

# London Borough of Barking and Dagenham Draft Local Plan Viability Study



Prepared for  
London Borough of Barking and Dagenham

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# 1 Executive Summary

- 1.1 This report tests the ability of developments in the London Borough of Barking and Dagenham ('LBBD') to accommodate emerging policies in Barking and Dagenham's Draft Local Plan 2037 ('DLP') alongside prevailing rates of Community Infrastructure Levy ('CIL') in Barking and Dagenham Council's (the 'Council's') adopted Charging Schedule (subject to indexation). It seeks to provide with clear information on the viability impacts of the application of emerging planning policies, and CIL rates on different types of development across the borough and in relation to identified sites.
- 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 ('NPPG') and the Local Housing Delivery Group guidance '*Viability Testing Local Plans: Advice for planning practitioners*'.

## Methodology

- 1.3 The study methodology compares 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 DLP. The appraisals compare the residual land values generated by those developments (with varying levels of affordable housing and other emerging policy requirements) to a benchmark land value to reflect the existing value of land prior to redevelopment. If a development incorporating the Council's emerging policy requirements and 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 Mayor of London's supplementary planning guidance on '*Affordable Housing and Viability*' and in the RICS Guidance on '*Financial Viability in Planning*'<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. Forecasts for future house price growth over the medium-term point to continuing growth in mainstream London housing markets, although there has been a degree of short term uncertainty following the referendum on the UK's membership of the European Union. Whilst economic uncertainty remains, the results of the election in December 2019 and the UK's formal exit on 31 January 2020 have resulted in sentiment becoming considerably more positive.
- 1.6 We have allowed for this medium-term growth over the 15-year plan period by running a sensitivity analysis which varies the base sales values and build costs, with values increasing by 10% and costs by 5%. This analysis is indicative only, but is intended to assist the Council in understanding the ability of developments to absorb its emerging planning policy requirements both in today's terms but also in the future. Some sites may require more detailed viability analysis when they come forward through the development management process due to specific site circumstances that cannot be reflected in an area wide assessment<sup>2</sup>. We have also tested a fall in sales values of 5%, to enable the

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<sup>1</sup> This guidance notes that when considering site-specific viability, "*Site Value should equate to the market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan*". Providing therefore that Site Value does not fall below a site's Existing Use Value, there should be no reason why policy requirements cannot be achieved.

<sup>2</sup> The NPPF identifies at para 57 that "*It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage*". This is reiterated in the NPPG (para 007 Reference ID: 10-007-20190509) which provides further detail on this including an illustrative list of circumstances where viability should be assessed in decision making.

Council to take a view on the impact of any adverse movements in sales values in the short term.

## Key findings and recommendations

1.7 The key findings of the study are as follows:

- The results of this study are reflective of current market conditions, which are likely to change over the medium term. It is therefore important that the Council keeps the viability situation under review so that so that policy requirements can be adjusted should conditions change markedly. We have run our appraisals with growth in values and inflation on costs to reflect potential changes to viability on schemes to be delivered over the life of the plan. These results can be found in appendices 2 and 3.
- We note that the purpose of this viability study is to support the Council's DLP policies through Examination in Public by providing evidence to show that the requirements set out within the NPPF are met. That is, that the policy requirements for development set out within the plan do not threaten the ability of the sites and scale of that development to be developed viably. As an area wide study this assessment makes overall judgements as to viability in the Council's area and does not account for individual site circumstances and in this regard should not be relied upon for individual site applications.
- Some development typologies were unviable due to market factors (such as high density schemes, which incur higher build costs, located in lower value areas and against higher existing use values), rather than the impact of the Council's policy requirements and standards. These schemes will not come forward until changes in site specific market conditions and their current unviable status should not be taken as an indication that the Council's requirements cannot be accommodated on other schemes. Notwithstanding this position, Be First's preface provides additional live evidence of the delivery of such schemes within the borough. It also highlights a number of measures, which are being pursued which improve the viability and deliverability of schemes.
- The significant quantum of regeneration and new infrastructure that is planned to be delivered in the borough over the plan period will considerably change the market. Details of the planned infrastructure is set out in the LBBB's Infrastructure Delivery Plan. As highlighted in this report regeneration schemes of the magnitude envisaged by the DLP will result in regeneration premiums being achieved in excess of standard market growth over the same period. On this basis we consider that there is scope for the viability of schemes to significantly improve over the plan period, for which the proposed policy approach would facilitate both the delivery of development and the maximum viable quantum of affordable housing.
- **Cumulative impact of policies:**

Our testing has identified that the LBBB's most significant policy requirement is the delivery of affordable housing. Other policy requirements for residential development including contributions towards infrastructure through CIL and S106, wheelchair accessibility, energy and waste reduction have a modest impact on scheme viability, being typically less than the provision of 5% affordable housing in a scheme. There are instances when such policies are shown to have an impact but, we consider that the LBBB's holistic approach to assessing schemes on a site by site basis will assist in balancing all the policy asks on developments.
- This position is not unique to LBBB and the Council's flexible application of its affordable housing and other policy requirements will ensure an appropriate balance between delivering affordable housing, sustainability objectives, necessary infrastructure and the need to incentivise landowners and developers to bring forward land for development, as required by the NPPF and NPPG. Maintaining this approach will ensure that such policies do not undermine the deliverability of the plan (Para 34 of the NPPF) to ensure that sites are, as far as possible, able to be developed viably and thus facilitate the growth envisaged by the Council's plans throughout the economic cycle without jeopardising the delivery of the DLP.

- **Affordable housing:**

- We have appraised residential schemes with up to 35% and 50% affordable housing in line with the DLP Strategic Policy SP 3 Delivering homes that meet peoples' needs and DMH 1 Affordable housing, which seek to deliver the maximum reasonable amount of affordable housing through a 35% minimum target with an overarching 50% target. The Council's tenure mix sought is in line with the Draft New London Plan Intend to Publish version ('Draft New London Plan') and is set out in Draft Policy DMH 1 Affordable housing. The Draft New London Plan seeks 30% low cost homes (either London Affordable Rent ('LAR') or Social Rent ('SR')), 30% intermediate products (including London Living rent ('LLR') and London Shared ownership ('LSO')) and the remaining 40% to be determined by the borough as either low cost rented homes or intermediate products. Based on this, our testing allowed for the Council's November 2019 preferred tenure mix of 50% LAR (30% + 20%), 20% SR for the rented element and 30% SO for the intermediate element<sup>3</sup>. We have also included costs as appropriate for the Council's other policy requirements identified as having additional costs to development including, contributions towards infrastructure through CIL and S106, wheelchair accessibility, energy and waste reduction.
- The results generated by our appraisals identify that there are significant variations in the percentages of affordable housing that can be provided, depending on private sales values, scheme composition and the existing use value of the site. The results do not point to any particular level of affordable housing that most schemes can viably deliver and we therefore recommend that the current the current strategic target of 50% with a minimum target of 35% be retained, applied on a 'maximum reasonable proportion' basis taking site-specific circumstances into account. Setting a lower proportion of affordable housing is likely to result in a lower overall number of affordable units being delivered, as sites that could have delivered more would no longer do so.
- As proposed, the LBB's affordable housing policy seeks to maximise affordable housing delivery by applying the emerging Draft New London Plan's fast track route, including utilising viability re-appraisal where relevant. Accordingly the DLP allows for flexibility by identifying that schemes are required to provide, "a minimum of 35% affordable housing (subject to financial viability) in accordance with the Draft New London Plan and related supplementary guidance". The LBB's flexible approach to the application of its policies (i.e. subject to viability) remains an important element and will ensure that most developments can come forward over the economic cycle and lifetime of the Plan.

- **Mixed use schemes:**

- The results of our testing of mixed-use developments identifies that the inclusion of up to 35% affordable workspace at 25%-50% of market rents in developments in the borough can be supported and has a nominal impact on viability i.e. this is shown to be less than 5% affordable housing. Factors such as the existing use value of the site and the sales values achievable on a development are identified as having a more significant impact on the viability of schemes.
- As previously identified in the residential testing, the viability of higher density schemes is identified as being challenging in the borough. However, these developments are unviable in certain circumstances due to market factors, rather than the impact of the LBB's proposed policy requirements and standards. These schemes are identified in the appraisals as being unviable at 0% affordable housing and base build costs and are generally located in the low values areas or on higher existing uses or as a result of higher costs given the nature of the scheme.
- Given the findings of our appraisals, we consider that the Council's proposals to deliver affordable workspace under Draft Policy DME 2 Providing flexible, affordable workspace is deliverable and will not have a significant impact on the viability of schemes. We support the Council's flexible approach to the application of this policy with respect to the level of

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<sup>3</sup> Subsequent to this testing the Council has updated its tenure split to a 50% mix of low cost homes including LAR and SR and a 50% mix of intermediate housing including LLR AR or LSO.

discount from market rents and quantum of floorspace sought as this is best determined on a case by case basis. For example to ensure the space is genuinely affordable for tenants, and is in some cases by reference to the re-provision of existing space at current rental levels on the site in question.

- **Private Rented Sector ('PRS') / Build To Rent ('BTR'):**
  - We have tested the requirement of Draft Policy DMH 1 Affordable housing, which also applies to PRS / BTR schemes. We have tested such schemes' viability assuming that the affordable housing is provided as 50% LAR (30% +20%), 20% SR for the rented element and 30% London Living Rent ('LLR') for the intermediate rent<sup>3</sup>.
  - As with standard build for sale residential schemes, the results of our appraisals testing PRS / BTR identify that there is no uniform percentage at which most schemes can be regarded as viable and moreover that the viability of such schemes can be challenging. We therefore consider that the LBBD's policy approach, which seeks to maximise the delivery of affordable housing whilst allowing for the viability assessment of individual schemes that are unable to meet the target affordable housing levels and tenures, is reasonable. This approach will ensure that schemes are delivered during the lifetime of the plan whilst providing the maximum viable quantum of affordable housing
- **Strategic sites:**
  - We have undertaken an assessment of two strategic sites identified by the Council (Thames Road sites and the Former Ford Stamping Plant site). We would also highlight that work is progressing on the Chadwell Heath Masterplan, for which viability work is being undertaken to support it.
  - Our appraisals have identified that the sites tested are able to come forward, however they are not able to meet the full DLP policy requirements. The flexibility provided within the Council's emerging policies will ensure that these sites are still able to come forward.
  - We have undertaken sensitivity testing which demonstrates that the strategic sites are viable at between 15% to 20% affordable housing along with the Council's other policy asks including; affordable workspace, contributions towards infrastructure through CIL and S106, wheelchair accessibility, energy and waste reduction.
  - Given that the DLP policies allow for flexibility in their application where viability is identified as being challenging, which would enable them to come forward, we consider that the identified strategic sites are deliverable/developable and able to support the majority of the emerging THDLP policy requirements. We are of the opinion that the Council's policies build in an appropriate level of flexibility both specifically where policies have cost implications as well as identifying an overarching flexible approach through Draft Policy DMM 1 Planning obligations (Section 106) to ensure the maximum amount of affordable housing and contributions that a scheme can reasonably support are provided.
- **Vacant building credit ('VBC')**
  - The VBC is intended to provide incentives to developers to bring forward development on sites which are currently occupied by vacant buildings. Due to high sales values in the borough and strong competition between developers for sites, incentives to reuse existing vacant sites are rarely if ever required. We consider that the VBC has the potential to adversely impact on the Council's ability to meet its affordable housing targets. The VBC is a blunt tool that does not appropriately deal with the viability of schemes in the borough i.e. which in some instances goes too far and reduces the quantum of affordable housing from a scheme more than the viability of the scheme could deliver and in other instances might not go far enough in assisting a scheme with significant development complications.
  - We have also identified a significant concern with respect to the interplay between the VBC and CIL, whereby a non-consistent definition of "vacant" can result in a building being considered to be vacant for the VBC tests but occupied for CIL liable floorspace calculation.

- In light of the above, we recommend that the Council consider including further wording in Draft Policy DMM 1 Planning obligations (Section 106) in addition to mentioning the requirement to accord with the Draft New London Plan Intend to Publish version Policy H9 Vacant building credit. This should seek to assess schemes' viability on a case by case basis so that the 'maximum reasonable' proportion of affordable housing is delivered on sites whilst ensuring deliverability of the scheme and make clear that schemes seeking to follow the VBC approach would not be eligible for the Fast Track Route. Further, we recommend that Draft Policy DMM 1 Planning obligations (Section 106) should explicitly reiterate the Draft New London Plan policy wording that *"if an applicant is claiming that the scheme qualifies for VBC, it cannot also claim the vacant buildings are 'in-use' for the purpose of calculating liability for the Community Infrastructure Levy"*.<sup>4</sup>

## COVID-19

- 1.8 The research and appraisal assumptions underpinning the outcomes and advice set out in this viability study were established between September 2019 and February 2020, prior to the outbreak of the Novel Coronavirus (COVID-19), which was declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020.
- 1.9 COVID-19 has impacted global financial markets, with travel restrictions having been implemented by many countries, but now being lifted across Europe. Market activity has been impacted in many sectors and the exact consequences of the COVID-19 outbreak on the development industry are yet to be fully established. The RICS has lifted its requirements for valuers to include 'material uncertainty clauses' in their valuation reports of residential properties in August 2020.
- 1.10 Market commentary has been published by a number of sources considering the current position and potential future impacts on property and development activity in England. At present it is unclear what the impact on development is, however, the consensus is that business and consumer confidence, the duration of the lockdown period and the success of the Government's measures to limit the lockdown's economic effect are all playing a role in the recovery.
- 1.11 July 2020<sup>5</sup> identified that that data for June showed a continued recovery in market activity. They went on to state that, *"as the market recovers, it will be supported by the Chancellor's recent announcements. He has set a number of measures to support the economy as the country emerges from lockdown. Most relevant to the Housing Market is the "Stamp Duty Holiday" that exempts the first £500k of a property purchase from tax"*. Savills estimate 90% of residential property transactions no longer incur stamp duty, saving buyers up to £15,000.
- 1.12 We note that the headline of the August 2020 Nationwide House Price Index Report identified that *"House prices recover from recent dip to reach new all-time high. Robert Gardiner, Nationwide's Chief Economist reports that "UK house prices rose by 2.0% in August, after taking account of seasonal effects, following a 1.8% rise in July. This is the highest monthly rise since February 2004 (2.7%). As a result, annual house price growth accelerated to 3.7%, from 1.5% last month"*.
- 1.13 A similar position is reported by Russell Galley, the Managing Director of The Halifax in their August 2020 House Price Index Report. He states that, *"House prices continued to beat expectations in August, with prices again rising sharply, up by 1.6% on a monthly basis. Annual growth now stands at 5.2%, its strongest level since late 2016, with the average price of a property tipping over £245,000 for the first time on record"*. He balances this by stating that, *"Notwithstanding the various positive factors supporting the market in the short-term, it remains highly unlikely that this level of price inflation will be sustained. The macroeconomic picture in the UK should become clearer over the next few months as various Government support measures come to an end, and the true scale of the impact of the pandemic on the labour market becomes apparent"*.

<sup>4</sup> We note that subsequent to our initial advice the Council has updated Draft Policy DMM 1 Planning obligations (Section 106) to include text in relation to the VBC.

<sup>5</sup> Savills Research UK Residential – July 2020, UK Housing Market Update

1.14 Savills's Market commentary published in September 2020<sup>6</sup> identifies that;

*"While we always treat a single month's figure with caution, this brings annual growth to 3.7%, the fastest growth in over three years. Growth over the last two months more than reverses the price falls earlier in the summer". They go on to set out that, "Activity also remains robust. In the RICS survey for August, 82% of surveyors reported rising numbers of new buyer enquiries, while 73% saw rising numbers of new instructions. This supply/demand mismatch has increased competition in the mainstream market, supporting the current value growth. The stamp duty holiday has also contributed to greater buyer demand".*

*Other metrics show activity levelling off, albeit from a record high. Analysis of TwentyCI data shows there were 50% more sales agreed subject to contract in the first week of September than the same time in 2019. Although still high, this is a 16% fall on the previous week, with relatively flat growth in the few weeks before that. The market has been boosted by pent-up demand until now, but it seems this demand is starting to return to more normal levels".*

1.15 We note that although Savills have applied a blanket assumption of a reduction in prices of 7.5% in 2020 across the UK in their five-year mainstream market house prices forecast (first published in June 2020), there has clearly been a strong recovery since this was published. Savills forecast identifies a recovery and return to growth in London in 2021 of 6% and a cumulative growth figure of 12.48% between 2021 and 2024.

1.16 This commentary is not meant to suggest that the results of this viability assessment cannot be relied upon; rather, it has been included in order to be clear and transparent with all parties, in a professional manner that given the extraordinary circumstances being experienced in 2020, we recommend that the Council keep the assessment of development viability in their area under review.

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<sup>6</sup> Savills UK Housing Market Update 14 September 2020

## 2 Introduction

- 2.1 The London Borough of Barking and Dagenham ('the Council') has commissioned this study to consider the ability of developments to accommodate emerging DLP policies alongside prevailing rates of Community Infrastructure Levy ('CIL') in the adopted Charging Schedule, subject to indexation. 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 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 and actual development sites, with particular reference to the impact on viability of the Council's emerging planning policies alongside adopted 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 must always be tempered by a level of flexibility in application of policy requirements on a site by site basis.
- 2.3 In light of the above we would highlight that 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. The Study therefore provides an evidence base to show that the requirements set out within the NPPF, CIL regulations and NPPG are satisfied. The key underlying principle is that planning authorities should use evidence to strike an appropriate balance between the desirability of policy requirements and the potential impact upon the economic viability of development across their area.
- 2.4 As an area wide study this assessment makes overall judgements as to viability of development within the London Borough of Barking and Dagenham 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. 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>7</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."* This position is reflected in the NPPF, which indicates at para 57 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"*. This is reiterated in the NPPG (para 007 Reference ID: 10-007-20190509) which provides further detail on this including an illustrative list of circumstances where viability should be assessed in decision making.

### Economic and housing market context

- 2.6 The housing and commercial property markets are inherently cyclical. The downwards adjustment in house prices in 2008/9 was followed by a prolonged period of real house price growth. By 2010 improved consumer confidence fed through into more positive interest from potential house purchasers. However, this brief resurgence abated with figures falling and then fluctuating in 2011

<sup>7</sup> Although this document was published prior to the draft NPPF and NPPG, it remains relevant for testing local plans. The approaches to testing advocated by the LHDG guidance are consistent with those in the draft PPG. The same cannot be said of some of the approaches advocated in the RICS guidance (particularly its approach to site value benchmark) but these have always been inconsistent with the LHDG guidance and the approach now advocated in the draft PPG. In any event, the focus of the RICS guidance is on testing individual plans rather than testing plan policies.

and 2012. The improvement in the housing market towards the end of 2012 continued through into 2013, at which point the growth in sales values improved significantly through to the last quarter of 2014, where the pace of the improvement was seen to moderate and continued to do so in 2015. The UK economy sustained momentum following the result of the UK's referendum on its membership of the European Union (EU), and as a result the UK housing market surprised many in 2016. The average house price rose 4.5%, which was 0.2% lower than our forecast and ahead of the level recorded in 2015. While first time buyer numbers continued to recover in 2016, overall transaction levels slowed as some home movers and investors withdrew from the market.

- 2.7 The referendum held on 23 June 2016 on the UK's membership of the EU resulted in a small majority in favour of exit. The immediate aftermath of the result of the vote was a fall in the Pound Sterling to a 31-year low and stocks overselling due to the earnings of the FTSE being largely in US Dollars. As the Pound dropped significantly this supported the stock market, which has since recouped all of the losses seen and is near the all-time highs. Since this point we have been in a period of uncertainty in relation to many factors that impact the property investment and letting markets. In March 2017 (the point at which Article 50 was triggered signalling the official commencement of the UK's exit from the EU), the Sterling Exchange Rate Index ("ERI") fell a further 1.5% from the end of February and was 10.5% lower compared with the end of March 2016. Since August 2017 the Bank of England's ("BoE's") Inflation Reports have identified that Sterling has broadly remained around 15%-20% below its pre-referendum peak (November 2015), however the January 2020 Report identifies that Sterling has appreciated by around 1.5% since the November Report (down from the 2% increase reported in December). The January report goes on to identify that, *"Market contacts suggest that is likely to reflect the reduction in uncertainty about the range of potential outcomes for the Brexit process, especially in the near term. Lower uncertainty over other areas of future government policy may also have played a part. Prices of risky assets have risen too. Over the forecast period, the MPC's projections are conditioned on sterling remaining broadly flat and the prevailing level of asset prices"*. This is a key consideration in the property market as the cheaper pound has resulted in interest from foreign investors.
- 2.8 The International Monetary Fund's ("IMF's") reporting on growth in the UK market over the last few years has reflected the uncertainty experienced in the market. The IMF's World Economic Outlook Report ('WEO') identified that 2019 would experience similarly low levels of growth as those achieved in 2018. Its initial forecasts of 1.5% (October 2018 and January 2019) were 0.1% higher than those reported as achieved in 2018 at the time. The 2019 growth figure was then revised upon every subsequent publication of the IMF's WEO, reflecting the sensitivity of the market to the uncertainties around the UK's Exit from the EU. In April 2019 the IMF reduced the figure to 1.2%, increased this in July 2019 to 1.3%, then reduced it again to 1.2% in October 2019. The figure has subsequently been reported back up at 1.3% as at January 2020. The current growth forecasts for 2020 and 2021 show small increases in GDP at 1.4% and 1.5% respectively, which remain at low levels by historic standards.
- 2.9 The majority win by the Conservatives in the December 2019 General Election resulted in more certainty around the than there had been for over three years, especially following the passing of the withdrawal bill in the House of Commons during the early weeks of January and the subsequent exit from the EU on 31 January 2020. Markets have responded positively to this, with the FTSE 100 closing the year up 12% at 7,542 points. On the ground agents reported the week of the General Election to be the best week of 2019 for exchanges and 2020 has started positively. These improvements and the resilience in the market are however still tempered by heightened uncertainty relating to post EU exit arrangements.
- 2.10 The Bank of England ("BoE") Monetary Policy Report ("MPR") January 2019 summarises the economic position as follows:

*"UK GDP growth slowed last year, reflecting weaker global growth and elevated Brexit uncertainties. Output is expected to have been flat in 2019 Q4. Growth in regular pay has fallen back to around 3½%, though unit labour costs have continued to grow at rates above those consistent with meeting the inflation target in the medium term. CPI inflation fell to 1.3% in December, core CPI inflation declined to 1.4%, and core services inflation is below its target-consistent range. The unemployment rate has remained low and stable, and employment growth has picked up. Following its annual*

*reassessment of supply-side conditions, the Committee judges that there has been a somewhat greater margin of spare capacity in the economy over recent years, which has been exerting downward pressure on domestically generated inflation*

*The most recent indicators suggest that global growth has stabilised, reflecting the partial easing of trade tensions and the significant loosening of monetary policy by many central banks over the past year. Global business confidence and other manufacturing indicators have generally picked up. Domestically, near-term uncertainties facing businesses and households have receded. Surveys of business activity have picked up, quite markedly in some cases, and investment intentions appear to have recovered. Housing market indicators have strengthened and consumer confidence has increased slightly”.*

- 2.11 The January MPR forecasts that, *“UK GDP growth is projected to pick up a little in early 2020. Further ahead, and conditioned on a market path for Bank Rate that falls slightly over the forecast period, the recovery in UK growth is supported by a pickup in global activity, a further decline in Brexit uncertainties and the Government’s announced spending measures. Support from these factors is sufficient to boost demand growth above weakened potential supply growth. As a result, slack is eroded gradually over the first part of the forecast period and a margin of excess demand builds thereafter. CPI inflation is projected to remain below the MPC’s 2% target throughout this year and much of 2021. Further out, and conditioned on market yields, strengthening domestic price pressures, alongside a waning drag from energy prices, mean that inflation reaches the 2% target by the end of next year and rises slightly above it by the end of the forecast period”.*
- 2.12 Halifax’s Managing Director, Russell Galley states in the February 2020 House Price Index Report that, *“House prices kicked off the year with a modest monthly increase, rising by 0.4% in January following the stronger gains of 1.8% and 1.2% seen in December and November respectively. As a result, annual growth remained relatively stable at 4.1%, up just a fraction from the end of 2019”.* This position is echoed by Nationwide’s Chief Economist, Robert Gardiner in their January 2020 House Price Index Report.
- 2.13 Nationwide and Halifax have acknowledge that the economic and political uncertainty in 2019 had an impact on the market, with Nationwide reporting that, *“Indicators of UK economic activity were fairly volatile for much of 2019, but the underlying pace of growth slowed through the year as a result of weaker global growth and an intensification of Brexit uncertainty”.* Halifax identifies that *“a number of important market indicators continue to show signs of improvement”* which is confirmed by Nationwide who set out in their Report that, *“Healthy labour market conditions and low borrowing costs appear to be offsetting the drag from the uncertain economic outlook”.*
- 2.14 Halifax goes on to set out that they, *“have seen a pick-up in transactions with more buyer and seller activity consistent with a reduction in uncertainty in the UK economy. However, it’s too early to say if a corner has been turned. The recent positive figures may actually represent activity that would ordinarily have been expected to take place last year, but was delayed by economic uncertainty”*
- 2.15 Going forward both Nationwide and Halifax concur that, *“while housing market activity has undoubtedly increased over recent months, the extent to which this persists will be driven by housing policy, the wider political environment and trends in the economy”* (Halifax, February 2020). Further, *“much will continue to depend on how quickly uncertainty about the UK’s future trading relationships lifts, as well as the outlook for global growth”* (Nationwide, January 2020).
- 2.16 Halifax forecast, *“a moderate rate of house price growth over the course of the year”* citing that *“demand is likely to continue to exceed the supply of properties for sale across the UK”,* as well as the *“subdued pace of new building also adding to upwards price pressure”* and mortgage affordability remaining largely favourable. This contrasts with Nationwide’s January report which forecasts that they expect, *“the economy to continue to expand at a modest pace in 2020, with house prices remaining broadly flat over the next 12 months”.*
- 2.17 A number of the large residential property consultancy companies including; BNP Paribas Real Estate, JLL, Knight Frank and Savills agree that uncertainty regarding the outcome of the UK’s exit from the EU has weighed on buyer sentiment through 2019, but that the Conservatives majority win of the

General Election has eased this uncertainty for the first time in three years and early signs suggest that markets have responded positively. Savills reported in their February 2020 report Market in Minutes: Residential Development Land that, “2019 was a year of uncertainty, with a slowdown in activity leading up to the general elections. The result of the election did however bring some confidence to buyers with an increase in enquiries for homes in December”.

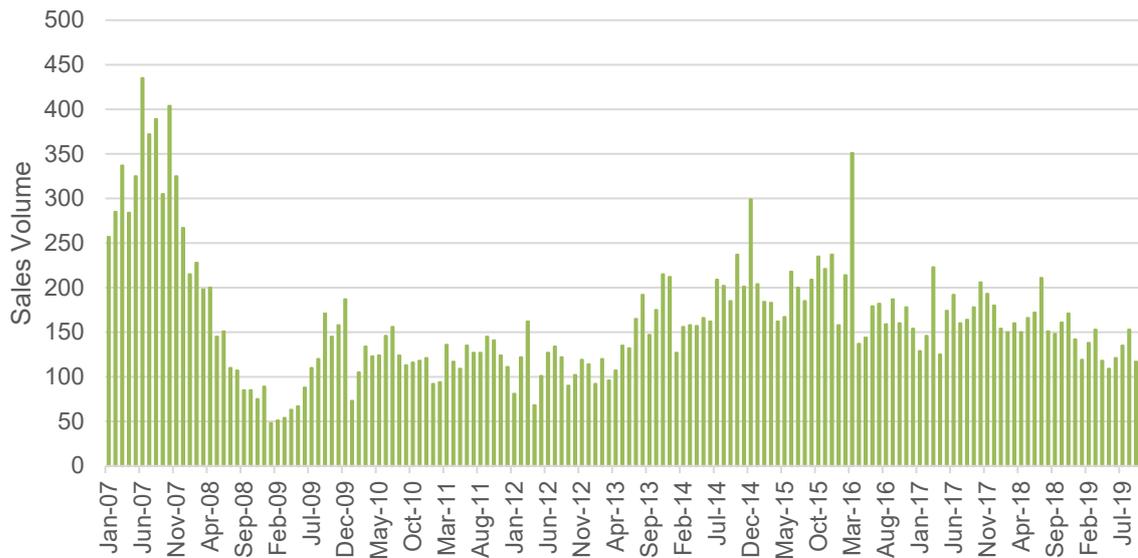
- 2.18 Knight Frank forecast the key issues for the market in their UK Residential Market Forecast 2020-2024. They identified that in the short-term, the removal of some of the uncertainty as result of the general election delivering a Conservative majority would *“pave the way for the release of some of the pent-up demand that has built in recent years, though the extent to which this translates into transactions will depend on the size of the pricing expectation gap between buyers and sellers. The risk of a no-deal has not completely disappeared, however, and December 2020 marks the end of the transition period, potentially raising the spectre of a no-deal in the second half of 2020. Elsewhere, interest rates are also likely to begin a gradual process of normalisation in 2020, which could mark the end of a period of ultra-low mortgage rates and squeeze affordability for some purchasers. Even so, we expect rates to be low compared to long-term norms by the end of the forecast period, with economists expecting interest rates of below 2% by 2023”*.
- 2.19 It is worth noting that the stamp duty changes introduced in December 2014 when purchasing residential property continues to have an effect on the housing market, as it encourages first time buyers, who predominantly purchase lower priced properties, to pay lower stamp duty rates: up to £125,000 (0%), up to £250,000 (2%); and discourages wealthier families to buy property who have the capital to buy a £1,000,000 home but now have to pay 10% stamp duty rates, which will significantly impede their budgets and affordability. However, for overseas investors, the post-EU referendum fall in sterling has offset the impact of higher Stamp Duty to a large extent. As first noted in BNP Paribas Real Estate’s Q2 2017 Housing Market Report, *“the market has become increasingly reliant on first-time buyers, especially with the depletion of mortgaged movers from the market. Income weakness clearly has potential to dent activity amongst this group given the high average loan-to-value ratios needed to gain the first step on the ladder.”* In addition, there remains the further impact on the market of recent legislative and tax changes on the purchase of second properties.
- 2.20 Although there is optimism in the forecasts for growth to the residential markets, there is consensus from the large residential property consultancy companies that it remains extremely difficult to forecast this market with any certainty. Once the timescale for negotiations of trade deals become clearer some bounce back is anticipated as the political and economic environment becomes more stable, but this will be broadly dependent on how the negotiations for the UK’s future relationship with the EU continues to unfold over the transition period.
- 2.21 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 a low level of price growth is expected over the next year with a return to stronger sales value growth in 2021 - 2024, when it is anticipated that there will be more certainty on the deal agreed for the UK’s exit from the EU and employment growth, wage growth and GDP growth return towards trend levels. We provide further detail on the mainstream London market sales value forecasts below.
- 2.22 House prices in Barking and Dagenham have followed recent national trends, with values falling in 2008 to 2009, recovering strongly and exceeding previous peak of the market prices to May 2014 and continued to grow strongly until November 2016. From November 2016 the market slowed and values dropped up until April 2017, from which point they started to grow again but at a more modest rate, however the market become more volatile given the uncertainties of the UK’s departure from the EU, (see Figure 2.22.1). Sales volumes in the area fell below historic levels in 2009 and have not returned to the levels achieved during the period leading up to 2007 (see Figure 2.22.2).

**Figure 2.22.1: Average house prices in LB Barking and Dagenham**



Source: Land Registry

**Figure 2.22.2: Sales volumes in London Borough of Barking and Dagenham (sales per month)**



Source: Land Registry

2.23

The future trajectory of house prices is currently uncertain, although JLL, Knight Frank and Savills currently forecast growth in house prices over the next five years (see Table 2.23.1 below). They identify that the Mainstream London market will grow by between 17% to 4% over the period between 2020 to 2024 inclusive. This is compared to a UK average of between 15% to 17% cumulative growth over the same period.

**Table 2.23.1: House price forecasts for prime and mainstream London markets and the UK market as a whole**

Market	2020	2021	2022	2023	2024	Cumulative growth
Greater London – JLL (November 2019)	1.0%	2.5%	4.5%	4.5%	3.5%	17.0%
Mainstream London - Knight Frank (January 2020)	0.0%	2.0%	3.0%	4.0%	3.0%	13.0%
Mainstream London – Savills (November 2019)	-2.0%	1.5%	1.0%	1.0%	2.5%	4.0%
UK – JLL (November 2019)	1.0%	2.5%	4.0%	3.5%	3.0%	15.0%
UK – Knight Frank (January 2020)	2.0%	3.0%	4.0%	4.0%	3.0%	17.0%
UK – Savills (November 2019)	1.0%	4.5%	3.0%	3.0%	3.0%	15.0%

### PRS / BTR market context

- 2.24 The proportion of households privately renting is forecast to increase from under 10% in 1991 to circa 25% by 2021, largely as a result of affordability issues for households who would have preferred to owner occupy<sup>8</sup>. Over the same period, the proportion of households owner occupying is forecast to fall from 69% to under 60%. These trends are set to continue in the context of a significant disparity between average household incomes and the amounts required to purchase a residential property in the capital.
- 2.25 Perceived softening of the housing for sale market has prompted developers to seek bulk sales to PRS / BTR operators, with significant flows of investment capital into the sector. Investment yields have remained stable in the zones 3 to 6 London market at circa 3.5% to 3.75%. PRS / BTR housing as an asset class is still emerging and valuation portfolios and development opportunities is difficult in the context of lack of data. As the market matures, more information will become available, facilitating more sophisticated approaches to valuing and appraising PRS / BTR developments.
- 2.26 The PRS / BTR market is still immature and as a consequence there is little data available on management costs and returns that would assist potential entrants into the market. However, viability assessments of schemes brought forward to date confirm that profit margins are lower than build for sale on the basis that a developer will sell all the PRS / BTR units in a single transaction to an investor/operator. The income stream is therefore akin to a commercial investment where a 10 -15% profit on GDV is typically sought.
- 2.27 A reduced profit margin helps to compensate (to some degree) for the discount to market value that investors will seek. PRS / BTR units typically transact at discounts of circa 20% of market value on the basis of build to sell.
- 2.28 On larger developments, PRS / BTR can help to diversify the scheme so that the Developer is less reliant on build to sell units. Building a range of tenures will enable developers to continue to develop schemes through the economic cycle, with varying proportions of units being provided for sale and rent, depending on levels of demand from individual purchasers. However, demand for build for rent product will also be affected by the health of the economy generally, with starting and future rent levels more acutely linked to changes in incomes of potential tenants.

<sup>8</sup> Knight Frank PRS Update August 2017

## National Policy Context

### The National Planning Policy Framework ('NPPF')

- 2.29 In February 2019, the government published a revised NPPF and revised PPG, with subsequent updates to the PPG in May and September 2019.
- 2.30 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”*.
- 2.31 Paragraph 57 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”*.
- 2.32 In urban areas, the fine grain pattern of types of development and varying existing use values make it difficult to realistically test a sufficient number of typologies to reflect every conceivable scheme that might come forward over the plan period. The Council’s emerging Strategic Policy SP3: Delivering homes that meet people’s needs acknowledges that some sites may not be able to meet all planning requirements and policies are applied and the maximum reasonable amount of affordable housing on all private sector schemes will be sought, *“subject to viability and site context”* so that site-specific issues can be taken into account. This enables schemes that cannot provide as much as the 50% overarching affordable housing target sought by Policy DMH 1 Affordable housing to still come forward rather than being sterilised by a fixed or ‘quota’ based approach to affordable housing.
- 2.33 Prior to the publication of the updated NPPF, the meaning of a *“competitive return”* to landowners had been the subject of considerable debate. For the purposes of testing the viability of a Local Plan, the Local Housing Delivery Group concluded that the existing use value of a site (or a credible alternative use value) plus an appropriate uplift, represents a competitive return to a landowner. Some members of the RICS considered that a competitive return should be determined by market value, 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 revised 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, 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 danger 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

- 2.34 The LBBB approved its CIL Charging Schedule in November 2014 and it came into effect on 3 April 2015. The CIL Regulations establish a mechanism for inflating CIL on an annual basis using the Building Cost Information Service (BCIS) All-in-Tender Price Index and the RICS CIL Index (Regulation 40 (as amended in 2019) *“to keep the levy responsive to market conditions”* (NPPG Community Infrastructure Levy Para 049)). The figures in Table 2.34.1 below reflect the adopted rates

and the 2020 inflated charging rates (i.e. inflated from November 2014 to November 2019).

**Table 2.34.1: CIL rates per net additional sq m in the adopted Charging Schedule**

Use	Rate (£ per sq m)	Indexed Rate (£ per sq m)
<b>Residential Zone 1:</b> Barking Town Centre, Leftley and Faircross	£70	£91.69
<b>Residential Zone 2:</b> Barking Riverside	£25	£32.75
<b>Residential Zone 3:</b> Rest of borough	£10	£13.10
Supermarkets and Superstores of any size <sup>9</sup>	£175	£229.22
Office (B1a)	Nil	Nil
Business (Research and Development - B1b, Light Industry - B1c, General Industrial - B2 and Storage and Distribution - B8)	£5	£6.55
Municipal Leisure	Nil	Nil
Health Development used wholly or mainly for the provision of any publicly funded medical or health services except the use of premises attached to the residence of the consultant or practitioner	Nil	Nil
Education Development used wholly or mainly for the provision of education as a school or college under the Education Acts or as an institution of higher education	Nil	Nil
All other non-residential uses	£10	£13.10

- 2.35 As a Local Charging Authority, the LBB is required to calculate, collect and enforce the Mayoral CIL2, which replaced the MCIL1 on 1 April 2019. The LBB is located within MCIL2 Charging Zone 3 for which the charge is £25 per square metre (un-indexed) charge on most development (except medical/health and educational facilities). MCIL2 does not set higher charges for commercial uses in the 'Rest of London' area. This study takes into consideration the full unindexed cost associated with the MCIL2.

### Local Policy context

- 2.36 The study takes into account the emerging policies and standards initially set out in the LBB's emerging DLP consultation document published in November 2019 and updated in September 2020. These include inter alia affordable housing requirements; sustainability, accessibility and developer contributions towards infrastructure. There are numerous policy requirements that are now embedded in base build costs for schemes in London addressing the London Plan requirements, which are mirrored in borough Local Plans (i.e. secure by design, lifetime homes, landscaping, amenity space, internal space standards, car parking, waste storage, tree preservation and protection etc.). Therefore, it is unnecessary to establish the cost of all these pre-existing policy requirements.
- 2.37 Draft Strategic Policy 3 Delivering homes that meet peoples' needs identifies the LBB's objective of optimising affordable housing seeking the maximum reasonable amount of affordable housing on all private sector housing schemes, subject to viability and site context. Draft Policy DMH 1 Affordable Housing provides further details of the Council's affordable housing requirements, identifying that it will seek to meet an overarching target of 50% of on-site affordable housing. This is to be achieved by aligning the Council's affordable housing policy and viability threshold for affordable homes with the emerging Draft New London Plan Intend to Publish version (Draft New London Plan) Policy H6

<sup>9</sup>Supermarkets: Self-service stores selling mainly food, with a trading floorspace less than 2,500 square metres, often with car parking.

Threshold approach to applications, i.e. maximising affordable housing delivery through a minimum 35% target on sites capable of providing 10 or more self-contained units, subject to viability. Draft Policy DMH 1 Affordable Housing also includes requirements for the inclusion of early and advanced stage review mechanisms in line with the emerging Draft New London Plan Policy DMM1 'Planning Obligations'.

- 2.38 In addition, Draft Policy DM1 Affordable housing also seeks to ensure that all new dwellings contribute to the delivery of a range of housing tenures in accordance with the following tenure split (or in any subsequent updates on affordable housing products):
- I. 50% mix of social housing including London Affordable Rent (LAR) or Social Rent (SR); and
  - II. 50% mix of intermediate housing including London Living Rent (LLR), Affordable Rent (AR) or London Shared Ownership (LSO).
- 2.39 Draft Policy DMH 2 Housing mix identifies that development is required to provide a range of unit sizes (including larger family sized homes) in accordance with the Council's preferred dwelling size mix table, or in any subsequent affordable housing needs evidence in light of future circumstances. The Draft Policy goes on to identify that where a different housing size mix is proposed, the Council will have regard to up-to-date evidence of housing need and all of the issues such as the housing type, site characteristics, viability, location and other constraints in accordance with the Draft New London Plan to determine whether the housing size mix is acceptable.
- 2.40 In addition to affordable housing the LBB requires developments to contribute towards the delivery of necessary infrastructure through development contributions secured through CIL and Section 106 contributions. To this end Draft policy DMM 1 Planning obligations (Section 106) identifies that the Council may use planning obligations to address a development's impacts and to ensure it aligns with the development plan for the borough. This may include planning obligations applied in line with the requirements set out in the DLP and the Planning Obligations Supplementary Planning Document (SPD) including but not limited to elements such as but not limited to; affordable housing, affordable workspace, sustainability elements e.g. carbon offset payments where policy requirements are not met on site, air quality, biodiversity etc. The Policy sets out that developments which cannot meet the DLP requirements due to viability impacts will be expected to provide evidence of this in a financial appraisal submitted as part of the planning application. It goes on to identify that if a financial appraisal demonstrates that planning obligations cannot viably be afforded, the Council will prioritise affordable housing, sustainability, public transport improvements and employment.
- 2.41 Draft Policy SP 2 Delivering a well-designed, high-quality and resilient built environment seeks to deliver a safe, convenient, accessible and inclusive built environment and interesting public spaces and social infrastructure for all. Draft strategic Policy SP 3 Delivering homes that meet peoples' needs identifies that the Council will seek to meet wheelchair accessible accommodation and require it across all tenures where possible. We note that the Draft New London Plan Policy D5 Accessible housing requires at least 10% of new build dwellings meeting Building Regulation requirement M4(3) 'wheelchair user dwellings and all other new build dwellings meet Building Regulation requirement M4(2) 'accessible and adaptable dwellings'.
- 2.42 Draft Policy SP 2 Delivering a well-designed, high-quality and resilient built environment also seeks to champion sustainable design and construction principles; including water and waste management, resource efficiency and emission control, and by encouraging the efficient use of existing buildings and previously developed land and seek to mitigate and adapt to climate change. This theme is further expanded on in Draft Policy DMD 1 Securing high-quality design, which expects development to adopt a multi-faceted approach to, and prioritise, sustainability.
- 2.43 Draft Policy DMSI 2 Energy, heat and carbon emissions sets out the Council's expectation that, major development to contribute and where possible exceed the borough's target of becoming carbon neutral by 2050 by maximising potential carbon reduction on-site and demonstrating the achievement of net zero carbon homes and buildings, in line with the Council's latest guidance. To this end, development proposals will be required to submit a detailed Energy Assessment, following the most recent guidance from the GLA, demonstrating how the development has been designed in accordance

with the energy hierarchy and relevant policies set out in Policy SI 2 of the Draft New London Plan. Where it is clearly demonstrated that the zero-carbon target cannot be achieved on-site and there is a well-justified shortfall, applicants will be expected to make a financial contribution in agreement with the Council, either through a cash in lieu contribution to the Council's Carbon Offset Fund, or agreement of sufficient alternative offsetting arrangements within the borough via planning obligations.

- 2.44 Draft Policy DMSI 9 Demolition, construction and operational waste identifies that, All new and refurbishment development proposals must submit a strategy for the minimisation and collection of waste and recycling and include sufficient and accessible space in their design and layout for waste storage and collection within developments, in accordance with the London Waste Recycling Board's (LWARB) latest guidance on recycling and storage. As a minimum, appropriate facilities must be provided, both within individual units and for the building as a whole, in order to separate and store dry recyclables (card, paper, mixed plastics, metals, glass), organic and residual waste.
- 2.45 Draft Policy DMSI 7 Water management identifies that as a minimum all development must:
- a) utilise permeable surfaces (including on areas of public realm and on small surfaces such as front gardens and driveways) unless they can be shown to be unfeasible
  - b) seek advice from the Council as the Lead Local Flood Authority (LLFA) as to their preference on Sustainable Drainage Systems (SuDs).
- 2.46 Development proposal should aim to meet Green Field run-off rates and ensure that surface water run-off is managed as close to its source as possible in line with Policy SI 13 of the Draft New London Plan and the drainage hierarchy. All major development must incorporate sustainable drainage systems (SUDs) into proposals and manage surface water run-off to. Proposals for minor and householder development are also expected to incorporate SUDs where feasible.
- 2.47 Policy DME 2 Providing flexible, affordable workspace requires development proposals of a minimum of 1,000 sq m of office and workspace to incorporate an appropriate provision of affordable workspace on-site, offered at below market rate, for shared workspace and/or small business units through a Section 106 agreement, subject to development viability. This is in line with Draft New London Plan Policy E3 Affordable workspace. Policy DME 2 Providing flexible, affordable workspace goes on to identify that this space must meet the needs of local start-ups, small-to-medium enterprises and creative industries. In addition, the applicant should establish robust management links with a registered workspace agreed by the Council and be able to:
- a demonstrate that there is sufficient critical mass to ensure the sustainability of any provision; and
  - b provide units in turnkey form which are accepted by the Council following completion.
- 2.48 In circumstances where it is not feasible to meet onsite delivery the draft policy identifies that a cash in lieu contribution may be accepted where there would have demonstrable benefits for furthering affordable workspace in the borough and other policies in the Plan.

### **Development context**

- 2.49 Barking and Dagenham is an outer London borough located in east London. It is halfway between the City of London, the UK's financial centre, and the M25 motorway which circles the capital. The borough is bordered by the London Borough of Havering to the east; the River Thames to the south; and the London boroughs of Newham and Redbridge to the west. The borough has numerous transport routes, being served by London Underground (District Line and Hammersmith and City Line), London Overground (eastern terminus of Gospel Oak to Barking) and National Rail main line services (Great Eastern Main Line from London Liverpool Street to Chelmsford and Southend and C2C to and from Fenchurch Street to Southend). The Borough also benefits from the Shenfield-Liverpool Street stopping "metro" service operated by TfL Rail.
- 2.50 Public Transport Accessibility Levels ('PTAL') are highest in Barking, where PTALs reach level 6A/6B, meaning excellent, with Chadwell Heath, Dagenham, Upney and Beacon Tree being the next best-connected locations achieving PTAL level 3 or 4. There are however areas in the Borough which are

as low as 0/1a/1b (meaning the lowest levels of accessibility).

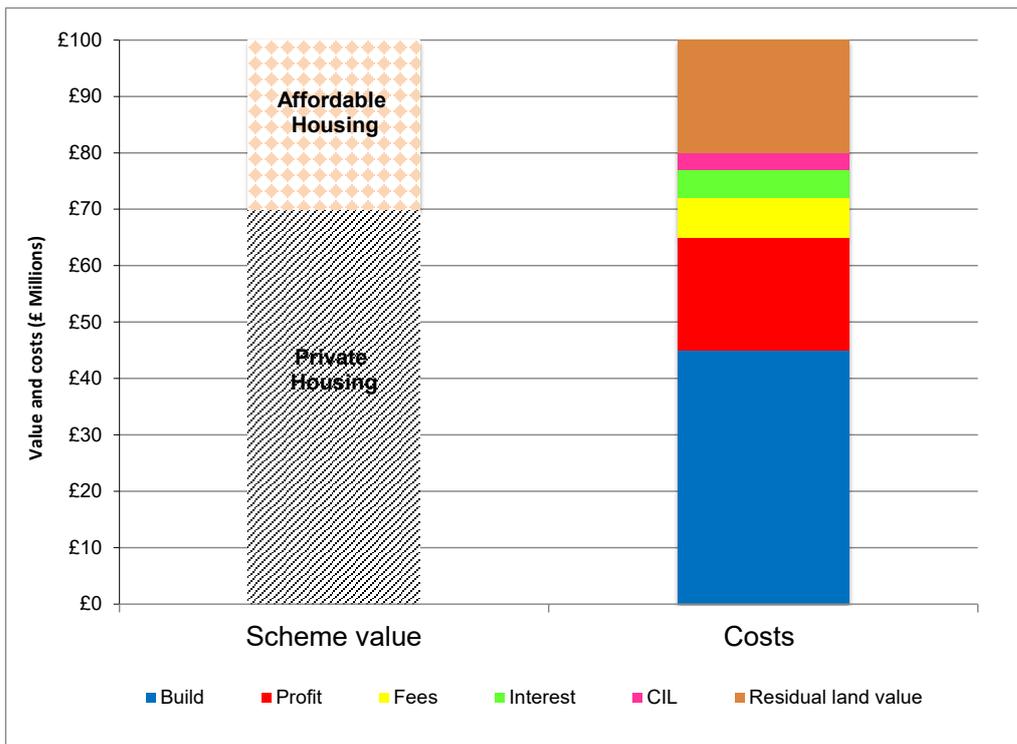
- 2.51 Developments in Barking and Dagenham range from small in-fill sites to major regeneration schemes. The bulk of development (in terms of volume of units) is expected to come forward on sites in the identified regeneration areas and highly accessible locations such as Barking, Chadwell Heath Dagenham and Barking Riverside.
- 2.52 Barking Riverside is part of the London Riverside Opportunity Area. In September 2015 the GLA adopted an Opportunity Area Planning Framework (OAPF) for the London Riverside area, setting out how over 26,000 new homes and 16,000 new jobs will be created for London. Barking Riverside is now the largest housing development in east London, with planning permission for up to 10,800 new homes, as well as healthcare, shopping, community and leisure facilities. The 4.5 km extension to the London Overground Gospel Oak to Barking line to Barking Riverside is now in progress and will also deliver a new station at Barking Riverside. Train services will start in December 2021. As with many of the London Opportunity areas, it is recognised that without a new rail link in place the full potential of the development at Barking Riverside could not be achieved.
- 2.53 The TfL Rail service between Shenfield and Liverpool Street will be re-branded as the Elizabeth line as part of the Crossrail project, this will extend the service beyond Liverpool Street to Paddington and onwards to Reading and Heathrow Airport. This will provide quicker transport connections into central London, Canary Wharf, west London and Heathrow. This will drive development, attract investment and act as a catalyst for regeneration within the Chadwell Heath and Marks Gate Sub-Area. In particular it is envisaged that the Chadwell Heath Industrial Area will be comprehensively regenerated and redeveloped to deliver a coherent, liveable and affordable neighbourhood. This will deliver more and better jobs, as part of a more diverse and modernised industrial base for the borough, alongside new, high quality, mixed use tenure housing for local people and working Londoners.
- 2.54 Barking and Dagenham is London's single biggest growth opportunity with some of the best-value land for development, including many of capital's largest stretches of undeveloped riverside frontage, and most affordable premises for businesses, large and small in London. As a consequence, the Borough has significant opportunities for development through the recycling of previously developed sites, including vacant and under-utilised industrial land. In particular the Borough is keen to actively pursue a strategy to relocate suitable businesses from industrial locations in other parts of the Borough to Dagenham Dock, so as to free up these locations for alternative land uses, including residential.

### 3 Methodology

- 3.1 The NPPG on Viability identifies at Para 003 Reference ID: 10-003-20180724 that, “Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable. Plan makers can use site typologies to determine viability at the plan making stage”. The NPPG goes on to identify at Para 004 Reference ID: 10-004-20190509 that, “A typology approach is a process plan maker can follow to ensure that they are creating realistic, deliverable policies based on the type of sites that are likely to come forward for development over the plan period”. The NPPG also identifies at Para 003 Reference ID: 10-003-20180724 that “In some circumstances more detailed assessment may be necessary for particular areas or key sites on which the plan relies”.
- 3.2 The NPPG sets out the Government’s recommended approach to viability assessment for planning. Para 010 Ref ID: 10-010-20180724 sets out this standardised approach, which is essentially a residual appraisal methodology, i.e. “Viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it. This includes looking at the key elements of gross development value, costs, land value, landowner premium and developer return”.
- 3.3 Our methodology follows standard development appraisal conventions, which is advocated by the NPPG on Viability, using locally-based sites and assumptions that reflect local market circumstances and planning policy requirements. The study is therefore specific to LBB and reflects the Council’s existing and emerging planning policy requirements.

#### Approach to testing development viability

- 3.4 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, 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.



- 3.5 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 may not go ahead, unless there are alternative funding sources to bridge the 'gap'.
- 3.6 Problems with key appraisal variables can be summarised as follows:
- Development costs are subject to national and local monitoring and can be reasonably accurately assessed in 'normal' circumstances. In LBB, some sites will be previously developed. These sites can sometimes encounter 'exceptional' costs such as decontamination. Such costs can be very difficult to anticipate before detailed site surveys are undertaken but should in normal circumstances be reflected in bids for sites from developers;
  - 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 the obligations are deferred, the less 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. While profit levels were typically around 15% of completed development value at the peak of the market in 2007, banks currently require schemes to show a profit level that is reflective of current perceived risk. Typically, developers and banks have been targeting between 17% to 20% profit on value of the private housing element dependant on the nature of the scheme.
- 3.7 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>10</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.
- 3.8 Clearly, however, landowners have expectations of the value of their land which often exceed the value of the current use. Ultimately, if landowners' 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

- 3.9 In February 2019, the government published a revised NPPF, which indicates at para 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, green and digital infrastructure). Such policies should not undermine the deliverability of the plan"*. The NPPF is not prescriptive on the type of methodology local planning authorities should use when assessing viability. The NPPG on Viability indicates that benchmark land value should be based on existing use value, plus a premium for the landowner. It goes on to note *"the premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for*

<sup>10</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'.

*development while allowing a sufficient contribution to fully comply with policy requirements” (Para 013, Ref ID 10-013-20190509).*

- 3.10 Guidance from other planning bodies is also helpful in understanding benchmark land value. The Mayor’s Affordable Housing and Viability SPG focuses on decision making in development management, rather than plan making, but indicates that benchmark land values should be based on existing use value plus a premium which should be *“fully justified based on the income generating capacity of the existing use with reference to comparable evidence on rents, which excludes hope value associated with development on the site or alternative uses”*.
- 3.11 The Local Housing Delivery Group published guidance<sup>11</sup> in June 2012 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”*.
- 3.12 In light of the weaknesses in the market value approach, the Local Housing Delivery Group guidance 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”*.
- 3.13 The examination on the Mayor of London’s first CIL charging schedule in January 2012 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” (Para 9).*
- 3.14 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” (Para 32 – emphasis added).*
- 3.15 It is important to stress, therefore, that there is no single threshold land value at which land will come forward for development, particularly in urban areas. 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.
- 3.16 Respondents to consultations on planning policy documents in other authorities in London have made various references to the 2012 RICS Guidance on ‘Viability in Planning’ and have suggested that charging authorities should run their analysis using benchmark land values based on market values.

<sup>11</sup> Viability Testing Local Plans: Advice for planning practitioners, Local Housing Delivery Group, Chaired by Sir John Harman, June 2012

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.

- 3.17 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 Haringey, 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":

*"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".*

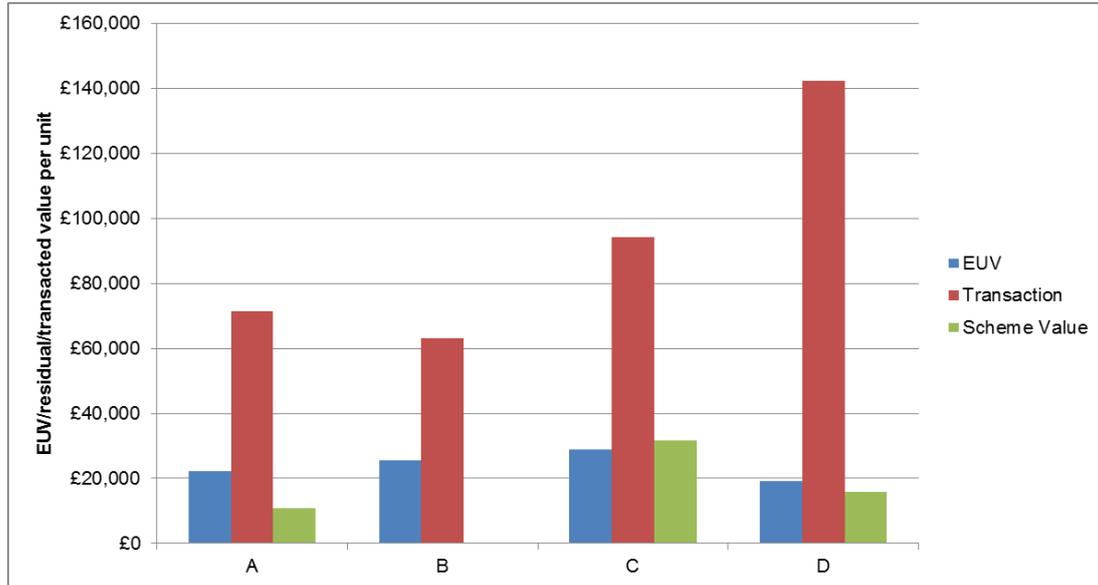
- 3.18 The Guidance goes on to state that *"it would be inappropriate to assume an uplift based on set percentages ... given the diversity of individual development sites"*.

- 3.19 Commentators also make reference to 'market testing' of benchmark land values. This is another variant of the benchmarking advocated by respondents outlined at paragraph 3.16. 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.

- 3.20 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 3.20.1. 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 3.20.1: Comparison of scheme residual value to existing use value and price paid for site**



- 3.21 The issue is recognised in the May 2019 revisions to the PPG, which draw attention to the propensity for prices paid for sites to exceed benchmark land values “*due to different assumptions and methodologies used by individual developers, site promoters and landowners*” (Para 014, Ref ID 10-014-20190509). As a consequence, the NPPG goes on to identify in the same para that market evidence, “*should not be used in place of benchmark land value [as] there may be a divergence between benchmark land values and market evidence*”.
- 3.22 NPPG recognises the concerns we have outlined above in relation to the differences between purchase prices/market values, the proposed residual value of the scheme and an existing use benchmark value. As a consequence, the NPPG stresses on no fewer than five separate occasions that, “*price paid for land*” should not be reflected in viability assessments.
- 3.23 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.

## 4 Appraisal assumptions

### Development typologies

- 4.1 Residential development typologies, reflecting both the range of sales values/capital values and also sizes/types of development and densities of development across the LBBB area. The Council and be First have considered these in light of historic planning applications and knowledge of anticipated future development within the borough. These typologies are therefore reflective of developments that have been consented/delivered as well as those expected to come forward in the LBBB in future.
- 4.2 Details of the schemes selected for testing purposes are provided below in Table 4.2.1. A consistent unit mix has been adopted for both private and affordable tenures, as shown in Table 4.2.2. The mix varies between type of development.

**Table 4.2.1: Development typologies**

Typology No.	Number of units	Housing type	Dev Density (units per ha)	Net Dev Area (ha)	Commercial uses
1	13	Houses	130	0.10	n/a
2	20	Flats	100	0.20	n/a
3	60	Flats	126	0.48	n/a
4	100	Flats	153	0.65	n/a
5	135	Flats & houses	89	1.52	n/a
6	200	Flats	990	0.20	n/a
7	300	Flats	1,111	0.27	n/a
8	400	Flats	930	0.43	n/a
9	600	Flats	384	1.56	n/a
MU1	1,090	Flats	519	2.10	2,700 sq m flexible retail commercial uses 1,070 sq m employment office use (B1(a)(c))
MU2	155	Flats	201	0.77	5,020 sq m employment industrial uses (B1c/B2/B8) 190 sq m flexible retail commercial uses
MU3	200	Flats	667	0.30	470 sq m employment office use (B1(a))

**Table 4.2.2: Unit mix applied across all tenures**

Typology No.	1B flat	2B flat	3B flat	2B House	3B house	4B house
Size (sq m)	50	70	95	83	102	115
1	0%	0%	0%	70%	30%	0%
2	30%	70%	0%	0%	0%	0%
3	58%	42%	0%	0%	0%	0%
4	26%	39%	35%	0%	0%	0%
5	33%	31%	3%	0%	0%	33%
6	49%	51%	0%	0%	0%	0%

Typology No.	1B flat	2B flat	3B flat	2B House	3B house	4B house
Size (sq m)	50	70	95	83	102	115
7	25%	75%	0%	0%	0%	0%
8	50%	40%	10%	0%	0%	0%
9	62%	38%	0%	0%	0%	0%
12	0%	0%	0%	70%	30%	0%
MU1	25%	65%	11%	0%	0%	0%
MU2	29%	48%	24%	0%	0%	0%
MU3	54%	35%	11%	0%	0%	0%

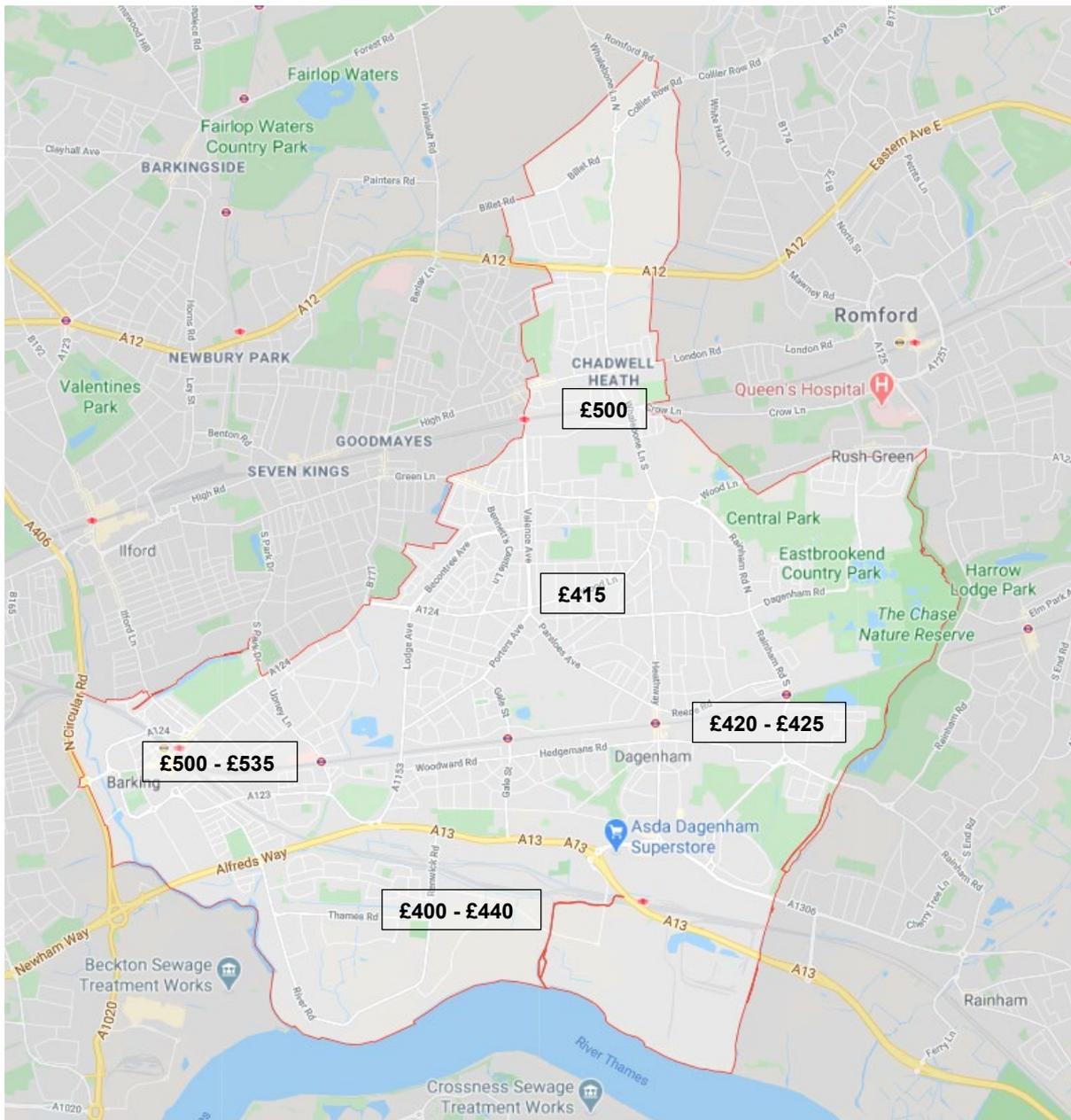
### Residential sales values

- 4.3 Residential values in the area reflect national trends in recent years but do of course vary between different sub-markets. To establish appropriate values for testing purposes we have considered comparable evidence of new build schemes in the borough from a range of sources including; online databases such as Molor, Rightmove and Land Registry as well as pricing schedules submitted by developers with planning applications for schemes coming forward in the LBBB's area. This exercise indicates that developments in the borough will attract average sales values ranging from circa £4,467 per square metre (£415 per square foot) to £5,759 per square metre (£535 per square foot), as shown in Figure 4.3.1 overleaf. The highest sales values are achieved in the Barking Town Centre area. Developments in Becontree and Valance Park are lowest, but there tends to be fewer sites available in this area than in other parts of the borough.
- 4.4 In light of this we have applied the average sales values set out in Table 4.4.1 in our appraisals, which reflect the range achieved generally in the LBBB's area.

**Table 4.4.1: Average sales values adopted in appraisals**

Ave values £s per sq m	Ave values £s per sq ft
Barking Town Centre Flats (CIL Zone 1)	£5,759
Barking Town Centre Flats and Houses (CIL Zone 1)	£5,382
Barking Riverside Flats (CIL Zone 2)	£4,736
Barking Riverside Flats and Houses (CIL Zone 2)	£4,306
Chadwell Heath (CIL Zone 3)	£5,382
Dagenham and Beam Parklands Flats (CIL Zone 3)	£4,844
Dagenham and Beam Parklands Flats and Houses (CIL Zone 3)	£4,575
Becontree and Valance Park (CIL Zone 3)	£4,467

**Figure 4.3.1 Sales values in LBB (approx. £s per square foot)**



Sources: Map – Google; Values – Land Registry; Molior London; submitted viability appraisals supporting planning applications (research conducted in August 2019)

- 4.5 Regeneration continues at pace in the borough with new build developments and supporting/catalytic infrastructure forming the foundation of the new identity of Barking and Dagenham and particularly in locations such as Barking Riverside. Other locations such as Chadwell Heath and Dagenham will benefit from future infrastructure improvements including Crossrail and the scale of regeneration envisaged for the Borough.
- 4.6 In our experience the delivery of such infrastructure, growth and placemaking significantly improves areas and results in significant regenerative growth factors over and above standard market growth, often referred to as a regeneration premium. In their 2019 research report 'Regeneration: transforming London's landscape', CBRE identify that, "Regeneration can significantly improve an area and the quality of life for its residents. It helps enhance public realm, connectivity and local amenities. Transforming an area into a more desirable place to live, regeneration increases the

*demand for homes. As a result, the price growth of residential properties in the area outperform the wider market". In their research CBRE identifies that, "from the start of the regeneration, prices increase by 1.5% per annum over and above wider growth. However, this premium increases to 3.6% when the regeneration program has become established; the point of realisation". We note that the case studies presented in the research report identify a range of regeneration premiums achieved of between 1.5% to 7.6% annual growth over and above over and above wider growth. Given the scale of regenerative transformation planned in the borough, we consider that there is scope for significant growth in sales values in excess of standard market growth forecasts.*

- 4.7 As noted earlier in the report, sentiment in the market of residential forecasts from a number of residential property consultancy companies 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 sensitivity analyses assuming a 10% growth in sales values accompanied by a 5% cost inflation. The results of these sensitivity analyses are set out in **Appendix 2** and provide the Council with an indication of the impact of changes in values and costs on scheme viability.

### Affordable housing tenure and values

- 4.8 The LBBB's DLP Draft Policies SP2 Delivering homes that meet peoples' needs and DM1 Affordable housing seek to maximise affordable housing delivery through a minimum requirement of 35%, with a 50% strategic target. As set out in section 2 above, Draft Policy DM1 Affordable housing identifies that the Council will seek affordable housing on sites capable of providing ten or more units, with contributions towards affordable housing on sites of 2-9 units. The DLP seeks affordable housing to be provided in line with the Draft New London Plan Policy H7 Affordable housing tenure, which requires a minimum split of; 30% low cost rented homes (either LAR or SR), a minimum of 30 per cent intermediate products which meet the definition of genuinely affordable housing, (including LLR and SO), and the remaining 40% to be determined by the borough as low cost rented homes or intermediate products based on identified need. Given this, based on the need in the borough, the DLP seeks a minimum of 30% provide as low cost rented homes ( including LAR), a minimum of 30% intermediate homes (including SO) and 40% of low cost rented homes to be split 50:50 between LAR and social rent ('SR'), and intermediate (including SO).
- 4.9 In light of the above and following discussions with the Council, we have adopted a tenure split of 50% LAR (i.e. 30% +20%), 20% SR and 30% intermediate housing provided as SO in our appraisals.
- 4.10 Table 4.10 sets out the rents of London Affordable Rent units as identified by the Mayor of London.

**Table 4.10.1: London Affordable Rents adopted in study**

Unit type	London Affordable Rent per week
1 bed	155.13
2 beds	164.24
3 beds	173.37
4 beds	182.49

- 4.11 We have used our bespoke model to value the affordable housing, which replicates how RPs undertake such appraisals. This model runs cashflows for the rented tenures in the LBBB's area over a period of circa 35 years which capitalises the net rental income stream. With respect to the SR accommodation the model calculates the gross rent for these properties derived from a combination of relative property values (as at January 1999) and relative local earnings. The net rent is then calculated by taking into account factors such as: standard levels for individual registered providers ('RP's') management and maintenance costs; finance rates currently obtainable in the sector; allowances for voids and bad debt.

- 4.12 For shared ownership units, we have assumed that RPs will sell initial equity stakes of 25% and charge a maximum rent of 2.75% on the retained equity. A 10% charge for management is deducted from the rental income and the net amount is capitalised using a yield of 5%.
- 4.13 RPs are permitted to increase rents by CPI plus 1% per annum which we have reflected in our assessment.
- 4.14 The CLG/HCA 'Shared Ownership and Affordable Homes Programme 2016-2021: Prospectus' document clearly states that Registered Providers will not receive grant funding for any affordable housing provided through planning obligations on developer-led developments. The Mayor of London's "Homes for Londoners Affordable Housing Programme 2016-21 Funding Guidance" (November 2018) identifies that "*The Mayor has secured £3.15bn from the Government to fund new affordable homes for Londoners. This funding is expected to support starts for at least 90,000 new affordable homes in London through to 2021. The Mayor and Government have agreed at least 58,500 of this total will be a combination of London Living Rent and shared ownership.*" The guidance goes on to set out that "*The GLA will fund affordable housing through three different routes:*
- *The Approved Provider route, with a single set grant rate for London Affordable Rent at or below the benchmarks, and a different set grant rate for both London Living Rent and London Shared Ownership;*
  - *The Developer-led route, with a single set grant rate to increase the level of affordable homes provided on section 106 sites;*
  - *Negotiated grant rates mainly for supported and specialised housing, and for London Affordable Rent at levels above the benchmarks.*

*The GLA does not expect to allocate its entire available grant in this programme through the initial bidding round. There will be further opportunities to bid on an ongoing basis, once the initial allocations are made."*

- 4.15 In light of the above we consider that developments receiving grant funding will be the exception rather than the rule and consequently, all our appraisals, which we rely upon for testing the LBBD's emerging planning policies assume nil grant. Clearly where grant funding does become available over the plan period, it should facilitate an increase in the provision of affordable housing when developments come forward.

#### **BTR/PRS schemes**

- 4.16 We have also tested the delivery of Typologies 3, 4, 6-9 as BTR/PRS schemes in the borough. We have adopted the rents as set out in Table 4.16.1 below following research into rents achievable in PRS schemes in the borough using the Molior London database and submitted viability assessments submitted with planning applications for specific BTR/PRS schemes coming forward in the borough. We have capitalised these rents at a net yield of 3.75%, in line with market research published by Knight Frank<sup>12</sup> and CBRE<sup>13</sup>. As we have adopted a net yield we have included an allowance at the upper end of the range of 25% for operating costs (this accounts for the costs of maintenance, lettings management, repairs, void periods, insurance, utilities and replacement of fixtures and fittings etc.). We consider this to be a conservative allowance as in our experience this figure can be lower. We have tested the delivery of such schemes at a range of affordable housing (0% to 50%) provided as DMR units included at rental levels in line with the Council's preferred tenure split of 50% LAR, 20% SR and 30% London Living Rents (as identified by the GLA).

<sup>12</sup> Knight Frank Residential Yield Guide January 2020

<sup>13</sup> CBRE UK Residential Investment Market Overview Q4 2019

**Table 4.16.1: BTR/PRS rents adopted in study**

Unit type	Gross rent per month
One bed	£1,150
Two bed	£1,350
Three bed	£1,400

- 4.17 We have allowed for a developer return/profit level of 15% on the revenue given the reduced risk associated with this form of residential development, as many schemes are forward funded and the risks associated with void periods etc. are already factored into the 25% operating costs.

### Rents and yields for commercial development

- 4.18 Our assumptions on rents and yields for the retail, office, industrial and more commercial residential accommodation models tested in this study are summarised in Table 4.18.1. These assumptions are informed by transactions in the borough over the past year.

**Table 4.18.1: Commercial rents (£s per square metre) and yields**

Commercial floorspace	Rent per square metre (sq ft)	Investment yield	Other assumptions: Rent free / void
Flexible retail commercial uses	£25 per sq m	6.5%	18 months
Employment office use (B1(a)(c))	£22.50 per sq m	5.75%	24 months
Employment industrial uses (B1c/B2/B8)	£13 per sq m	4.25%	18 months

### Affordable workspace

- 4.19 Through Draft Policy DM7 Providing flexible, affordable workspace, the Council requires development proposals which generate new employment floorspace to incorporate an appropriate provision of affordable workspace on-site, offered at below market rate, for shared workspace and/or small business units subject to development viability. This is in line with the Draft New London Plan Policy E3 Affordable workspace.
- 4.20 Neither Draft Policy DM7 Providing flexible, affordable workspace in the DLP or Policy E3 Affordable workspace in the Draft New London Plan are prescriptive in their definition as to the level of discount to market rents or the quantum of space to be provided in developments as affordable workspace. In light of this, we have accordingly tested such space assuming; discounts to market rents of 25% and 50% capitalised at a yield 1% higher than market yields. We have tested these assumptions on 10%, 20%, 30% and 35% of the proposed commercial floorspace into perpetuity.

### Build costs

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

**Table 4.21.1 BCIS build costs**

Type of development	BCIS cost	Base cost (£ per sq m)	External works	Total Cost (before policy costs)
Houses	Estate housing - Generally	£1,510	10%	£1,661
Flats – lower density (T2, T3, T4 & T5)	Flats -Generally	£1,737	10%	£1,911
Flats – higher density (T6, T7, T8, T9)	Flats – 6 or more storeys	£2,098	10%	£2,308
Flexible retail commercial uses	Shops - Generally	£1,288	10%	£1,417
Employment uses (office/industrial (B1(a)(c)/B2/B8)	Purpose built factories	£1,723	10%	£1,896

4.22 As noted in Table 4.21.1, the base costs above are increased by 10% to account for external works (including car parking spaces). A further allowance of 6% on base costs for the costs of meeting the energy requirements now embedded into Part L of the Building Regulations has been included.

4.23 In addition to the build costs outlined above adopted in this study, our appraisals include a contingency of 5% of build costs.

### Zero carbon and BREEAM

4.24 The '*Greater London Authority Housing Standards Review: Viability Assessment*' estimates that the cost of achieving zero carbon standards is 1.4% of base build costs. We have applied this uplift in costs to the base build costs outlined above.

4.25 For commercial developments, we have increased base build costs by 1% to allow for the extra-over costs of achieving BREEAM 'excellent' standard<sup>14</sup>. This is assumed to also address the 'excellent;' standard in relation to water efficiency, for which no clear data is available.

### Accessibility standards

4.26 Our appraisals assume that all units are constructed to meet wheelchair accessibility standards (Category 2) apply to all dwellings at an average cost of £521 per house and £924 per unit for flats. In addition, we have assumed that Category 3 standard applies to 10% of dwellings at a cost of £22,694 per house and £7,908 per flat<sup>15</sup>. 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).

### Waste reduction

4.27 We understand from other viability studies we have undertaken that waste reduction requirements under Draft Policy DM29 Managing our waste will increase the extent of waste storage required for the extent of recycling and an allowance of £250 per dwelling should be added for additional cupboard space.

<sup>14</sup> Based on '*Delivering Sustainable Buildings: savings and payback*', BREEAM and Sweett Group Research 2014, which identified an increase of between 0.87% to 1.71% of build costs

<sup>15</sup> Based on DCLH '*Housing Standards Review: Cost Impacts*' September 2014

### **Professional fees**

- 4.28 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.

### **Development finance**

- 4.29 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**

- 4.30 Our appraisals incorporate an allowance of 3% for marketing costs, which includes show homes and agents' fees, plus 0.5% for sales legal fees.

### **Mayoral CIL**

- 4.31 As previously identified, MCIL2 is payable on most developments that receive planning consent from 1 April 2019. LBBB falls within Band 3, where a CIL of £25 per square metre is levied. The Mayoral CIL takes precedence over Borough requirements, including affordable housing. Our appraisals take into account Mayoral CIL.

### **LBBB CIL**

- 4.32 As noted previously, the LBBB adopted their CIL Charging Schedule in April 2015. The rates of the LBBB's CIL are summarised in Table 2.32.1 earlier in this report, which we have accordingly allowed for in our appraisals at 2020 indexed figures. 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 will be the case for some development sites in the LBBB. However, for the purposes of our appraisals, we have assumed that there is no deduction for existing floorspace, which is a conservative assumption.

### **Section 106 costs**

- 4.33 To account for residual Section 106 requirements, we have included an allowance of £1,000 per unit for residential uses. The actual amounts will of course be subject to site-specific negotiations when schemes are brought forward through the development management process.

### **Development and sales periods**

- 4.34 Development and sales periods vary between schemes. However, our sales periods are based on an assumption of 30% off plan sales and a sales rate of 6 units per month. This is reflective of current sales rates whereas in improved markets, a sales rate of up to 8 units per month and above might be expected. We also note that many schemes in London have sold entirely off-plan, in some cases well in advance of completion of construction. 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 assumes that units are sold over varying periods after completion, which is a conservative approach.

### **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. In 2007, profit levels were at around 13-15% of development value. However, following the impact of the credit crunch and the collapse in interbank lending and the various government bailouts of the banking sector, profit margins have increased. 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 house builders 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 the outcome of the referendum on the UK's membership of the EU. We have therefore adopted a profit margin of 18% of private GDV for testing purposes, although individual schemes may require lower or higher profits, depending on site specific circumstances.
- 4.38 Our assumed return on the affordable housing GDV is 6%. A lower return on the affordable housing 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.
- 4.39 For PRS / BTR and commercial elements of schemes we have allowed for profit levels of 15% on GDV, which we consider to be conservative assumptions for developments of this nature.

### **Exceptional costs**

- 4.40 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 detailed 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.
- 4.41 It is expected however, that when purchasing previously developed sites developers will have undertaken reasonable levels of due diligence and would therefore have reflected obvious remediation costs/suitable contingencies into their purchase price.

### **Benchmark land values**

- 4.42 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.
- 4.43 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.
- 4.44 The four benchmark land values used in this study (see Table 4.44.1 below) have been selected to provide a broad indication of likely land values across the LBB's area, but it is important to recognise that other site uses and values may exist on the ground. There can never be a single threshold land

value at which we can say definitively that land will come forward for development, especially in urban areas.

- 4.45 It is also necessary to recognise that a landowner will require an additional incentive to release the site for development<sup>16</sup>. The premium above current use value would be reflective of specific site circumstances (the primary factors being the occupancy level and strength of demand from alternative occupiers). For policy testing purposes it is not possible to reflect the circumstances of each individual site, so a blanket assumption of a 20% premium has been adopted to reflect the ‘average’ situation.
- 4.46 Redevelopment proposals that generate residual land values below existing 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 existing use value justifies a higher benchmark than those assumed, then appropriate adjustments may be necessary. As such, existing use values should be regarded as benchmarks rather than definitive fixed variables on a site by site basis.

### Benchmark land values

- 4.47 **Benchmark Land Value 1:** This benchmark assumes higher value secondary office space on a hectare of land, with 40% site coverage and 3 storeys. The rent assumed is based on lettings of second hand offices in the area at £11.50 per square foot. We have assumed a £50 per square foot allowance for refurbishment and a letting void of two years. The capital value of the building would be £12.076 million, to which we have added a 20% premium, resulting in a benchmark of £14.492 million.
- 4.48 **Benchmark Land Value 2:** This benchmark assumes lower value secondary office space on a hectare of land, with 40% site coverage and 3 storeys. The rent assumed is based on lettings of second hand offices in the area at £9 per square foot. We have assumed a £40 per square foot allowance for refurbishment and a letting void of two years. The capital value of the building would be £7.292 million, to which we have added a 20% premium, resulting in a benchmark of £8.75 million.
- 4.49 **Benchmark Land Value 3:** This benchmark assumes higher value secondary industrial space on a hectare of land, with 40% site coverage and 1.25 storeys. The rent assumed is based on such lettings of second hand premises in the area at £9.50 per square foot. We have assumed a £35 per square foot allowance for refurbishment and a letting void of two years. The capital value of the building would be £5.7 million, to which we have added a 20% premium, resulting in a benchmark of £6.84 million.
- 4.50 **Benchmark Land Value 4:** This benchmark assumes lower value secondary industrial space on a hectare of land, with 40% site coverage and 1 storey. The rent assumed is based on such lettings of second hand premises in the area at £7 per square foot. We have assumed a £20 per square foot allowance for refurbishment and a letting void of two years. The capital value of the building would be £3.411 million, to which we have added a 20% premium, resulting in a benchmark of £4.093 million

**Table 4.44.1: Summary of Benchmark Land Values**

Use	Benchmark per gross hectare
Benchmark land value 1 - Higher value secondary offices	£14,491,643
Benchmark land value 2 - Lower value secondary offices	£8,749,936
Benchmark land value 3 - Higher value secondary industrial	£6,840,486
Benchmark land value 4 - Lower value secondary industrial	£4,092,614

<sup>16</sup> This approach is therefore consistent with the National Planning Policy Framework, which indicates that development should provide “competitive returns” to landowners. A 20% return above current use value is a competitive return when compared to other forms of investment.

## 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 1 to 4. We have modelled 9 residential development typologies, reflecting different densities and types of development that have and are likely to come forward in the LBBB's area over the life of the emerging Local Plan. We have also modelled the viability of 7 of these typologies delivered as BTR schemes.
- 5.2 The typologies are tested separately allowing for the LBBB's policy requirements applied in a cumulative manner to test the increased burden on development. For the 9 standard residential schemes we have tested the following scenarios:
- 50% LAR, 20% SR and 30% SO
    - current costs and values:
      - 0% affordable housing - 50% affordable housing.
    - 10% sales value growth and 5% cost inflation:
      - 0% affordable housing - 50% affordable housing.
    - 5% drop in sales values:
      - 0% affordable housing - 50% affordable housing.
- 5.3 For the 7 BTR schemes we have tested the following scenarios:
- 50% LAR 20%SR and 30% LL
    - current costs and values:
      - 0% affordable housing - 50% affordable housing.
- 5.4 Viability has been tested on the above affordable housing scenarios. It should be noted that if a scheme is shown to be viable, a greater level of affordable housing might be deliverable within the 'interval' that has been tested. For example, if a scheme is shown to be viable with 25% affordable housing, but not with 30% affordable housing the actual level of affordable housing that could be provided will fall between 26% and 29%. Likewise if a scheme is viable at 30% and unviable with 35%, the scheme will be able to provide between 31 and 34%. Schemes that are viable at 35% affordable housing could potentially provide a higher level of affordable housing.
- 5.5 For the three mixed use schemes tested we have also considered the implications of including affordable workspace on the viability of schemes. We have accordingly tested the following affordable workspace scenarios:
- 10% affordable workspace
    - current costs and values:
      - 25% of market rent
      - 50% of market rent
  - 20% affordable workspace
    - current costs and values:
      - 25% of market rent
      - 50% of market rent
  - 30% affordable workspace
    - current costs and values:
      - 25% of market rent
      - 50% of market rent
  - 35% affordable workspace
    - current costs and values:
      - 25% of market rent
      - 50% of market rent

5.6 Each page of the results show the residual land value ('RLV') (shown in the grey boxes at the top of the page) generated by the particular scheme/typology being tested (based on the particular combination of affordable housing percentage (shown down the left hand column of the results), tenure of AH, private residential sales values tested (identified in the boxes at the top of the results sheets)) and compares these RLVs to each of the four benchmark land values, (shown in the yellow boxes on the right hand side of the page). The comparison of the RLVs against a particular benchmark are shown in a series of results grids below the RLVs and the specific benchmark they are being measured against.

- Green shading in the results grids indicates that scheme is viable (where the residual land value is higher than the benchmark land value); and
- Red shading indicates that the scheme is unviable (where the residual land value is lower than the benchmark Land Value).

5.7 The testing identifies the cumulative impact of the LBBB's requirements. The first set of results indicate the residual values of schemes with no policy requirements i.e. just base build costs with no Section 106 or CIL contributions, sustainability and accessibility requirements etc. These policy requirements are added incrementally as shown in Table 5.7.1 below.

**Table 5.7.1 Table of cumulative impact of costs tested**

<b>Base costs</b>	<b>Base Costs &amp; CIL &amp; S106</b>	<b>Base Costs, CIL &amp; S106 &amp; Waste reduction</b>	<b>Base Costs, CIL &amp; S106, WR &amp; Carbon Zero</b>	<b>Base Costs, CIL &amp; S106, WR, CZ &amp; M4(2) Accessible</b>	<b>Base Costs, CIL &amp; S106, WR, CZ, M4(2) &amp; 10% Wheelchair units M4(3)</b>
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5.8 An example of the layout and costs used to present the appraisal outputs in this study is provided below. The underlying assumptions on value growth and cost growth (if any) for each set of results are stated at the top of each page in the appendices.

5.9 The example is of development typology T5 (135 Flats and Houses) at residential values of £500 per sq ft. The affordable housing provided in the scheme includes LAR, LLR and SO units at three different percentage splits of these tenures. The appraisal results demonstrate that the scheme could currently viably absorb the policy requirements for CIL and Section 106, waste reduction requirements, Zero Carbon and 10% wheelchair accessibility alongside affordable housing of between 20% and 25% affordable housing when measured against benchmark land value 4.

**Figure 5.8.1: Sample format of results**
**LB Barking and Dagenham  
Local Plan Viability Testing 2019**

T5 - 135 Houses and Flats
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Value Area	Barking Town Centre Flats and Houses (CIL Zone 1)
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No Units	135
Site Area	1.52 Ha

Sales value inflation	0%
Build cost inflation	0%

Residual land values:

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£12,683,279	£11,172,442	£11,141,525	£10,878,277	£10,780,454	£10,498,521
50% SR : 20% LAR : 30% SO	5%	£11,676,463	£10,240,881	£10,209,964	£9,946,716	£9,848,892	£9,566,959
50% SR : 20% LAR : 30% SO	10%	£10,669,649	£9,309,319	£9,278,402	£9,015,154	£8,917,330	£8,631,886
50% SR : 20% LAR : 30% SO	15%	£9,662,833	£8,377,585	£8,346,230	£8,079,256	£7,980,049	£7,694,126
50% SR : 20% LAR : 30% SO	20%	£8,656,019	£7,439,824	£7,408,470	£7,141,497	£7,042,288	£6,756,365
50% SR : 20% LAR : 30% SO	25%	£7,649,204	£6,502,063	£6,470,709	£6,203,736	£6,104,528	£5,818,605
50% SR : 20% LAR : 30% SO	30%	£6,637,144	£5,564,304	£5,532,948	£5,265,975	£5,166,768	£4,880,844
50% SR : 20% LAR : 30% SO	35%	£5,623,171	£4,626,543	£4,595,188	£4,328,215	£4,229,007	£3,943,084
50% SR : 20% LAR : 30% SO	40%	£4,609,197	£3,688,782	£3,657,428	£3,390,455	£3,291,247	£3,005,323
50% SR : 20% LAR : 30% SO	45%	£3,595,224	£2,751,023	£2,719,667	£2,452,694	£2,353,486	£2,066,597
50% SR : 20% LAR : 30% SO	50%	£2,581,249	£1,811,444	£1,779,647	£1,508,895	£1,408,284	£1,118,314

 Residual Land values compared to benchmark land values  
 Benchmark land value 4 - Lower value secondary industrial

**£4,092,614**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£6,475,381	£4,964,545	£4,933,628	£4,670,380	£4,572,556	£4,290,623
50% SR : 20% LAR : 30% SO	5%	£5,468,566	£4,032,983	£4,002,066	£3,738,818	£3,640,994	£3,359,061
50% SR : 20% LAR : 30% SO	10%	£4,461,751	£3,101,421	£3,070,504	£2,807,256	£2,709,432	£2,423,989
50% SR : 20% LAR : 30% SO	15%	£3,454,936	£2,169,687	£2,138,333	£1,871,359	£1,772,151	£1,486,228
50% SR : 20% LAR : 30% SO	20%	£2,448,121	£1,231,926	£1,200,572	£933,599	£834,391	£548,467
50% SR : 20% LAR : 30% SO	25%	£1,441,307	£294,166	£262,811	£-4,162	£-103,370	£-389,293
50% SR : 20% LAR : 30% SO	30%	£429,247	£-643,594	£-674,950	£-941,922	£-1,041,130	£-1,327,053
50% SR : 20% LAR : 30% SO	35%	£-584,727	£-1,581,355	£-1,612,709	£-1,879,683	£-1,978,890	£-2,264,814
50% SR : 20% LAR : 30% SO	40%	£-1,598,700	£-2,519,115	£-2,550,470	£-2,817,443	£-2,916,651	£-3,202,575
50% SR : 20% LAR : 30% SO	45%	£-2,612,674	£-3,456,875	£-3,488,231	£-3,755,204	£-3,854,412	£-4,141,301
50% SR : 20% LAR : 30% SO	50%	£-3,626,648	£-4,396,453	£-4,428,251	£-4,699,002	£-4,799,614	£-5,089,584

## 6 Assessment of the results

- 6.1 This section should be read in conjunction with the full results attached at **appendices 1 to 3** (residential appraisal results), **Appendix 4** (PRS / BTR appraisal results) and Appendix 5 (Mixed use appraisal results). In these results, the residual land values are calculated for scenarios with sales values and capital values reflective of market conditions across the LBBB area. These RLVs are then compared to appropriate benchmark land values.
- 6.2 Development value is finite and particularly in densely developed areas is rarely enhanced through the adoption of new policy requirements. This is because existing use values are sometimes relatively high prior to development. In contrast, areas which have previously undeveloped land clearly have greater scope to secure an uplift in land value through the planning process.
- 6.3 In assessing the results, it is important to clearly distinguish between two scenarios; namely, schemes that are unviable *regardless of the LBBB's policy requirements* and schemes that are viable *prior* to the imposition of policy requirements. If a scheme is unviable before policy requirements, it is unlikely to come forward and policy requirements 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.

### Residential developments

- 6.4 As noted in Section 5.2, we have tested the schemes with 0%-50% affordable housing. The full results, showing the residual land values for each scheme compared to each site's existing use value, are attached in the relevant appendices. Not all schemes will be viable at any given level of affordable housing, particularly in complex urban areas such as the LBBB where schemes may involve a degree of recycling of existing buildings (either through demolition or refurbishment and conversion). The appraisals demonstrate the degree to which varying the affordable housing policy below the emerging targets of 50% and 35% would improve viability.
- 6.5 We set out in tables 6.5.1 to 6.5.4 the results of four typologies tested in each value area measured against each of the four benchmark land values.

**Table 6.5.1: Viability of housing developments (Typology 1: 13 Houses - 130 dwellings per Ha)**

#### Barking Town centre

#### *Measured against benchmark land value 1 (Secondary Office space Higher)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£607,837	£446,569	£443,359	£419,284	£412,595	£384,127
50% SR : 20% LAR : 30% SO	5%	£486,221	£332,706	£329,497	£305,423	£298,734	£270,266
50% SR : 20% LAR : 30% SO	10%	£364,604	£218,845	£215,635	£191,561	£184,872	£156,404
50% SR : 20% LAR : 30% SO	15%	£242,988	£104,983	£101,773	£77,699	£71,010	£42,543
50% SR : 20% LAR : 30% SO	20%	£121,372	-£8,878	-£12,088	-£36,163	-£42,852	-£71,318
50% SR : 20% LAR : 30% SO	25%	-£245	-£122,740	-£125,950	-£150,024	-£156,713	-£185,181
50% SR : 20% LAR : 30% SO	30%	-£121,861	-£236,602	-£239,811	-£263,886	-£270,575	-£299,042
50% SR : 20% LAR : 30% SO	35%	-£243,478	-£350,464	-£353,674	-£377,747	-£384,436	-£412,904
50% SR : 20% LAR : 30% SO	40%	-£365,094	-£464,325	-£467,535	-£491,610	-£498,298	-£526,765
50% SR : 20% LAR : 30% SO	45%	-£486,711	-£578,187	-£581,397	-£605,471	-£612,160	-£640,627
50% SR : 20% LAR : 30% SO	50%	-£608,327	-£692,048	-£695,258	-£719,333	-£726,021	-£754,489

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,182,008	£1,020,739	£1,017,529	£993,455	£986,766	£958,298
50% SR : 20% LAR : 30% SO	5%	£1,060,392	£906,877	£903,667	£879,594	£872,904	£844,437
50% SR : 20% LAR : 30% SO	10%	£938,775	£793,016	£789,806	£765,731	£759,042	£730,575
50% SR : 20% LAR : 30% SO	15%	£817,158	£679,154	£675,944	£651,870	£645,181	£616,714
50% SR : 20% LAR : 30% SO	20%	£695,543	£565,293	£562,083	£538,008	£531,319	£502,852
50% SR : 20% LAR : 30% SO	25%	£573,926	£451,430	£448,220	£424,147	£417,458	£388,990
50% SR : 20% LAR : 30% SO	30%	£452,309	£337,569	£334,359	£310,284	£303,595	£275,129
50% SR : 20% LAR : 30% SO	35%	£330,693	£223,707	£220,497	£196,423	£189,734	£161,267
50% SR : 20% LAR : 30% SO	40%	£209,077	£109,846	£106,636	£82,561	£75,873	£47,405
50% SR : 20% LAR : 30% SO	45%	£87,460	-\$4,016	-\$7,226	-\$31,300	-\$37,989	-\$66,457
50% SR : 20% LAR : 30% SO	50%	-\$34,157	-\$117,878	-\$121,088	-\$145,162	-\$151,850	-\$180,318

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,372,953	£1,211,684	£1,208,474	£1,184,400	£1,177,711	£1,149,243
50% SR : 20% LAR : 30% SO	5%	£1,251,337	£1,097,822	£1,094,612	£1,070,539	£1,063,849	£1,035,382
50% SR : 20% LAR : 30% SO	10%	£1,129,720	£983,961	£980,751	£956,676	£949,987	£921,520
50% SR : 20% LAR : 30% SO	15%	£1,008,103	£870,099	£866,889	£842,815	£836,126	£807,659
50% SR : 20% LAR : 30% SO	20%	£886,488	£756,238	£753,028	£728,953	£722,264	£693,797
50% SR : 20% LAR : 30% SO	25%	£764,871	£642,375	£639,165	£615,092	£608,403	£579,935
50% SR : 20% LAR : 30% SO	30%	£643,254	£528,514	£525,304	£501,229	£494,540	£466,074
50% SR : 20% LAR : 30% SO	35%	£521,638	£414,652	£411,442	£387,368	£380,679	£352,212
50% SR : 20% LAR : 30% SO	40%	£400,022	£300,791	£297,581	£273,506	£266,818	£238,350
50% SR : 20% LAR : 30% SO	45%	£278,405	£186,929	£183,719	£159,645	£152,956	£124,488
50% SR : 20% LAR : 30% SO	50%	£156,788	£73,067	£69,857	£45,783	£39,095	£10,627

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,647,740	£1,486,472	£1,483,262	£1,459,187	£1,452,498	£1,424,030
50% SR : 20% LAR : 30% SO	5%	£1,526,124	£1,372,609	£1,369,399	£1,345,326	£1,338,637	£1,310,169
50% SR : 20% LAR : 30% SO	10%	£1,404,507	£1,258,748	£1,255,538	£1,231,463	£1,224,774	£1,196,307
50% SR : 20% LAR : 30% SO	15%	£1,282,891	£1,144,886	£1,141,676	£1,117,602	£1,110,913	£1,082,446
50% SR : 20% LAR : 30% SO	20%	£1,161,275	£1,031,025	£1,027,815	£1,003,740	£997,051	£968,585
50% SR : 20% LAR : 30% SO	25%	£1,039,658	£917,163	£913,953	£889,879	£883,190	£854,722
50% SR : 20% LAR : 30% SO	30%	£918,042	£803,301	£800,091	£776,017	£769,328	£740,861
50% SR : 20% LAR : 30% SO	35%	£796,425	£689,439	£686,229	£662,155	£655,466	£626,999
50% SR : 20% LAR : 30% SO	40%	£674,809	£575,578	£572,368	£548,293	£541,605	£513,138
50% SR : 20% LAR : 30% SO	45%	£553,192	£461,716	£458,506	£434,432	£427,743	£399,275
50% SR : 20% LAR : 30% SO	50%	£431,576	£347,855	£344,645	£320,570	£313,882	£285,414

## Barking Riverside

### *Measured against benchmark land value 1 (Secondary Office space Higher)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£208,492	£297,512	£300,722	£324,796	£331,485	£359,952
50% SR : 20% LAR : 30% SO	5%	£298,034	£382,783	£385,992	£410,066	£416,756	£445,223
50% SR : 20% LAR : 30% SO	10%	£387,576	£468,052	£471,262	£495,337	£502,026	£530,494
50% SR : 20% LAR : 30% SO	15%	£477,118	£553,323	£556,533	£580,607	£587,296	£615,763
50% SR : 20% LAR : 30% SO	20%	£566,659	£638,593	£641,803	£665,877	£672,567	£701,034
50% SR : 20% LAR : 30% SO	25%	£656,201	£723,863	£727,073	£751,147	£757,836	£786,304
50% SR : 20% LAR : 30% SO	30%	£745,743	£809,134	£812,343	£836,418	£843,107	£871,574
50% SR : 20% LAR : 30% SO	35%	£835,285	£894,404	£897,614	£921,687	£928,376	£956,844
50% SR : 20% LAR : 30% SO	40%	£924,825	£979,674	£982,883	£1,006,958	£1,013,647	£1,042,115
50% SR : 20% LAR : 30% SO	45%	£1,014,367	£1,064,944	£1,068,154	£1,092,229	£1,098,918	£1,127,384
50% SR : 20% LAR : 30% SO	50%	£1,103,909	£1,150,215	£1,153,425	£1,177,498	£1,184,187	£1,212,655

### *Measured against benchmark land value 2 (Secondary Office space Lower)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£365,678	£276,659	£273,449	£249,375	£242,686	£214,218
50% SR : 20% LAR : 30% SO	5%	£276,137	£191,388	£188,179	£164,104	£157,415	£128,948
50% SR : 20% LAR : 30% SO	10%	£186,595	£106,118	£102,908	£78,834	£72,144	£43,677
50% SR : 20% LAR : 30% SO	15%	£97,053	£20,848	£17,638	£6,436	£13,125	£41,593
50% SR : 20% LAR : 30% SO	20%	£7,511	£64,422	£67,632	£91,707	£98,396	£126,863
50% SR : 20% LAR : 30% SO	25%	£82,030	£149,693	£152,903	£176,976	£183,665	£212,133
50% SR : 20% LAR : 30% SO	30%	£171,572	£234,963	£238,172	£262,247	£268,936	£297,404
50% SR : 20% LAR : 30% SO	35%	£261,114	£320,233	£323,443	£347,517	£354,206	£382,673
50% SR : 20% LAR : 30% SO	40%	£350,655	£405,504	£408,713	£432,787	£439,476	£467,944
50% SR : 20% LAR : 30% SO	45%	£440,196	£490,773	£493,983	£518,058	£524,747	£553,214
50% SR : 20% LAR : 30% SO	50%	£529,738	£576,044	£579,254	£603,328	£610,017	£638,484

### *Measured against benchmark land value 3 (Secondary Industrial space Higher)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£556,623	£467,604	£464,394	£440,320	£433,631	£405,163
50% SR : 20% LAR : 30% SO	5%	£467,082	£382,333	£379,124	£355,049	£348,360	£319,893
50% SR : 20% LAR : 30% SO	10%	£377,540	£297,063	£293,853	£269,779	£263,089	£234,622
50% SR : 20% LAR : 30% SO	15%	£287,998	£211,793	£208,583	£184,509	£177,820	£149,352
50% SR : 20% LAR : 30% SO	20%	£198,456	£126,523	£123,313	£99,238	£92,549	£64,082
50% SR : 20% LAR : 30% SO	25%	£108,915	£41,252	£38,042	£13,969	£7,280	£21,188
50% SR : 20% LAR : 30% SO	30%	£19,373	£44,018	£47,227	£71,302	£77,991	£106,459
50% SR : 20% LAR : 30% SO	35%	£70,169	£129,288	£132,498	£156,572	£163,261	£191,728
50% SR : 20% LAR : 30% SO	40%	£159,710	£214,559	£217,768	£241,842	£248,531	£276,999
50% SR : 20% LAR : 30% SO	45%	£249,251	£299,828	£303,038	£327,113	£333,802	£362,269
50% SR : 20% LAR : 30% SO	50%	£338,793	£385,099	£388,309	£412,383	£419,072	£447,539

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£831,411	£742,391	£739,181	£715,107	£708,418	£679,950
50% SR : 20% LAR : 30% SO	5%	£741,869	£657,120	£653,911	£629,836	£623,147	£594,680
50% SR : 20% LAR : 30% SO	10%	£652,327	£571,850	£568,641	£544,566	£537,877	£509,409
50% SR : 20% LAR : 30% SO	15%	£562,785	£486,580	£483,370	£459,296	£452,607	£424,140
50% SR : 20% LAR : 30% SO	20%	£473,244	£401,310	£398,100	£374,025	£367,336	£338,869
50% SR : 20% LAR : 30% SO	25%	£383,702	£316,039	£312,830	£288,756	£282,067	£253,599
50% SR : 20% LAR : 30% SO	30%	£294,160	£230,769	£227,560	£203,485	£196,796	£168,329
50% SR : 20% LAR : 30% SO	35%	£204,618	£145,499	£142,289	£118,215	£111,526	£83,059
50% SR : 20% LAR : 30% SO	40%	£115,078	£60,228	£57,020	£32,945	£26,256	£-2,212
50% SR : 20% LAR : 30% SO	45%	£25,536	£-25,041	£-28,251	£-52,326	£-59,015	£-87,481
50% SR : 20% LAR : 30% SO	50%	£-64,006	£-110,312	£-113,522	£-137,596	£-144,285	£-172,752

**Chadwell Heath**

**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£607,837	£526,815	£523,605	£499,532	£492,842	£464,375
50% SR : 20% LAR : 30% SO	5%	£486,221	£408,941	£405,731	£381,657	£374,968	£346,501
50% SR : 20% LAR : 30% SO	10%	£364,604	£291,067	£287,858	£263,783	£257,094	£228,626
50% SR : 20% LAR : 30% SO	15%	£242,988	£173,193	£169,983	£145,909	£139,220	£110,752
50% SR : 20% LAR : 30% SO	20%	£121,372	£55,319	£52,109	£28,035	£21,346	£-7,121
50% SR : 20% LAR : 30% SO	25%	£-245	£-62,555	£-65,765	£-89,839	£-96,528	£-124,995
50% SR : 20% LAR : 30% SO	30%	£-121,861	£-180,430	£-183,638	£-207,713	£-214,402	£-242,870
50% SR : 20% LAR : 30% SO	35%	£-243,478	£-298,303	£-301,513	£-325,587	£-332,277	£-360,744
50% SR : 20% LAR : 30% SO	40%	£-365,094	£-416,177	£-419,387	£-443,461	£-450,150	£-478,617
50% SR : 20% LAR : 30% SO	45%	£-486,711	£-534,051	£-537,261	£-561,335	£-568,024	£-596,492
50% SR : 20% LAR : 30% SO	50%	£-608,327	£-651,926	£-655,135	£-679,209	£-685,898	£-714,366

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,182,008	£1,100,986	£1,097,776	£1,073,702	£1,067,013	£1,038,546
50% SR : 20% LAR : 30% SO	5%	£1,060,392	£983,112	£979,902	£955,828	£949,139	£920,671
50% SR : 20% LAR : 30% SO	10%	£938,775	£865,237	£862,028	£837,954	£831,265	£802,797
50% SR : 20% LAR : 30% SO	15%	£817,158	£747,364	£744,154	£720,079	£713,390	£684,923
50% SR : 20% LAR : 30% SO	20%	£695,543	£629,490	£626,280	£602,206	£595,517	£567,050
50% SR : 20% LAR : 30% SO	25%	£573,926	£511,615	£508,406	£484,332	£477,643	£449,175
50% SR : 20% LAR : 30% SO	30%	£452,309	£393,741	£390,532	£366,458	£359,768	£331,301
50% SR : 20% LAR : 30% SO	35%	£330,693	£275,868	£272,658	£248,583	£241,894	£213,427
50% SR : 20% LAR : 30% SO	40%	£209,077	£157,994	£154,784	£130,710	£124,021	£95,553
50% SR : 20% LAR : 30% SO	45%	£87,460	£40,119	£36,909	£12,836	£6,147	£-22,321
50% SR : 20% LAR : 30% SO	50%	£-34,157	£-77,755	£-80,964	£-105,039	£-111,728	£-140,195

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,372,953	£1,291,931	£1,288,721	£1,264,647	£1,257,958	£1,229,491
50% SR : 20% LAR : 30% SO	5%	£1,251,337	£1,174,057	£1,170,847	£1,146,773	£1,140,084	£1,111,616
50% SR : 20% LAR : 30% SO	10%	£1,129,720	£1,056,182	£1,052,973	£1,028,899	£1,022,210	£993,742
50% SR : 20% LAR : 30% SO	15%	£1,008,103	£938,309	£935,099	£911,024	£904,335	£875,868
50% SR : 20% LAR : 30% SO	20%	£886,488	£820,435	£817,225	£793,151	£786,462	£757,995
50% SR : 20% LAR : 30% SO	25%	£764,871	£702,560	£699,351	£675,277	£668,588	£640,120
50% SR : 20% LAR : 30% SO	30%	£643,254	£584,686	£581,477	£557,403	£550,713	£522,246
50% SR : 20% LAR : 30% SO	35%	£521,638	£466,813	£463,603	£439,528	£432,839	£404,372
50% SR : 20% LAR : 30% SO	40%	£400,022	£348,939	£345,729	£321,655	£314,966	£286,498
50% SR : 20% LAR : 30% SO	45%	£278,405	£231,064	£227,854	£203,781	£197,092	£168,624
50% SR : 20% LAR : 30% SO	50%	£156,788	£113,190	£109,981	£85,906	£79,217	£50,750

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,647,740	£1,566,718	£1,563,508	£1,539,434	£1,532,745	£1,504,278
50% SR : 20% LAR : 30% SO	5%	£1,526,124	£1,448,844	£1,445,634	£1,421,560	£1,414,871	£1,386,404
50% SR : 20% LAR : 30% SO	10%	£1,404,507	£1,330,970	£1,327,761	£1,303,686	£1,296,997	£1,268,529
50% SR : 20% LAR : 30% SO	15%	£1,282,891	£1,213,096	£1,209,886	£1,185,812	£1,179,123	£1,150,655
50% SR : 20% LAR : 30% SO	20%	£1,161,275	£1,095,222	£1,092,012	£1,067,938	£1,061,249	£1,032,782
50% SR : 20% LAR : 30% SO	25%	£1,039,658	£977,348	£974,138	£950,064	£943,375	£914,907
50% SR : 20% LAR : 30% SO	30%	£918,042	£859,473	£856,265	£832,190	£825,501	£797,033
50% SR : 20% LAR : 30% SO	35%	£796,425	£741,600	£738,390	£714,315	£707,626	£679,159
50% SR : 20% LAR : 30% SO	40%	£674,809	£623,726	£620,516	£596,442	£589,753	£561,286
50% SR : 20% LAR : 30% SO	45%	£553,192	£505,852	£502,642	£478,568	£471,879	£443,411
50% SR : 20% LAR : 30% SO	50%	£431,576	£387,977	£384,768	£360,694	£354,005	£325,537

**Dagenham and Beam Parklands**

**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£4,410	£76,384	£79,594	£103,668	£110,357	£138,825
50% SR : 20% LAR : 30% SO	5%	£101,482	£170,077	£173,287	£197,360	£204,049	£232,517
50% SR : 20% LAR : 30% SO	10%	£198,554	£263,769	£266,979	£291,053	£297,742	£326,209
50% SR : 20% LAR : 30% SO	15%	£295,626	£357,461	£360,671	£384,745	£391,434	£419,902
50% SR : 20% LAR : 30% SO	20%	£392,698	£451,154	£454,363	£478,438	£485,126	£513,594
50% SR : 20% LAR : 30% SO	25%	£489,771	£544,846	£548,056	£572,131	£578,820	£607,287
50% SR : 20% LAR : 30% SO	30%	£586,842	£638,538	£641,748	£665,823	£672,512	£700,979
50% SR : 20% LAR : 30% SO	35%	£683,915	£732,231	£735,440	£759,515	£766,204	£794,672
50% SR : 20% LAR : 30% SO	40%	£780,986	£825,924	£829,133	£853,208	£859,897	£888,364
50% SR : 20% LAR : 30% SO	45%	£878,059	£919,616	£922,825	£946,900	£953,589	£982,056
50% SR : 20% LAR : 30% SO	50%	£975,130	£1,013,309	£1,016,517	£1,040,592	£1,047,281	£1,075,749

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£569,761	£497,786	£494,577	£470,503	£463,814	£435,346
50% SR : 20% LAR : 30% SO	5%	£472,688	£404,094	£400,884	£376,810	£370,121	£341,654
50% SR : 20% LAR : 30% SO	10%	£375,617	£310,402	£307,192	£283,118	£276,429	£247,962
50% SR : 20% LAR : 30% SO	15%	£278,544	£216,709	£213,500	£189,426	£182,737	£154,269
50% SR : 20% LAR : 30% SO	20%	£181,473	£123,017	£119,807	£95,732	£89,044	£60,577
50% SR : 20% LAR : 30% SO	25%	£84,400	£29,325	£26,115	£2,040	£-4,649	£-33,116
50% SR : 20% LAR : 30% SO	30%	£-12,671	£-64,368	£-67,577	£-91,652	£-98,341	£-126,809
50% SR : 20% LAR : 30% SO	35%	£-109,744	£-158,060	£-161,270	£-185,345	£-192,034	£-220,501
50% SR : 20% LAR : 30% SO	40%	£-206,816	£-251,753	£-254,962	£-279,037	£-285,726	£-314,193
50% SR : 20% LAR : 30% SO	45%	£-303,888	£-345,446	£-348,654	£-372,729	£-379,418	£-407,886
50% SR : 20% LAR : 30% SO	50%	£-400,960	£-439,138	£-442,347	£-466,422	£-473,111	£-501,578

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£760,706	£688,731	£685,522	£661,448	£654,759	£626,291
50% SR : 20% LAR : 30% SO	5%	£663,633	£595,039	£591,829	£567,755	£561,066	£532,599
50% SR : 20% LAR : 30% SO	10%	£566,562	£501,347	£498,137	£474,063	£467,374	£438,907
50% SR : 20% LAR : 30% SO	15%	£469,489	£407,654	£404,445	£380,371	£373,682	£345,214
50% SR : 20% LAR : 30% SO	20%	£372,418	£313,962	£310,752	£286,677	£279,989	£251,522
50% SR : 20% LAR : 30% SO	25%	£275,345	£220,270	£217,060	£192,985	£186,296	£157,829
50% SR : 20% LAR : 30% SO	30%	£178,274	£126,577	£123,368	£99,293	£92,604	£64,136
50% SR : 20% LAR : 30% SO	35%	£81,201	£32,885	£29,675	£5,600	£-1,089	£-29,556
50% SR : 20% LAR : 30% SO	40%	£-15,871	£-60,808	£-64,017	£-88,092	£-94,781	£-123,248
50% SR : 20% LAR : 30% SO	45%	£-112,943	£-154,501	£-157,709	£-181,784	£-188,473	£-216,941
50% SR : 20% LAR : 30% SO	50%	£-210,015	£-248,193	£-251,402	£-275,477	£-282,166	£-310,633

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,035,493	£963,519	£960,309	£936,235	£929,546	£901,078
50% SR : 20% LAR : 30% SO	5%	£938,421	£869,826	£866,616	£842,543	£835,854	£807,386
50% SR : 20% LAR : 30% SO	10%	£841,349	£776,134	£772,924	£748,850	£742,161	£713,694
50% SR : 20% LAR : 30% SO	15%	£744,276	£682,442	£679,232	£655,158	£648,469	£620,001
50% SR : 20% LAR : 30% SO	20%	£647,205	£588,749	£585,539	£561,465	£554,777	£526,309
50% SR : 20% LAR : 30% SO	25%	£550,132	£495,057	£491,847	£467,772	£461,083	£432,616
50% SR : 20% LAR : 30% SO	30%	£453,061	£401,365	£398,155	£374,080	£367,391	£338,923
50% SR : 20% LAR : 30% SO	35%	£355,988	£307,672	£304,462	£280,388	£273,699	£245,231
50% SR : 20% LAR : 30% SO	40%	£258,917	£213,979	£210,770	£186,695	£180,006	£151,539
50% SR : 20% LAR : 30% SO	45%	£161,844	£120,287	£117,078	£93,003	£86,314	£57,846
50% SR : 20% LAR : 30% SO	50%	£64,773	£26,594	£23,385	£-689	£-7,378	£-35,846

## Beacontree and Valance Park

### Measured against benchmark land value 1 (Secondary Office space Higher)

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£86,043	£156,811	£160,021	£184,095	£190,784	£219,251
50% SR : 20% LAR : 30% SO	5%	£180,031	£247,465	£250,674	£274,749	£281,438	£309,905
50% SR : 20% LAR : 30% SO	10%	£274,018	£338,118	£341,328	£365,403	£372,092	£400,559
50% SR : 20% LAR : 30% SO	15%	£368,007	£428,772	£431,982	£456,057	£462,745	£491,212
50% SR : 20% LAR : 30% SO	20%	£461,994	£519,426	£522,636	£546,710	£553,399	£581,866
50% SR : 20% LAR : 30% SO	25%	£555,982	£610,080	£613,290	£637,364	£644,053	£672,520
50% SR : 20% LAR : 30% SO	30%	£649,970	£700,734	£703,943	£728,018	£734,707	£763,174
50% SR : 20% LAR : 30% SO	35%	£743,958	£791,387	£794,597	£818,672	£825,361	£853,828
50% SR : 20% LAR : 30% SO	40%	£837,945	£882,041	£885,251	£909,325	£916,014	£944,481
50% SR : 20% LAR : 30% SO	45%	£931,934	£972,695	£975,905	£999,979	£1,006,668	£1,035,135
50% SR : 20% LAR : 30% SO	50%	£1,025,921	£1,063,349	£1,066,558	£1,090,633	£1,097,322	£1,125,789

### Measured against benchmark land value 2 (Secondary Office space Lower)

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£488,128	£417,360	£414,150	£390,076	£383,387	£354,920
50% SR : 20% LAR : 30% SO	5%	£394,140	£326,706	£323,497	£299,422	£292,733	£264,266
50% SR : 20% LAR : 30% SO	10%	£300,152	£236,053	£232,843	£208,768	£202,079	£173,612
50% SR : 20% LAR : 30% SO	15%	£206,164	£145,399	£142,189	£118,114	£111,426	£82,959
50% SR : 20% LAR : 30% SO	20%	£112,177	£54,745	£51,535	£27,461	£20,772	£7,695
50% SR : 20% LAR : 30% SO	25%	£18,188	£35,909	£39,119	£63,193	£69,882	£98,349
50% SR : 20% LAR : 30% SO	30%	£75,799	£126,563	£129,772	£153,847	£160,536	£189,003
50% SR : 20% LAR : 30% SO	35%	£169,787	£217,216	£220,426	£244,501	£251,190	£279,657
50% SR : 20% LAR : 30% SO	40%	£263,775	£307,870	£311,080	£335,154	£341,843	£370,310
50% SR : 20% LAR : 30% SO	45%	£357,763	£398,524	£401,734	£425,808	£432,497	£460,964
50% SR : 20% LAR : 30% SO	50%	£451,750	£489,178	£492,387	£516,462	£523,151	£551,818

### Measured against benchmark land value 3 (Secondary Industrial space Higher)

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£679,073	£608,305	£605,095	£581,021	£574,332	£545,865
50% SR : 20% LAR : 30% SO	5%	£585,085	£517,651	£514,442	£490,367	£483,678	£455,211
50% SR : 20% LAR : 30% SO	10%	£491,097	£426,998	£423,788	£399,713	£393,024	£364,557
50% SR : 20% LAR : 30% SO	15%	£397,109	£336,344	£333,134	£309,059	£302,371	£273,904
50% SR : 20% LAR : 30% SO	20%	£303,122	£245,690	£242,480	£218,406	£211,717	£183,250
50% SR : 20% LAR : 30% SO	25%	£209,133	£155,036	£151,826	£127,752	£121,063	£92,596
50% SR : 20% LAR : 30% SO	30%	£115,146	£64,382	£61,173	£37,098	£30,409	£1,942
50% SR : 20% LAR : 30% SO	35%	£21,158	£26,271	£29,481	£53,556	£60,245	£88,712
50% SR : 20% LAR : 30% SO	40%	£72,830	£116,925	£120,135	£144,209	£150,898	£179,365
50% SR : 20% LAR : 30% SO	45%	£166,818	£207,579	£210,789	£234,863	£241,552	£270,019
50% SR : 20% LAR : 30% SO	50%	£260,805	£298,233	£301,442	£325,517	£332,206	£360,673

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£953,860	£883,092	£879,882	£855,808	£849,119	£820,652
50% SR : 20% LAR : 30% SO	5%	£859,872	£792,438	£789,229	£765,154	£758,465	£729,998
50% SR : 20% LAR : 30% SO	10%	£765,884	£701,785	£698,575	£674,500	£667,811	£639,344
50% SR : 20% LAR : 30% SO	15%	£671,896	£611,131	£607,921	£583,846	£577,158	£548,691
50% SR : 20% LAR : 30% SO	20%	£577,909	£520,477	£517,267	£493,193	£486,504	£458,037
50% SR : 20% LAR : 30% SO	25%	£483,920	£429,823	£426,613	£402,539	£395,850	£367,383
50% SR : 20% LAR : 30% SO	30%	£389,933	£339,169	£335,960	£311,885	£305,196	£276,729
50% SR : 20% LAR : 30% SO	35%	£295,945	£248,516	£245,306	£221,231	£214,542	£186,075
50% SR : 20% LAR : 30% SO	40%	£201,957	£157,862	£154,652	£130,578	£123,889	£95,422
50% SR : 20% LAR : 30% SO	45%	£107,969	£67,208	£63,998	£39,924	£33,235	£4,768
50% SR : 20% LAR : 30% SO	50%	£13,982	£-23,446	£-26,655	£-50,730	£-57,419	£-85,886

**Table 6.5.2: Viability of lower density flatted developments (Typology 4: 100 Flats - 153 dwellings per Ha)**

**Barking Town centre**

**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£-1,183,025	£-2,328,578	£-2,352,902	£-2,570,430	£-2,660,332	£-2,729,105
50% SR : 20% LAR : 30% SO	5%	£-1,981,517	£-3,069,302	£-3,093,970	£-3,314,576	£-3,405,750	£-3,474,663
50% SR : 20% LAR : 30% SO	10%	£-2,780,010	£-3,814,860	£-3,839,529	£-4,060,135	£-4,151,308	£-4,220,221
50% SR : 20% LAR : 30% SO	15%	£-3,578,503	£-4,560,419	£-4,585,087	£-4,805,693	£-4,896,867	£-4,965,780
50% SR : 20% LAR : 30% SO	20%	£-4,383,053	£-5,305,977	£-5,330,645	£-5,551,252	£-5,642,425	£-5,711,338
50% SR : 20% LAR : 30% SO	25%	£-5,187,961	£-6,051,535	£-6,076,203	£-6,296,810	£-6,387,983	£-6,456,896
50% SR : 20% LAR : 30% SO	30%	£-5,992,868	£-6,797,093	£-6,821,761	£-7,042,368	£-7,133,541	£-7,202,454
50% SR : 20% LAR : 30% SO	35%	£-6,797,775	£-7,542,652	£-7,567,320	£-7,787,927	£-7,879,100	£-7,948,013
50% SR : 20% LAR : 30% SO	40%	£-7,602,682	£-8,288,210	£-8,312,878	£-8,533,485	£-8,624,659	£-8,693,572
50% SR : 20% LAR : 30% SO	45%	£-8,407,590	£-9,033,768	£-9,058,437	£-9,279,658	£-9,372,122	£-9,442,009
50% SR : 20% LAR : 30% SO	50%	£-9,212,497	£-9,791,176	£-9,816,547	£-10,043,441	£-10,137,213	£-10,208,090

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£2,569,725	£1,424,171	£1,399,848	£1,182,319	£1,092,418	£1,023,645
50% SR : 20% LAR : 30% SO	5%	£1,771,232	£683,447	£658,779	£438,173	£347,000	£278,087
50% SR : 20% LAR : 30% SO	10%	£972,740	£-62,111	£-86,779	£-307,385	£-398,559	£-467,472
50% SR : 20% LAR : 30% SO	15%	£174,247	£-807,669	£-832,337	£-1,052,943	£-1,144,117	£-1,213,030
50% SR : 20% LAR : 30% SO	20%	£-630,304	£-1,553,227	£-1,577,895	£-1,798,502	£-1,889,675	£-1,958,588
50% SR : 20% LAR : 30% SO	25%	£-1,435,211	£-2,298,785	£-2,323,453	£-2,544,060	£-2,635,233	£-2,704,146
50% SR : 20% LAR : 30% SO	30%	£-2,240,119	£-3,044,344	£-3,069,012	£-3,289,619	£-3,380,792	£-3,449,705
50% SR : 20% LAR : 30% SO	35%	£-3,045,025	£-3,789,902	£-3,814,570	£-4,035,177	£-4,126,351	£-4,195,264
50% SR : 20% LAR : 30% SO	40%	£-3,849,933	£-4,535,460	£-4,560,128	£-4,780,735	£-4,871,909	£-4,940,822
50% SR : 20% LAR : 30% SO	45%	£-4,654,840	£-5,281,018	£-5,305,687	£-5,526,908	£-5,619,372	£-5,689,280
50% SR : 20% LAR : 30% SO	50%	£-5,459,748	£-6,038,426	£-6,063,797	£-6,290,691	£-6,384,463	£-6,455,341

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,817,731	£2,672,178	£2,647,854	£2,430,326	£2,340,424	£2,271,651
50% SR : 20% LAR : 30% SO	5%	£3,019,239	£1,931,454	£1,906,786	£1,686,180	£1,595,006	£1,526,093
50% SR : 20% LAR : 30% SO	10%	£2,220,746	£1,185,896	£1,161,228	£940,622	£849,448	£780,535
50% SR : 20% LAR : 30% SO	15%	£1,422,254	£440,338	£415,669	£195,063	£103,890	£34,977
50% SR : 20% LAR : 30% SO	20%	£617,703	£-305,221	£-329,889	£-550,496	£-641,669	£-710,582
50% SR : 20% LAR : 30% SO	25%	£-187,205	£-1,050,779	£-1,075,447	£-1,296,054	£-1,387,227	£-1,456,140
50% SR : 20% LAR : 30% SO	30%	£-992,112	£-1,796,337	£-1,821,005	£-2,041,612	£-2,132,785	£-2,201,698
50% SR : 20% LAR : 30% SO	35%	£-1,797,019	£-2,541,895	£-2,566,563	£-2,787,170	£-2,878,344	£-2,947,257
50% SR : 20% LAR : 30% SO	40%	£-2,601,926	£-3,287,454	£-3,312,122	£-3,532,729	£-3,623,902	£-3,692,815
50% SR : 20% LAR : 30% SO	45%	£-3,406,834	£-4,033,012	£-4,057,681	£-4,278,902	£-4,371,366	£-4,441,253
50% SR : 20% LAR : 30% SO	50%	£-4,211,741	£-4,790,419	£-4,815,791	£-5,042,684	£-5,136,456	£-5,207,334

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£5,613,726	£4,468,173	£4,443,849	£4,226,321	£4,136,419	£4,067,646
50% SR : 20% LAR : 30% SO	5%	£4,815,234	£3,727,449	£3,702,781	£3,482,175	£3,391,001	£3,322,088
50% SR : 20% LAR : 30% SO	10%	£4,016,741	£2,981,890	£2,957,222	£2,736,616	£2,645,443	£2,576,530
50% SR : 20% LAR : 30% SO	15%	£3,218,248	£2,236,332	£2,211,664	£1,991,058	£1,899,884	£1,830,971
50% SR : 20% LAR : 30% SO	20%	£2,413,698	£1,490,774	£1,466,106	£1,245,499	£1,154,326	£1,085,413
50% SR : 20% LAR : 30% SO	25%	£1,608,790	£745,216	£720,548	£499,941	£408,768	£339,855
50% SR : 20% LAR : 30% SO	30%	£803,883	£-342	£-25,010	£-245,617	£-336,790	£-405,703
50% SR : 20% LAR : 30% SO	35%	£-1,024	£-745,901	£-770,589	£-991,176	£-1,082,349	£-1,151,262
50% SR : 20% LAR : 30% SO	40%	£-805,931	£-1,491,459	£-1,516,127	£-1,736,734	£-1,827,908	£-1,896,821
50% SR : 20% LAR : 30% SO	45%	£-1,610,839	£-2,237,017	£-2,261,686	£-2,482,907	£-2,575,371	£-2,645,258
50% SR : 20% LAR : 30% SO	50%	£-2,415,746	£-2,994,425	£-3,019,796	£-3,246,690	£-3,340,462	£-3,411,339

**Barking Riverside**
**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£-5,933,174	£-6,543,602	£-6,568,270	£-6,788,877	£-6,880,051	£-6,948,964
50% SR : 20% LAR : 30% SO	5%	£-6,541,326	£-7,119,283	£-7,143,951	£-7,364,557	£-7,455,731	£-7,524,644
50% SR : 20% LAR : 30% SO	10%	£-7,149,479	£-7,694,964	£-7,719,633	£-7,940,239	£-8,031,412	£-8,100,325
50% SR : 20% LAR : 30% SO	15%	£-7,757,630	£-8,270,645	£-8,295,313	£-8,515,919	£-8,607,093	£-8,676,006
50% SR : 20% LAR : 30% SO	20%	£-8,365,782	£-8,846,325	£-8,870,994	£-9,091,600	£-9,182,774	£-9,252,570
50% SR : 20% LAR : 30% SO	25%	£-8,973,935	£-9,425,050	£-9,450,068	£-9,676,656	£-9,770,429	£-9,841,305
50% SR : 20% LAR : 30% SO	30%	£-9,588,833	£-10,016,227	£-10,041,598	£-10,268,491	£-10,362,263	£-10,433,141
50% SR : 20% LAR : 30% SO	35%	£-10,214,062	£-10,608,062	£-10,633,434	£-10,860,327	£-10,954,099	£-11,024,977
50% SR : 20% LAR : 30% SO	40%	£-10,839,291	£-11,199,898	£-11,225,269	£-11,452,163	£-11,545,935	£-11,616,813
50% SR : 20% LAR : 30% SO	45%	£-11,464,519	£-11,791,733	£-11,817,104	£-12,043,999	£-12,137,771	£-12,208,649
50% SR : 20% LAR : 30% SO	50%	£-12,089,748	£-12,383,569	£-12,408,940	£-12,635,835	£-12,729,607	£-12,800,484

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£2,180,425	-£2,790,852	-£2,815,520	-£3,036,127	-£3,127,301	-£3,196,214
50% SR : 20% LAR : 30% SO	5%	-£2,788,576	-£3,366,534	-£3,391,202	-£3,611,808	-£3,702,981	-£3,771,894
50% SR : 20% LAR : 30% SO	10%	-£3,396,729	-£3,942,214	-£3,966,883	-£4,187,489	-£4,278,663	-£4,347,576
50% SR : 20% LAR : 30% SO	15%	-£4,004,881	-£4,517,895	-£4,542,563	-£4,763,169	-£4,854,343	-£4,923,256
50% SR : 20% LAR : 30% SO	20%	-£4,613,032	-£5,093,576	-£5,118,245	-£5,338,851	-£5,430,024	-£5,499,820
50% SR : 20% LAR : 30% SO	25%	-£5,221,185	-£5,672,301	-£5,697,318	-£5,923,906	-£6,017,679	-£6,088,556
50% SR : 20% LAR : 30% SO	30%	-£5,836,084	-£6,263,477	-£6,288,848	-£6,515,742	-£6,609,514	-£6,680,391
50% SR : 20% LAR : 30% SO	35%	-£6,461,312	-£6,855,313	-£6,880,684	-£7,107,578	-£7,201,350	-£7,272,227
50% SR : 20% LAR : 30% SO	40%	-£7,086,541	-£7,447,149	-£7,472,519	-£7,699,413	-£7,793,186	-£7,864,063
50% SR : 20% LAR : 30% SO	45%	-£7,711,769	-£8,038,983	-£8,064,355	-£8,291,249	-£8,385,021	-£8,455,899
50% SR : 20% LAR : 30% SO	50%	-£8,336,998	-£8,630,819	-£8,656,191	-£8,883,085	-£8,976,857	-£9,047,735

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£932,418	-£1,542,846	-£1,567,514	-£1,788,121	-£1,879,294	-£1,948,208
50% SR : 20% LAR : 30% SO	5%	-£1,540,570	-£2,118,527	-£2,143,195	-£2,363,801	-£2,454,975	-£2,523,888
50% SR : 20% LAR : 30% SO	10%	-£2,148,722	-£2,694,207	-£2,718,876	-£2,939,482	-£3,030,656	-£3,099,569
50% SR : 20% LAR : 30% SO	15%	-£2,756,874	-£3,269,889	-£3,294,557	-£3,515,163	-£3,606,336	-£3,675,250
50% SR : 20% LAR : 30% SO	20%	-£3,365,026	-£3,845,569	-£3,870,238	-£4,090,844	-£4,182,018	-£4,251,814
50% SR : 20% LAR : 30% SO	25%	-£3,973,179	-£4,424,294	-£4,449,312	-£4,675,899	-£4,769,672	-£4,840,549
50% SR : 20% LAR : 30% SO	30%	-£4,588,077	-£5,015,470	-£5,040,842	-£5,267,735	-£5,361,507	-£5,432,385
50% SR : 20% LAR : 30% SO	35%	-£5,213,305	-£5,607,306	-£5,632,678	-£5,859,571	-£5,953,343	-£6,024,221
50% SR : 20% LAR : 30% SO	40%	-£5,838,535	-£6,199,142	-£6,224,512	-£6,451,407	-£6,545,179	-£6,616,057
50% SR : 20% LAR : 30% SO	45%	-£6,463,763	-£6,790,977	-£6,816,348	-£7,043,243	-£7,137,015	-£7,207,892
50% SR : 20% LAR : 30% SO	50%	-£7,088,992	-£7,382,813	-£7,408,184	-£7,635,079	-£7,728,851	-£7,799,728

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£863,577	£253,149	£228,481	£7,874	-£83,300	-£152,213
50% SR : 20% LAR : 30% SO	5%	£255,425	-£322,532	-£347,200	-£567,806	-£658,980	-£727,893
50% SR : 20% LAR : 30% SO	10%	-£352,728	-£898,213	-£922,882	-£1,143,488	-£1,234,661	-£1,303,574
50% SR : 20% LAR : 30% SO	15%	-£960,879	-£1,473,894	-£1,498,562	-£1,719,168	-£1,810,342	-£1,879,255
50% SR : 20% LAR : 30% SO	20%	-£1,569,031	-£2,049,574	-£2,074,243	-£2,294,849	-£2,386,023	-£2,455,819
50% SR : 20% LAR : 30% SO	25%	-£2,177,184	-£2,628,299	-£2,653,317	-£2,879,905	-£2,973,678	-£3,044,554
50% SR : 20% LAR : 30% SO	30%	-£2,792,082	-£3,219,476	-£3,244,847	-£3,471,740	-£3,565,513	-£3,636,390
50% SR : 20% LAR : 30% SO	35%	-£3,417,311	-£3,811,311	-£3,836,683	-£4,063,576	-£4,157,348	-£4,228,226
50% SR : 20% LAR : 30% SO	40%	-£4,042,540	-£4,403,147	-£4,428,518	-£4,655,412	-£4,749,184	-£4,820,062
50% SR : 20% LAR : 30% SO	45%	-£4,667,768	-£4,994,982	-£5,020,353	-£5,247,248	-£5,341,020	-£5,411,898
50% SR : 20% LAR : 30% SO	50%	-£5,292,997	-£5,586,818	-£5,612,189	-£5,839,084	-£5,932,856	-£6,003,733

### Chadwell Heath

#### *Measured against benchmark land value 1 (Secondary Office space Higher)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£2,922,083	-£3,415,847	-£3,440,515	-£3,661,121	-£3,752,294	-£3,821,208
50% SR : 20% LAR : 30% SO	5%	-£3,649,893	-£4,118,769	-£4,143,438	-£4,364,044	-£4,455,218	-£4,524,131
50% SR : 20% LAR : 30% SO	10%	-£4,379,087	-£4,821,693	-£4,846,361	-£5,066,968	-£5,158,141	-£5,227,054
50% SR : 20% LAR : 30% SO	15%	-£5,108,280	-£5,524,617	-£5,549,285	-£5,769,891	-£5,861,065	-£5,929,978
50% SR : 20% LAR : 30% SO	20%	-£5,837,474	-£6,227,541	-£6,252,209	-£6,472,815	-£6,563,989	-£6,632,902
50% SR : 20% LAR : 30% SO	25%	-£6,566,667	-£6,930,464	-£6,955,132	-£7,175,739	-£7,266,913	-£7,335,826
50% SR : 20% LAR : 30% SO	30%	-£7,295,861	-£7,633,388	-£7,658,056	-£7,878,662	-£7,969,835	-£8,038,748
50% SR : 20% LAR : 30% SO	35%	-£8,025,054	-£8,336,311	-£8,360,979	-£8,581,585	-£8,672,759	-£8,741,672
50% SR : 20% LAR : 30% SO	40%	-£8,754,249	-£9,039,235	-£9,063,903	-£9,285,267	-£9,377,730	-£9,447,618
50% SR : 20% LAR : 30% SO	45%	-£9,486,992	-£9,753,034	-£9,777,406	-£10,005,299	-£10,099,071	-£10,169,949
50% SR : 20% LAR : 30% SO	50%	-£10,236,677	-£10,475,705	-£10,501,076	-£10,727,970	-£10,821,742	-£10,892,620

#### *Measured against benchmark land value 2 (Secondary Office space Lower)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£830,667	£336,903	£312,235	£91,629	£455	-£68,458
50% SR : 20% LAR : 30% SO	5%	£102,856	-£366,020	-£390,689	-£611,295	-£702,469	-£771,382
50% SR : 20% LAR : 30% SO	10%	-£626,337	-£1,068,944	-£1,093,612	-£1,314,219	-£1,405,391	-£1,474,304
50% SR : 20% LAR : 30% SO	15%	-£1,355,531	-£1,771,867	-£1,796,535	-£2,017,141	-£2,108,315	-£2,177,228
50% SR : 20% LAR : 30% SO	20%	-£2,084,724	-£2,474,791	-£2,499,459	-£2,720,065	-£2,811,239	-£2,880,152
50% SR : 20% LAR : 30% SO	25%	-£2,813,918	-£3,177,714	-£3,202,382	-£3,422,989	-£3,514,163	-£3,583,076
50% SR : 20% LAR : 30% SO	30%	-£3,543,111	-£3,880,638	-£3,905,306	-£4,125,912	-£4,217,086	-£4,285,999
50% SR : 20% LAR : 30% SO	35%	-£4,272,305	-£4,583,562	-£4,608,230	-£4,828,836	-£4,920,009	-£4,988,923
50% SR : 20% LAR : 30% SO	40%	-£5,001,499	-£5,286,485	-£5,311,153	-£5,532,517	-£5,624,980	-£5,694,869
50% SR : 20% LAR : 30% SO	45%	-£5,734,242	-£6,000,285	-£6,025,656	-£6,252,550	-£6,346,322	-£6,417,199
50% SR : 20% LAR : 30% SO	50%	-£6,483,927	-£6,722,955	-£6,748,327	-£6,975,220	-£7,068,992	-£7,139,870

#### *Measured against benchmark land value 3 (Secondary Industrial space Higher)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£2,078,673	£1,584,910	£1,560,242	£1,339,636	£1,248,462	£1,179,549
50% SR : 20% LAR : 30% SO	5%	£1,350,863	£881,987	£857,318	£636,712	£545,538	£476,625
50% SR : 20% LAR : 30% SO	10%	£621,669	£179,063	£154,395	£66,212	£157,385	£226,298
50% SR : 20% LAR : 30% SO	15%	-£107,524	-£523,861	-£548,529	-£769,135	-£860,309	-£929,222
50% SR : 20% LAR : 30% SO	20%	-£836,718	-£1,226,785	-£1,251,453	-£1,472,059	-£1,563,233	-£1,632,146
50% SR : 20% LAR : 30% SO	25%	-£1,565,911	-£1,929,707	-£1,954,376	-£2,174,983	-£2,266,156	-£2,335,069
50% SR : 20% LAR : 30% SO	30%	-£2,295,105	-£2,632,631	-£2,657,299	-£2,877,905	-£2,969,079	-£3,037,992
50% SR : 20% LAR : 30% SO	35%	-£3,024,298	-£3,335,555	-£3,360,223	-£3,580,829	-£3,672,003	-£3,740,916
50% SR : 20% LAR : 30% SO	40%	-£3,753,492	-£4,038,479	-£4,063,147	-£4,284,511	-£4,376,974	-£4,446,862
50% SR : 20% LAR : 30% SO	45%	-£4,486,235	-£4,752,278	-£4,777,650	-£5,004,543	-£5,098,315	-£5,169,193
50% SR : 20% LAR : 30% SO	50%	-£5,235,920	-£5,474,949	-£5,500,320	-£5,727,214	-£5,820,986	-£5,891,863

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,874,668	£3,380,904	£3,356,236	£3,135,630	£3,044,457	£2,975,543
50% SR : 20% LAR : 30% SO	5%	£3,146,858	£2,677,982	£2,653,313	£2,432,706	£2,341,533	£2,272,620
50% SR : 20% LAR : 30% SO	10%	£2,417,664	£1,975,058	£1,950,390	£1,729,783	£1,638,610	£1,569,697
50% SR : 20% LAR : 30% SO	15%	£1,688,471	£1,272,134	£1,247,466	£1,026,860	£935,686	£866,773
50% SR : 20% LAR : 30% SO	20%	£959,277	£569,210	£544,542	£323,936	£232,762	£163,849
50% SR : 20% LAR : 30% SO	25%	£230,084	£-133,713	£-158,381	£-378,988	£-470,162	£-539,075
50% SR : 20% LAR : 30% SO	30%	£-499,110	£-836,637	£-861,305	£-1,081,911	£-1,173,084	£-1,241,997
50% SR : 20% LAR : 30% SO	35%	£-1,228,303	£-1,539,560	£-1,564,228	£-1,784,834	£-1,876,008	£-1,944,921
50% SR : 20% LAR : 30% SO	40%	£-1,957,498	£-2,242,484	£-2,267,152	£-2,488,516	£-2,580,979	£-2,650,867
50% SR : 20% LAR : 30% SO	45%	£-2,690,241	£-2,956,283	£-2,981,655	£-3,208,548	£-3,302,320	£-3,373,198
50% SR : 20% LAR : 30% SO	50%	£-3,439,926	£-3,678,954	£-3,704,325	£-3,931,219	£-4,024,991	£-4,095,869

**Dagenham and Beam Parklands**
**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£-5,431,095	£-5,889,142	£-5,913,810	£-6,134,416	£-6,225,590	£-6,294,503
50% SR : 20% LAR : 30% SO	5%	£-6,058,249	£-6,491,533	£-6,516,201	£-6,736,808	£-6,827,982	£-6,896,895
50% SR : 20% LAR : 30% SO	10%	£-6,685,403	£-7,093,926	£-7,118,594	£-7,339,200	£-7,430,373	£-7,499,287
50% SR : 20% LAR : 30% SO	15%	£-7,312,556	£-7,696,318	£-7,720,986	£-7,941,592	£-8,032,766	£-8,101,679
50% SR : 20% LAR : 30% SO	20%	£-7,939,710	£-8,298,709	£-8,323,377	£-8,543,984	£-8,635,158	£-8,704,071
50% SR : 20% LAR : 30% SO	25%	£-8,566,864	£-8,901,101	£-8,925,769	£-9,146,375	£-9,238,068	£-9,307,956
50% SR : 20% LAR : 30% SO	30%	£-9,194,018	£-9,508,027	£-9,533,399	£-9,760,292	£-9,854,064	£-9,924,942
50% SR : 20% LAR : 30% SO	35%	£-9,834,552	£-10,127,330	£-10,152,701	£-10,379,595	£-10,473,367	£-10,544,244
50% SR : 20% LAR : 30% SO	40%	£-10,479,318	£-10,746,631	£-10,772,002	£-10,998,897	£-11,092,669	£-11,163,547
50% SR : 20% LAR : 30% SO	45%	£-11,124,084	£-11,365,933	£-11,391,305	£-11,618,199	£-11,711,971	£-11,782,849
50% SR : 20% LAR : 30% SO	50%	£-11,768,850	£-11,985,236	£-12,010,607	£-12,237,502	£-12,331,274	£-12,402,151

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£-1,678,345	£-2,136,393	£-2,161,061	£-2,381,667	£-2,472,840	£-2,541,753
50% SR : 20% LAR : 30% SO	5%	£-2,305,499	£-2,738,784	£-2,763,452	£-2,984,059	£-3,075,233	£-3,144,146
50% SR : 20% LAR : 30% SO	10%	£-2,932,653	£-3,341,176	£-3,365,844	£-3,586,450	£-3,677,624	£-3,746,537
50% SR : 20% LAR : 30% SO	15%	£-3,559,807	£-3,943,568	£-3,968,236	£-4,188,842	£-4,280,016	£-4,348,929
50% SR : 20% LAR : 30% SO	20%	£-4,186,961	£-4,545,959	£-4,570,627	£-4,791,234	£-4,882,408	£-4,951,321
50% SR : 20% LAR : 30% SO	25%	£-4,814,114	£-5,148,352	£-5,173,020	£-5,393,626	£-5,485,318	£-5,555,206
50% SR : 20% LAR : 30% SO	30%	£-5,441,268	£-5,750,744	£-5,780,649	£-6,007,542	£-6,101,315	£-6,172,192
50% SR : 20% LAR : 30% SO	35%	£-6,068,422	£-6,353,136	£-6,383,041	£-6,626,845	£-6,720,617	£-6,791,494
50% SR : 20% LAR : 30% SO	40%	£-6,726,568	£-6,955,528	£-6,985,433	£-7,246,147	£-7,339,919	£-7,410,797
50% SR : 20% LAR : 30% SO	45%	£-7,371,335	£-7,613,184	£-7,638,555	£-7,865,450	£-7,959,222	£-8,030,099
50% SR : 20% LAR : 30% SO	50%	£-8,016,101	£-8,232,486	£-8,257,858	£-8,484,752	£-8,578,524	£-8,649,402

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£430,339	£888,386	£913,054	£1,133,660	£1,224,834	£1,293,747
50% SR : 20% LAR : 30% SO	5%	£1,057,493	£1,490,777	£1,515,445	£1,736,052	£1,827,226	£1,896,139
50% SR : 20% LAR : 30% SO	10%	£1,684,646	£2,093,169	£2,117,837	£2,338,443	£2,429,617	£2,498,530
50% SR : 20% LAR : 30% SO	15%	£2,311,800	£2,695,562	£2,720,230	£2,940,836	£3,032,009	£3,100,923
50% SR : 20% LAR : 30% SO	20%	£2,938,954	£3,297,953	£3,322,621	£3,543,228	£3,634,402	£3,703,315
50% SR : 20% LAR : 30% SO	25%	£3,566,108	£3,900,345	£3,925,013	£4,145,619	£4,237,311	£4,307,200
50% SR : 20% LAR : 30% SO	30%	£4,193,262	£4,502,737	£4,527,405	£4,759,536	£4,853,308	£4,924,186
50% SR : 20% LAR : 30% SO	35%	£4,833,796	£5,126,573	£5,151,945	£5,378,838	£5,472,610	£5,543,488
50% SR : 20% LAR : 30% SO	40%	£5,478,562	£5,745,875	£5,771,246	£5,998,141	£6,091,913	£6,162,790
50% SR : 20% LAR : 30% SO	45%	£6,123,328	£6,365,177	£6,390,549	£6,617,443	£6,711,215	£6,782,093
50% SR : 20% LAR : 30% SO	50%	£6,768,094	£6,984,480	£7,009,851	£7,236,746	£7,330,518	£7,401,395

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,365,656	£907,609	£882,941	£662,335	£571,161	£502,248
50% SR : 20% LAR : 30% SO	5%	£738,502	£305,218	£280,550	£59,942	£31,231	£100,144
50% SR : 20% LAR : 30% SO	10%	£111,348	£297,175	£321,843	£542,449	£633,622	£702,536
50% SR : 20% LAR : 30% SO	15%	£515,805	£899,567	£924,235	£1,144,841	£1,236,015	£1,304,928
50% SR : 20% LAR : 30% SO	20%	£1,142,959	£1,501,958	£1,526,626	£1,747,233	£1,838,407	£1,907,320
50% SR : 20% LAR : 30% SO	25%	£1,770,113	£2,104,350	£2,129,018	£2,349,624	£2,441,317	£2,511,205
50% SR : 20% LAR : 30% SO	30%	£2,397,267	£2,711,276	£2,736,648	£2,963,541	£3,057,313	£3,128,191
50% SR : 20% LAR : 30% SO	35%	£3,037,801	£3,330,579	£3,355,950	£3,582,844	£3,676,616	£3,747,493
50% SR : 20% LAR : 30% SO	40%	£3,682,567	£3,949,880	£3,975,251	£4,202,146	£4,295,918	£4,366,796
50% SR : 20% LAR : 30% SO	45%	£4,327,333	£4,569,182	£4,594,554	£4,821,448	£4,915,220	£4,986,098
50% SR : 20% LAR : 30% SO	50%	£4,972,099	£5,188,485	£5,213,856	£5,440,751	£5,534,523	£5,605,400

**Beacontree and Valance Park**
**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£7,188,372	£7,620,449	£7,645,117	£7,865,724	£7,956,897	£8,025,810
50% SR : 20% LAR : 30% SO	5%	£7,749,249	£8,157,543	£8,182,211	£8,402,817	£8,493,991	£8,562,904
50% SR : 20% LAR : 30% SO	10%	£8,310,124	£8,694,637	£8,719,305	£8,939,911	£9,031,085	£9,099,998
50% SR : 20% LAR : 30% SO	15%	£8,871,001	£9,232,340	£9,257,357	£9,481,219	£9,574,991	£9,645,869
50% SR : 20% LAR : 30% SO	20%	£9,435,141	£9,781,117	£9,806,489	£10,033,382	£10,127,154	£10,198,032
50% SR : 20% LAR : 30% SO	25%	£10,011,243	£10,333,280	£10,358,652	£10,585,546	£10,679,318	£10,750,195
50% SR : 20% LAR : 30% SO	30%	£10,587,863	£10,885,444	£10,910,815	£11,137,709	£11,231,481	£11,302,359
50% SR : 20% LAR : 30% SO	35%	£11,164,484	£11,437,607	£11,462,979	£11,689,872	£11,783,645	£11,854,522
50% SR : 20% LAR : 30% SO	40%	£11,741,104	£11,989,770	£12,015,142	£12,242,036	£12,335,808	£12,406,686
50% SR : 20% LAR : 30% SO	45%	£12,317,724	£12,541,934	£12,567,306	£12,794,199	£12,887,971	£12,958,849
50% SR : 20% LAR : 30% SO	50%	£12,894,344	£13,094,097	£13,119,469	£13,346,363	£13,440,135	£13,511,012

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,435,622	£3,867,699	£3,892,367	£4,112,974	£4,204,147	£4,273,060
50% SR : 20% LAR : 30% SO	5%	£3,996,499	£4,404,793	£4,429,461	£4,650,067	£4,741,241	£4,810,154
50% SR : 20% LAR : 30% SO	10%	£4,557,375	£4,941,887	£4,966,555	£5,187,161	£5,278,335	£5,347,248
50% SR : 20% LAR : 30% SO	15%	£5,118,251	£5,479,590	£5,504,608	£5,728,469	£5,822,242	£5,893,119
50% SR : 20% LAR : 30% SO	20%	£5,682,391	£6,028,368	£6,053,739	£6,280,632	£6,374,405	£6,445,282
50% SR : 20% LAR : 30% SO	25%	£6,258,494	£6,580,531	£6,605,902	£6,832,796	£6,926,568	£6,997,445
50% SR : 20% LAR : 30% SO	30%	£6,835,114	£7,132,694	£7,158,065	£7,384,959	£7,478,731	£7,549,609
50% SR : 20% LAR : 30% SO	35%	£7,411,734	£7,684,857	£7,710,229	£7,937,122	£8,030,895	£8,101,772
50% SR : 20% LAR : 30% SO	40%	£7,988,354	£8,237,020	£8,262,392	£8,489,286	£8,583,058	£8,653,936
50% SR : 20% LAR : 30% SO	45%	£8,564,974	£8,789,184	£8,814,556	£9,041,449	£9,135,221	£9,206,099
50% SR : 20% LAR : 30% SO	50%	£9,141,594	£9,341,347	£9,366,719	£9,593,613	£9,687,385	£9,758,262

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£2,187,616	£2,619,693	£2,644,361	£2,864,968	£2,956,140	£3,025,053
50% SR : 20% LAR : 30% SO	5%	£2,748,492	£3,156,787	£3,181,455	£3,402,061	£3,493,234	£3,562,147
50% SR : 20% LAR : 30% SO	10%	£3,309,368	£3,693,881	£3,718,549	£3,939,155	£4,030,329	£4,099,242
50% SR : 20% LAR : 30% SO	15%	£3,870,245	£4,231,584	£4,256,601	£4,480,463	£4,574,235	£4,645,113
50% SR : 20% LAR : 30% SO	20%	£4,434,384	£4,780,361	£4,805,732	£5,032,626	£5,126,398	£5,197,276
50% SR : 20% LAR : 30% SO	25%	£5,010,487	£5,332,524	£5,357,895	£5,584,790	£5,678,562	£5,749,438
50% SR : 20% LAR : 30% SO	30%	£5,587,107	£5,884,688	£5,910,058	£6,136,953	£6,230,725	£6,301,602
50% SR : 20% LAR : 30% SO	35%	£6,163,727	£6,436,851	£6,462,222	£6,689,116	£6,782,889	£6,853,765
50% SR : 20% LAR : 30% SO	40%	£6,740,348	£6,989,014	£7,014,385	£7,241,280	£7,335,052	£7,405,929
50% SR : 20% LAR : 30% SO	45%	£7,316,968	£7,541,178	£7,566,549	£7,793,443	£7,887,215	£7,958,092
50% SR : 20% LAR : 30% SO	50%	£7,893,588	£8,093,341	£8,118,712	£8,345,607	£8,439,379	£8,510,255

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£391,621	£823,698	£848,366	£1,068,973	£1,160,146	£1,229,059
50% SR : 20% LAR : 30% SO	5%	£952,498	£1,360,792	£1,385,460	£1,606,066	£1,697,240	£1,766,153
50% SR : 20% LAR : 30% SO	10%	£1,513,373	£1,897,886	£1,922,554	£2,143,160	£2,234,334	£2,303,247
50% SR : 20% LAR : 30% SO	15%	£2,074,250	£2,435,589	£2,460,607	£2,684,468	£2,778,240	£2,849,118
50% SR : 20% LAR : 30% SO	20%	£2,638,390	£2,984,366	£3,009,738	£3,236,631	£3,330,403	£3,401,281
50% SR : 20% LAR : 30% SO	25%	£3,214,492	£3,536,529	£3,561,901	£3,788,795	£3,882,567	£3,953,444
50% SR : 20% LAR : 30% SO	30%	£3,791,113	£4,088,693	£4,114,064	£4,340,958	£4,434,730	£4,505,608
50% SR : 20% LAR : 30% SO	35%	£4,367,733	£4,640,856	£4,666,228	£4,893,121	£4,986,894	£5,057,771
50% SR : 20% LAR : 30% SO	40%	£4,944,353	£5,193,019	£5,218,391	£5,445,285	£5,539,057	£5,609,935
50% SR : 20% LAR : 30% SO	45%	£5,520,973	£5,745,183	£5,770,555	£5,997,448	£6,091,220	£6,162,098
50% SR : 20% LAR : 30% SO	50%	£6,097,593	£6,297,346	£6,322,718	£6,549,612	£6,643,384	£6,714,261

**Table 6.5.3: Viability of lower density developments (Typology 5: 135 Flats and Houses - 89 dwellings per Ha)**

**Barking Town centre**

***Measured against benchmark land value 1 (Secondary Office space Higher)***

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£-9,020,710	£-10,535,650	£-10,566,567	£-10,829,815	£-10,927,639	£-11,209,573
50% SR : 20% LAR : 30% SO	5%	£-10,041,411	£-11,480,893	£-11,511,810	£-11,775,058	£-11,872,882	£-12,154,815
50% SR : 20% LAR : 30% SO	10%	£-11,062,112	£-12,426,136	£-12,457,053	£-12,720,301	£-12,818,124	£-13,103,568
50% SR : 20% LAR : 30% SO	15%	£-12,082,813	£-13,371,550	£-13,402,905	£-13,669,878	£-13,769,086	£-14,055,010
50% SR : 20% LAR : 30% SO	20%	£-13,103,513	£-14,322,991	£-14,354,346	£-14,621,319	£-14,720,527	£-15,006,450
50% SR : 20% LAR : 30% SO	25%	£-14,124,214	£-15,274,432	£-15,305,787	£-15,572,760	£-15,671,968	£-15,957,892
50% SR : 20% LAR : 30% SO	30%	£-15,150,159	£-16,225,873	£-16,257,228	£-16,524,201	£-16,623,409	£-16,909,332
50% SR : 20% LAR : 30% SO	35%	£-16,178,019	£-17,177,314	£-17,208,669	£-17,475,643	£-17,574,850	£-17,860,774
50% SR : 20% LAR : 30% SO	40%	£-17,205,878	£-18,128,756	£-18,160,110	£-18,427,083	£-18,526,291	£-18,812,214
50% SR : 20% LAR : 30% SO	45%	£-18,233,738	£-19,080,196	£-19,111,551	£-19,378,525	£-19,477,732	£-19,764,622
50% SR : 20% LAR : 30% SO	50%	£-19,261,597	£-20,033,454	£-20,065,253	£-20,336,004	£-20,436,616	£-20,726,585

***Measured against benchmark land value 2 (Secondary Office space Lower)***

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£-311,380	£-1,826,319	£-1,857,237	£-2,120,484	£-2,218,308	£-2,500,242
50% SR : 20% LAR : 30% SO	5%	£-1,332,080	£-2,771,562	£-2,802,479	£-3,065,727	£-3,163,551	£-3,445,484
50% SR : 20% LAR : 30% SO	10%	£-2,352,781	£-3,716,805	£-3,747,722	£-4,010,970	£-4,108,794	£-4,394,237
50% SR : 20% LAR : 30% SO	15%	£-3,373,482	£-4,662,220	£-4,693,574	£-4,960,547	£-5,059,755	£-5,345,679
50% SR : 20% LAR : 30% SO	20%	£-4,394,182	£-5,613,660	£-5,645,016	£-5,911,988	£-6,011,197	£-6,297,119
50% SR : 20% LAR : 30% SO	25%	£-5,414,883	£-6,565,102	£-6,596,456	£-6,863,429	£-6,962,637	£-7,248,561
50% SR : 20% LAR : 30% SO	30%	£-6,440,829	£-7,516,542	£-7,547,898	£-7,814,870	£-7,914,079	£-8,200,001
50% SR : 20% LAR : 30% SO	35%	£-7,468,688	£-8,467,984	£-8,499,338	£-8,766,312	£-8,865,519	£-9,151,443
50% SR : 20% LAR : 30% SO	40%	£-8,496,548	£-9,419,425	£-9,450,780	£-9,717,752	£-9,816,961	£-10,102,883
50% SR : 20% LAR : 30% SO	45%	£-9,524,407	£-10,370,866	£-10,402,220	£-10,669,194	£-10,768,401	£-11,055,291
50% SR : 20% LAR : 30% SO	50%	£-10,552,267	£-11,324,123	£-11,355,922	£-11,626,674	£-11,727,285	£-12,017,254

***Measured against benchmark land value 3 (Secondary Industrial space Higher)***

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£2,584,977	£1,070,037	£1,039,120	£775,872	£678,048	£396,115
50% SR : 20% LAR : 30% SO	5%	£1,564,277	£124,795	£93,878	£-169,370	£-267,194	£-549,127
50% SR : 20% LAR : 30% SO	10%	£543,575	£-820,448	£-851,365	£-1,114,613	£-1,212,437	£-1,497,881
50% SR : 20% LAR : 30% SO	15%	£-477,125	£-1,765,863	£-1,797,217	£-2,064,190	£-2,163,398	£-2,449,322
50% SR : 20% LAR : 30% SO	20%	£-1,497,826	£-2,717,303	£-2,748,659	£-3,015,632	£-3,114,840	£-3,400,762
50% SR : 20% LAR : 30% SO	25%	£-2,518,526	£-3,668,745	£-3,700,099	£-3,967,072	£-4,066,280	£-4,352,204
50% SR : 20% LAR : 30% SO	30%	£-3,544,472	£-4,620,185	£-4,651,541	£-4,918,514	£-5,017,722	£-5,303,644
50% SR : 20% LAR : 30% SO	35%	£-4,572,331	£-5,571,627	£-5,602,981	£-5,869,955	£-5,969,162	£-6,255,086
50% SR : 20% LAR : 30% SO	40%	£-5,600,191	£-6,523,068	£-6,554,423	£-6,821,396	£-6,920,604	£-7,206,526
50% SR : 20% LAR : 30% SO	45%	£-6,628,050	£-7,474,509	£-7,505,863	£-7,772,837	£-7,872,044	£-8,158,934
50% SR : 20% LAR : 30% SO	50%	£-7,655,910	£-8,427,767	£-8,459,565	£-8,730,317	£-8,830,928	£-9,120,897

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£6,753,098	£5,238,158	£5,207,241	£4,943,993	£4,846,169	£4,564,235
50% SR : 20% LAR : 30% SO	5%	£5,732,397	£4,292,915	£4,261,998	£3,998,750	£3,900,926	£3,618,993
50% SR : 20% LAR : 30% SO	10%	£4,711,696	£3,347,672	£3,316,755	£3,053,508	£2,955,684	£2,670,240
50% SR : 20% LAR : 30% SO	15%	£3,690,995	£2,402,258	£2,370,903	£2,103,930	£2,004,722	£1,718,798
50% SR : 20% LAR : 30% SO	20%	£2,670,295	£1,450,817	£1,419,462	£1,152,489	£1,053,281	£767,358
50% SR : 20% LAR : 30% SO	25%	£1,649,594	£499,376	£468,021	£201,048	£101,840	£-184,084
50% SR : 20% LAR : 30% SO	30%	£623,649	£-452,065	£-483,420	£-750,393	£-849,601	£-1,135,524
50% SR : 20% LAR : 30% SO	35%	£-404,211	£-1,403,506	£-1,434,861	£-1,701,835	£-1,801,042	£-2,086,966
50% SR : 20% LAR : 30% SO	40%	£-1,432,070	£-2,354,948	£-2,386,302	£-2,653,275	£-2,752,483	£-3,038,406
50% SR : 20% LAR : 30% SO	45%	£-2,459,930	£-3,306,388	£-3,337,743	£-3,604,717	£-3,703,924	£-3,990,814
50% SR : 20% LAR : 30% SO	50%	£-3,487,789	£-4,259,646	£-4,291,445	£-4,562,196	£-4,662,808	£-4,952,777

**Barking Riverside**

**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£-16,078,329	£-16,889,137	£-16,920,491	£-17,187,464	£-17,286,672	£-17,572,596
50% SR : 20% LAR : 30% SO	5%	£-16,830,498	£-17,599,889	£-17,631,245	£-17,898,218	£-17,997,426	£-18,283,349
50% SR : 20% LAR : 30% SO	10%	£-17,582,668	£-18,310,643	£-18,341,998	£-18,608,970	£-18,708,179	£-18,994,178
50% SR : 20% LAR : 30% SO	15%	£-18,334,838	£-19,021,396	£-19,052,751	£-19,322,055	£-19,422,667	£-19,712,636
50% SR : 20% LAR : 30% SO	20%	£-19,087,006	£-19,737,964	£-19,769,762	£-20,040,513	£-20,141,125	£-20,431,094
50% SR : 20% LAR : 30% SO	25%	£-19,844,681	£-20,456,422	£-20,488,220	£-20,758,971	£-20,859,583	£-21,149,552
50% SR : 20% LAR : 30% SO	30%	£-20,605,107	£-21,174,879	£-21,206,678	£-21,477,430	£-21,578,041	£-21,868,010
50% SR : 20% LAR : 30% SO	35%	£-21,365,531	£-21,893,337	£-21,925,136	£-22,198,918	£-22,300,953	£-22,595,026
50% SR : 20% LAR : 30% SO	40%	£-22,127,997	£-22,620,712	£-22,652,960	£-22,928,320	£-23,031,799	£-23,330,033
50% SR : 20% LAR : 30% SO	45%	£-22,900,436	£-23,357,133	£-23,389,838	£-23,668,305	£-23,771,785	£-24,070,019
50% SR : 20% LAR : 30% SO	50%	£-23,683,601	£-24,097,120	£-24,129,824	£-24,408,292	£-24,511,772	£-24,810,005

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£-7,368,998	£-8,179,806	£-8,211,160	£-8,478,133	£-8,577,341	£-8,863,265
50% SR : 20% LAR : 30% SO	5%	£-8,121,167	£-8,890,558	£-8,921,914	£-9,188,887	£-9,288,095	£-9,574,018
50% SR : 20% LAR : 30% SO	10%	£-8,873,337	£-9,601,312	£-9,632,667	£-9,899,640	£-9,998,848	£-10,284,847
50% SR : 20% LAR : 30% SO	15%	£-9,625,507	£-10,312,065	£-10,343,420	£-10,612,725	£-10,713,336	£-11,003,305
50% SR : 20% LAR : 30% SO	20%	£-10,377,676	£-11,028,633	£-11,060,431	£-11,331,182	£-11,431,794	£-11,721,764
50% SR : 20% LAR : 30% SO	25%	£-11,135,350	£-11,747,091	£-11,778,889	£-12,049,640	£-12,150,253	£-12,440,221
50% SR : 20% LAR : 30% SO	30%	£-11,895,776	£-12,465,549	£-12,497,347	£-12,768,099	£-12,868,710	£-13,158,679
50% SR : 20% LAR : 30% SO	35%	£-12,656,201	£-13,184,006	£-13,215,805	£-13,489,587	£-13,591,623	£-13,885,695
50% SR : 20% LAR : 30% SO	40%	£-13,418,666	£-13,911,381	£-13,943,629	£-14,218,989	£-14,322,468	£-14,620,702
50% SR : 20% LAR : 30% SO	45%	£-14,191,105	£-14,647,802	£-14,680,507	£-14,958,975	£-15,062,454	£-15,360,689
50% SR : 20% LAR : 30% SO	50%	£-14,974,270	£-15,387,789	£-15,420,493	£-15,698,961	£-15,802,441	£-16,100,674

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£4,472,641	£5,283,449	£5,314,803	£5,581,776	£5,680,985	£5,966,908
50% SR : 20% LAR : 30% SO	5%	£5,224,811	£5,994,202	£6,025,557	£6,292,530	£6,391,738	£6,677,661
50% SR : 20% LAR : 30% SO	10%	£5,976,980	£6,704,955	£6,736,310	£7,003,283	£7,102,491	£7,388,490
50% SR : 20% LAR : 30% SO	15%	£6,729,150	£7,415,708	£7,447,064	£7,716,368	£7,816,979	£8,106,948
50% SR : 20% LAR : 30% SO	20%	£7,481,319	£8,126,461	£8,157,817	£8,427,121	£8,528,332	£8,818,301
50% SR : 20% LAR : 30% SO	25%	£8,233,488	£8,837,214	£8,868,570	£9,137,874	£9,239,085	£9,529,054
50% SR : 20% LAR : 30% SO	30%	£8,985,657	£9,547,967	£9,579,323	£9,848,627	£9,950,238	£10,240,207
50% SR : 20% LAR : 30% SO	35%	£9,737,826	£10,258,720	£10,290,076	£10,559,380	£10,661,591	£10,951,276
50% SR : 20% LAR : 30% SO	40%	£10,490,000	£10,969,473	£10,999,829	£11,260,133	£11,362,344	£11,652,319
50% SR : 20% LAR : 30% SO	45%	£11,242,174	£11,680,226	£11,710,582	£11,970,836	£12,072,047	£12,362,382
50% SR : 20% LAR : 30% SO	50%	£12,000,000	£12,391,000	£12,421,456	£12,681,600	£12,783,811	£13,073,350

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£304,521	£1,115,329	£1,146,683	£1,413,656	£1,512,864	£1,798,788
50% SR : 20% LAR : 30% SO	5%	£1,056,690	£1,826,081	£1,857,437	£2,124,410	£2,223,618	£2,509,540
50% SR : 20% LAR : 30% SO	10%	£1,808,860	£2,536,835	£2,568,190	£2,835,162	£2,934,371	£3,220,370
50% SR : 20% LAR : 30% SO	15%	£2,561,030	£3,247,588	£3,278,943	£3,548,247	£3,648,859	£3,938,828
50% SR : 20% LAR : 30% SO	20%	£3,313,198	£3,958,342	£3,989,697	£4,266,705	£4,367,317	£4,657,286
50% SR : 20% LAR : 30% SO	25%	£4,070,873	£4,669,096	£4,700,451	£4,985,163	£5,085,775	£5,375,744
50% SR : 20% LAR : 30% SO	30%	£4,831,299	£5,379,850	£5,411,205	£5,700,622	£5,801,233	£6,090,202
50% SR : 20% LAR : 30% SO	35%	£5,591,723	£6,090,604	£6,121,959	£6,425,110	£6,525,722	£6,814,680
50% SR : 20% LAR : 30% SO	40%	£6,354,189	£6,801,358	£6,832,713	£7,150,172	£7,250,784	£7,540,242
50% SR : 20% LAR : 30% SO	45%	£7,120,628	£7,512,112	£7,543,467	£7,894,497	£7,995,109	£8,284,560
50% SR : 20% LAR : 30% SO	50%	£7,900,793	£8,222,866	£8,254,221	£8,634,484	£8,735,096	£9,024,518

**Chadwell Heath**
**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£9,020,710	£9,722,412	£9,753,329	£10,016,577	£10,114,401	£10,396,335
50% SR : 20% LAR : 30% SO	5%	£10,041,411	£10,708,316	£10,739,233	£11,002,481	£11,100,305	£11,382,239
50% SR : 20% LAR : 30% SO	10%	£11,062,112	£11,694,220	£11,725,137	£11,988,385	£12,086,209	£12,368,143
50% SR : 20% LAR : 30% SO	15%	£12,082,813	£12,680,125	£12,711,042	£12,974,290	£13,072,114	£13,354,047
50% SR : 20% LAR : 30% SO	20%	£13,103,513	£13,666,029	£13,696,946	£13,961,522	£14,060,729	£14,346,653
50% SR : 20% LAR : 30% SO	25%	£14,124,214	£14,651,934	£14,682,851	£14,954,200	£15,053,408	£15,339,332
50% SR : 20% LAR : 30% SO	30%	£15,150,159	£15,637,838	£15,668,755	£15,946,878	£16,046,087	£16,332,010
50% SR : 20% LAR : 30% SO	35%	£16,178,019	£16,623,743	£16,654,660	£16,939,557	£17,038,765	£17,324,688
50% SR : 20% LAR : 30% SO	40%	£17,205,878	£17,609,648	£17,640,565	£17,932,236	£18,031,444	£18,317,366
50% SR : 20% LAR : 30% SO	45%	£18,233,738	£18,595,553	£18,626,470	£18,924,914	£19,024,121	£19,310,045
50% SR : 20% LAR : 30% SO	50%	£19,261,597	£19,581,458	£19,612,375	£19,917,796	£20,018,407	£20,308,376

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£311,380	-£1,013,081	-£1,043,998	-£1,307,246	-£1,405,070	-£1,687,004
50% SR : 20% LAR : 30% SO	5%	-£1,332,080	-£1,998,985	-£2,029,902	-£2,293,150	-£2,390,974	-£2,672,908
50% SR : 20% LAR : 30% SO	10%	-£2,352,781	-£2,984,890	-£3,015,807	-£3,279,055	-£3,376,878	-£3,658,812
50% SR : 20% LAR : 30% SO	15%	-£3,373,482	-£3,970,794	-£4,001,711	-£4,264,959	-£4,362,783	-£4,644,717
50% SR : 20% LAR : 30% SO	20%	-£4,394,182	-£4,956,698	-£4,987,615	-£5,252,191	-£5,351,399	-£5,637,322
50% SR : 20% LAR : 30% SO	25%	-£5,414,883	-£5,942,602	-£5,973,519	-£6,244,869	-£6,344,077	-£6,630,001
50% SR : 20% LAR : 30% SO	30%	-£6,435,583	-£6,928,506	-£6,959,423	-£7,237,548	-£7,336,756	-£7,622,679
50% SR : 20% LAR : 30% SO	35%	-£7,456,283	-£7,914,410	-£7,945,327	-£8,230,226	-£8,329,434	-£8,615,357
50% SR : 20% LAR : 30% SO	40%	-£8,476,983	-£8,900,314	-£8,931,231	-£9,222,905	-£9,322,113	-£9,608,035
50% SR : 20% LAR : 30% SO	45%	-£9,497,683	-£9,886,218	-£9,917,135	-£10,215,583	-£10,314,790	-£10,600,714
50% SR : 20% LAR : 30% SO	50%	-£10,518,383	-£10,872,122	-£10,903,040	-£11,208,465	-£11,309,076	-£11,600,045

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£2,584,977	£1,883,276	£1,852,359	£1,589,111	£1,491,287	£1,209,353
50% SR : 20% LAR : 30% SO	5%	£1,564,277	£897,372	£866,454	£603,207	£505,383	£223,449
50% SR : 20% LAR : 30% SO	10%	£543,575	-£88,533	-£119,450	-£382,698	-£480,522	-£762,456
50% SR : 20% LAR : 30% SO	15%	-£477,125	-£1,074,437	-£1,105,354	-£1,368,602	-£1,466,426	-£1,748,360
50% SR : 20% LAR : 30% SO	20%	-£1,497,826	-£2,060,341	-£2,091,258	-£2,355,835	-£2,455,042	-£2,740,965
50% SR : 20% LAR : 30% SO	25%	-£2,518,526	-£3,050,185	-£3,081,539	-£3,348,512	-£3,447,720	-£3,733,644
50% SR : 20% LAR : 30% SO	30%	-£3,539,226	-£4,040,029	-£4,071,218	-£4,341,191	-£4,440,399	-£4,726,323
50% SR : 20% LAR : 30% SO	35%	-£4,559,926	-£5,029,873	-£5,061,137	-£5,333,869	-£5,433,078	-£5,719,000
50% SR : 20% LAR : 30% SO	40%	-£5,580,626	-£6,019,717	-£6,051,071	-£6,326,548	-£6,425,756	-£6,711,679
50% SR : 20% LAR : 30% SO	45%	-£6,601,326	-£7,009,561	-£7,040,915	-£7,319,226	-£7,418,434	-£7,704,357
50% SR : 20% LAR : 30% SO	50%	-£7,622,026	-£7,999,405	-£8,030,759	-£8,312,108	-£8,412,719	-£8,702,688

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£6,753,098	£6,051,396	£6,020,479	£5,757,231	£5,659,407	£5,377,473
50% SR : 20% LAR : 30% SO	5%	£5,732,397	£5,065,492	£5,034,575	£4,771,327	£4,673,503	£4,391,569
50% SR : 20% LAR : 30% SO	10%	£4,711,696	£4,079,588	£4,048,671	£3,785,423	£3,687,599	£3,405,665
50% SR : 20% LAR : 30% SO	15%	£3,690,995	£3,093,683	£3,062,766	£2,799,518	£2,701,694	£2,419,761
50% SR : 20% LAR : 30% SO	20%	£2,670,295	£2,107,779	£2,076,862	£1,812,286	£1,713,079	£1,427,155
50% SR : 20% LAR : 30% SO	25%	£1,649,594	£1,117,936	£1,086,581	£819,608	£720,400	£434,476
50% SR : 20% LAR : 30% SO	30%	£623,649	£125,257	£93,903	-£173,070	-£272,279	-£558,202
50% SR : 20% LAR : 30% SO	35%	-£404,211	-£867,422	-£898,776	-£1,165,749	-£1,264,957	-£1,550,880
50% SR : 20% LAR : 30% SO	40%	-£1,432,070	-£1,860,099	-£1,891,455	-£2,158,427	-£2,257,636	-£2,543,558
50% SR : 20% LAR : 30% SO	45%	-£2,459,930	-£2,852,778	-£2,884,132	-£3,151,106	-£3,250,313	-£3,536,237
50% SR : 20% LAR : 30% SO	50%	-£3,487,789	-£3,845,456	-£3,876,811	-£4,143,987	-£4,244,599	-£4,534,568

### Dagenham and Beam Parklands

#### *Measured against benchmark land value 1 (Secondary Office space Higher)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£14,304,498	-£14,935,332	-£14,966,687	-£15,233,661	-£15,332,868	-£15,618,792
50% SR : 20% LAR : 30% SO	5%	-£15,121,172	-£15,719,948	-£15,751,302	-£16,018,275	-£16,117,483	-£16,403,406
50% SR : 20% LAR : 30% SO	10%	-£15,937,847	-£16,504,562	-£16,535,916	-£16,802,890	-£16,902,097	-£17,188,021
50% SR : 20% LAR : 30% SO	15%	-£16,754,522	-£17,289,176	-£17,320,531	-£17,587,504	-£17,686,713	-£17,972,635
50% SR : 20% LAR : 30% SO	20%	-£17,571,197	-£18,073,791	-£18,105,146	-£18,372,119	-£18,471,327	-£18,757,250
50% SR : 20% LAR : 30% SO	25%	-£18,387,871	-£18,858,405	-£18,889,761	-£19,156,734	-£19,255,941	-£19,544,839
50% SR : 20% LAR : 30% SO	30%	-£19,204,546	-£19,644,927	-£19,676,725	-£19,947,476	-£20,048,087	-£20,338,057
50% SR : 20% LAR : 30% SO	35%	-£20,026,466	-£20,438,144	-£20,469,942	-£20,740,694	-£20,841,305	-£21,131,275
50% SR : 20% LAR : 30% SO	40%	-£20,852,160	-£21,231,361	-£21,263,160	-£21,533,911	-£21,634,523	-£21,924,492
50% SR : 20% LAR : 30% SO	45%	-£21,677,854	-£22,025,186	-£22,057,435	-£22,332,017	-£22,434,052	-£22,728,125
50% SR : 20% LAR : 30% SO	50%	-£22,510,933	-£22,830,463	-£22,863,168	-£23,141,637	-£23,245,116	-£23,543,350

#### *Measured against benchmark land value 2 (Secondary Office space Lower)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£5,595,167	-£6,226,002	-£6,257,356	-£6,524,330	-£6,623,537	-£6,909,461
50% SR : 20% LAR : 30% SO	5%	-£6,411,841	-£7,010,617	-£7,041,971	-£7,308,944	-£7,408,152	-£7,694,075
50% SR : 20% LAR : 30% SO	10%	-£7,228,516	-£7,795,231	-£7,826,585	-£8,093,559	-£8,192,767	-£8,478,690
50% SR : 20% LAR : 30% SO	15%	-£8,045,191	-£8,579,845	-£8,611,201	-£8,878,174	-£8,977,382	-£9,263,304
50% SR : 20% LAR : 30% SO	20%	-£8,861,866	-£9,364,460	-£9,395,815	-£9,662,788	-£9,761,996	-£10,047,920
50% SR : 20% LAR : 30% SO	25%	-£9,678,540	-£10,149,075	-£10,180,430	-£10,447,403	-£10,546,610	-£10,835,508
50% SR : 20% LAR : 30% SO	30%	-£10,495,215	-£10,935,596	-£10,967,394	-£11,238,145	-£11,338,756	-£11,628,726
50% SR : 20% LAR : 30% SO	35%	-£11,311,135	-£11,728,813	-£11,760,611	-£12,031,363	-£12,131,974	-£12,421,944
50% SR : 20% LAR : 30% SO	40%	-£12,128,229	-£12,522,031	-£12,553,829	-£12,824,581	-£12,925,192	-£13,215,161
50% SR : 20% LAR : 30% SO	45%	-£12,968,523	-£13,315,855	-£13,348,104	-£13,622,686	-£13,724,721	-£14,018,794
50% SR : 20% LAR : 30% SO	50%	-£13,801,602	-£14,121,133	-£14,153,838	-£14,432,306	-£14,535,785	-£14,834,019

#### *Measured against benchmark land value 3 (Secondary Industrial space Higher)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£2,698,810	-£3,329,645	-£3,360,999	-£3,627,973	-£3,727,180	-£4,013,104
50% SR : 20% LAR : 30% SO	5%	-£3,515,485	-£4,114,260	-£4,145,614	-£4,412,587	-£4,511,796	-£4,797,718
50% SR : 20% LAR : 30% SO	10%	-£4,332,159	-£4,898,874	-£4,930,229	-£5,197,203	-£5,296,410	-£5,582,333
50% SR : 20% LAR : 30% SO	15%	-£5,148,835	-£5,683,488	-£5,714,844	-£5,981,817	-£6,081,025	-£6,366,948
50% SR : 20% LAR : 30% SO	20%	-£5,965,509	-£6,468,104	-£6,499,458	-£6,766,431	-£6,865,639	-£7,151,563
50% SR : 20% LAR : 30% SO	25%	-£6,782,184	-£7,252,718	-£7,284,073	-£7,551,046	-£7,650,253	-£7,939,152
50% SR : 20% LAR : 30% SO	30%	-£7,598,858	-£8,039,239	-£8,071,038	-£8,341,788	-£8,442,400	-£8,732,370
50% SR : 20% LAR : 30% SO	35%	-£8,420,779	-£8,832,456	-£8,864,255	-£9,135,006	-£9,235,618	-£9,525,587
50% SR : 20% LAR : 30% SO	40%	-£9,246,472	-£9,625,674	-£9,657,472	-£9,928,224	-£10,028,835	-£10,318,804
50% SR : 20% LAR : 30% SO	45%	-£10,072,166	-£10,419,499	-£10,451,747	-£10,726,329	-£10,828,365	-£11,122,437
50% SR : 20% LAR : 30% SO	50%	-£10,905,245	-£11,224,776	-£11,257,481	-£11,535,949	-£11,639,429	-£11,937,662

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,469,310	£838,476	£807,121	£540,147	£440,940	£155,016
50% SR : 20% LAR : 30% SO	5%	£652,636	£53,860	£22,506	-£244,467	-£343,675	-£629,598
50% SR : 20% LAR : 30% SO	10%	-£164,039	-£730,754	-£762,108	-£1,029,082	-£1,128,289	-£1,414,213
50% SR : 20% LAR : 30% SO	15%	-£980,714	-£1,515,368	-£1,546,723	-£1,813,696	-£1,912,905	-£2,198,827
50% SR : 20% LAR : 30% SO	20%	-£1,797,389	-£2,299,983	-£2,331,338	-£2,598,311	-£2,697,519	-£2,983,442
50% SR : 20% LAR : 30% SO	25%	-£2,614,063	-£3,084,597	-£3,115,953	-£3,382,926	-£3,482,133	-£3,771,031
50% SR : 20% LAR : 30% SO	30%	-£3,430,738	-£3,871,119	-£3,902,917	-£4,173,668	-£4,274,279	-£4,564,249
50% SR : 20% LAR : 30% SO	35%	-£4,252,658	-£4,664,335	-£4,696,134	-£4,966,886	-£5,067,497	-£5,357,467
50% SR : 20% LAR : 30% SO	40%	-£5,078,352	-£5,457,553	-£5,489,352	-£5,760,103	-£5,860,715	-£6,150,884
50% SR : 20% LAR : 30% SO	45%	-£5,904,046	-£6,251,378	-£6,283,627	-£6,558,209	-£6,660,244	-£6,954,317
50% SR : 20% LAR : 30% SO	50%	-£6,737,125	-£7,056,655	-£7,089,360	-£7,367,829	-£7,471,308	-£7,769,542

**Beacontree and Valance Park**

**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£15,014,030	-£15,634,380	-£15,665,734	-£15,932,707	-£16,031,915	-£16,317,839
50% SR : 20% LAR : 30% SO	5%	-£15,804,251	-£16,392,931	-£16,424,286	-£16,691,259	-£16,790,467	-£17,076,391
50% SR : 20% LAR : 30% SO	10%	-£16,594,472	-£17,151,483	-£17,182,838	-£17,449,811	-£17,549,019	-£17,834,942
50% SR : 20% LAR : 30% SO	15%	-£17,384,692	-£17,910,035	-£17,941,389	-£18,208,362	-£18,307,570	-£18,593,494
50% SR : 20% LAR : 30% SO	20%	-£18,174,914	-£18,668,587	-£18,699,941	-£18,966,914	-£19,066,122	-£19,353,893
50% SR : 20% LAR : 30% SO	25%	-£18,965,134	-£19,427,607	-£19,459,406	-£19,730,156	-£19,830,768	-£20,120,738
50% SR : 20% LAR : 30% SO	30%	-£19,758,540	-£20,194,452	-£20,226,249	-£20,497,001	-£20,597,612	-£20,887,582
50% SR : 20% LAR : 30% SO	35%	-£20,557,466	-£20,961,296	-£20,993,094	-£21,263,846	-£21,364,457	-£21,654,427
50% SR : 20% LAR : 30% SO	40%	-£21,356,391	-£21,728,140	-£21,759,939	-£22,031,383	-£22,133,419	-£22,427,492
50% SR : 20% LAR : 30% SO	45%	-£22,157,774	-£22,502,249	-£22,534,498	-£22,809,080	-£22,912,276	-£23,210,511
50% SR : 20% LAR : 30% SO	50%	-£22,970,897	-£23,287,416	-£23,320,120	-£23,598,589	-£23,702,068	-£24,000,302

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£6,304,699	-£6,925,049	-£6,956,403	-£7,223,376	-£7,322,585	-£7,608,508
50% SR : 20% LAR : 30% SO	5%	-£7,094,921	-£7,683,601	-£7,714,955	-£7,981,928	-£8,081,136	-£8,367,060
50% SR : 20% LAR : 30% SO	10%	-£7,885,141	-£8,442,152	-£8,473,507	-£8,740,480	-£8,839,688	-£9,125,611
50% SR : 20% LAR : 30% SO	15%	-£8,675,362	-£9,200,704	-£9,232,058	-£9,499,031	-£9,598,240	-£9,884,163
50% SR : 20% LAR : 30% SO	20%	-£9,465,583	-£9,959,256	-£9,990,610	-£10,257,583	-£10,356,791	-£10,644,562
50% SR : 20% LAR : 30% SO	25%	-£10,255,804	-£10,718,276	-£10,750,075	-£11,020,825	-£11,121,437	-£11,411,407
50% SR : 20% LAR : 30% SO	30%	-£11,049,209	-£11,485,121	-£11,516,919	-£11,787,670	-£11,888,282	-£12,178,251
50% SR : 20% LAR : 30% SO	35%	-£11,848,135	-£12,251,965	-£12,283,763	-£12,554,515	-£12,655,126	-£12,945,096
50% SR : 20% LAR : 30% SO	40%	-£12,647,061	-£13,018,810	-£13,050,608	-£13,322,052	-£13,424,089	-£13,718,161
50% SR : 20% LAR : 30% SO	45%	-£13,448,443	-£13,792,918	-£13,825,167	-£14,099,749	-£14,202,946	-£14,501,180
50% SR : 20% LAR : 30% SO	50%	-£14,261,566	-£14,578,085	-£14,610,789	-£14,889,258	-£14,992,737	-£15,290,971

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,408,342	£4,028,692	£4,060,047	£4,327,020	£4,426,228	£4,712,151
50% SR : 20% LAR : 30% SO	5%	£4,198,564	£4,787,244	£4,818,598	£5,085,571	£5,184,779	£5,470,703
50% SR : 20% LAR : 30% SO	10%	£4,988,784	£5,545,796	£5,577,150	£5,844,123	£5,943,331	£6,229,255
50% SR : 20% LAR : 30% SO	15%	£5,779,005	£6,304,347	£6,335,702	£6,602,675	£6,701,883	£6,987,806
50% SR : 20% LAR : 30% SO	20%	£6,569,226	£7,062,899	£7,094,253	£7,361,226	£7,460,435	£7,748,205
50% SR : 20% LAR : 30% SO	25%	£7,359,447	£7,821,920	£7,853,718	£8,124,469	£8,225,080	£8,515,050
50% SR : 20% LAR : 30% SO	30%	£8,152,852	£8,588,764	£8,620,562	£8,891,313	£8,991,925	£9,281,895
50% SR : 20% LAR : 30% SO	35%	£8,951,779	£9,355,608	£9,387,407	£9,658,158	£9,758,770	£10,048,740
50% SR : 20% LAR : 30% SO	40%	£9,750,704	£10,122,453	£10,154,251	£10,425,696	£10,527,732	£10,821,804
50% SR : 20% LAR : 30% SO	45%	£10,552,086	£10,896,561	£10,928,810	£11,203,393	£11,306,589	£11,604,823
50% SR : 20% LAR : 30% SO	50%	£11,365,209	£11,681,729	£11,714,433	£11,992,901	£12,096,381	£12,394,614

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£759,778	£139,428	£108,074	£158,899	£258,107	£544,031
50% SR : 20% LAR : 30% SO	5%	£30,443	£619,123	£650,478	£917,451	£1,016,659	£1,302,583
50% SR : 20% LAR : 30% SO	10%	£820,664	£1,377,675	£1,409,030	£1,676,002	£1,775,211	£2,061,134
50% SR : 20% LAR : 30% SO	15%	£1,610,884	£2,136,227	£2,167,581	£2,434,554	£2,533,762	£2,819,686
50% SR : 20% LAR : 30% SO	20%	£2,401,106	£2,894,778	£2,926,133	£3,193,106	£3,292,314	£3,580,085
50% SR : 20% LAR : 30% SO	25%	£3,191,326	£3,653,799	£3,685,598	£3,956,348	£4,056,960	£4,346,930
50% SR : 20% LAR : 30% SO	30%	£3,984,732	£4,420,644	£4,452,441	£4,723,193	£4,823,804	£5,113,774
50% SR : 20% LAR : 30% SO	35%	£4,783,658	£5,187,488	£5,219,286	£5,490,038	£5,590,649	£5,880,619
50% SR : 20% LAR : 30% SO	40%	£5,582,583	£5,954,332	£5,986,131	£6,257,575	£6,359,611	£6,653,684
50% SR : 20% LAR : 30% SO	45%	£6,383,965	£6,728,440	£6,760,690	£7,035,272	£7,138,468	£7,436,703
50% SR : 20% LAR : 30% SO	50%	£7,197,089	£7,513,608	£7,546,312	£7,824,781	£7,928,260	£8,226,494

**Table 6.5.4: Viability of lower density developments (Typology 8: 400 Flats - 930 dwellings per Ha)**

**Barking Town centre**

**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£5,203,824	£1,348,464	£1,261,007	£404,732	£80,719	£167,063
50% SR : 20% LAR : 30% SO	5%	£2,659,595	£1,002,073	£1,090,770	£1,959,162	£2,286,981	£2,534,762
50% SR : 20% LAR : 30% SO	10%	£115,365	£3,369,773	£3,458,469	£4,326,861	£4,654,681	£4,902,462
50% SR : 20% LAR : 30% SO	15%	£2,453,818	£5,737,473	£5,826,806	£6,714,201	£7,051,364	£7,306,208
50% SR : 20% LAR : 30% SO	20%	£5,029,417	£8,164,638	£8,255,861	£9,149,004	£9,486,168	£9,741,011
50% SR : 20% LAR : 30% SO	25%	£7,650,851	£10,604,123	£10,696,638	£11,602,419	£11,944,354	£12,202,803
50% SR : 20% LAR : 30% SO	30%	£10,303,718	£13,077,188	£13,169,703	£14,075,484	£14,421,298	£14,683,405
50% SR : 20% LAR : 30% SO	35%	£12,993,561	£15,578,158	£15,671,982	£16,590,581	£16,937,355	£17,199,461
50% SR : 20% LAR : 30% SO	40%	£15,720,487	£18,094,215	£18,188,038	£19,106,638	£19,453,411	£19,715,518
50% SR : 20% LAR : 30% SO	45%	£18,456,447	£20,610,271	£20,704,095	£21,622,695	£21,969,468	£22,231,575
50% SR : 20% LAR : 30% SO	50%	£21,192,408	£23,126,328	£23,220,152	£24,138,751	£24,485,525	£24,747,631

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£7,673,376	£3,818,016	£3,730,558	£2,874,283	£2,550,270	£2,302,489
50% SR : 20% LAR : 30% SO	5%	£5,129,146	£1,467,478	£1,378,782	£510,390	£182,571	-£65,211
50% SR : 20% LAR : 30% SO	10%	£2,584,916	-£900,221	-£988,918	-£1,857,310	-£2,185,130	-£2,432,910
50% SR : 20% LAR : 30% SO	15%	£15,733	-£3,267,922	-£3,357,254	-£4,244,649	-£4,581,813	-£4,836,657
50% SR : 20% LAR : 30% SO	20%	-£2,559,866	-£5,695,086	-£5,786,310	-£6,679,453	-£7,016,616	-£7,271,459
50% SR : 20% LAR : 30% SO	25%	-£5,181,300	-£8,134,571	-£8,227,086	-£9,132,868	-£9,474,803	-£9,733,252
50% SR : 20% LAR : 30% SO	30%	-£7,834,166	-£10,607,636	-£10,700,151	-£11,605,933	-£11,951,747	-£12,213,853
50% SR : 20% LAR : 30% SO	35%	-£10,524,009	-£13,108,607	-£13,202,430	-£14,121,030	-£14,467,803	-£14,729,910
50% SR : 20% LAR : 30% SO	40%	-£13,250,935	-£15,624,663	-£15,718,487	-£16,637,087	-£16,983,860	-£17,245,966
50% SR : 20% LAR : 30% SO	45%	-£15,986,896	-£18,140,720	-£18,234,544	-£19,153,143	-£19,499,917	-£19,762,023
50% SR : 20% LAR : 30% SO	50%	-£18,722,857	-£20,656,777	-£20,750,600	-£21,669,200	-£22,015,973	-£22,278,080

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£8,494,645	£4,639,284	£4,551,827	£3,695,552	£3,371,539	£3,123,758
50% SR : 20% LAR : 30% SO	5%	£5,950,415	£2,288,747	£2,200,051	£1,331,659	£1,003,839	£756,058
50% SR : 20% LAR : 30% SO	10%	£3,406,185	-£78,953	-£167,649	-£1,036,041	-£1,363,861	-£1,611,641
50% SR : 20% LAR : 30% SO	15%	£837,002	-£2,446,653	-£2,535,985	-£3,423,380	-£3,760,544	-£4,015,388
50% SR : 20% LAR : 30% SO	20%	-£1,738,597	-£4,873,817	-£4,965,041	-£5,858,184	-£6,195,347	-£6,450,190
50% SR : 20% LAR : 30% SO	25%	-£4,360,031	-£7,313,303	-£7,405,817	-£8,311,599	-£8,653,534	-£8,911,983
50% SR : 20% LAR : 30% SO	30%	-£7,012,897	-£9,786,368	-£9,878,882	-£10,784,664	-£11,130,478	-£11,392,584
50% SR : 20% LAR : 30% SO	35%	-£9,702,740	-£12,287,338	-£12,381,161	-£13,299,761	-£13,646,535	-£13,908,641
50% SR : 20% LAR : 30% SO	40%	-£12,429,666	-£14,803,395	-£14,897,218	-£15,815,818	-£16,162,591	-£16,424,698
50% SR : 20% LAR : 30% SO	45%	-£15,165,627	-£17,319,451	-£17,413,275	-£18,331,874	-£18,678,648	-£18,940,754
50% SR : 20% LAR : 30% SO	50%	-£17,901,588	-£19,835,508	-£19,929,331	-£20,847,931	-£21,194,705	-£21,456,811

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£9,676,525	£5,821,165	£5,733,707	£4,877,433	£4,553,419	£4,305,638
50% SR : 20% LAR : 30% SO	5%	£7,132,296	£3,470,627	£3,381,931	£2,513,539	£2,185,720	£1,937,939
50% SR : 20% LAR : 30% SO	10%	£4,588,065	£1,102,928	£1,014,231	£145,840	-£181,981	-£429,761
50% SR : 20% LAR : 30% SO	15%	£2,018,882	-£1,264,773	-£1,354,105	-£2,241,500	-£2,578,663	-£2,833,507
50% SR : 20% LAR : 30% SO	20%	-£556,717	-£3,691,937	-£3,783,161	-£4,676,304	-£5,013,467	-£5,268,310
50% SR : 20% LAR : 30% SO	25%	-£3,178,151	-£6,131,422	-£6,223,937	-£7,129,719	-£7,471,654	-£7,730,103
50% SR : 20% LAR : 30% SO	30%	-£5,831,017	-£8,604,487	-£8,697,002	-£9,602,784	-£9,948,598	-£10,210,704
50% SR : 20% LAR : 30% SO	35%	-£8,520,860	-£11,105,457	-£11,199,281	-£12,117,881	-£12,464,654	-£12,726,761
50% SR : 20% LAR : 30% SO	40%	-£11,247,786	-£13,621,514	-£13,715,338	-£14,633,937	-£14,980,711	-£15,242,817
50% SR : 20% LAR : 30% SO	45%	-£13,983,747	-£16,137,571	-£16,231,394	-£17,149,994	-£17,496,768	-£17,758,874
50% SR : 20% LAR : 30% SO	50%	-£16,719,707	-£18,653,627	-£18,747,451	-£19,666,051	-£20,012,824	-£20,274,931

## Barking Riverside

### *Measured against benchmark land value 1 (Secondary Office space Higher)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£9,845,681	£11,916,475	£12,008,989	£12,914,771	£13,256,706	£13,515,155
50% SR : 20% LAR : 30% SO	5%	£11,874,184	£13,837,248	£13,929,763	£14,835,545	£15,179,112	£15,441,218
50% SR : 20% LAR : 30% SO	10%	£13,914,113	£15,774,445	£15,868,268	£16,786,868	£17,133,641	£17,395,748
50% SR : 20% LAR : 30% SO	15%	£15,978,998	£17,728,973	£17,822,798	£18,741,398	£19,088,171	£19,350,278
50% SR : 20% LAR : 30% SO	20%	£18,054,418	£19,683,503	£19,777,328	£20,695,926	£21,042,700	£21,304,807
50% SR : 20% LAR : 30% SO	25%	£20,129,837	£21,638,033	£21,731,858	£22,650,456	£22,997,230	£23,259,337
50% SR : 20% LAR : 30% SO	30%	£22,205,257	£23,592,563	£23,686,386	£24,604,986	£24,951,760	£25,213,866
50% SR : 20% LAR : 30% SO	35%	£24,280,676	£25,547,093	£25,640,916	£26,559,516	£26,906,289	£27,168,396
50% SR : 20% LAR : 30% SO	40%	£26,356,096	£27,501,622	£27,595,446	£28,514,046	£28,860,819	£29,122,926
50% SR : 20% LAR : 30% SO	45%	£28,431,515	£29,456,151	£29,549,976	£30,468,575	£30,815,349	£31,077,455
50% SR : 20% LAR : 30% SO	50%	£30,506,935	£31,410,681	£31,504,505	£32,423,104	£32,769,878	£33,031,985

### *Measured against benchmark land value 2 (Secondary Office space Lower)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£7,376,129	£9,446,923	£9,539,438	£10,445,220	£10,787,155	£11,045,604
50% SR : 20% LAR : 30% SO	5%	£9,404,633	£11,367,697	£11,460,211	£12,365,993	£12,709,560	£12,971,667
50% SR : 20% LAR : 30% SO	10%	£11,444,561	£13,304,893	£13,398,717	£14,317,317	£14,664,090	£14,926,196
50% SR : 20% LAR : 30% SO	15%	£13,509,446	£15,259,422	£15,353,247	£16,271,846	£16,618,620	£16,880,726
50% SR : 20% LAR : 30% SO	20%	£15,584,866	£17,213,952	£17,307,776	£18,226,375	£18,573,149	£18,835,256
50% SR : 20% LAR : 30% SO	25%	£17,660,285	£19,168,482	£19,262,306	£20,180,905	£20,527,678	£20,789,786
50% SR : 20% LAR : 30% SO	30%	£19,735,705	£21,123,011	£21,216,835	£22,135,435	£22,482,208	£22,744,315
50% SR : 20% LAR : 30% SO	35%	£21,811,124	£23,077,541	£23,171,365	£24,089,964	£24,436,738	£24,698,844
50% SR : 20% LAR : 30% SO	40%	£23,886,544	£25,032,071	£25,125,895	£26,044,494	£26,391,268	£26,653,374
50% SR : 20% LAR : 30% SO	45%	£25,961,963	£26,986,600	£27,080,424	£27,999,024	£28,345,798	£28,607,904
50% SR : 20% LAR : 30% SO	50%	£28,037,383	£28,941,130	£29,034,954	£29,953,553	£30,300,326	£30,562,434

### *Measured against benchmark land value 3 (Secondary Industrial space Higher)*

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£6,554,861	£8,625,654	£8,718,169	£9,623,951	£9,965,886	£10,224,335
50% SR : 20% LAR : 30% SO	5%	£8,583,364	£10,546,428	£10,638,943	£11,544,724	£11,888,291	£12,150,398
50% SR : 20% LAR : 30% SO	10%	£10,623,293	£12,483,624	£12,577,448	£13,496,048	£13,842,821	£14,104,928
50% SR : 20% LAR : 30% SO	15%	£12,688,178	£14,438,153	£14,531,978	£15,450,577	£15,797,351	£16,059,457
50% SR : 20% LAR : 30% SO	20%	£14,763,598	£16,392,683	£16,486,508	£17,405,106	£17,751,880	£18,013,987
50% SR : 20% LAR : 30% SO	25%	£16,839,016	£18,347,213	£18,441,037	£19,359,636	£19,706,410	£19,968,517
50% SR : 20% LAR : 30% SO	30%	£18,914,436	£20,301,743	£20,395,566	£21,314,166	£21,660,939	£21,923,046
50% SR : 20% LAR : 30% SO	35%	£20,989,855	£22,256,272	£22,350,096	£23,268,696	£23,615,469	£23,877,576
50% SR : 20% LAR : 30% SO	40%	£23,065,275	£24,210,802	£24,304,626	£25,223,225	£25,569,999	£25,832,105
50% SR : 20% LAR : 30% SO	45%	£25,140,694	£26,165,331	£26,259,155	£27,177,755	£27,524,529	£27,786,635
50% SR : 20% LAR : 30% SO	50%	£27,216,114	£28,119,861	£28,213,685	£29,132,284	£29,479,057	£29,741,165

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£5,372,980	£7,443,774	£7,536,289	£8,442,071	£8,784,005	£9,042,455
50% SR : 20% LAR : 30% SO	5%	£7,401,483	£9,364,547	£9,457,062	£10,362,844	£10,706,411	£10,968,517
50% SR : 20% LAR : 30% SO	10%	£9,441,412	£11,301,744	£11,395,568	£12,314,167	£12,660,941	£12,923,047
50% SR : 20% LAR : 30% SO	15%	£11,506,297	£13,256,273	£13,350,097	£14,268,697	£14,615,471	£14,877,577
50% SR : 20% LAR : 30% SO	20%	£13,581,717	£15,210,803	£15,304,627	£16,223,226	£16,569,999	£16,832,107
50% SR : 20% LAR : 30% SO	25%	£15,657,136	£17,165,332	£17,259,157	£18,177,756	£18,524,529	£18,786,637
50% SR : 20% LAR : 30% SO	30%	£17,732,556	£19,119,862	£19,213,686	£20,132,285	£20,479,059	£20,741,165
50% SR : 20% LAR : 30% SO	35%	£19,807,975	£21,074,392	£21,168,215	£22,086,815	£22,433,589	£22,695,695
50% SR : 20% LAR : 30% SO	40%	£21,883,395	£23,028,922	£23,122,745	£24,041,345	£24,388,118	£24,650,225
50% SR : 20% LAR : 30% SO	45%	£23,958,814	£24,983,451	£25,077,275	£25,995,875	£26,342,648	£26,604,755
50% SR : 20% LAR : 30% SO	50%	£26,034,234	£26,937,980	£27,031,805	£27,950,404	£28,297,177	£28,559,284

**Chadwell Heath**

**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£257,526	£1,846,826	£1,935,521	£2,803,913	£3,131,733	£3,379,514
50% SR : 20% LAR : 30% SO	5%	£2,593,881	£4,090,633	£4,179,329	£5,047,721	£5,375,541	£5,623,321
50% SR : 20% LAR : 30% SO	10%	£4,930,235	£6,343,749	£6,434,972	£7,328,115	£7,665,279	£7,920,123
50% SR : 20% LAR : 30% SO	15%	£7,303,179	£8,651,154	£8,742,377	£9,635,520	£9,972,684	£10,227,526
50% SR : 20% LAR : 30% SO	20%	£9,705,705	£10,968,500	£11,061,015	£11,966,797	£12,308,732	£12,567,181
50% SR : 20% LAR : 30% SO	25%	£12,138,063	£13,312,114	£13,404,629	£14,312,627	£14,659,400	£14,921,507
50% SR : 20% LAR : 30% SO	30%	£14,590,854	£15,684,454	£15,778,279	£16,696,878	£17,043,651	£17,305,758
50% SR : 20% LAR : 30% SO	35%	£17,072,989	£18,068,706	£18,162,530	£19,081,129	£19,427,902	£19,690,010
50% SR : 20% LAR : 30% SO	40%	£19,555,124	£20,452,957	£20,546,781	£21,465,381	£21,812,154	£22,074,260
50% SR : 20% LAR : 30% SO	45%	£22,037,260	£22,837,209	£22,931,033	£23,849,632	£24,196,406	£24,458,512
50% SR : 20% LAR : 30% SO	50%	£24,519,395	£25,221,460	£25,315,284	£26,233,884	£26,580,656	£26,842,764

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£2,212,026	£622,726	£534,030	£334,362	£662,182	£909,963
50% SR : 20% LAR : 30% SO	5%	£124,330	£1,621,081	£1,709,777	£2,578,169	£2,905,990	£3,153,770
50% SR : 20% LAR : 30% SO	10%	£2,460,684	£3,874,197	£3,965,421	£4,858,564	£5,195,727	£5,450,571
50% SR : 20% LAR : 30% SO	15%	£4,833,627	£6,181,602	£6,272,826	£7,165,969	£7,503,132	£7,757,975
50% SR : 20% LAR : 30% SO	20%	£7,236,154	£8,498,949	£8,591,464	£9,497,246	£9,839,180	£10,097,630
50% SR : 20% LAR : 30% SO	25%	£9,668,512	£10,842,563	£10,935,078	£11,843,075	£12,189,849	£12,451,955
50% SR : 20% LAR : 30% SO	30%	£12,121,303	£13,214,903	£13,308,727	£14,227,327	£14,574,099	£14,836,207
50% SR : 20% LAR : 30% SO	35%	£14,603,438	£15,599,154	£15,692,979	£16,611,578	£16,958,351	£17,220,458
50% SR : 20% LAR : 30% SO	40%	£17,085,573	£17,983,406	£18,077,229	£18,995,829	£19,342,603	£19,604,709
50% SR : 20% LAR : 30% SO	45%	£19,567,708	£20,367,658	£20,461,481	£21,380,081	£21,726,854	£21,988,961
50% SR : 20% LAR : 30% SO	50%	£22,049,843	£22,751,908	£22,845,733	£23,764,332	£24,111,105	£24,373,212

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,033,295	£1,443,995	£1,355,299	£486,907	£159,087	-£88,694
50% SR : 20% LAR : 30% SO	5%	£696,939	-£799,812	-£888,509	-£1,756,901	-£2,084,721	-£2,332,501
50% SR : 20% LAR : 30% SO	10%	-£1,639,415	-£3,052,928	-£3,144,152	-£4,037,295	-£4,374,459	-£4,629,302
50% SR : 20% LAR : 30% SO	15%	-£4,012,359	-£5,360,333	-£5,451,557	-£6,344,700	-£6,681,863	-£6,936,706
50% SR : 20% LAR : 30% SO	20%	-£6,414,885	-£7,677,680	-£7,770,195	-£8,675,977	-£9,017,912	-£9,276,361
50% SR : 20% LAR : 30% SO	25%	-£8,847,243	-£10,021,294	-£10,113,809	-£11,021,806	-£11,368,580	-£11,630,666
50% SR : 20% LAR : 30% SO	30%	-£11,300,034	-£12,393,634	-£12,487,458	-£13,406,058	-£13,752,831	-£14,014,938
50% SR : 20% LAR : 30% SO	35%	-£13,782,169	-£14,777,886	-£14,871,710	-£15,790,309	-£16,137,082	-£16,399,190
50% SR : 20% LAR : 30% SO	40%	-£16,264,304	-£17,162,137	-£17,255,961	-£18,174,560	-£18,521,334	-£18,783,440
50% SR : 20% LAR : 30% SO	45%	-£18,746,439	-£19,546,389	-£19,640,212	-£20,558,812	-£20,905,586	-£21,167,692
50% SR : 20% LAR : 30% SO	50%	-£21,228,574	-£21,930,639	-£22,024,464	-£22,943,064	-£23,289,836	-£23,551,944

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£4,215,175	£2,625,875	£2,537,180	£1,668,788	£1,340,968	£1,093,186
50% SR : 20% LAR : 30% SO	5%	£1,878,820	£382,068	£293,372	-£575,020	-£902,840	-£1,150,621
50% SR : 20% LAR : 30% SO	10%	-£457,535	-£1,871,048	-£1,962,272	-£2,855,415	-£3,192,578	-£3,447,422
50% SR : 20% LAR : 30% SO	15%	-£2,830,478	-£4,178,453	-£4,269,677	-£5,162,819	-£5,499,983	-£5,754,826
50% SR : 20% LAR : 30% SO	20%	-£5,233,004	-£6,495,800	-£6,588,315	-£7,494,096	-£7,836,031	-£8,094,480
50% SR : 20% LAR : 30% SO	25%	-£7,665,363	-£8,839,414	-£8,931,928	-£9,839,926	-£10,186,700	-£10,448,806
50% SR : 20% LAR : 30% SO	30%	-£10,118,154	-£11,211,763	-£11,305,578	-£12,224,178	-£12,570,950	-£12,833,058
50% SR : 20% LAR : 30% SO	35%	-£12,600,289	-£13,596,005	-£13,689,830	-£14,608,428	-£14,955,202	-£15,217,309
50% SR : 20% LAR : 30% SO	40%	-£15,082,424	-£15,980,257	-£16,074,080	-£16,992,680	-£17,339,453	-£17,601,560
50% SR : 20% LAR : 30% SO	45%	-£17,564,559	-£18,364,508	-£18,458,332	-£19,376,932	-£19,723,705	-£19,985,811
50% SR : 20% LAR : 30% SO	50%	-£20,046,694	-£20,748,759	-£20,842,583	-£21,761,183	-£22,107,956	-£22,370,063

**Dagenham and Beam Parklands**
**Measured against benchmark land value 1 (Secondary Office space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£8,220,667	-£9,725,927	-£9,817,151	-£10,710,294	-£11,051,542	-£11,309,991
50% SR : 20% LAR : 30% SO	5%	-£10,291,041	-£11,723,100	-£11,815,615	-£12,721,396	-£13,063,331	-£13,321,780
50% SR : 20% LAR : 30% SO	10%	-£12,390,564	-£13,734,889	-£13,827,404	-£14,733,186	-£15,079,190	-£15,341,297
50% SR : 20% LAR : 30% SO	15%	-£14,495,163	-£15,766,976	-£15,860,801	-£16,779,401	-£17,126,174	-£17,388,281
50% SR : 20% LAR : 30% SO	20%	-£16,634,564	-£17,813,961	-£17,907,784	-£18,826,384	-£19,173,157	-£19,435,264
50% SR : 20% LAR : 30% SO	25%	-£18,773,966	-£19,860,944	-£19,954,767	-£20,873,367	-£21,220,141	-£21,482,247
50% SR : 20% LAR : 30% SO	30%	-£20,913,368	-£21,907,927	-£22,001,752	-£22,920,350	-£23,267,124	-£23,529,231
50% SR : 20% LAR : 30% SO	35%	-£23,052,770	-£23,954,910	-£24,048,735	-£24,967,335	-£25,314,108	-£25,576,214
50% SR : 20% LAR : 30% SO	40%	-£25,192,171	-£26,001,895	-£26,095,718	-£27,014,318	-£27,361,091	-£27,623,198
50% SR : 20% LAR : 30% SO	45%	-£27,331,574	-£28,048,878	-£28,142,701	-£29,061,301	-£29,408,075	-£29,670,181
50% SR : 20% LAR : 30% SO	50%	-£29,470,976	-£30,095,861	-£30,189,886	-£31,108,284	-£31,455,058	-£31,717,165

**Measured against benchmark land value 2 (Secondary Office space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£5,751,115	£7,256,376	£7,347,599	£8,240,742	£8,581,990	£8,840,440
50% SR : 20% LAR : 30% SO	5%	£7,821,489	£9,253,548	£9,346,063	£10,251,845	£10,593,780	£10,852,229
50% SR : 20% LAR : 30% SO	10%	£9,921,013	£11,265,338	£11,357,853	£12,263,634	£12,609,639	£12,871,746
50% SR : 20% LAR : 30% SO	15%	£12,025,611	£13,297,425	£13,391,250	£14,309,849	£14,656,623	£14,918,729
50% SR : 20% LAR : 30% SO	20%	£14,165,013	£15,344,409	£15,438,233	£16,356,832	£16,703,806	£16,965,712
50% SR : 20% LAR : 30% SO	25%	£16,304,414	£17,391,392	£17,485,216	£18,403,816	£18,750,589	£19,012,696
50% SR : 20% LAR : 30% SO	30%	£18,443,817	£19,438,376	£19,532,200	£20,450,799	£20,797,572	£21,059,680
50% SR : 20% LAR : 30% SO	35%	£20,583,218	£21,485,359	£21,579,183	£22,497,783	£22,844,557	£23,106,663
50% SR : 20% LAR : 30% SO	40%	£22,722,620	£23,532,343	£23,626,167	£24,544,766	£24,891,540	£25,153,646
50% SR : 20% LAR : 30% SO	45%	£24,862,023	£25,579,326	£25,673,150	£26,591,750	£26,938,523	£27,200,630
50% SR : 20% LAR : 30% SO	50%	£27,001,424	£27,626,310	£27,720,134	£28,638,733	£28,985,506	£29,247,614

**Measured against benchmark land value 3 (Secondary Industrial space Higher)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£4,929,847	£6,435,107	£6,526,331	£7,419,473	£7,760,722	£8,019,171
50% SR : 20% LAR : 30% SO	5%	£7,000,221	£8,432,279	£8,524,794	£9,430,576	£9,772,511	£10,030,960
50% SR : 20% LAR : 30% SO	10%	£9,099,744	£10,444,069	£10,536,584	£11,442,366	£11,788,370	£12,050,477
50% SR : 20% LAR : 30% SO	15%	£11,204,342	£12,476,156	£12,569,981	£13,488,580	£13,835,354	£14,097,460
50% SR : 20% LAR : 30% SO	20%	£13,343,744	£14,523,140	£14,616,964	£15,535,564	£15,882,337	£16,144,444
50% SR : 20% LAR : 30% SO	25%	£15,483,146	£16,570,124	£16,663,947	£17,582,547	£17,929,320	£18,191,427
50% SR : 20% LAR : 30% SO	30%	£17,622,548	£18,617,107	£18,710,931	£19,629,530	£19,976,304	£20,238,411
50% SR : 20% LAR : 30% SO	35%	£19,761,950	£20,664,090	£20,757,915	£21,676,514	£22,023,288	£22,285,394
50% SR : 20% LAR : 30% SO	40%	£21,901,351	£22,711,074	£22,804,898	£23,723,498	£24,070,271	£24,332,377
50% SR : 20% LAR : 30% SO	45%	£24,040,754	£24,758,058	£24,851,881	£25,770,481	£26,117,254	£26,379,361
50% SR : 20% LAR : 30% SO	50%	£26,180,155	£26,805,041	£26,898,865	£27,817,464	£28,164,238	£28,426,345

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,747,966	£5,253,226	£5,344,450	£6,237,593	£6,578,841	£6,837,290
50% SR : 20% LAR : 30% SO	5%	£5,818,340	£7,250,399	£7,342,914	£8,248,696	£8,590,630	£8,849,080
50% SR : 20% LAR : 30% SO	10%	£7,917,863	£9,262,188	£9,354,703	£10,260,485	£10,606,489	£10,868,597
50% SR : 20% LAR : 30% SO	15%	£10,022,462	£11,294,276	£11,388,100	£12,306,700	£12,653,474	£12,915,580
50% SR : 20% LAR : 30% SO	20%	£12,161,863	£13,341,260	£13,435,084	£14,353,683	£14,700,457	£14,962,563
50% SR : 20% LAR : 30% SO	25%	£14,301,265	£15,388,243	£15,482,067	£16,400,666	£16,747,440	£17,009,546
50% SR : 20% LAR : 30% SO	30%	£16,440,668	£17,435,226	£17,529,051	£18,447,650	£18,794,423	£19,056,531
50% SR : 20% LAR : 30% SO	35%	£18,580,069	£19,482,210	£19,576,034	£20,494,634	£20,841,407	£21,103,514
50% SR : 20% LAR : 30% SO	40%	£20,719,471	£21,529,194	£21,623,017	£22,541,617	£22,888,391	£23,150,497
50% SR : 20% LAR : 30% SO	45%	£22,858,873	£23,576,177	£23,670,001	£24,588,600	£24,935,374	£25,197,480
50% SR : 20% LAR : 30% SO	50%	£24,998,275	£25,623,160	£25,716,985	£26,635,584	£26,982,357	£27,244,465

## Beacontree and Valance Park

### Measured against benchmark land value 1 (Secondary Office space Higher)

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£13,957,832	-£15,398,983	-£15,492,806	-£16,411,406	-£16,758,179	-£17,020,286
50% SR : 20% LAR : 30% SO	5%	-£15,858,402	-£17,226,349	-£17,320,173	-£18,238,772	-£18,585,546	-£18,847,652
50% SR : 20% LAR : 30% SO	10%	-£17,774,608	-£19,053,715	-£19,147,539	-£20,066,139	-£20,412,912	-£20,675,019
50% SR : 20% LAR : 30% SO	15%	-£19,690,814	-£20,881,081	-£20,974,906	-£21,893,504	-£22,240,278	-£22,502,385
50% SR : 20% LAR : 30% SO	20%	-£21,607,020	-£22,708,448	-£22,802,272	-£23,720,871	-£24,067,644	-£24,329,752
50% SR : 20% LAR : 30% SO	25%	-£23,523,226	-£24,535,814	-£24,629,638	-£25,548,237	-£25,895,011	-£26,157,117
50% SR : 20% LAR : 30% SO	30%	-£25,439,432	-£26,363,181	-£26,457,004	-£27,375,604	-£27,722,377	-£27,984,484
50% SR : 20% LAR : 30% SO	35%	-£27,355,638	-£28,190,547	-£28,284,371	-£29,202,970	-£29,549,744	-£29,811,850
50% SR : 20% LAR : 30% SO	40%	-£29,271,844	-£30,017,913	-£30,111,737	-£31,030,337	-£31,377,110	-£31,639,217
50% SR : 20% LAR : 30% SO	45%	-£31,188,051	-£31,845,279	-£31,939,104	-£32,857,703	-£33,204,476	-£33,466,583
50% SR : 20% LAR : 30% SO	50%	-£33,104,257	-£33,672,646	-£33,766,470	-£34,685,069	-£35,031,843	-£35,293,950

### Measured against benchmark land value 2 (Secondary Office space Lower)

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£11,488,281	-£12,929,431	-£13,023,255	-£13,941,854	-£14,288,628	-£14,550,734
50% SR : 20% LAR : 30% SO	5%	-£13,388,851	-£14,756,798	-£14,850,621	-£15,769,221	-£16,115,994	-£16,378,101
50% SR : 20% LAR : 30% SO	10%	-£15,305,057	-£16,584,163	-£16,677,988	-£17,596,587	-£17,943,361	-£18,205,467
50% SR : 20% LAR : 30% SO	15%	-£17,221,263	-£18,411,530	-£18,505,354	-£19,423,953	-£19,770,726	-£20,032,834
50% SR : 20% LAR : 30% SO	20%	-£19,137,469	-£20,238,896	-£20,332,721	-£21,251,319	-£21,598,093	-£21,860,200
50% SR : 20% LAR : 30% SO	25%	-£21,053,675	-£22,066,263	-£22,160,086	-£23,078,686	-£23,425,460	-£23,687,566
50% SR : 20% LAR : 30% SO	30%	-£22,969,881	-£23,893,629	-£23,987,453	-£24,906,053	-£25,252,826	-£25,514,932
50% SR : 20% LAR : 30% SO	35%	-£24,886,087	-£25,720,996	-£25,814,819	-£26,733,419	-£27,080,193	-£27,342,299
50% SR : 20% LAR : 30% SO	40%	-£26,802,293	-£27,548,361	-£27,642,186	-£28,560,786	-£28,907,559	-£29,169,665
50% SR : 20% LAR : 30% SO	45%	-£28,718,499	-£29,375,728	-£29,469,552	-£30,388,152	-£30,734,925	-£30,997,032
50% SR : 20% LAR : 30% SO	50%	-£30,634,705	-£31,203,094	-£31,296,919	-£32,215,518	-£32,562,291	-£32,824,398

### Measured against benchmark land value 3 (Secondary Industrial space Higher)

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£10,667,012	-£12,108,162	-£12,201,986	-£13,120,586	-£13,467,359	-£13,729,465
50% SR : 20% LAR : 30% SO	5%	-£12,567,582	-£13,935,529	-£14,029,352	-£14,947,952	-£15,294,726	-£15,556,832
50% SR : 20% LAR : 30% SO	10%	-£14,468,152	-£15,762,894	-£15,856,719	-£16,775,319	-£17,122,092	-£17,384,199
50% SR : 20% LAR : 30% SO	15%	-£16,368,722	-£17,590,261	-£17,684,085	-£18,602,684	-£18,949,458	-£19,211,565
50% SR : 20% LAR : 30% SO	20%	-£18,269,292	-£19,417,627	-£19,511,452	-£20,430,051	-£20,776,824	-£21,038,932
50% SR : 20% LAR : 30% SO	25%	-£20,169,862	-£21,244,994	-£21,338,817	-£22,257,417	-£22,604,191	-£22,866,297
50% SR : 20% LAR : 30% SO	30%	-£22,070,432	-£23,072,360	-£23,166,184	-£24,084,784	-£24,431,557	-£24,693,664
50% SR : 20% LAR : 30% SO	35%	-£23,971,002	-£24,899,727	-£24,993,551	-£25,912,150	-£26,258,924	-£26,521,030
50% SR : 20% LAR : 30% SO	40%	-£25,871,572	-£26,727,093	-£26,820,917	-£27,739,517	-£28,086,290	-£28,348,397
50% SR : 20% LAR : 30% SO	45%	-£27,772,142	-£28,554,459	-£28,648,284	-£29,566,883	-£29,913,656	-£30,175,763
50% SR : 20% LAR : 30% SO	50%	-£29,672,712	-£30,381,826	-£30,475,650	-£31,394,249	-£31,741,022	-£32,003,130

**Measured against benchmark land value 4 (Secondary Industrial space Lower)**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£9,485,132	£10,926,282	£11,020,105	£11,938,705	£12,285,479	£12,547,585
50% SR : 20% LAR : 30% SO	5%	£11,385,701	£12,753,648	£12,847,472	£13,766,072	£14,112,845	£14,374,952
50% SR : 20% LAR : 30% SO	10%	£13,301,907	£14,581,014	£14,674,838	£15,593,438	£15,940,212	£16,202,318
50% SR : 20% LAR : 30% SO	15%	£15,218,113	£16,408,381	£16,502,205	£17,420,804	£17,767,577	£18,029,685
50% SR : 20% LAR : 30% SO	20%	£17,134,320	£18,235,747	£18,329,572	£19,248,170	£19,594,944	£19,857,051
50% SR : 20% LAR : 30% SO	25%	£19,050,526	£20,063,114	£20,156,937	£21,075,537	£21,422,310	£21,684,417
50% SR : 20% LAR : 30% SO	30%	£20,966,732	£21,890,480	£21,984,304	£22,902,903	£23,249,677	£23,511,783
50% SR : 20% LAR : 30% SO	35%	£22,882,938	£23,717,847	£23,811,670	£24,730,270	£25,077,043	£25,339,150
50% SR : 20% LAR : 30% SO	40%	£24,799,144	£25,545,212	£25,639,037	£26,557,636	£26,904,410	£27,166,516
50% SR : 20% LAR : 30% SO	45%	£26,715,350	£27,372,579	£27,466,403	£28,385,003	£28,731,775	£28,993,883

- 6.6 As can be noted from the results in tables 6.5.1 to 6.5.4, there is no uniform level of affordable housing where it can be said most schemes are viable. Setting any percentage below the current policy strategic target of 50% and minimum of 35% would, in principle, mean that some schemes that *could* have delivered more than 35% to 50% would no longer be required to do so if the Council adopted a lower percentage target.
- 6.7 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 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 many 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.
- 6.8 The results of our testing demonstrate that there are significant differences in the viability of schemes and the level of affordable housing that can be viably provided across the borough. These differences manifest themselves both on an area basis and also between schemes located in the same value area.
- 6.9 Viability in schemes where lower values are achieved is currently challenging. Understandably as residential sales values increase, viability is seen to improve. This can be a factor of more than one element including the height and specification of the development and surrounding amenities. As previously identified there is a significant amount of regeneration planned for the borough, including substantial provision of infrastructure. Much of this is to be delivered where currently there is currently limited recent or available transactional evidence on sales values, consequently new development coming forward in these areas will set a new residential value. This increase in residential values in such areas is not related to value growth alone, it is mostly due to the regeneration and placemaking of the area. Increased values and or value growth would of course not only be exclusive to these parts of the borough. We anticipate that value growth as forecast by the various property companies at section 2.23 of this report will be experienced across the whole LBBB area in the medium term (five years to 2022). This value growth would improve the viability of development across the LBBB's area.
- 6.10 We note that viability looks less favourable in the highest density schemes, however, we consider that such schemes will only come forward where the values achievable are able to meet the costs of delivering tall/high density schemes. We would highlight however, that such schemes have been and are coming forward in both Barking Town Centre and Barking Riverside. Evidence of the delivery of such development in the borough is set out in Be First's preface to this report. In particular we note that there are a number of different/innovative approaches and models that have been adopted in the borough to deliver development, such as the joint venture master developer approach taken in Barking Riverside, the contractor developer approach, which effectively reduces build costs and deferring profit being taken from a scheme to facilitate the regeneration of the wider development area e.g. Be First's proposed approach to delivering Chadwell Heath Our appraisals identify that schemes in the LBBB's area can accommodate up to the LBBB's current affordable housing target of 35% and higher (in some

limited instances demonstrating viability of 50% affordable housing) as well as the LBBB's other policy requirements. However, in 100% flatted and higher density schemes, (which incur higher build costs) against lower sales values areas and when measured against higher benchmark land values, viability can be challenging. Our appraisals identify that some flatted developments in the borough can be accommodated up to between 25% and 30% affordable housing.

- 6.11 Some development typologies tested were unviable in certain circumstances due to market factors, rather than the impact of the LBBB's proposed policy requirements and standards. These schemes are identified in the appraisals as being unviable at 0% affordable housing and base build costs and are generally located in the low values areas or on higher existing uses or as a result of higher costs given the nature of the scheme. These schemes will not come forward until changes in market conditions i.e. an improvement in sales values by comparison to build costs. In this regard their current unviable status should not be taken as an indication that the LBBB's requirements cannot be accommodated.
- 6.12 The LBBB's affordable housing policy seeks to maximise affordable housing delivery by applying the emerging Draft New London Plan's fast track route, including utilising viability re-appraisal where relevant. Accordingly the LBBB's Local Plan allows for flexibility by identifying that schemes are required to provide, "*a minimum of 35% affordable housing (subject to financial viability) in accordance with the London Plan and related supplementary guidance*". The LBBB's flexible approach to the application of its policies (i.e. subject to viability) remains an important element.
- 6.13 We note that the application of the LBBB's other policy requirements of contributions towards infrastructure through CIL and S106, 10% wheelchair accessibility, energy and waste reduction have a modest impact on scheme viability being typically less than the provision of 5% affordable housing in a scheme. There are instances when such policies are shown to have an impact but, the LBBB's holistic approach to assessing schemes on a site by site basis will assist in balancing all the policy asks on developments.
- 6.14 In light of the above, we consider that the results support the maintenance of the LBBB's consistent London wide approach, which will not only assist in delivering the maximum reasonable quantum of affordable housing and other policy requirements, but will also ensure that the majority of developments will be able to come forward over the economic cycle and lifetime of the emerging Local Plan.

#### **Sensitivity analysis: growth in sales values and increases in build costs**

- 6.15 As noted in Section 6, we carried out further analyses which consider the impact of increases in sales values of 10%, accompanied by an increase in build costs of 5% as well as the impact of a decrease in sales values of 5%. This data is illustrative only, as the future housing market trajectory is uncertain. However, if such increases were to occur, the tables contained within appendices 2 and 3 set out the results in terms of the levels of policy requirements including affordable housing, CIL, Section 106, accessibility, energy and waste reduction that could be viably provided. It is noted that these results provide a useful indication of the likely position for the LBBB's requirement for schemes to achieve the identified policy requirements given the likely achievement of higher sales values than those currently evidenced. It is also worth noting that given the predicted improvement in the market in the medium term, there may also be potential for developer's return/profits to reduce in future to the levels that were starting to be seen prior to the result of the EU Referendum vote given the improved sentiment in the market. This would further improve viability, as would the ability for S106 developments to secure grant funding for affordable housing.
- 6.16 The sensitivity appraisals indicate that such an increase in sales values and build costs would result in an improvement in viability and the ability of schemes to provide affordable housing in combination with CIL and S106 contributions and other policy requirements such as wheelchair accessibility, energy and waste reduction. As previously set out, growth of sales values in particular is likely over the life of the LBBB's emerging Local Plan given the combination of forecast growth and potential regeneration premiums, which will lead to a further improvement in scheme viability.

## Mixed use schemes incorporating low-cost affordable and managed workspace

- 6.17 The requirements of the Draft New London Plan Policy E3 Affordable workspace Boroughs, identifies that local planning authorities in their Development Plans, should consider detailed affordable workspace policies in light of local evidence of need and viability. These may include policies on site-specific locations or defining areas of need for certain kinds of affordable workspace.
- 6.18 The DLP's Draft Policy DM7 Providing flexible, affordable workspace follows the requirements of the Draft New London Plan Policy E3 Affordable workspace. The Draft New London Plan defines affordable workspace as workspace (in the B Use Class) at rents maintained below the market rate for that space for a specific social, cultural, or economic development purpose. It can be provided and/or managed directly by a dedicated workspace provider, a public, private, charitable or other supporting body; through grant and management arrangements (for example through land trusts); and/or secured permanently by planning or other agreements. The DLP Policy DM7 Providing flexible, affordable workspace sets out that
- “1. *Development proposals which generate new employment floorspace will be required to incorporate an appropriate provision of affordable workspace on-site, offered at below market rate, for shared workspace and/or small business units subject to development viability. This must meet the needs of local start-ups, small-to-medium enterprises and creative industries. The applicant should establish robust management links with a registered workspace agreed by the Council and be able to:*
- a) *demonstrate that there is sufficient critical mass to ensure the sustainability of any provision; and*
  - b) *provide units in turnkey form which are accepted by the Council following completion.*
2. *In circumstances where it is not feasible to meet Part 1 of the policy, a cash in lieu contribution may be accepted where there would have demonstrable benefits for furthering affordable workspace in the borough and other policies in the Plan”.*

- 6.19 We note that both the Draft New London Plan and DLP policies do not specify a quantum of affordable workspace or the discount from market rent that should be sought. Rather, both policies reflect on the local evidence of the need for such space. We consider this to be a reasonable approach as understandably the affordability of workspace will depend on the type of space and local market. Given this, we have undertaken a range of testing to consider the viability of delivering affordable workspace. We have tested the quantum of floorspace provided (between 0% to 35%) and discounts of 25% and 50% from market rents. We set out some of the results of our testing, to demonstrate the impact of affordable workspace on the viability of schemes. The full results of our testing are set out in **Appendix 5**.

**Table 6.19.1: Viability of lower density PRS / BTR developments (Typology 1,090 Flats, 2,700 sq m Flexible retail commercial uses, 1,070 sq m employment (B1(a)(c))) in Barking Town Centre**

**Measured against benchmark land value 1 (Secondary office space higher)**

### 0% Affordable Workspace

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£659,157	-£9,551,975	-£9,736,827	-£11,767,615	-£12,450,828	-£12,967,230
50% SR : 20% LAR : 30% SO	5%	-£6,631,267	-£15,214,325	-£15,400,811	-£17,449,547	-£18,138,799	-£18,659,765
50% SR : 20% LAR : 30% SO	10%	-£12,633,477	-£20,924,731	-£21,112,950	-£23,180,717	-£23,876,371	-£24,402,178
50% SR : 20% LAR : 30% SO	15%	-£18,679,975	-£26,697,766	-£26,887,816	-£28,981,167	-£29,690,741	-£30,227,069
50% SR : 20% LAR : 30% SO	20%	-£24,785,221	-£32,588,566	-£32,785,332	-£34,950,981	-£35,686,258	-£36,242,011
50% SR : 20% LAR : 30% SO	25%	-£30,996,659	-£38,654,372	-£38,853,310	-£41,038,853	-£41,774,130	-£42,329,884
50% SR : 20% LAR : 30% SO	30%	-£37,450,740	-£44,761,616	-£44,962,834	-£47,195,628	-£47,954,783	-£48,530,552
50% SR : 20% LAR : 30% SO	35%	-£43,997,284	-£51,104,036	-£51,315,473	-£53,676,867	-£54,491,116	-£55,106,561
50% SR : 20% LAR : 30% SO	40%	-£50,792,294	-£57,898,670	-£58,118,975	-£60,539,254	-£61,353,503	-£61,968,947
50% SR : 20% LAR : 30% SO	45%	-£58,141,769	-£64,761,056	-£64,981,361	-£67,401,640	-£68,215,888	-£68,831,333
50% SR : 20% LAR : 30% SO	50%	-£65,517,399	-£71,623,443	-£71,843,748	-£74,264,026	-£75,078,274	-£75,693,719

### 10% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£1,120,652	-£10,076,667	-£10,261,519	-£12,292,307	-£12,976,760	-£13,497,727
50% SR : 20% LAR : 30% SO	5%	-£7,112,499	-£15,757,629	-£15,944,115	-£17,992,851	-£18,682,102	-£19,207,451
50% SR : 20% LAR : 30% SO	10%	-£13,137,468	-£21,484,528	-£21,672,746	-£23,741,057	-£24,443,484	-£24,974,409
50% SR : 20% LAR : 30% SO	15%	-£19,204,666	-£27,271,907	-£27,461,956	-£29,567,473	-£30,277,047	-£30,818,766
50% SR : 20% LAR : 30% SO	20%	-£25,341,673	-£33,193,266	-£33,390,033	-£35,563,505	-£36,298,781	-£36,854,536
50% SR : 20% LAR : 30% SO	25%	-£31,588,705	-£39,266,897	-£39,465,635	-£41,651,377	-£42,386,653	-£42,942,407
50% SR : 20% LAR : 30% SO	30%	-£38,063,263	-£45,385,195	-£45,588,800	-£47,831,923	-£48,593,679	-£49,169,449
50% SR : 20% LAR : 30% SO	35%	-£44,617,612	-£51,762,199	-£51,976,474	-£54,362,268	-£55,176,516	-£55,791,960
50% SR : 20% LAR : 30% SO	40%	-£51,459,389	-£58,584,069	-£58,804,374	-£61,224,654	-£62,038,902	-£62,654,346
50% SR : 20% LAR : 30% SO	45%	-£58,827,168	-£65,446,456	-£65,666,761	-£68,087,039	-£68,901,288	-£69,516,732
50% SR : 20% LAR : 30% SO	50%	-£66,202,798	-£72,308,842	-£72,529,147	-£74,949,425	-£75,763,674	-£76,379,119

### 10% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£1,155,023	-£10,111,037	-£10,295,889	-£12,326,678	-£13,011,130	-£13,532,097
50% SR : 20% LAR : 30% SO	5%	-£7,146,869	-£15,791,999	-£15,978,485	-£18,027,222	-£18,716,473	-£19,241,822
50% SR : 20% LAR : 30% SO	10%	-£13,171,839	-£21,518,898	-£21,707,116	-£23,775,428	-£24,477,854	-£25,008,779
50% SR : 20% LAR : 30% SO	15%	-£19,239,037	-£27,306,277	-£27,496,328	-£29,601,843	-£30,311,419	-£30,853,623
50% SR : 20% LAR : 30% SO	20%	-£25,376,044	-£33,228,123	-£33,424,890	-£35,598,362	-£36,333,638	-£36,889,393
50% SR : 20% LAR : 30% SO	25%	-£31,623,563	-£39,301,753	-£39,500,692	-£41,686,233	-£42,421,510	-£42,977,264
50% SR : 20% LAR : 30% SO	30%	-£38,098,120	-£45,421,045	-£45,624,651	-£47,868,280	-£48,630,037	-£49,205,807
50% SR : 20% LAR : 30% SO	35%	-£44,652,962	-£51,800,122	-£52,014,398	-£54,401,272	-£55,215,520	-£55,830,965
50% SR : 20% LAR : 30% SO	40%	-£51,497,849	-£58,623,073	-£58,843,379	-£61,263,658	-£62,077,906	-£62,693,530
50% SR : 20% LAR : 30% SO	45%	-£58,866,173	-£65,485,460	-£65,705,766	-£68,126,044	-£68,940,292	-£69,555,736
50% SR : 20% LAR : 30% SO	50%	-£66,241,802	-£72,347,846	-£72,568,151	-£74,988,430	-£75,802,678	-£76,418,123

### 20% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	-£1,171,732	-£10,127,747	-£10,312,599	-£12,343,387	-£13,027,840	-£13,548,807
50% SR : 20% LAR : 30% SO	5%	-£7,163,579	-£15,808,709	-£15,995,195	-£18,043,931	-£18,733,182	-£19,258,531
50% SR : 20% LAR : 30% SO	10%	-£13,188,548	-£21,535,608	-£21,723,826	-£23,792,137	-£24,494,563	-£25,025,489
50% SR : 20% LAR : 30% SO	15%	-£19,255,746	-£27,322,987	-£27,513,036	-£29,618,553	-£30,328,128	-£30,870,568
50% SR : 20% LAR : 30% SO	20%	-£25,392,753	-£33,245,068	-£33,441,836	-£35,615,308	-£36,350,585	-£36,906,339
50% SR : 20% LAR : 30% SO	25%	-£31,640,508	-£39,318,699	-£39,517,637	-£41,703,180	-£42,438,456	-£42,994,211
50% SR : 20% LAR : 30% SO	30%	-£38,115,067	-£45,438,475	-£45,642,080	-£47,885,955	-£48,647,712	-£49,223,483
50% SR : 20% LAR : 30% SO	35%	-£44,670,148	-£51,818,559	-£52,032,834	-£54,420,233	-£55,234,482	-£55,849,927
50% SR : 20% LAR : 30% SO	40%	-£51,516,546	-£58,642,036	-£58,862,341	-£61,282,619	-£62,096,868	-£62,712,313
50% SR : 20% LAR : 30% SO	45%	-£58,885,135	-£65,504,422	-£65,724,727	-£68,145,006	-£68,959,254	-£69,574,699
50% SR : 20% LAR : 30% SO	50%	-£66,260,765	-£72,366,808	-£72,587,113	-£75,007,392	-£75,821,640	-£76,437,085

### 20% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,240,474	£10,196,489	£10,381,341	£12,412,128	£13,096,582	£13,617,548
50% SR : 20% LAR : 30% SO	5%	£7,232,319	£15,877,450	£16,063,936	£18,112,672	£18,801,923	£19,327,272
50% SR : 20% LAR : 30% SO	10%	£13,257,289	£21,604,349	£21,792,567	£23,860,879	£24,563,305	£25,094,231
50% SR : 20% LAR : 30% SO	15%	£19,324,487	£27,391,727	£27,581,778	£29,687,295	£30,396,869	£30,940,283
50% SR : 20% LAR : 30% SO	20%	£25,461,495	£33,314,783	£33,511,550	£35,685,022	£36,420,298	£36,976,053
50% SR : 20% LAR : 30% SO	25%	£31,710,222	£39,388,414	£39,587,352	£41,772,894	£42,508,170	£43,063,924
50% SR : 20% LAR : 30% SO	30%	£38,184,780	£45,510,175	£45,713,781	£47,958,672	£48,720,428	£49,296,200
50% SR : 20% LAR : 30% SO	35%	£44,740,849	£51,894,405	£52,108,681	£54,498,242	£55,312,490	£55,927,935
50% SR : 20% LAR : 30% SO	40%	£51,593,466	£58,720,044	£58,940,350	£61,360,629	£62,174,876	£62,790,321
50% SR : 20% LAR : 30% SO	45%	£58,963,143	£65,582,430	£65,802,735	£68,223,015	£69,037,263	£69,652,707
50% SR : 20% LAR : 30% SO	50%	£66,338,773	£72,444,816	£72,665,121	£75,085,400	£75,899,649	£76,515,093

### 30% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,222,812	£10,178,827	£10,363,679	£12,394,467	£13,078,920	£13,599,887
50% SR : 20% LAR : 30% SO	5%	£7,214,659	£15,859,789	£16,046,275	£18,095,011	£18,784,262	£19,309,612
50% SR : 20% LAR : 30% SO	10%	£13,239,628	£21,586,688	£21,774,906	£23,843,218	£24,545,643	£25,076,569
50% SR : 20% LAR : 30% SO	15%	£19,306,826	£27,374,067	£27,564,117	£29,669,633	£30,379,208	£30,922,372
50% SR : 20% LAR : 30% SO	20%	£25,443,833	£33,296,872	£33,493,638	£35,667,111	£36,402,387	£36,958,142
50% SR : 20% LAR : 30% SO	25%	£31,692,311	£39,370,502	£39,569,441	£41,754,982	£42,490,259	£43,046,013
50% SR : 20% LAR : 30% SO	30%	£38,166,869	£45,491,755	£45,695,359	£47,939,989	£48,701,746	£49,277,515
50% SR : 20% LAR : 30% SO	35%	£44,722,684	£51,874,919	£52,089,194	£54,478,200	£55,292,448	£55,907,893
50% SR : 20% LAR : 30% SO	40%	£51,573,703	£58,700,002	£58,920,307	£61,340,586	£62,154,834	£62,770,279
50% SR : 20% LAR : 30% SO	45%	£58,943,101	£65,562,388	£65,782,694	£68,202,972	£69,017,220	£69,632,665
50% SR : 20% LAR : 30% SO	50%	£66,318,731	£72,424,774	£72,645,080	£75,065,358	£75,879,606	£76,495,051

### 30% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,325,924	£10,281,939	£10,466,791	£12,497,579	£13,182,032	£13,702,999
50% SR : 20% LAR : 30% SO	5%	£7,317,771	£15,962,901	£16,149,387	£18,198,123	£18,887,375	£19,412,723
50% SR : 20% LAR : 30% SO	10%	£13,342,740	£21,689,800	£21,878,018	£23,946,329	£24,648,756	£25,179,681
50% SR : 20% LAR : 30% SO	15%	£19,409,939	£27,477,179	£27,667,229	£29,772,745	£30,483,026	£31,026,943
50% SR : 20% LAR : 30% SO	20%	£25,546,945	£33,401,443	£33,598,210	£35,771,682	£36,506,959	£37,062,713
50% SR : 20% LAR : 30% SO	25%	£31,796,882	£39,475,074	£39,674,012	£41,859,554	£42,594,830	£43,150,584
50% SR : 20% LAR : 30% SO	30%	£38,271,441	£45,599,306	£45,802,911	£48,049,063	£48,810,820	£49,387,871
50% SR : 20% LAR : 30% SO	35%	£44,828,734	£51,988,688	£52,202,964	£54,595,213	£55,409,461	£56,024,905
50% SR : 20% LAR : 30% SO	40%	£51,689,084	£58,817,015	£59,037,320	£61,457,599	£62,271,847	£62,887,291
50% SR : 20% LAR : 30% SO	45%	£59,060,113	£65,679,401	£65,899,706	£68,319,984	£69,134,233	£69,749,678
50% SR : 20% LAR : 30% SO	50%	£66,435,743	£72,541,787	£72,762,092	£75,182,370	£75,996,619	£76,612,064

### 35% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,248,353	£30,562,779	£30,601,523	£31,027,169	£31,170,368	£31,278,604
50% SR : 20% LAR : 30% SO	5%	£7,240,199	£31,667,737	£31,707,029	£32,138,699	£32,283,924	£32,393,692
50% SR : 20% LAR : 30% SO	10%	£13,265,168	£32,784,074	£32,823,366	£33,255,036	£33,400,261	£33,510,030
50% SR : 20% LAR : 30% SO	15%	£19,332,366	£33,900,412	£33,939,704	£34,371,374	£34,516,599	£34,626,367
50% SR : 20% LAR : 30% SO	20%	£25,469,374	£35,016,749	£35,056,041	£35,487,711	£35,632,936	£35,742,705
50% SR : 20% LAR : 30% SO	25%	£31,718,213	£36,133,087	£36,172,379	£36,604,049	£36,749,274	£36,859,042
50% SR : 20% LAR : 30% SO	30%	£38,192,770	£37,249,424	£37,288,716	£37,720,386	£37,865,611	£37,975,380
50% SR : 20% LAR : 30% SO	35%	£44,748,951	£38,365,762	£38,405,054	£38,836,724	£38,981,949	£39,091,717
50% SR : 20% LAR : 30% SO	40%	£51,602,282	£39,482,099	£39,521,391	£39,953,061	£40,098,286	£40,208,054
50% SR : 20% LAR : 30% SO	45%	£58,972,084	£40,598,437	£40,637,729	£41,069,399	£41,214,624	£41,324,392
50% SR : 20% LAR : 30% SO	50%	£66,347,714	£41,714,774	£41,754,066	£42,185,736	£42,330,961	£42,440,729

### 35% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,368,650	£10,324,665	£10,509,517	£12,540,305	£13,224,758	£13,745,724
50% SR : 20% LAR : 30% SO	5%	£7,360,496	£16,005,627	£16,192,112	£18,240,848	£18,930,099	£19,455,449
50% SR : 20% LAR : 30% SO	10%	£13,385,465	£21,732,525	£21,920,744	£23,989,055	£24,691,481	£25,222,407
50% SR : 20% LAR : 30% SO	15%	£19,452,663	£27,519,904	£27,709,954	£29,815,471	£30,526,356	£31,070,273
50% SR : 20% LAR : 30% SO	20%	£25,589,671	£33,444,773	£33,641,539	£35,815,012	£36,550,288	£37,106,043
50% SR : 20% LAR : 30% SO	25%	£31,840,213	£39,518,403	£39,717,342	£41,902,883	£42,638,161	£43,193,914
50% SR : 20% LAR : 30% SO	30%	£38,314,770	£45,643,871	£45,847,476	£48,094,258	£48,856,015	£49,433,705
50% SR : 20% LAR : 30% SO	35%	£44,872,678	£52,035,831	£52,250,106	£54,643,698	£55,457,946	£56,073,391
50% SR : 20% LAR : 30% SO	40%	£51,736,893	£58,865,500	£59,085,805	£61,506,084	£62,320,332	£62,935,777
50% SR : 20% LAR : 30% SO	45%	£59,108,599	£65,727,887	£65,948,192	£68,368,470	£69,182,718	£69,798,163
50% SR : 20% LAR : 30% SO	50%	£66,484,229	£72,590,272	£72,810,578	£75,230,856	£76,045,104	£76,660,549

*Measured against benchmark land value 2 (Secondary office space lower)*

### 0% Affordable Workspace

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£11,398,428	£2,505,610	£2,320,758	£289,970	£393,244	£909,645
50% SR : 20% LAR : 30% SO	5%	£5,426,317	£3,156,741	£3,343,226	£5,391,962	£6,081,214	£6,602,180
50% SR : 20% LAR : 30% SO	10%	£575,892	£8,867,146	£9,055,365	£11,123,133	£11,818,787	£12,344,593
50% SR : 20% LAR : 30% SO	15%	£6,622,390	£14,640,181	£14,830,231	£16,923,582	£17,633,156	£18,169,484
50% SR : 20% LAR : 30% SO	20%	£12,727,637	£20,530,981	£20,727,748	£22,893,397	£23,628,673	£24,184,427
50% SR : 20% LAR : 30% SO	25%	£18,939,074	£26,596,787	£26,795,726	£28,981,268	£29,716,545	£30,272,299
50% SR : 20% LAR : 30% SO	30%	£25,393,155	£32,704,032	£32,905,249	£35,138,043	£35,897,198	£36,472,968
50% SR : 20% LAR : 30% SO	35%	£31,939,699	£39,046,452	£39,257,888	£41,619,283	£42,433,532	£43,048,976
50% SR : 20% LAR : 30% SO	40%	£38,734,709	£45,841,085	£46,061,390	£48,481,669	£49,295,918	£49,911,362
50% SR : 20% LAR : 30% SO	45%	£46,084,184	£52,703,472	£52,923,777	£55,344,055	£56,158,303	£56,773,748
50% SR : 20% LAR : 30% SO	50%	£53,459,814	£59,565,858	£59,786,163	£62,206,441	£63,020,689	£63,636,135

### 10% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£10,936,932	£1,980,918	£1,796,066	£234,722	£919,175	£1,440,142
50% SR : 20% LAR : 30% SO	5%	£4,945,086	£3,700,044	£3,886,530	£5,935,266	£6,624,518	£7,149,866
50% SR : 20% LAR : 30% SO	10%	£1,079,883	£9,426,943	£9,615,161	£11,683,472	£12,385,899	£12,916,824
50% SR : 20% LAR : 30% SO	15%	£7,147,082	£15,214,322	£15,404,372	£17,509,888	£18,219,462	£18,761,181
50% SR : 20% LAR : 30% SO	20%	£13,284,089	£21,135,681	£21,332,448	£23,505,920	£24,241,196	£24,796,951
50% SR : 20% LAR : 30% SO	25%	£19,531,121	£27,209,312	£27,408,250	£29,593,792	£30,329,068	£30,884,822
50% SR : 20% LAR : 30% SO	30%	£26,005,678	£33,327,610	£33,531,216	£35,774,338	£36,536,095	£37,111,864
50% SR : 20% LAR : 30% SO	35%	£32,560,027	£39,704,614	£39,918,890	£42,304,683	£43,118,931	£43,734,375
50% SR : 20% LAR : 30% SO	40%	£39,401,804	£46,526,485	£46,746,790	£49,167,069	£49,981,317	£50,596,761
50% SR : 20% LAR : 30% SO	45%	£46,769,583	£53,388,871	£53,609,176	£56,029,454	£56,843,703	£57,459,148
50% SR : 20% LAR : 30% SO	50%	£54,145,213	£60,251,257	£60,471,562	£62,891,841	£63,706,089	£64,321,534

### 10% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£10,902,562	£1,946,548	£1,761,696	£269,093	£953,546	£1,474,513
50% SR : 20% LAR : 30% SO	5%	£4,910,716	£3,734,414	£3,920,900	£5,969,637	£6,658,888	£7,184,237
50% SR : 20% LAR : 30% SO	10%	£1,114,254	£9,461,314	£9,649,531	£11,717,843	£12,420,269	£12,951,194
50% SR : 20% LAR : 30% SO	15%	£7,181,452	£15,248,692	£15,438,743	£17,544,259	£18,253,834	£18,796,039
50% SR : 20% LAR : 30% SO	20%	£13,318,459	£21,170,538	£21,367,306	£23,540,778	£24,276,054	£24,831,809
50% SR : 20% LAR : 30% SO	25%	£19,565,978	£27,244,168	£27,443,107	£29,628,649	£30,363,926	£30,919,680
50% SR : 20% LAR : 30% SO	30%	£26,040,536	£33,363,461	£33,567,066	£35,810,695	£36,572,452	£37,148,222
50% SR : 20% LAR : 30% SO	35%	£32,595,377	£39,742,537	£39,956,813	£42,343,687	£43,157,935	£43,773,380
50% SR : 20% LAR : 30% SO	40%	£39,440,264	£46,565,489	£46,785,795	£49,206,073	£50,020,321	£50,635,766
50% SR : 20% LAR : 30% SO	45%	£46,808,588	£53,427,875	£53,648,181	£56,068,459	£56,882,707	£57,498,152
50% SR : 20% LAR : 30% SO	50%	£54,184,217	£60,290,261	£60,510,566	£62,930,846	£63,745,094	£64,360,538

### 20% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£10,885,852	£1,929,838	£1,744,986	£285,802	£970,255	£1,491,222
50% SR : 20% LAR : 30% SO	5%	£4,894,006	£3,751,124	£3,937,610	£5,986,346	£6,675,598	£7,200,946
50% SR : 20% LAR : 30% SO	10%	£1,130,963	£9,478,023	£9,666,241	£11,734,552	£12,436,979	£12,967,904
50% SR : 20% LAR : 30% SO	15%	£7,198,162	£15,265,402	£15,455,452	£17,560,968	£18,270,543	£18,812,984
50% SR : 20% LAR : 30% SO	20%	£13,335,169	£21,187,484	£21,384,251	£23,557,724	£24,293,000	£24,848,754
50% SR : 20% LAR : 30% SO	25%	£19,582,923	£27,261,115	£27,460,053	£29,645,595	£30,380,871	£30,936,626
50% SR : 20% LAR : 30% SO	30%	£26,057,482	£33,380,890	£33,584,495	£35,828,371	£36,590,127	£37,165,898
50% SR : 20% LAR : 30% SO	35%	£32,612,563	£39,760,974	£39,975,250	£42,362,649	£43,176,897	£43,792,342
50% SR : 20% LAR : 30% SO	40%	£39,458,961	£46,584,451	£46,804,756	£49,225,035	£50,039,284	£50,654,728
50% SR : 20% LAR : 30% SO	45%	£46,827,550	£53,446,837	£53,667,142	£56,087,421	£56,901,669	£57,517,114
50% SR : 20% LAR : 30% SO	50%	£54,203,180	£60,309,224	£60,529,529	£62,949,807	£63,764,055	£64,379,500

### 20% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£10,817,111	£1,861,096	£1,676,244	£354,543	£1,038,997	£1,559,963
50% SR : 20% LAR : 30% SO	5%	£4,825,265	£3,819,866	£4,006,352	£6,055,088	£6,744,339	£7,269,688
50% SR : 20% LAR : 30% SO	10%	£1,199,704	£9,546,764	£9,734,983	£11,803,294	£12,505,721	£13,036,646
50% SR : 20% LAR : 30% SO	15%	£7,266,903	£15,334,143	£15,524,194	£17,629,710	£18,339,284	£18,882,698
50% SR : 20% LAR : 30% SO	20%	£13,403,910	£21,257,198	£21,453,965	£23,627,437	£24,362,713	£24,918,468
50% SR : 20% LAR : 30% SO	25%	£19,652,638	£27,330,829	£27,529,767	£29,715,309	£30,450,586	£31,006,339
50% SR : 20% LAR : 30% SO	30%	£26,127,196	£33,452,591	£33,656,196	£35,901,087	£36,662,844	£37,238,615
50% SR : 20% LAR : 30% SO	35%	£32,683,264	£39,836,821	£40,051,096	£42,440,658	£43,254,905	£43,870,350
50% SR : 20% LAR : 30% SO	40%	£39,535,881	£46,662,459	£46,882,765	£49,303,044	£50,117,292	£50,732,736
50% SR : 20% LAR : 30% SO	45%	£46,905,558	£53,524,846	£53,745,151	£56,165,430	£56,979,678	£57,595,122
50% SR : 20% LAR : 30% SO	50%	£54,281,188	£60,387,232	£60,607,537	£63,027,815	£63,842,064	£64,457,508

### 30% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£10,834,772	£1,878,758	£1,693,906	£336,882	£1,021,335	£1,542,302
50% SR : 20% LAR : 30% SO	5%	£4,842,926	£3,802,204	£3,988,690	£6,037,427	£6,726,678	£7,252,027
50% SR : 20% LAR : 30% SO	10%	£1,182,043	£9,529,103	£9,717,321	£11,785,633	£12,488,059	£13,018,984
50% SR : 20% LAR : 30% SO	15%	£7,249,242	£15,316,482	£15,506,533	£17,612,048	£18,321,623	£18,864,787
50% SR : 20% LAR : 30% SO	20%	£13,386,248	£21,239,287	£21,436,053	£23,609,526	£24,344,802	£24,900,557
50% SR : 20% LAR : 30% SO	25%	£19,634,727	£27,312,917	£27,511,856	£29,697,397	£30,432,675	£30,988,428
50% SR : 20% LAR : 30% SO	30%	£26,109,284	£33,434,170	£33,637,774	£35,882,404	£36,644,161	£37,219,931
50% SR : 20% LAR : 30% SO	35%	£32,665,099	£39,817,334	£40,031,609	£42,420,615	£43,234,863	£43,850,308
50% SR : 20% LAR : 30% SO	40%	£39,516,119	£46,642,418	£46,862,723	£49,283,001	£50,097,249	£50,712,695
50% SR : 20% LAR : 30% SO	45%	£46,885,516	£53,504,803	£53,725,109	£56,145,387	£56,959,635	£57,575,081
50% SR : 20% LAR : 30% SO	50%	£54,261,146	£60,367,189	£60,587,495	£63,007,774	£63,822,022	£64,437,466

### 30% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£10,731,660	£1,775,646	£1,590,794	£439,995	£1,124,448	£1,645,414
50% SR : 20% LAR : 30% SO	5%	£4,739,814	£3,905,316	£4,091,802	£6,140,538	£6,829,790	£7,355,138
50% SR : 20% LAR : 30% SO	10%	£1,285,156	£9,632,215	£9,820,433	£11,888,744	£12,591,171	£13,122,096
50% SR : 20% LAR : 30% SO	15%	£7,352,354	£15,419,594	£15,609,644	£17,715,161	£18,425,441	£18,969,358
50% SR : 20% LAR : 30% SO	20%	£13,489,361	£21,343,858	£21,540,625	£23,714,097	£24,449,374	£25,005,128
50% SR : 20% LAR : 30% SO	25%	£19,739,298	£27,417,489	£27,616,427	£29,801,969	£30,537,245	£31,092,999
50% SR : 20% LAR : 30% SO	30%	£26,213,856	£33,541,721	£33,745,326	£35,991,478	£36,753,235	£37,330,286
50% SR : 20% LAR : 30% SO	35%	£32,771,150	£39,931,104	£40,145,379	£42,537,628	£43,351,876	£43,967,320
50% SR : 20% LAR : 30% SO	40%	£39,631,499	£46,759,430	£46,979,735	£49,400,014	£50,214,262	£50,829,707
50% SR : 20% LAR : 30% SO	45%	£47,002,528	£53,621,816	£53,842,121	£56,262,400	£57,076,648	£57,692,093
50% SR : 20% LAR : 30% SO	50%	£54,378,158	£60,484,202	£60,704,507	£63,124,786	£63,939,035	£64,554,479

### 35% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£10,809,232	£18,505,194	£18,543,938	£18,969,584	£19,112,783	£19,221,020
50% SR : 20% LAR : 30% SO	5%	£4,817,386	£19,610,152	£19,649,445	£20,081,114	£20,226,340	£20,336,107
50% SR : 20% LAR : 30% SO	10%	£1,207,583	£20,726,489	£20,765,782	£21,197,451	£21,342,677	£21,452,445
50% SR : 20% LAR : 30% SO	15%	£7,274,781	£21,842,827	£21,882,120	£22,313,789	£22,459,015	£22,568,782
50% SR : 20% LAR : 30% SO	20%	£13,411,789	£22,959,164	£22,998,457	£23,430,126	£23,575,352	£23,685,120
50% SR : 20% LAR : 30% SO	25%	£19,660,628	£24,075,502	£24,114,795	£24,546,464	£24,691,690	£24,801,457
50% SR : 20% LAR : 30% SO	30%	£26,135,186	£25,191,839	£25,231,132	£25,662,801	£25,808,027	£25,917,795
50% SR : 20% LAR : 30% SO	35%	£32,691,367	£26,308,177	£26,347,470	£26,779,139	£26,924,365	£27,034,132
50% SR : 20% LAR : 30% SO	40%	£39,544,698	£27,424,514	£27,463,807	£27,895,476	£28,040,702	£28,150,469
50% SR : 20% LAR : 30% SO	45%	£46,914,499	£28,540,852	£28,580,145	£29,011,814	£29,157,040	£29,266,807
50% SR : 20% LAR : 30% SO	50%	£54,290,129	£29,657,189	£29,696,482	£30,128,151	£30,273,377	£30,383,144

### 35% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£10,688,935	£1,732,920	£1,548,068	£482,720	£1,167,173	£1,688,139
50% SR : 20% LAR : 30% SO	5%	£4,697,089	£3,948,042	£4,134,528	£6,183,264	£6,872,515	£7,397,864
50% SR : 20% LAR : 30% SO	10%	£1,327,880	£9,674,940	£9,863,159	£11,931,470	£12,633,897	£13,164,822
50% SR : 20% LAR : 30% SO	15%	£7,395,079	£15,462,319	£15,652,370	£17,757,886	£18,468,771	£19,012,689
50% SR : 20% LAR : 30% SO	20%	£13,532,086	£21,387,188	£21,583,955	£23,757,428	£24,492,704	£25,048,459
50% SR : 20% LAR : 30% SO	25%	£19,782,628	£27,460,818	£27,659,758	£29,845,299	£30,580,576	£31,136,330
50% SR : 20% LAR : 30% SO	30%	£26,257,186	£33,586,286	£33,789,892	£36,036,673	£36,798,430	£37,376,121
50% SR : 20% LAR : 30% SO	35%	£32,815,093	£39,978,246	£40,192,521	£42,586,113	£43,400,361	£44,015,806
50% SR : 20% LAR : 30% SO	40%	£39,679,308	£46,807,916	£47,028,221	£49,448,499	£50,262,747	£50,878,192
50% SR : 20% LAR : 30% SO	45%	£47,051,014	£53,670,302	£53,890,607	£56,310,885	£57,125,133	£57,740,579
50% SR : 20% LAR : 30% SO	50%	£54,426,644	£60,532,687	£60,752,993	£63,173,272	£63,987,519	£64,602,964

Measured against benchmark land value 3 (Secondary industrial space higher)

### 0% Affordable Workspace

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£15,408,273	£6,515,455	£6,330,603	£4,299,815	£3,616,601	£3,100,200
50% SR : 20% LAR : 30% SO	5%	£9,436,162	£853,104	£666,619	£1,382,117	£2,071,369	£2,592,335
50% SR : 20% LAR : 30% SO	10%	£3,433,953	£4,857,301	£5,045,520	£7,113,288	£7,808,942	£8,334,748
50% SR : 20% LAR : 30% SO	15%	£2,612,545	£10,630,336	£10,820,386	£12,913,737	£13,623,311	£14,159,639
50% SR : 20% LAR : 30% SO	20%	£8,717,792	£16,521,136	£16,717,903	£18,883,552	£19,618,828	£20,174,582
50% SR : 20% LAR : 30% SO	25%	£14,929,229	£22,586,942	£22,785,881	£24,971,423	£25,706,700	£26,262,454
50% SR : 20% LAR : 30% SO	30%	£21,383,310	£28,694,187	£28,895,404	£31,128,198	£31,887,353	£32,463,123
50% SR : 20% LAR : 30% SO	35%	£27,929,854	£35,036,607	£35,248,043	£37,609,438	£38,423,687	£39,039,131
50% SR : 20% LAR : 30% SO	40%	£34,724,864	£41,831,240	£42,051,545	£44,471,824	£45,286,073	£45,901,517
50% SR : 20% LAR : 30% SO	45%	£42,074,339	£48,693,627	£48,913,932	£51,334,210	£52,148,458	£52,763,903
50% SR : 20% LAR : 30% SO	50%	£49,449,969	£55,556,013	£55,776,318	£58,196,596	£59,010,844	£59,626,290

### 10% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£14,946,777	£5,990,763	£5,805,911	£3,775,123	£3,090,670	£2,569,703
50% SR : 20% LAR : 30% SO	5%	£8,954,931	£309,801	£123,315	£-1,925,421	£-2,614,673	£-3,140,021
50% SR : 20% LAR : 30% SO	10%	£2,929,962	£-5,417,098	£-5,605,316	£-7,673,627	£-8,376,054	£-8,906,979
50% SR : 20% LAR : 30% SO	15%	£-3,137,237	£-11,204,477	£-11,394,527	£-13,500,043	£-14,209,617	£-14,751,336
50% SR : 20% LAR : 30% SO	20%	£-9,274,244	£-17,125,836	£-17,322,603	£-19,496,075	£-20,231,351	£-20,787,106
50% SR : 20% LAR : 30% SO	25%	£-15,521,276	£-23,199,467	£-23,398,405	£-25,583,947	£-26,319,223	£-26,874,977
50% SR : 20% LAR : 30% SO	30%	£-21,995,833	£-29,317,765	£-29,521,371	£-31,764,493	£-32,526,250	£-33,102,019
50% SR : 20% LAR : 30% SO	35%	£-28,550,182	£-35,694,769	£-35,909,045	£-38,294,838	£-39,109,086	£-39,724,530
50% SR : 20% LAR : 30% SO	40%	£-35,391,959	£-42,516,640	£-42,736,945	£-45,157,224	£-45,971,472	£-46,586,916
50% SR : 20% LAR : 30% SO	45%	£-42,759,738	£-49,379,026	£-49,599,331	£-52,019,609	£-52,833,858	£-53,449,303
50% SR : 20% LAR : 30% SO	50%	£-50,135,368	£-56,241,412	£-56,461,717	£-58,881,996	£-59,696,244	£-60,311,689

### 10% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£14,912,407	£5,956,393	£5,771,541	£3,740,752	£3,056,299	£2,535,332
50% SR : 20% LAR : 30% SO	5%	£8,920,561	£275,431	£88,945	£-1,959,792	£-2,649,043	£-3,174,392
50% SR : 20% LAR : 30% SO	10%	£2,895,591	£-5,451,469	£-5,639,686	£-7,707,998	£-8,410,424	£-8,941,349
50% SR : 20% LAR : 30% SO	15%	£-3,171,607	£-11,238,847	£-11,428,898	£-13,534,414	£-14,243,989	£-14,786,194
50% SR : 20% LAR : 30% SO	20%	£-9,308,614	£-17,160,693	£-17,357,461	£-19,530,933	£-20,266,209	£-20,821,964
50% SR : 20% LAR : 30% SO	25%	£-15,556,133	£-23,234,323	£-23,433,262	£-25,618,804	£-26,354,081	£-26,909,835
50% SR : 20% LAR : 30% SO	30%	£-22,030,691	£-29,353,616	£-29,557,221	£-31,800,850	£-32,562,607	£-33,138,377
50% SR : 20% LAR : 30% SO	35%	£-28,585,532	£-35,732,692	£-35,946,968	£-38,333,842	£-39,148,090	£-39,763,535
50% SR : 20% LAR : 30% SO	40%	£-35,430,419	£-42,555,644	£-42,775,950	£-45,196,228	£-46,010,476	£-46,625,921
50% SR : 20% LAR : 30% SO	45%	£-42,798,743	£-49,418,030	£-49,638,336	£-52,058,614	£-52,872,862	£-53,488,307
50% SR : 20% LAR : 30% SO	50%	£-50,174,372	£-56,280,416	£-56,500,721	£-58,921,001	£-59,735,249	£-60,350,693

### 20% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£14,895,697	£5,939,683	£5,754,831	£3,724,043	£3,039,590	£2,518,623
50% SR : 20% LAR : 30% SO	5%	£8,903,851	£258,721	£72,235	£-1,976,501	£-2,665,753	£-3,191,101
50% SR : 20% LAR : 30% SO	10%	£2,878,882	£-5,468,178	£-5,656,396	£-7,724,707	£-8,427,134	£-8,958,059
50% SR : 20% LAR : 30% SO	15%	£-3,188,317	£-11,255,557	£-11,445,607	£-13,551,123	£-14,260,698	£-14,803,139
50% SR : 20% LAR : 30% SO	20%	£-9,325,324	£-17,177,639	£-17,374,406	£-19,547,879	£-20,283,155	£-20,838,909
50% SR : 20% LAR : 30% SO	25%	£-15,573,078	£-23,251,270	£-23,450,208	£-25,635,750	£-26,371,026	£-26,926,781
50% SR : 20% LAR : 30% SO	30%	£-22,047,637	£-29,371,045	£-29,574,650	£-31,818,526	£-32,580,282	£-33,156,053
50% SR : 20% LAR : 30% SO	35%	£-28,602,718	£-35,751,129	£-35,965,405	£-38,352,804	£-39,167,052	£-39,782,497
50% SR : 20% LAR : 30% SO	40%	£-35,449,116	£-42,574,606	£-42,794,911	£-45,215,190	£-46,029,439	£-46,644,883
50% SR : 20% LAR : 30% SO	45%	£-42,817,705	£-49,436,992	£-49,657,297	£-52,077,576	£-52,891,824	£-53,507,269
50% SR : 20% LAR : 30% SO	50%	£-50,193,335	£-56,299,379	£-56,519,684	£-58,939,962	£-59,754,210	£-60,369,655

### 20% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£14,826,956	£5,870,941	£5,686,089	£3,655,302	£2,970,848	£2,449,882
50% SR : 20% LAR : 30% SO	5%	£8,835,110	£189,979	£3,493	£-2,045,243	£-2,734,494	£-3,259,843
50% SR : 20% LAR : 30% SO	10%	£2,810,141	£-5,536,919	£-5,725,138	£-7,793,449	£-8,495,876	£-9,026,801
50% SR : 20% LAR : 30% SO	15%	£-3,257,058	£-11,324,298	£-11,514,349	£-13,619,865	£-14,329,439	£-14,872,853
50% SR : 20% LAR : 30% SO	20%	£-9,394,065	£-17,247,353	£-17,444,120	£-19,617,592	£-20,352,868	£-20,908,623
50% SR : 20% LAR : 30% SO	25%	£-15,642,793	£-23,320,984	£-23,519,922	£-25,705,464	£-26,440,741	£-26,996,494
50% SR : 20% LAR : 30% SO	30%	£-22,117,351	£-29,442,746	£-29,646,351	£-31,891,242	£-32,652,999	£-33,228,770
50% SR : 20% LAR : 30% SO	35%	£-28,673,419	£-35,826,976	£-36,041,251	£-38,430,813	£-39,245,060	£-39,860,505
50% SR : 20% LAR : 30% SO	40%	£-35,526,036	£-42,652,614	£-42,872,920	£-45,293,199	£-46,107,447	£-46,722,891
50% SR : 20% LAR : 30% SO	45%	£-42,895,713	£-49,515,001	£-49,735,306	£-52,155,585	£-52,969,833	£-53,585,277
50% SR : 20% LAR : 30% SO	50%	£-50,271,343	£-56,377,387	£-56,597,692	£-59,017,970	£-59,832,219	£-60,447,663

### 30% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£14,844,617	£5,888,603	£5,703,751	£3,672,963	£2,988,510	£2,467,543
50% SR : 20% LAR : 30% SO	5%	£8,852,771	£207,641	£21,155	£-2,027,582	£-2,716,833	£-3,242,182
50% SR : 20% LAR : 30% SO	10%	£2,827,802	£-5,519,258	£-5,707,476	£-7,775,788	£-8,478,214	£-9,009,139
50% SR : 20% LAR : 30% SO	15%	£-3,239,397	£-11,306,637	£-11,496,688	£-13,602,203	£-14,311,778	£-14,854,942
50% SR : 20% LAR : 30% SO	20%	£-9,376,403	£-17,229,442	£-17,426,208	£-19,599,681	£-20,334,957	£-20,890,712
50% SR : 20% LAR : 30% SO	25%	£-15,624,882	£-23,303,072	£-23,502,011	£-25,687,552	£-26,422,830	£-26,978,583
50% SR : 20% LAR : 30% SO	30%	£-22,099,439	£-29,424,325	£-29,627,929	£-31,872,559	£-32,634,316	£-33,210,086
50% SR : 20% LAR : 30% SO	35%	£-28,655,254	£-35,807,489	£-36,021,764	£-38,410,770	£-39,225,018	£-39,840,463
50% SR : 20% LAR : 30% SO	40%	£-35,506,274	£-42,632,573	£-42,852,878	£-45,273,156	£-46,087,404	£-46,702,850
50% SR : 20% LAR : 30% SO	45%	£-42,875,671	£-49,494,958	£-49,715,264	£-52,135,542	£-52,949,790	£-53,565,236
50% SR : 20% LAR : 30% SO	50%	£-50,251,301	£-56,357,344	£-56,577,650	£-58,997,929	£-59,812,177	£-60,427,621

### 30% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£14,741,505	£5,785,491	£5,600,639	£3,569,850	£2,885,397	£2,364,431
50% SR : 20% LAR : 30% SO	5%	£8,749,659	£104,529	£-81,957	£-2,130,693	£-2,819,945	£-3,345,293
50% SR : 20% LAR : 30% SO	10%	£2,724,689	£-5,622,370	£-5,810,588	£-7,878,899	£-8,581,326	£-9,112,251
50% SR : 20% LAR : 30% SO	15%	£-3,342,509	£-11,409,749	£-11,599,799	£-13,705,316	£-14,415,596	£-14,959,513
50% SR : 20% LAR : 30% SO	20%	£-9,479,516	£-17,334,013	£-17,530,780	£-19,704,252	£-20,439,529	£-20,995,283
50% SR : 20% LAR : 30% SO	25%	£-15,729,453	£-23,407,644	£-23,606,582	£-25,792,124	£-26,527,400	£-27,083,154
50% SR : 20% LAR : 30% SO	30%	£-22,204,011	£-29,531,876	£-29,735,481	£-31,981,633	£-32,743,390	£-33,320,441
50% SR : 20% LAR : 30% SO	35%	£-28,761,305	£-35,921,259	£-36,135,534	£-38,527,783	£-39,342,031	£-39,957,475
50% SR : 20% LAR : 30% SO	40%	£-35,621,654	£-42,749,585	£-42,969,890	£-45,390,169	£-46,204,417	£-46,819,862
50% SR : 20% LAR : 30% SO	45%	£-42,992,683	£-49,611,971	£-49,832,276	£-52,252,555	£-53,066,803	£-53,682,248
50% SR : 20% LAR : 30% SO	50%	£-50,368,313	£-56,474,357	£-56,694,662	£-59,114,941	£-59,929,190	£-60,544,634

### 35% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£14,819,077	-£14,495,349	-£14,534,093	-£14,959,739	-£15,102,938	-£15,211,175
50% SR : 20% LAR : 30% SO	5%	£8,827,231	-£15,600,307	-£15,639,600	-£16,071,269	-£16,216,495	-£16,326,262
50% SR : 20% LAR : 30% SO	10%	£2,802,262	-£16,716,844	-£16,755,937	-£17,187,606	-£17,332,832	-£17,442,600
50% SR : 20% LAR : 30% SO	15%	-£3,264,936	-£17,832,982	-£17,872,275	-£18,303,944	-£18,449,170	-£18,558,937
50% SR : 20% LAR : 30% SO	20%	-£9,401,944	-£18,949,319	-£18,988,612	-£19,420,281	-£19,565,507	-£19,675,275
50% SR : 20% LAR : 30% SO	25%	-£15,650,783	-£20,065,657	-£20,104,950	-£20,536,619	-£20,681,845	-£20,791,612
50% SR : 20% LAR : 30% SO	30%	-£22,125,341	-£21,181,994	-£21,221,287	-£21,652,956	-£21,798,182	-£21,907,950
50% SR : 20% LAR : 30% SO	35%	-£28,681,522	-£22,298,332	-£22,337,625	-£22,769,294	-£22,914,520	-£23,024,287
50% SR : 20% LAR : 30% SO	40%	-£35,534,853	-£23,414,669	-£23,453,962	-£23,885,631	-£24,030,857	-£24,140,624
50% SR : 20% LAR : 30% SO	45%	-£42,904,654	-£24,531,007	-£24,570,300	-£25,001,969	-£25,147,195	-£25,256,962
50% SR : 20% LAR : 30% SO	50%	-£50,280,284	-£25,647,344	-£25,686,637	-£26,118,306	-£26,263,532	-£26,373,299

### 35% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£14,698,780	£5,742,765	£5,557,913	£3,527,125	£2,842,672	£2,321,706
50% SR : 20% LAR : 30% SO	5%	£8,706,934	£61,803	-£124,683	-£2,173,419	-£2,862,670	-£3,388,019
50% SR : 20% LAR : 30% SO	10%	£2,681,965	-£5,665,095	-£5,853,314	-£7,921,625	-£8,624,052	-£9,154,977
50% SR : 20% LAR : 30% SO	15%	-£3,385,234	-£11,452,474	-£11,642,525	-£13,748,041	-£14,458,926	-£15,002,844
50% SR : 20% LAR : 30% SO	20%	-£9,522,241	-£17,377,343	-£17,574,110	-£19,747,583	-£20,482,859	-£21,038,614
50% SR : 20% LAR : 30% SO	25%	-£15,772,783	-£23,450,973	-£23,649,913	-£25,835,454	-£26,570,731	-£27,126,485
50% SR : 20% LAR : 30% SO	30%	-£22,247,341	-£29,576,441	-£29,780,047	-£32,026,828	-£32,788,585	-£33,366,276
50% SR : 20% LAR : 30% SO	35%	-£28,805,248	-£35,968,401	-£36,182,676	-£38,576,268	-£39,390,516	-£40,005,961
50% SR : 20% LAR : 30% SO	40%	-£35,669,463	-£42,798,071	-£43,018,376	-£45,438,654	-£46,252,902	-£46,868,347
50% SR : 20% LAR : 30% SO	45%	-£43,041,169	-£49,660,457	-£49,880,762	-£52,301,040	-£53,115,288	-£53,730,734
50% SR : 20% LAR : 30% SO	50%	-£50,416,799	-£56,522,842	-£56,743,148	-£59,163,427	-£59,977,674	-£60,593,119

### *Measured against benchmark land value 4 (Secondary industrial space lower)*

#### 0% Affordable Workspace

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£21,178,804	£12,285,986	£12,101,134	£10,070,346	£9,387,133	£8,870,731
50% SR : 20% LAR : 30% SO	5%	£15,206,693	£6,623,636	£6,437,150	£4,388,414	£3,699,162	£3,178,196
50% SR : 20% LAR : 30% SO	10%	£9,204,484	£913,230	£725,011	-£1,342,757	-£2,038,411	-£2,564,217
50% SR : 20% LAR : 30% SO	15%	£3,157,986	-£4,869,805	-£5,049,855	-£7,143,206	-£7,852,780	-£8,389,108
50% SR : 20% LAR : 30% SO	20%	-£2,947,261	-£10,750,605	-£10,947,372	-£13,113,021	-£13,848,297	-£14,404,051
50% SR : 20% LAR : 30% SO	25%	-£9,158,698	-£16,816,411	-£17,015,349	-£19,200,892	-£19,936,169	-£20,491,923
50% SR : 20% LAR : 30% SO	30%	-£15,612,779	-£22,923,656	-£23,124,873	-£25,357,667	-£26,116,822	-£26,692,591
50% SR : 20% LAR : 30% SO	35%	-£22,159,323	-£29,266,075	-£29,477,512	-£31,838,907	-£32,653,155	-£33,268,600
50% SR : 20% LAR : 30% SO	40%	-£28,954,333	-£36,060,709	-£36,281,014	-£38,701,293	-£39,515,542	-£40,130,986
50% SR : 20% LAR : 30% SO	45%	-£36,303,808	-£42,923,095	-£43,143,400	-£45,563,679	-£46,377,927	-£46,993,372
50% SR : 20% LAR : 30% SO	50%	-£43,679,438	-£49,785,482	-£50,005,787	-£52,426,065	-£53,240,313	-£53,856,758

### 10% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£20,717,309	£11,761,294	£11,576,442	£9,545,654	£8,861,201	£8,340,234
50% SR : 20% LAR : 30% SO	5%	£14,725,462	£6,080,332	£5,893,846	£3,845,110	£3,155,858	£2,630,510
50% SR : 20% LAR : 30% SO	10%	£8,700,493	£353,433	£165,215	£-1,903,096	£-2,605,523	£-3,136,448
50% SR : 20% LAR : 30% SO	15%	£2,633,294	£-5,433,946	£-5,623,996	£-7,729,512	£-8,439,086	£-8,980,805
50% SR : 20% LAR : 30% SO	20%	£-3,503,712	£-11,355,305	£-11,552,072	£-13,725,544	£-14,460,820	£-15,016,575
50% SR : 20% LAR : 30% SO	25%	£-9,750,744	£-17,428,936	£-17,627,874	£-19,813,416	£-20,548,692	£-21,104,446
50% SR : 20% LAR : 30% SO	30%	£-16,225,302	£-23,547,234	£-23,750,840	£-25,993,962	£-26,755,719	£-27,331,488
50% SR : 20% LAR : 30% SO	35%	£-22,779,651	£-29,924,238	£-30,138,513	£-32,524,307	£-33,338,555	£-33,953,999
50% SR : 20% LAR : 30% SO	40%	£-29,621,428	£-36,746,109	£-36,966,414	£-39,386,693	£-40,200,941	£-40,816,385
50% SR : 20% LAR : 30% SO	45%	£-36,989,207	£-43,608,495	£-43,828,800	£-46,249,078	£-47,063,327	£-47,678,771
50% SR : 20% LAR : 30% SO	50%	£-44,364,837	£-50,470,881	£-50,691,186	£-53,111,464	£-53,925,713	£-54,541,158

### 10% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£20,682,938	£11,726,924	£11,542,072	£9,511,283	£8,826,830	£8,305,864
50% SR : 20% LAR : 30% SO	5%	£14,691,092	£6,045,962	£5,859,476	£3,810,739	£3,121,488	£2,596,139
50% SR : 20% LAR : 30% SO	10%	£8,666,122	£319,063	£130,845	£-1,937,467	£-2,639,893	£-3,170,818
50% SR : 20% LAR : 30% SO	15%	£2,598,924	£-5,468,316	£-5,658,367	£-7,763,883	£-8,473,458	£-9,015,662
50% SR : 20% LAR : 30% SO	20%	£-3,538,083	£-11,390,162	£-11,586,929	£-13,760,401	£-14,495,677	£-15,051,432
50% SR : 20% LAR : 30% SO	25%	£-9,785,602	£-17,463,792	£-17,662,731	£-19,848,272	£-20,583,550	£-21,139,303
50% SR : 20% LAR : 30% SO	30%	£-16,260,160	£-23,583,085	£-23,786,690	£-26,030,319	£-26,792,076	£-27,367,846
50% SR : 20% LAR : 30% SO	35%	£-22,815,001	£-29,962,161	£-30,176,437	£-32,563,311	£-33,377,559	£-33,993,004
50% SR : 20% LAR : 30% SO	40%	£-29,659,888	£-36,785,113	£-37,005,419	£-39,425,697	£-40,239,945	£-40,855,389
50% SR : 20% LAR : 30% SO	45%	£-37,028,212	£-43,647,499	£-43,867,805	£-46,288,083	£-47,102,331	£-47,717,776

### 20% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£20,666,229	£11,710,214	£11,525,362	£9,494,574	£8,810,121	£8,289,154
50% SR : 20% LAR : 30% SO	5%	£14,674,382	£6,029,252	£5,842,766	£3,794,030	£3,104,779	£2,579,430
50% SR : 20% LAR : 30% SO	10%	£8,649,413	£302,353	£114,135	£-1,954,176	£-2,656,603	£-3,187,528
50% SR : 20% LAR : 30% SO	15%	£2,582,214	£-5,485,026	£-5,675,076	£-7,780,592	£-8,490,167	£-9,032,608
50% SR : 20% LAR : 30% SO	20%	£-3,554,792	£-11,407,107	£-11,603,875	£-13,777,348	£-14,512,624	£-15,068,378
50% SR : 20% LAR : 30% SO	25%	£-9,802,547	£-17,480,738	£-17,679,677	£-19,865,219	£-20,600,495	£-21,156,250
50% SR : 20% LAR : 30% SO	30%	£-16,277,106	£-23,600,514	£-23,804,119	£-26,047,994	£-26,809,751	£-27,385,522
50% SR : 20% LAR : 30% SO	35%	£-22,832,187	£-29,980,598	£-30,194,873	£-32,582,272	£-33,396,521	£-34,011,966
50% SR : 20% LAR : 30% SO	40%	£-29,678,585	£-36,804,075	£-37,024,380	£-39,444,659	£-40,258,907	£-40,874,352
50% SR : 20% LAR : 30% SO	45%	£-37,047,174	£-43,666,461	£-43,886,766	£-46,307,045	£-47,121,293	£-47,736,738
50% SR : 20% LAR : 30% SO	50%	£-44,422,804	£-50,528,847	£-50,749,152	£-53,169,431	£-53,983,679	£-54,599,124

### 20% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£20,597,487	£11,641,472	£11,456,620	£9,425,833	£8,741,379	£8,220,413
50% SR : 20% LAR : 30% SO	5%	£14,605,641	£5,960,510	£5,774,024	£3,725,289	£3,036,038	£2,510,688
50% SR : 20% LAR : 30% SO	10%	£8,580,672	£233,612	£45,393	£-2,022,918	£-2,726,344	£-3,256,270
50% SR : 20% LAR : 30% SO	15%	£2,513,474	£-5,553,767	£-5,743,817	£-7,849,334	£-8,558,908	£-9,102,322
50% SR : 20% LAR : 30% SO	20%	£-3,623,534	£-11,476,822	£-11,673,589	£-13,847,061	£-14,582,337	£-15,138,092
50% SR : 20% LAR : 30% SO	25%	£-9,872,262	£-17,550,453	£-17,749,391	£-19,934,933	£-20,670,209	£-21,225,963
50% SR : 20% LAR : 30% SO	30%	£-16,346,819	£-23,672,215	£-23,875,820	£-26,120,711	£-26,882,468	£-27,458,239
50% SR : 20% LAR : 30% SO	35%	£-22,902,888	£-30,056,444	£-30,270,720	£-32,660,281	£-33,474,529	£-34,089,974
50% SR : 20% LAR : 30% SO	40%	£-29,755,505	£-36,882,083	£-37,102,389	£-39,522,668	£-40,336,915	£-40,952,360
50% SR : 20% LAR : 30% SO	45%	£-37,125,182	£-43,744,469	£-43,964,774	£-46,385,054	£-47,199,302	£-47,814,746
50% SR : 20% LAR : 30% SO	50%	£-44,500,812	£-50,606,856	£-50,827,161	£-53,247,439	£-54,061,688	£-54,677,132

### 30% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£20,615,149	£11,659,134	£11,474,282	£9,443,494	£8,759,041	£8,238,074
50% SR : 20% LAR : 30% SO	5%	£14,623,302	£5,978,172	£5,791,686	£3,742,949	£3,053,699	£2,528,349
50% SR : 20% LAR : 30% SO	10%	£8,598,333	£251,273	£63,055	£-2,005,257	£-2,707,683	£-3,238,608
50% SR : 20% LAR : 30% SO	15%	£2,531,134	£-5,536,106	£-5,726,157	£-7,831,672	£-8,541,247	£-9,084,411
50% SR : 20% LAR : 30% SO	20%	£-3,605,872	£-11,458,911	£-11,655,677	£-13,829,150	£-14,564,426	£-15,120,181
50% SR : 20% LAR : 30% SO	25%	£-9,854,350	£-17,532,541	£-17,731,480	£-19,917,021	£-20,652,298	£-21,208,052
50% SR : 20% LAR : 30% SO	30%	£-16,328,908	£-23,653,794	£-23,857,398	£-26,102,028	£-26,863,785	£-27,439,555
50% SR : 20% LAR : 30% SO	35%	£-22,884,723	£-30,036,958	£-30,251,233	£-32,640,239	£-33,454,487	£-34,069,932
50% SR : 20% LAR : 30% SO	40%	£-29,735,743	£-36,862,042	£-37,082,347	£-39,502,625	£-40,316,873	£-40,932,318
50% SR : 20% LAR : 30% SO	45%	£-37,105,140	£-43,724,427	£-43,944,733	£-46,365,011	£-47,179,259	£-47,794,705
50% SR : 20% LAR : 30% SO	50%	£-44,480,770	£-50,586,813	£-50,807,119	£-53,227,397	£-54,041,645	£-54,657,090

### 30% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£20,512,036	£11,556,022	£11,371,170	£9,340,382	£8,655,929	£8,134,962
50% SR : 20% LAR : 30% SO	5%	£14,520,190	£5,875,060	£5,688,574	£3,639,838	£2,950,586	£2,425,238
50% SR : 20% LAR : 30% SO	10%	£8,495,220	£148,161	£-40,057	£-2,108,368	£-2,810,795	£-3,341,720
50% SR : 20% LAR : 30% SO	15%	£2,428,022	£-5,639,218	£-5,829,268	£-7,934,784	£-8,645,065	£-9,188,982
50% SR : 20% LAR : 30% SO	20%	£-3,708,985	£-11,563,482	£-11,760,249	£-13,933,721	£-14,668,998	£-15,224,752
50% SR : 20% LAR : 30% SO	25%	£-9,958,921	£-17,637,113	£-17,836,051	£-20,021,593	£-20,766,869	£-21,312,623
50% SR : 20% LAR : 30% SO	30%	£-16,433,480	£-23,761,345	£-23,964,950	£-26,211,102	£-26,972,859	£-27,549,910
50% SR : 20% LAR : 30% SO	35%	£-22,990,773	£-30,150,728	£-30,365,003	£-32,757,252	£-33,571,500	£-34,186,944
50% SR : 20% LAR : 30% SO	40%	£-29,851,123	£-36,979,054	£-37,199,359	£-39,619,638	£-40,433,886	£-41,049,330
50% SR : 20% LAR : 30% SO	45%	£-37,222,152	£-43,841,440	£-44,061,745	£-46,482,023	£-47,296,272	£-47,911,717
50% SR : 20% LAR : 30% SO	50%	£-44,597,782	£-50,703,826	£-50,924,131	£-53,344,410	£-54,158,658	£-54,774,103

### 35% Affordable Workspace at a 25% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£20,589,608	£11,633,594	£11,448,742	£9,417,953	£8,733,500	£8,212,534
50% SR : 20% LAR : 30% SO	5%	£14,597,762	£5,952,632	£5,766,146	£3,717,410	£3,028,159	£2,502,810
50% SR : 20% LAR : 30% SO	10%	£8,572,793	£225,733	£37,515	£2,030,796	£2,733,223	£3,264,148
50% SR : 20% LAR : 30% SO	15%	£2,505,595	£-5,561,645	£-5,751,696	£-7,857,213	£-8,566,787	£-9,110,312
50% SR : 20% LAR : 30% SO	20%	£-3,631,413	£-11,484,812	£-11,681,579	£-13,855,051	£-14,590,327	£-15,146,082
50% SR : 20% LAR : 30% SO	25%	£-9,880,252	£-17,558,443	£-17,757,381	£-19,942,923	£-20,678,200	£-21,233,954
50% SR : 20% LAR : 30% SO	30%	£-16,354,810	£-23,680,433	£-23,884,038	£-26,129,045	£-26,890,802	£-27,466,691
50% SR : 20% LAR : 30% SO	35%	£-22,910,990	£-30,065,138	£-30,279,413	£-32,669,222	£-33,483,471	£-34,098,915
50% SR : 20% LAR : 30% SO	40%	£-29,764,321	£-36,891,024	£-37,111,329	£-39,531,608	£-40,345,857	£-40,961,301
50% SR : 20% LAR : 30% SO	45%	£-37,134,123	£-43,753,411	£-43,973,716	£-46,393,994	£-47,208,243	£-47,823,687
50% SR : 20% LAR : 30% SO	50%	£-44,509,753	£-50,615,797	£-50,836,102	£-53,256,380	£-54,070,628	£-54,686,074

### 35% Affordable Workspace at a 50% Discount to Market Rent

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£20,469,311	£11,513,296	£11,328,444	£9,297,656	£8,613,203	£8,092,237
50% SR : 20% LAR : 30% SO	5%	£14,477,465	£5,832,334	£5,645,848	£3,597,112	£2,907,862	£2,382,512
50% SR : 20% LAR : 30% SO	10%	£8,452,496	£105,436	£-82,783	£-2,151,094	£-2,853,521	£-3,384,446
50% SR : 20% LAR : 30% SO	15%	£2,385,298	£-5,681,943	£-5,871,993	£-7,977,510	£-8,688,395	£-9,232,312
50% SR : 20% LAR : 30% SO	20%	£-3,751,710	£-11,606,812	£-11,803,579	£-13,977,051	£-14,712,328	£-15,268,082
50% SR : 20% LAR : 30% SO	25%	£-10,002,252	£-17,680,442	£-17,879,381	£-20,064,923	£-20,800,200	£-21,355,954
50% SR : 20% LAR : 30% SO	30%	£-16,476,810	£-23,805,910	£-24,009,515	£-26,256,297	£-27,018,054	£-27,595,744
50% SR : 20% LAR : 30% SO	35%	£-23,034,717	£-30,197,870	£-30,412,145	£-32,805,737	£-33,619,985	£-34,235,430
50% SR : 20% LAR : 30% SO	40%	£-29,898,932	£-37,027,539	£-37,247,844	£-39,668,123	£-40,482,371	£-41,097,816
50% SR : 20% LAR : 30% SO	45%	£-37,270,638	£-43,889,926	£-44,110,231	£-46,530,509	£-47,344,757	£-47,960,202
50% SR : 20% LAR : 30% SO	50%	£-44,646,268	£-50,752,311	£-50,972,617	£-53,392,895	£-54,207,143	£-54,822,588

- 6.20 The results of our testing identifies that the inclusion of up to 35% affordable workspace at 25%-50% of market rents in developments in the borough has a nominal impact on viability i.e. this is shown to be less than 5% affordable housing. Factors such as the existing use value of the site and the sales values achievable on a development have a more significant impact on the viability of schemes.
- 6.21 As previously identified in the residential testing, the viability of higher density schemes is identified as being challenging in the borough. However, these developments are unviable in certain circumstances due to market factors, rather than the impact of the LBB's proposed policy requirements and standards. These schemes are identified in the appraisals as being unviable at 0% affordable housing and base build costs and are generally located in the low values areas or on higher existing uses or as a result of higher costs given the nature of the scheme.
- 6.22 Given the findings of our appraisals, we consider that the Council's proposals to deliver affordable workspace under Draft Policy DM7 Providing flexible, affordable workspace is deliverable and will not have a significant impact on the viability of schemes. We support the Council's flexible approach to the application of this policy with respect to the level of discount from market rents and quantum of floorspace sought as this is best determined on a case by case basis. For example to ensure the space is genuinely affordable for tenants, and is in some cases by reference to the re-provision of existing space at current rental levels on the site in question.

## PRS / BTR

- 6.23 The LBBB's emerging Policy H.2 Affordable Housing also applies to PRS / BTR schemes. The results of our appraisals (see **Appendix 4**) testing the viability of a PRS / BTR schemes are set in tables 6.24.1 and 7.24.2 below. These indicate that viability in such schemes is challenging, particularly in higher density schemes and on sites with higher existing use values. The results identify that PRS / BTR schemes could deliver up to between 15% and 20% affordable housing provided at rents equivalent to LAR, SR and LLR along with other policy requirements.
- 6.24 We note that there have been a significant number of PRS / BTR schemes consented and delivered in the Borough over the last five years, see Be First's supporting note providing details of their evidence of viability and delivery of development in the Borough for further details on this. This demonstrates that such developments are deliverable in the Borough.
- 6.25 In light of this, we consider that the LBBB's policy approach, which seeks to maximise the delivery of affordable housing whilst allowing for the viability assessment of individual schemes that are unable to meet the target affordable housing levels and tenures will ensure that schemes are delivered during the lifetime of the plan providing the maximum viable quantum of affordable housing.

**Table 6.24.1: Viability of lower density PRS / BTR developments (Typology 3 - 60 Flats, 126 dwellings per Ha)**

*Measured against benchmark land value 1 (Secondary Office space Higher)*

### CIL Zone 1

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£2,652,197	£3,204,833	£3,219,600	£3,324,459	£3,379,037	£3,420,290
50% SR : 20% LAR : 30% LLR	5%	£3,125,932	£3,649,632	£3,664,399	£3,769,257	£3,823,836	£3,865,089
50% SR : 20% LAR : 30% LLR	10%	£3,599,668	£4,094,431	£4,109,199	£4,214,057	£4,268,636	£4,309,889
50% SR : 20% LAR : 30% LLR	15%	£4,073,403	£4,539,230	£4,553,998	£4,658,856	£4,713,435	£4,754,688
50% SR : 20% LAR : 30% LLR	20%	£4,547,139	£4,984,030	£4,998,796	£5,103,655	£5,158,234	£5,199,487
50% SR : 20% LAR : 30% LLR	25%	£5,020,875	£5,428,829	£5,443,596	£5,548,455	£5,603,034	£5,644,287
50% SR : 20% LAR : 30% LLR	30%	£5,494,610	£5,873,628	£5,888,395	£5,993,254	£6,047,832	£6,089,086
50% SR : 20% LAR : 30% LLR	35%	£5,968,346	£6,318,427	£6,333,194	£6,438,052	£6,492,631	£6,533,884
50% SR : 20% LAR : 30% LLR	40%	£6,442,081	£6,763,226	£6,777,994	£6,882,852	£6,937,431	£6,978,787
50% SR : 20% LAR : 30% LLR	45%	£6,916,030	£7,212,735	£7,227,503	£7,334,396	£7,389,904	£7,431,859
50% SR : 20% LAR : 30% LLR	50%	£7,396,469	£7,665,146	£7,680,165	£7,787,000	£7,842,823	£7,885,018

### CIL Zone 2

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£2,652,197	£2,983,231	£2,997,998	£3,102,856	£3,157,435	£3,198,688
50% SR : 20% LAR : 30% LLR	5%	£3,129,101	£3,442,232	£3,456,998	£3,561,857	£3,616,435	£3,657,689
50% SR : 20% LAR : 30% LLR	10%	£3,606,005	£3,901,232	£3,915,999	£4,020,857	£4,075,436	£4,116,690
50% SR : 20% LAR : 30% LLR	15%	£4,082,909	£4,360,233	£4,375,000	£4,479,859	£4,534,438	£4,575,691
50% SR : 20% LAR : 30% LLR	20%	£4,559,812	£4,819,234	£4,834,001	£4,938,860	£4,993,438	£5,034,692
50% SR : 20% LAR : 30% LLR	25%	£5,036,717	£5,278,234	£5,293,002	£5,397,860	£5,452,439	£5,493,692
50% SR : 20% LAR : 30% LLR	30%	£5,513,620	£5,737,235	£5,752,003	£5,856,861	£5,911,440	£5,952,693
50% SR : 20% LAR : 30% LLR	35%	£5,990,525	£6,196,237	£6,211,003	£6,315,862	£6,370,441	£6,411,694
50% SR : 20% LAR : 30% LLR	40%	£6,467,428	£6,655,237	£6,670,004	£6,774,862	£6,829,441	£6,870,694
50% SR : 20% LAR : 30% LLR	45%	£6,944,949	£7,117,259	£7,132,025	£7,236,883	£7,291,462	£7,332,715
50% SR : 20% LAR : 30% LLR	50%	£7,428,602	£7,582,939	£7,597,705	£7,704,801	£7,760,108	£7,802,064

### CIL Zone 3

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	-£2,652,197	-£2,909,363	-£2,924,130	-£3,028,988	-£3,083,567	-£3,124,820
50% SR : 20% LAR : 30% LLR	5%	-£3,134,578	-£3,377,454	-£3,392,220	-£3,497,079	-£3,551,658	-£3,592,911
50% SR : 20% LAR : 30% LLR	10%	-£3,616,959	-£3,845,544	-£3,860,311	-£3,965,169	-£4,019,748	-£4,061,002
50% SR : 20% LAR : 30% LLR	15%	-£4,099,341	-£4,313,635	-£4,328,401	-£4,433,261	-£4,487,840	-£4,529,093
50% SR : 20% LAR : 30% LLR	20%	-£4,581,722	-£4,781,725	-£4,796,493	-£4,901,351	-£4,955,930	-£4,997,183
50% SR : 20% LAR : 30% LLR	25%	-£5,064,104	-£5,249,816	-£5,264,583	-£5,369,442	-£5,424,021	-£5,465,274
50% SR : 20% LAR : 30% LLR	30%	-£5,546,484	-£5,717,906	-£5,732,674	-£5,837,532	-£5,892,111	-£5,933,364
50% SR : 20% LAR : 30% LLR	35%	-£6,028,866	-£6,185,998	-£6,200,764	-£6,305,623	-£6,360,202	-£6,401,455
50% SR : 20% LAR : 30% LLR	40%	-£6,511,247	-£6,654,088	-£6,668,855	-£6,773,713	-£6,828,292	-£6,869,545
50% SR : 20% LAR : 30% LLR	45%	-£6,994,942	-£7,125,311	-£7,140,287	-£7,246,629	-£7,301,981	-£7,343,818
50% SR : 20% LAR : 30% LLR	50%	-£7,484,150	-£7,600,026	-£7,615,002	-£7,721,507	-£7,777,015	-£7,818,971

Measured against benchmark land value 2 (Secondary Office space Lower)

### CIL Zone 1

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£81,949	-£470,687	-£485,454	-£590,313	-£644,891	-£686,144
50% SR : 20% LAR : 30% LLR	5%	-£391,786	-£915,486	-£930,253	-£1,035,111	-£1,089,690	-£1,130,943
50% SR : 20% LAR : 30% LLR	10%	-£865,522	-£1,360,285	-£1,375,052	-£1,479,910	-£1,534,490	-£1,575,743
50% SR : 20% LAR : 30% LLR	15%	-£1,339,257	-£1,805,084	-£1,819,852	-£1,924,710	-£1,979,289	-£2,020,542
50% SR : 20% LAR : 30% LLR	20%	-£1,812,993	-£2,249,884	-£2,264,650	-£2,369,509	-£2,424,088	-£2,465,341
50% SR : 20% LAR : 30% LLR	25%	-£2,286,729	-£2,694,683	-£2,709,449	-£2,814,309	-£2,868,888	-£2,910,141
50% SR : 20% LAR : 30% LLR	30%	-£2,760,464	-£3,139,482	-£3,154,249	-£3,259,108	-£3,313,686	-£3,354,940
50% SR : 20% LAR : 30% LLR	35%	-£3,234,200	-£3,584,281	-£3,599,048	-£3,703,906	-£3,758,485	-£3,799,738
50% SR : 20% LAR : 30% LLR	40%	-£3,707,935	-£4,029,080	-£4,043,847	-£4,148,706	-£4,203,803	-£4,245,640
50% SR : 20% LAR : 30% LLR	45%	-£4,181,884	-£4,478,589	-£4,493,607	-£4,600,250	-£4,655,758	-£4,697,713
50% SR : 20% LAR : 30% LLR	50%	-£4,662,323	-£4,931,000	-£4,946,018	-£5,052,854	-£5,108,677	-£5,150,871

### CIL Zone 2

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£81,949	-£249,084	-£263,852	-£368,710	-£423,289	-£464,542
50% SR : 20% LAR : 30% LLR	5%	-£394,954	-£708,086	-£722,852	-£827,711	-£882,289	-£923,543
50% SR : 20% LAR : 30% LLR	10%	-£871,859	-£1,167,086	-£1,181,853	-£1,286,711	-£1,341,290	-£1,382,543
50% SR : 20% LAR : 30% LLR	15%	-£1,348,762	-£1,626,087	-£1,640,854	-£1,745,712	-£1,800,291	-£1,841,544
50% SR : 20% LAR : 30% LLR	20%	-£1,825,666	-£2,085,088	-£2,099,854	-£2,204,714	-£2,259,292	-£2,300,546
50% SR : 20% LAR : 30% LLR	25%	-£2,302,571	-£2,544,088	-£2,558,856	-£2,663,714	-£2,718,293	-£2,759,546
50% SR : 20% LAR : 30% LLR	30%	-£2,779,474	-£3,003,089	-£3,017,857	-£3,122,715	-£3,177,294	-£3,218,547
50% SR : 20% LAR : 30% LLR	35%	-£3,256,379	-£3,462,090	-£3,476,857	-£3,581,716	-£3,636,294	-£3,677,548
50% SR : 20% LAR : 30% LLR	40%	-£3,733,282	-£3,921,091	-£3,935,858	-£4,040,716	-£4,095,295	-£4,136,548
50% SR : 20% LAR : 30% LLR	45%	-£4,210,803	-£4,383,113	-£4,398,088	-£4,504,431	-£4,559,782	-£4,601,619
50% SR : 20% LAR : 30% LLR	50%	-£4,694,455	-£4,848,793	-£4,863,811	-£4,970,454	-£5,025,962	-£5,067,918

### CIL Zone 3

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£81,949	-£175,216	-£189,984	-£294,842	-£349,421	-£390,674
50% SR : 20% LAR : 30% LLR	5%	-£400,431	-£643,308	-£658,074	-£762,933	-£817,512	-£858,765
50% SR : 20% LAR : 30% LLR	10%	-£882,813	-£1,111,398	-£1,126,165	-£1,231,023	-£1,285,602	-£1,326,855
50% SR : 20% LAR : 30% LLR	15%	-£1,365,194	-£1,579,489	-£1,594,255	-£1,699,114	-£1,753,693	-£1,794,946
50% SR : 20% LAR : 30% LLR	20%	-£1,847,576	-£2,047,579	-£2,062,346	-£2,167,205	-£2,221,784	-£2,263,037
50% SR : 20% LAR : 30% LLR	25%	-£2,329,957	-£2,515,670	-£2,530,437	-£2,635,296	-£2,689,875	-£2,731,128
50% SR : 20% LAR : 30% LLR	30%	-£2,812,338	-£2,983,760	-£2,998,528	-£3,103,386	-£3,157,965	-£3,199,218
50% SR : 20% LAR : 30% LLR	35%	-£3,294,719	-£3,451,851	-£3,466,618	-£3,571,477	-£3,626,056	-£3,667,309
50% SR : 20% LAR : 30% LLR	40%	-£3,777,101	-£3,919,942	-£3,934,709	-£4,039,567	-£4,094,146	-£4,135,399
50% SR : 20% LAR : 30% LLR	45%	-£4,260,796	-£4,391,165	-£4,406,141	-£4,512,483	-£4,567,835	-£4,609,672
50% SR : 20% LAR : 30% LLR	50%	-£4,750,004	-£4,865,880	-£4,880,856	-£4,987,361	-£5,042,869	-£5,084,824

*Measured against benchmark land value 3 (Secondary Industrial space Higher)*

### CIL Zone 1

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£991,211	£438,575	£423,808	£318,949	£264,371	£223,118
50% SR : 20% LAR : 30% LLR	5%	£517,476	-£6,224	-£20,991	-£125,849	-£180,428	-£221,681
50% SR : 20% LAR : 30% LLR	10%	£43,740	-£451,023	-£465,790	-£570,649	-£625,228	-£666,481
50% SR : 20% LAR : 30% LLR	15%	-£429,995	-£895,822	-£910,590	-£1,015,448	-£1,070,027	-£1,111,280
50% SR : 20% LAR : 30% LLR	20%	-£903,731	-£1,340,622	-£1,355,388	-£1,460,247	-£1,514,826	-£1,556,079
50% SR : 20% LAR : 30% LLR	25%	-£1,377,467	-£1,785,421	-£1,800,187	-£1,905,047	-£1,959,626	-£2,000,879
50% SR : 20% LAR : 30% LLR	30%	-£1,851,202	-£2,230,220	-£2,244,987	-£2,349,846	-£2,404,424	-£2,445,678
50% SR : 20% LAR : 30% LLR	35%	-£2,324,938	-£2,675,019	-£2,689,786	-£2,794,644	-£2,849,223	-£2,890,476
50% SR : 20% LAR : 30% LLR	40%	-£2,798,673	-£3,119,818	-£3,134,586	-£3,239,444	-£3,294,541	-£3,336,379
50% SR : 20% LAR : 30% LLR	45%	-£3,272,622	-£3,569,327	-£3,584,345	-£3,690,988	-£3,746,496	-£3,788,451
50% SR : 20% LAR : 30% LLR	50%	-£3,753,061	-£4,021,738	-£4,036,756	-£4,143,592	-£4,199,415	-£4,241,610

### CIL Zone 2

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£991,211	£660,178	£645,410	£540,552	£485,973	£444,720
50% SR : 20% LAR : 30% LLR	5%	£514,307	£201,176	£186,410	£81,551	£26,973	-£14,281
50% SR : 20% LAR : 30% LLR	10%	£37,403	-£257,824	-£272,591	-£377,449	-£432,028	-£473,281
50% SR : 20% LAR : 30% LLR	15%	-£439,501	-£716,825	-£731,592	-£836,450	-£891,030	-£932,283
50% SR : 20% LAR : 30% LLR	20%	-£916,404	-£1,175,826	-£1,190,593	-£1,295,452	-£1,350,030	-£1,391,284
50% SR : 20% LAR : 30% LLR	25%	-£1,393,309	-£1,634,826	-£1,649,594	-£1,754,452	-£1,809,031	-£1,850,284
50% SR : 20% LAR : 30% LLR	30%	-£1,870,212	-£2,093,827	-£2,108,595	-£2,213,453	-£2,268,032	-£2,309,285
50% SR : 20% LAR : 30% LLR	35%	-£2,347,117	-£2,552,829	-£2,567,595	-£2,672,454	-£2,727,032	-£2,768,286
50% SR : 20% LAR : 30% LLR	40%	-£2,824,020	-£3,011,829	-£3,026,596	-£3,131,454	-£3,186,033	-£3,227,286
50% SR : 20% LAR : 30% LLR	45%	-£3,301,541	-£3,473,851	-£3,488,618	-£3,593,476	-£3,648,055	-£3,689,309
50% SR : 20% LAR : 30% LLR	50%	-£3,785,193	-£3,939,531	-£3,954,298	-£4,061,193	-£4,116,700	-£4,158,656

### CIL Zone 3

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£991,211	£734,046	£719,278	£614,420	£559,841	£518,588
50% SR : 20% LAR : 30% LLR	5%	£508,830	£265,954	£251,188	£146,329	£91,750	£50,497
50% SR : 20% LAR : 30% LLR	10%	£26,449	£-202,136	£-216,903	£-321,761	£-376,340	£-417,593
50% SR : 20% LAR : 30% LLR	15%	£-455,933	£-670,227	£-684,993	£-789,852	£-844,432	£-885,685
50% SR : 20% LAR : 30% LLR	20%	£-938,314	£-1,138,317	£-1,153,084	£-1,257,943	£-1,312,522	£-1,353,775
50% SR : 20% LAR : 30% LLR	25%	£-1,420,696	£-1,606,408	£-1,621,175	£-1,726,034	£-1,780,613	£-1,821,866
50% SR : 20% LAR : 30% LLR	30%	£-1,903,076	£-2,074,498	£-2,089,266	£-2,194,124	£-2,248,703	£-2,289,956
50% SR : 20% LAR : 30% LLR	35%	£-2,385,458	£-2,542,589	£-2,557,356	£-2,662,215	£-2,716,794	£-2,758,047
50% SR : 20% LAR : 30% LLR	40%	£-2,867,839	£-3,010,680	£-3,025,447	£-3,130,305	£-3,184,884	£-3,226,137
50% SR : 20% LAR : 30% LLR	45%	£-3,351,534	£-3,481,903	£-3,496,879	£-3,603,221	£-3,658,573	£-3,700,410
50% SR : 20% LAR : 30% LLR	50%	£-3,840,742	£-3,956,618	£-3,971,594	£-4,078,099	£-4,133,607	£-4,175,562

*Measured against benchmark land value 4 (Secondary Industrial space Lower)*

### CIL Zone 1

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£2,299,721	£1,747,085	£1,732,319	£1,627,460	£1,572,882	£1,531,628
50% SR : 20% LAR : 30% LLR	5%	£1,825,986	£1,302,287	£1,287,519	£1,182,661	£1,128,082	£1,086,829
50% SR : 20% LAR : 30% LLR	10%	£1,352,250	£857,487	£842,720	£737,862	£683,283	£642,030
50% SR : 20% LAR : 30% LLR	15%	£878,515	£412,688	£397,921	£293,063	£238,484	£197,230
50% SR : 20% LAR : 30% LLR	20%	£404,779	£-32,111	£-46,878	£-151,737	£-206,316	£-247,569
50% SR : 20% LAR : 30% LLR	25%	£-68,957	£-476,911	£-491,677	£-596,536	£-651,115	£-692,368
50% SR : 20% LAR : 30% LLR	30%	£-542,692	£-921,710	£-936,476	£-1,041,335	£-1,095,914	£-1,137,168
50% SR : 20% LAR : 30% LLR	35%	£-1,016,428	£-1,366,508	£-1,381,276	£-1,486,134	£-1,540,713	£-1,581,966
50% SR : 20% LAR : 30% LLR	40%	£-1,490,163	£-1,811,308	£-1,826,075	£-1,930,933	£-1,986,031	£-2,027,868
50% SR : 20% LAR : 30% LLR	45%	£-1,964,112	£-2,260,816	£-2,275,834	£-2,382,478	£-2,437,985	£-2,479,941
50% SR : 20% LAR : 30% LLR	50%	£-2,444,551	£-2,713,228	£-2,728,246	£-2,835,081	£-2,890,905	£-2,933,099

### CIL Zone 2

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£2,299,721	£1,968,688	£1,953,921	£1,849,062	£1,794,483	£1,753,230
50% SR : 20% LAR : 30% LLR	5%	£1,822,818	£1,509,687	£1,494,920	£1,390,061	£1,335,483	£1,294,229
50% SR : 20% LAR : 30% LLR	10%	£1,345,913	£1,050,687	£1,035,919	£931,061	£876,482	£835,229
50% SR : 20% LAR : 30% LLR	15%	£869,010	£591,686	£576,918	£472,060	£417,481	£376,228
50% SR : 20% LAR : 30% LLR	20%	£392,106	£132,684	£117,918	£13,059	£-41,519	£-82,773
50% SR : 20% LAR : 30% LLR	25%	£-84,798	£-326,316	£-341,083	£-445,941	£-500,520	£-541,773
50% SR : 20% LAR : 30% LLR	30%	£-561,702	£-785,317	£-800,084	£-904,942	£-959,522	£-1,000,775
50% SR : 20% LAR : 30% LLR	35%	£-1,038,606	£-1,244,318	£-1,259,084	£-1,363,944	£-1,418,522	£-1,459,776
50% SR : 20% LAR : 30% LLR	40%	£-1,515,510	£-1,703,318	£-1,718,086	£-1,822,944	£-1,877,523	£-1,918,776
50% SR : 20% LAR : 30% LLR	45%	£-1,993,030	£-2,165,340	£-2,180,316	£-2,286,658	£-2,342,010	£-2,383,846
50% SR : 20% LAR : 30% LLR	50%	£-2,476,683	£-2,631,021	£-2,646,039	£-2,752,682	£-2,808,190	£-2,850,145

### CIL Zone 3

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% LLR	0%	£2,299,721	£2,042,556	£2,027,789	£1,922,930	£1,868,351	£1,827,098
50% SR : 20% LAR : 30% LLR	5%	£1,817,341	£1,574,465	£1,559,698	£1,454,839	£1,400,260	£1,359,007
50% SR : 20% LAR : 30% LLR	10%	£1,334,959	£1,106,375	£1,091,607	£986,749	£932,170	£890,917
50% SR : 20% LAR : 30% LLR	15%	£852,578	£638,284	£623,517	£518,658	£464,079	£422,826
50% SR : 20% LAR : 30% LLR	20%	£370,196	£170,193	£155,426	£50,568	£4,011	£-45,264
50% SR : 20% LAR : 30% LLR	25%	£-112,185	£-297,898	£-312,664	£-417,523	£-472,102	£-513,355
50% SR : 20% LAR : 30% LLR	30%	£-594,566	£-765,988	£-780,755	£-885,613	£-940,192	£-981,446
50% SR : 20% LAR : 30% LLR	35%	£-1,076,947	£-1,234,079	£-1,248,845	£-1,353,705	£-1,408,284	£-1,449,537
50% SR : 20% LAR : 30% LLR	40%	£-1,559,329	£-1,702,169	£-1,716,937	£-1,821,795	£-1,876,374	£-1,917,627
50% SR : 20% LAR : 30% LLR	45%	£-2,043,024	£-2,173,393	£-2,188,368	£-2,294,711	£-2,350,062	£-2,391,900
50% SR : 20% LAR : 30% LLR	50%	£-2,532,232	£-2,648,107	£-2,663,084	£-2,769,589	£-2,825,096	£-2,867,052

**Table 6.24.2: Viability of higher density PRS / BTR developments (Typology 6 200 Flats - 990 dwellings per Ha)**

*Measured against benchmark land value 1 (Secondary Office space Higher)*

### CIL Zone 1

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,856,513	£134,995	£89,302	£-341,591	£-510,469	£-638,115
50% SR : 20% LAR : 30% SO	5%	£378,321	£-1,246,723	£-1,292,416	£-1,723,309	£-1,892,187	£-2,019,833
50% SR : 20% LAR : 30% SO	10%	£-1,099,871	£-2,628,518	£-2,674,275	£-3,108,300	£-3,279,810	£-3,409,445
50% SR : 20% LAR : 30% SO	15%	£-2,578,062	£-4,029,375	£-4,075,912	£-4,514,767	£-4,686,765	£-4,816,770
50% SR : 20% LAR : 30% SO	20%	£-4,072,226	£-5,436,715	£-5,483,251	£-5,923,336	£-6,096,072	£-6,226,634
50% SR : 20% LAR : 30% SO	25%	£-5,571,336	£-6,851,516	£-6,898,520	£-7,342,723	£-7,517,695	£-7,649,980
50% SR : 20% LAR : 30% SO	30%	£-7,070,445	£-8,306,011	£-8,355,415	£-8,821,309	£-9,003,906	£-9,141,920
50% SR : 20% LAR : 30% SO	35%	£-8,609,919	£-9,816,867	£-9,866,271	£-10,332,166	£-10,514,763	£-10,652,776
50% SR : 20% LAR : 30% SO	40%	£-10,230,010	£-11,327,724	£-11,377,127	£-11,843,023	£-12,025,618	£-12,163,633
50% SR : 20% LAR : 30% SO	45%	£-11,850,102	£-12,838,581	£-12,887,984	£-13,353,879	£-13,536,475	£-13,674,490
50% SR : 20% LAR : 30% SO	50%	£-13,470,194	£-14,349,436	£-14,398,841	£-14,864,736	£-15,047,332	£-15,185,345

### CIL Zone 2

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,856,513	£888,932	£843,240	£412,347	£243,468	£115,822
50% SR : 20% LAR : 30% SO	5%	£368,215	£-540,439	£-586,131	£-1,017,025	£-1,185,903	£-1,313,549
50% SR : 20% LAR : 30% SO	10%	£-1,120,082	£-1,969,810	£-2,015,502	£-2,446,396	£-2,615,274	£-2,742,919
50% SR : 20% LAR : 30% SO	15%	£-2,608,379	£-3,405,854	£-3,452,192	£-3,889,184	£-4,060,452	£-4,189,904
50% SR : 20% LAR : 30% SO	20%	£-4,113,221	£-4,855,452	£-4,901,791	£-5,339,268	£-5,510,778	£-5,640,414
50% SR : 20% LAR : 30% SO	25%	£-5,622,579	£-6,309,055	£-6,355,591	£-6,794,446	£-6,967,021	£-7,097,582
50% SR : 20% LAR : 30% SO	30%	£-7,131,937	£-7,776,361	£-7,824,110	£-8,282,985	£-8,465,581	£-8,603,595
50% SR : 20% LAR : 30% SO	35%	£-8,686,707	£-9,332,434	£-9,381,837	£-9,847,733	£-10,030,329	£-10,168,343
50% SR : 20% LAR : 30% SO	40%	£-10,317,768	£-10,897,182	£-10,946,585	£-11,412,481	£-11,595,076	£-11,733,091
50% SR : 20% LAR : 30% SO	45%	£-11,948,830	£-12,461,930	£-12,511,333	£-12,977,229	£-13,159,824	£-13,297,839
50% SR : 20% LAR : 30% SO	50%	£-13,579,891	£-14,026,677	£-14,076,081	£-14,541,977	£-14,724,572	£-14,862,586

### CIL Zone 3

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£1,856,513	£1,140,245	£1,094,553	£663,658	£494,781	£367,135
50% SR : 20% LAR : 30% SO	5%	£350,745	-£318,904	-£364,597	-£795,490	-£964,368	-£1,092,013
50% SR : 20% LAR : 30% SO	10%	-£1,155,023	-£1,778,053	-£1,823,745	-£2,254,639	-£2,423,517	-£2,551,163
50% SR : 20% LAR : 30% SO	15%	-£2,660,791	-£3,241,583	-£3,287,922	-£3,724,913	-£3,896,180	-£4,025,632
50% SR : 20% LAR : 30% SO	20%	-£4,184,091	-£4,721,380	-£4,767,719	-£5,204,710	-£5,375,978	-£5,505,429
50% SR : 20% LAR : 30% SO	25%	-£5,711,166	-£6,202,047	-£6,248,451	-£6,686,883	-£6,858,882	-£6,988,885
50% SR : 20% LAR : 30% SO	30%	-£7,238,243	-£7,693,093	-£7,740,434	-£8,194,032	-£8,376,628	-£8,514,642
50% SR : 20% LAR : 30% SO	35%	-£8,819,457	-£9,276,527	-£9,325,930	-£9,791,825	-£9,974,422	-£10,112,436
50% SR : 20% LAR : 30% SO	40%	-£10,469,483	-£10,874,320	-£10,923,723	-£11,389,619	-£11,572,214	-£11,710,229
50% SR : 20% LAR : 30% SO	45%	-£12,119,509	-£12,472,113	-£12,521,516	-£12,987,412	-£13,170,007	-£13,308,022
50% SR : 20% LAR : 30% SO	50%	-£13,769,535	-£14,069,905	-£14,119,310	-£14,585,204	-£14,767,801	-£14,905,814

*Measured against benchmark land value 2 (Secondary Office space Lower)*

### CIL Zone 1

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,016,453	£1,294,936	£1,249,243	£818,349	£649,472	£521,826
50% SR : 20% LAR : 30% SO	5%	£1,538,262	-£86,782	-£132,475	-£563,368	-£732,246	-£859,892
50% SR : 20% LAR : 30% SO	10%	£60,070	-£1,468,578	-£1,514,334	-£1,948,359	-£2,119,870	-£2,249,504
50% SR : 20% LAR : 30% SO	15%	-£1,418,122	-£2,869,434	-£2,915,971	-£3,354,826	-£3,526,824	-£3,656,829
50% SR : 20% LAR : 30% SO	20%	-£2,912,285	-£4,276,774	-£4,323,310	-£4,763,396	-£4,936,131	-£5,066,693
50% SR : 20% LAR : 30% SO	25%	-£4,411,395	-£5,691,575	-£5,738,579	-£6,182,782	-£6,357,755	-£6,490,039
50% SR : 20% LAR : 30% SO	30%	-£5,910,505	-£7,146,070	-£7,195,474	-£7,661,369	-£7,843,965	-£7,981,979
50% SR : 20% LAR : 30% SO	35%	-£7,449,978	-£8,656,927	-£8,706,330	-£9,172,225	-£9,354,822	-£9,492,836
50% SR : 20% LAR : 30% SO	40%	-£9,070,069	-£10,167,783	-£10,217,186	-£10,683,082	-£10,865,677	-£11,003,692
50% SR : 20% LAR : 30% SO	45%	-£10,690,161	-£11,678,640	-£11,728,043	-£12,193,939	-£12,376,534	-£12,514,549
50% SR : 20% LAR : 30% SO	50%	-£12,310,253	-£13,189,496	-£13,238,900	-£13,704,795	-£13,887,391	-£14,025,405

### CIL Zone 2

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,016,453	£2,048,873	£2,003,181	£1,572,288	£1,403,409	£1,275,763
50% SR : 20% LAR : 30% SO	5%	£1,528,156	£619,502	£573,810	£142,916	-£25,962	-£153,608
50% SR : 20% LAR : 30% SO	10%	£39,859	-£809,869	-£855,561	-£1,286,455	-£1,455,333	-£1,582,979
50% SR : 20% LAR : 30% SO	15%	-£1,448,439	-£2,245,913	-£2,292,252	-£2,729,243	-£2,900,511	-£3,029,963
50% SR : 20% LAR : 30% SO	20%	-£2,953,280	-£3,695,512	-£3,741,850	-£4,179,328	-£4,350,837	-£4,480,473
50% SR : 20% LAR : 30% SO	25%	-£4,462,638	-£5,149,114	-£5,195,650	-£5,634,505	-£5,807,080	-£5,937,642
50% SR : 20% LAR : 30% SO	30%	-£5,971,996	-£6,616,420	-£6,664,169	-£7,123,044	-£7,305,640	-£7,443,654
50% SR : 20% LAR : 30% SO	35%	-£7,526,766	-£8,172,493	-£8,221,896	-£8,687,792	-£8,870,388	-£9,008,402
50% SR : 20% LAR : 30% SO	40%	-£9,157,827	-£9,737,241	-£9,786,644	-£10,252,540	-£10,435,135	-£10,573,150
50% SR : 20% LAR : 30% SO	45%	-£10,788,889	-£11,301,989	-£11,351,392	-£11,817,288	-£11,999,883	-£12,137,898
50% SR : 20% LAR : 30% SO	50%	-£12,419,951	-£12,866,736	-£12,916,140	-£13,382,036	-£13,564,631	-£13,702,645

### CIL Zone 3

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,016,453	£2,300,185	£2,254,494	£1,823,599	£1,654,722	£1,527,076
50% SR : 20% LAR : 30% SO	5%	£1,510,686	£841,037	£795,344	£364,451	£195,573	£67,927
50% SR : 20% LAR : 30% SO	10%	£4,918	£-618,112	£-663,804	£-1,094,698	£-1,263,576	£-1,391,222
50% SR : 20% LAR : 30% SO	15%	£-1,500,850	£-2,081,642	£-2,127,981	£-2,564,972	£-2,736,240	£-2,865,691
50% SR : 20% LAR : 30% SO	20%	£-3,024,150	£-3,561,440	£-3,607,778	£-4,044,769	£-4,216,037	£-4,345,489
50% SR : 20% LAR : 30% SO	25%	£-4,551,226	£-5,042,106	£-5,088,510	£-5,526,943	£-5,698,941	£-5,828,945
50% SR : 20% LAR : 30% SO	30%	£-6,078,302	£-6,533,152	£-6,580,493	£-7,034,091	£-7,216,688	£-7,354,702
50% SR : 20% LAR : 30% SO	35%	£-7,659,516	£-8,116,586	£-8,165,989	£-8,631,884	£-8,814,481	£-8,952,495
50% SR : 20% LAR : 30% SO	40%	£-9,309,542	£-9,714,379	£-9,763,782	£-10,229,678	£-10,412,273	£-10,550,288
50% SR : 20% LAR : 30% SO	45%	£-10,959,568	£-11,312,172	£-11,361,576	£-11,827,471	£-12,010,067	£-12,148,081
50% SR : 20% LAR : 30% SO	50%	£-12,609,594	£-12,909,965	£-12,959,369	£-13,425,263	£-13,607,860	£-13,745,874

*Measured against benchmark land value 3 (Secondary Industrial space Higher)*

### CIL Zone 1

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,402,201	£1,680,683	£1,634,990	£1,204,097	£1,035,219	£907,573
50% SR : 20% LAR : 30% SO	5%	£1,924,009	£298,965	£253,272	£-177,621	£-346,499	£-474,144
50% SR : 20% LAR : 30% SO	10%	£445,818	£-1,082,830	£-1,128,586	£-1,562,611	£-1,734,122	£-1,863,757
50% SR : 20% LAR : 30% SO	15%	£-1,032,374	£-2,483,687	£-2,530,224	£-2,969,078	£-3,141,077	£-3,271,081
50% SR : 20% LAR : 30% SO	20%	£-2,526,538	£-3,891,026	£-3,937,563	£-4,377,648	£-4,550,384	£-4,680,945
50% SR : 20% LAR : 30% SO	25%	£-4,025,647	£-5,305,828	£-5,352,832	£-5,797,034	£-5,972,007	£-6,104,292
50% SR : 20% LAR : 30% SO	30%	£-5,524,757	£-6,760,322	£-6,809,727	£-7,275,621	£-7,458,218	£-7,596,231
50% SR : 20% LAR : 30% SO	35%	£-7,064,231	£-8,271,179	£-8,320,582	£-8,786,478	£-8,969,074	£-9,107,088
50% SR : 20% LAR : 30% SO	40%	£-8,684,322	£-9,782,036	£-9,831,439	£-10,297,334	£-10,479,930	£-10,617,945
50% SR : 20% LAR : 30% SO	45%	£-10,304,414	£-11,292,892	£-11,342,296	£-11,808,191	£-11,990,787	£-12,128,801
50% SR : 20% LAR : 30% SO	50%	£-11,924,505	£-12,803,748	£-12,853,152	£-13,319,048	£-13,501,643	£-13,639,657

### CIL Zone 2

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,402,201	£2,434,620	£2,388,928	£1,958,035	£1,789,156	£1,661,511
50% SR : 20% LAR : 30% SO	5%	£1,913,903	£1,005,249	£959,557	£528,663	£359,785	£232,140
50% SR : 20% LAR : 30% SO	10%	£425,607	£-424,121	£-469,813	£-900,708	£-1,069,585	£-1,197,231
50% SR : 20% LAR : 30% SO	15%	£-1,062,691	£-1,860,165	£-1,906,504	£-2,343,496	£-2,514,764	£-2,644,216
50% SR : 20% LAR : 30% SO	20%	£-2,567,532	£-3,309,764	£-3,356,103	£-3,793,580	£-3,965,090	£-4,094,725
50% SR : 20% LAR : 30% SO	25%	£-4,076,890	£-4,763,367	£-4,809,902	£-5,248,758	£-5,421,333	£-5,551,894
50% SR : 20% LAR : 30% SO	30%	£-5,586,248	£-6,230,673	£-6,278,421	£-6,737,296	£-6,919,893	£-7,057,907
50% SR : 20% LAR : 30% SO	35%	£-7,141,019	£-7,786,746	£-7,836,149	£-8,302,044	£-8,484,641	£-8,622,655
50% SR : 20% LAR : 30% SO	40%	£-8,772,080	£-9,351,494	£-9,400,897	£-9,866,792	£-10,049,388	£-10,187,403
50% SR : 20% LAR : 30% SO	45%	£-10,403,142	£-10,916,242	£-10,965,645	£-11,431,540	£-11,614,136	£-11,752,151
50% SR : 20% LAR : 30% SO	50%	£-12,034,203	£-12,480,989	£-12,530,393	£-12,996,288	£-13,178,884	£-13,316,898

### CIL Zone 3

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,402,201	£2,685,933	£2,640,241	£2,209,347	£2,040,469	£1,912,823
50% SR : 20% LAR : 30% SO	5%	£1,896,433	£1,226,785	£1,181,092	£750,198	£581,321	£453,675
50% SR : 20% LAR : 30% SO	10%	£390,665	-£232,365	-£278,057	-£708,951	-£877,829	-£1,005,474
50% SR : 20% LAR : 30% SO	15%	-£1,115,102	-£1,695,895	-£1,742,234	-£2,179,224	-£2,350,492	-£2,479,944
50% SR : 20% LAR : 30% SO	20%	-£2,638,403	-£3,175,692	-£3,222,031	-£3,659,021	-£3,830,289	-£3,959,741
50% SR : 20% LAR : 30% SO	25%	-£4,165,478	-£4,656,359	-£4,702,763	-£5,141,195	-£5,313,194	-£5,443,197
50% SR : 20% LAR : 30% SO	30%	-£5,692,555	-£6,147,405	-£6,194,746	-£6,648,344	-£6,830,940	-£6,968,954
50% SR : 20% LAR : 30% SO	35%	-£7,273,769	-£7,730,838	-£7,780,242	-£8,246,137	-£8,428,733	-£8,566,747
50% SR : 20% LAR : 30% SO	40%	-£8,923,795	-£9,328,632	-£9,378,035	-£9,843,930	-£10,026,526	-£10,164,541
50% SR : 20% LAR : 30% SO	45%	-£10,573,821	-£10,926,425	-£10,975,828	-£11,441,724	-£11,624,319	-£11,762,334
50% SR : 20% LAR : 30% SO	50%	-£12,223,847	-£12,524,217	-£12,573,621	-£13,039,516	-£13,222,112	-£13,360,126

Measured against benchmark land value 4 (Secondary Industrial space Lower)

### CIL Zone 1

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,957,327	£2,235,809	£2,190,116	£1,759,223	£1,590,345	£1,462,699
50% SR : 20% LAR : 30% SO	5%	£2,479,135	£854,091	£808,398	£377,505	£208,627	£80,981
50% SR : 20% LAR : 30% SO	10%	£1,000,943	-£527,704	-£573,461	-£1,007,486	-£1,178,996	-£1,308,631
50% SR : 20% LAR : 30% SO	15%	-£477,249	-£1,928,561	-£1,975,098	-£2,413,953	-£2,585,951	-£2,715,956
50% SR : 20% LAR : 30% SO	20%	-£1,971,412	-£3,335,901	-£3,382,437	-£3,822,522	-£3,995,258	-£4,125,820
50% SR : 20% LAR : 30% SO	25%	-£3,470,522	-£4,750,702	-£4,797,706	-£5,241,909	-£5,416,881	-£5,549,166
50% SR : 20% LAR : 30% SO	30%	-£4,969,631	-£6,205,197	-£6,254,601	-£6,720,495	-£6,903,092	-£7,041,106
50% SR : 20% LAR : 30% SO	35%	-£6,509,105	-£7,716,053	-£7,765,457	-£8,231,352	-£8,413,949	-£8,551,962
50% SR : 20% LAR : 30% SO	40%	-£8,129,196	-£9,226,910	-£9,276,313	-£9,742,209	-£9,924,804	-£10,062,819
50% SR : 20% LAR : 30% SO	45%	-£9,749,288	-£10,737,767	-£10,787,170	-£11,253,065	-£11,435,661	-£11,573,676
50% SR : 20% LAR : 30% SO	50%	-£11,369,380	-£12,248,622	-£12,298,027	-£12,763,922	-£12,946,518	-£13,084,531

### CIL Zone 2

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,957,327	£2,989,746	£2,944,054	£2,513,161	£2,344,282	£2,216,636
50% SR : 20% LAR : 30% SO	5%	£2,469,029	£1,560,375	£1,514,683	£1,083,789	£914,911	£787,265
50% SR : 20% LAR : 30% SO	10%	£980,732	£131,004	£85,312	-£345,582	-£514,460	-£642,105
50% SR : 20% LAR : 30% SO	15%	-£507,565	-£1,305,040	-£1,351,378	-£1,788,370	-£1,959,638	-£2,089,090
50% SR : 20% LAR : 30% SO	20%	-£2,012,407	-£2,754,638	-£2,800,977	-£3,238,454	-£3,409,964	-£3,539,600
50% SR : 20% LAR : 30% SO	25%	-£3,521,765	-£4,208,241	-£4,254,777	-£4,693,632	-£4,866,207	-£4,996,768
50% SR : 20% LAR : 30% SO	30%	-£5,031,123	-£5,675,547	-£5,723,296	-£6,182,171	-£6,364,767	-£6,502,781
50% SR : 20% LAR : 30% SO	35%	-£6,585,893	-£7,231,620	-£7,281,023	-£7,746,919	-£7,929,515	-£8,067,529
50% SR : 20% LAR : 30% SO	40%	-£8,216,954	-£8,796,368	-£8,845,771	-£9,311,667	-£9,494,262	-£9,632,277
50% SR : 20% LAR : 30% SO	45%	-£9,848,016	-£10,361,116	-£10,410,519	-£10,876,415	-£11,059,010	-£11,197,025
50% SR : 20% LAR : 30% SO	50%	-£11,479,077	-£11,925,863	-£11,975,267	-£12,441,163	-£12,623,758	-£12,761,772

**CIL Zone 3**

Tenure	% AH	Base costs	Base Costs & CIL & S106	Base Costs, CIL & S106 & Waste reduction	Base Costs, CIL & S106, WR & Carbon Zero	Base Costs, CIL & S106, WR, CZ & M4(2) Accessible	Base Costs, CIL & S106, WR, CZ, M4(2) & 10% Wheelchair units M4(3)
50% SR : 20% LAR : 30% SO	0%	£3,957,327	£3,241,059	£3,195,367	£2,764,472	£2,595,595	£2,467,949
50% SR : 20% LAR : 30% SO	5%	£2,451,559	£1,781,910	£1,736,217	£1,305,324	£1,136,446	£1,008,801
50% SR : 20% LAR : 30% SO	10%	£945,791	£322,761	£277,069	£-153,825	£-322,703	£-450,349
50% SR : 20% LAR : 30% SO	15%	£-559,977	£-1,140,769	£-1,187,108	£-1,624,099	£-1,795,366	£-1,924,818
50% SR : 20% LAR : 30% SO	20%	£-2,083,277	£-2,620,566	£-2,666,905	£-3,103,896	£-3,275,164	£-3,404,616
50% SR : 20% LAR : 30% SO	25%	£-3,610,352	£-4,101,233	£-4,147,637	£-4,586,069	£-4,758,068	£-4,888,071
50% SR : 20% LAR : 30% SO	30%	£-5,137,429	£-5,592,279	£-5,639,620	£-6,093,218	£-6,275,815	£-6,413,828
50% SR : 20% LAR : 30% SO	35%	£-6,718,643	£-7,175,713	£-7,225,116	£-7,691,011	£-7,873,608	£-8,011,622
50% SR : 20% LAR : 30% SO	40%	£-8,368,669	£-8,773,506	£-8,822,909	£-9,288,805	£-9,471,400	£-9,609,415
50% SR : 20% LAR : 30% SO	45%	£-10,018,695	£-10,371,299	£-10,420,702	£-10,886,598	£-11,069,193	£-11,207,208
50% SR : 20% LAR : 30% SO	50%	£-11,668,721	£-11,969,091	£-12,018,496	£-12,484,390	£-12,666,987	£-12,805,001

## 7 Strategic sites

7.1 We have run high level appraisals of two strategic sites selected by the Council to test the viability of key sites in the Borough which will be instrumental in the delivery of the LBBD's growth strategy.

7.2 The strategic sites considered and their key features are summarised in Table 7.2.1 below. Full details of the sites, the inputs adopted in our appraisals and the results are set out in **Appendix 6**.

**Table 7.2.1 Details of strategic sites assessed**

Site No.	Site name	Existing use	Gross Site size (ha)	Current ownership	Proposed Development tested
1	Thames Road	Numerous warehouse/light industrial and sui generis uses.	23.42	Numerous majority private ownerships	3,000 residential units and re-provision of 92,105 sq m of flexible commercial floorspace (mostly B1c with some B2 and B8) and a new primary and secondary school.
2	Former Ford Stamping Plant	Cleared former industrial site	18.5	Single Private ownership	3,000 residential units Provision of 120,094 sq m of commercial floorspace B2/B8) and a secondary school

7.3 LBBD and Be First are currently progressing on the Chadwell Heath Masterplan, for which they have commissioned viability to support the masterplan proposals and delivery.

### Methodology

7.4 We have used *Argus Developer* ("Argus") to undertake the high level appraisals of developments on the 2 strategic sites. Argus is a commercially available development appraisal package in widespread use throughout the development industry. It has been accepted by a number of local planning authorities for the purpose of viability assessments and has also been accepted at planning appeals. Banks also consider Argus to be a reliable tool for secured lending valuations. Further details can be accessed at [www.argussoftware.com](http://www.argussoftware.com)

7.5 Argus is essentially a cash-flow model. Such models all work on a similar basis:

- Firstly, the value of the completed development is assessed.
- Secondly, the development costs are calculated, including either the profit margin required or land costs. In our appraisals we include profit as a development cost.

7.6 The difference between the total development value and total costs equates to the residual land value ("RLV"). The model is normally set up to run over a development period from the date of the commencement of the project until the project completion, when the development has been constructed and is occupied.

7.7 The cash-flow approach allows the finance charges to be accurately calculated over the development period. This approach can accommodate more complex arrangements where a number of different uses are provided or development is phased.

7.8 In order to assess whether a development scheme can be regarded as being economically viable, with a given level of planning obligations, it is necessary to compare the RLV that is produced with a benchmark land value. If a development generates a RLV that is higher than the benchmark it can be regarded as being economically viable and therefore capable of providing a greater quantum of obligations. However, if a development generates a RLV that is lower than the benchmark, it should be deemed economically unviable and the quantum of planning obligations would need to be reduced until viability is achieved.

## Inputs

7.9 As a base position we have tested the schemes with an assumption that they will provide 35% affordable housing at the Council's preferred tenure mix; and 10% of the commercial floorspace as affordable workspace discounted to 25% of market rents.

7.10 Further details of the schemes tested and the inputs adopted in the appraisals are set out clearly in **Appendix 6**.

## Viability Benchmarks

7.11 We have undertaken an assessment of appropriate viability benchmarks for the strategic sites in order to incentivise the landowners to bring the sites forward for development. The benchmark land values that result from this assessment are shown in Table 7.11.1 below.

**Table 7.11.1: Viability benchmarks**

Site No.	Site	Existing Use Value (£ millions)	Basis of BLV
1	Thames Road	£134.565	Based on BLV 3 (Secondary Industrial Land Higher £6.840m per Ha)
2	Former Ford Stamping Plant	£6.976	Based on open storage land value of £2 psf capitalised at 9% less decontamination and demolition costs associated with bringing site into this use (See Appendix 4 for full details)

## Appraisal results

7.12 The results of our appraisals including 35% affordable housing, 10% affordable workspace along with the other policies requirements identified in the DLP are set out in Table 7.12.1 below. The residual land value for each strategic site is then measured against the viability benchmark to determine whether the site can be delivered at this level of policy requirements.

**Table 7.12.1: Appraisal results of strategic sites with 35% affordable housing**

Site No.	Strategic Site	Residual Land Value (£ millions)	Viability Benchmark (£ millions)	Surplus / deficit against benchmark (£ millions)
1	Thames Road	-£3.760	£134.565	-£138.325
2	Former Ford Stamping Plant	-£84.635	£6.976	-£91.611

7.13 In light of the results, we have undertaken sensitivity testing of the two sites to establish the viable level of affordable housing that could be delivered. The results of this testing is set out in Table 7.13.1 below.

**Table 7.13.1: Appraisal results of strategic sites with viable level of affordable housing**

Site No.	Strategic Site & Scenario tested	Residual Land Value (£ millions)	Viability Benchmark (£ millions)	Surplus / deficit against benchmark (£ millions)
1	<b>Thames Road:</b>		£134.565	
	15% AH	£155.517		£20.951
	20% AH	£110.848		-£23.717
2	<b>Former Ford Stamping Plant:</b>		£6.976	
	15% AH	£16.450		£9.474
	20% AH	-£6.653		-£13.629

### **Assessment of viability against local plan policy requirements**

- 7.14 We have undertaken an assessment of each of the strategic sites identified by the Council, applying the relevant general and site specific DLP policy requirements that apply to the sites.
- 7.15 Both strategic sites are identified as being unviable at the full DLP policy requirements however, the flexibility provided within the Council's emerging policies will ensure that these sites are still able to come forward. In particular the affordable housing policy provides that the Council will consider site specific issues to ensure that schemes can come forward whilst delivering the maximum reasonable quantum of affordable housing. This is borne out by the sensitivity testing we have undertaken. This testing demonstrates that the Strategic Sites are viable at between 15% to 20% affordable housing along with the Council's other policy asks including; 10% affordable workspace, contributions towards infrastructure through CIL and S106, wheelchair accessibility, energy and waste reduction.
- 7.16 We understand that the Thames Road strategic site development is to be delivered later in the plan, however there are already some sites coming forward in this area, in particular 12 Thames Road, which is proposing to delivery 100% affordable housing.
- 7.17 In light of the above we consider that the identified strategic sites are deliverable/developable and able to support the majority of the emerging DLP policy requirements. We consider that the Council's policies build in an appropriate level of flexibility both specifically where policies have cost implications as well as identifying an overarching flexible approach through Draft Policy DMM 1: Planning obligations (Section 106) to ensure the maximum amount of affordable housing and contributions that a scheme can reasonably support are provided.

## 8 Vacant building credit

8.1 This section considers the impact of the VBC and the Council's approach to maintaining the maximum reasonable quantum of affordable housing delivered in the borough, whilst ensuring development can viably come forward.

8.2 In March 2014, the Government published a consultation on "Planning Performance and Planning Contributions", which sought views on 'a further amendment to national policy so that local authorities should not apply section 106 affordable housing contributions to buildings brought back into any use, other than proportionately for any increase in floor space. This would be on the basis of providing an incentive for brownfield development in accordance with national policy.' (Para 8 of the Government's response to the consultation on the Planning Contributions (Section 106 planning obligations) published in November 2014). In the Government's response to the consultation published in November 2014 it identified at Para 23 that:

*'After careful consideration of these responses we are making the following changes to national policy with regard to section 106 planning obligations: ...*

*...A financial credit, equivalent to the existing gross floorspace of any vacant buildings brought back into any lawful use or demolished for re-development, should be deducted from the calculation of any affordable housing contributions sought from relevant development schemes. This will not however apply to vacant buildings which have been abandoned.'*

8.3 This position was further reiterated by Brandon Lewis, The Minister of State, Department for Communities and Local Government (DCLG) identified in his written ministerial statement ('WMS') to the House of Commons on 28 November 2014 (Column 53WS) which set out that:

*'...A financial credit, equivalent to the existing gross floor space of any vacant buildings brought back into any lawful use or demolished for re-development, should be deducted from the calculation of any affordable housing contributions sought from relevant development schemes. This will not however apply to vacant buildings which have been abandoned. We will publish revised planning guidance to assist authorities in implementing these changes shortly.'*

8.4 Subsequently on 28 November 2014 DCLG updated the National Planning Practice Guidance (NPPG) to introduce the vacant building credit, and consequently only requires affordable housing obligations to apply to any increase in floorspace in proposed developments. Following this there was a series of appeals to the courts in relation to the national threshold for the application of affordable housing which was introduced at the same time as the VBC. The national threshold for affordable housing and VBC policies as set out in the NPPG were reinstated on 13 May 2016 following the Government's successful appeal of the High Court Decision in July 2015.

8.5 The Ministry of Housing, Communities and Local Government published the revised NPPF on 24 July 2018 and updated this on 19 February 2019. These now incorporate the VBC at para 63, which sets out that:

*"...To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount <sup>28</sup>".*

*<sup>28</sup> Equivalent to the existing gross floorspace of the existing buildings. This does not apply to vacant buildings which have been abandoned".*

8.6 This is reiterated in the updated NPPG on Planning Obligations (last updated September 2019), which identifies at para 026 Reference ID: 23b-026-20190315 that, "National policy provides an incentive for brownfield development on sites containing vacant buildings". Para 027 Reference ID: 23b-027-20190315 provides further detail and a worked example on the process for determining the VBC as follows:

*“Where there is an overall increase in floorspace in the proposed development, the local planning authority should calculate the amount of affordable housing contributions required from the development as set out in their Local Plan. A ‘credit’ should then be applied which is the equivalent of the gross floorspace of any relevant vacant buildings being brought back into use or demolished as part of the scheme and deducted from the overall affordable housing contribution calculation. This will apply in calculating either the number of affordable housing units to be provided within the development or where an equivalent financial contribution is being provided.*

*The existing floorspace of a vacant building should be credited against the floorspace of the new development. For example, where a building with a gross floorspace of 8,000 square metre building is demolished as part of a proposed development with a gross floorspace of 10,000 square metres, any affordable housing contribution should be a fifth of what would normally be sought”.*

- 8.7 The NPPG then goes on to specify whether the VBC applies *“to any vacant building being brought back into us”* in para 028 Reference ID: 23b-028-20190315. The first key issue with the application of VBC is the legal issue of whether or not the building and its use can be considered to have been *“abandoned”*. The NPPG states that:

*“The courts have held that, in deciding whether a use has been abandoned, account should be taken of all relevant circumstances, such as:*

- *the condition of the property*
- *the period of non-use*
- *whether there is an intervening use; and*
- *any evidence regarding the owner’s intention*

*Each case is a matter for the collecting authority to judge”.*

- 8.8 Para 028 of the NPPG goes on to identify the second key issue to be considered by a local planning authority when determining how the VBC should apply to a particular development. It states that:

*“In doing so, it may be appropriate for authorities to consider:*

- *whether the building has been made vacant for the sole purposes of re-development*
- *whether the building is covered by an extant or recently expired planning permission for the same or substantially the same development.”*

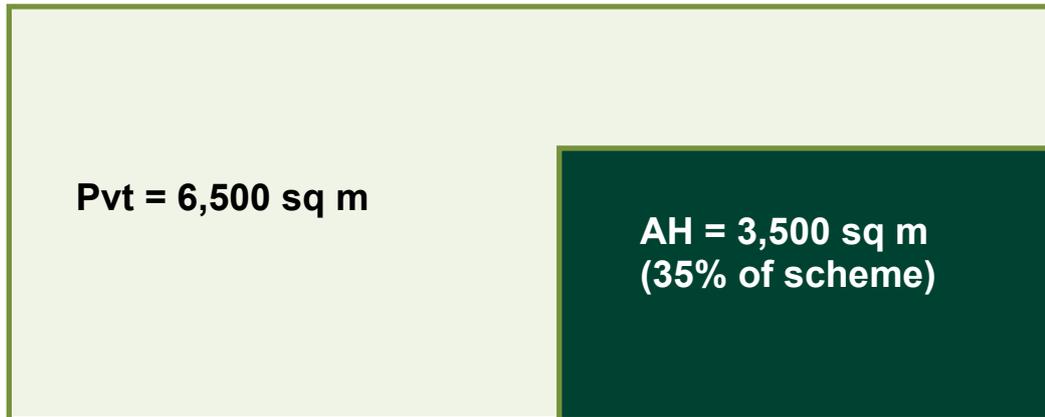
- 8.9 Both the Draft New London Plan and the Affordable Housing and Viability SPG highlight that the VBC has significant implications for the delivery of affordable housing in London where a high proportion of development is on brownfield land where there are existing buildings. Given this the VBC is identified as unlikely to bring forward more development, para 2.71 of the Affordable Housing and Viability SPG identifies that *“Brownfield land already delivers the majority of London’s housing, and affordable housing requirements are already subject to viability testing, so affordable housing requirements are not preventing sites from coming forward”*.

- 8.10 The Draft New London Plan advises at para 4.9.2 that *“Decision-makers are encouraged to take account of: the current need for affordable housing in London (both at the local and strategic level); the rate of past delivery against local and strategic targets; the requirement of the NPPF to seek to meet objectively assessed need; the fact that brownfield sites come forward for development without such an incentive; and that procedures are already in place for considering the viability of development where there are barriers to delivery”*.

### Interaction between percentage target based policy and VBC

8.11 The application of the VBC reduces the quantum of the development that local planning authorities can seek the provision of affordable housing from. We set out below a simple diagrammatic example of this assuming a 10,000 sq m scheme, which assumes a policy requirement of 35% affordable housing for illustrative purposes.

**Figure 9.11.1: Without VBC position**



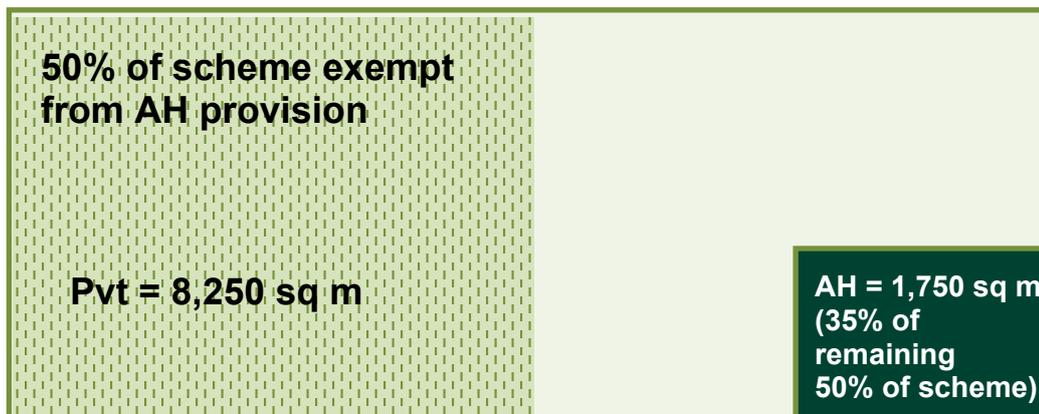
Pvt = Private Housing  
AH = Affordable Housing

**Figure 8.11.2: With VBC position**

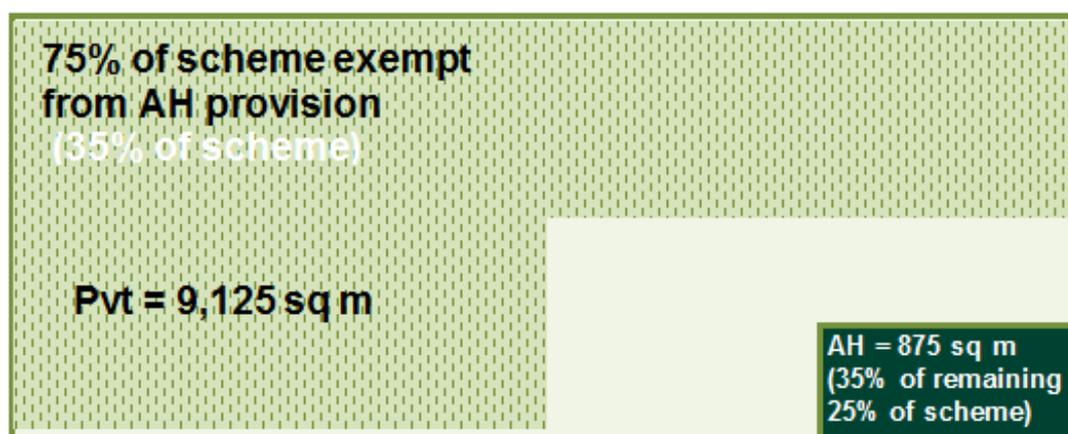
(i) assuming that existing building is 25% of the proposed floorspace (75% of proposed scheme eligible to be considered for AH delivery)



(ii) assuming existing building is 50% of the proposed floorspace (50% of proposed scheme eligible to be considered for AH delivery)



(iii) assuming existing building is 75% of the proposed floorspace (25% of proposed scheme eligible to be considered for AH delivery)



- 8.12 It is clear from the above diagrams that regardless of scheme viability the VBC reduces the quantum of floorspace from which local planning authorities can seek the provision of affordable housing. The application of a target or set percentage of affordable housing sought (i.e. 35% etc.) applies a further complication and restriction on the amount of affordable housing that could be delivered by a scheme as this becomes a percentage of a percentage. In our experience there is no reliable correlation between the viability of schemes and the VBC policy mechanism which operates on net additional floorspace. The determination of a scheme's viability is more complex than this and varies from site to site and scheme to scheme.
- 8.13 The VBC is identified to be a blunt tool, which has a tendency to go too far in reducing affordable housing in some schemes and does not go far enough in other schemes to ensure their viable delivery. Given this, we have genuine concerns that the VBC policy will both prevent the delivery of housing in the borough (where a site-specific viability assessment would justify a lower provision of affordable housing to bring the site forward) and significantly impact on the delivery of affordable housing (by reducing the policy compliant level of affordable housing well below what the scheme could viably deliver).
- 8.14 VBC does not make schemes more viable i.e. the surplus/deficit remains unchanged, it simply reduces the amount of floorspace that the Council can seek their affordable housing provision from. Given the urban nature of the borough and that the majority of sites that come forward for redevelopment are brownfield sites, which could be eligible for the VBC, this would have a significant impact on the

Council's affordable housing supply. Furthermore, sites are coming forward in the borough without the assistance of VBC, as affordable housing delivery on individual sites can be adjusted if necessary to assist with site-specific viability issues.

### **Interaction between VBC and CIL policies**

- 8.15 A key concern and issue with the application of the VBC is its interplay with CIL liabilities and the counterintuitive position where an Applicant can benefit from both policies i.e. being vacant for VBC purposes but not vacant for discounting CIL floorspace liability purposes. As identified, both of these policy approaches account for "vacant buildings", however there is no consistency in the definition / classification of "vacant". We have set out above the Government and Courts' advice on the key considerations identified for determining whether the VBC should be applied. However the definition as to whether a building is vacant for CIL liability calculation purposes (i.e. the "chargeable amount") is set out in Regulation 40, Schedule 1, of The Community Infrastructure Levy (Amendment) Regulations 2019 and allows for existing floor area that has been in continuous lawful use for at least six months in three years prior to the day that planning permission is granted to be used as deductible floor area against the calculation of the CIL liability for the development.
- 8.16 The Draft New London Plan explicitly identified at para 4.9.3 that "*It should be noted that if an applicant is claiming that the scheme qualifies for VBC, it cannot also claim the vacant buildings are 'in-use' for the purpose of calculating liability for the Community Infrastructure Levy*".

### **Recommendations**

- 8.17 In light of the above, we conclude that in LBBDD the VBC policy is an inappropriate mechanism for delivering the maximum viable quantum of affordable housing and is incapable of ensuring the delivery of schemes with more complex economic viability characteristics. We consider that the VBC is likely to significantly impact on the quantum of affordable housing delivered by the Council's existing and adopted affordable housing policies. On this basis, we consider that the application of the VBC on schemes in the borough will undermine the objectives of the Development Plan and support the DLP's Draft Policy DMM 1: Planning obligations (Section 106) approach of whereby, "*Applications for the Vacant Building Credit should accord with Policy H9 of the New Draft New London Plan or its updated equivalent*".
- 8.18 A key principle in the Draft New London Plan (supporting text para 4.6.14) is that schemes claiming the VBC must follow the Viability tested Route and are not suitable to follow the Fast Track Route. We strongly recommend that this point is explicitly repeated in the wording of DLP Draft Policy DM36 Development contribution.
- 8.19 In addition, we also recommend that the Council specifically clarifies in the DLP that if an applicant is claiming that the scheme qualifies for VBC, it cannot also claim the vacant buildings are 'in-use' for the purpose of calculating liability for the Community Infrastructure Levy.

## 9 Conclusions and recommendations

- 9.1 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 delivery of the plan”*. This report and its supporting appendices test the ability of development typologies in the LBBB’s area to support Local Plan policies while making contributions to infrastructure that will support growth through CIL.

### Residential schemes

- 9.2 We have appraised residential schemes with a range of affordable housing from 0% to 50%, testing the impact of the LBBB’s Strategic Policy SP 3 Delivering homes that meet peoples’ needs and DMH 1 Affordable housing, which in line with the emerging Draft New London Plan Policy H6 Threshold approach to applications, seeks to maximise affordable housing delivery through a 35% minimum target with an overarching 50% target. The tenure mix of the affordable housing also has a bearing on viability and in this regard we tested the Council’s November 2019 preferred tenure split of 50% LAR (30% +20%), 20% SR for the rented element and 30% SO for the intermediate rent.<sup>3</sup> We have also included costs as appropriate for the LBBB’s other policy requirements identified as having additional costs to development including, contributions towards infrastructure through CIL and S106, wheelchair accessibility, energy and waste reduction.
- 9.3 The results of our appraisals do not point to any particular level of affordable housing that most schemes can viably deliver and we therefore recommend that the current strategic target of 50% with minimum target of 35% be retained, but applied on a ‘maximum reasonable proportion’ basis taking site-specific circumstances into account. Setting a lower proportion of affordable housing is likely to result in a lower overall number of affordable units being delivered, as sites that could have delivered more would no longer do so.
- 9.4 Moreover, we consider that the significant quantum of regeneration and new infrastructure that is planned to be delivered in the borough will considerably change the market. As highlighted in this report regeneration schemes of this magnitude result in regeneration premiums being achieved in excess of standard market growth over the same period. Based on research conducted by CBRE this can be between 1.5% and 7.6% annual growth. There is therefore scope for the viability of schemes to improve significantly over the pan period, for which the proposed policy approach would facilitate both the delivery of development and the maximum viable quantum of affordable housing.
- 9.5 As proposed the LBBB’s affordable housing policy seeks to maximise affordable housing delivery by applying the emerging Draft New London Plan’s fast track route, including utilising viability re-appraisal where relevant. Accordingly the DLP allows for flexibility by identifying that the Council will seek, *“the maximum reasonable amount of affordable housing on all private sector housing schemes, subject to viability and site context”*. Further, the LBBB’s Draft Policy DMH 1 Affordable housing applies the threshold and viability approach set out in the Mayor of London’s policy guidance. The LBBB’s flexible approach to the application of its policies (i.e. subject to viability) remains an important element and will ensure that most developments can come forward over the economic cycle and lifetime of the Plan.
- 9.6 Our testing has identified that the LBBB’s other policy requirements for residential development have a modest impact on scheme viability being typically less than the provision of 5% affordable housing in a scheme. There are instances when such policies are shown to have an impact but, we consider that the LBBB’s holistic approach to assessing schemes on a site by site basis will assist in balancing all the policy asks on developments. This is borne out by Draft Policy DMM 1: Planning obligations (Section 106), which identifies that, *“Developments which cannot meet the Local Plan requirements because of viability impacts will be expected to provide evidence of this in a financial appraisal submitted as part of their planning application. If a financial appraisal demonstrates that planning obligations cannot viably be afforded, the Council will prioritise affordable housing, sustainability, public transport improvements and employment”*.

- 9.7 We would also highlight that notwithstanding that the viability testing exercise undertaken for this report looks less favourable in the highest density schemes, we are aware that such schemes have been and are coming forward in the borough. Evidence of the delivery of such development in the borough is set out in Be First's preface to this report. This demonstrates that there are a number of ways to improve the deliverability and viability in developments in the borough and that Be First are actively seeking to facilitate the delivery of the growth envisaged by the LBBD.
- 9.8 In addition, as residential sales values increase, viability is seen to improve and as previously identified, there is a significant amount of regeneration planned for the borough, including a substantial provision of infrastructure. Much of this is to be delivered where currently there is limited recent or available transactional evidence on sales values. Consequently, new development coming forward in these areas will set a new residential value. This increase in residential values in such areas is not related to value growth alone, it is mostly due to the regeneration and placemaking of the area. Increased values and or value growth would of course not only be exclusive to these parts of the borough. We anticipate that value growth as forecast by the various property companies at section 2.23 of this report will be experienced across the whole LBBD area in the medium term (five years to 2022). This value growth would improve the viability of development across the LBBD's area.

### **Mixed use schemes**

- 9.9 The results of our testing of mixed use developments identifies that the inclusion of up to 35% affordable workspace at 25%-50% of market rents in developments in the borough can be supported and has a nominal impact on viability i.e. this is shown to be less than 5% affordable housing. Considerations such as the existing use value of the site and the sales values achievable on a development are demonstrated to have a more significant impact on the viability of schemes.
- 9.10 As previously identified in the residential testing, the viability of higher density schemes is identified as being challenging in the borough. However, these developments are unviable in certain circumstances due to market factors, rather than the impact of the LBBD's proposed policy requirements and standards. These schemes are identified in the appraisals as being unviable at 0% affordable housing and base build costs and are generally located in the low values areas or on higher existing uses or as a result of higher costs given the nature of the scheme.
- 9.11 Given the findings of our appraisals, we consider that the Council's proposal to deliver affordable workspace under Draft Policy DME 2 Providing flexible, affordable workspace is deliverable and will not have a significant impact on the viability of schemes. We support the Council's flexible approach to the application of this policy with respect to the level of discount from market rents and quantum of floorspace sought as this is best determined on a case by case basis. For example to ensure the space is genuinely affordable for tenants, rental levels could either just be set at a specific discount to market rents or by reference to companies' ability to pay rent considering their turnover/profit. This could result in larger or smaller reductions from market values dependant on the space and market in which it is delivered. The quantum of space could either be defined as a certain minimum percentage of developments or by the requirement for the re-provision of existing space on the site. Rental levels could also be set by reference to the latter, i.e. reflecting the rents being paid by the tenants occupying the existing units on the site so that they can return to the space once it is redeveloped. Understandably, the latter will differ on a case by case basis.

### **PRS / BTR**

- 9.12 Draft Policy DMH 1 Affordable housing also applies to PRS / BTR schemes. We have tested such schemes' viability assuming that the affordable housing is provided as 50% LAR (30% +20%), 20% SR for the rented element and 30% LLR for the intermediate rent.<sup>3</sup>
- 9.13 As with standard build for sale residential schemes, the results of our appraisals testing PRS / BTR identify that there is no uniform percentage at which most schemes can be regarded as viable and moreover that the viability of such schemes can be challenging. We therefore consider that the LBBD's policy approach, which seeks to maximise the delivery of affordable housing whilst allowing for the viability assessment of individual schemes that are unable to meet the target affordable housing levels and tenures, is reasonable. This approach will ensure that schemes are delivered during the lifetime of the plan whilst providing the maximum viable quantum of affordable housing.

### **Strategic sites**

- 9.14 Our assessment of the two strategic sites tested has concluded that the sites are unviable at the full DLP policy requirements however, the flexibility provided within the Council's emerging policies will ensure that these sites are still able to come forward. We would also highlight that work is progressing on the Chadwell Heath Masterplan, for which viability work is being undertaken to support it.
- 9.15 We have undertaken sensitivity testing which demonstrates that the strategic sites are viable at between 15% to 20% affordable housing along with the Council's other policy asks including; 10% affordable workspace, contributions towards infrastructure through CIL and S106, wheelchair accessibility, energy and waste reduction.
- 9.16 Given the above, we consider that the identified strategic sites are deliverable/developable and able to support the majority of the emerging THDLP policy requirements. We consider that the Council's policies build in an appropriate level of flexibility both specifically where policies have cost implications as well as identifying an overarching flexible approach through Draft Policy DMM 1: Planning obligations (Section 106) to ensure the maximum amount of affordable housing and contributions that a scheme can reasonably support are provided.

### **Vacant building credit.**

- 9.17 VBC is intended to provide incentives to developers to bring forward development on sites which are currently occupied by vacant buildings. The VBC has the potential to adversely impact the Council's ability to meet its affordable housing targets. We consider the VBC to be a blunt tool that does not appropriately deal with the viability of schemes. That is, in some instances the VBC goes too far and reduces the quantum of affordable housing from a scheme more than the viability of the scheme could deliver and in other instances.
- 9.18 We have also flagged a significant concern with respect to the interplay between the VBC and CIL, whereby a non-consistent definition of "vacant" can result in a building being considered to be vacant for the VBC tests but occupied for CIL liable floorspace calculation. This is also identified in the Draft New London Plan Policy H9 Vacant building credit.
- 9.19 In light of the above, we have recommend that the Council consider including further wording in Draft Policy DMM 1: Planning obligations (Section 106) in addition to mentioning the requirement to accord with the Draft New London Plan Policy H9 Vacant building credit. This should seek to assess schemes' viability on a case by case basis so that the 'maximum reasonable' proportion of affordable housing is delivered on sites whilst ensuring deliverability of the scheme i.e. that such schemes are not eligible for the GLA's Fast Track Route. Further, we recommend that Draft Policy DMM 1: Planning obligations (Section 106) should explicitly reiterate the Draft New London Plan policy wording that *"if an applicant is claiming that the scheme qualifies for VBC, it cannot also claim the vacant buildings are 'in-use' for the purpose of calculating liability for the Community Infrastructure Levy"*.<sup>4</sup>

### **Additional observations**

- 9.20 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 to policy can be absorbed in almost all circumstances by developers taking a commercial view on the impact. In most cases the impact on land value is sufficiently modest that this can be passed onto the landowner at the bid stage without adversely impacting on the supply of land for development.
- 9.21 In considering the outputs of the appraisals, it is important to recognise that some developments will be unviable regardless of the LBBDD'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 LBBDD's policies and requirements.
- 9.22 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. The LBBDD should work closely with developers to ensure that landowners' expectations of land value are appropriately framed

by the local policy context and adjusted for the LBBD's policy requirements. 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. This flexibility is allowed for by the adoption of the Mayor of London's 'threshold' approach to affordable housing.

- 9.23 This study demonstrates that the LBBD's proposed policies in its emerging DLP and its flexible approach to applying its affordable housing requirements through the Mayor's threshold approach will ensure an appropriate balance between delivering affordable housing, sustainability objectives, necessary infrastructure and the need for landowners and developers to achieve a reasonable return.

## Appendix 1 - Residential appraisal results with SR, LAR and SO (base costs and values)

## Appendix 2 - Residential appraisal results with SR, LAR and SO (+10% sales values and +5% build costs)

## Appendix 3 - Residential appraisal results with SR, LAR and SO (-5% sales values)

## Appendix 4 - BTR appraisal results with SR and LLR

## Appendix 5 - Mixed Use appraisal results with SR, LAR and SO

## Appendix 6 - Strategic sites