%

PD Units	PD NIA	PD Revenue	PD Build Cost
0	-	£ -	£ -
26	2,470	£ 8,830,744	£ 2,524,340

Ground Rent	Rent	Yield
£ 100	5.5%	

Ground Units	Ground Rev
0	-

	GIA
	2,470

T PD Units	TOTAL PD NIA	Total PD Revenue	Total PD build cost
26	2,470	£ 8,830,744	£ 2,524,340

No Beds	Av. Unit (SqM)	Rev £/SqM	Build Cost	Mix	Gross to Net
Affordable Apartments	67	£ 1,222	£ -	0%	85%
Affordable Houses	95	£ 1,222	£ 1,022	35%	100%

AF Units	AF NIA	AF Revenue	AF Build Cost
0	-	£ -	£ -
14	1,330	£ 1,624,928	£ 1,359,260

	GIA
	1,330

T AF Units	Total AF NIA	Affordable Revenue	Standard Cost
14	1,330	£ 1,624,928	£ 1,359,260

CODE LEVEL	4	4%
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40	3,800	£ 10,455,672	£ 4,038,844

OTHER USE	Rent psqm /Rooms (£)	Yield (%)	GIA	NIA	Build Cost
Supermarket	£ -	0.0%	-	0%	-
Shops	£ -	0.0%	-	0%	-
Community	£ -	0.0%	-	0%	-
Care Home	£ -	0.0%	-	0%	-
Hotel	£ -	0.0%	-	85%	-
Community	£ -	0.0%	-	0%	-
1	£ -	0.0%	-	0%	-
2	£ -	0.0%	-	0%	-

NIA	REVENUE	COST
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -

TOTAL GIA	3,800
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TOTAL NIA	TOTAL REVENUE	TOTAL COST
3,800	£ 10,455,672	£ 4,038,844

### SITE COSTS

	%
Professional Fees	12%
Abnormals/Externals	15%
Marketing	3%
Disposal Fees	1.75%
Contingency	5%

PD+COM	AF	Site Costs
£ 321,562	£ 163,111	£ 484,673
£ 401,953	£ 203,889	£ 605,842
£ 284,922	£ 48,748	£ 313,670
£ 28,436	-	£ 28,436
£ 161,984	£ 67,963	£ 229,947
£ 1,178,857	£ 483,711	£ 1,662,568

SECTION 106	Per unit	By Sqm
Residential S106	£ 2,000	£ 21
Commercial S106	£ -	£ 21

Section 106	Section 106	Section 106
£ 52,000	£ 28,000	£ 80,000
£ -	£ -	£ -
<b>TOTAL 106</b>	<b>£ 52,000</b>	<b>£ 80,000</b>

CIL	CIL SQM	CIL psqm
CIL RATE	2,470	£ 255

CIL	CIL	CIL
£ 630,440	£ -	£ 630,440
<b>TOTAL CIL</b>	<b>£ 630,440</b>	<b>£ 630,440</b>

£ 4,640,981	£ 1,870,971	£ 6,411,952
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### FINANCE COSTS

Finance Costs	7%
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	Finance Cost
£ 158,934	£ 65,484
£ 224,418	

### PROFIT

Private Profit on GDV	20%
Affordable Contractor on cost	6%

	TOTAL PROFIT
£ 1,766,149	£ 1,766,149
£ 97,495.85	£ 97,495
	£ 1,863,644

### LAND PURCHASE

GROSS LAND VALUE	£
Land Interest	7%
Stamp Duty	4.00%
VAT on Stamp	0.80%
Purchase Fees	1.50%
Additional Fees	1%

Land Cost
£ 68,448
£ 102,672
£ 15,645
£ 29,335
£ 19,557

### RESIDUAL LAND VALUE

Note: Blue assumptions on Data Input Sheet  
Black assumptions are based on formula/input page

Equals Viable  
Equals Non Viable  
Variable Cell

£ 1,720,000

**Lambert Smith Hampton**

Scheme Name	<b>Borehamwood</b>
Local Authority	<b>Hertsmere</b>

TEST	<b>Herts C3XU</b>
SCHEME	<b>C3XU</b>

TOTAL RESIDENTIAL UNITS	70	Per Hec	70	Per Acre	28
Developable Hectares	1		2.47		Acres
LAND VALUE BENCHMARK	£ 1,600,000				£ 647,511

	Achievable CIL	Maximum CIL
CIL RATE	<b>£ 101</b>	<b>£ 101</b>

**Lambert  
Smith  
Hampton**

Affordable Housing Percentage %	35%	D/sqm	
Affordable tenure 1	75%	no Grant	£ 818
Affordable tenure 2	0%	Plus Grant	£ 1,300
Affordable tenure 3	25%		£ 2,433
AFF/sqm	100%		£ 1,222
Social Grant	NO		

GDV	£ 14,921,186
Residual Cost	£ 10,421,971
Residual Return (Cost)	£ 25.7%
Residual Profit	£ 2,689,000
Residual Land Value	£ 1,600,000
RLV per hec	£ 1,600,000
Benchmark Land Value	£ 1,600,000
Benchmark per Hec	£ 1,600,000

Existing Soft on Site %	15%	CIL GIA	3,119
Non Residential Space in Scheme %	0%		

**LSH CIL CALCULATOR**

**REVENUE/BUILD COST**

No Beds	Av. Unit (Sqm)	Rev £/Sqm	Build Cost	Mix	Net to Gross
Private Apartments	67	£ 3,933	£ 1,195	52%	85%
Private Houses	95	£ 3,575	£ 1,022	13%	100%
Ground Rent		£	Rent	100	Yield
					5.5%

PD Units	PD NIA	PD Revenue	PD Build Cost
36	2,439	£ 9,591,118	£ 3,428,666
9	865	£ 3,090,760	£ 883,519

Ground units	Ground Rev
36	£ 66,182

T PD Units	TOTAL PD NIA	Total PD Revenue	Total PD build cost
46	3,303	£ 12,748,060	£ 4,312,185

AF Units	AF NIA	AF Revenue	AF Build Cost
20	1,313	£ 1,604,402	£ 1,846,205
5	466	£ 568,725	£ 475,741

T AF Units	Total AF NIA	Affordable Revenue	Standard Cost
25	1,779	£ 2,173,127	£ 2,321,946

70	5,082	£ 14,921,186	£ 6,899,496
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No Beds	Av. Unit (Sqm)	Rev £/Sqm	Build Cost	Mix	Gross to Net
Affordable Apartments	67	£ 1,222	£ 1,195	28%	85%
Affordable Houses	95	£ 1,222	£ 1,022	7%	100%

GIA	1,976
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CODE LEVEL	4	4%
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OTHER USE	Rent perm /Rooms (£)	Yield (%)	GIA	NIA	Build Cost
Supermarket	£ -	0.0%	-	0%	-
Shops	£ -	0.0%	-	0%	-
Community	£ -	0.0%	-	0%	-
Care Home	£ -	0.0%	-	0%	-
Hotel	£ -	0.0%	-	85%	-
Community	£ -	0.0%	-	0%	-
1	£ -	0.0%	-	0%	-
2	£ -	0.0%	-	0%	-

NIA	REVENUE	COST
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -

TOTAL GIA	5,645
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TOTAL NIA	TOTAL REVENUE	TOTAL COST
5,082	£ 14,921,186	£ 6,899,496

**SITE COSTS**

Professional Fees	12%
Abnormals/Externals	15%
Marketing	3%
Disposal Fees	1.75%
Contingency	5%

SECTION 106	Per unit	By Sqm
Residential S106	£ 2,000	£ 28
Commercial S106		£ 28

CIL	CIL SQM	CIL psgm
CIL RATE	3,119	£ 101

PD+COM	AF	Site Costs
549,306	278,633	£ 827,939
685,633	348,292	£ 1,034,924
£ 382,442	65,194	£ 447,636
£ 9,953		£ 9,953
277,878	116,097	£ 393,975
£ 1,908,211	808,216	£ 2,714,427

Section 106	Section 106	Section 106
£ 91,000	£ 49,000	£ 140,000
£ -	£ -	£ -
<b>TOTAL 106</b>	<b>£ 91,000</b>	<b>£ 49,000</b>
		<b>£ 140,000</b>

CIL	CIL	CIL
£ 315,815	£ -	£ 315,815
<b>TOTAL CIL</b>	<b>£ 315,815</b>	<b>£ 315,815</b>

£ 6,890,376	£ 3,179,162	£ 10,069,538
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**FINANCE COSTS**

Finance Costs	7%
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Finance Cost
£ 241,163
£ 111,271
£ 352,434

**PROFIT**

Private Profit on GDV	20%
Affordable Contractor on cost	6%

TOTAL PROFIT
£ 2,549,612
£ 130,387.60
£ 2,689,000

**LAND PURCHASE**

GROSS LAND VALUE	£	1,819,215
Land Interest	7%	
Stamp Duty	4.00%	
VAT on Stamp	0.80%	
Purchase Fees	1.50%	
Additional Fees	1%	

Land Cost
£ 63,673
£ 95,509
£ 14,554
£ 27,288
£ 18,192

**RESIDUAL LAND VALUE**

**£ 1,600,000**

Note: Blue assumptions on Data Input Sheet  
Black assumptions are based on formula/input page

Equals Viable  
Equals Non Viable  
Variable Cell

**Lambert  
Smith  
Hampton**

Scheme Name	<b>Borehamwood</b>
Local Authority	<b>Hertsmere</b>

TEST	<b>Herts C3 IU</b>
SCHEME	<b>C3IU</b>



TOTAL RESIDENTIAL UNITS	100	Per Hec	100	Per Acre	40
Developable Hectares	1		2.47		Acres
LAND VALUE BENCHMARK	£ 1,600,000				£ 647,511

Achievable CIL	Maximum CIL	
CIL RATE	£ 87	£ 87

Affordable Housing Percentage %	35%	£/sqm	no Grant	Plus Grant
Affordable tenure 1	75%	£ 818		
Affordable tenure 2	0%	£ 1,300	£ 1,300	
Affordable tenure 3	25%	£ 2,433		
AFF/sqft	100%	£ 1,222		
Social Grant	NO			

GDV	£ 20,110,181
Residual Cost	£ 14,670,030
Residual Return (Cost)	£ 24,7%
Residual Profit	£ 3,620,936
Residual Land Value	£ 1,600,000
RLV per hec	£ 1,600,000
Benchmark Land Value	£ 1,600,000
Benchmark per Hec	£ 1,600,000

Existing Sift on Site %	15%	CIL GIA	4,257
Non Residential Space in Scheme %	0%		

**LSH CIL CALCULATOR**

**REVENUE/BUILD COST**

No Beds	Av. Unit (Sam)	Rev £/Sam	Build Cost	Mix	Net to Gross
Private Apartments	67	£ 3,933	£ 1,195	65%	85%
Private Houses	95	£ 3,575	£ 1,022	0%	100%
Ground Rent	Rent	Yield			
	£ 100	5.5%			

PD Units	PD NIA	PD Revenue	PD Build Cost
65	4,355	£ 17,126,996	£ 6,122,618
0	-	-	-
Ground units	Ground Rev		
65	£ 118,182		
T PD Units	TOTAL PD NIA	TOTAL PD Revenue	TOTAL PD build cost
65	4,355	£ 17,245,177	£ 6,122,618

No Beds	Av. Unit (Sam)	Rev £/Sam	Build Cost	Mix	Gross to Net
Affordable Apartments	67	£ 1,222	£ 1,195	35%	85%
Affordable Houses	95	£ 1,222	£ 1,022	0%	100%
GIA					2,697

AF Units	AF NIA	AF Revenue	AF Build Cost
35	2,345	£ 2,865,004	£ 3,296,794
0	-	-	-
T AF Units	Total AF NIA	Affordable Revenue	Standard Cost
35	2,345	£ 2,865,004	£ 3,296,794
100	6,700	£ 20,110,181	£ 9,796,188

CODE LEVEL 4 4%

OTHER USE	Rent psqm /Rooms (€)	Yield (%)	GIA	NIA	Build Cost
Supermarket	£ -	0.0%	-	0%	-
Shops	£ -	0.0%	-	0%	-
Community	£ -	0.0%	-	0%	-
Care Home	£ -	0.0%	-	0%	-
Hotel	£ -	0.0%	-	85%	-
Community	£ -	0.0%	-	0%	-
1	£ -	0.0%	-	0%	-
2	£ -	0.0%	-	0%	-

NIA	REVENUE	COST
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
TOTAL NIA	TOTAL REVENUE	TOTAL COST
6,700	£ 20,110,181	£ 9,796,188

**SITE COSTS**

Professional Fees	12%
Abnormals/Externals	15%
Marketing	3%
Disposal Fees	1.75%
Contingency	5%

PD+COM	AF	Site Costs
779,927	395,615	£ 1,175,543
974,909	494,519	£ 1,469,428
£ 517,355	85,950	£ 603,305
£ -	-	£ -
£ 394,970	164,840	£ 559,809
£ 2,687,161	£ 1,140,924	£ 3,828,085

SECTION 106	Per unit	By Som
Residential S106	£ 2,000	£ 30
Commercial S106	£ -	£ 30

Section 106	Section 106	Section 106
£ 130,000	70,000	£ 200,000
£ -	-	£ -
TOTAL 106	£ 130,000	£ 70,000
		£ 200,000

CIL	CIL SQM	CIL psqm
CIL RATE	4,257	£ 87

CIL	CIL	CIL
£ 369,668	£ -	£ 369,668
TOTAL CIL	£ 369,668	£ 369,668
£ 9,886,224	£ 4,507,718	£ 14,173,942

**FINANCE COSTS**

Finance Costs	7%
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Finance Cost	£ 338,318	£ 157,770	£ 496,088
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**PROFIT**

Private Profit on GDV	20%
Affordable Contractor on cost	6%

TOTAL PROFIT	£ 3,449,035	£ 3,449,035
	£ 171,900.23	£ 171,900
		£ 3,620,936

**LAND PURCHASE**

GROSS LAND VALUE	£ 1,819,215
Land Interest	7%
Stamp Duty	4.00%
VAT on Stamp	0.00%
Purchase Fees	1.50%
Additional Fees	1%

Land Cost	£ 63,673
	£ 95,529
	£ 14,554
	£ 27,288
	£ 18,192

**RESIDUAL LAND VALUE**

£ 1,600,000

Note: Blue assumptions on Data Input Sheet  
Black assumptions are based on formula/input page

Equals Viable  
Equals Non Viable  
Variable Cell



Scheme Name	<b>Potters Bar, Ridge, South Minns - EN6</b>
Local Authority	<b>Hertsmere</b>

TEST	<b>Herts C3 G</b>
SCHEME	<b>C3G</b>

		Per Hec	Per Acre
TOTAL RESIDENTIAL UNITS	25	25	9
Affordable tenure 1	75%	£ 818	Acres
Developable Hectares	1	2.74	
LAND VALUE BENCHMARK	£ 1,630,000		£ 659,652

	Achievable CIL	Maximum CIL
CIL RATE	<b>£ 174</b>	<b>£ 174</b>

**Lambert  
Smith  
Hampton**

		£/sqm
Affordable Housing Percentage %	35%	no Grant / Plus Grant
Affordable tenure 1	75%	£ 1,300
Affordable tenure 2	0%	£ 1,300
Affordable tenure 3	25%	£ 2,433
AFF/sqm	100%	£ 1,222
Social Grant	<b>NO</b>	

GDV	£ 7,192,091
Residual Cost	£ 4,042,528
Residual Return (Cost)	£ 32.1%
Residual Profit	£ 1,296,237
Residual Land Value	£ 1,630,000
RLV per hec	£ 1,630,000

		CIL GIA
Existing Sqt on Site %	0%	1,544
Non Residential Space in Scheme %	0%	

Benchmark Land Value	£ 1,630,000
Benchmark per Hec	£ 1,630,000

**LSH CIL CALCULATOR**

**REVENUE/BUILD COST**

No Beds	Av. Unit (SqM)	Rev £/SqM	Build Cost	Mix	Net to Gross
Private Apartments	67	£ 4,201	£ -	0%	85%
Private Houses	95	£ 4,001	£ 1,022	65%	100%
Ground Rent	Rent	Yield			
	£ 100	5.5%			

PD Units	PD NIA	PD Revenue	PD Build Cost
0	-	£ -	£ -
16	1,544	£ 6,176,511	£ 1,577,173

Ground units	Ground Rev
0	£ -

TPD Units	TOTAL PD NIA	Total PD Revenue	Total PD build cost
16	1,544	£ 6,176,511	£ 1,577,173

No Beds	Av. Unit (SqM)	Rev £/SqM	Build Cost	Mix	Gross to Net
Affordable Apartments	67	£ 1,222	£ -	0%	85%
Affordable Houses	95	£ 1,222	£ 1,022	35%	100%

AF Units	AF NIA	AF Revenue	AF Build Cost
0	-	£ -	£ -
9	831	£ 1,015,580	£ 849,538

TAF Units	Total AF NIA	Affordable Revenue	Standard Cost
9	831	£ 1,015,580	£ 849,538

CODE LEVEL	4	4%
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		£	£
25	2,375	£ 7,192,091	£ 2,624,340

OTHER USE	Rent psqm /Rooms (£)	Yield (%)	GIA	NIA	Build Cost
Supermarket	£ -	0.0%	-	0%	-
Shops	£ -	0.0%	-	0%	-
Community	£ -	0.0%	-	0%	-
Care Home	£ -	0.0%	-	0%	-
Hotel	£ -	0.0%	-	85%	-
Community	£ -	0.0%	-	0%	-
1	£ -	0.0%	-	0%	-
2	£ -	0.0%	-	0%	-

NIA	REVENUE	COST
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -

GIA	1,544
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TOTAL GIA	2,375
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TOTAL NIA	TOTAL REVENUE	TOTAL COST
2,375	£ 7,192,091	£ 2,624,340

**SITE COSTS**

Professional Fees	12%
Abnormals/Externals	15%
Marketing	3%
Disposal Fees	1.75%
Contingency	5%

PD+COM	AF	Site Costs
200,976	101,945	£ 302,921
251,220	127,431	£ 378,651
£ 185,295	£ 30,467	£ 215,763
£ 17,773		£ 17,773
102,278	42,477	£ 144,755
£ 757,643	£ 302,319	£ 1,059,962

SECTION 106	Per unit	By Sqm
Residential S106	£ 2,119	£ 22
Commercial S106		£ 22

Section 106	Section 106	Section 106
£ 34,428	£ 18,538	£ 52,966
£ -	£ -	£ -
TOTAL 106	£ 34,428	£ 18,538

CIL	CIL SQM	CIL psqm
CIL RATE	1,544	£ 174

CIL	CIL	CIL
£ 268,656	£ -	£ 268,656
TOTAL CIL	£ 268,656	£ 268,656
£ 2,735,429	£ 1,170,395	£ 3,905,824

**FINANCE COSTS**

Finance Costs	7%
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Finance Cost	
£ 95,740	£ 40,964
£ 136,704	

**PROFIT**

Private Profit on GDV	20%
Affordable Contractor on cost	6%

TOTAL PROFIT	
£ 1,235,302	£ 1,235,302
£ 60,935	£ 60,935
£ 1,296,237	

**LAND PURCHASE**

GROSS LAND VALUE	£ 1,653,326
Land Interest	7%
Stamp Duty	4.00%
VAT on Stamp	0.80%
Purchase Fees	1.50%
Additional Fees	1%

Land Cost	
£ 64,866	
£ 97,300	
£ 14,827	
£ 27,800	
£ 18,533	

**RESIDUAL LAND VALUE**

Note: Blue assumptions on Data Input Sheet  
Black assumptions are based on formula/input page

Equals Viable  
Equals Non Viable  
Variable Cell

**£ 1,630,000**

**Lambert  
Smith  
Hampton**

Scheme Name	<b>Potters Bar, Ridge, South Minns - EN6</b>
Local Authority	<b>Hertsmere</b>

TEST	<b>Herts C3U</b>
SCHEME	<b>C3U</b>

		Per Hec	Per Acre
TOTAL RESIDENTIAL UNITS	40	40	15
Developable Hectares	1	2.74	Acres
LAND VALUE BENCHMARK	£ 2,600,000		£ 1,052,208

		£/sqm	
		no Grant	Plus Grant
Affordable Housing Percentage %	35%		
Affordable tenure 1	75%	£ 818	
Affordable tenure 2	0%	£ 1,300	£ 1,300
Affordable tenure 3	25%	£ 2,433	
AFF/sqft	100%	£ 1,222	
Social Grant	<b>NO</b>		

		CIL GIA
Existing Sqft on Site %	0%	2,470
Non Residential Space in Scheme %	0%	

	Achievable CIL	Maximum CIL
CIL RATE	<b>£ 180</b>	<b>£ 180</b>

**Lambert Smith Hampton**

GDV	£ 11,506,163
Residual Cost	£ 6,476,195
Residual Return (Cost)	£ 32.0%
Residual Profit	£ 2,073,743
Residual Land Value	£ 2,600,000
RLV per hect	£ 2,600,000
Benchmark Land Value	£ 2,600,000
Benchmark per Hec	£ 2,600,000

### LSH CIL CALCULATOR

### REVENUE/BUILD COST

No Beds	Av. Unit (Som)	Rev £/Som	Build Cost	Mix	Net to Gross
Private Apartments	67	£ 4,201	£ -	0%	85%
Private Houses	95	£ 4,001	£ 1,022	65%	100%

Ground Rent	Rent	Yield
	100	5.5%

GIA	2,470
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No Beds	Av. Unit (Som)	Rev £/Som	Build Cost	Mix	Gross to Net
Affordable Apartments	67	£ 1,222	£ -	0%	85%
Affordable Houses	95	£ 1,222	£ 1,022	35%	100%

GIA	1,330
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CODE LEVEL	4	4%
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OTHER USE	Rent psom /Rooms (£)	Yield (%)	GIA	NIA	Build Cost
Supermarket	£ -	0.0%	-	0%	-
Shops	£ -	0.0%	-	0%	-
Community	£ -	0.0%	-	0%	-
Care Home	£ -	0.0%	-	0%	-
Hotel	£ -	0.0%	-	85%	-
Community	£ -	0.0%	-	0%	-
1	£ -	0.0%	-	0%	-
2	£ -	0.0%	-	0%	-

TOTAL GIA	3,800
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PD Units	PD NIA	PD Revenue	PD Build Cost
0	-	£ -	£ -
28	2,470	£ 9,881,235	£ 2,524,340

Ground units	Ground Rev
0	£ -

T PD Units	TOTAL PD NIA	Total PD Revenue	Total PD build cost
28	2,470	£ 9,881,235	£ 2,524,340

AF Units	AF NIA	AF Revenue	AF Build Cost
0	-	£ -	£ -
14	1,330	£ 1,624,928	£ 1,359,260

T AF Units	Total AF NIA	Affordable Revenue	Standard Cost
14	1,330	£ 1,624,928	£ 1,359,260

	£ 155,344
40	3,800 £ 11,506,163 £ 4,038,944

NIA	REVENUE	COST
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -

TOTAL NIA	TOTAL REVENUE	TOTAL COST
3,800	£ 11,506,163	£ 4,038,944

### SITE COSTS

Professional Fees	12%
Abnormals/Externals	15%
Marketing	3%
Disposal Fees	1.75%
Contingency	5%

SECTION 106	Per unit	By Som
Residential S.106	£ 2,000	£ 21
Commercial S.106		£ 21

CIL	CIL SQM	CIL psqm
CIL RATE	2,470	£ 180

PD*COM	AF	Site Costs
321,562	163,111	£ 484,673
401,953	203,889	£ 605,842
£ 296,437	£ 48,748	£ 345,185
£ 28,436		£ 28,436
£ 161,984	£ 67,963	£ 229,947
£ 1,210,372	£ 493,711	£ 1,694,083

Section 106	Section 106	Section 106
£ 52,000	£ 28,000	£ 80,000
£ -	£ -	£ -
£ -	£ -	£ -
TOTAL 106	£ 52,000	£ 80,000

CIL	CIL	CIL
£ 444,166	£ -	£ 444,166
TOTAL CIL	£ 444,166	£ 444,166

£ 4,386,222	£ 1,870,971	£ 6,257,193
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### FINANCE COSTS

Finance Costs	
	7%

Finance Cost	
£ 153,518	£ 65,484
	£ 219,002

### PROFIT

Private Profit on GDV	20%
Affordable Contractor on cost	6%

TOTAL PROFIT	
£ 1,976,247	£ 1,976,247
	£ 97,495.65
	£ 2,073,743

### LAND PURCHASE

GROSS LAND VALUE	
£ 2,956,225	
Land Interest	7%
Stamp Duty	4.00%
VAT on Stamp	0.80%
Purchase Fees	1.50%
Additional Fees	1%

Land Cost	
£ 103,468	
£ 155,202	
£ 23,650	
£ 44,343	
£ 29,562	

### RESIDUAL LAND VALUE

**£ 2,600,000**

Note: Blue assumptions on Data Input Sheet  
Black assumptions are based on formula/input page

Equals Viable  
Equals Non Viable  
Variable Cell

**Lambert Smith Hampton**

Scheme Name	<b>Iistree and Shenley- WD6</b>
Local Authority	<b>Hertsmere</b>

TEST	<b>Herts CSU</b>
SCHEME	<b>CSU</b>

TOTAL RESIDENTIAL UNITS	40	Per Hec	40	Per Acre	16
Developable Hectares	75%		£ 816		Acres
LAND VALUE BENCHMARK	£ 1,930,000		£ 2,470		£ 781,060

	Achievable CIL	Maximum CIL
CIL RATE	<b>£ 143</b>	<b>£ 143</b>

**Lambert  
Smith  
Hampton**

Affordable Housing Percentage %	35%		
Affordable tenure 1	75%	no Grant	£ 816
Affordable tenure 2	0%	Plus Grant	£ 1,300
Affordable tenure 3	25%		£ 2,433
AFF/sqft	100%		£ 1,222
Social Grant	<b>NO</b>		

GDV	£ 11,272,949
Residual Cost	£ 7,050,701
Residual Return (Cost)	£ 28.7%
Residual Profit	£ 2,026,920
Residual Land Value	£ 1,930,000
RLV per hec	£ 1,930,000

Benchmark Land Value	£ 1,930,000
Benchmark per Hec	£ 1,930,000

### LSH CIL CALCULATOR

### REVENUE/BUILD COST

No Beds	Av. Unit (Som)	Rev £/Som	Build Cost	Mix	Net to Gross
Private Apartments	67	£ 4,101	£ -	85%	
Private Houses	95	£ 3,908	£ 1,022	65%	100%
Ground Rent					
Rent	100			5.5%	
Yield					

GIA	2,470
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No Beds	Av. Unit (Som)	Rev £/Som	Build Cost	Mix	Gross to Net
Affordable Apartments	67	£ 1,222	£ -	0%	85%
Affordable Houses	95	£ 1,222	£ 1,360	35%	100%

GIA	1,330
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CODE LEVEL	4
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OTHER USE	Rent psom /Rooms (£)	Yield (%)	GIA	NIA	Build Cost
Supermarket	£ -	0.0%	-	0%	-
Shops	£ -	0.0%	-	0%	-
Community	£ -	0.0%	-	0%	-
Care Home	£ -	0.0%	-	0%	-
Hotel	£ -	0.0%	-	85%	-
Community	£ -	0.0%	-	0%	-
1	£ -	0.0%	-	0%	-
2	£ -	0.0%	-	0%	-

TOTAL GIA	3,800
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PD Units	PD NIA	PD Revenue	PD Build Cost
0	-	£ -	£ -
26	2,470	£ 9,647,122	£ 2,524,340

Ground units	0	Ground Rev	£ -
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T PD Units	TOTAL PD NIA	Total PD Revenue	Total PD build cost
26	2,470	£ 9,647,122	£ 2,524,340

AF Units	AF NIA	AF Revenue	AF Build Cost
0	-	£ -	£ -
14	1,330	£ 1,624,928	£ 1,835,001

T AF Units	Total AF NIA	Affordable Revenue	Standard Cost
14	1,330	£ 1,624,928	£ 1,835,001

		£ 174,374	
40	3,800	£ 11,272,049	£ 4,533,715

NIA	REVENUE	COST
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -

TOTAL NIA	3,800	TOTAL REVENUE	£ 11,272,049	TOTAL COST	£ 4,533,715
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### SITE COSTS

Professional Fees	12%
Abnormals/Externals	15%
Marketing	3%
Disposal Fees	1.75%
Contingency	5%

SECTION 106	Per unit	By Som
Residential S106	£ 2,000	£ 21
Commercial S106		£ 21

CIL	CIL SQM	CIL psom
CIL RATE	2,470	£ 143

PD+COM	AF	Site Costs
323,846	220,200	£ 544,046
404,807	275,250	£ 680,057
£ 289,414	£ 48,748	£ 338,161
£ 28,436		£ 28,436
£ 162,936	£ 91,750	£ 254,686
£ 1,208,438	£ 635,948	£ 1,844,386

Section 106	Section 106	Section 106	
£ 52,000	£ 28,000	£ 80,000	
£ -	£ -	£ -	
TOTAL 106	£ 52,000	£ 28,000	£ 80,000

CIL	CIL	CIL
£ 353,170	£ -	£ 353,170
TOTAL CIL	£ 353,170	£ 353,170

£ 4,313,322	£ 2,498,949	£ 6,812,271
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### FINANCE COSTS

Finance Costs	7%
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Finance Cost	£ 150,966	£ 87,463	£ 238,429
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### PROFIT

Private Profit on GDV	20%
Affordable Contractor on cost	6%

		TOTAL PROFIT
£ 1,929,424		£ 1,929,424
£ 97,495.65		£ 97,495.65
		£ 2,026,920

### LAND PURCHASE

GROSS LAND VALUE	£ 2,194,429
Land Interest	7%
Stamp Duty	4.00%
VAT on Stamp	0.80%
Purchase Fees	1.50%
Additional Fees	1%

Land Cost	£ 76,805
	£ 115,208
	£ 17,555
	£ 32,916
	£ 21,944

### RESIDUAL LAND VALUE

**£ 1,930,000**

Note: Blue assumptions on Data Input Sheet  
Black assumptions are based on formula/input page

Equals Viable  
Equals Non Viable  
Variable Cell

**Lambert  
Smith  
Hampton**

Scheme Name	<b>Bushey, Aldeham and Patchetts Green</b>
Local Authority	<b>Hertsmere</b>

TEST	<b>Herts C3U</b>
SCHEME	<b>C3U</b>

TOTAL RESIDENTIAL UNITS	40	Per Hec	40	Per Acre	16
Developable Hectares	1		2.47		Acres
LAND VALUE BENCHMARK	£ 2,990,000				£ 1,210,036

Affordable Housing Percentage %	35%	£/sqm	no Grant	Plus Grant
Affordable tenure 1	75%	£ 818		
Affordable tenure 2	0%	£ 1,300	£ 1,300	
Affordable tenure 3	25%	£ 2,433		

AFF/raft	100%	£ 1,222
Social Grant	<b>NO</b>	

Existing Soft on Site %	0%	CIL GIA	2,470
Non Residential Space in Scheme %	0%		

Achievable CIL	Maximum CIL
CIL RATE	£ 225 £ 225

**Lambert  
Smith  
Hampton**

GDV	£ 11,961,878
Residual Cost	£ 6,397,333
Residual Return (Cost)	£ 33.8%
Residual Profit	£ 2,164,886
Residual Land Value	£ 2,990,000
RLV per hec	£ 2,990,000
Benchmark Land Value	£ 2,990,000
Benchmark per Hec	£ 2,990,000

### LSH CIL CALCULATOR

### REVENUE/BUILD COST

No Beds	Av. Unit (Sqm)	Rev £/Sqm	Build Cost	Mix	Net to Gross
Private Apartments	67	£ 4,394	£ -	0%	85%
Private Houses	95	£ 4,185	£ 1,022	65%	100%

Ground Rent	Rent	Yield
£	100	5.5%

GIA	2,470
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No Beds	Av. Unit (Sqm)	Rev £/Sqm	Build Cost	Mix	Gross to Net
Affordable Apartments	67	£ 1,222	£ -	0%	85%
Affordable Houses	95	£ 1,222	£ 1,022	35%	100%

GIA	1,330
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CODE LEVEL	4	4%
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OTHER USE	Rent psqm /Rooms (£)	Yield (%)	GIA	NIA	Build Cost
Supermarket	£ -	0.0%	-	0%	-
Shops	£ -	0.0%	-	0%	-
Community	£ -	0.0%	-	0%	-
Care Home	£ -	0.0%	-	0%	-
Hotel	£ -	0.0%	-	85%	-
Community	£ -	0.0%	-	0%	-
1	£ -	0.0%	-	0%	-
2	£ -	0.0%	-	0%	-

TOTAL GIA	3,800
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PD Units	PD NIA	PD Revenue	PD Build Cost
0	-	£ -	£ -
26	2,470	£ 10,336,950	£ 2,524,340

Ground units	Ground Rev
0	£ -

T PD Units	TOTAL PD NIA	Total PD Revenue	Total PD build cost
26	2,470	£ 10,336,950	£ 2,524,340

AF Units	AF NIA	AF Revenue	AF Build Cost
0	-	£ -	£ -
14	1,330	£ 1,624,928	£ 1,359,260

T AF Units	Total AF NIA	Affordable Revenue	Standard Cost
14	1,330	£ 1,624,928	£ 1,359,260

40	3,800	£ 11,961,878	£ 4,038,944
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NIA	REVENUE	COST
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -

TOTAL NIA	TOTAL REVENUE	TOTAL COST
3,800	£ 11,961,878	£ 4,038,944

### SITE COSTS

Professional Fees	12%
Abnormals/Externals	10%
Marketing	3%
Disposal Fees	1.75%
Contingency	5%

SECTION 106	Per unit	By Sqm
Residential S.106	£ 2,000	£ 21
Commercial S.106	£ -	£ 21

CIL	CIL SQM	CIL psqm
CIL RATE	2,470	£ 225

PD+COM	AF	Site Costs
321,562	163,111	£ 484,673
267,968	135,926	£ 403,894
£ 310,109	£ 48,748	£ 358,858
£ 28,435	£ -	£ 28,435
£ 161,984	£ 67,963	£ 229,947
£ 1,090,053	£ 415,748	£ 1,505,807

Section 106	Section 106	Section 106
£ 52,000	£ 28,000	£ 80,000
£ -	£ -	£ -
TOTAL 106	£ 52,000	£ 28,000
£ 80,000	£ -	£ 80,000

CIL	CIL	CIL
£ 556,247	£ -	£ 556,247
TOTAL CIL	£ 556,247	£ 556,247

£ 4,377,990	£ 1,803,008	£ 6,180,998
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### FINANCE COSTS

Finance Costs	7%
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£ 153,230	£ 63,105	£ 216,335
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### PROFIT

Private Profit on GDV	20%
Affordable Contractor on cost	6%

£ 2,067,390	£ 97,496	£ 2,164,886
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### LAND PURCHASE

GROSS LAND VALUE	£ 3,399,659
Land Interest	7%
Stamp Duty	4.00%
VAT on Stamp	0.80%
Purchase Fees	1.50%
Additional Fees	1%

Land Cost	£ 118,988
	£ 178,482
	£ 27,197
	£ 50,995
	£ 33,997

### RESIDUAL LAND VALUE

Note: Blue assumptions on Data Input Sheet  
Black assumptions are based on formula/input page

Equals Viable  
Equals Non Viable  
Variable Cell

£ 2,990,000

**Lambert  
Smith  
Hampton**



Scheme Name	Radlett
Local Authority	Hertsmere

TEST	Herts CSU
SCHEME	CSU

		Per Hec	Per Acre
TOTAL RESIDENTIAL UNITS	40	40	16
Developable Hectares	1	2.47	Acres
LAND VALUE BENCHMARK	£ 4,450,000		£ 1,800,890

	Achievable CIL	Maximum CIL
CIL RATE	£ 211	£ 211

**Lambert  
Smith  
Hampton**

		no Grant	Plus Grant
Affordable Housing Percentage %	40%	£ 818	£ 1,300
Affordable tenure 2	0%	£ 1,300	£ 1,300
Affordable tenure 3	25%	£ 2,433	

GDV	£	13,839,098
Residual Cost	£	6,229,976
Residual Return (Cost)	£	40.9%
Residual Profit	£	2,549,429
Residual Land Value	£	4,450,000
RLV per hec	£	4,450,000

AF Flight	100%	£ 1,222
Social Grant	NO	

Benchmark Land Value	£	4,450,000
Benchmark per Hec	£	4,450,000

	CIL GIA
Existing Soft on Site %	0%
Non Residential Space in Scheme %	0%

### LSH CIL CALCULATOR

### REVENUE/BUILD COST

No Beds	Av. Unit (\$om)	Rev £/Som	Build Cost	Mix	Net to Gross
Private Apartments	67	£ 5,695	£ -	0%	85%
Private Houses	95	£ 5,386	£ 1,022	80%	100%

PD Units	PD NIA	PD Revenue	PD Build Cost
0	-	£ -	£ -
24	2,280	£ 12,279,168	£ 2,330,160

Ground Rent	Rent	Yield
£	100	5.5%

Ground units	Ground Rev
0	£ -

GIA	2,280
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T PD Units	TOTAL PD NIA	Total PD Revenue	Total PD build cost
24	2,280	£ 12,279,168	£ 2,330,160

No Beds	Av. Unit (\$om)	Rev £/Som	Build Cost	Mix	Gross to Net
Affordable Apartments	56	£ 1,222	£ -	0%	85%
Affordable Houses	89	£ 1,222	£ 1,022	40%	100%

AF Units	AF NIA	AF Revenue	AF Build Cost
0	-	£ -	£ -
16	1,277	£ 1,599,930	£ 1,304,890

GIA	1,277
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T AF Units	Total AF NIA	Affordable Revenue	Standard Cost
16	1,277	£ 1,599,930	£ 1,304,890

CODE LEVEL	4	4%
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40	3,557	£ 13,839,098	£ 3,780,452
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OTHER USE	Rent psqm / Rooms (£)	Yield (%)	GIA	NIA	Build Cost
Supermarket	£ -	0.0%	-	0%	-
Shops	£ -	0.0%	-	0%	-
Community	£ -	0.0%	-	0%	-
Care Home	£ -	0.0%	-	0%	-
Hotel	£ -	0.0%	-	85%	-
Community	£ -	0.0%	-	0%	-
1	£ -	0.0%	-	0%	-
2	£ -	0.0%	-	0%	-

NIA	REVENUE	COST
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -
-	£ -	£ -

TOTAL GIA	3,557
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TOTAL NIA	3,557	TOTAL REVENUE	£ 13,839,098	TOTAL COST	£ 3,780,452
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### SITE COSTS

Professional Fees	12%
Abnormals/Externals	15%
Marketing	3%
Disposal Fees	1.75%
Contingency	5%

PDCOM	AF	Site Costs
297,067	156,587	£ 453,654
371,334	195,733	£ 567,068
£ 368,375	46,798	£ 415,173
£ 27,299		£ 27,299
£ 153,730	65,244	£ 218,975
£ 1,217,806	464,363	£ 1,682,169

SECTION 106	Per unit	By Som
Residential S106	£ 1,872	£ 21
Commercial S106		£ 21

Section 106	Section 106	Section 106
£ 48,000	£ 26,880	£ 74,880
£ -	£ -	£ -
TOTAL 106	£ 48,000	£ 26,880

CIL	CIL SQM	CIL psqm
CIL RATE	2,280	£ 211

CIL	CIL	CIL
£ 481,801	£ -	£ 481,801
TOTAL CIL	£ 481,801	£ 481,801
£ 4,223,168	£ 1,796,132	£ 6,019,300

### FINANCE COSTS

Finance Costs	7%
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£ 147,811	£ 62,865	£ 210,676
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### PROFIT

Private Profit on GDV	20%
Affordable Contractor on cost	6%

£ 2,455,834	£ 93,596	£ 2,455,834
		£ 83,596
		£ 2,649,429

### LAND PURCHASE

GROSS LAND VALUE	£	5,059,693
Land Interest	7%	
Stamp Duty	4.00%	
VAT on Stamp	0.80%	
Purchase Fees	1.50%	
Additional Fees	1%	

Land Cost
£ 177,069
£ 265,634
£ 40,478
£ 75,895
£ 50,597

### RESIDUAL LAND VALUE

Note: Blue assumptions on Data Input Sheet  
Black assumptions are based on formula/input page

Equals Viable  
Equals Non Viable  
Variable Cell

£ 4,450,000

**Lambert  
Smith  
Hampton**