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# New Southwark Plan Evidence base: Housing Policy Viability Study

Prepared for  
London Borough of Southwark

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# 1 Executive Summary

- 1.1 This report tests the ability of a range of development types throughout the London Borough of Southwark ('LBS') to viably meet planning policy requirements of the New Southwark Plan ('NSP') Options version Draft Policies and Area Visions (October 2014). The study tests the cumulative impact of the emerging draft policies, focusing in particular on the housing policies, in line with the requirements of the National Planning Policy Framework ('NPPF') and the Local Housing Delivery Group guidance '*Viability Testing Local Plans: Advice for planning practitioners*' (June 2012).

## Methodology

- 1.2 The study methodology compares the residual land values of a range of development typologies on sites throughout the LBS to their value in current use (plus a premium), herein after referred to as 'benchmark land value'. If a development incorporating the emerging NSP policy requirements generates a higher residual land value than the benchmark land value, then it can be judged that these policy requirements will not adversely impact upon viability.
- 1.3 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, CIL and S106) 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.
- 1.4 The housing and commercial property markets are inherently cyclical and the Council is undertaking this viability assessment at a time when the market has recovered after a severe recession. Residential values have improved significantly in the LBS since the recession and in January/February 2012 surpassed their February 2008 peak levels. The Land Registry's online database identifies that residential values are currently 51%<sup>1</sup> higher than the peak of the market values.
- 1.5 Forecasts for the medium term predict growth in mainstream London markets. In this regard we have tested the impact of this by running a sensitivity analysis which varies the base sales values and build costs, with values increasing by 25.8%, accompanied by cost inflation of 26.74%<sup>2</sup>. This reflects the level growth predicted by a number of sources (see paragraph 5.17) and a corresponding allowance considered to be appropriate for cost inflation based on BCIS All In Tender Price Index over the same period. This analysis is indicative only, but is intended to assist the Council in understanding the ability of developments to absorb its requirements both in today's terms but also in the future.

## Key findings and recommendations

- 1.6 The key findings of the study are as follows:
- The results of this study are reflective of current market conditions, which are likely to improve over the medium term, which is likely to lead to improving development viability. It is therefore important that the Council

<sup>1</sup> As identified from the Land Registry's online House Price Index database (<http://www.landregistry.gov.uk/public/house-prices-and-sales/search-the-index>)

<sup>2</sup> Given that the forecast for the medium term is for growth in the area, it has not been deemed necessary to test a fall in sales values.

keeps the viability situation under review so that any policy requirements can be made and adjusted to reflect any future changes.

- Some development typologies tested were unviable in certain circumstances due to market factors, rather than the impact of the Council's proposed policy requirements and standards. In particular it tends to be in relation to the high benchmark land values identified in the Zone 1 area. These schemes are identified in the appraisals as being unviable at 0% affordable housing. These schemes will not come forward until changes in market conditions i.e. an improvement in sales values by comparison to build costs and the development value vs the existing use and competing uses for the site. In this regard their current unviable status should not be taken as an indication that the Council's requirements cannot be accommodated.

### **Family Housing**

- The Council's proposed Policy DM 7 which aims to deliver more family housing through seeking unit mixes on schemes has been tested. This has identified that although the policy could result in up to a 3.5% difference in a scheme's gross development value, this is not considered to be a significant impact. Notwithstanding this finding we would highlight that were the Council to seek a large proportion of the family units as affordable housing, particularly rented affordable housing, this will have a more significant impact on viability given the opportunity cost between private and affordable housing units. However we note that the policy is not prescriptive in terms of the quantum of family homes sought as affordable housing, and our understanding is that this would be subject to both need and viability testing of individual schemes.

### **Wheelchair contributions**

- Our assessment of the costs of delivering wheelchair accessible units within schemes has identified that this is directly related to the build cost of delivering the scheme, on the basis that the cost to the developer is having to provide a larger quantum of floorspace for the same level of revenue. In this regard the costs of delivering wheelchair units will increase as build costs in schemes increase. Based on our assumed build costs, our testing suggests that the average cost of a delivering a wheelchair unit in a scheme could vary between circa £5,500 and £8,500 per unit in general, between circa £6,000 and £9,500 for a flatted unit and between circa £4,500 and £7,000 for a house.
- It is noted however that in addition to the above cost of delivering larger units, there will be the additional fit out costs to ensure the units meet the specific disability needs identified by the Council. In this regard, should the Council wish to charge developments a payment in lieu of onsite provision of wheelchair units, where onsite delivery is not possible due to physical constraints of the site/scheme, they would need to seek both the costs of delivering a larger unit as well as the fit out costs identified.

### **Affordable Housing**

- The testing has demonstrated that the Council's Policy DM 2 requirement of 35% affordable housing remains a reasonable requirement across all developments in the LBS. Some schemes (subject to their benchmark land values) are able to achieve higher amounts of affordable housing (50% affordable housing). As can be expected however some schemes are also identified as having challenging viability, however, the Council's flexible

approach in their policy i.e. that the provision will be subject to viability, will assist with both development viability and ensuring the delivery of the maximum quantum of viable affordable housing. Considering the results of this assessment holistically and considering the Council's preference for social rented accommodation, we recommend that the current requirement of 35% is maintained.

- In light of the results we consider that there is no need for the Council to adopt a sliding scale of affordable housing for units between 11 to 15 units, and that the Council's flexible policy approach allowing for viability will be sufficient to assist schemes where due to site specific circumstances they are unable to deliver 35% affordable housing.
- The sensitivity testing of affordable housing tenures as part of this assessment has identified that the Council's preferred Policy DM 2 approach of seeking 70% social rent to 30% intermediate across the majority of the borough can be delivered in a number of the scenarios tested. It is noted that viability can be seen to improve when Affordable Rent is sought in place of social rent. However, we understand that the Council has an identified need for social rented units and no need for Affordable rented units. On this basis we consider that an approach requiring rented affordable housing to be delivered as social rent units as a priority, with Affordable Rent sought only in exceptional circumstances, is not unreasonable, subject to affordability criteria being taken into consideration.
- This assessment has identified that there is little difference in the viability of schemes when adopting either intermediate rented or shared ownership accommodation as the intermediate tenure. This is as a result of the threshold income levels being applied consistently to the two products.
- With respect to income thresholds for intermediate units, our appraisals have identified that viability improves with increasing income thresholds from the Council's identified thresholds to the GLA's thresholds. However, given that intermediate units form a small proportion of the affordable housing offer (30%) this only marginally improves viability. As with the position on Affordable Rented accommodation, we would recommend that the Council considers whether flexibility in income thresholds in exceptional circumstances might be appropriate.
- For schemes where viability is identified as being particularly challenging, the combination of allowing all or some of the following may assist the Council in achieving more affordable housing:
  - the inclusion of Affordable Rented units as a starting position on the smaller units;
  - flexibility in the tenure split to allow a larger proportion of intermediate units; and
  - increasing the income thresholds.

### **Private Rental Sector**

- We have undertaken viability testing of PRS schemes' ability to deliver affordable housing as part of the development. In line with our approach to such testing in the CIL 2014 Update Viability Study we have tested such schemes adopting two approaches. The first assumes a developer sells the units to a PRS provider at a reduction to market value, whilst the second assumes the developer will retain the PRS investment. Our testing has

identified that such schemes can in most instances viably deliver affordable housing as part of the scheme and in this regard we would recommend that the Council considers applying their Policy DM 2 requirements to such schemes, subject to viability and feasibility.

### **Student Accommodation**

- Direct let/private student housing can accommodate affordable housing to varying degrees with some schemes able to support at least 35% affordable housing as well as up to 27% of units as affordable student accommodation as suggested by the London Plan. Such schemes are identified as being sensitive to changes in inputs, such as tenancy agreement lengths and rents and in this regard we recommend that the Council builds in flexibility into Policy DM 9 identifying that this will be subject to viability.
- Our testing has identified that nomination schemes/schemes let by universities at low rental levels and on shorter tenancies are unable to support significant levels of conventional affordable housing (circa 5%-9% depending on the benchmark land value of the site). They could however deliver between 90%-94% of units as GLA affordable student accommodation in place of conventional affordable housing. The Council may wish to consider including further flexibility within Policy DM9 to enable an approach whereby it could seek affordable housing and or affordable student accommodation in such schemes on a case by case basis subject to viability.

### **Mixed Use Schemes**

- This study demonstrates that schemes can viably provide commercial floorspace within developments in the LBS along with other policy requirements including affordable housing. However, the degree to which this can be accommodated will differ from site to site and scheme to scheme. The testing has identified a general trend in the higher value areas that schemes providing less commercial floorspace are more viable. However, in certain schemes in the lower value areas in the borough commercial floorspace could assist with viability.
- On this basis we consider that the Council's Policy DM21, which requires applicants to provide evidence of lack of demand for floorspace and viability evidence where proposed schemes cannot provide replacement commercial floorspace, will provide suitable flexibility to ensure that appropriate development, providing a suitable mix of uses to support the identified needs of the LBS, comes forward.

### **Payments in Lieu of onsite affordable housing**

- This assessment recommends that the Council consider adopting an approach similar to that in operation in the London Borough of Wandsworth for payments-in-lieu of affordable housing, whereby "there can be no financial advantage to the developer in not delivering the affordable housing on-site" This approach would seek to compare the results of two appraisals from the developer; one where the scheme incorporates the required percentage of affordable housing i.e. on-site affordable. The second assumes that the scheme is 100% private. The payment in lieu to be paid will be derived from the difference in the residual land value between the scheme providing a purely private and a scheme with onsite affordable housing. This is similar to the approach proposed for the assessment of contributions from small sites, set out below.

- In addition, this study also proposes an approach in relation to payments in lieu of affordable housing for small sites (i.e. less than 10 units) for the Council to consider adopting. In our opinion the Council would benefit from an approach that is capable of determining both (a) the viable level of affordable housing that a small scheme can absorb and (b) the payment in lieu that would flow from this level. This approach is in line with our advice to other London boroughs including Lambeth and Kingston. We have proposed a simplified appraisal model is adopted which calculates the residual value of the scheme as 100% private and then a second residual is calculated, assuming an element of affordable housing. The difference between the two residual land values would be the payment in lieu the Council could seek from the scheme.
- This study demonstrates that the Council's flexible approach to applying its policy requirements, will ensure an appropriate balance between delivering affordable housing, sustainability objectives, necessary infrastructure and the need for landowners and developers to achieve competitive returns, as required by the NPPF. Maintaining this approach will lighten the 'scale of obligations and policy burdens' (para 174 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 New Southwark Plan.

## 2 Introduction

- 2.1 The London Borough of Southwark ('the Council') has commissioned BNP Paribas Real Estate to undertake an assessment of the viability of the delivery of the housing policies in the emerging New Southwark Plan. This work follows the recent approval of the Council's Community Infrastructure Levy ('CIL') Charging Schedule, which sets various rates of CIL across the borough and viability testing undertaken to assess the impact of the vacant building credit policy on housing in the borough.
- 2.2 In terms of methodology, we adopted standard residual valuation approaches to test the impact on viability of the emerging draft NSP policies. 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 conclusions must always be tempered by a level of flexibility in application of policy requirements on a site by site basis to allow schemes to come forward in the context of their site specific variations..
- 2.3 In light of the above, we would highlight that the purpose of this viability study is to support the Council's emerging 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.
- 2.4 As an area wide study this assessment makes overall judgements as to viability in the LBS area and does not account for individual site circumstances and in this regard should not be relied upon for individual site applications.
- 2.5 This is recognised within Section 2 of the Local Housing Delivery Group guidance, 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."*

### 2.6 **BNP Paribas Real Estate**

BNP Paribas Real Estate is a leading firm of chartered surveyors, town planning and international property consultants. The practice offers an integrated service from nine offices within the United Kingdom and over sixty offices in key commercial centres in Europe, the United States of America and the Asian and Pacific regions.

BNP Paribas Real Estate has a wide ranging client base, acting for international companies and individuals, banks and financial institutions, private companies, public sector corporations, government departments, local authorities and registered providers (RPs).

The full range of property services includes:

- Planning and development consultancy;
- Affordable housing consultancy;
- Valuation and real estate appraisal;
- Property investment;



- Agency and Brokerage;
- Property management;
- Building and project consultancy; and
- Corporate real estate consultancy.

This report has been prepared by Anthony Lee MRTPI MRICS, RICS Registered Valuer and Sacha Winfield-Ferreira MRICS, RICS Registered Valuer.

In 2007, we were appointed by the GLA to review its Development Control Toolkit Model (commonly referred to as the “Three Dragons” model). This review included testing the validity of the Three Dragons’ approach to appraising the value of residential and mixed use developments; reviewing the variables used in the model; and advising on areas that required amendment in the re-worked toolkit. In 2011, we were appointed again by the GLA to undertake a further independent review of the toolkit and other available appraisal models. Our report was published by the GLA in October 2012 and as a result of our findings and recommendations the GLA published an updated version of the toolkit in February 2014.

In addition, we are retained by the Homes and Communities Agency (“HCA”) to advise on better management of procurement of affordable housing through planning obligations.

Anthony Lee was a member of the working group under the chairmanship of Sir John Harman which prepared guidance titled ‘Viability Testing Local Plans: Advice for Practitioners’, published by the Local Housing Delivery Group in 2012.

The firm therefore has extensive experience of advising landowners, developers, local authorities and RPs on the value of affordable housing and economically and socially sustainable residential developments.

## 2.7 Report structure

This report is structured as follows:

**Section 3** provides a brief summary of the policy background;

**Section 4** describes our methodology and approach to testing targets for affordable housing;

**Section 5** sets out our assumptions and variables used to complete the appraisals;

**Section 6** assesses the outputs of the appraisals and identifies viable affordable housing targets across the LBS; and

**Section 7** sets out our conclusions.

## 2.8 Disclaimer

In accordance with PS 1.6 of the RICS Valuation – Professional Standards (January 2014 Edition) (the ‘Red Book’), the provisions of VPS 1 to VPS 4 are not of mandatory application and accordingly this report should not be relied upon as a Red Book valuation.

This report has been carried out in accordance with National Planning Practice Guidance (March 2014) and the Local Housing Delivery Group guidance 'Viability Testing Local Plans: Advice to Planning Practitioners' (2012).

## 3 Policy background

### National Policy context

#### The National Planning Policy Framework

- 3.1 Since the Council adopted its Core Strategy in April 2011, the old suite of national planning policies (Planning Policy Statements and Planning Policy Guidance) has been replaced by a single document – the National Planning Policy Framework ('NPPF') (March 2012).
- 3.2 The NPPF provides more in-depth guidance on viability of development than its predecessor, Planning Policy Statement 3, which limited its attention to requiring local planning authorities to test the viability of their affordable housing targets. The NPPF requires at Paragraph 174 that local planning authorities have regard to the impact on viability of the *cumulative effect* of all their planning requirements on viability. Paragraph 177 identifies that, *“Any affordable housing or local standards requirements that may be applied to development should be assessed at the plan-making stage, where possible, and kept under review.”*
- 3.3 Paragraph 173 of the NPPF requires that local planning authorities give careful attention *“to viability and costs in plan-making and decision-taking”*. The NPPF requires that *“the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened”*. After taking account of policy requirements, land values should be sufficient to *“provide competitive returns to a willing landowner and willing developer”*.
- 3.4 The meaning of a *“competitive return”* has been the subject of considerable debate since adoption of the NPPF. For the purposes of testing the viability of a Local Plan, the Local Housing Delivery Group<sup>3</sup> has concluded that the current 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 consider that a competitive return is determined by market value<sup>4</sup>, although there is no consensus around this view.
- 3.5 Paragraph 174 identifies that *“In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.”*

#### National Planning Practice Guidance

- 3.6 The National planning Practice Guidance ('NPPG') stresses the need for evidence in viability to ensure that Local Plan vision and policies are realistic and provide *“high level assurance”* that plan policies are viable. Evidence should be proportionate and not every site needs to be tested.
- 3.7 The NPPG goes on to indicate that local planning authorities should consider the range of costs on development, including those imposed through national and local standards; local policies; the Community Infrastructure Levy; and potential Section 106 obligations.

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

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

- 3.8 The NPPG indicates that local plan policies should be tested using current costs and current values, and not based on *“an expectation of future rises in values at least for the first five years of the plan period”*.

### The London Plan

- 3.9 The text below takes into consideration the May 2015 proposed minor alterations to the London Plan.
- 3.10 The London Plan policy 3.3 (Increasing Housing Supply) Da identifies that in preparing their LDF’s *“Boroughs should draw on the housing benchmarks in Table 3.1 in developing their LDF housing targets, augmented where possible with extra housing capacity to close the gap between identified housing need (see Policy 3.8) and supply in line with the requirement of the NPPF”*. Table 3.1 identifies the minimum ten year housing target and the annual average housing supply monitoring target between 2015 and 2025 for Southwark as 27,362 and 2,736 respectively.
- 3.11 In addition to requiring housing developments to come forward in the highest quality internally and externally, policy 3.5 (Quality and Design of Housing Developments) identifies that *“LDFs should incorporate minimum space standards including those that set out in Table 3.3 and water efficiency.”*
- 3.12 The London Plan also requires boroughs in preparing their LDFs and in taking planning decisions to identify and seek to meet the range of needs likely to arise within their areas to deliver a choice of housing. In this regard amongst other elements, policy 3.8 (Housing Choice) identifies:
- a1 *“the planning system provides positive and practical support to sustain the contribution of the Private Rented Sector (PRS) in addressing housing needs and increasing housing delivery;*
  - b *provision of affordable family housing is addressed as a strategic priority in LDF policies;*
  - c *ninety percent of new housing meets Building Regulation requirement M4 (2) ‘accessible and adaptable dwellings;*
  - d *ten per cent of new housing meets Building Regulation requirement M4 (3) ‘wheelchair user dwellings’ i.e. is designed to be wheelchair accessible, or easily adaptable for residents who are wheelchair users; and*
  - h *strategic and local requirements for student housing meeting a demonstrable need are addressed by working closely with stakeholders in higher and further education and without compromising capacity for conventional homes.”*
- 3.13 With respect to student accommodation the supporting text at para 3.53B to policy 3.8 identifies that,
- “Student accommodation should be secured as such by planning agreement or condition relating to the use of the land or to its occupation by members of specified educational institutions. Where there is not an undertaking with a specified academic institution(s), providers should, subject to viability, deliver an element of student accommodation that is affordable for students in the context of average student incomes and rents for broadly comparable accommodation provided by London universities. Further detail on this is now provided through the GLA’s Draft Interim Housing Supplementary Planning Guidance.”*

- 3.14 Para 5.53C goes on to set out that where, “accommodation is not robustly secured for students, it will normally be subject to the requirements of affordable housing policy (policies 3.10-3.13).”
- 3.15 The Mayor’s ‘Draft Interim Housing Supplementary Planning Guidance’ (May 2015) (‘The SPG’) identifies that, ‘The requirement for affordable student accommodation will apply when a provider of student accommodation does not have an undertaking (such as a nominations agreement) with a specified academic institution(s) that specifies that the accommodation will be occupied by students of that institution(s).’ The SPG goes on to identify that, “The element of affordable student accommodation provided in a development should be the maximum reasonable amount subject to viability.” The SPG considers affordable student accommodation in light of the average student income and the proportion of a student’s income considered reasonable to spend on accommodation costs, whilst also taking into consideration the rental cost of accommodation provided by London universities. The SPG identifies that,

*“For the purposes of the London Plan the average student income is based on the maximum income that a student studying in London and living away from home could receive from the government’s maintenance loan and grant for living costs, plus an additional amount to account for income from summer vacation work. This additional amount approximates to 9% of the income from the grant and loan. For example, in the academic year 2014/15 the maximum income a student studying in London and living away from home could receive from the maintenance loan and grant is £9,445; including 9% for summer vacation work would add £850 to make a total annual income of £10,295.*

*The proportion of an average student’s income (defined above) that is considered reasonable for them to spend on accommodation costs takes into consideration: the costs of the utilities and added services included in the rent of purpose built student accommodation; the short term nature of the time a person lives in student accommodation; and the average rent for standard rooms charged by London universities. Taking these factors into account, it is considered that a student in London could spend up to 55% of their income on purpose built student accommodation. The affordable student accommodation rent must include the same packages of services and utilities that are included in the market rents rate.*

*To ensure the figure is up-to-date, the Mayor will publish the annual rental cost for purpose built student accommodation that is considered affordable for the coming academic year in his London Plan Annual Monitoring Report, based on the following formula:*

***Annual rental cost for affordable purpose built student accommodation in London ≤ average student income\* x 0.55***

*\*Average student income equals the maximum student maintenance loan for living costs and the maintenance grant for living costs available to a UK full-time student in London living away from home, multiplied by 1.09.*

*Using the above formula the annual rental cost for affordable purpose built student accommodation in London for the academic year 2014/15 should be £5,662 or less. For a 38-week contract this equates to weekly rent of £149.”*

- 3.16 Policy 3.11 (Affordable Housing Targets) requires boroughs to “*maximise affordable housing provision*” and set an overall target over the plan period. In setting this setting their target boughs should take account of “*the viability of future development, taking into account future resources as far as possible.*”
- 3.17 Policy 3.10 (Definition of Affordable Housing) clearly identifies affordable housing to be:
- “social rented, affordable rented and intermediate housing (see para 3.61), provided to eligible households whose needs are not met by the market. Eligibility is determined with regard to local incomes and local house prices. Affordable housing should include provisions to remain at an affordable price for future eligible households or for the subsidy to be recycled for alternative affordable housing provision”*
- 3.18 The London Plan identifies that separate targets should be set for social/affordable rented housing and intermediate housing.
- 3.19 Policy 3.13 (Affordable Housing Thresholds) identifies that boroughs should “*normally require affordable housing provision on a site which has capacity to provide 10 or more homes*”. It also highlights that, “*Boroughs are encouraged to seek a lower threshold through the LDF process where this can be justified in accordance with guidance, including circumstances where this will enable proposals for larger dwellings in terms of floorspace to make an equitable contribution to affordable housing provision.*”
- 3.20 Policy 3.12 (Negotiating Affordable Housing and individual Private Residential and Mixed use Schemes) requires authorities to seek “*the maximum reasonable amount of affordable housing*”. In particular we note that Policy 3.12 identifies that,
- B “Negotiations on sites should take account of their individual circumstances including development viability, the availability of public subsidy, the implications of phased development including provisions for re-appraising the viability of schemes prior to implementation (‘contingent obligations’), and other scheme requirements.*
- C Affordable housing should normally be provided on-site. In exceptional cases where it can be demonstrated robustly that this is not appropriate in terms of the policies in this Plan, it may be provided off-site. A cash in lieu contribution should only be accepted where this would have demonstrable benefits in furthering the affordable housing and other policies in this Plan and should be ring-fenced and, if appropriate, pooled to secure additional affordable housing either on identified sites elsewhere or as part of an agreed programme for provision of affordable housing.”*
- 3.21 The SPG introduces the notion of a “*fixed percentage affordable housing target*” for opportunity areas and housing zones which can “*help provide certainty to developers and landowners about the affordable housing requirements and help prevent land price rises based on hope value*”. Such an approach is likely to require significantly more information on site conditions to set a robust target, as a fixed percentage with no flexibility on application could render a site unviable.
- 3.22 It is noted that the London Plan Minor Alterations 2015 draft proposed text to Policy 3.5 (Quality And Design Of Housing Developments) identifies,
- “LDFs should incorporate requirements for accessibility and adaptability, minimum space standards set out in Table 3.3 and water efficiency. The Mayor will, and boroughs should, seek to ensure that new development reflects these standards. The design of all new dwellings should also take*



*account of factors relating to ‘arrival’ at the building and the ‘home as a place of retreat’. New homes should have adequately sized rooms and convenient and efficient room layouts which are functional and fit for purpose, meet the changing needs of Londoners over their lifetimes, address climate change adaptation and mitigation and social inclusion objectives and should be conceived and developed through an effective design process.”*

- 3.23 Policy 5.2 (Minimising Carbon Dioxide Emissions) identifies that The Mayor will work with boroughs and developers to ensure that major developments meet the targets for carbon dioxide emissions reduction in buildings set out in Table in Policy 5.2. These targets are expressed as minimum improvements over the Target Emission Rate (TER) outlined in the national Building Regulations leading to zero carbon residential buildings from 2016 and zero carbon non-domestic buildings from 2019. This includes the delivery of sustainability measures through Allowable Solutions.

### **Mayoral CIL and Crossrail S106**

- 3.24 Southwark falls within Mayoral CIL Zone 2, where a CIL of £35 per square metre is levied. In addition, the Crossrail and Mayoral CIL SPG<sup>5</sup> identifies that in particular locations, where appropriate, the Mayor could negotiate Section 106 contributions over and above the Mayoral CIL towards Crossrail, dependant on the size and impact of the development and viability issues. Part of the north of the borough is located within the GLA’s Central London designation liable for S106 contributions towards Crossrail.

**Table 4.24.1 Indicative Crossrail S106 charge**

<b>Use</b>	<b>Central London Charge per sq m</b>
Office	£140
Retail	£90
Hotels	£61

Source: Table 2: Indicative Level of Charge per sq.m, by land use and location as at July 2010  
SPG: use of planning obligations in the funding of Crossrail, and the Mayoral Community Infrastructure Levy (April 2013)

- 3.25 The Mayor has identified a series of ‘*indicative contributions*’ in Table 2 of the Crossrail SPG. These contributions are summarised in Table 4.34.1 above. The SPG provides guidance for ‘*ensuring that developers do not have unreasonable demands made of them*’ (para 4.20). This is to be achieved as follows:
- *‘Where the amount payable under the planning obligations policy is equal to, or less than, that payable by CIL, only the CIL will be payable.*
  - *‘Where the amount payable under the planning obligations policy is more than that payable in CIL, the CIL will be payment plus a “top up” so that in combination the two payments make up the amount payable under the obligations policy.’* (para 4.21)
- 3.26 The treatment of mixed uses schemes in calculating the Crossrail top up is somewhat more complicated as the Guidance identifies that, ‘*it is the total payable for the development concerned that should be taken into account, not*

<sup>5</sup>Paragraph 4.20- 8.21 of Use of planning obligations in the funding of Crossrail, and the Mayoral Community Infrastructure Levy (April 2013)

*the amounts for the separate uses involved’ (para 4.21). In addition it is noted that para 3.36 identifies that ‘Where a mixed-use scheme containing uses attracting Crossrail charges is proposed, the Crossrail charge should relate to the net additional transport impact from the new development. This should be calculated by deducting the theoretical charge that would be paid by the existing uses covered by this policy from the charge applicable to the new development.’*

- 3.27 Accordingly this study takes full account of Mayoral CIL and any potential Crossrail top up charge that could be sought by the Mayor as a cost to development.

## Local Policy context

### Southwark CIL Charging Schedule

- 3.28 The Council adopted its CIL Charging Schedule on 1 April 2015. This sets out a range of charges for different development types and in some instances geographical locations within the LBS. The pertinent charges to this study are as set out in Table 3.28.1 below. We have undertaken the base viability testing assuming the worst case scenario, i.e. no existing floorspace is eligible for discount. We have however also tested the schemes from the CIL Viability study assuming a discount for existing floorspace.

**Table 3.28.1 LB Southwark CIL Charges**

Use	Zone	CIL Rate per sq. m
Office	Zone 1 Zones 2-3	£70 £0
Residential	Zone 1 Zone 2 Zone 3	£400 £200 £50
Student Housing (assuming direct let)	Zones 1-3	£100
Retail	Zones 1-3	£125
Assembly and Leisure	Zones 1-3	£0
Non-residential institutions	Zones 1-3	£0

### Emerging NSP Options Version Draft Policies and area Visions (October 2014)

- 3.29 The Council’s emerging New Southwark Plan Options Version Draft Policies and area Visions (October 2014) sets out how the Council’s strategy for delivering regeneration and wider improvements for the borough between 2018 to 2033.
- 3.30 Policy DM1 (New Council Homes) identifies that the Council will deliver 11,000 new Council homes as part of their Fairer Future promises. In order to achieve this they identify that the Council will:
- Continue to identify and allocate sites for new Council homes.
  - Review housing estates to see whether new Council homes could be built on existing estates through infill or redevelopment.
  - Bring forward the council’s land, including the land set out in Figure 1 of the NSP, for the development of new Council homes.



- Require a minimum of 35% affordable housing on private developments.
- A Significant proportion of new affordable homes will be delivered as Council homes.
- Deliver a large number of new Council homes in our opportunity areas, particularly at Canada Water and Old Kent Road.
- Require affordable housing as part of development to meet their housing need i.e. they will ensure that it is affordable to Southwark residents.
- Require as much affordable housing as financially viable on developments of 10 or more units.
- Require a minimum of 35% affordable housing on developments with 15 or more units. For developments of 10, 11, 12, 13 or 14 units the affordable housing requirement is set out in Table 1 of the NSP options version (see Table 3.30.1 below).

**Table 3.30.1 NSP Options Version Table 1: Affordable housing requirements**

No Units	10	11	12	13	14
14No affordable units	1	2	3	4	5

- Require the affordable housing to be a mix of 70% social rent and 30% intermediate across the majority of the borough. Within Elephant and Castle opportunity area and Peckham and Nunhead action area we will require an affordable housing mix of 50% social rented and 50% intermediate. Within Aylesbury action area we require 50% private housing and 50% affordable housing, of which 75% should be social rent and 25% should be intermediate.
  - Only allow affordable rent in exceptional circumstances (see fact box below). Applicants will need to justify to the satisfaction of the council why the scheme cannot deliver the required mix of social rent and intermediate. Where the inclusion of affordable rent is accepted, the applicant must demonstrate that the rent levels will be affordable to residents in Southwark and below the Local Housing Allowance level.
  - Require affordable housing to be delivered on site. Where this is not possible affordable housing should be provided off site, or in very exceptional circumstances as a payment-in-lieu.
  - Require that development is tenure neutral. We demand the highest standards of quality for all development, making Southwark a place where you will not know whether you are visiting homes in private, housing association / Registered Provider or Council ownership.'
- 3.31 Policy DM 6 (Residential Design) requires development to achieve *'the highest possible standards of residential design to create attractive, healthy and distinctive buildings and places that are a pleasure to be in, safe and easy to get around.'* This includes all new homes being built to Lifetime Homes standards and meeting the space standards etc.

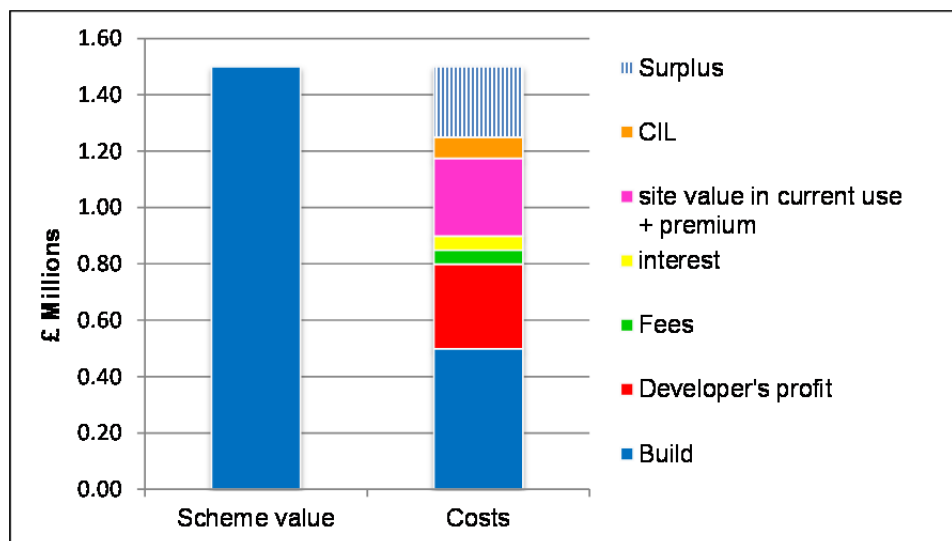
- 3.32 Policy DM7 (Family Housing) seeks to secure larger family homes to meet the needs of families in the borough by granting consent to development of 10 units or more where they:
- Include at least 60% of units with 2 or more bedrooms.
  - Provide 3, 4 or 5 bedroom units as follows:
    - At least 10% 3, 4 or 5 bedrooms in London Bridge, Elephant and Castle opportunity area and the north of Blackfriars road. At least 20% 3, 4 or 5 bedrooms in the urban zone and the Central Activities Zone except where set out above.
    - At least 20% of units with 3, 4, or 5 bedrooms in the Canada Water Action Area core.
    - At least 30% 3, 4 or 5 bedrooms in the suburban zone.
  - Provide a maximum of 5% studios. Studio homes can only be for private housing.
  - Development must provide some of the affordable housing units as affordable family housing.
- 3.33 Policy DM 9 (Student homes) identifies that the development of student homes will be permitted in accessible locations to provide for the growth of local universities and colleges. Such developments are required to provide 35% affordable housing in line with policy DM 2.
- 3.34 Policy DM11 (Housing for adults and children with disabilities) requires major developments to provide at least 10% of units to be suitable for wheelchair use or people with disabilities, except where this is not possible due to the physical constraints of the site.
- 3.35 Policy DM21 (Office and business development) identifies that planning permission will be granted for office (Class B1) floorspace to help meet the needs of businesses and to provide jobs. It also resists the loss of business floorspace (Classes B1,B2,and B8) in specific locations in the borough unless it can be demonstrated that:
- There is no demand for either the continued use of the site for business use or for redevelopment involving re-provision of business use, which is demonstrated through a rigorous marketing exercise over a period of at least 18 months; or
  - The site or buildings would be unsuitable for re-use or redevelopment for business use or a mix of uses (including the existing amount of business floorspace) owing to physical or environmental constraints; or
  - It would be unviable to refurbish or redevelop for business use or adapt the premises to be used as smaller business units. This should be demonstrated through marketing and viability information;
- 3.36 Policy DM63 (Sustainability) requires that major development improve social, environmental and economic conditions by achieving the highest possible sustainability targets. In this regard planning permission will be granted where:
- Residential development achieves at least Code for Sustainable Homes level 4.
  - Non residential development achieves BREEAM 'Excellent.'

## 4 Methodology

- 4.1 Our methodology follows standard development appraisal conventions, using assumptions that reflect local market and planning policy circumstances. The study is therefore specific to Southwark and reflects the Council's planning policy requirements.

### Approach to testing development viability

- 4.2 Appraisal models can be summarised via the following diagram. The total scheme value is calculated, as represented by the left hand bar. This includes the sales receipts from the private housing and the payment from a Registered Provider ('RP') for the completed affordable housing units. For a commercial scheme, scheme value equates to the capital value of the rental income. The model then deducts the build costs, fees, interest, Section 106 contributions 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 red portion of the right hand bar in the diagram.



- 4.3 The Residual Land Value is normally a key variable in determining whether a scheme will proceed. If a proposal generates sufficient positive land value (in excess of existing use value), it will be implemented. If not, the proposal will not go ahead, unless there are alternative funding sources to bridge the 'gap'.
- 4.4 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 boroughs like Southwark, many 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;
  - Development value and costs will also be significantly affected by assumptions about the nature and type of affordable housing provision and other Planning Obligations. In addition, on major projects, assumptions about development phasing; 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.

- 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 up to around 15% of completed development value at the peak of the market in 2007, banks now require schemes to show a higher profit to reflect the current risk. Typically developers and banks are targeting around 20% profit on Gross Development Value (GDV) or Cost. We noted in the LB Southwark CIL Viability Update report produced in November 2014 however that there is market sentiment that given the improvement in the market over the last 18 months that targeted profit margins have moved in. This was supported by a letter from the District Valuer's Service (DVS), who undertake the majority of the Council's site specific viability assessments for planning applications. Profit on cost is a more common approach to measuring profit in commercial schemes, whilst profit on GDV is usual on residential developments. IRR is also used as a key hurdle rate in determining viability for larger longer term developments, since it accounts for the length of time a development takes, with a higher IRR reflecting a shorter period to realise a return on an investment.
- 4.5 Ultimately, the landowner will make a decision on implementing a project on the basis of return and the potential for market change, and whether alternative developments might yield a higher value. The landowner's 'bottom line' will be achieving a residual land value that sufficiently exceeds 'existing use value'<sup>6</sup> or another appropriate benchmark to make development worthwhile i.e. provides a . 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.
- 4.6 Clearly, however, landowners have expectations of the value of their land which often exceed the value of the current use. S106 including affordable housing and CIL will be a cost to the scheme and will impact on the residual land value. 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. 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**

- 4.7 There has been a range of good practice generated by the Homes and Communities Agency (HCA), Greater London Authority (GLA) and Government Department for Communities and Local Government (CLG) that assist in guiding planning authorities on how they should approach viability testing for planning policy purposes.

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

4.8 The appropriate starting point for the assessment (as accepted in numerous planning appeal decisions and Secretary of State decisions, as well as the approach advocated by the HCA and CLG sponsored guidance 'Viability Testing Local Plans' published on 22 June 2012<sup>7</sup>, is the current use of sites (often referred to as 'Existing Use Value' or 'Current Use Value'), rather than the value arising from the site if it is redeveloped.

4.9 We note that The National Planning Practice Guidance (NPPG) on Viability with regard to Viability and Plan Making sets out details on land or site values in relation to assessing viability at Paragraph: 014 Reference ID: 10-014-20140306. This identifies that:

*'Central to the consideration of viability is the assessment of land or site value. The most appropriate way to assess land or site value will vary but there are common principles which should be reflected. In all cases, estimated land or site value should reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge'*

4.10 The NPPG goes on to define the meaning of 'a competitive return' at Paragraph: 015 Reference ID: 10-015-20140306. It identifies that:

*'A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy.'*

4.11 Further, the GLA's Draft Interim Housing Supplementary Planning Guidance document identifies at paragraph 4.4.28 that,

*'On a broader, conceptual issue, it should be noted that the NPPF's benchmark for viability appraisal is that it should "take account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable"<sup>264</sup>. In light of inference to the contrary<sup>265</sup>, either 'Market Value' or 'Existing Use Value plus' based approaches can address this requirement; their appropriate application depends on specific circumstances. On balance, the GLA has found that the 'Existing Use Value plus' based approach is generally more helpful for planning purposes and supports this approach'.*

<sup>264</sup> DCLG, NPPF, 2012, paragraph 173

<sup>265</sup> RICS Financial Viability in Planning 2012 *ibid*"

4.12 The question of appropriate benchmarks was also considered in detail at the Mayoral CIL examination. The Examiner's report confirmed that existing use value plus a margin is an entirely acceptable basis for assessing levels of CIL. The examiner's report helpfully states that "...[a] reduction in development land value is an inherent part of the CIL concept". The Council will need to make a judgement as to how far land values can be reduced before landowners decide not to sell. This judgement is complex in urban areas where almost all sites are previously developed.

<sup>7</sup> Viability Testing Local Plans: Advice for planning practitioners, Local Housing Delivery Group, Chaired by Sir John Harman, June 2012

- 4.13 It is clear from the above that that the most appropriate test of viability for planning policy purposes is to consider the residual value of schemes compared to the existing use value plus a premium. As discussed later in this report, our study adopts a range of benchmark land values, reflecting differing circumstances in which sites are brought forward in different parts of the borough, in line with the findings of the CIL Viability Update Study November 2014 and Vacant Building Credit Study June 2015.
- 4.14 It is important to stress, however, that there is no single threshold land value at which land will come forward for development. The decision to bring land forward will depend on the type of owner and, in particular, whether the owner occupies the site or holds it as an asset; the strength of demand for the site's current use in comparison to others; how offers received compare to the owner's perception of the value of the site, which in turn is influenced by prices achieved by other sites. Given the lack of a single threshold land value, it is difficult for policy makers to determine the minimum land value that sites should achieve. This will ultimately be a matter of judgement for each individual Planning Authority.

## 5 Appraisal inputs

### Site areas and scheme content

#### Residential schemes

- 5.1 We have appraised 8 residential development typologies reflecting both the range of sales values/capital values and also sizes/types of development and densities of development across the LBS. In establishing these typologies the Council have reviewed historic planning applications and had regard to development likely to come forward. These typologies are therefore reflective of developments that have been consented/delivered as well as those the Council expects to come forward in Southwark in future. Details of the residential schemes appraised are provided below in tables 5.1.1 and 5.1.2 below.

**Table 5.1.1: Residential development typologies**

No.	No. Resi units	Description of Development	Gross site area (Ha)	Site Gross to Net %
1	11	11 homes – up to 6 storeys	0.06	100%
2	30	30 homes – up to 6 storeys	0.47	100%
3	65	65 homes – 7- 13 storeys	0.66	100%
4	100	100 homes – 7 to 13 storeys	0.85	100%
5	180	180 homes – 7 to 13 storeys	1.51	100%
6	300	300 homes – 7 to 13 storeys	1.08	100%
7	450	450 homes – 14 to 35 storeys	2.61	95%
8	650	650 homes – 14 to 35 storeys	4.95	95%

**Table 5.1.2: Unit Mix (across all tenures taken together)**

	1 Bed flat	2 bed flat	3 bed flat	4 bed flat
Unit size	46 sq m	65 sq m	85 sq m	95 sq m
1	27%	55%	18%	0%
2	37%	42%	18%	3%
3	31%	48%	18%	3%
4	28%	49%	19%	4%
5	38%	46%	13%	3%
6	38%	42%	19%	1%
7	40%	47%	11%	2%
8	29%	38%	27%	6%



### Mixed use schemes

- 5.2 As part of this study we have also tested the impact of the requirement of the emerging NSP policies options version to replace commercial uses in two mixed use schemes as advised by the Council. These schemes are derived from schemes tested in the CIL Viability Update Study November 2014 ('the CIL Study') (sites 64 and 70) as recommended by the Council who consider that these scheme are representative of the average likely mixed use schemes that are expected to come forward within the borough in future. We have then assessed the viability of these schemes when varying the quantum of office floorspace in the schemes between 25% and 10% of floorspace, to establish whether the requirement to provide commercial accommodation would necessitate a subsidy from the residential uses on the site. We set out the variations of the schemes tested in Table 5.2.1 below.

**Table 5.2.1 Mixed Use development typologies gross floorspace (sq m)**

No.	Residential (C3) (sq m)	Office (B1) (sq m)	Retail (A1-A5) (sq m)	Site area (Ha)	Density (units per HA)
1MU (25% office)	8,044	2,674	168	0.154	551.95
2MU (20% office)	8,540	2,178	168	0.154	585.98
3MU (15% office)	9,085	1,633	168	0.154	623.38
4MU (10% office)	9,629	1,089	168	0.154	660.70
5MU (25% office)	19,111	6,597	677	0.74	266.61
6MU (20% office)	20,431	5,277	677	0.74	285.02
7MU (15% office)	22,230	3,478	677	0.74	310.12
8MU (10% office)	22,805	2,903	677	0.74	318.14

### Private Rented Sector ('PRS') and student accommodation

- 5.3 For the student housing and PRS testing element of this study we have considered the impact of the emerging NSP options version policies on two of the schemes tested in the CIL Study November 2014. We have assessed the scheme in site no 54 for the student accommodation and the scheme site no 67 for PRS housing. Full details on these sites and schemes are set out in the CIL Viability Update Study. We would highlight that the schemes in the CIL Study were developments identified by the Council based on actual schemes where planning permission had been granted or notional schemes identified as evidence in the preparation of other planning policy documents.

### Appraisal inputs

- 5.4 To ensure that the best available evidence is utilised of and to maintain consistency in the Council's evidence base documents we have adopted appraisal inputs i.e. values and costs associated with development as appropriate from the recently undertaken CIL Study. We set out further detail on the inputs adopted in the following sections.

#### Residential sales values

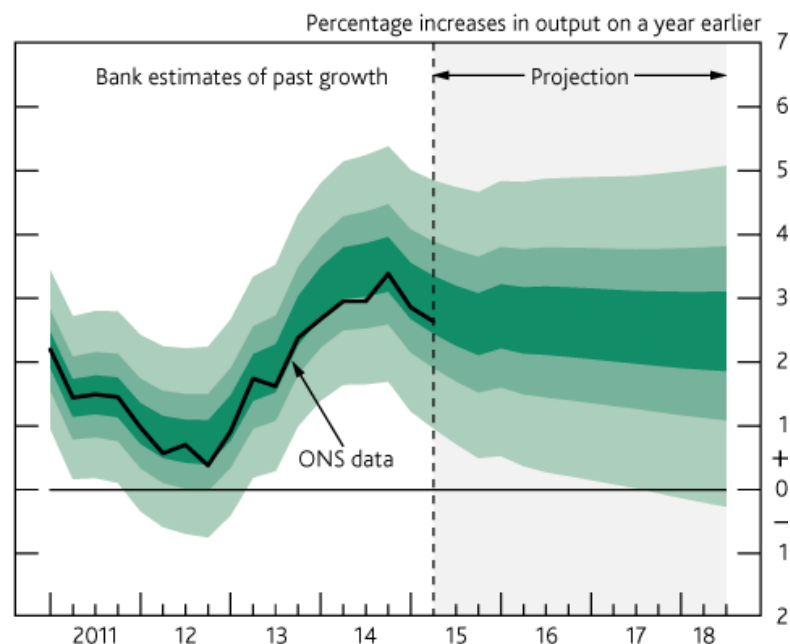
#### *Economic and housing market context*

- 5.5 The housing and commercial property markets are inherently cyclical. The current Core Strategy was adopted at a time when the market was recovering



after a severe recession and average sales values had just about recovered to the peak of the market (February 2008) value levels. This is in contrast to the testing of the emerging policies in the New Southwark Plan, which are being tested testing at a point where values have not only recovered but have far exceeded the February 2008 peak of the market values by circa 50%.

- 5.6 The historic highs achieved in the UK housing market by mid 2007 followed a prolonged period of real house price growth. However, a period of 'readjustment' began in the second half of 2007, triggered initially by rising interest rates and the emergence of the US sub prime lending problems in the last quarter of 2007. The subsequent reduction in inter-bank lending led to a general "credit crunch" including a tightening of mortgage availability. The real crisis of confidence, however, followed the collapse of Lehman Brothers in September 2008, which forced the government and the Bank of England to intervene in the market to relieve a liquidity crisis.
- 5.7 The combination of successive shocks to consumer confidence and the difficulties in obtaining finance led to a sharp reduction in transactions and a significant correction in house prices in the UK, which fell to a level some 21% lower than at their peak in August 2007 according to the Halifax House Price Index. Consequently, residential land values fell by some 50% from peak levels. One element of government intervention involved successive interest rate cuts and as the cost of servicing many people's mortgages is linked to the base rate. This, together with a return to economic growth early in 2010 (see August 2015 Bank of England GDP fan chart below, showing the range of the Bank's predictions for GDP growth to 2018) meant that consumer confidence started to improve.



Source: Bank of England

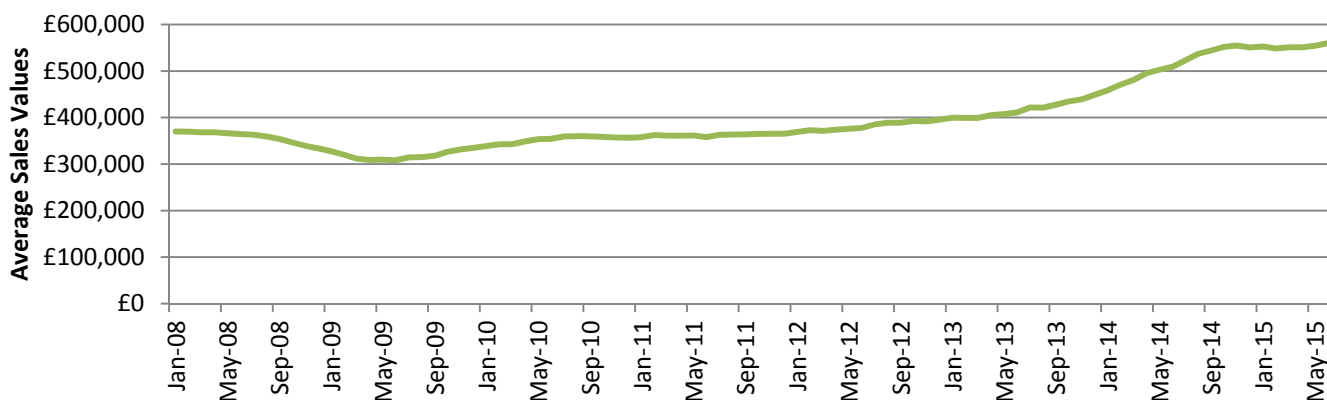
- 5.8 Throughout the first half of 2010 there were some tentative indications that improved consumer confidence was feeding through into more positive interest from potential house purchasers. Against the background of a much reduced supply of new housing, this would lead one to expect some recovery in prices. However, this brief resurgence abated with figures falling and then fluctuating in 2011 and 2012. The recovery during this period is partially attributed with first time buyers seeking to purchase prior to the reintroduction of stamp duty from

1st April 2012. The signs of 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 this has carried through into 2015.

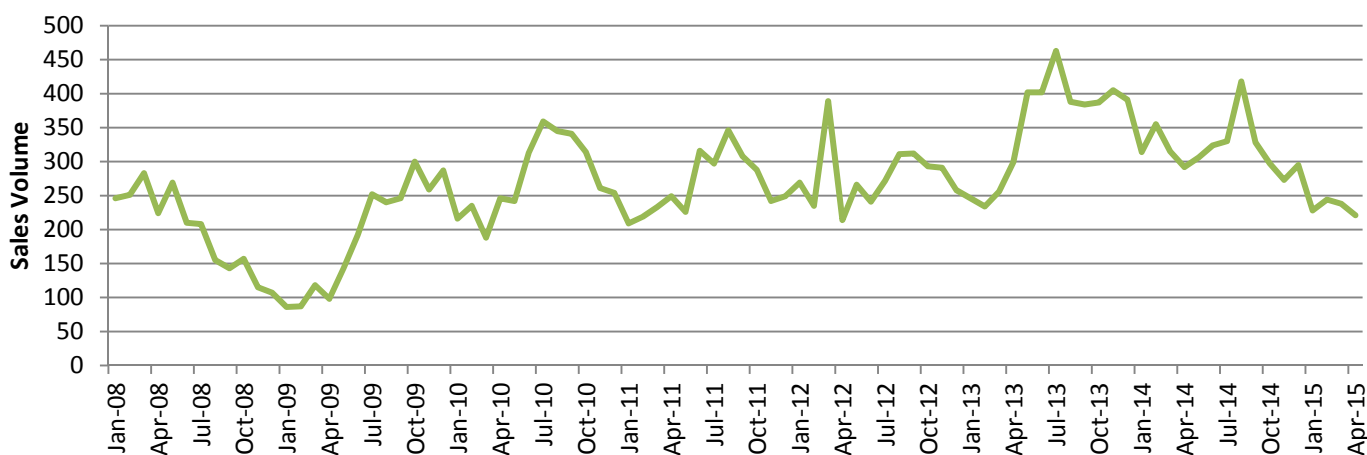
- 5.9 Nationwide reports on the slight increase of annual pace growth in their July 2015 Housing Price Index Update identifying that *“UK house prices increased by 0.4% in July, and as a result the annual pace of house price growth edged up to 3.5% from 3.3% in June.”* In contrast, The Halifax has reported that *“annual house price growth has also declined, to 7.9% from 9.6% in June, and is at its lowest since December 2014.”* It should be noted however, that the Halifax also report that *“house prices in the three months to July were 2.4% higher than in the previous quarter”* and we note that measuring the quarter on quarter change is identified as being a reliable indicator of underlying trend.
- 5.10 Despite the Halifax’s report of an annual decline; Nationwide continue to report a positive viewpoint, identifying that *“after moderating over the past twelve months, there are tentative signs that annual house price growth may be stabilising close to the pace of earnings growth, which has historically been 4%.”* This view is shared by the Halifax who reports *“the underlying pace of house price growth remains robust notwithstanding the easing in July.”*
- 5.11 As the housing market remains robust, due to a recovering economy, real earnings against house price growth, and growing consumer confidence, there is a high demand for homes. Both reports make reference to this, for example, Nationwide report *“The outlook on the demand side remains encouraging. Employment growth has remained relatively robust in recent quarters and with consumer confidence buoyant and mortgage rates still close to all-time lows, demand for housing is likely to firm up in the quarters ahead.”* In the same way, the Halifax report *“Continuing economy recovery, earnings growth in excess of consumer price inflation and very low mortgage rates all underpin housing demand.”*
- 5.12 This rise in demand therefore emphasises the low supply of stock on the market. Nationwide report that *“it remains unclear whether activity on the supply side will catch up with demand”* and the Halifax state *“Supply is highly restricted, with the stock of homes available for sale falling further to new record lows.”* Despite this, Nationwide sets out that the number of new homes under construction has *“started to pick up”* from historically low levels and maintains a positive view that there will be further increases in supply if a sustainable recovery in the housing market is to be maintained.
- 5.13 Residential sales value forecasts by numerous property firms identify that the uncertainty of the election added to the slowing of sales value growth. The future trajectory of house prices is currently uncertain, although the property firms forecasts prediction is that values are expected to increase over the next five years. There is however, a consensus that price growth is expected to be modest over the second half of 2015 with a return to sales value growth in 2016. BNP Paribas Real Estate’s recent research identifies that, *“on average we expect nominal house prices across the UK to rise by 5.7% in 2015. Despite a marked slowdown since the first half of 2014, values in real terms have maintained their pace of growth buoyed by near zero inflation, resulting in real house price growth close to the long term trend of 3%.”* We provide further detail on sales value forecasts for London below.
- 5.14 According to Land Registry data (see graphs overleaf), residential sales values in Southwark have recovered since the lowest point in the cycle in June 2009. Prices have increased by 82% between June 2009 and June 2015 (the most

recent month for which data is available). In June 2015, sales values were circa 10% higher than the same period in 2014. In February 2012 house prices exceeded the previous peak prices in February 2008 and at June 2015 were circa 51% above the peak of the market values, demonstrating a strong recovery.

**Figure 5.14.1: House prices in Southwark**



**Figure 5.14.2: Sales volumes in Southwark**



Source: Land Registry, Dates: January 2008 – June 2015

- 5.15 The range of sales values identified and adopted in the schemes tested in the CIL Study are as follows.

**Table 5.15.1 Residential sales values adopted in CIL Viability Update Study**

Area of borough	Sales values per sq m	Sales values per sq ft
Zone 1	£8,200 - £14,000	£762 - £1,300
Zone 2	£5,274 - £11,200	£490 - £1,040
Zone 3	£4,900 - £5,726	£455 - £532

Source: Table 3.3.1 LB Southwark CIL Viability Update report (November 2014)

- 5.16 We have adopted a range of sales values reflective of each of the CIL Zones within the typology testing, which are set out in Table 5.16.1 overleaf.

**Table 5.16.1 Range of sales values adopted in study**

CIL Zone	Value category	£ per sq ft	£ per sq m
Zone 1	High	£1,250	£13,455
Zone 1	Medium	£1,006	£10,829
Zone 1	Low	£ 762	£ 8,202
Zone 2	High	£1,040	£11,195
Zone 2	Medium	£ 765	£ 8,235
Zone 2	Low	£ 490	£ 5,274
Zone 3	High	£ 532	£ 5,726
Zone 3	Medium	£ 494	£ 5,312
Zone 3	Low	£ 455	£ 4,898

- 5.17 We have reviewed a number of residential sales values forecasts for the next 5 years, all of which predict that sales values will increase further over the medium term. These forecasts are as follows:
- BNP Paribas Real Estate (Published August 2015) – 24.8% growth between 2015-2019<sup>8</sup>;
  - Knight Frank (published April 2015 and maintained August 2015) - 25.8% growth between 2015-2019;
  - Savills (published Feb 2015 and maintained in June 2015 publication) - 10.4% growth between 2015-2019;
  - CBRE (published Dec 2014) - 31% growth between 2015-2019; and
  - JLL (published Nov 2014 and maintained in June 2015) - predict 26.4% growth 2015-2019.
- 5.18 In conjunction we have also reviewed the RICS BCIS database to establish the likely inflation in build costs over the same period. The BCIS All In tender Price Index forecasts that build costs will increase by 26.74% between Q1 2015 and Q4 2019.
- 5.19 Whilst this predicted growth cannot be guaranteed, we have run sensitivity analyses assuming growth in sales values of 25.8%, accompanied by cost inflation of 26.74%. These analyses provide the Council with an indication of the impact of potential changes in values and costs on viability.
- 5.20 We have also undertaken research on weekly residential rental values in the LBS, reflective of each of the CIL Zones, which are set out in Table 5.20.1 below.

**Table 5.20.1 Range of residential rental values adopted in study**

Def of rent	Unit Type	Average Weekly Market Rent	Average Monthly Market Rent
Z1 High	1 Bed	£650	£2,817
Z1 High	2 Bed	£900	£3,900

<sup>8</sup> Published after viability testing undertaken.

Def of rent	Unit Type	Average Weekly Market Rent	Average Monthly Market Rent
Z1 High	3 Bed	£1,225	£5,308
Z1 High	4 Bed	£2,300	£9,967
<b>Average</b>		<b>£1,269</b>	<b>£5,498</b>
Z1 Med	1 Bed	£583	£2,526
Z1 Med	2 Bed	£760	£3,294
Z1 Med	3 Bed	£1,050	£4,550
Z1 Med	4 Bed	£1,500	£6,500
<b>Average</b>		<b>£973</b>	<b>£4,217</b>
Z1 Low	1 Bed	£480	£2,080
Z1 Low	2 Bed	£593	£2,568
Z1 Low	3 Bed	£700	£3,033
Z1 Low	4 Bed	£925	£4,008
<b>Average</b>		<b>£674</b>	<b>£2,922</b>
Z2 High	1 Bed	£600	£2,600
Z2 High	2 Bed	£650	£2,817
Z2 High	3 Bed	£750	£3,250
Z2 High	4 Bed	£925	£4,008
<b>Average</b>		<b>£731</b>	<b>£3,169</b>
Z2 Med	1 Bed	£425	£1,842
Z2 Med	2 Bed	£540	£2,340
Z2 Med	3 Bed	£600	£2,600
Z2 Med	4 Bed	£790	£3,423
<b>Average</b>		<b>£589</b>	<b>£2,551</b>
Z2 Low	1 Bed	£350	£1,517
Z2 Low	2 Bed	£460	£1,993
Z2 Low	3 Bed	£520	£2,253
Z2 Low	4 Bed	£630	£2,730
<b>Average</b>		<b>£490</b>	<b>£2,123</b>
Z3 High	1 Bed	£375	£1,625
Z3 High	2 Bed	£450	£1,950
Z3 High	3 Bed	£530	£2,297
Z3 High	4 Bed	£625	£2,708
<b>Average</b>		<b>£495</b>	<b>£2,145</b>
Z3 Med	1 Bed	£325	£1,408
Z3 Med	2 Bed	£400	£1,733
Z3 Med	3 Bed	£475	£2,058
Z3 Med	4 Bed	£525	£2,275
<b>Average</b>		<b>£431</b>	<b>£1,869</b>
Z3 Low	1 Bed	£275	£1,192

Def of rent	Unit Type	Average Weekly Market Rent	Average Monthly Market Rent
Z3 Low	2 Bed	£350	£1,517
Z3 Low	3 Bed	£415	£1,798
Z3 Low	4 Bed	£460	£1,993
<b>Average</b>		<b>£375</b>	<b>£1,625</b>

5.21 We have tested PRS schemes based on two approaches, which are in line with that tested in the CIL Study. These are as follows:

**PRS V1** - Assuming a 5% discount to market sales values and reducing marketing costs and agents fees to 1.5% of GDV given that there will be no requirement to provide a show home, undertake extensive marketing or spend time on individual transactions. There will also be less interest incurred as the developer will receive the full payment for the units upon practical completion. It is also debateable whether a reduced profit assumption should be adopted given that the developer does not have the risk of selling the units, however we adopted a conservative position maintaining the profit at 20% of GDV.

**PRS V2** - Assuming an allowance for the likely rents that could be achieved based on the information set out in Table 5.21.1 above. We have then capitalised the annual rental income of the units by a gross yield of 5% (which accounts for the costs of maintenance, lettings management, repairs, void periods, insurance, utilities and replacement of fixtures and fittings), in line with market research published by Knight Frank<sup>9</sup>.

### Affordable housing tenure and values

5.22 The NPPF sets out that there are three types of affordable housing:

1. **Social Rented housing** - is housing that is available to rent either from the council, a housing association (known as Registered Providers) or other affordable housing providers for which guideline target rents are determined at a national level.
2. **Affordable rented housing** - is similar to social rented housing but affordable rent is subject to rent controls that require a rent of up to 80% of the local market rent.
3. **Intermediate affordable housing** - is housing at prices and rents above those of social / affordable rented but below private housing prices or rents. It can include part buy / part rent, key worker housing and intermediate rent housing.

5.23 As identified in section 2 above the Council's emerging policy DM 2, sets out that that the Council will seek as much affordable housing as is financially viable on developments of 10 or more units and where developments comprised of 15 or more units they should provide 35% affordable housing, subject to viability, with a tenure mix that varies according to area. The Council has requested that this assessment test the ability for schemes from 10 units upwards to provide 35% affordable housing<sup>10</sup>. The Council has also requested that lower and higher percentages of affordable housing are tested. We have therefore tested the ability of all the typologies to deliver 10% to 50% affordable housing at 5%

<sup>9</sup> Knight Frank Private Rented sector Update Q2 2015

<sup>10</sup> This parameter was set prior to the Government redacting the NPPG guidance restricting the delivery of affordable housing on sites of less than 11 units. However in BNP Paribas Real Estate's experience, there is no reason why a scheme of 10 units would be any less viable than that of 11 units.

increments, as well as 0% and 100% affordable housing. In addition, the Council has also requested that test tenure splits between rented and intermediate tenures of; 80:20, 70:30 and 60:40 are tested.

- 5.24 Given that the CLG/HCA 'Affordable homes Programme 2015-2018: prospectus' reconfirms that RPs will not receive grant funding for any affordable housing provided through planning obligations we have consequently assumed nil grant in all our appraisals.

***Rented affordable housing***

- 5.25 We understand that based on the identified need in the LBS, the Council is keen to prioritise the deliver of social rented accommodation at target rents wherever possible and viable. In this regard they have requested we test development with purely social rented units as the rented element of affordable housing as well as a scenario where the larger units are delivered at target rents with the smaller units at Affordable Rent levels.
- 5.26 We have used our bespoke model to value the affordable housing, specifically created for this purpose, which replicates how RPs undertakes such appraisals. This model runs cashflows for the rented tenures in Southwark over a period of circa 35 years which capitalises the net rental income stream. With respect to the social rented accommodation the model calculates the gross rent for these properties derived from a combination of property values (as at January 1999), local earnings and property size subject to not exceeding the rent cap for the 2015-2016 period, in line with HCA guidance. 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.
- 5.27 Our appraisals of Affordable Rent units assume that the rented housing is let at rents that do not exceed Local Housing Allowance rates (including service charges), so that they are affordable to households subject to the Universal Credit, as shown in Table 5.27.1. It should be noted that the Local Housing Allowances are considerably lower than market rents, so our assumptions are very cautious. Rents for affordable rented units can (in theory) be set as high as 80% of market rents (inclusive of service charges), so our assumptions are conservative. Affordable rent at higher rent levels than those we have assumed could be used, where required, to improve scheme viability.

**Table 5.27.1 Southwark Local Housing Allowances (from 1 April 2015)**

Unit Type	Weekly	Monthly
1 Bed	£204.08	£884.35
2 Bed	£265.29	£1,149.59
3 Bed	£330.72	£1,433.12
4 Bed	£417.02	£1,807.09

- 5.28 In the July 2015 Budget, the Chancellor announced that RPs will be required to reduce rents by 1% per annum for the next four years. This will reduce the capital values that RPs will pay developers for completed affordable housing units. At this stage, it is unclear whether this requirement will roll forward beyond the four year period 2015/16 to 2018/19. Our model accounts for this by reducing rents in years 1 to 4, which is a cautious assumption and assumes that the restriction will remain in place in perpetuity for both social rented and Affordable Rented accommodation in this study.



- 5.29 We set out the results of our appraisals of social rents and affordable rents achievable in the borough at **Appendix 1**.

***Intermediate affordable accommodation***

- 5.30 Our assessment of shared ownership units has been based on the following assumptions. RPs will sell 25% initial equity stakes and charge a rent of up to 2.75% on the retained equity. A 3% charge for management is deducted from the rental income and the net amount is capitalised using a yield of 5%. In all cases, the values are capped (if necessary) to ensure that total housing costs (mortgage payment, rent and service charge) are affordable to households on incomes identified in the Council's Draft Affordable Housing SPD, 2011 (as updated) and that households spend no more than 40% of their net income on housing. We have also undertaken sensitivity testing based on the GLA's higher income thresholds. We set out these income thresholds in Table 5.30.1 below.

**Table 5.30.1 Intermediate income thresholds**

Unit Type	LB Southwark threshold	GLA threshold
1 Bed	£39,087	£71,000
2 Bed	£46,184	£71,000
3 Bed	£53,612	£85,000
4 Bed	£60,081	£85,000

- 5.31 The Council has also expressed interest in understanding the impact on viability of adopting intermediate rent in place of shared ownership products in schemes. Our assessment of intermediate rent units has been based on the following assumptions. We have adopted the rental values as set out at Table 5.20 above. As with the approach to shared ownership units, households are assumed to spend no more than 40% of their net income on housing and income thresholds are capped at the LBS levels. This affordability criteria has dictated the percentage of market rent to be paid, with our upper end assumed to be 60% of market rents. Our testing has indicated that to remain affordable rents need to be set at between circa 15% to 40% of market rents in Zone 1, 35% to 60% in Zone 2 and 55% to 60% in Zone 3. Our model runs cashflows over a period of circa 35 years capitalising the net rental income stream. The net rent is calculated by taking into account factors such as: standard levels for individual RP's management and maintenance costs; finance rates currently obtainable in the sector; allowances for voids and bad debt.

**Commercial revenue**

- 5.32 As identified above the commercial revenue inputs to the CIL Viability Study schemes have been maintained and the values adopted for the commercial uses in the typology testing have been informed by the CIL Viability Study. We set out the assumptions adopted in Table 5.32.1 below.



**Table 5.32.1: Commercial base build costs adopted in typology testing**

Use	Rent	Yield	Incentives/vacancy assumptions
<b>Office (B1)</b> Zone 1 Zone 2 Zone 3	£52 per sq ft £52 - £25 per sq ft £15 per sq ft	5.75% 5.75% - 7.00% 7.00%	24 months RF <sup>11</sup> 12 months void 24 months RF 12 months void 24 months RF 12 months void
<b>Retail (A1-A5)</b> Zone 1 Zone 2 Zone 3	£38 per sq ft £38 - £25 per sq ft £25 per sq ft	5.50% 5.50 - 6.00% 7.00%	6 months RF, 12 months void 6 months RF, 12 months void 6 months RF, 12 months void
<b>Student housing (C2)</b> Direct let/private scheme	- £206.50 per week for singles and £241.50 per week for studios; and  - £239 per week for singles and £299 per week for studios;	5.75%	95% occupancy term time and 50% occupancy summer let  - 40 week term time let and 11 week summer let - 51 week let
Low nomination / university schemes	£168 per week and £240 during summer period; and		- 40 week term time let and 11 week summer let
GLA Affordable student accommodation	£149 per week and £240 during summer period		- 40 week term time let and 11 week summer let

### Build costs

- 5.33 We have adopted build costs in line with those identified in the CIL 2014 Viability Study Update. We have considered the characteristics of each development and adopted scheme appropriate base build costs. These are set out in Table 5.33.1 below. In addition we have allowed for extra over costs of 4% for sustainability measures (including lifetime homes) and 15% for external works on residential schemes and 10% for BREEAM and 10% for external works for commercial uses.

**Table 5.33.1: Residential base build costs adopted in typology testing**

No.	Height	Gross to net	Residential (C3) costs per sq m
1	Up to 6 storeys	80%	£1,569
2	Up to 6 storeys	80%	£1,569
3	7 to 13 storeys	75%	£2,000
4	7 to 13 storeys	75%	£2,000
5	7 to 13 storeys	75%	£2,000
6	7 to 13 storeys	75%	£2,500
7	14 to 35 storeys	75%	£2,500
8	14 to 35 storeys	75%	£2,500

<sup>11</sup> RF – Rent Free

**Table 5.33.2: Commercial base build costs adopted in typology testing**

Use	Build Cost per sq m
Office (B1)	CIL Zone 1 - £2,205.97 CIL Zone 2 - £2,205.97 - £1,749.04 CIL Zone 3 - £1,749.04
Retail (A1-A5)	£1,295.02
Student housing (C2)	£2,149.03

#### Professional fees

- 5.34 In addition to base build costs, schemes will incur professional fees, covering design, valuation, highways consultants and so on. Our appraisals incorporate a 10-12% allowance, dependant on the nature of the scheme and site constraints, which is a reasonable range for most schemes.

#### Marketing costs

- 5.35 Our appraisals incorporate an allowance of 3%, which we consider to be an appropriate allowance.

#### Development finance

- 5.36 Our appraisals assume that development finance can be secured at a rate of 7%, inclusive of arrangement and exit fees, reflective of current funding conditions.

#### Developer's profit

- 5.37 Further to our comments set out in section 2 above we highlight that 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 15-17% of development costs. 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 increased and as such a 20% profit on GDV for private residential units has been factored into the appraisals. It is important to emphasise that the level of minimum profit is not necessarily determined by developers (although they will have their own view and the Boards of the major housebuilders will set targets for minimum profit).
- 5.38 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.
- 5.39 The near collapse of the global banking system in the final quarter of 2008 has resulted 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 may not allow profit levels to decrease much lower than their current level of 20%.
- 5.40 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. A reduced profit level on the affordable housing reflects the GLA 'Development Control Toolkit' guidance and Homes and Communities Agency's guidelines in its Economic Appraisal Tool.

- 5.41 This issue was considered in detail by the Inspector of the Former Holsworthy Showground, Trewyn Road, Holsworth Appeal<sup>12</sup>. The Inspector identified that, *'profit margin will vary from site to site and in different circumstances. On risky sites it is to be expected that profit expectations would be higher, and vice versa.'* He goes on to state that, *'there are various 'rules of thumb' which are quoted when discussing developer profit, and these tend to vary between 15% and 25%. That would tend to support a mid range figure in the region of 20% for a 'run of the mill' site. But equally it is often a 'rule of thumb' that affordable housing carries less risk and that a profit of about 6% is reasonable. That is not the aspiration of the developer here. However, I have heard no convincing evidence that the risks of affordable housing provision on this site are such that 20% across the board profit is reasonable. Adoption of 20% for open market and 6% affordable in this case would produce a 'blended' margin of about 18%.'* He concludes by stating that, *'taking these matters in the round I am not persuaded that a profit of 20% on both open market and affordable housing has been justified. The risk of affordable provision here is not greater than would be expected on any site given the existing need for affordable housing.'*
- 5.42 This approach accords with the approach taken in the CIL Viability Study as well as that adopted by developers in their assessments submitted to the Council for actual schemes seeking planning consent in the borough. Notwithstanding the above, we note that there is market sentiment that given the improvement in the market over the last 24 months that targeted profit margins have moved in. We attached at Appendix 2 of the the CIL 2014 Viability Study Update assessment a copy of a letter from the District Valuers Service (DVS), who undertake the majority of the Council's site specific viability assessments for planning applications. In this letter dated 19 September 2014 they identified that,
- *'We have never accepted a profit level in excess of 20% of value;*
  - *Typically over the last 18 months we have assessed profit on value in the order of 17.5%;*
  - *As an alternative, sometimes we have assessed scheme profit on cost and typically in the order of 20%; and*
  - *The exact % will vary from scheme to scheme.'*
- 5.43 In this context our assumption of 20% profit on GDV for private residential and 6% on affordable might be considered to be a conservative approach on some schemes.

#### **CIL and S106**

- 5.44 We have included allowances for Mayoral and borough CIL as appropriate as well as any Crossrail S106 Top up.
- 5.45 Our appraisals also incorporate notional allowances of £1,500 per unit for residential schemes and £30 per sq m for commercial schemes to address any residual Section 106 costs, which is in accordance with the assumptions included in previous viability assessments undertaken on behalf of the Council.

<sup>12</sup>Appeal Ref: APP/W1145/Q/13/2204429

### Development and sales periods

- 5.46 Development and sales periods are based on an assumption of a sales rate of 7 units per month, which is reflective of current market conditions. We have also allowed for an element of off plan sales as we understand from agents active in the local market that schemes are achieving off plan sales of 50% - 70%.

### Benchmark land values

- 5.47 As identified in Section 2 above, BNP Paribas Real Estate considers the appropriate benchmark land values to be based on the existing use value or alternative use value of sites in the assessment of development economics for testing planning policies and tariffs. This position is supported by the Harman Group Guidance. 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 or alternative use value are effectively the 'bottom line' in a financial sense and therefore a key factor in this study.
- 5.48 We have maintained the site specific benchmark land values assessed in the CIL Viability Study for the testing on the sites based on actual schemes/ planning permissions.
- 5.49 We have adopted a range of benchmark values, which have also derived from the CIL Viability Study for the typology testing. This has ensured the consideration of a wide spread of existing uses, which are based on actual development proposals/schemes in the LBS and therefore the benchmarks adopted reflect an appropriate range of values for the study to consider. In order to arrive at the benchmark values, we have analysed the benchmark land values for all the schemes tested in the CIL Viability Study on a per hectare basis for each of the CIL Zones. From this data we have established the lower quartile, median and upper quartiles, which we have adopted as our benchmark range. These have been identified as follows:

**Table 5.49.1 Benchmarks adopted for Typology testing per Ha**

	CIL Zone 1	CIL Zone 2	CIL Zone 3
Lower Quartile	£29,411,765	£4,000,260	£1,447,435
Mean	£64,327,692	£5,933,684	£2,035,859
Upper Quartile	£82,664,286	£10,313,732	£10,590,155

## 6 Appraisal results

- 6.1 In this section we set out the results of our appraisals and viability testing to establish the impact of the Council's proposed policies in the NSP options version on development.

### Unit Mix

- 6.2 Policy DM 7 of the emerging NSP options version seeks to secure larger homes to meet the needs of families. We have undertaken an analysis of the policy requirements for scheme unit mixes to incorporate less smaller units and more larger units to establish the likely impact on a scheme viability of this policy.
- 6.3 We have tested the impact of this policy on an actual development scheme, the former Pocock Street Garages site. The actual unit mix of the scheme is identified as being as follows:

**Table 6.3.1 Summary of unit mix in scheme (testing undertaken as all private units)**

Unit type	Floor area	Units	Ave area sq m	Ave values
Studios	121	3	40.33	£499,950
1 Bed	1133.5	22	51.52	£728,317
2 bed	3316.6	44	75.38	£840,366
3 bed	1662	17	97.76	£1,161,208
<b>Total</b>	<b>6233.1</b>	<b>86</b>		

- 6.4 In order to test the impact of changing the unit mix within a scheme we have amended the mix of units in the scheme to resemble, as closely as possible to ensure as little differentiation in the floorspace as possible between schemes, the following scenario unit mixes.

**Table 6.4.1 Scenarios proposed to be tested in line with policy requirements**

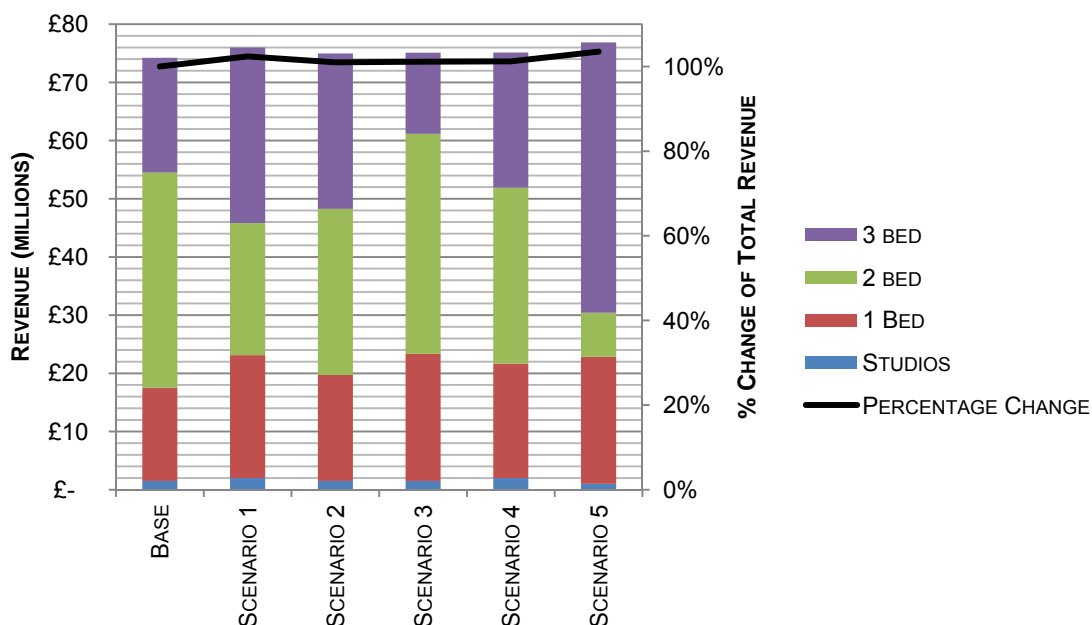
Unit type	Base	Scenario 1	Scenario 2	Scenario 3	Scenario 4	Scenario 5
Studios	3%	5%	5%	5%	5%	5%
1 Bed	25%	35%	35%	35%	35%	35%
2 bed	51%	30%	40%	50%	40%	10%
3 bed	21%	30%	20%	10%	20%	50%

- 6.5 We have then analysed the impact in the revenue of the altered scheme mix proposed in each scenario. The results of this analysis are set out in Table 6.5.1 and Figure 6.5.1 below.

**Table 6.5.1 Analysis of revenue for altered unit mix scenarios**

Units	Base	Scenario 1	Scenario 2	Scenario 3	Scenario 4	Scenario 5
<b>Studios</b>	£1,499,850	£1,999,800	£1,499,850	£1,499,850	£1,999,800	£999,900
<b>1 Bed</b>	£16,022,974	£21,121,193	£18,207,925	£21,849,510	£19,664,559	£21,849,510
<b>2 bed</b>	£36,976,104	£22,689,882	£28,572,444	£37,816,470	£30,253,176	£7,563,294
<b>3 bed</b>	£19,740,536	£30,191,408	£26,707,784	£13,934,496	£23,224,160	£46,448,320
<b>Total</b>	<b>£74,239,464</b>	<b>£76,002,283</b>	<b>£74,988,003</b>	<b>£75,100,326</b>	<b>£75,141,695</b>	<b>£76,861,024</b>
<b>Percentage Change</b>	100%	102.37%	101.01%	101.16%	101.22%	103.53%

**Figure 6.5.1 Graph showing impact on total revenue generated when unit mix is altered**



6.6 The results of our testing have identified that the Council's policy will have an impact on the revenue generated by developments, and therefore the viability. However notwithstanding this position this has been identified as amounting to no more than a change of 3.5% of gross development value, which is not considered to be a significant impact.

6.7 Notwithstanding this position we would highlight that were the Council to seek a large proportion of the family units as affordable housing, particularly rented affordable housing, this will have a more significant impact on viability given the opportunity cost between private and affordable housing units. However we understand that this would be subject to both need and viability testing of individual schemes.

## Wheelchair uses

- 6.8 Policy DM 11 in the emerging NSP options version seeks to secure housing for adults and children with disabilities by seeking wheelchair units within major developments wherever possible.
- 6.9 The costs of making units wheelchair accessible is in viability testing generally considered to be broadly neutral, being more of a design and unit size issue. Wheelchair requirements will be accommodated within schemes by varying unit sizes to accommodate the additional floorspace required for turning circles.
- 6.10 Notwithstanding this position, the Council has requested advice as to a potential level of payment in lieu of onsite provision of wheelchair units, where onsite delivery is not possible due to physical constraints of the site/scheme.
- 6.11 We have therefore undertaken testing on the costs of delivering wheelchair units within schemes based on the assumption that the cost to the developer of providing such units is related to having to provide a larger quantum of floorspace for the same level of revenue. The results of this testing has identified that this is directly related to the build cost of delivering the scheme. In this regard the costs of delivering wheelchair units will increase as build costs in schemes increase. Based on our assumed build costs, our testing suggests that the average cost of a delivering a wheelchair sized unit in a scheme could vary between circa £5,500 and £8,500 per unit in general, between circa £6,000 and £9,500 for a flatted unit and between circa £4,500 and £7,000 for a house. See **Appendix 5** for the results of this testing.
- 6.12 In addition to the above cost of delivering larger units, the Council would also need to seek the additional fit out costs to ensure the units meet the specific disability needs identified by the Council as part of the payment in lieu sought. This will ensure that a developer would be no better or worse off at having to pay a contribution as having to providing the accessible units on site. Where schemes are identified as being subject to viability constraints, which are corroborated by a viability assessment, this should take into consideration any such payments sought, so that the Council can seek to prioritise their policy requirements and apply these flexibly so as to achieve the appropriate balance of policy requirements from a scheme.

## Affordable Housing testing

- 6.13 As identified in section 5, we have tested 8 residential typologies reflecting different densities and types of development that have historically and will in future come forward across the borough. Each appraisal incorporates the NSP options version policy requirements and tests delivery of affordable housing as set out in section 5 and summarised below:
- a range of different levels (0%, 10%, 15%, 20%, 25%, 30%, 35%, 40%, 45% 50% and 100%);
  - rented vs intermediate tenure splits (70:30, 80:20 and 60:40);
  - tenures (Rented accommodation as social rent, Affordable Rent and both social rent and Affordable rent and intermediate accommodation as shared ownership and intermediate rent); and
  - intermediate affordability criteria (Southwark and GLA intermediate income thresholds).



6.14 The methodology adopted for reporting the results of this testing is a ‘traffic light’ system. Each page of the full results in **Appendices 6, 7 and 8** show the residual land value generated by the scheme (based on the particular combination of affordable housing percentage, sales values and costs), in the grey boxes, and compares this to the high, medium and low benchmark land values for each CIL Zone, identified in the yellow boxes. The comparison is then set out in the summary tables in which:

- Green shading indicates that scheme is viable (where the residual land value is higher than the benchmark land value);
- Orange shading indicates that the scheme generates a residual value less than the benchmark value incorporating a 20% premium but greater than or equal to the Existing Use Value<sup>13</sup>;
- Red shading indicates that the scheme is unviable (where the residual land value is lower than the benchmark Land Value).

6.15 We set out below the results from our base position testing for typologies 2 and 6 in tables 6.15.1 and 6.15.2 respectively, to assist with demonstrating the findings of this study. These set out the results of schemes tested as current day values and cost and assume the Council’s intermediate income thresholds. As identified above, the full results of our testing can be found at **Appendices 6 to 8**.

**Table 6.15.1: Viability of developments – Development Typology 2 (30 units) – Council intermediate thresholds**

**CIL Zone 1 High Value – Z1 Upper quartile Benchmark**

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£27,909,273	-£27,909,273	-£27,909,273	-£27,909,273	-£27,909,273	-£27,909,273
10%	70%	-£29,165,788	-£29,016,696	-£28,127,211	-£29,147,364	-£28,998,271	-£29,108,788
15%	70%	-£29,794,046	-£29,570,407	-£28,736,181	-£29,766,409	-£29,542,770	-£29,708,544
20%	70%	-£30,422,303	-£30,124,119	-£30,345,151	-£30,385,455	-£30,087,270	-£30,308,301
25%	70%	-£31,050,561	-£30,677,829	-£30,954,120	-£31,004,500	-£30,631,768	-£30,908,059
30%	70%	-£31,678,818	-£31,231,540	-£31,563,089	-£31,623,545	-£31,176,268	-£31,507,816
35%	70%	-£32,307,076	-£31,785,252	-£32,172,058	-£32,242,590	-£31,720,766	-£32,107,573
40%	70%	-£32,935,333	-£32,338,963	-£32,781,028	-£32,861,636	-£32,265,266	-£32,707,329
45%	70%	-£33,563,591	-£32,892,675	-£33,389,997	-£33,480,681	-£32,809,764	-£33,307,087
50%	70%	-£34,191,849	-£33,446,386	-£33,998,966	-£34,099,726	-£33,354,264	-£33,906,844
100%	70%	-£40,500,957	-£38,985,647	-£40,108,884	-£40,313,700	-£38,800,502	-£39,921,625
10%	80%	-£29,169,194	-£28,998,802	-£28,125,106	-£29,156,911	-£28,986,519	-£29,112,823
15%	80%	-£29,799,153	-£29,543,566	-£28,733,023	-£29,780,730	-£29,525,142	-£29,714,598
20%	80%	-£30,429,114	-£30,088,331	-£30,340,939	-£30,404,547	-£30,063,765	-£30,316,373
40%	80%	-£32,948,954	-£32,287,388	-£32,772,604	-£32,899,823	-£32,218,256	-£32,723,473
45%	80%	-£33,578,914	-£32,812,152	-£33,380,520	-£33,523,641	-£32,756,880	-£33,325,248
50%	80%	-£34,208,875	-£33,356,917	-£33,988,437	-£34,147,460	-£33,295,502	-£33,927,023
10%	60%	-£29,162,383	-£29,034,589	-£28,129,318	-£29,137,817	-£29,010,024	-£29,104,751
15%	60%	-£29,788,938	-£29,597,248	-£28,739,340	-£29,752,089	-£29,560,399	-£29,702,491
20%	60%	-£30,415,493	-£30,159,906	-£30,349,362	-£30,366,362	-£30,110,774	-£30,300,230
25%	60%	-£31,042,048	-£30,722,564	-£30,959,384	-£30,980,633	-£30,661,149	-£30,897,969
30%	60%	-£31,668,603	-£31,285,222	-£31,569,407	-£31,594,906	-£31,211,524	-£31,495,708
35%	60%	-£32,295,158	-£31,847,880	-£32,179,428	-£32,209,177	-£31,761,900	-£32,093,448
40%	60%	-£32,921,713	-£32,410,538	-£32,789,450	-£32,823,449	-£32,312,274	-£32,691,187
50%	60%	-£34,174,822	-£33,535,854	-£34,009,495	-£34,051,993	-£33,413,025	-£33,886,665

<sup>13</sup> Whether the site comes forward for development would depend on whether the landowner would accept a lower or no premium on the existing use of the site

### CIL Zone 1 High Value – Z1 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£19,291,103	-£19,291,103	-£19,291,103	-£19,291,103	-£19,291,103	-£19,291,103
10%	70%	-£20,547,618	-£20,398,525	-£20,509,041	-£20,529,194	-£20,380,101	-£20,490,617
15%	70%	-£21,175,876	-£20,952,236	-£21,118,010	-£21,148,239	-£20,924,600	-£21,090,374
20%	70%	-£21,804,133	-£21,505,948	-£21,728,980	-£21,767,284	-£21,469,099	-£21,690,131
25%	70%	-£22,432,391	-£22,059,659	-£22,335,950	-£22,386,330	-£22,013,598	-£22,289,889
30%	70%	-£23,060,648	-£22,613,370	-£22,944,919	-£23,005,374	-£22,558,097	-£22,889,645
35%	70%	-£23,688,906	-£23,167,082	-£23,553,888	-£23,624,420	-£23,102,596	-£23,489,402
40%	70%	-£24,317,163	-£23,720,793	-£24,162,857	-£24,243,466	-£23,647,095	-£24,089,159
45%	70%	-£24,945,421	-£24,274,504	-£24,771,826	-£24,862,510	-£24,191,594	-£24,688,917
50%	70%	-£25,573,678	-£24,828,215	-£25,380,796	-£25,481,556	-£24,736,093	-£25,288,673
100%	70%	-£31,882,787	-£30,367,477	-£31,490,713	-£31,695,530	-£30,182,331	-£31,303,455
10%	80%	-£20,551,024	-£20,380,632	-£20,506,936	-£20,538,740	-£20,368,349	-£20,494,652
15%	80%	-£21,180,983	-£20,925,396	-£21,114,852	-£21,162,559	-£20,906,971	-£21,096,427
20%	80%	-£21,810,943	-£21,470,160	-£21,722,769	-£21,786,377	-£21,445,595	-£21,698,202
40%	80%	-£24,330,783	-£23,649,217	-£24,154,434	-£24,281,652	-£23,600,086	-£24,105,303
45%	80%	-£24,960,744	-£24,193,982	-£24,762,350	-£24,905,470	-£24,138,709	-£24,707,078
50%	80%	-£25,590,704	-£24,738,747	-£25,370,267	-£25,529,289	-£24,677,332	-£25,308,852
10%	60%	-£20,544,213	-£20,416,419	-£20,511,147	-£20,519,646	-£20,391,853	-£20,486,581
15%	60%	-£21,170,768	-£20,979,077	-£21,121,169	-£21,133,919	-£20,942,229	-£21,084,321
20%	60%	-£21,797,322	-£21,541,735	-£21,731,191	-£21,748,191	-£21,492,603	-£21,682,059
25%	60%	-£22,423,878	-£22,104,394	-£22,341,213	-£22,362,463	-£22,042,979	-£22,278,799
30%	60%	-£23,050,432	-£22,667,051	-£22,951,236	-£22,976,735	-£22,593,354	-£22,877,538
35%	60%	-£23,676,987	-£23,229,710	-£23,561,258	-£23,591,007	-£23,143,729	-£23,475,277
40%	60%	-£24,303,543	-£23,792,368	-£24,171,280	-£24,205,279	-£23,694,104	-£24,073,016
50%	60%	-£25,556,652	-£24,917,684	-£25,391,325	-£25,433,823	-£24,794,855	-£25,268,494

### CIL Zone 1 High Value – Z1 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£2,880,672	-£2,880,672	-£2,880,672	-£2,880,672	-£2,880,672	-£2,880,672
10%	70%	-£4,137,187	-£3,988,094	-£4,098,610	-£4,118,763	-£3,969,670	-£4,080,186
15%	70%	-£4,765,445	-£4,541,805	-£4,707,579	-£4,737,808	-£4,514,169	-£4,679,943
20%	70%	-£5,393,702	-£5,095,517	-£5,316,549	-£5,356,853	-£5,058,668	-£5,279,700
25%	70%	-£6,021,960	-£5,649,228	-£5,925,519	-£5,975,899	-£5,603,167	-£5,879,458
30%	70%	-£6,650,217	-£6,202,939	-£6,534,488	-£6,594,943	-£6,147,666	-£6,479,214
35%	70%	-£7,278,475	-£6,756,651	-£7,143,457	-£7,213,989	-£6,692,165	-£7,078,971
40%	70%	-£7,906,732	-£7,310,362	-£7,752,426	-£7,833,035	-£7,236,684	-£7,878,728
45%	70%	-£8,534,990	-£7,864,073	-£8,361,395	-£8,452,079	-£7,781,163	-£8,278,486
50%	70%	-£9,163,247	-£8,417,784	-£8,970,365	-£9,071,125	-£8,325,662	-£8,878,242
100%	70%	-£15,472,356	-£13,957,046	-£15,080,282	-£15,285,099	-£13,771,900	-£14,893,024
10%	80%	-£4,140,593	-£3,970,201	-£4,096,505	-£4,128,309	-£3,957,918	-£4,084,221
15%	80%	-£4,770,552	-£4,514,965	-£4,704,421	-£4,752,128	-£4,496,540	-£4,685,996
20%	80%	-£5,400,512	-£5,059,729	-£5,312,338	-£5,375,946	-£5,035,164	-£5,287,771
25%	80%	-£6,030,472	-£5,614,492	-£5,922,254	-£6,000,071	-£5,641,000	-£5,889,546
30%	80%	-£6,660,432	-£6,169,255	-£6,530,170	-£6,615,196	-£6,246,835	-£6,491,321
35%	80%	-£7,290,392	-£6,724,017	-£7,138,086	-£7,230,321	-£6,852,670	-£7,093,096
40%	80%	-£7,920,352	-£7,278,780	-£7,746,003	-£7,871,221	-£7,459,505	-£7,694,872
45%	80%	-£8,550,313	-£7,833,551	-£8,354,919	-£8,496,039	-£8,067,340	-£8,296,647
50%	80%	-£9,180,273	-£8,388,322	-£8,962,835	-£9,117,858	-£8,675,175	-£8,898,422
10%	60%	-£4,133,782	-£4,005,988	-£4,100,716	-£4,109,215	-£3,981,422	-£4,076,150
15%	60%	-£4,760,337	-£4,568,646	-£4,723,488	-£4,773,488	-£4,531,798	-£4,673,890
20%	60%	-£5,386,891	-£5,131,304	-£5,320,760	-£5,337,760	-£5,082,172	-£5,271,628
25%	60%	-£6,013,447	-£5,693,963	-£5,930,782	-£5,952,032	-£5,632,548	-£5,869,368
30%	60%	-£6,640,001	-£6,256,620	-£6,540,805	-£6,566,304	-£6,182,923	-£6,467,107
35%	60%	-£7,266,556	-£6,819,279	-£7,150,827	-£7,180,576	-£6,735,298	-£7,064,846
40%	60%	-£7,893,112	-£7,381,937	-£7,760,849	-£7,794,848	-£7,283,673	-£7,662,585
50%	60%	-£9,146,221	-£8,507,253	-£8,980,894	-£9,023,392	-£8,384,424	-£8,858,063

### CIL Zone 1 High Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£6,095,374	£6,095,374	£6,095,374	£6,095,374	£6,095,374	£6,095,374
10%	70%	£4,838,859	£4,987,951	£4,877,436	£4,857,283	£5,006,376	£4,895,859
15%	70%	£4,210,601	£4,434,240	£4,268,466	£4,238,238	£4,461,877	£4,296,103
20%	70%	£3,582,344	£3,880,529	£3,659,496	£3,619,192	£3,917,377	£3,696,346
25%	70%	£2,954,086	£3,326,818	£3,050,527	£3,000,147	£3,372,879	£3,096,588
30%	70%	£2,325,829	£2,773,107	£2,441,558	£2,381,102	£2,828,379	£2,496,831
35%	70%	£1,697,571	£2,219,395	£1,832,589	£1,762,057	£2,283,881	£1,897,074
40%	70%	£1,069,314	£1,665,684	£1,223,619	£1,143,011	£1,739,381	£1,297,318
45%	70%	£441,056	£1,111,972	£614,650	£523,966	£1,194,883	£697,560
50%	70%	-£187,202	£558,261	£5,681	-£95,079	£650,383	£97,803
100%	70%	-£6,496,310	-£4,981,000	-£6,104,237	-£6,309,053	-£4,795,855	-£5,916,978
10%	80%	£4,835,453	£5,005,845	£4,879,541	£4,847,736	£5,018,128	£4,891,824
15%	80%	£4,205,494	£4,461,081	£4,271,624	£4,223,917	£4,479,505	£4,290,049
20%	80%	£3,575,533	£3,916,317	£3,663,708	£3,600,100	£3,940,882	£3,688,274
25%	80%	£1,055,693	£1,737,259	£1,232,043	£1,104,824	£1,786,391	£1,281,174
45%	80%	£425,733	£1,192,495	£624,127	£481,006	£1,247,767	£679,399
50%	80%	-£204,228	£647,730	£16,210	-£142,813	£709,145	£77,624
10%	60%	£4,842,264	£4,970,058	£4,875,329	£4,866,830	£4,994,623	£4,899,896
15%	60%	£4,215,709	£4,407,399	£4,265,307	£4,252,558	£4,444,248	£4,302,156
20%	60%	£3,589,154	£3,844,741	£3,655,263	£3,638,285	£3,893,873	£3,704,417
25%	60%	£2,962,599	£3,282,083	£3,045,263	£3,024,014	£3,343,498	£3,106,678
30%	60%	£2,336,044	£2,719,425	£2,435,241	£2,409,741	£2,793,123	£2,508,939
35%	60%	£1,709,490	£2,156,767	£1,825,219	£1,795,470	£2,242,747	£1,911,199
40%	60%	£1,082,934	£1,594,109	£1,215,197	£1,181,198	£1,692,373	£1,313,460
50%	60%	-£170,175	£468,793	-£4,848	-£47,346	£591,622	£117,982

### CIL Zone 1 Medium Value – Z1 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£31,025,027	£31,025,027	£31,025,027	£31,025,027	£31,025,027	£31,025,027
10%	70%	£31,975,125	£31,820,874	£31,931,596	£31,957,013	£31,802,762	£31,913,484
15%	70%	£32,450,175	£32,218,797	£32,384,882	£32,423,007	£32,191,629	£32,357,714
20%	70%	£32,925,224	£32,616,720	£32,838,167	£32,889,000	£32,580,497	£32,801,942
25%	70%	£33,400,274	£33,014,644	£33,291,451	£33,354,994	£32,969,364	£33,246,171
30%	70%	£33,875,324	£33,412,568	£33,744,737	£33,820,987	£33,358,232	£33,690,401
35%	70%	£34,350,373	£33,810,492	£34,198,022	£34,286,981	£33,747,099	£34,134,630
40%	70%	£34,825,423	£34,208,415	£34,651,308	£34,752,974	£34,135,967	£34,578,858
45%	70%	£35,300,472	£34,606,338	£35,104,592	£35,218,967	£34,524,834	£35,023,088
50%	70%	£35,775,521	£35,004,262	£35,557,877	£35,684,961	£34,913,702	£35,467,317
100%	70%	£40,553,394	£38,985,647	£40,110,987	£40,369,311	£38,803,500	£39,926,903
10%	80%	£31,979,268	£31,802,979	£31,929,520	£31,967,193	£31,790,905	£31,917,446
15%	80%	£32,456,388	£32,191,957	£32,381,768	£32,438,276	£32,173,844	£32,363,655
20%	80%	£32,933,509	£32,580,933	£32,834,014	£32,909,359	£32,556,784	£32,809,865
40%	80%	£34,841,992	£34,136,840	£34,643,002	£34,793,693	£34,088,541	£34,594,704
45%	80%	£35,319,112	£34,525,816	£35,095,250	£35,264,776	£34,471,480	£35,040,913
50%	80%	£35,796,233	£34,914,793	£35,547,496	£35,735,860	£34,854,420	£35,487,123
10%	60%	£31,970,983	£31,838,767	£31,933,672	£31,946,834	£31,814,618	£31,909,523
15%	60%	£32,443,961	£32,245,637	£32,387,996	£32,407,738	£32,209,414	£32,351,772
20%	60%	£32,916,941	£32,652,508	£32,842,319	£32,868,641	£32,604,209	£32,794,020
25%	60%	£33,389,919	£33,059,378	£33,296,642	£33,329,545	£33,099,005	£33,236,268
30%	60%	£33,862,897	£33,466,249	£33,750,966	£33,790,449	£33,393,801	£33,678,517
35%	60%	£34,335,875	£33,873,119	£34,205,288	£34,251,352	£33,788,597	£34,120,766
40%	60%	£34,808,854	£34,279,990	£34,659,612	£34,712,256	£34,183,392	£34,563,014
50%	60%	£35,281,831	£34,686,861	£35,113,535	£35,166,160	£34,576,018	£35,005,262

### CIL Zone 1 Medium Value – Z1 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£22,406,856	£22,406,856	£22,406,856	£22,406,856	£22,406,856	£22,406,856
10%	70%	£23,356,955	£23,202,703	£23,313,426	£23,338,842	£23,184,591	£23,295,313
15%	70%	£23,832,005	£23,600,627	£23,766,711	£23,804,837	£23,573,459	£23,739,543
20%	70%	£24,307,054	£23,998,550	£24,219,997	£24,270,830	£23,962,326	£24,183,772
25%	70%	£24,782,103	£24,396,474	£24,673,281	£24,736,823	£24,351,194	£24,628,001
30%	70%	£25,257,153	£24,794,397	£25,126,566	£25,202,816	£24,740,061	£25,072,230
35%	70%	£25,732,202	£25,192,321	£25,579,852	£25,668,811	£25,128,929	£25,516,459
40%	70%	£26,207,252	£25,590,245	£26,033,137	£26,134,804	£25,517,796	£25,960,688
45%	70%	£26,682,302	£25,988,168	£26,486,421	£26,600,797	£25,906,664	£26,404,917
50%	70%	£27,157,351	£26,386,092	£26,939,707	£27,066,790	£26,295,531	£26,849,146
100%	70%	£31,935,224	£30,367,477	£31,492,816	£31,751,141	£30,185,329	£31,308,732
10%	80%	£23,361,097	£23,184,809	£23,311,350	£23,349,023	£23,172,735	£23,299,276
15%	80%	£23,838,218	£23,573,786	£23,763,597	£23,820,105	£23,556,674	£23,745,485
20%	80%	£24,315,338	£23,962,763	£24,215,844	£24,291,189	£23,938,613	£24,191,694
40%	80%	£26,223,821	£25,518,707	£26,024,832	£26,175,522	£25,470,371	£25,976,533
45%	80%	£26,700,942	£25,907,646	£26,477,079	£26,646,606	£25,853,310	£26,422,742
50%	80%	£27,178,062	£26,296,622	£26,929,326	£27,117,689	£26,236,249	£26,868,953
10%	60%	£23,352,813	£23,220,597	£23,315,502	£23,328,663	£23,196,448	£23,291,352
15%	60%	£23,825,791	£23,627,467	£23,769,825	£23,789,967	£23,591,243	£23,733,602
20%	60%	£24,298,770	£24,034,338	£24,224,149	£24,250,470	£23,986,039	£24,175,850
25%	60%	£24,771,748	£24,441,208	£24,678,472	£24,711,374	£24,380,835	£24,618,098
30%	60%	£25,244,727	£24,849,079	£25,132,795	£25,172,275	£24,775,630	£25,060,346
35%	60%	£25,717,705	£25,254,949	£25,587,118	£25,633,181	£25,170,422	£25,502,595
40%	60%	£26,190,683	£25,661,820	£26,041,441	£26,094,085	£25,565,226	£25,944,843
50%	60%	£27,136,841	£26,475,561	£26,950,088	£27,015,892	£26,354,813	£26,829,340

### CIL Zone 1 Medium Value – Z1 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£5,996,425	£5,996,425	£5,996,425	£5,996,425	£5,996,425	£5,996,425
10%	70%	£6,946,524	£6,792,272	£6,902,995	£6,928,412	£6,774,160	£6,884,883
15%	70%	£7,421,574	£7,190,196	£7,356,280	£7,394,406	£7,163,028	£7,329,112
20%	70%	£7,896,623	£7,588,119	£7,809,566	£7,860,399	£7,551,895	£7,773,341
25%	70%	£8,371,672	£7,986,043	£8,262,850	£8,326,392	£7,940,763	£8,217,570
30%	70%	£8,846,722	£8,383,966	£8,716,135	£8,792,385	£8,329,630	£8,661,799
35%	70%	£9,321,771	£8,781,890	£9,169,421	£9,258,380	£8,718,498	£9,106,028
40%	70%	£9,796,821	£9,179,814	£9,622,706	£9,724,373	£9,107,365	£9,550,257
45%	70%	£10,271,871	£9,577,737	£9,977,992	£10,190,366	£9,496,233	£9,994,487
50%	70%	£10,746,920	£9,975,661	£10,529,276	£10,658,359	£9,885,100	£10,438,715
100%	70%	£15,524,793	£13,957,046	£15,082,385	£15,340,710	£13,774,898	£14,898,301
10%	80%	£6,950,666	£6,774,378	£6,900,919	£6,938,592	£6,762,304	£6,888,845
15%	80%	£7,427,787	£7,163,355	£7,353,166	£7,409,674	£7,145,243	£7,335,054
20%	80%	£7,904,907	£7,552,332	£7,805,413	£7,880,758	£7,528,182	£7,781,263
40%	80%	£9,813,390	£9,108,239	£9,614,401	£9,765,091	£9,059,940	£9,566,102
45%	80%	£10,290,511	£9,497,215	£10,066,648	£10,236,175	£9,442,879	£10,012,311
50%	80%	£10,767,631	£9,886,191	£10,518,895	£10,707,258	£9,825,818	£10,458,522
10%	60%	£6,942,382	£6,810,166	£6,905,071	£6,918,232	£6,786,017	£6,880,921
15%	60%	£7,415,360	£7,217,036	£7,359,394	£7,379,136	£7,180,812	£7,323,171
20%	60%	£7,888,339	£7,623,907	£7,813,718	£7,840,039	£7,575,608	£7,765,419
25%	60%	£8,361,317	£8,030,777	£8,268,041	£8,300,943	£7,970,404	£8,207,667
30%	60%	£8,834,296	£8,437,648	£8,722,364	£8,761,847	£8,365,199	£8,649,915
35%	60%	£9,307,274	£8,844,518	£9,176,687	£9,222,750	£8,759,995	£9,092,164
40%	60%	£9,780,252	£9,251,399	£9,631,010	£9,683,654	£9,154,791	£9,534,412
50%	60%	£10,253,230	£9,660,270	£10,039,857	£10,095,461	£9,944,382	£10,418,909

### CIL Zone 1 Medium Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£2,979,621	£2,979,621	£2,979,621	£2,979,621	£2,979,621	£2,979,621
10%	70%	£2,029,522	£2,183,773	£2,073,051	£2,047,634	£2,201,885	£2,091,163
15%	70%	£1,554,472	£1,785,850	£1,619,765	£1,581,640	£1,813,018	£1,646,933
20%	70%	£1,079,423	£1,387,927	£1,166,480	£1,115,647	£1,424,150	£1,202,705
25%	70%	£604,373	£990,003	£713,196	£649,653	£1,035,283	£758,476
30%	70%	£129,323	£592,079	£259,910	£183,660	£646,415	£314,246
35%	70%	£-345,726	£194,155	£-193,375	£-282,334	£257,548	£-129,982
40%	70%	£-820,776	£-203,768	£-646,661	£-748,327	£-131,320	£-574,211
45%	70%	£-1,295,825	£-601,691	£-1,099,945	£-1,214,320	£-520,187	£-1,018,441
50%	70%	£-1,770,874	£-999,615	£-1,553,230	£-1,680,314	£-909,055	£-1,462,670
100%	70%	£-6,548,747	£-4,981,000	£-6,106,340	£-6,364,664	£-4,798,852	£-5,922,256
10%	80%	£2,025,380	£2,201,668	£2,075,127	£2,037,454	£2,213,742	£2,087,201
15%	80%	£1,548,259	£1,812,690	£1,622,879	£1,566,371	£1,830,803	£1,640,992
20%	80%	£1,071,138	£1,423,714	£1,170,633	£1,095,288	£1,447,863	£1,194,783
25%	80%	£-837,345	£-132,193	£-638,355	£-789,046	£-83,894	£-590,057
30%	80%	£-1,314,465	£-521,169	£-1,090,603	£-1,260,129	£-466,833	£-1,036,266
35%	80%	£-1,791,586	£-910,146	£-1,542,849	£-1,731,212	£-849,773	£-1,482,476
10%	60%	£2,033,664	£2,165,880	£2,070,975	£2,057,813	£2,190,029	£2,095,124
15%	60%	£1,560,686	£1,759,010	£1,616,651	£1,596,909	£1,795,233	£1,652,875
20%	60%	£1,087,707	£1,352,139	£1,162,328	£1,136,006	£1,400,438	£1,210,627
25%	60%	£614,728	£945,269	£708,005	£675,102	£1,005,642	£768,379
30%	60%	£141,750	£538,398	£253,681	£214,198	£610,846	£326,130
35%	60%	£-331,228	£131,528	£-200,641	£-246,705	£216,050	£-116,119
40%	60%	£-804,207	£-275,343	£-654,965	£-707,609	£-178,745	£-658,367
50%	60%	£-1,750,164	£-1,089,084	£-1,563,611	£-1,629,416	£-968,337	£-1,442,863

### CIL Zone 1 Low Value – Z1 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£-34,140,779	£-34,140,779	£-34,140,779	£-34,140,779	£-34,140,779	£-34,140,779
10%	70%	£-34,789,150	£-34,625,754	£-34,736,477	£-34,771,116	£-34,607,719	£-34,718,443
15%	70%	£-35,113,335	£-34,868,241	£-35,034,326	£-35,086,284	£-34,841,191	£-35,007,274
20%	70%	£-35,437,520	£-35,110,729	£-35,332,175	£-35,401,451	£-35,074,660	£-35,296,107
25%	70%	£-35,761,705	£-35,353,215	£-35,630,023	£-35,716,619	£-35,308,130	£-35,594,538
30%	70%	£-36,085,890	£-35,595,703	£-35,927,872	£-36,031,788	£-35,541,600	£-35,873,770
35%	70%	£-36,410,075	£-35,838,190	£-36,225,721	£-36,346,956	£-35,775,071	£-36,162,602
40%	70%	£-36,734,260	£-36,080,678	£-36,523,569	£-36,662,123	£-36,008,541	£-36,451,433
45%	70%	£-37,058,445	£-36,323,164	£-36,821,418	£-36,977,292	£-36,242,011	£-36,740,265
50%	70%	£-37,382,630	£-36,565,652	£-37,119,267	£-37,292,460	£-36,475,481	£-37,029,096
100%	70%	£-40,653,469	£-38,992,789	£-40,118,127	£-40,470,178	£-38,810,995	£-39,934,838
10%	80%	£-34,794,363	£-34,607,626	£-34,734,167	£-34,782,341	£-34,595,603	£-34,722,144
15%	80%	£-35,121,155	£-34,841,049	£-35,030,860	£-35,103,122	£-34,823,015	£-35,012,825
20%	80%	£-35,447,949	£-35,074,473	£-35,327,553	£-35,423,903	£-35,050,427	£-35,303,508
25%	80%	£-35,775,117	£-36,088,165	£-36,514,328	£-36,707,027	£-35,960,074	£-36,466,237
30%	80%	£-36,101,910	£-36,241,589	£-36,811,022	£-37,027,807	£-36,187,486	£-36,756,919
35%	80%	£-36,428,702	£-36,475,012	£-37,107,715	£-37,348,588	£-36,414,898	£-37,047,601
40%	80%	£-36,753,936	£-36,643,882	£-37,398,787	£-37,639,890	£-36,619,836	£-37,338,482
45%	80%	£-37,079,170	£-36,812,752	£-37,689,856	£-37,931,192	£-36,814,774	£-37,629,363
50%	80%	£-37,404,404	£-36,981,622	£-37,980,922	£-38,222,494	£-37,010,712	£-37,920,244
10%	60%	£-35,105,514	£-34,895,434	£-35,037,791	£-35,089,445	£-34,859,365	£-35,001,723
15%	60%	£-35,427,091	£-35,146,984	£-35,336,795	£-35,379,001	£-35,098,893	£-35,288,704
20%	60%	£-35,748,669	£-35,398,536	£-35,635,799	£-35,688,556	£-35,338,422	£-35,575,686
25%	60%	£-36,070,247	£-35,650,087	£-35,934,803	£-35,998,110	£-35,577,950	£-35,862,667
30%	60%	£-36,391,825	£-35,901,638	£-36,233,807	£-36,307,666	£-35,817,479	£-36,149,648
35%	60%	£-36,713,403	£-36,153,189	£-36,532,811	£-36,617,221	£-35,617,008	£-36,436,629
40%	60%	£-37,035,981	£-36,404,740	£-36,832,815	£-36,921,775	£-35,416,537	£-36,723,610
50%	60%	£-37,358,559	£-36,656,291	£-37,130,819	£-37,236,332	£-36,636,065	£-37,010,592

### CIL Zone 1 Low Value – Z1 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£-25,522,609	£-25,522,609	£-25,522,609	£-25,522,609	£-25,522,609	£-25,522,609
10%	70%	£-26,170,980	£-26,007,583	£-26,118,307	£-26,152,945	£-25,989,549	£-26,100,272
15%	70%	£-26,495,164	£-26,250,071	£-26,416,155	£-26,468,113	£-26,223,019	£-26,389,104
20%	70%	£-26,819,350	£-26,492,558	£-26,714,004	£-26,783,281	£-26,456,489	£-26,677,936
25%	70%	£-27,143,534	£-26,735,045	£-27,011,853	£-27,088,449	£-26,689,960	£-26,966,768
30%	70%	£-27,467,720	£-26,977,532	£-27,309,701	£-27,413,617	£-26,923,430	£-27,255,599
35%	70%	£-27,791,904	£-27,220,020	£-27,607,550	£-27,728,786	£-27,156,900	£-27,544,431
40%	70%	£-28,116,090	£-27,462,507	£-27,905,399	£-28,043,953	£-27,390,370	£-27,833,263
45%	70%	£-28,440,274	£-27,704,994	£-28,203,247	£-28,359,121	£-27,623,841	£-28,122,094
50%	70%	£-28,764,460	£-27,947,481	£-28,501,097	£-28,674,290	£-27,857,311	£-28,410,926
100%	70%	£-32,035,299	£-30,374,618	£-31,499,957	£-31,852,008	£-30,192,825	£-31,316,667
10%	80%	£-26,176,193	£-25,989,455	£-26,115,996	£-26,164,171	£-25,977,432	£-26,103,973
15%	80%	£-26,502,985	£-26,222,879	£-26,412,689	£-26,484,952	£-26,204,844	£-26,394,655
20%	80%	£-26,829,778	£-26,466,302	£-26,709,383	£-26,805,732	£-26,432,256	£-26,685,338
25%	80%	£-27,156,571	£-26,708,725	£-27,006,176	£-27,088,585	£-26,664,164	£-26,976,021
30%	80%	£-27,483,364	£-26,950,158	£-27,303,069	£-27,385,434	£-26,893,072	£-27,266,704
35%	80%	£-27,810,157	£-27,191,591	£-27,600,962	£-27,687,289	£-27,121,980	£-27,557,387
40%	80%	£-28,136,950	£-27,433,024	£-27,897,855	£-28,000,143	£-27,351,888	£-27,848,060
45%	80%	£-28,463,743	£-27,674,457	£-28,194,748	£-28,313,997	£-27,581,791	£-28,138,749
50%	80%	£-28,790,536	£-27,915,890	£-28,491,641	£-28,627,851	£-27,811,694	£-28,429,431
10%	60%	£-26,165,765	£-26,025,712	£-26,120,616	£-26,141,719	£-26,001,666	£-26,096,572
15%	60%	£-26,487,343	£-26,277,263	£-26,416,620	£-26,451,274	£-26,241,194	£-26,383,553
20%	60%	£-26,808,921	£-26,528,814	£-26,718,624	£-26,760,830	£-26,480,723	£-26,670,534
25%	60%	£-27,130,499	£-26,780,365	£-27,017,628	£-27,070,385	£-26,720,251	£-26,957,516
30%	60%	£-27,452,077	£-27,031,917	£-27,316,632	£-27,379,940	£-26,959,780	£-27,244,497
35%	60%	£-27,773,655	£-27,283,467	£-27,616,636	£-27,689,496	£-27,199,308	£-27,531,478
40%	60%	£-28,095,233	£-27,535,019	£-27,914,640	£-27,990,051	£-27,438,837	£-27,818,459
50%	60%	£-28,416,811	£-27,786,571	£-28,212,644	£-28,271,604	£-27,678,386	£-28,105,440

### CIL Zone 1 Low Value – Z1 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£9,112,178	-£9,112,178	-£9,112,178	-£9,112,178	-£9,112,178	-£9,112,178
10%	70%	-£9,760,549	-£9,597,152	-£9,707,876	-£9,742,514	-£9,579,118	-£9,689,841
15%	70%	-£10,084,733	-£9,839,640	-£10,005,724	-£10,057,682	-£9,812,588	-£9,978,673
20%	70%	-£10,408,919	-£10,082,127	-£10,303,573	-£10,372,850	-£10,046,058	-£10,267,505
25%	70%	-£10,733,103	-£10,324,614	-£10,601,422	-£10,688,018	-£10,279,529	-£10,556,337
30%	70%	-£11,057,289	-£10,567,101	-£10,899,270	-£11,003,186	-£10,512,999	-£10,845,168
35%	70%	-£11,381,473	-£10,809,589	-£11,197,119	-£11,318,355	-£10,746,469	-£11,134,000
40%	70%	-£11,705,659	-£11,052,076	-£11,494,968	-£11,633,522	-£10,979,939	-£11,422,832
45%	70%	-£12,029,843	-£11,294,563	-£11,792,816	-£11,948,690	-£11,213,410	-£11,711,663
50%	70%	-£12,354,029	-£11,537,050	-£12,090,666	-£12,263,859	-£11,446,880	-£12,000,495
100%	70%	-£15,624,868	-£13,964,187	-£15,089,526	-£15,441,577	-£13,782,394	-£14,906,236
10%	80%	-£9,765,762	-£9,579,024	-£9,705,565	-£9,753,740	-£9,567,001	-£9,693,542
15%	80%	-£10,092,554	-£9,812,448	-£10,002,258	-£10,074,521	-£9,794,413	-£9,984,224
20%	80%	-£10,419,347	-£10,045,871	-£10,298,952	-£10,395,301	-£10,021,825	-£10,274,907
40%	80%	-£11,726,516	-£10,979,564	-£11,485,726	-£11,678,425	-£10,931,473	-£11,437,635
45%	80%	-£12,053,308	-£11,212,987	-£11,782,420	-£11,999,206	-£11,158,885	-£11,728,318
50%	80%	-£12,380,100	-£11,446,410	-£12,079,114	-£12,319,986	-£11,386,297	-£12,019,000
10%	60%	-£9,765,334	-£9,615,281	-£9,710,185	-£9,731,288	-£9,591,235	-£9,686,141
15%	60%	-£10,076,912	-£9,866,832	-£10,009,189	-£10,040,843	-£9,830,763	-£9,973,122
20%	60%	-£10,398,490	-£10,118,383	-£10,308,193	-£10,350,399	-£10,070,922	-£10,260,103
25%	60%	-£10,720,068	-£10,369,934	-£10,607,197	-£10,659,954	-£10,308,820	-£10,547,085
30%	60%	-£11,041,646	-£10,621,486	-£10,906,201	-£10,969,509	-£10,549,349	-£10,834,066
35%	60%	-£11,363,224	-£10,873,036	-£11,205,205	-£11,279,065	-£10,788,878	-£11,121,047
40%	60%	-£11,684,802	-£11,124,588	-£11,504,209	-£11,588,820	-£11,028,406	-£11,408,028
50%	60%	-£12,327,957	-£11,827,690	-£12,102,217	-£12,207,731	-£11,607,463	-£11,981,991

### CIL Zone 1 Low Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£136,132	-£136,132	-£136,132	-£136,132	-£136,132	-£136,132
10%	70%	-£784,503	-£821,107	-£731,830	-£766,469	-£803,072	-£713,796
15%	70%	-£1,108,688	-£863,594	-£1,029,679	-£1,081,637	-£836,543	-£1,002,627
20%	70%	-£1,432,873	-£1,106,082	-£1,327,528	-£1,396,804	-£1,070,013	-£1,291,460
25%	70%	-£1,757,058	-£1,348,568	-£1,625,376	-£1,711,972	-£1,303,483	-£1,580,291
30%	70%	-£2,081,243	-£1,591,056	-£1,923,225	-£2,027,141	-£1,536,953	-£1,869,122
35%	70%	-£2,405,428	-£1,833,543	-£2,221,073	-£2,342,309	-£1,770,424	-£2,157,955
40%	70%	-£2,729,613	-£2,076,031	-£2,518,922	-£2,657,476	-£2,003,894	-£2,446,786
45%	70%	-£3,053,798	-£2,318,517	-£2,816,771	-£2,972,645	-£2,237,364	-£2,735,618
50%	70%	-£3,377,983	-£2,561,005	-£3,114,620	-£3,287,813	-£2,470,834	-£3,024,449
100%	70%	-£6,648,822	-£4,988,142	-£6,113,480	-£6,465,531	-£4,806,348	-£5,930,191
10%	80%	-£789,716	-£802,979	-£729,520	-£777,694	-£590,956	-£717,497
15%	80%	-£1,116,508	-£836,402	-£1,026,213	-£1,098,475	-£818,368	-£1,008,178
20%	80%	-£1,443,302	-£1,069,826	-£1,322,906	-£1,419,256	-£1,045,780	-£1,298,861
40%	80%	-£2,750,470	-£2,003,518	-£2,509,680	-£2,702,379	-£1,955,427	-£2,461,590
45%	80%	-£3,077,263	-£2,236,941	-£2,806,375	-£3,023,160	-£2,182,839	-£2,752,272
50%	80%	-£3,404,055	-£2,470,365	-£3,103,068	-£3,343,941	-£2,410,251	-£3,042,954
10%	60%	-£779,289	-£639,235	-£734,140	-£755,243	-£615,189	-£710,095
15%	60%	-£1,100,867	-£890,787	-£1,033,144	-£1,064,798	-£854,718	-£997,076
20%	60%	-£1,422,444	-£1,142,337	-£1,332,148	-£1,374,354	-£1,094,246	-£1,284,057
25%	60%	-£1,744,022	-£1,393,889	-£1,631,152	-£1,683,908	-£1,333,775	-£1,571,039
30%	60%	-£2,065,600	-£1,645,440	-£1,930,156	-£1,993,463	-£1,573,303	-£1,856,020
35%	60%	-£2,387,178	-£1,896,991	-£2,229,160	-£2,303,019	-£1,812,832	-£2,145,001
40%	60%	-£2,708,756	-£2,148,542	-£2,528,164	-£2,612,574	-£2,052,360	-£2,431,982
50%	60%	-£3,351,912	-£2,651,644	-£3,126,172	-£3,231,685	-£2,531,418	-£3,005,945

### CIL Zone 2 High Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£3,819,430	£3,819,430	£3,819,430	£3,819,430	£3,819,430	£3,819,430
10%	70%	£2,786,392	£2,939,915	£2,829,191	£2,803,021	£2,956,543	£2,845,820
15%	70%	£2,269,872	£2,500,156	£2,334,072	£2,294,815	£2,525,100	£2,359,016
20%	70%	£1,753,352	£2,060,399	£1,838,952	£1,786,610	£2,093,656	£1,872,211
25%	70%	£1,236,833	£1,620,641	£1,343,833	£1,278,405	£1,662,212	£1,385,406
30%	70%	£720,313	£1,180,883	£848,714	£770,200	£1,230,769	£898,600
35%	70%	£203,794	£741,125	£353,595	£261,995	£799,325	£411,795
40%	70%	-£312,726	£301,367	-£141,525	-£246,211	£367,882	-£75,010
45%	70%	-£829,246	-£138,391	-£636,644	-£754,416	-£63,562	-£561,815
50%	70%	-£1,345,765	-£578,149	-£1,131,764	-£1,262,521	-£495,005	-£1,048,619
100%	70%	-£6,539,168	-£4,977,827	-£6,103,165	-£6,369,160	-£4,810,095	-£5,934,157
10%	80%	£2,782,250	£2,957,705	£2,831,164	£2,793,335	£2,968,790	£2,842,249
15%	80%	£2,263,659	£2,526,841	£2,337,030	£2,280,287	£2,543,470	£2,355,659
20%	80%	£1,745,068	£2,095,976	£1,842,897	£1,767,240	£2,118,150	£1,885,068
45%	80%	-£329,295	-£372,539	-£133,637	-£284,951	-£16,870	-£99,293
45%	80%	-£847,886	-£58,337	-£627,770	-£798,000	-£5,451	-£577,883
50%	80%	-£1,366,476	-£489,201	-£1,121,903	-£1,311,047	-£433,771	-£1,066,474
10%	60%	£2,790,533	£2,924,425	£2,827,220	£2,816,705	£2,944,297	£2,849,352
15%	60%	£2,276,066	£2,473,472	£2,331,114	£2,309,343	£2,506,730	£2,364,372
20%	60%	£1,761,637	£2,024,819	£1,835,008	£1,805,981	£2,069,163	£1,879,352
25%	60%	£1,247,188	£1,576,166	£1,338,903	£1,302,618	£1,631,927	£1,394,332
30%	60%	£732,740	£1,127,613	£842,799	£799,255	£1,194,029	£909,312
35%	60%	£218,291	£678,862	£346,892	£286,892	£756,463	£424,294
40%	60%	-£296,157	£230,209	-£149,414	-£207,470	£318,895	-£60,726
50%	60%	-£1,325,054	-£667,097	-£1,141,624	-£1,214,195	-£556,238	-£1,030,766

### CIL Zone 2 High Value – Z2 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£5,878,046	£5,878,046	£5,878,046	£5,878,046	£5,878,046	£5,878,046
10%	70%	£4,845,008	£4,998,531	£4,887,807	£4,861,636	£5,015,159	£4,904,436
15%	70%	£4,328,487	£4,558,772	£4,392,688	£4,353,430	£4,583,716	£4,417,632
20%	70%	£3,811,968	£4,119,015	£3,897,568	£3,845,225	£4,152,272	£3,930,826
25%	70%	£3,295,449	£3,679,256	£3,402,449	£3,337,021	£3,720,828	£3,444,021
30%	70%	£2,778,929	£3,239,499	£2,907,330	£2,828,816	£3,289,385	£2,957,216
35%	70%	£2,262,409	£2,799,741	£2,412,211	£2,320,611	£2,857,941	£2,470,411
40%	70%	£1,745,890	£2,359,982	£1,917,091	£1,812,405	£2,426,498	£1,983,606
45%	70%	£1,229,370	£1,920,225	£1,421,971	£1,304,200	£1,995,054	£1,496,801
50%	70%	£712,850	£1,480,467	£926,852	£795,995	£1,563,611	£1,009,996
100%	70%	£-4,479,553	£-2,919,211	£-4,044,550	£-4,310,545	£-2,751,480	£-3,875,542
10%	80%	£4,840,865	£5,016,321	£4,889,780	£4,851,951	£5,027,406	£4,900,865
15%	80%	£4,322,274	£4,585,457	£4,395,646	£4,338,903	£4,602,085	£4,412,275
20%	80%	£3,803,684	£4,154,594	£3,901,513	£3,825,855	£4,176,766	£3,923,684
40%	80%	£1,729,321	£2,431,142	£1,924,979	£1,773,665	£2,475,485	£1,969,323
45%	80%	£1,210,730	£2,000,279	£1,430,845	£1,280,616	£2,050,165	£1,480,732
50%	80%	£692,139	£1,569,415	£936,713	£747,568	£1,624,845	£992,142
10%	60%	£4,849,149	£4,980,740	£4,885,836	£4,871,321	£5,002,912	£4,908,008
15%	60%	£4,334,701	£4,532,088	£4,389,729	£4,367,959	£4,565,346	£4,422,988
20%	60%	£3,820,253	£4,083,435	£3,893,624	£3,864,596	£4,127,779	£3,937,968
25%	60%	£3,305,804	£3,634,782	£3,397,519	£3,361,233	£3,690,212	£3,452,948
30%	60%	£2,791,355	£3,186,129	£2,901,413	£2,857,871	£3,252,645	£2,967,928
35%	60%	£2,276,907	£2,737,477	£2,405,308	£2,354,508	£2,815,078	£2,482,909
40%	60%	£1,762,459	£2,288,824	£1,909,202	£1,851,146	£2,377,511	£1,997,889
50%	60%	£733,562	£1,391,519	£916,991	£844,420	£1,502,377	£1,027,850

### CIL Zone 2 High Value – Z2 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£6,786,752	£6,786,752	£6,786,752	£6,786,752	£6,786,752	£6,786,752
10%	70%	£5,753,714	£5,907,237	£5,796,513	£5,770,343	£5,923,865	£5,813,142
15%	70%	£5,237,194	£5,467,478	£5,301,394	£5,262,137	£5,492,422	£5,326,338
20%	70%	£4,720,674	£5,027,721	£4,806,274	£4,753,932	£5,060,978	£4,839,533
25%	70%	£4,204,155	£4,587,963	£4,311,155	£4,245,727	£4,629,534	£4,352,728
30%	70%	£3,687,635	£4,148,205	£3,816,036	£3,737,522	£4,198,091	£3,865,922
35%	70%	£3,171,116	£3,708,447	£3,320,917	£3,229,317	£3,766,647	£3,379,117
40%	70%	£2,654,596	£3,268,689	£2,825,797	£2,721,111	£3,335,204	£2,892,312
45%	70%	£2,138,076	£2,828,931	£2,330,678	£2,212,906	£2,903,760	£2,405,507
50%	70%	£1,621,557	£2,389,173	£1,835,558	£1,704,701	£2,472,317	£1,918,703
100%	70%	£-3,570,846	£-2,010,505	£-3,135,843	£-3,401,838	£-1,842,773	£-2,966,835
10%	80%	£5,749,572	£5,925,027	£5,798,486	£5,760,657	£5,936,112	£5,809,571
15%	80%	£5,230,981	£5,494,163	£5,304,352	£5,247,609	£5,510,792	£5,320,981
20%	80%	£4,712,390	£5,063,300	£4,810,219	£4,734,562	£5,085,472	£4,832,390
40%	80%	£2,638,027	£3,339,848	£2,833,685	£2,682,371	£3,384,192	£2,878,029
45%	80%	£2,119,436	£2,908,985	£2,339,552	£2,169,322	£2,958,871	£2,389,439
50%	80%	£1,600,845	£2,478,121	£1,845,419	£1,656,275	£2,533,551	£1,900,848
10%	60%	£5,757,855	£5,889,447	£5,794,542	£5,780,027	£5,911,619	£5,816,714
15%	60%	£5,243,408	£5,440,794	£5,298,436	£5,276,665	£5,474,052	£5,331,694
20%	60%	£4,728,959	£4,992,141	£4,802,330	£4,773,303	£5,036,485	£4,846,674
25%	60%	£4,214,510	£4,543,488	£4,306,225	£4,269,939	£4,598,918	£4,361,654
30%	60%	£3,700,062	£4,094,835	£3,810,120	£3,766,577	£4,161,351	£3,876,634
35%	60%	£3,185,613	£3,646,184	£3,314,014	£3,263,214	£3,723,785	£3,391,616
40%	60%	£2,671,165	£3,197,531	£2,817,908	£2,759,852	£3,286,217	£2,906,596
50%	60%	£1,642,268	£2,300,225	£1,825,698	£1,753,127	£2,411,083	£1,936,556

### CIL Zone 2 Medium Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£307,462	£307,462	£307,462	£307,462	£307,462	£307,462
10%	70%	£-384,565	£-221,170	£-331,893	£-367,156	£-203,760	£-314,483
15%	70%	£-730,579	£-485,485	£-651,570	£-704,465	£-459,371	£-625,455
20%	70%	£-1,076,592	£-749,801	£-971,247	£-1,041,773	£-714,962	£-936,428
25%	70%	£-1,422,606	£-1,014,117	£-1,290,925	£-1,379,082	£-970,593	£-1,247,400
30%	70%	£-1,768,619	£-1,278,433	£-1,610,602	£-1,716,391	£-1,226,203	£-1,558,372
35%	70%	£-2,114,633	£-1,542,747	£-1,930,279	£-2,053,700	£-1,481,814	£-1,869,346
40%	70%	£-2,460,646	£-1,807,063	£-2,249,956	£-2,391,008	£-1,737,425	£-2,180,318
45%	70%	£-2,806,660	£-2,071,379	£-2,569,633	£-2,728,317	£-1,993,037	£-2,491,290
50%	70%	£-3,152,674	£-2,335,695	£-2,889,310	£-3,065,625	£-2,248,647	£-2,802,263
100%	70%	£-6,641,680	£-4,981,000	£-6,106,340	£-6,464,738	£-4,805,598	£-5,929,398
10%	80%	£-390,014	£-203,276	£-329,817	£-378,407	£-191,670	£-318,211
15%	80%	£-738,751	£-458,645	£-648,456	£-721,342	£-441,235	£-631,046
20%	80%	£-1,087,489	£-714,014	£-967,095	£-1,064,276	£-690,801	£-943,882
40%	80%	£-2,482,440	£-1,735,488	£-2,241,851	£-2,436,015	£-1,689,063	£-2,195,226
45%	80%	£-2,831,177	£-1,990,857	£-2,560,290	£-2,778,949	£-1,938,629	£-2,508,061
50%	80%	£-3,179,915	£-2,246,226	£-2,878,929	£-3,121,883	£-2,188,195	£-2,820,897
10%	60%	£-379,117	£-239,064	£-333,969	£-355,904	£-215,851	£-310,757
15%	60%	£-722,406	£-512,326	£-654,685	£-687,587	£-477,507	£-619,865
20%	60%	£-1,065,695	£-758,589	£-975,400	£-1,019,270	£-739,163	£-928,974
25%	60%	£-1,408,984	£-1,058,851	£-1,296,115	£-1,350,953	£-1,000,820	£-1,238,083
30%	60%	£-1,752,274	£-1,332,113	£-1,616,830	£-1,682,635	£-1,262,475	£-1,547,192
35%	60%	£-2,095,563	£-1,605,376	£-1,937,545	£-2,014,318	£-1,524,132	£-1,856,301
40%	60%	£-2,438,852	£-1,878,638	£-2,258,261	£-2,346,001	£-1,785,788	£-2,165,409
50%	60%	£-3,125,431	£-2,425,163	£-2,899,691	£-3,009,367	£-2,309,100	£-2,783,627

### CIL Zone 2 Medium Value – Z2 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£2,366,077	£2,366,077	£2,366,077	£2,366,077	£2,366,077	£2,366,077
10%	70%	£1,674,050	£1,837,446	£1,726,723	£1,691,480	£1,854,856	£1,744,133
15%	70%	£1,328,036	£1,573,131	£1,407,046	£1,354,151	£1,599,245	£1,433,160
20%	70%	£982,024	£1,308,815	£1,087,369	£1,016,842	£1,343,634	£1,122,188
25%	70%	£636,010	£1,044,499	£767,691	£679,533	£1,088,023	£811,216
30%	70%	£289,997	£780,183	£448,014	£342,225	£832,412	£500,243
35%	70%	£-56,017	£515,868	£128,337	£4,916	£576,801	£189,270
40%	70%	£-402,030	£251,552	£-191,340	£-332,392	£321,190	£-121,702
45%	70%	£-748,044	£-12,763	£-511,017	£-669,701	£65,579	£-432,675
50%	70%	£-1,094,058	£-277,079	£-830,694	£-1,007,010	£-190,031	£-743,647
100%	70%	£-4,583,065	£-2,922,384	£-4,047,724	£-4,406,122	£-2,746,983	£-3,870,782
10%	80%	£1,668,601	£1,855,340	£1,728,799	£1,680,208	£1,866,946	£1,740,405
15%	80%	£1,319,865	£1,599,971	£1,410,160	£1,337,274	£1,617,380	£1,427,570
20%	80%	£971,127	£1,344,602	£1,091,521	£994,340	£1,367,815	£1,114,734
40%	80%	£-423,825	£323,128	£-183,035	£-377,399	£369,562	£-136,610
45%	80%	£-772,562	£67,758	£-501,674	£-720,333	£119,987	£-449,446
50%	80%	£-1,121,300	£-187,611	£-820,313	£-1,063,268	£-129,579	£-762,281
10%	60%	£1,679,498	£1,819,552	£1,724,647	£1,702,711	£1,842,765	£1,747,859
15%	60%	£1,336,209	£1,546,289	£1,403,931	£1,371,028	£1,581,108	£1,438,751
20%	60%	£992,920	£1,273,027	£1,083,216	£1,039,345	£1,319,453	£1,129,642
25%	60%	£649,632	£999,764	£762,501	£707,662	£1,057,796	£820,533
30%	60%	£306,342	£726,503	£441,786	£375,980	£796,140	£511,424
35%	60%	£-36,947	£453,240	£121,071	£44,297	£534,484	£202,315
40%	60%	£-380,236	£179,977	£-199,645	£-287,386	£272,828	£-106,793
50%	60%	£-1,066,815	£-366,548	£-841,075	£-950,752	£-250,484	£-725,012

### CIL Zone 2 Medium Value – Z2 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£3,274,783	£3,274,783	£3,274,783	£3,274,783	£3,274,783	£3,274,783
10%	70%	£2,582,757	£2,746,152	£2,635,429	£2,600,166	£2,763,562	£2,652,839
15%	70%	£2,236,743	£2,481,837	£2,315,752	£2,262,857	£2,507,951	£2,341,867
20%	70%	£1,890,730	£2,217,521	£1,996,075	£1,925,545	£2,252,340	£2,030,894
25%	70%	£1,544,716	£1,953,205	£1,676,397	£1,588,240	£1,996,729	£1,719,922
30%	70%	£1,198,703	£1,688,889	£1,356,720	£1,250,931	£1,741,119	£1,408,950
35%	70%	£852,689	£1,424,575	£1,037,043	£913,622	£1,485,508	£1,097,976
40%	70%	£506,676	£1,160,259	£717,366	£576,314	£1,229,896	£787,034
45%	70%	£160,662	£895,943	£397,689	£230,005	£974,285	£476,032
50%	70%	£-185,352	£631,627	£78,012	£-89,303	£718,676	£165,059
100%	70%	£-3,674,358	£-2,013,678	£-3,139,018	£-3,497,416	£-1,838,276	£-2,982,076
10%	80%	£2,577,308	£2,764,046	£2,637,505	£2,588,915	£2,775,652	£2,649,111
15%	80%	£2,228,571	£2,508,677	£2,318,866	£2,245,980	£2,526,087	£2,336,276
20%	80%	£1,879,833	£2,253,308	£2,000,227	£1,903,046	£2,276,521	£2,023,440
40%	80%	£484,881	£1,231,834	£725,671	£531,307	£1,278,259	£772,096
45%	80%	£136,145	£976,485	£407,032	£188,373	£1,028,693	£459,261
50%	80%	£-212,593	£721,096	£88,393	£-154,581	£779,127	£146,425
10%	60%	£2,588,205	£2,728,258	£2,633,353	£2,611,417	£2,751,471	£2,656,585
15%	60%	£2,244,916	£2,454,996	£2,312,637	£2,279,735	£2,489,815	£2,347,457
20%	60%	£1,901,627	£2,181,733	£1,991,922	£1,948,052	£2,228,159	£2,038,348
25%	60%	£1,558,338	£1,908,470	£1,671,207	£1,616,369	£1,966,502	£1,729,239
30%	60%	£1,215,048	£1,635,209	£1,350,492	£1,284,687	£1,704,847	£1,420,130
35%	60%	£871,759	£1,361,946	£1,029,777	£953,004	£1,443,190	£1,111,021
40%	60%	£528,470	£1,088,684	£709,061	£621,321	£1,181,534	£801,913
50%	60%	£-158,109	£542,158	£67,631	£-42,045	£658,222	£183,695

### CIL Zone 2 Low Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£-3,204,507	£-3,204,507	£-3,204,507	£-3,204,507	£-3,204,507	£-3,204,507
10%	70%	£-3,574,175	£-3,382,176	£-3,506,996	£-3,556,922	£-3,364,923	£-3,489,744
15%	70%	£-3,759,009	£-3,471,010	£-3,658,241	£-3,733,129	£-3,445,131	£-3,632,362
20%	70%	£-3,943,843	£-3,559,845	£-3,809,486	£-3,909,336	£-3,525,338	£-3,774,979
25%	70%	£-4,128,677	£-3,648,679	£-3,960,731	£-4,085,544	£-3,605,546	£-3,917,597
30%	70%	£-4,313,511	£-3,737,513	£-4,111,975	£-4,261,750	£-3,685,753	£-4,060,215
35%	70%	£-4,498,344	£-3,826,348	£-4,263,220	£-4,437,957	£-3,765,961	£-4,202,834
40%	70%	£-4,683,179	£-3,915,182	£-4,414,465	£-4,614,165	£-3,846,168	£-4,345,452
45%	70%	£-4,868,349	£-4,004,016	£-4,565,709	£-4,790,372	£-3,926,376	£-4,488,070
50%	70%	£-5,053,205	£-4,092,851	£-4,716,954	£-4,966,527	£-4,006,583	£-4,630,688
100%	70%	£-8,934,773	£-4,983,381	£-6,252,003	£-6,759,418	£-4,809,346	£-6,076,648
10%	80%	£-3,583,632	£-3,364,204	£-3,506,857	£-3,572,129	£-3,352,702	£-3,495,354
15%	80%	£-3,773,194	£-3,444,053	£-3,658,031	£-3,755,941	£-3,426,799	£-3,640,777
20%	80%	£-3,962,756	£-3,523,901	£-3,809,206	£-3,939,751	£-3,500,896	£-3,786,202
40%	80%	£-4,721,005	£-3,843,294	£-4,413,904	£-4,674,995	£-3,797,285	£-4,367,895
45%	80%	£-4,911,600	£-3,923,143	£-4,565,078	£-4,858,993	£-3,871,383	£-4,513,318
50%	80%	£-5,104,262	£-4,002,992	£-4,716,253	£-5,045,810	£-3,945,480	£-4,658,741
10%	60%	£-3,564,718	£-3,400,148	£-3,507,137	£-3,541,714	£-3,377,144	£-3,484,132
15%	60%	£-3,744,824	£-3,497,968	£-3,658,452	£-3,710,318	£-3,463,461	£-3,623,945
20%	60%	£-3,924,930	£-3,595,788	£-3,809,767	£-3,878,921	£-3,549,779	£-3,763,758
25%	60%	£-4,105,036	£-3,693,609	£-3,961,082	£-4,047,524	£-3,636,098	£-3,903,571
30%	60%	£-4,285,141	£-3,791,429	£-4,112,396	£-4,216,128	£-3,722,415	£-4,043,384
35%	60%	£-4,465,246	£-3,889,249	£-4,263,712	£-4,384,730	£-3,808,733	£-4,183,196
40%	60%	£-4,645,352	£-3,987,069	£-4,415,026	£-4,553,334	£-3,895,052	£-4,323,009
50%	60%	£-5,008,149	£-4,182,710	£-4,717,656	£-4,891,246	£-4,067,687	£-4,602,634



### CIL Zone 2 Low Value – Z2 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£1,145,892	-£1,145,892	-£1,145,892	-£1,145,892	-£1,145,892	-£1,145,892
10%	70%	-£1,151,559	-£1,323,561	-£1,448,381	-£1,498,307	-£1,306,307	-£1,431,128
15%	70%	-£1,700,394	-£1,412,395	-£1,599,626	-£1,674,513	-£1,386,515	-£1,573,746
20%	70%	-£1,885,227	-£1,501,229	-£1,750,871	-£1,850,720	-£1,466,722	-£1,716,363
25%	70%	-£2,070,061	-£1,590,063	-£1,902,116	-£2,026,928	-£1,546,930	-£1,859,982
30%	70%	-£2,254,895	-£1,678,897	-£2,053,360	-£2,203,134	-£1,627,137	-£2,001,600
35%	70%	-£2,439,729	-£1,767,732	-£2,204,605	-£2,379,342	-£1,707,345	-£2,144,218
40%	70%	-£2,624,563	-£1,856,566	-£2,355,850	-£2,555,549	-£1,787,552	-£2,286,836
45%	70%	-£2,809,397	-£1,945,400	-£2,507,094	-£2,731,757	-£1,867,760	-£2,429,454
50%	70%	-£2,994,231	-£2,034,235	-£2,658,339	-£2,909,912	-£1,947,967	-£2,572,072
100%	70%	-£4,876,158	-£2,924,765	-£4,193,387	-£4,700,802	-£2,750,730	-£4,018,032
10%	80%	-£1,525,016	-£1,305,588	-£1,448,241	-£1,513,514	-£1,294,087	-£1,436,738
15%	80%	-£1,714,578	-£1,395,437	-£1,599,415	-£1,697,325	-£1,368,183	-£1,582,162
20%	80%	-£1,904,141	-£1,485,286	-£1,750,590	-£1,881,136	-£1,442,281	-£1,727,586
40%	80%	-£2,662,389	-£1,784,678	-£2,355,288	-£2,616,380	-£1,738,670	-£2,309,279
45%	80%	-£2,852,984	-£1,864,527	-£2,506,463	-£2,800,377	-£1,812,767	-£2,454,702
50%	80%	-£3,043,579	-£1,944,376	-£2,657,637	-£2,987,194	-£1,886,865	-£2,600,126
10%	60%	-£1,506,102	-£1,341,532	-£1,448,522	-£1,483,099	-£1,318,528	-£1,425,517
15%	60%	-£1,686,208	-£1,439,352	-£1,599,836	-£1,651,702	-£1,404,846	-£1,565,330
20%	60%	-£1,866,314	-£1,537,172	-£1,751,152	-£1,820,305	-£1,491,163	-£1,705,142
25%	60%	-£2,046,420	-£1,634,993	-£1,902,466	-£1,988,909	-£1,577,482	-£1,844,955
30%	60%	-£2,226,525	-£1,732,813	-£2,053,781	-£2,157,512	-£1,663,800	-£1,984,768
35%	60%	-£2,406,631	-£1,830,634	-£2,205,096	-£2,326,114	-£1,750,117	-£2,124,580
40%	60%	-£2,586,737	-£1,928,454	-£2,356,410	-£2,494,718	-£1,836,436	-£2,264,393
50%	60%	-£2,949,534	-£2,124,094	-£2,659,040	-£2,832,630	-£2,009,071	-£2,544,018

### CIL Zone 2 Low Value – Z2 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£237,186	-£237,186	-£237,186	-£237,186	-£237,186	-£237,186
10%	70%	-£606,853	-£414,854	-£539,675	-£589,600	-£397,601	-£522,422
15%	70%	-£791,687	-£503,688	-£690,920	-£765,807	-£477,809	-£665,040
20%	70%	-£976,521	-£592,523	-£842,165	-£942,014	-£558,016	-£807,657
25%	70%	-£1,161,355	-£681,357	-£993,410	-£1,118,222	-£638,224	-£950,275
30%	70%	-£1,346,189	-£770,191	-£1,144,653	-£1,294,428	-£718,431	-£1,092,893
35%	70%	-£1,531,022	-£859,026	-£1,295,898	-£1,470,636	-£798,639	-£1,235,512
40%	70%	-£1,715,857	-£947,860	-£1,447,143	-£1,646,843	-£878,846	-£1,378,130
45%	70%	-£1,901,027	-£1,036,694	-£1,598,387	-£1,823,050	-£959,054	-£1,520,748
50%	70%	-£2,086,884	-£1,125,529	-£1,749,632	-£2,001,205	-£1,039,261	-£1,663,366
100%	70%	-£3,967,451	-£2,016,059	-£3,284,681	-£3,792,096	-£1,842,024	-£3,109,326
10%	80%	-£616,310	-£396,882	-£539,535	-£604,807	-£385,311	-£528,032
15%	80%	-£805,872	-£476,731	-£690,709	-£788,619	-£459,477	-£673,455
20%	80%	-£995,434	-£556,579	-£841,884	-£972,429	-£533,574	-£818,880
40%	80%	-£1,753,683	-£875,972	-£1,446,582	-£1,707,673	-£829,963	-£1,400,573
45%	80%	-£1,944,278	-£955,821	-£1,597,756	-£1,891,671	-£904,061	-£1,545,996
50%	80%	-£2,136,940	-£1,035,670	-£1,748,931	-£2,078,488	-£978,158	-£1,691,419
10%	60%	-£597,396	-£432,826	-£539,815	-£574,392	-£409,822	-£516,811
15%	60%	-£777,502	-£530,646	-£691,130	-£742,996	-£496,139	-£656,624
20%	60%	-£957,608	-£628,466	-£842,445	-£911,599	-£582,457	-£796,436
25%	60%	-£1,137,714	-£726,287	-£993,760	-£1,080,202	-£668,776	-£936,249
30%	60%	-£1,317,819	-£824,107	-£1,145,074	-£1,248,806	-£755,093	-£1,076,062
35%	60%	-£1,497,924	-£921,927	-£1,296,390	-£1,417,408	-£841,411	-£1,215,874
40%	60%	-£1,678,030	-£1,019,747	-£1,447,704	-£1,586,012	-£927,730	-£1,355,687
50%	60%	-£2,040,827	-£1,215,388	-£1,750,334	-£1,923,924	-£1,100,365	-£1,635,312

### CIL Zone 3 High Value – Z3 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£2,494,449	-£2,494,449	-£2,494,449	-£2,494,449	-£2,494,449	-£2,494,449
10%	70%	-£2,941,806	-£2,755,569	-£2,876,826	-£2,924,319	-£2,738,082	-£2,859,339
15%	70%	-£3,165,485	-£2,896,129	-£3,068,014	-£3,139,253	-£2,859,897	-£3,041,782
20%	70%	-£3,389,164	-£3,016,688	-£3,259,203	-£3,354,188	-£2,981,714	-£3,224,227
25%	70%	-£3,612,842	-£3,147,249	-£3,450,391	-£3,569,123	-£3,103,530	-£3,406,672
30%	70%	-£3,836,521	-£3,277,809	-£3,641,579	-£3,784,058	-£3,225,346	-£3,589,117
35%	70%	-£4,060,198	-£3,408,368	-£3,832,767	-£3,998,992	-£3,347,162	-£3,771,560
40%	70%	-£4,283,877	-£3,538,929	-£4,023,955	-£4,213,927	-£3,468,978	-£3,954,005
45%	70%	-£4,507,556	-£3,669,488	-£4,215,143	-£4,428,861	-£3,590,794	-£4,136,450
50%	70%	-£4,731,234	-£3,800,048	-£4,406,332	-£4,643,797	-£3,712,610	-£4,318,894
100%	70%	-£7,000,577	-£5,107,745	-£6,340,145	-£6,822,840	-£4,931,769	-£6,162,408
10%	80%	-£2,950,622	-£2,737,779	-£2,876,359	-£2,938,964	-£2,726,121	-£2,864,701
15%	80%	-£3,178,709	-£2,859,444	-£3,067,313	-£3,161,221	-£2,841,957	-£3,049,825
20%	80%	-£3,406,794	-£2,981,109	-£3,258,268	-£3,383,478	-£2,967,793	-£3,234,951
40%	80%	-£4,319,140	-£3,467,770	-£4,022,086	-£4,272,506	-£3,421,136	-£4,075,452
45%	80%	-£4,547,227	-£3,589,435	-£4,213,041	-£4,494,764	-£3,536,972	-£4,160,578
50%	80%	-£4,775,312	-£3,711,100	-£4,403,995	-£4,717,020	-£3,652,808	-£4,345,704
10%	60%	-£2,932,991	-£2,773,359	-£2,877,293	-£2,909,674	-£2,750,042	-£2,853,977
15%	60%	-£3,152,261	-£2,912,813	-£3,068,715	-£3,117,287	-£2,877,839	-£3,033,740
20%	60%	-£3,371,532	-£3,052,268	-£3,260,137	-£3,324,899	-£3,005,635	-£3,213,503
25%	60%	-£3,590,803	-£3,191,722	-£3,451,559	-£3,532,511	-£3,133,431	-£3,393,267
30%	60%	-£3,810,073	-£3,331,178	-£3,642,981	-£3,740,123	-£3,261,227	-£3,573,030
35%	60%	-£4,029,344	-£3,470,633	-£3,834,403	-£3,947,735	-£3,389,023	-£3,752,794
40%	60%	-£4,248,614	-£3,610,087	-£4,025,825	-£4,155,348	-£3,516,820	-£3,932,557
50%	60%	-£4,687,156	-£3,888,997	-£4,408,669	-£4,570,572	-£3,772,413	-£4,292,084

### CIL Zone 3 High Value – Z3 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£1,526,057	£1,526,057	£1,526,057	£1,526,057	£1,526,057	£1,526,057
10%	70%	£1,078,699	£1,264,937	£1,143,680	£1,096,187	£1,282,424	£1,161,167
15%	70%	£855,021	£1,134,377	£952,492	£881,252	£1,160,608	£978,723
20%	70%	£631,342	£1,003,817	£761,303	£666,318	£1,038,792	£796,279
25%	70%	£407,664	£873,257	£570,115	£451,382	£916,976	£613,834
30%	70%	£183,985	£742,697	£378,927	£236,448	£795,160	£431,389
35%	70%	£-39,693	£612,138	£187,738	£21,513	£673,344	£248,945
40%	70%	£-263,371	£481,577	£-3,450	£-193,421	£551,527	£66,501
45%	70%	£-487,050	£351,017	£-194,638	£-408,355	£429,712	£-115,944
50%	70%	£-710,729	£220,458	£-385,827	£-623,291	£307,895	£-298,388
100%	70%	£-2,980,071	£-1,087,239	£-2,319,639	£-2,802,335	£-911,264	£-2,141,903
10%	80%	£1,069,884	£1,282,727	£1,144,147	£1,081,542	£1,294,385	£1,155,805
15%	80%	£841,797	£1,161,061	£953,193	£859,284	£1,178,549	£970,680
20%	80%	£613,711	£1,039,396	£762,238	£637,028	£1,062,713	£785,555
40%	80%	£-298,634	£552,736	£-1,580	£-252,000	£599,370	£45,053
45%	80%	£-526,721	£431,071	£-192,535	£-474,258	£483,534	£-140,072
50%	80%	£-754,807	£309,406	£-383,489	£-696,515	£367,898	£-325,198
10%	60%	£1,087,515	£1,247,147	£1,143,213	£1,110,831	£1,270,464	£1,166,529
15%	60%	£868,244	£1,107,692	£951,791	£903,219	£1,142,667	£986,765
20%	60%	£648,974	£968,237	£760,369	£695,607	£1,014,871	£807,003
25%	60%	£429,703	£828,783	£568,947	£487,995	£887,074	£627,239
30%	60%	£210,432	£689,328	£377,625	£280,382	£759,278	£447,475
35%	60%	£-8,838	£549,873	£186,103	£72,770	£631,483	£267,711
40%	60%	£-228,109	£410,419	£-5,319	£-134,842	£503,686	£87,949
50%	60%	£-666,650	£131,509	£-388,163	£-550,066	£248,093	£-271,579

### CIL Zone 3 High Value – Z3 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£1,802,615	£1,802,615	£1,802,615	£1,802,615	£1,802,615	£1,802,615
10%	70%	£1,355,258	£1,541,495	£1,420,238	£1,372,745	£1,559,982	£1,437,726
15%	70%	£1,131,579	£1,410,935	£1,229,050	£1,157,811	£1,437,167	£1,255,282
20%	70%	£907,901	£1,280,376	£1,037,861	£942,876	£1,315,350	£1,072,837
25%	70%	£684,222	£1,149,815	£846,673	£727,941	£1,193,534	£890,352
30%	70%	£460,543	£1,019,256	£655,456	£513,006	£1,071,718	£707,947
35%	70%	£236,866	£888,696	£464,297	£298,072	£949,902	£525,504
40%	70%	£13,187	£758,135	£273,109	£83,137	£828,086	£343,059
45%	70%	£-210,492	£627,576	£81,921	£-131,797	£706,270	£160,614
50%	70%	£-434,170	£497,016	£-109,268	£-346,733	£584,454	£-21,830
100%	70%	£-2,703,513	£-810,681	£-2,043,081	£-2,525,776	£-634,705	£-1,865,344
10%	80%	£1,346,442	£1,559,285	£1,420,705	£1,358,101	£1,570,943	£1,432,363
15%	80%	£1,118,356	£1,437,620	£1,229,751	£1,135,843	£1,455,107	£1,247,239
20%	80%	£890,270	£1,315,955	£1,038,796	£913,586	£1,339,271	£1,062,113
40%	80%	£-22,076	£829,294	£274,978	£24,558	£875,928	£321,612
45%	80%	£-250,162	£707,629	£84,023	£-197,700	£760,092	£136,486
50%	80%	£-478,248	£585,964	£-106,931	£-419,956	£644,256	£-48,640
10%	60%	£1,364,073	£1,523,705	£1,419,771	£1,387,390	£1,547,022	£1,443,088
15%	60%	£1,144,803	£1,384,251	£1,228,349	£1,179,777	£1,419,225	£1,263,324
20%	60%	£925,532	£1,244,796	£1,036,927	£972,165	£1,291,430	£1,083,561
25%	60%	£706,261	£1,105,342	£845,505	£764,553	£1,163,633	£903,797
30%	60%	£486,991	£965,887	£654,083	£556,941	£1,035,837	£724,034
35%	60%	£267,720	£826,431	£462,661	£349,329	£908,041	£544,270
40%	60%	£48,450	£686,977	£271,239	£141,716	£780,244	£364,507
50%	60%	£-390,092	£408,067	£-111,604	£-273,508	£524,651	£4,980

### CIL Zone 3 Medium Value – Z3 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£-2,985,568	£-2,985,568	£-2,985,568	£-2,985,568	£-2,985,568	£-2,985,568
10%	70%	£-3,389,174	£-3,197,888	£-3,321,995	£-3,377,776	£-3,186,490	£-3,310,597
15%	70%	£-3,590,977	£-3,304,407	£-3,490,210	£-3,573,880	£-3,286,950	£-3,473,113
20%	70%	£-3,792,781	£-3,410,208	£-3,658,424	£-3,769,984	£-3,387,412	£-3,635,628
25%	70%	£-3,994,583	£-3,516,368	£-3,826,638	£-3,966,088	£-3,487,872	£-3,798,143
30%	70%	£-4,196,387	£-3,622,528	£-3,994,852	£-4,162,193	£-3,588,334	£-3,960,657
35%	70%	£-4,398,190	£-3,728,688	£-4,163,066	£-4,358,297	£-3,688,794	£-4,123,173
40%	70%	£-4,599,994	£-3,834,849	£-4,331,281	£-4,554,401	£-3,789,256	£-4,285,688
45%	70%	£-4,801,796	£-3,941,008	£-4,499,494	£-4,750,505	£-3,889,716	£-4,448,203
50%	70%	£-5,004,030	£-4,047,169	£-4,667,708	£-4,946,609	£-3,990,178	£-4,610,717
100%	70%	£-7,055,087	£-5,110,918	£-6,372,297	£-6,939,221	£-4,995,073	£-6,256,451
10%	80%	£-3,398,607	£-3,179,994	£-3,321,832	£-3,391,008	£-3,172,395	£-3,314,233
15%	80%	£-3,605,127	£-3,277,207	£-3,489,963	£-3,593,729	£-3,265,809	£-3,478,565
20%	80%	£-3,811,646	£-3,374,421	£-3,658,095	£-3,796,449	£-3,359,223	£-3,642,898
40%	80%	£-4,637,724	£-3,763,273	£-4,330,624	£-4,607,330	£-3,732,878	£-4,300,229
45%	80%	£-4,844,245	£-3,860,486	£-4,498,756	£-4,810,050	£-3,826,292	£-4,464,561
50%	80%	£-5,051,965	£-3,957,699	£-4,666,888	£-5,013,350	£-3,919,706	£-4,628,894
10%	60%	£-3,379,741	£-3,215,781	£-3,322,159	£-3,364,544	£-3,200,584	£-3,306,962
15%	60%	£-3,576,828	£-3,330,889	£-3,490,456	£-3,554,032	£-3,308,092	£-3,467,660
20%	60%	£-3,773,915	£-3,445,996	£-3,658,752	£-3,743,520	£-3,415,600	£-3,628,357
25%	60%	£-3,971,001	£-3,561,102	£-3,827,048	£-3,933,008	£-3,523,109	£-3,789,054
30%	60%	£-4,168,089	£-3,676,209	£-3,995,345	£-4,122,496	£-3,630,617	£-3,949,752
35%	60%	£-4,365,176	£-3,791,317	£-4,163,640	£-4,311,984	£-3,738,125	£-4,110,449
40%	60%	£-4,562,262	£-3,906,424	£-4,331,936	£-4,501,472	£-3,845,633	£-4,271,146
50%	60%	£-4,759,348	£-4,021,531	£-4,502,182	£-4,690,960	£-3,953,141	£-4,431,843

### CIL Zone 3 Medium Value – Z3 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£1,034,938	£1,034,938	£1,034,938	£1,034,938	£1,034,938	£1,034,938
10%	70%	£631,332	£822,618	£698,510	£642,730	£834,016	£709,908
15%	70%	£429,528	£716,458	£530,296	£446,625	£733,555	£547,393
20%	70%	£227,725	£610,298	£362,082	£250,522	£633,094	£384,878
25%	70%	£25,922	£504,137	£193,868	£54,417	£532,633	£222,363
30%	70%	£-175,881	£397,978	£25,853	£-141,687	£432,172	£59,848
35%	70%	£-377,685	£291,817	£-142,561	£-337,791	£331,711	£-102,667
40%	70%	£-579,488	£186,657	£-310,775	£-533,895	£231,250	£-265,182
45%	70%	£-781,291	£79,497	£-478,988	£-729,999	£130,789	£-427,697
50%	70%	£-983,524	£-28,663	£-647,202	£-928,103	£30,328	£-590,212
100%	70%	£-3,034,561	£-1,090,413	£-2,351,791	£-2,918,716	£-974,567	£-2,235,946
10%	80%	£621,899	£840,511	£698,674	£629,498	£848,111	£706,273
15%	80%	£415,379	£743,299	£530,542	£426,777	£754,697	£541,940
20%	80%	£208,860	£646,085	£362,410	£224,057	£661,283	£377,608
40%	80%	£-817,219	£257,233	£-310,118	£-586,824	£287,628	£-279,723
45%	80%	£-823,739	£160,019	£-478,250	£-789,544	£194,214	£-444,056
50%	80%	£-1,031,459	£62,806	£-646,383	£-992,844	£100,800	£-608,388
10%	60%	£640,794	£804,724	£698,346	£655,962	£819,922	£713,544
15%	60%	£443,678	£689,617	£530,050	£466,474	£712,414	£552,846
20%	60%	£246,591	£574,510	£361,754	£276,986	£604,905	£392,149
25%	60%	£49,504	£459,404	£193,457	£87,498	£497,397	£231,451
30%	60%	£-147,583	£344,296	£25,161	£-101,990	£389,889	£70,754
35%	60%	£-344,670	£229,189	£-143,134	£-291,479	£282,381	£-89,943
40%	60%	£-541,757	£114,082	£-311,431	£-480,967	£174,873	£-250,641
50%	60%	£-935,930	£-116,132	£-648,023	£-859,943	£-40,144	£-572,036

### CIL Zone 3 Medium Value – Z3 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£1,311,496	£1,311,496	£1,311,496	£1,311,496	£1,311,496	£1,311,496
10%	70%	£907,890	£1,099,176	£975,069	£919,288	£1,110,574	£986,467
15%	70%	£706,087	£993,017	£806,855	£723,184	£1,010,114	£823,951
20%	70%	£504,283	£886,856	£638,640	£527,080	£909,652	£661,436
25%	70%	£302,481	£780,696	£470,426	£330,976	£809,192	£498,921
30%	70%	£100,677	£674,536	£302,212	£134,871	£708,730	£336,407
35%	70%	£-101,126	£568,376	£133,998	£-61,232	£608,270	£173,891
40%	70%	£-302,930	£462,215	£-34,217	£-257,337	£507,808	£11,376
45%	70%	£-504,732	£356,056	£-202,430	£-453,441	£407,348	£-151,139
50%	70%	£-706,965	£249,895	£-370,644	£-649,545	£306,886	£-313,653
100%	70%	£-2,758,003	£-813,854	£-2,075,233	£-2,642,157	£-698,009	£-1,959,387
10%	80%	£898,458	£1,117,070	£975,232	£906,056	£1,124,669	£982,832
15%	80%	£691,937	£1,019,857	£807,101	£703,335	£1,031,255	£818,499
20%	80%	£485,418	£922,643	£638,969	£500,615	£937,842	£654,166
40%	80%	£-340,660	£533,791	£-33,560	£-310,266	£564,186	£-3,164
45%	80%	£-547,181	£436,578	£-201,692	£-512,986	£470,772	£-167,497
50%	80%	£-754,901	£339,365	£-369,824	£-716,286	£377,358	£-331,830
10%	60%	£917,323	£1,081,283	£974,905	£932,520	£1,096,480	£990,102
15%	60%	£720,236	£966,175	£806,608	£743,032	£988,972	£829,404
20%	60%	£523,149	£851,068	£638,312	£553,544	£881,464	£668,708
25%	60%	£326,063	£735,962	£470,016	£364,056	£773,955	£508,010
30%	60%	£128,975	£620,855	£301,719	£174,568	£666,448	£347,312
35%	60%	£-68,112	£505,747	£133,424	£-14,920	£558,939	£186,616
40%	60%	£-265,198	£390,640	£-34,872	£-204,408	£451,431	£25,918
50%	60%	£-659,372	£160,427	£-371,465	£-583,384	£236,414	£-295,478

### CIL Zone 3 Low Value – Z3 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£-3,476,888	£-3,476,888	£-3,476,888	£-3,476,888	£-3,476,888	£-3,476,888
10%	70%	£-3,838,533	£-3,656,973	£-3,769,596	£-3,840,015	£-3,658,455	£-3,771,079
15%	70%	£-4,019,466	£-3,747,115	£-3,916,051	£-4,021,681	£-3,749,340	£-3,918,276
20%	70%	£-4,200,379	£-3,837,258	£-4,062,506	£-4,203,346	£-3,840,225	£-4,065,473
25%	70%	£-4,381,303	£-3,927,402	£-4,208,961	£-4,385,011	£-3,931,110	£-4,212,670
30%	70%	£-4,562,226	£-4,017,545	£-4,355,417	£-4,566,676	£-4,021,995	£-4,359,867
35%	70%	£-4,743,149	£-4,107,688	£-4,501,871	£-4,748,341	£-4,112,880	£-4,507,063
40%	70%	£-4,924,073	£-4,197,831	£-4,648,327	£-4,930,006	£-4,203,765	£-4,654,259
45%	70%	£-5,107,084	£-4,287,974	£-4,794,781	£-5,113,868	£-4,294,649	£-4,801,456
50%	70%	£-5,290,967	£-4,378,118	£-4,941,237	£-5,298,505	£-4,385,534	£-4,948,653
100%	70%	£-7,129,790	£-5,284,492	£-6,429,150	£-7,144,868	£-5,299,568	£-6,444,226
10%	80%	£-3,848,049	£-3,640,552	£-3,769,265	£-3,849,038	£-3,641,541	£-3,770,254
15%	80%	£-4,033,731	£-3,722,484	£-3,915,553	£-4,035,214	£-3,723,968	£-3,917,037
20%	80%	£-4,219,412	£-3,804,417	£-4,061,843	£-4,221,390	£-3,806,395	£-4,063,820
40%	80%	£-4,962,139	£-4,132,148	£-4,647,000	£-4,966,094	£-4,136,104	£-4,650,956
45%	80%	£-5,150,609	£-4,214,082	£-4,793,290	£-5,155,131	£-4,218,532	£-4,797,740
50%	80%	£-5,339,327	£-4,296,014	£-4,939,579	£-5,344,353	£-4,300,959	£-4,944,524
10%	60%	£-3,829,016	£-3,673,393	£-3,769,928	£-3,830,994	£-3,675,371	£-3,771,905
15%	60%	£-4,005,181	£-3,771,746	£-3,916,548	£-4,008,147	£-3,774,713	£-3,919,514
20%	60%	£-4,181,346	£-3,870,100	£-4,063,170	£-4,185,302	£-3,874,055	£-4,067,125
25%	60%	£-4,357,512	£-3,968,453	£-4,209,790	£-4,362,456	£-3,973,398	£-4,214,734
30%	60%	£-4,533,677	£-4,066,807	£-4,356,411	£-4,539,610	£-4,072,740	£-4,362,344
35%	60%	£-4,709,841	£-4,165,160	£-4,503,032	£-4,716,764	£-4,172,083	£-4,509,953
40%	60%	£-4,886,007	£-4,263,514	£-4,649,653	£-4,893,917	£-4,271,425	£-4,657,564
50%	60%	£-5,242,605	£-4,460,221	£-4,942,895	£-5,252,655	£-4,470,110	£-4,952,783

### CIL Zone 3 Low Value – Z3 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£543,820	£543,820	£543,820	£543,820	£543,820	£543,820
10%	70%	£181,973	£363,533	£250,910	£180,490	£362,051	£249,426
15%	70%	£1,050	£273,391	£104,454	£1,175	£271,166	£102,229
20%	70%	£179,873	£183,247	£42,000	£182,841	£180,281	£44,967
25%	70%	£360,797	£93,104	£188,456	£364,505	£89,395	£192,164
30%	70%	£541,720	£2,961	£334,911	£546,170	£1,489	£339,361
35%	70%	£722,643	£87,182	£481,366	£727,836	£92,374	£486,557
40%	70%	£903,567	£177,325	£627,821	£909,500	£183,259	£633,754
45%	70%	£1,086,579	£267,469	£774,276	£1,093,362	£274,144	£780,951
50%	70%	£1,270,461	£357,612	£920,731	£1,277,999	£365,028	£928,147
100%	70%	£3,109,285	£1,263,986	£2,408,644	£3,124,361	£1,279,062	£2,423,720
10%	80%	£172,456	£379,954	£251,241	£171,468	£378,965	£250,252
15%	80%	£13,225	£298,021	£104,952	£14,709	£296,538	£103,469
20%	80%	£198,906	£216,089	£41,337	£200,885	£214,111	£43,315
40%	80%	£941,634	£111,643	£626,494	£945,589	£115,599	£630,451
45%	80%	£1,130,103	£193,576	£772,784	£1,134,626	£198,026	£777,234
50%	80%	£1,318,822	£275,509	£919,074	£1,323,847	£280,454	£924,018
10%	60%	£191,489	£347,113	£250,578	£189,512	£345,135	£248,601
15%	60%	£15,325	£248,759	£103,958	£12,358	£245,793	£100,991
20%	60%	£160,840	£150,406	£42,664	£164,796	£146,611	£46,819
25%	60%	£337,006	£52,053	£189,284	£341,950	£47,108	£194,228
30%	60%	£513,171	£46,301	£335,905	£519,104	£52,234	£341,838
35%	60%	£689,336	£144,655	£482,526	£696,258	£151,577	£489,448
40%	60%	£865,501	£243,008	£629,147	£873,412	£250,919	£637,058
50%	60%	£1,222,099	£439,715	£922,389	£1,232,150	£449,604	£932,278

### CIL Zone 3 Low Value – Z3 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£820,378	£820,378	£820,378	£820,378	£820,378	£820,378
10%	70%	£458,531	£840,092	£527,468	£457,049	£838,609	£525,985
15%	70%	£277,608	£549,949	£381,013	£275,383	£547,724	£378,788
20%	70%	£96,685	£459,806	£234,558	£93,718	£456,839	£231,591
25%	70%	£84,239	£369,662	£88,103	£87,947	£365,954	£84,394
30%	70%	£265,162	£279,519	£58,353	£269,612	£275,069	£62,803
35%	70%	£446,085	£189,377	£204,807	£451,277	£184,184	£209,999
40%	70%	£627,009	£99,233	£351,263	£632,942	£93,300	£357,195
45%	70%	£810,020	£9,090	£497,717	£816,804	£2,415	£504,392
50%	70%	£993,903	£81,054	£644,173	£1,001,441	£88,470	£651,589
100%	70%	£2,832,726	£987,428	£2,132,086	£2,847,802	£1,002,504	£2,147,162
10%	80%	£449,015	£656,512	£527,799	£448,026	£655,523	£526,811
15%	80%	£263,333	£574,580	£381,511	£261,850	£573,096	£380,027
20%	80%	£77,652	£492,647	£235,221	£75,674	£490,670	£233,244
40%	80%	£665,075	£164,916	£349,936	£669,030	£160,960	£353,892
45%	80%	£853,545	£82,982	£496,226	£858,067	£78,532	£500,676
50%	80%	£1,042,263	£1,050	£842,515	£1,047,289	£3,895	£847,460
10%	60%	£468,048	£623,671	£527,136	£466,070	£621,693	£525,159
15%	60%	£291,863	£525,318	£380,516	£289,917	£522,351	£377,550
20%	60%	£115,718	£426,964	£233,894	£111,762	£423,009	£229,939
25%	60%	£60,448	£328,611	£87,274	£65,391	£323,666	£82,330
30%	60%	£236,612	£230,257	£59,947	£242,546	£224,324	£65,280
35%	60%	£413,777	£131,904	£205,968	£419,700	£124,861	£212,889
40%	60%	£589,943	£33,559	£352,599	£596,853	£35,839	£360,500
50%	60%	£945,541	£163,157	£645,830	£955,591	£173,046	£655,719

**Table 6.15.2: Viability of developments – Development Typology 4 (100 units) – Council intermediate thresholds**

### CIL Zone 1 High Value – Z1 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£38,314,883	£38,314,883	£38,314,883	£38,314,883	£38,314,883	£38,314,883
10%	70%	£42,523,175	£42,033,070	£42,396,365	£42,462,610	£41,972,505	£42,335,799
15%	70%	£44,627,323	£43,892,164	£44,437,106	£44,536,474	£43,801,316	£44,346,257
20%	70%	£46,731,469	£45,751,258	£46,477,848	£46,610,338	£45,630,127	£46,356,716
25%	70%	£48,835,616	£47,610,352	£48,518,589	£48,684,202	£47,458,938	£48,367,175
30%	70%	£50,939,762	£49,469,446	£50,559,330	£50,758,066	£49,287,749	£50,377,632
35%	70%	£53,043,910	£51,328,540	£52,600,071	£52,831,930	£51,116,560	£52,388,091
40%	70%	£55,148,056	£53,187,634	£54,640,813	£54,905,794	£52,945,370	£54,398,549
45%	70%	£57,252,203	£55,046,728	£56,681,554	£56,979,657	£54,774,181	£56,409,008
50%	70%	£59,356,350	£56,905,822	£58,722,136	£59,061,131	£56,602,992	£58,419,467
100%	70%	£80,893,567	£78,747,986	£79,654,769	£80,249,919	£78,113,348	£79,920,131
10%	80%	£42,534,369	£41,974,248	£42,389,442	£42,493,992	£41,933,871	£42,349,065
15%	80%	£44,644,113	£43,803,932	£44,426,723	£44,583,547	£43,743,366	£44,366,157
20%	80%	£46,753,856	£45,633,615	£46,464,004	£46,673,103	£45,552,861	£46,383,248
40%	80%	£55,192,831	£52,952,348	£54,613,124	£55,031,322	£52,790,839	£54,451,615
45%	80%	£57,302,574	£54,782,031	£56,650,404	£57,120,877	£54,600,334	£56,468,707
50%	80%	£59,425,093	£56,611,714	£58,690,027	£59,220,300	£56,409,828	£58,485,799
10%	60%	£42,511,982	£42,091,892	£42,403,287	£42,431,228	£42,011,137	£42,322,533
15%	60%	£44,610,532	£43,980,397	£44,447,489	£44,489,401	£43,889,265	£44,326,358
20%	60%	£46,709,082	£45,868,901	£46,491,692	£46,547,574	£45,707,392	£46,330,183
25%	60%	£48,807,632	£47,757,406	£48,535,894	£48,605,746	£47,555,519	£48,334,008
30%	60%	£50,906,182	£49,645,910	£50,580,097	£50,689,919	£49,403,647	£50,337,833
35%	60%	£53,004,732	£51,534,415	£52,624,299	£52,722,092	£51,251,775	£52,341,658
40%	60%	£55,103,282	£53,423,920	£54,668,502	£54,780,284	£53,099,902	£54,345,483
50%	60%	£59,311,545	£57,199,929	£58,760,246	£58,901,960	£56,796,157	£58,353,134

### CIL Zone 1 High Value – Z1 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£22,729,167	-£22,729,167	-£22,729,167	-£22,729,167	-£22,729,167	-£22,729,167
10%	70%	-£26,937,460	-£26,447,355	-£26,810,649	-£26,876,894	-£26,386,789	-£26,750,084
15%	70%	-£29,041,608	-£28,306,449	-£28,851,391	-£28,950,758	-£28,215,800	-£28,760,542
20%	70%	-£31,145,754	-£30,165,543	-£30,882,133	-£31,024,622	-£30,044,411	-£30,771,001
25%	70%	-£33,249,901	-£32,024,637	-£32,932,874	-£33,098,496	-£31,873,222	-£32,781,459
30%	70%	-£35,354,047	-£33,883,731	-£34,973,615	-£35,172,350	-£33,702,633	-£34,791,817
35%	70%	-£37,458,194	-£35,742,824	-£37,014,356	-£37,246,214	-£35,530,844	-£36,802,376
40%	70%	-£39,562,341	-£37,601,919	-£39,055,098	-£39,320,078	-£37,359,655	-£38,812,834
45%	70%	-£41,666,487	-£39,461,012	-£41,095,839	-£41,393,941	-£39,478,466	-£40,823,293
50%	70%	-£43,770,634	-£41,320,107	-£43,136,580	-£43,467,804	-£41,607,277	-£42,833,751
100%	70%	-£65,297,842	-£60,162,211	-£63,969,054	-£64,663,203	-£59,527,633	-£63,334,416
10%	80%	-£26,948,654	-£26,388,533	-£26,803,727	-£26,908,277	-£26,348,156	-£26,763,350
15%	80%	-£29,058,398	-£28,218,217	-£28,841,008	-£28,937,832	-£28,157,651	-£28,780,442
20%	80%	-£31,168,141	-£30,047,900	-£30,878,288	-£31,087,387	-£29,967,145	-£30,797,533
40%	80%	-£39,607,115	-£37,386,832	-£39,027,408	-£39,445,607	-£37,205,124	-£38,865,900
45%	80%	-£41,716,859	-£39,196,316	-£41,064,689	-£41,535,181	-£39,014,618	-£40,882,991
50%	80%	-£43,826,603	-£41,005,800	-£43,104,312	-£43,634,585	-£40,824,113	-£42,900,084
10%	60%	-£26,926,296	-£26,508,176	-£26,817,572	-£26,845,513	-£26,425,422	-£26,736,817
15%	60%	-£29,024,816	-£28,394,681	-£28,861,774	-£28,963,686	-£28,273,550	-£28,740,642
20%	60%	-£31,123,366	-£30,283,185	-£30,905,976	-£30,961,858	-£30,121,676	-£30,744,467
25%	60%	-£33,221,916	-£32,171,690	-£32,950,179	-£33,020,031	-£31,969,804	-£32,748,293
30%	60%	-£35,320,466	-£34,060,194	-£34,994,382	-£35,078,204	-£33,817,932	-£34,762,118
35%	60%	-£37,419,016	-£35,948,699	-£37,038,584	-£37,136,377	-£35,666,060	-£36,755,943
40%	60%	-£39,517,567	-£37,837,204	-£39,082,786	-£39,194,548	-£37,514,186	-£38,769,768
50%	60%	-£43,726,830	-£41,614,214	-£43,174,531	-£43,316,245	-£41,210,442	-£42,767,419

### CIL Zone 1 High Value – Z1 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£6,948,629	£6,948,629	£6,948,629	£6,948,629	£6,948,629	£6,948,629
10%	70%	£2,740,336	£3,230,441	£2,867,147	£2,800,902	£3,291,007	£2,927,712
15%	70%	£836,188	£1,371,347	£826,406	£727,038	£1,462,196	£917,254
20%	70%	-£1,467,958	-£487,747	-£1,214,337	-£1,346,826	-£366,615	-£1,093,205
25%	70%	-£3,572,105	-£2,346,841	-£3,255,078	-£3,420,690	-£2,195,426	-£3,103,863
30%	70%	-£5,676,251	-£4,205,935	-£5,295,819	-£5,494,554	-£4,024,237	-£5,114,121
35%	70%	-£7,780,398	-£6,065,028	-£7,336,560	-£7,568,418	-£5,853,048	-£7,124,580
40%	70%	-£9,884,545	-£7,924,123	-£9,377,302	-£9,642,282	-£7,681,859	-£9,135,038
45%	70%	-£11,988,691	-£9,783,216	-£11,418,043	-£11,716,145	-£9,510,670	-£11,145,497
50%	70%	-£14,104,808	-£11,642,311	-£13,481,625	-£13,797,619	-£11,339,481	-£13,155,955
100%	70%	-£35,620,046	-£30,484,475	-£34,291,258	-£34,985,407	-£29,849,837	-£33,656,620
10%	80%	£2,729,142	£3,289,263	£2,874,069	£2,769,519	£3,329,640	£2,914,446
15%	80%	£819,398	£1,459,579	£836,788	£679,964	£1,520,145	£897,354
20%	80%	-£1,490,345	-£370,104	-£1,200,492	-£1,409,591	-£289,349	-£1,119,737
40%	80%	-£9,929,319	-£7,688,836	-£9,349,612	-£9,767,811	-£7,527,328	-£9,188,104
45%	80%	-£12,039,063	-£9,518,520	-£11,386,893	-£11,857,365	-£9,336,822	-£11,205,195
50%	80%	-£14,161,582	-£11,348,203	-£13,426,516	-£13,965,789	-£11,146,317	-£13,222,288
10%	60%	£2,751,530	£3,171,620	£2,860,224	£2,832,283	£3,252,374	£2,940,979
15%	60%	£852,980	£1,283,115	£816,022	£774,110	£1,404,246	£897,154
20%	60%	-£1,445,570	-£605,389	-£1,228,180	-£1,284,062	-£443,880	-£1,066,671
25%	60%	-£3,544,120	-£2,493,894	-£3,272,383	-£3,342,235	-£2,292,008	-£3,070,497
30%	60%	-£5,642,670	-£4,382,398	-£5,316,586	-£5,400,408	-£4,140,136	-£5,074,322
35%	60%	-£7,741,220	-£6,270,903	-£7,360,788	-£7,558,581	-£5,988,264	-£7,187,147
40%	60%	-£9,839,770	-£8,159,408	-£9,404,990	-£9,516,752	-£7,836,390	-£9,081,972
50%	60%	-£14,048,034	-£11,936,418	-£13,496,735	-£13,838,449	-£11,532,646	-£13,089,623

### CIL Zone 1 High Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£23,181,551	£23,181,551	£23,181,551	£23,181,551	£23,181,551	£23,181,551
10%	70%	£18,973,258	£19,463,363	£19,100,069	£19,033,824	£19,523,929	£19,160,635
15%	70%	£16,869,111	£17,604,270	£17,059,328	£16,959,960	£17,695,118	£17,150,176
20%	70%	£14,764,964	£15,745,175	£15,018,586	£14,886,096	£15,866,307	£15,139,717
25%	70%	£12,660,818	£13,886,082	£12,977,845	£12,812,232	£14,037,496	£13,129,259
30%	70%	£10,556,671	£12,026,987	£10,937,104	£10,738,368	£12,208,685	£11,118,801
35%	70%	£8,452,524	£10,167,894	£8,896,362	£8,664,604	£10,379,874	£9,108,343
40%	70%	£6,348,377	£8,308,799	£6,855,620	£6,590,640	£8,551,063	£7,097,884
45%	70%	£4,244,231	£6,449,706	£4,814,879	£4,516,777	£6,722,252	£5,087,425
50%	70%	£2,128,114	£4,590,611	£2,771,297	£2,435,303	£4,893,441	£3,076,967
100%	70%	-£19,387,153	-£14,251,553	-£18,059,336	-£18,752,485	-£13,619,915	-£17,429,598
10%	80%	£18,962,064	£19,522,185	£18,106,991	£18,002,441	£19,562,562	£19,147,368
15%	80%	£16,852,320	£17,692,501	£16,069,710	£16,912,886	£17,753,067	£17,130,276
20%	80%	£14,742,577	£15,862,818	£15,032,430	£14,823,331	£15,943,573	£15,113,185
40%	80%	£6,303,603	£8,444,086	£6,883,310	£6,465,111	£8,705,594	£7,044,818
45%	80%	£4,193,959	£6,714,402	£4,846,029	£4,375,557	£6,896,100	£5,027,727
50%	80%	£2,071,340	£4,884,719	£2,806,406	£2,276,133	£5,086,606	£3,010,635
10%	60%	£18,984,452	£19,404,542	£19,093,146	£19,065,205	£19,485,296	£19,173,901
15%	60%	£16,885,902	£17,516,037	£17,048,944	£17,007,033	£17,637,169	£17,170,076
20%	60%	£14,787,352	£15,627,533	£15,004,742	£14,948,860	£15,789,042	£15,166,251
25%	60%	£12,688,802	£13,739,028	£12,980,540	£12,890,687	£13,940,914	£13,162,425
30%	60%	£10,590,252	£11,850,524	£10,916,336	£10,832,514	£12,092,786	£11,158,600
35%	60%	£8,491,702	£9,962,019	£8,872,134	£8,774,342	£10,244,659	£9,154,775
40%	60%	£6,393,152	£8,073,514	£6,827,932	£6,716,170	£8,396,532	£7,150,950
50%	60%	£2,184,889	£4,296,505	£2,736,187	£2,594,473	£4,700,276	£3,143,299

### CIL Zone 1 Medium Value – Z1 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£48,743,903	-£48,743,903	-£48,743,903	-£48,743,903	-£48,743,903	-£48,743,903
10%	70%	-£1,926,256	-£1,419,190	-£1,783,164	-£1,868,716	-£1,359,650	-£1,723,625
15%	70%	-£3,517,431	-£2,756,832	-£3,302,795	-£3,428,121	-£2,667,523	-£3,213,486
20%	70%	-£5,108,864	-£4,094,475	-£4,822,426	-£4,989,528	-£3,975,396	-£4,703,346
25%	70%	-£6,709,332	-£5,432,118	-£6,346,454	-£6,558,340	-£5,283,270	-£6,195,463
30%	70%	-£8,309,798	-£6,769,761	-£7,874,346	-£8,128,609	-£6,591,143	-£7,693,156
35%	70%	-£9,910,266	-£8,109,985	-£9,402,238	-£9,698,878	-£7,899,016	-£9,190,851
40%	70%	-£11,510,733	-£9,453,288	-£10,930,129	-£11,269,147	-£9,211,683	-£10,688,544
45%	70%	-£13,111,200	-£10,796,553	-£12,458,021	-£12,839,415	-£10,524,789	-£12,186,237
50%	70%	-£14,711,667	-£12,139,837	-£13,985,913	-£14,409,684	-£11,837,855	-£13,683,931
100%	70%	-£81,061,273	-£75,747,986	-£79,561,898	-£80,437,391	-£75,124,104	-£78,938,016
10%	80%	-£1,939,872	-£1,360,367	-£1,776,340	-£1,900,179	-£1,320,675	-£1,736,646
15%	80%	-£3,537,856	-£2,668,600	-£3,292,557	-£3,478,316	-£2,609,061	-£3,233,018
20%	80%	-£5,136,489	-£3,976,832	-£4,808,775	-£5,056,454	-£3,897,447	-£4,729,390
25%	80%	-£6,735,956	-£5,284,065	-£6,324,993	-£6,544,926	-£5,053,538	-£6,041,380
30%	80%	-£8,335,423	-£6,591,298	-£7,841,211	-£8,093,398	-£6,359,629	-£7,543,370
35%	80%	-£9,934,890	-£7,898,531	-£9,357,429	-£9,645,870	-£7,665,720	-£9,045,360
40%	80%	-£11,534,357	-£9,205,764	-£10,873,647	-£11,198,342	-£8,971,811	-£10,547,350
45%	80%	-£13,133,824	-£10,512,997	-£12,389,865	-£12,753,814	-£10,277,902	-£12,049,340
50%	80%	-£14,733,291	-£11,820,230	-£13,906,083	-£14,309,286	-£11,583,993	-£13,551,330
10%	60%	-£1,912,638	-£1,478,011	-£1,789,989	-£1,833,252	-£1,398,625	-£1,710,604
15%	60%	-£3,497,006	-£2,845,064	-£3,313,033	-£3,477,927	-£2,725,986	-£3,193,953
20%	60%	-£5,081,374	-£4,212,118	-£4,836,075	-£5,022,602	-£4,053,347	-£4,777,304
25%	60%	-£6,665,742	-£5,579,172	-£6,354,317	-£6,543,478	-£5,380,708	-£6,260,653
30%	60%	-£8,250,110	-£6,946,225	-£7,871,559	-£8,128,675	-£6,708,068	-£7,753,003
35%	60%	-£9,834,478	-£8,313,278	-£9,388,801	-£9,645,922	-£8,035,428	-£9,245,352
40%	60%	-£11,418,846	-£9,680,331	-£10,906,043	-£11,263,169	-£9,362,788	-£10,747,701
45%	60%	-£13,003,214	-£11,047,384	-£12,423,285	-£12,780,416	-£10,689,148	-£12,250,050
50%	60%	-£14,587,582	-£12,414,437	-£13,940,527	-£14,297,663	-£12,016,508	-£13,752,400

### CIL Zone 1 Medium Value – Z1 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£33,158,188	-£33,158,188	-£33,158,188	-£33,158,188	-£33,158,188	-£33,158,188
10%	70%	-£36,340,540	-£35,833,474	-£36,197,449	-£36,281,001	-£35,773,935	-£36,137,910
15%	70%	-£37,931,716	-£37,171,116	-£37,717,080	-£37,842,406	-£37,081,808	-£37,627,771
20%	70%	-£39,523,149	-£38,508,759	-£39,236,710	-£39,403,813	-£38,389,681	-£39,117,631
25%	70%	-£41,114,582	-£39,846,403	-£40,760,339	-£40,972,624	-£39,697,555	-£40,609,748
30%	70%	-£42,706,015	-£41,184,046	-£42,288,963	-£42,542,894	-£41,005,428	-£42,107,441
35%	70%	-£44,297,448	-£42,521,689	-£43,817,592	-£44,113,163	-£42,313,301	-£43,605,135
40%	70%	-£45,888,881	-£43,859,332	-£45,346,221	-£45,683,432	-£43,625,967	-£45,102,829
45%	70%	-£47,480,314	-£45,196,975	-£46,874,850	-£47,253,701	-£44,939,053	-£46,600,522
50%	70%	-£49,071,747	-£46,534,618	-£48,403,479	-£48,823,969	-£46,252,140	-£48,098,216
100%	70%	-£85,475,558	-£80,162,271	-£83,976,183	-£84,851,676	-£80,538,389	-£83,352,301
10%	80%	-£36,354,157	-£35,774,652	-£36,190,625	-£36,314,464	-£35,734,959	-£36,150,931
15%	80%	-£37,952,140	-£37,082,895	-£37,706,842	-£37,892,601	-£37,023,346	-£37,647,303
20%	80%	-£39,550,123	-£38,391,117	-£39,223,060	-£39,470,738	-£38,311,732	-£39,143,674
25%	80%	-£41,148,106	-£39,709,339	-£40,749,287	-£40,982,111	-£39,620,918	-£40,655,664
30%	80%	-£42,746,089	-£41,027,561	-£42,277,810	-£42,533,584	-£41,030,104	-£42,167,654
35%	80%	-£44,344,072	-£42,345,783	-£43,806,333	-£44,085,057	-£42,338,290	-£43,679,644
40%	80%	-£45,942,055	-£43,664,005	-£45,334,856	-£45,636,530	-£43,646,476	-£45,189,634
45%	80%	-£47,540,038	-£44,982,227	-£46,863,379	-£47,188,003	-£44,954,662	-£46,699,624
50%	80%	-£49,138,021	-£46,300,449	-£48,391,902	-£48,739,476	-£46,262,848	-£48,209,614
10%	60%	-£36,326,923	-£35,892,295	-£36,204,274	-£36,247,537	-£35,812,910	-£36,124,888
15%	60%	-£37,911,291	-£37,259,349	-£37,727,317	-£37,792,212	-£37,140,271	-£37,608,238
20%	60%	-£39,495,659	-£38,626,403	-£39,250,360	-£39,336,887	-£38,467,632	-£39,091,589
25%	60%	-£41,080,027	-£39,993,456	-£40,778,403	-£40,887,763	-£39,794,992	-£40,576,726
30%	60%	-£42,664,395	-£41,360,510	-£42,306,446	-£42,441,059	-£41,122,352	-£42,067,815
35%	60%	-£44,248,763	-£42,728,563	-£43,834,489	-£43,994,356	-£42,451,258	-£43,558,904
40%	60%	-£45,833,131	-£44,096,616	-£45,362,532	-£45,547,653	-£43,764,112	-£45,049,993
45%	60%	-£47,417,500	-£45,464,669	-£46,890,575	-£47,100,950	-£45,072,968	-£46,541,082
50%	60%	-£49,001,868	-£46,832,722	-£48,413,618	-£48,654,246	-£46,381,824	-£48,032,171

### CIL Zone 1 Medium Value – Z1 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£3,480,392	-£3,480,392	-£3,480,392	-£3,480,392	-£3,480,392	-£3,480,392
10%	70%	-£6,662,744	-£6,155,678	-£6,519,653	-£6,603,205	-£6,096,139	-£6,460,114
15%	70%	-£9,845,096	-£9,339,320	-£9,039,284	-£9,164,610	-£8,657,553	-£9,017,975
20%	70%	-£13,027,448	-£12,423,062	-£12,559,914	-£12,726,017	-£11,711,885	-£11,579,835
25%	70%	-£16,209,800	-£15,508,804	-£15,082,943	-£15,294,828	-£14,344,759	-£14,209,952
30%	70%	-£19,392,152	-£18,593,546	-£18,166,972	-£18,461,639	-£17,000,691	-£16,872,069
35%	70%	-£22,574,504	-£21,678,288	-£21,250,001	-£21,628,450	-£19,751,623	-£19,622,186
40%	70%	-£25,756,856	-£24,763,030	-£24,333,030	-£24,795,261	-£22,502,555	-£22,492,300
45%	70%	-£28,939,208	-£27,847,772	-£27,416,059	-£27,962,072	-£25,253,487	-£25,262,414
50%	70%	-£32,121,560	-£30,932,514	-£30,495,088	-£31,128,883	-£28,004,419	-£27,972,528
10%	80%	-£6,676,361	-£6,096,856	-£6,512,829	-£6,636,668	-£6,057,163	-£6,473,135
15%	80%	-£9,858,713	-£9,281,508	-£9,029,046	-£9,214,805	-£8,688,550	-£9,069,507
20%	80%	-£13,041,065	-£12,466,250	-£12,559,264	-£12,750,084	-£11,919,432	-£11,781,674
25%	80%	-£16,223,417	-£15,651,002	-£15,144,293	-£15,375,295	-£14,670,364	-£14,541,788
30%	80%	-£19,405,769	-£18,835,744	-£18,229,322	-£18,540,506	-£17,421,296	-£17,291,902
35%	80%	-£22,588,121	-£22,020,486	-£21,314,351	-£21,705,717	-£20,172,228	-£19,992,016
40%	80%	-£25,770,473	-£25,205,228	-£24,408,380	-£24,870,928	-£22,923,160	-£22,792,130
45%	80%	-£28,952,825	-£28,390,070	-£27,502,409	-£27,942,139	-£25,674,092	-£25,592,244
50%	80%	-£32,135,177	-£31,574,812	-£30,596,438	-£31,107,350	-£28,425,024	-£28,392,358
10%	60%	-£6,676,361	-£6,096,856	-£6,512,829	-£6,636,668	-£6,057,163	-£6,473,135
15%	60%	-£9,858,713	-£9,281,508	-£9,029,046	-£9,214,805	-£8,688,550	-£9,069,507
20%	60%	-£13,041,065	-£12,466,250	-£12,559,264	-£12,750,084	-£11,919,432	-£11,781,674
25%	60%	-£16,223,417	-£15,651,002	-£15,144,293	-£15,375,295	-£14,670,364	-£14,541,788
30%	60%	-£19,405,769	-£18,835,744	-£18,229,322	-£18,540,506	-£17,421,296	-£17,291,902
35%	60%	-£22,588,121	-£22,020,486	-£21,314,351	-£21,705,717	-£20,172,228	-£19,992,016
40%	60%	-£25,770,473	-£25,205,228	-£24,408,380	-£24,870,928	-£22,923,160	-£22,792,130
45%	60%	-£28,952,825	-£28,390,070	-£27,502,409	-£27,942,139	-£25,674,092	-£25,592,244
50%	60%	-£32,135,177	-£31,574,812	-£30,596,438	-£31,107,350	-£28,425,024	-£28,392,358

### CIL Zone 1 Medium Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£12,752,530	£12,752,530	£12,752,530	£12,752,530	£12,752,530	£12,752,530
10%	70%	£9,570,179	£10,077,244	£9,713,269	£9,629,718	£10,136,783	£9,772,809
15%	70%	£7,979,002	£8,739,802	£8,193,639	£8,068,312	£8,828,911	£8,282,947
20%	70%	£6,387,570	£7,401,959	£6,674,008	£6,506,905	£7,521,037	£6,793,087
25%	70%	£4,787,102	£6,064,316	£5,149,979	£4,938,094	£6,213,164	£5,300,970
30%	70%	£3,186,635	£4,726,673	£3,622,088	£3,367,825	£4,905,290	£3,803,277
35%	70%	£1,586,167	£3,386,449	£2,094,196	£1,797,555	£3,597,418	£2,305,563
40%	70%	£-14,299	£2,043,165	£566,304	£227,286	£2,284,751	£807,890
45%	70%	£-1,614,766	£699,881	£-961,588	£-1,342,982	£971,665	£-689,804
50%	70%	£-3,215,234	£-643,403	£-2,489,480	£-2,913,251	£-341,421	£-2,187,498
100%	70%	£-19,564,840	£-14,251,553	£-18,065,465	£-18,940,958	£-13,627,871	£-17,441,563
10%	80%	£9,556,562	£10,136,066	£9,720,094	£9,596,254	£10,175,759	£9,759,787
15%	80%	£7,958,578	£8,827,834	£8,203,876	£8,018,117	£8,887,373	£8,263,416
20%	80%	£6,359,945	£7,519,601	£6,687,658	£6,439,980	£7,598,987	£6,767,044
40%	80%	£-69,549	£2,281,838	£593,987	£91,507	£2,442,896	£755,054
45%	80%	£-1,676,923	£968,388	£-930,434	£-1,495,733	£1,149,578	£-749,244
50%	80%	£-3,284,297	£-345,062	£-2,454,864	£-3,082,975	£-143,740	£-2,253,542
10%	60%	£9,583,795	£10,018,423	£9,706,444	£9,663,181	£10,097,808	£9,785,830
15%	60%	£7,999,428	£8,651,369	£8,183,401	£8,118,506	£8,770,447	£8,302,480
20%	60%	£6,415,060	£7,284,315	£6,660,358	£6,573,831	£7,443,087	£6,819,130
25%	60%	£4,821,633	£5,917,262	£5,132,671	£5,022,956	£6,115,726	£5,333,993
30%	60%	£3,228,073	£4,550,208	£3,601,317	£3,469,659	£4,788,366	£3,842,904
35%	60%	£1,634,512	£3,177,610	£2,069,964	£1,916,362	£3,459,460	£2,351,815
40%	60%	£40,951	£1,804,492	£538,611	£363,065	£2,126,606	£860,725
50%	60%	£-3,146,171	£-941,745	£-2,524,096	£-2,743,527	£-539,101	£-2,121,453

### CIL Zone 1 Low Value – Z1 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£-59,221,648	£-59,221,648	£-59,221,648	£-59,221,648	£-59,221,648	£-59,221,648
10%	70%	£-61,403,951	£-60,859,094	£-61,228,309	£-61,343,814	£-60,798,958	£-61,168,174
15%	70%	£-62,495,102	£-61,677,817	£-62,231,640	£-62,404,898	£-61,587,613	£-62,141,436
20%	70%	£-63,586,254	£-62,496,540	£-63,234,971	£-63,465,981	£-62,376,288	£-63,114,698
25%	70%	£-64,688,885	£-63,315,263	£-64,239,601	£-64,533,086	£-63,164,923	£-64,087,961
30%	70%	£-65,788,241	£-64,133,986	£-65,252,699	£-65,604,882	£-63,953,577	£-65,069,340
35%	70%	£-66,890,596	£-64,952,709	£-66,265,796	£-66,676,677	£-64,742,233	£-66,051,878
40%	70%	£-67,992,950	£-65,771,879	£-67,278,895	£-67,748,472	£-65,533,401	£-67,034,416
45%	70%	£-69,095,306	£-66,603,351	£-68,291,993	£-68,820,268	£-66,328,312	£-68,016,955
50%	70%	£-70,197,661	£-67,428,822	£-69,305,091	£-69,892,063	£-67,123,224	£-68,999,493
100%	70%	£-81,400,437	£-75,772,189	£-79,586,101	£-80,779,244	£-75,150,996	£-78,964,908
10%	80%	£-61,421,338	£-60,798,645	£-61,220,605	£-61,381,248	£-60,758,554	£-61,180,515
15%	80%	£-62,521,183	£-61,587,143	£-62,220,083	£-62,461,047	£-61,527,007	£-62,159,947
20%	80%	£-63,621,029	£-62,375,642	£-63,219,562	£-63,540,847	£-62,295,460	£-63,139,380
40%	80%	£-68,063,638	£-65,532,127	£-67,247,574	£-67,900,652	£-65,369,271	£-67,084,588
45%	80%	£-69,167,829	£-66,326,879	£-68,256,757	£-68,991,470	£-66,143,521	£-68,073,397
50%	80%	£-70,286,398	£-67,121,632	£-69,265,940	£-70,082,288	£-66,917,900	£-69,062,207
10%	60%	£-61,386,563	£-60,919,543	£-61,236,014	£-61,306,382	£-60,839,382	£-61,155,833
15%	60%	£-62,469,021	£-61,768,491	£-62,243,196	£-62,348,748	£-61,648,219	£-62,122,925
20%	60%	£-63,551,479	£-62,617,439	£-63,250,379	£-63,391,116	£-62,457,076	£-63,090,016
25%	60%	£-64,641,706	£-63,466,386	£-64,259,176	£-64,437,973	£-63,265,932	£-64,057,108
30%	60%	£-65,735,225	£-64,315,334	£-65,276,190	£-65,490,747	£-64,074,789	£-65,031,710
35%	60%	£-66,828,745	£-65,167,441	£-66,293,203	£-66,543,520	£-64,883,646	£-66,007,978
40%	60%	£-67,922,264	£-66,023,631	£-67,310,215	£-67,596,292	£-65,697,659	£-66,984,244
50%	60%	£-69,019,302	£-67,736,912	£-68,344,242	£-68,701,837	£-67,328,647	£-68,936,778

### CIL Zone 1 Low Value – Z1 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£45,635,932	£45,635,932	£45,635,932	£45,635,932	£45,635,932	£45,635,932
10%	70%	£45,618,236	£45,273,379	£45,642,594	£45,758,099	£45,213,243	£45,582,458
15%	70%	£45,600,387	£45,092,101	£45,645,925	£46,819,182	£46,001,897	£46,555,721
20%	70%	£45,000,538	£46,910,825	£47,649,256	£47,880,266	£46,790,553	£47,528,983
25%	70%	£49,100,170	£47,729,548	£48,653,888	£48,947,371	£47,579,208	£48,502,246
30%	70%	£50,202,525	£48,548,271	£49,666,983	£50,019,167	£48,367,862	£49,483,625
35%	70%	£51,304,881	£49,366,994	£50,680,081	£51,090,962	£49,156,517	£50,466,163
40%	70%	£52,407,235	£50,192,164	£51,693,180	£52,162,756	£49,947,686	£51,448,701
45%	70%	£53,509,590	£51,017,635	£52,706,277	£53,234,552	£50,742,596	£52,431,239
50%	70%	£54,611,946	£51,843,107	£53,719,376	£54,308,347	£51,537,508	£53,413,776
100%	70%	£65,814,722	£60,186,474	£64,000,385	£65,193,529	£59,565,281	£63,379,133
10%	80%	£45,635,623	£45,212,930	£45,634,989	£45,795,533	£45,172,838	£45,594,799
15%	80%	£45,635,468	£46,001,428	£46,634,368	£46,875,332	£45,941,292	£46,574,232
20%	80%	£48,035,313	£46,789,927	£47,633,847	£47,955,132	£46,709,744	£47,553,665
40%	80%	£52,477,922	£49,948,412	£51,661,858	£52,314,936	£49,783,556	£51,498,872
45%	80%	£53,589,114	£50,741,164	£52,671,042	£53,405,755	£50,557,805	£52,487,682
50%	80%	£54,700,883	£51,535,917	£53,680,224	£54,496,573	£51,332,185	£53,476,492
10%	60%	£45,800,848	£45,333,828	£45,650,299	£45,720,667	£45,253,647	£45,570,117
15%	60%	£46,883,306	£46,182,775	£46,657,481	£46,763,033	£46,062,504	£46,537,209
20%	60%	£47,965,764	£47,031,724	£47,664,664	£47,805,401	£46,871,361	£47,504,301
25%	60%	£49,050,990	£47,880,671	£48,673,461	£48,852,258	£47,680,217	£48,471,393
30%	60%	£50,149,510	£48,729,619	£49,680,474	£49,905,031	£48,489,074	£49,445,996
35%	60%	£51,243,029	£49,581,725	£50,707,487	£50,967,804	£49,297,931	£50,422,263
40%	60%	£52,336,549	£50,437,916	£51,724,500	£52,010,577	£50,111,944	£51,398,529
50%	60%	£54,823,587	£52,160,297	£53,758,527	£54,116,122	£51,742,832	£53,351,062



### CIL Zone 1 Low Value – Z1 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£13,958,136	-£13,958,136	-£13,958,136	-£13,958,136	-£13,958,136	-£13,958,136
10%	70%	-£16,140,440	-£15,595,583	-£15,964,798	-£16,080,303	-£15,535,447	-£15,904,662
15%	70%	-£17,231,591	-£16,414,305	-£16,968,129	-£17,141,386	-£16,324,101	-£16,877,925
20%	70%	-£18,322,742	-£17,233,029	-£17,971,460	-£18,202,470	-£17,112,757	-£17,851,187
25%	70%	-£19,422,374	-£18,051,752	-£18,976,090	-£19,269,575	-£17,901,412	-£18,824,450
30%	70%	-£20,524,729	-£18,870,475	-£19,989,187	-£20,341,371	-£18,690,066	-£19,805,829
35%	70%	-£21,627,085	-£19,689,198	-£21,002,285	-£21,413,166	-£19,478,721	-£20,788,367
40%	70%	-£22,729,439	-£20,514,368	-£22,015,384	-£22,484,960	-£20,269,890	-£21,770,905
45%	70%	-£23,831,794	-£21,339,839	-£23,028,481	-£23,556,756	-£21,064,800	-£22,753,443
50%	70%	-£24,934,150	-£22,165,311	-£24,041,580	-£24,628,551	-£21,859,712	-£23,735,982
100%	70%	-£36,136,926	-£30,508,678	-£34,322,589	-£35,515,733	-£29,887,485	-£33,701,397
10%	80%	-£16,157,827	-£15,535,134	-£15,957,093	-£16,117,737	-£15,495,042	-£15,917,003
15%	80%	-£17,257,672	-£16,323,632	-£16,956,572	-£17,197,536	-£16,263,496	-£16,896,436
20%	80%	-£18,357,517	-£17,112,131	-£17,956,051	-£18,277,336	-£17,031,948	-£17,875,889
40%	80%	-£22,800,126	-£20,268,616	-£21,984,062	-£22,637,140	-£20,105,760	-£21,821,076
45%	80%	-£23,911,318	-£21,083,368	-£22,993,248	-£23,727,959	-£20,880,009	-£22,809,886
50%	80%	-£25,022,887	-£21,898,121	-£24,002,428	-£24,818,777	-£21,654,389	-£23,798,696
10%	60%	-£16,123,052	-£15,656,032	-£15,972,503	-£16,042,871	-£15,575,851	-£15,892,321
15%	60%	-£17,205,510	-£16,504,979	-£16,979,685	-£17,085,237	-£16,384,708	-£16,859,413
20%	60%	-£18,287,968	-£17,353,928	-£17,986,868	-£18,127,605	-£17,193,565	-£17,826,505
25%	60%	-£19,378,194	-£18,202,875	-£18,995,665	-£19,174,462	-£18,002,421	-£18,793,597
30%	60%	-£20,471,714	-£19,051,823	-£20,012,678	-£20,227,235	-£18,811,278	-£19,768,199
35%	60%	-£21,565,233	-£19,903,929	-£21,029,691	-£21,280,008	-£19,620,135	-£20,744,467
40%	60%	-£22,658,753	-£20,760,120	-£22,046,704	-£22,332,781	-£20,434,148	-£21,720,733
50%	60%	-£24,845,791	-£22,472,501	-£24,080,731	-£24,438,326	-£22,065,036	-£23,673,266

### CIL Zone 1 Low Value – Z2 Upper quartile Benchmark

% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
70%	£2,274,786	£2,274,786	£2,274,786	£2,274,786	£2,274,786	£2,274,786
70%	£92,482	£637,339	£268,124	£152,619	£697,475	£328,260
70%	-£998,668	-£181,383	-£735,207	-£908,464	-£91,179	-£645,003
70%	-£2,089,820	-£1,000,107	-£1,738,538	-£1,969,548	-£879,834	-£1,618,265
70%	-£3,189,452	-£1,818,830	-£2,743,167	-£3,036,652	-£1,668,490	-£2,591,527
70%	-£4,291,807	-£2,637,552	-£3,756,285	-£4,108,448	-£2,457,144	-£3,572,906
70%	-£5,394,162	-£3,456,276	-£4,769,363	-£5,180,243	-£3,245,799	-£4,555,445
70%	-£6,496,517	-£4,281,446	-£5,782,462	-£6,252,038	-£4,036,967	-£5,537,983
70%	-£7,598,872	-£5,106,917	-£6,795,559	-£7,323,834	-£4,831,878	-£6,520,521
70%	-£8,701,228	-£5,932,389	-£7,808,658	-£8,395,629	-£5,626,790	-£7,503,060
70%	-£19,904,003	-£14,275,755	-£18,089,667	-£19,282,811	-£13,654,563	-£17,468,475
80%	£75,095	£697,789	£275,829	£115,186	£737,880	£315,919
80%	-£1,024,749	-£90,709	-£723,650	-£964,614	-£30,574	-£663,514
80%	-£2,124,595	-£879,208	-£1,723,128	-£2,044,414	-£799,026	-£1,642,947
80%	-£6,567,204	-£4,035,694	-£5,751,140	-£6,404,218	-£3,872,838	-£5,588,154
80%	-£7,678,395	-£4,830,446	-£6,760,324	-£7,495,037	-£4,647,087	-£6,576,964
80%	-£8,789,964	-£5,625,199	-£7,769,506	-£8,585,854	-£5,421,467	-£7,565,774
60%	£109,870	£576,890	£260,420	£190,052	£657,072	£340,601
60%	-£972,588	-£272,057	-£746,763	-£852,315	-£151,785	-£626,491
60%	-£2,055,045	-£1,121,005	-£1,753,946	-£1,894,683	-£960,643	-£1,593,583
60%	-£3,145,272	-£1,969,953	-£2,762,742	-£2,941,540	-£1,769,499	-£2,560,675
60%	-£4,238,792	-£2,818,901	-£3,779,756	-£3,994,313	-£2,578,356	-£3,535,277
60%	-£5,332,311	-£3,671,007	-£4,796,769	-£5,047,086	-£3,387,213	-£4,511,544
60%	-£6,425,831	-£4,527,198	-£5,813,782	-£6,099,858	-£4,201,226	-£5,487,811
60%	-£8,612,868	-£6,239,578	-£7,847,809	-£8,205,404	-£5,832,114	-£7,440,344

### CIL Zone 2 High Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£15,619,502	£15,619,502	£15,619,502	£15,619,502	£15,619,502	£15,619,502
10%	70%	£12,153,876	£12,658,547	£12,294,571	£12,208,539	£12,713,209	£12,349,234
15%	70%	£10,421,062	£11,178,068	£10,632,105	£10,503,058	£11,260,063	£10,714,100
20%	70%	£8,688,248	£9,697,590	£8,969,640	£8,797,575	£9,806,916	£9,078,966
25%	70%	£6,955,436	£8,217,112	£7,307,174	£7,082,093	£8,353,770	£7,443,832
30%	70%	£5,222,622	£6,736,634	£5,644,708	£5,386,612	£6,900,623	£5,808,698
35%	70%	£3,484,623	£5,256,155	£3,982,242	£3,678,699	£5,447,476	£4,173,564
40%	70%	£1,740,791	£3,775,677	£2,311,675	£1,962,593	£3,994,329	£2,533,476
45%	70%	-£3,041	£2,295,199	£639,203	£246,485	£2,541,183	£888,730
50%	70%	-£1,746,873	£812,808	-£1,033,268	-£1,469,622	£1,088,036	-£756,017
100%	70%	-£19,528,985	-£14,240,797	-£18,054,709	-£18,956,196	-£13,668,009	-£17,481,920
10%	80%	£12,140,259	£12,717,025	£12,301,054	£12,176,701	£12,753,467	£12,337,496
15%	80%	£10,400,638	£11,265,786	£10,641,829	£10,455,301	£11,320,450	£10,696,493
20%	80%	£8,661,016	£9,814,548	£8,982,606	£8,733,900	£9,887,432	£9,055,490
40%	80%	£1,685,541	£4,009,593	£2,337,980	£1,833,409	£4,155,362	£2,485,847
45%	80%	-£65,197	£2,558,355	£668,796	£101,154	£2,722,345	£835,147
50%	80%	-£1,815,936	£1,107,116	-£1,000,387	-£1,631,102	£1,289,327	-£815,553
10%	60%	£12,167,492	£12,600,667	£12,288,089	£12,240,377	£12,672,952	£12,360,973
15%	60%	£10,441,489	£11,090,349	£10,622,381	£10,550,813	£11,199,676	£10,731,707
20%	60%	£8,718,482	£9,580,631	£8,956,674	£8,861,250	£9,726,400	£9,102,443
25%	60%	£6,989,477	£8,070,913	£7,290,967	£7,171,688	£8,253,124	£7,473,178
30%	60%	£5,263,472	£6,561,195	£5,625,259	£5,482,124	£6,779,849	£5,843,912
35%	60%	£3,532,966	£5,051,477	£3,959,593	£3,791,735	£5,306,573	£4,214,647
40%	60%	£1,796,041	£3,541,759	£2,285,371	£2,091,776	£3,833,297	£2,581,105
50%	60%	-£1,677,810	£516,202	-£1,068,148	-£1,308,143	£885,871	-£696,480

### CIL Zone 2 High Value – Z2 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£19,342,450	£19,342,450	£19,342,450	£19,342,450	£19,342,450	£19,342,450
10%	70%	£15,876,824	£16,381,494	£16,017,519	£15,931,487	£16,436,157	£16,072,182
15%	70%	£14,144,010	£14,901,015	£14,355,053	£14,226,005	£14,983,011	£14,437,047
20%	70%	£12,411,196	£13,420,537	£12,692,587	£12,520,523	£13,529,864	£12,801,913
25%	70%	£10,678,383	£11,940,059	£11,030,122	£10,815,041	£12,076,718	£11,166,780
30%	70%	£8,945,570	£10,459,581	£9,367,656	£9,109,559	£10,623,571	£9,531,646
35%	70%	£7,207,571	£8,979,103	£7,705,189	£7,401,647	£9,170,424	£7,896,512
40%	70%	£5,463,739	£7,498,625	£6,034,623	£5,685,540	£7,717,277	£6,256,424
45%	70%	£3,719,907	£6,018,147	£4,362,151	£3,969,433	£6,264,131	£4,611,678
50%	70%	£1,976,075	£4,535,756	£2,689,680	£2,253,326	£4,810,984	£2,966,930
100%	70%	£-15,806,037	£-10,517,849	£-14,331,761	£-15,233,249	£-9,945,061	£-13,758,973
10%	80%	£15,863,207	£16,439,973	£16,024,002	£15,899,649	£16,476,415	£16,060,444
15%	80%	£14,123,586	£14,988,734	£14,364,777	£14,178,248	£15,043,398	£14,419,441
20%	80%	£12,383,963	£13,537,496	£12,705,553	£12,456,948	£13,610,380	£12,778,437
40%	80%	£5,408,489	£7,732,541	£6,060,928	£5,556,356	£7,878,310	£6,208,795
45%	80%	£3,657,730	£6,281,303	£4,391,744	£3,824,101	£6,445,293	£4,558,095
50%	80%	£1,907,012	£4,830,064	£2,722,561	£2,091,846	£5,012,275	£2,907,394
10%	60%	£15,890,440	£16,323,014	£16,011,036	£15,963,324	£16,395,899	£16,083,921
15%	60%	£14,164,435	£14,813,297	£14,345,329	£14,273,761	£14,922,623	£14,454,655
20%	60%	£12,438,430	£13,303,579	£12,679,622	£12,584,198	£13,449,347	£12,825,390
25%	60%	£10,712,425	£11,793,861	£11,013,915	£10,894,635	£11,976,071	£11,196,125
30%	60%	£8,986,419	£10,284,143	£9,348,207	£9,205,072	£10,520,796	£9,566,860
35%	60%	£7,255,915	£8,774,425	£7,682,501	£7,514,683	£9,029,520	£7,937,595
40%	60%	£5,518,989	£7,264,707	£6,008,319	£5,814,724	£7,556,244	£6,304,053
50%	60%	£2,045,137	£4,239,150	£2,656,799	£2,414,805	£4,608,819	£3,026,467

### CIL Zone 2 High Value – Z2 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£20,985,820	£20,985,820	£20,985,820	£20,985,820	£20,985,820	£20,985,820
10%	70%	£17,520,193	£18,024,864	£17,660,888	£17,574,856	£18,079,527	£17,715,551
15%	70%	£15,787,379	£16,544,385	£15,998,422	£15,869,375	£16,626,380	£16,080,417
20%	70%	£14,054,565	£15,063,907	£14,335,957	£14,163,892	£15,173,233	£14,445,283
25%	70%	£12,321,753	£13,583,429	£12,673,491	£12,458,410	£13,720,087	£12,810,149
30%	70%	£10,588,939	£12,102,951	£11,011,025	£10,752,929	£12,266,940	£11,175,015
35%	70%	£8,850,940	£10,622,472	£9,348,559	£9,045,016	£10,813,793	£9,539,881
40%	70%	£7,107,108	£9,141,994	£7,677,992	£7,328,910	£9,360,646	£7,899,793
45%	70%	£5,363,276	£7,661,516	£6,005,521	£5,612,802	£7,907,500	£6,255,047
50%	70%	£3,619,444	£6,179,125	£4,333,049	£3,896,695	£6,454,353	£4,610,300
100%	70%	£-14,162,668	£-8,874,480	£-12,688,392	£-13,589,879	£-8,301,691	£-12,115,603
10%	80%	£17,506,576	£18,083,343	£17,667,371	£17,543,018	£18,119,784	£17,703,813
15%	80%	£15,766,955	£16,632,104	£16,008,146	£15,821,618	£16,686,767	£16,062,810
20%	80%	£14,027,333	£15,180,865	£14,348,923	£14,100,218	£15,253,749	£14,421,807
40%	80%	£7,051,858	£9,375,910	£7,704,297	£7,199,726	£9,521,679	£7,852,164
45%	80%	£5,301,120	£7,924,672	£6,035,113	£5,467,471	£8,088,662	£6,201,464
50%	80%	£3,550,381	£6,473,433	£4,365,930	£3,735,215	£6,655,644	£4,550,764
10%	60%	£17,533,809	£17,966,384	£17,654,405	£17,606,694	£18,039,269	£17,727,290
15%	60%	£15,807,805	£16,456,666	£15,988,699	£15,917,130	£16,565,993	£16,098,024
20%	60%	£14,081,799	£14,946,948	£14,322,991	£14,227,567	£15,092,717	£14,468,760
25%	60%	£12,355,794	£13,437,230	£12,657,284	£12,538,005	£13,619,441	£12,839,495
30%	60%	£10,629,789	£11,927,512	£10,991,576	£10,849,441	£12,146,166	£11,210,229
35%	60%	£8,899,285	£10,417,794	£9,325,870	£9,158,052	£10,672,890	£9,580,964
40%	60%	£7,162,358	£8,908,076	£7,651,688	£7,458,093	£9,199,614	£7,947,422
50%	60%	£3,688,507	£5,882,519	£4,300,169	£4,058,174	£6,252,188	£4,669,837

### CIL Zone 2 Medium Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£3,839,695	£3,839,695	£3,839,695	£3,839,695	£3,839,695	£3,839,695
10%	70%	£1,503,245	£2,048,102	£1,678,886	£1,561,299	£2,106,155	£1,736,939
15%	70%	£335,019	£1,152,305	£598,481	£422,099	£1,239,384	£685,562
20%	70%	£-833,206	£256,507	£-481,923	£-717,099	£372,614	£-365,816
25%	70%	£-2,001,431	£-639,290	£-1,562,328	£-1,856,297	£-494,156	£-1,417,194
30%	70%	£-3,171,678	£-1,535,086	£-2,642,732	£-2,995,496	£-1,360,926	£-2,468,572
35%	70%	£-4,352,341	£-2,430,883	£-3,727,542	£-4,145,831	£-2,227,697	£-3,521,031
40%	70%	£-5,533,005	£-3,326,681	£-4,818,948	£-5,296,993	£-3,094,467	£-4,582,937
45%	70%	£-6,713,668	£-4,222,478	£-5,910,355	£-6,448,155	£-3,961,237	£-5,644,842
50%	70%	£-7,894,331	£-5,125,492	£-7,001,762	£-7,599,317	£-4,830,477	£-6,706,746
100%	70%	£-19,879,802	£-14,251,553	£-18,065,465	£-19,280,122	£-13,651,873	£-17,465,785
10%	80%	£1,485,077	£2,107,770	£1,685,809	£1,523,779	£2,146,472	£1,724,511
15%	80%	£307,767	£1,241,807	£608,866	£365,821	£1,299,861	£666,920
20%	80%	£-869,543	£375,844	£-468,076	£-792,138	£453,249	£-390,672
40%	80%	£-5,606,867	£-3,088,007	£-4,790,802	£-5,449,526	£-2,933,198	£-4,633,462
45%	80%	£-6,796,763	£-3,953,970	£-5,878,691	£-6,619,754	£-3,779,810	£-5,701,682
50%	80%	£-7,986,659	£-4,822,272	£-6,966,579	£-7,789,982	£-4,626,421	£-6,769,903
10%	60%	£1,521,414	£1,988,434	£1,671,963	£1,598,818	£2,065,838	£1,749,367
15%	60%	£362,272	£1,062,802	£588,097	£478,379	£1,178,909	£704,204
20%	60%	£-798,869	£137,171	£-495,769	£-642,060	£291,990	£-340,960
25%	60%	£-1,956,011	£-788,460	£-1,579,636	£-1,762,498	£-594,949	£-1,386,124
30%	60%	£-3,116,281	£-1,714,092	£-2,663,503	£-2,882,938	£-1,481,878	£-2,431,288
35%	60%	£-4,287,712	£-2,639,723	£-3,752,170	£-4,012,365	£-2,368,806	£-3,476,822
40%	60%	£-5,459,143	£-3,565,354	£-4,847,094	£-5,144,460	£-3,255,735	£-4,532,412
50%	60%	£-7,802,004	£-5,428,713	£-7,036,944	£-7,408,650	£-5,035,360	£-6,643,591

### CIL Zone 2 Medium Value – Z2 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£7,562,843	£7,562,843	£7,562,843	£7,562,843	£7,562,843	£7,562,843
10%	70%	£5,226,192	£5,771,049	£5,401,834	£5,284,246	£5,829,102	£5,459,887
15%	70%	£4,057,967	£4,875,252	£4,321,429	£4,145,047	£4,962,332	£4,408,510
20%	70%	£2,889,742	£3,979,455	£3,241,024	£3,005,849	£4,095,562	£3,357,131
25%	70%	£1,721,516	£3,083,658	£2,160,620	£1,866,650	£3,228,792	£2,305,754
30%	70%	£551,269	£2,187,862	£1,080,216	£727,452	£2,362,021	£1,254,375
35%	70%	£-629,394	£1,292,064	£-4,594	£-422,883	£1,495,251	£201,916
40%	70%	£-1,810,057	£396,267	£-1,096,001	£-1,574,046	£628,481	£-859,989
45%	70%	£-2,990,720	£-499,530	£-2,187,407	£-2,725,207	£-238,290	£-1,921,894
50%	70%	£-4,171,383	£-1,402,544	£-3,278,814	£-3,876,369	£-1,107,529	£-2,983,799
100%	70%	£-16,156,854	£-10,528,605	£-14,342,517	£-15,557,174	£-9,928,925	£-13,742,837
10%	80%	£5,208,024	£5,830,718	£5,408,757	£5,246,727	£5,869,420	£5,447,459
15%	80%	£4,030,715	£4,964,754	£4,331,814	£4,088,768	£5,022,808	£4,389,868
20%	80%	£2,853,405	£4,098,791	£3,254,871	£2,930,809	£4,176,197	£3,332,276
40%	80%	£-1,883,919	£634,941	£-1,067,855	£-1,726,578	£789,750	£-910,514
45%	80%	£-3,073,815	£-231,023	£-2,155,743	£-2,896,807	£-56,862	£-1,978,734
50%	80%	£-4,263,712	£-1,099,324	£-3,243,631	£-4,067,034	£-903,473	£-3,046,955
10%	60%	£5,244,361	£5,711,381	£5,394,911	£5,321,766	£5,788,786	£5,472,315
15%	60%	£4,085,220	£4,785,750	£4,311,044	£4,201,326	£4,901,857	£4,427,151
20%	60%	£2,926,079	£3,860,119	£3,227,178	£3,080,888	£4,014,928	£3,381,987
25%	60%	£1,768,937	£2,934,487	£2,143,312	£1,960,449	£3,127,989	£2,336,824
30%	60%	£606,667	£2,008,856	£1,059,445	£840,010	£2,241,070	£1,291,660
35%	60%	£-564,764	£1,083,225	£-29,222	£-289,418	£1,354,142	£246,125
40%	60%	£-1,736,195	£157,593	£-1,124,147	£-1,421,512	£467,213	£-909,465
50%	60%	£-4,079,056	£-1,705,765	£-3,313,996	£-3,885,703	£-1,312,413	£-2,920,643

### CIL Zone 2 Medium Value – Z2 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£9,206,012	£9,206,012	£9,206,012	£9,206,012	£9,206,012	£9,206,012
10%	70%	£6,869,562	£7,414,419	£7,045,204	£6,927,616	£7,472,472	£7,103,256
15%	70%	£5,701,336	£6,518,622	£5,964,798	£5,788,416	£6,605,701	£6,051,879
20%	70%	£4,533,111	£5,622,824	£4,884,394	£4,649,218	£5,738,931	£5,000,501
25%	70%	£3,364,886	£4,727,027	£3,803,989	£3,510,020	£4,872,161	£3,949,123
30%	70%	£2,194,639	£3,831,231	£2,723,585	£2,370,821	£4,005,391	£2,897,745
35%	70%	£1,013,976	£2,935,434	£1,638,775	£1,220,486	£3,138,620	£1,845,286
40%	70%	£-168,688	£2,039,636	£547,369	£69,324	£2,271,850	£783,380
45%	70%	£-1,347,351	£1,143,839	£-644,038	£-1,081,838	£1,405,080	£-278,525
50%	70%	£-2,528,014	£240,825	£-1,635,444	£-2,233,000	£535,840	£-1,340,429
100%	70%	£-14,513,485	£-8,885,236	£-12,699,148	£-13,913,805	£-8,285,556	£-12,099,468
10%	80%	£6,851,394	£7,474,087	£7,052,126	£6,890,096	£7,512,789	£7,090,828
15%	80%	£5,674,084	£6,608,124	£5,975,183	£5,732,138	£6,666,178	£6,033,237
20%	80%	£4,496,774	£5,742,161	£4,888,241	£4,574,179	£5,819,566	£4,975,645
40%	80%	£-240,549	£2,278,310	£-575,515	£-83,209	£2,433,119	£732,856
45%	80%	£-1,430,446	£1,412,347	£-512,374	£-1,253,437	£1,586,508	£-335,365
50%	80%	£-2,620,342	£544,045	£-1,600,262	£-2,423,665	£739,896	£-1,403,586
10%	60%	£6,887,731	£7,354,751	£7,038,280	£6,965,135	£7,432,155	£7,115,685
15%	60%	£5,728,589	£6,429,119	£5,954,414	£5,844,696	£6,545,226	£6,070,521
20%	60%	£4,569,448	£5,503,488	£4,870,548	£4,724,257	£5,658,297	£5,025,357
25%	60%	£3,410,306	£4,577,857	£3,786,681	£3,603,819	£4,771,368	£3,980,193
30%	60%	£2,250,036	£3,652,225	£2,702,814	£2,483,379	£3,884,439	£2,935,029
35%	60%	£1,078,605	£2,726,594	£1,614,147	£1,353,952	£2,997,511	£1,889,495
40%	60%	£-92,826	£1,800,963	£519,223	£221,857	£2,110,582	£833,905
50%	60%	£-2,435,687	£-62,396	£-1,670,627	£-2,042,333	£330,957	£-1,277,274

### CIL Zone 2 Low Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£-8,085,418	£-8,085,418	£-8,085,418	£-8,085,418	£-8,085,418	£-8,085,418
10%	70%	£-9,354,165	£-8,693,999	£-9,122,765	£-9,294,735	£-8,635,525	£-9,063,336
15%	70%	£-9,994,108	£-9,002,081	£-9,647,009	£-9,904,963	£-8,912,936	£-9,557,864
20%	70%	£-10,634,050	£-9,311,348	£-10,171,252	£-10,515,189	£-9,192,488	£-10,052,391
25%	70%	£-11,273,992	£-8,620,615	£-10,695,495	£-11,125,417	£-9,472,040	£-10,546,919
30%	70%	£-11,913,935	£-9,929,882	£-11,219,738	£-11,735,645	£-9,751,592	£-11,041,447
35%	70%	£-12,553,877	£-10,239,149	£-11,743,980	£-12,345,872	£-10,031,144	£-11,535,974
40%	70%	£-13,193,820	£-10,548,417	£-12,268,223	£-12,956,099	£-10,310,695	£-12,030,503
45%	70%	£-13,833,762	£-10,857,684	£-12,792,466	£-13,566,326	£-10,590,248	£-12,525,030
50%	70%	£-14,473,705	£-11,166,951	£-13,316,709	£-14,176,554	£-10,869,800	£-13,019,559
100%	70%	£-20,873,129	£-14,259,620	£-18,559,138	£-20,278,828	£-13,865,319	£-17,964,836
10%	80%	£-9,386,738	£-8,633,090	£-9,122,282	£-9,347,119	£-8,594,107	£-9,082,663
15%	80%	£-10,042,969	£-8,909,223	£-9,646,284	£-9,983,538	£-8,849,794	£-9,586,854
20%	80%	£-10,699,198	£-9,187,538	£-10,170,285	£-10,619,958	£-9,108,298	£-10,091,045
40%	80%	£-13,324,115	£-10,300,797	£-12,266,290	£-13,165,834	£-10,142,317	£-12,107,810
45%	80%	£-13,980,344	£-10,579,111	£-12,790,292	£-13,802,053	£-10,400,820	£-12,612,001
50%	80%	£-14,636,573	£-10,857,425	£-13,314,292	£-14,438,473	£-10,659,325	£-13,116,193
10%	60%	£-9,321,592	£-8,754,908	£-9,123,249	£-9,242,351	£-8,676,943	£-9,044,009
15%	60%	£-9,945,247	£-9,094,939	£-9,647,734	£-9,826,387	£-8,976,078	£-9,528,873
20%	60%	£-10,588,902	£-9,435,158	£-10,172,218	£-10,410,422	£-9,276,678	£-10,013,738
25%	60%	£-11,192,558	£-9,775,377	£-10,696,702	£-10,994,457	£-9,577,277	£-10,498,603
30%	60%	£-11,816,214	£-10,115,597	£-11,221,187	£-11,578,494	£-9,877,876	£-10,983,467
35%	60%	£-12,439,870	£-10,455,817	£-11,745,672	£-12,162,529	£-10,178,476	£-11,468,331
40%	60%	£-13,063,524	£-10,796,036	£-12,270,156	£-12,746,564	£-10,479,075	£-11,953,196
50%	60%	£-14,310,836	£-11,476,475	£-13,319,126	£-13,914,635	£-11,080,274	£-12,822,924

### CIL Zone 2 Low Value – Z2 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£4,362,471	-£4,362,471	-£4,362,471	-£4,362,471	-£4,362,471	-£4,362,471
10%	70%	-£5,631,217	-£4,971,051	-£5,399,818	-£5,571,787	-£4,912,577	-£5,340,388
15%	70%	-£6,271,160	-£5,279,133	-£5,924,061	-£6,182,015	-£5,189,988	-£5,834,916
20%	70%	-£6,911,102	-£5,588,400	-£6,448,304	-£6,792,242	-£5,469,541	-£6,329,443
25%	70%	-£7,551,045	-£5,897,667	-£6,972,547	-£7,402,469	-£5,749,092	-£6,823,972
30%	70%	-£8,190,987	-£6,206,934	-£7,496,790	-£8,012,697	-£6,028,644	-£7,318,499
35%	70%	-£8,830,930	-£6,516,201	-£8,021,032	-£8,622,924	-£6,308,196	-£7,813,027
40%	70%	-£9,470,872	-£6,825,469	-£8,545,275	-£9,233,152	-£6,587,748	-£8,307,555
45%	70%	-£10,110,815	-£7,134,736	-£9,069,519	-£9,843,379	-£6,867,300	-£8,802,083
50%	70%	-£10,750,757	-£7,444,003	-£9,593,762	-£10,453,606	-£7,146,852	-£9,296,611
100%	70%	-£17,150,181	-£10,636,672	-£14,836,190	-£16,555,880	-£9,942,371	-£14,241,889
10%	80%	-£5,663,791	-£4,910,142	-£5,399,335	-£5,624,171	-£4,871,160	-£5,359,715
15%	80%	-£6,320,021	-£5,186,276	-£5,923,336	-£6,260,591	-£5,126,846	-£5,863,906
20%	80%	-£6,978,250	-£5,464,590	-£6,447,337	-£6,897,010	-£5,385,350	-£6,368,097
40%	80%	-£9,601,168	-£6,577,849	-£8,543,342	-£9,442,686	-£6,419,369	-£8,384,862
45%	80%	-£10,257,397	-£6,866,164	-£9,067,344	-£10,079,106	-£6,677,873	-£8,889,053
50%	80%	-£10,913,626	-£7,134,477	-£9,591,345	-£10,715,625	-£6,936,378	-£9,393,245
10%	60%	-£5,598,644	-£5,031,960	-£5,400,302	-£5,519,403	-£4,953,995	-£5,321,062
15%	60%	-£6,222,299	-£5,371,991	-£5,924,786	-£6,103,439	-£5,253,130	-£5,805,926
20%	60%	-£6,845,955	-£5,712,210	-£6,449,270	-£6,687,474	-£5,563,730	-£6,290,790
25%	60%	-£7,469,610	-£6,052,429	-£6,973,755	-£7,271,510	-£5,854,330	-£6,775,655
30%	60%	-£8,093,266	-£6,392,650	-£7,498,239	-£7,855,546	-£6,154,928	-£7,260,519
35%	60%	-£8,716,922	-£6,732,869	-£8,022,724	-£8,439,581	-£6,455,528	-£7,745,383
40%	60%	-£9,340,577	-£7,073,088	-£8,547,209	-£9,023,616	-£6,756,128	-£8,230,248
50%	60%	-£10,587,888	-£7,753,527	-£9,596,178	-£10,191,688	-£7,357,326	-£9,199,976

### CIL Zone 2 Low Value – Z2 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£2,719,101	-£2,719,101	-£2,719,101	-£2,719,101	-£2,719,101	-£2,719,101
10%	70%	-£3,987,848	-£3,327,682	-£3,756,448	-£3,928,418	-£3,269,208	-£3,697,019
15%	70%	-£4,627,791	-£3,635,764	-£4,280,692	-£4,538,646	-£3,546,619	-£4,191,547
20%	70%	-£5,267,733	-£3,945,031	-£4,804,935	-£5,148,872	-£3,826,171	-£4,686,074
25%	70%	-£5,907,675	-£4,254,298	-£5,329,178	-£5,759,100	-£4,105,723	-£5,180,602
30%	70%	-£6,547,618	-£4,563,565	-£5,853,421	-£6,369,328	-£4,385,275	-£5,675,130
35%	70%	-£7,187,560	-£4,872,832	-£6,377,663	-£6,979,555	-£4,664,827	-£6,169,657
40%	70%	-£7,827,503	-£5,182,100	-£6,901,906	-£7,589,782	-£4,944,378	-£6,664,186
45%	70%	-£8,467,445	-£5,491,367	-£7,426,149	-£8,200,009	-£5,223,931	-£7,158,713
50%	70%	-£9,107,388	-£5,800,634	-£7,950,392	-£8,810,237	-£5,503,483	-£7,653,242
100%	70%	-£15,506,812	-£8,893,303	-£13,192,821	-£14,912,511	-£8,299,002	-£12,598,519
10%	80%	-£4,020,421	-£3,266,773	-£3,755,965	-£3,980,802	-£3,227,790	-£3,716,346
15%	80%	-£4,676,652	-£3,542,906	-£4,279,967	-£4,617,221	-£3,483,477	-£4,220,537
20%	80%	-£5,332,881	-£3,821,221	-£4,803,968	-£5,253,641	-£3,741,981	-£4,724,727
40%	80%	-£7,957,798	-£4,934,480	-£6,899,973	-£7,799,317	-£4,775,999	-£6,741,493
45%	80%	-£8,614,027	-£5,212,794	-£7,423,975	-£8,435,736	-£5,034,503	-£7,245,684
50%	80%	-£9,270,256	-£5,491,108	-£7,947,975	-£9,072,156	-£5,293,008	-£7,749,875
10%	60%	-£3,955,275	-£3,388,591	-£3,756,932	-£3,876,034	-£3,310,626	-£3,677,692
15%	60%	-£4,578,929	-£3,728,622	-£4,281,417	-£4,460,070	-£3,609,761	-£4,162,556
20%	60%	-£5,202,585	-£4,068,841	-£4,805,901	-£5,044,105	-£3,910,361	-£4,647,420
25%	60%	-£5,826,241	-£4,409,060	-£5,330,385	-£5,628,140	-£4,210,960	-£5,132,286
30%	60%	-£6,449,897	-£4,749,280	-£5,854,870	-£6,212,176	-£4,511,559	-£5,617,150
35%	60%	-£7,073,553	-£5,089,500	-£6,379,355	-£6,796,212	-£4,812,159	-£6,102,014
40%	60%	-£7,697,207	-£5,429,719	-£6,903,839	-£7,380,247	-£5,112,758	-£6,586,879
50%	60%	-£8,944,519	-£6,110,158	-£7,952,808	-£8,548,318	-£5,713,957	-£7,556,607

### CIL Zone 3 High Value – Z3 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£5,394,895	-£5,394,895	-£5,394,895	-£5,394,895	-£5,394,895	-£5,394,895
10%	70%	-£6,925,352	-£6,294,172	-£6,705,126	-£6,866,084	-£6,234,904	-£6,645,858
15%	70%	-£7,690,580	-£6,743,810	-£7,360,240	-£7,601,679	-£6,654,908	-£7,271,339
20%	70%	-£8,455,809	-£7,193,447	-£8,015,355	-£8,337,273	-£7,074,912	-£7,896,821
25%	70%	-£9,224,630	-£7,643,085	-£8,670,470	-£9,074,037	-£7,494,916	-£8,522,302
30%	70%	-£10,002,373	-£8,092,724	-£9,330,887	-£9,821,863	-£7,914,921	-£9,150,177
35%	70%	-£10,780,118	-£8,542,362	-£9,996,718	-£10,569,289	-£8,334,925	-£9,785,889
40%	70%	-£11,557,861	-£8,992,000	-£10,662,547	-£11,316,914	-£8,754,930	-£10,421,599
45%	70%	-£12,335,606	-£9,441,638	-£11,328,377	-£12,064,539	-£9,177,772	-£11,057,311
50%	70%	-£13,113,349	-£9,905,830	-£11,994,206	-£12,812,164	-£9,604,646	-£11,693,021
100%	70%	-£20,890,788	-£14,475,751	-£18,652,502	-£20,288,420	-£13,873,381	-£18,050,134
10%	80%	-£6,955,229	-£6,233,880	-£6,703,541	-£6,915,717	-£6,194,369	-£6,664,030
15%	80%	-£7,735,397	-£6,653,372	-£7,357,885	-£7,676,129	-£6,594,104	-£7,298,597
20%	80%	-£8,515,564	-£7,072,865	-£8,012,188	-£8,436,540	-£6,993,841	-£7,933,165
40%	80%	-£11,679,326	-£9,750,834	-£10,656,108	-£11,518,694	-£8,592,787	-£10,495,476
45%	80%	-£12,472,252	-£10,173,089	-£11,321,134	-£12,291,542	-£8,992,524	-£11,140,422
50%	80%	-£13,265,179	-£10,599,442	-£11,986,158	-£13,064,390	-£9,398,653	-£11,785,368
10%	60%	-£6,895,475	-£6,354,462	-£6,706,709	-£6,816,451	-£6,275,439	-£6,627,686
15%	60%	-£7,645,764	-£6,834,246	-£7,362,616	-£7,527,230	-£6,715,711	-£7,244,081
20%	60%	-£8,396,054	-£7,314,031	-£8,018,523	-£8,238,007	-£7,155,984	-£7,860,476
25%	60%	-£9,148,115	-£7,793,814	-£8,674,429	-£8,948,786	-£7,596,256	-£8,476,871
30%	60%	-£9,911,275	-£8,273,598	-£9,335,716	-£9,670,328	-£8,036,528	-£9,094,769
35%	60%	-£10,673,837	-£8,753,382	-£10,002,351	-£10,392,732	-£8,476,800	-£9,721,246
40%	60%	-£11,436,398	-£9,236,956	-£10,668,985	-£11,115,134	-£8,917,072	-£10,347,722
50%	60%	-£12,961,519	-£10,212,217	-£12,002,254	-£12,559,940	-£9,810,638	-£11,600,675

### CIL Zone 3 High Value – Z3 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£1,876,075	£1,876,075	£1,876,075	£1,876,075	£1,876,075	£1,876,075
10%	70%	£345,618	£976,798	£565,844	£404,886	£1,036,066	£625,112
15%	70%	-£419,611	£527,160	-£89,270	-£330,710	£616,061	-£369
20%	70%	-£1,184,839	£77,522	-£744,385	-£1,066,304	£196,058	-£625,851
25%	70%	-£1,953,660	-£372,115	-£1,399,501	-£1,803,067	-£223,947	-£1,251,332
30%	70%	-£2,731,403	-£821,754	-£2,059,917	-£2,550,693	-£643,951	-£1,879,207
35%	70%	-£3,509,148	-£1,271,392	-£2,725,748	-£3,298,319	-£1,063,956	-£2,514,919
40%	70%	-£4,286,891	-£1,721,030	-£3,391,577	-£4,045,944	-£1,483,960	-£3,150,629
45%	70%	-£5,064,636	-£2,177,868	-£4,057,407	-£4,793,569	-£1,906,802	-£3,786,341
50%	70%	-£5,842,379	-£2,634,861	-£4,723,236	-£5,541,195	-£2,333,676	-£4,422,052
100%	70%	-£13,619,818	-£7,204,781	-£11,381,532	-£13,017,450	-£6,602,411	-£10,779,164
10%	80%	£315,741	£1,037,090	£567,428	£355,252	£1,076,601	£606,940
15%	80%	-£464,427	£617,598	-£86,895	-£405,159	£676,865	-£27,628
20%	80%	-£1,244,594	£198,105	-£741,218	-£1,165,570	£277,129	-£662,195
40%	80%	-£4,408,356	-£1,479,864	-£3,385,139	-£4,247,724	-£1,321,818	-£3,224,507
45%	80%	-£5,201,282	-£1,902,119	-£4,050,164	-£5,020,572	-£1,721,554	-£3,869,452
50%	80%	-£5,994,209	-£2,328,473	-£4,715,188	-£5,793,420	-£2,127,683	-£4,514,398
10%	60%	£375,495	£916,508	£564,261	£454,519	£995,530	£643,284
15%	60%	-£374,794	£436,724	-£91,646	-£256,260	£555,258	£26,889
20%	60%	-£1,125,084	-£43,061	-£747,553	-£967,037	£114,986	-£589,506
25%	60%	-£1,877,745	-£522,844	-£1,403,460	-£1,677,816	-£325,286	-£1,205,901
30%	60%	-£2,640,306	-£1,002,628	-£2,064,746	-£2,399,359	-£765,558	-£1,823,799
35%	60%	-£3,402,867	-£1,482,412	-£2,731,381	-£3,121,762	-£1,205,830	-£2,450,276
40%	60%	-£4,165,428	-£1,965,986	-£3,398,015	-£3,844,164	-£1,646,102	-£3,076,752
50%	60%	-£5,690,549	-£2,941,248	-£4,731,284	-£5,288,970	-£2,539,669	-£4,329,705

### CIL Zone 3 High Value – Z3 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£2,376,223	£2,376,223	£2,376,223	£2,376,223	£2,376,223	£2,376,223
10%	70%	£845,766	£1,476,946	£1,065,992	£905,033	£1,536,214	£1,125,260
15%	70%	£80,537	£1,027,308	£410,878	£169,438	£1,116,209	£499,779
20%	70%	-£684,691	£577,670	-£244,237	-£566,156	£696,206	-£125,703
25%	70%	-£1,453,512	£128,032	-£899,353	-£1,302,920	£276,201	-£751,184
30%	70%	-£2,231,255	-£321,606	-£1,559,769	-£2,050,545	-£143,803	-£1,379,059
35%	70%	-£3,009,000	-£771,244	-£2,225,600	-£2,798,171	-£563,808	-£2,014,771
40%	70%	-£3,786,743	-£1,220,882	-£2,891,429	-£3,545,796	-£983,812	-£2,650,481
45%	70%	-£4,564,488	-£1,677,720	-£3,557,259	-£4,293,421	-£1,406,654	-£3,286,193
50%	70%	-£5,342,231	-£2,134,713	-£4,223,088	-£5,041,047	-£1,833,528	-£3,921,904
100%	70%	-£13,119,670	-£6,704,633	-£10,881,384	-£12,517,302	-£6,102,264	-£10,279,016
10%	80%	£815,889	£1,537,238	£1,067,576	£855,400	£1,576,749	£1,107,088
15%	80%	£35,721	£1,117,746	£413,253	£94,989	£1,177,013	£472,520
20%	80%	-£744,446	£698,253	-£241,070	-£685,422	£777,277	-£162,047
40%	80%	-£3,908,208	-£979,717	-£2,884,991	-£3,747,576	-£821,670	-£2,724,359
45%	80%	-£4,701,134	-£1,401,971	-£3,550,016	-£4,520,424	-£1,221,406	-£3,369,305
50%	80%	-£5,494,061	-£1,828,325	-£4,215,400	-£5,293,272	-£1,627,535	-£4,014,250
10%	60%	£875,643	£1,416,655	£1,064,409	£954,667	£1,495,678	£1,143,432
15%	60%	£125,354	£936,872	£408,502	£243,988	£1,055,406	£527,037
20%	60%	-£624,937	£457,087	-£247,405	-£466,890	£615,134	-£89,358
25%	60%	-£1,377,897	-£22,687	-£903,312	-£1,177,868	£174,862	-£705,753
30%	60%	-£2,140,158	-£502,480	-£1,564,599	-£1,899,211	-£265,410	-£1,323,652
35%	60%	-£2,902,719	-£982,264	-£2,231,233	-£2,621,614	-£705,682	-£1,950,128
40%	60%	-£3,665,280	-£1,465,838	-£2,897,867	-£3,344,016	-£1,145,955	-£2,576,604
50%	60%	-£5,190,401	-£2,441,100	-£4,231,136	-£4,788,822	-£2,039,521	-£3,829,557

### CIL Zone 3 Medium Value – Z3 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£7,072,671	-£7,072,671	-£7,072,671	-£7,072,671	-£7,072,671	-£7,072,671
10%	70%	-£8,453,521	-£7,805,228	-£8,225,845	-£8,414,891	-£7,766,599	-£8,187,216
15%	70%	-£9,146,277	-£8,171,507	-£8,802,432	-£9,087,384	-£8,113,562	-£8,744,488
20%	70%	-£9,847,994	-£8,537,785	-£9,385,196	-£9,769,470	-£8,460,526	-£9,306,672
25%	70%	-£10,549,710	-£8,904,064	-£9,971,213	-£10,451,557	-£8,807,490	-£9,873,058
30%	70%	-£11,251,428	-£9,274,741	-£10,557,230	-£11,133,643	-£9,156,956	-£10,439,445
35%	70%	-£11,953,144	-£9,647,010	-£11,143,247	-£11,815,729	-£9,509,594	-£11,005,831
40%	70%	-£12,654,861	-£10,019,278	-£11,729,265	-£12,497,815	-£9,862,232	-£11,572,218
45%	70%	-£13,356,578	-£10,391,547	-£12,315,282	-£13,179,900	-£10,214,871	-£12,138,604
50%	70%	-£14,058,295	-£10,763,816	-£12,901,299	-£13,861,987	-£10,567,509	-£12,704,991
100%	70%	-£21,075,463	-£14,486,507	-£18,761,471	-£20,682,848	-£14,093,891	-£18,368,856
10%	80%	-£8,485,490	-£7,744,594	-£8,225,289	-£8,459,737	-£7,718,831	-£8,199,536
15%	80%	-£9,195,014	-£8,080,541	-£8,801,588	-£9,155,754	-£8,041,910	-£8,762,969
20%	80%	-£9,912,978	-£8,416,497	-£9,384,065	-£9,860,629	-£8,364,991	-£9,331,716
40%	80%	-£12,784,828	-£9,772,734	-£11,727,004	-£12,680,131	-£9,668,037	-£11,622,306
45%	80%	-£13,502,792	-£10,114,186	-£12,312,739	-£13,385,007	-£9,996,401	-£12,194,954
50%	80%	-£14,220,754	-£10,455,636	-£12,898,473	-£14,089,882	-£10,324,764	-£12,767,601
10%	60%	-£8,421,552	-£7,865,872	-£8,226,401	-£8,370,046	-£7,814,366	-£8,174,895
15%	60%	-£9,097,539	-£8,262,473	-£8,803,267	-£9,019,016	-£8,185,214	-£8,726,007
20%	60%	-£9,783,010	-£8,659,074	-£9,386,326	-£9,678,312	-£8,556,060	-£9,281,628
25%	60%	-£10,468,481	-£9,056,562	-£9,972,625	-£10,337,609	-£8,926,908	-£9,841,754
30%	60%	-£11,153,951	-£9,459,649	-£10,558,825	-£10,908,906	-£9,302,602	-£10,401,879
35%	60%	-£11,839,422	-£9,862,736	-£11,145,225	-£11,656,202	-£9,679,515	-£10,962,005
40%	60%	-£12,524,893	-£10,265,822	-£11,731,525	-£12,315,499	-£10,056,428	-£11,522,130
50%	60%	-£13,895,835	-£11,071,996	-£12,904,124	-£13,634,091	-£10,810,253	-£12,642,381

### CIL Zone 3 Medium Value – Z3 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£198,299	£198,299	£198,299	£198,299	£198,299	£198,299
10%	70%	-£1,182,551	-£534,258	-£954,875	-£1,143,921	-£495,629	-£916,246
15%	70%	-£1,875,307	-£900,537	-£1,531,463	-£1,816,415	-£842,593	-£1,473,518
20%	70%	-£2,577,024	-£1,266,816	-£2,114,226	-£2,498,500	-£1,189,556	-£2,035,702
25%	70%	-£3,278,741	-£1,633,094	-£2,700,243	-£3,180,587	-£1,536,520	-£2,602,089
30%	70%	-£3,980,458	-£2,003,771	-£3,286,260	-£3,862,673	-£1,885,986	-£3,168,475
35%	70%	-£4,682,174	-£2,376,040	-£3,872,277	-£4,544,759	-£2,238,624	-£3,734,862
40%	70%	-£5,383,891	-£2,748,308	-£4,458,295	-£5,226,845	-£2,591,263	-£4,301,248
45%	70%	-£6,085,608	-£3,120,577	-£5,044,312	-£5,908,931	-£2,943,901	-£4,867,635
50%	70%	-£6,787,325	-£3,492,846	-£5,630,329	-£6,591,017	-£3,296,539	-£5,434,021
100%	70%	-£13,804,493	-£7,215,537	-£11,490,501	-£13,411,878	-£6,822,922	-£11,097,886
10%	80%	-£1,214,521	-£473,614	-£954,319	-£1,188,767	-£447,861	-£928,566
15%	80%	-£1,924,045	-£809,571	-£1,530,628	-£1,884,784	-£770,941	-£1,491,999
20%	80%	-£2,642,008	-£1,145,527	-£2,113,095	-£2,589,659	-£1,094,021	-£2,060,746
40%	80%	-£5,513,858	-£2,501,764	-£4,456,034	-£5,409,162	-£2,397,067	-£4,351,336
45%	80%	-£6,231,822	-£2,843,216	-£5,041,769	-£6,114,037	-£2,725,431	-£4,923,984
50%	80%	-£6,949,784	-£3,184,666	-£5,627,503	-£6,818,913	-£3,053,795	-£5,496,631
10%	60%	-£1,150,582	-£594,902	-£955,432	-£1,099,076	-£543,396	-£903,925
15%	60%	-£1,826,569	-£991,503	-£1,532,297	-£1,748,046	-£914,244	-£1,455,037
20%	60%	-£2,512,040	-£1,388,104	-£2,115,356	-£2,407,342	-£1,285,091	-£2,010,658
25%	60%	-£3,197,511	-£1,785,592	-£2,701,656	-£3,066,640	-£1,655,938	-£2,570,784
30%	60%	-£3,882,981	-£2,188,679	-£3,287,956	-£3,725,936	-£2,031,633	-£3,130,909
35%	60%	-£4,568,452	-£2,591,766	-£3,874,255	-£4,385,232	-£2,408,545	-£3,691,035
40%	60%	-£5,253,924	-£2,994,852	-£4,460,555	-£5,044,529	-£2,785,458	-£4,251,160
50%	60%	-£6,624,866	-£3,801,027	-£5,633,154	-£6,363,121	-£3,539,283	-£5,371,411

### CIL Zone 3 Medium Value – Z3 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£698,447	£698,447	£698,447	£698,447	£698,447	£698,447
10%	70%	-£682,403	-£34,110	-£454,727	-£643,773	-£4,519	-£416,098
15%	70%	-£1,375,159	-£400,389	-£1,031,315	-£1,316,267	-£342,445	-£973,370
20%	70%	-£2,076,876	-£766,668	-£1,614,078	-£1,998,352	-£689,408	-£1,535,554
25%	70%	-£2,778,593	-£1,132,946	-£2,200,095	-£2,680,439	-£1,036,372	-£2,101,941
30%	70%	-£3,480,310	-£1,503,623	-£2,786,112	-£3,362,525	-£1,385,839	-£2,668,327
35%	70%	-£4,182,026	-£1,875,892	-£3,372,129	-£4,044,611	-£1,738,476	-£3,234,714
40%	70%	-£4,883,744	-£2,248,160	-£3,958,147	-£4,726,697	-£2,091,115	-£3,801,100
45%	70%	-£5,585,460	-£2,620,429	-£4,544,164	-£5,408,783	-£2,443,753	-£4,367,487
50%	70%	-£6,287,177	-£2,992,699	-£5,130,181	-£6,090,870	-£2,796,391	-£4,933,873
100%	70%	-£13,304,345	-£6,715,389	-£10,990,354	-£12,911,730	-£6,322,774	-£10,597,738
10%	80%	-£174,373	£26,534	-£454,171	-£688,619	£52,287	-£428,418
15%	80%	-£1,423,897	-£309,423	-£1,030,480	-£1,384,636	-£270,793	-£991,851
20%	80%	-£2,141,860	-£645,380	-£1,612,947	-£2,089,511	-£593,873	-£1,560,598
40%	80%	-£5,013,710	-£2,001,616	-£3,955,886	-£4,909,014	-£1,896,920	-£3,851,188
45%	80%	-£5,731,674	-£2,343,068	-£4,541,621	-£5,613,889	-£2,225,283	-£4,423,837
50%	80%	-£6,449,637	-£2,684,518	-£5,127,355	-£6,318,765	-£2,553,647	-£4,996,484
10%	60%	-£650,434	-£94,755	-£455,284	-£598,928	-£43,248	-£403,777
15%	60%	-£1,326,421	-£491,355	-£1,032,149	-£1,247,898	-£144,096	-£954,890
20%	60%	-£2,011,892	-£887,956	-£1,615,208	-£1,907,195	-£784,943	-£1,510,510
25%	60%	-£2,697,363	-£1,285,444	-£2,201,508	-£2,566,492	-£1,155,791	-£2,070,636
30%	60%	-£3,382,834	-£1,688,531	-£2,787,808	-£3,225,788	-£1,531,485	-£2,630,761
35%	60%	-£4,068,305	-£2,091,618	-£3,374,108	-£3,885,084	-£1,908,397	-£3,190,887
40%	60%	-£4,753,776	-£2,494,705	-£3,960,408	-£4,544,381	-£2,285,310	-£3,751,012
50%	60%	-£6,124,718	-£3,300,879	-£5,133,006	-£5,862,973	-£3,039,135	-£4,871,263

### CIL Zone 3 Low Value – Z3 Upper quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£8,750,448	-£8,750,448	-£8,750,448	-£8,750,448	-£8,750,448	-£8,750,448
10%	70%	-£10,004,580	-£9,379,186	-£9,767,124	-£10,009,689	-£9,384,295	-£9,772,233
15%	70%	-£10,633,698	-£9,895,606	-£10,277,515	-£10,641,362	-£9,703,270	-£10,285,179
20%	70%	-£11,262,816	-£10,012,028	-£10,787,905	-£11,273,035	-£10,022,247	-£10,798,124
25%	70%	-£11,891,935	-£10,328,450	-£11,298,296	-£11,904,708	-£10,341,223	-£11,311,069
30%	70%	-£12,521,053	-£10,644,702	-£11,808,687	-£12,536,382	-£10,660,198	-£11,824,015
35%	70%	-£13,150,172	-£10,961,292	-£12,319,077	-£13,168,055	-£10,979,175	-£12,336,960
40%	70%	-£13,779,290	-£11,277,713	-£12,829,468	-£13,799,727	-£11,298,150	-£12,849,905
45%	70%	-£14,408,408	-£11,594,134	-£13,339,858	-£14,431,400	-£11,617,126	-£13,362,850
50%	70%	-£15,037,526	-£11,910,555	-£13,850,248	-£15,063,073	-£11,936,103	-£13,875,795
100%	70%	-£21,328,710	-£15,074,767	-£18,954,154	-£21,379,804	-£15,125,861	-£19,005,248
10%	80%	-£10,037,360	-£9,322,623	-£9,765,982	-£10,040,766	-£9,326,030	-£9,769,388
15%	80%	-£10,682,869	-£9,610,764	-£10,275,802	-£10,687,978	-£9,615,874	-£10,280,911
20%	80%	-£11,328,377	-£9,898,904	-£10,785,622	-£11,335,189	-£9,905,717	-£10,792,434
40%	80%	-£13,910,411	-£11,051,466	-£12,824,900	-£13,924,036	-£11,065,091	-£12,838,525
45%	80%	-£14,555,919	-£11,339,606	-£13,334,719	-£14,571,248	-£11,354,935	-£13,350,047
50%	80%	-£15,201,428	-£11,627,746	-£13,844,539	-£15,218,459	-£11,644,778	-£13,861,570
10%	60%	-£9,971,800	-£9,435,747	-£9,768,266	-£9,978,612	-£9,442,560	-£9,775,078
15%	60%	-£10,584,527	-£9,780,449	-£10,279,227	-£10,594,746	-£9,790,668	-£10,289,446
20%	60%	-£11,197,256	-£10,125,152	-£10,790,189	-£11,210,881	-£10,138,777	-£10,803,814
25%	60%	-£11,809,984	-£10,469,853	-£11,301,150	-£11,827,015	-£10,486,884	-£11,318,182
30%	60%	-£12,422,712	-£10,814,555	-£11,812,112	-£12,443,150	-£10,834,993	-£11,832,549
35%	60%	-£13,035,440	-£11,159,258	-£12,323,073	-£13,059,284	-£11,183,102	-£12,346,917
40%	60%	-£13,648,169	-£11,503,960	-£12,834,035	-£13,675,419	-£11,531,210	-£12,861,285
50%	60%	-£14,873,625	-£12,193,364	-£13,855,958	-£14,907,688	-£12,227,426	-£13,890,021



### CIL Zone 3 Low Value – Z3 Median Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£1,479,478	-£1,479,478	-£1,479,478	-£1,479,478	-£1,479,478	-£1,479,478
10%	70%	-£2,733,610	-£2,108,216	-£2,496,154	-£2,738,719	-£2,113,325	-£2,501,263
15%	70%	-£3,362,728	-£2,424,637	-£3,006,545	-£3,370,392	-£2,432,300	-£3,014,209
20%	70%	-£3,991,846	-£2,741,058	-£3,516,935	-£4,002,065	-£2,751,277	-£3,527,154
25%	70%	-£4,620,965	-£3,057,480	-£4,027,326	-£4,633,738	-£3,070,253	-£4,040,099
30%	70%	-£5,250,083	-£3,373,900	-£4,537,717	-£5,265,412	-£3,389,228	-£4,553,045
35%	70%	-£5,879,202	-£3,690,322	-£5,048,107	-£5,897,085	-£3,708,205	-£5,065,990
40%	70%	-£6,508,320	-£4,006,743	-£5,558,498	-£6,528,758	-£4,027,181	-£5,578,936
45%	70%	-£7,137,439	-£4,323,164	-£6,068,889	-£7,160,430	-£4,346,156	-£6,091,880
50%	70%	-£7,766,556	-£4,639,585	-£6,579,279	-£7,792,103	-£4,665,133	-£6,604,825
100%	70%	-£14,057,740	-£7,803,797	-£11,683,184	-£14,108,834	-£7,854,891	-£11,734,278
10%	80%	-£2,766,390	-£2,051,654	-£2,495,012	-£2,769,796	-£2,055,061	-£2,498,418
15%	80%	-£3,411,899	-£2,339,794	-£3,004,832	-£3,417,008	-£2,344,904	-£3,009,941
20%	80%	-£4,057,407	-£2,627,935	-£3,514,652	-£4,064,219	-£2,634,748	-£3,521,464
40%	80%	-£6,639,441	-£3,780,497	-£5,553,300	-£6,653,066	-£3,794,121	-£5,567,555
45%	80%	-£7,284,949	-£4,068,636	-£6,063,750	-£7,300,278	-£4,083,965	-£6,079,078
50%	80%	-£7,930,459	-£4,356,776	-£6,573,569	-£7,947,490	-£4,373,808	-£6,590,600
10%	60%	-£2,700,830	-£2,164,777	-£2,497,297	-£2,707,642	-£2,171,590	-£2,504,109
15%	60%	-£3,313,557	-£2,509,479	-£3,008,258	-£3,323,776	-£2,519,698	-£3,019,477
20%	60%	-£3,926,286	-£2,854,182	-£3,519,220	-£3,939,911	-£2,867,807	-£3,532,845
25%	60%	-£4,539,014	-£3,198,884	-£4,030,181	-£4,556,045	-£3,215,914	-£4,047,213
30%	60%	-£5,151,742	-£3,543,585	-£4,541,143	-£5,172,180	-£3,564,023	-£4,561,580
35%	60%	-£5,764,471	-£3,888,288	-£5,052,104	-£5,788,314	-£3,912,132	-£5,075,947
40%	60%	-£6,377,199	-£4,232,990	-£5,563,066	-£6,404,449	-£4,260,240	-£5,590,315
50%	60%	-£7,602,655	-£4,922,394	-£6,584,989	-£7,636,718	-£4,956,456	-£6,619,051

### CIL Zone 3 Low Value – Z3 Lower quartile Benchmark

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	-£979,330	-£979,330	-£979,330	-£979,330	-£979,330	-£979,330
10%	70%	-£2,233,463	-£1,608,068	-£1,996,007	-£2,238,571	-£1,613,177	-£2,001,115
15%	70%	-£2,862,580	-£1,924,489	-£2,506,397	-£2,870,244	-£1,932,153	-£2,514,061
20%	70%	-£3,491,698	-£2,240,910	-£3,016,787	-£3,501,917	-£2,251,129	-£3,027,006
25%	70%	-£4,120,817	-£2,557,332	-£3,527,178	-£4,133,590	-£2,570,105	-£3,539,951
30%	70%	-£4,749,935	-£2,873,753	-£4,037,569	-£4,765,264	-£2,889,080	-£4,052,897
35%	70%	-£5,379,054	-£3,190,174	-£4,547,959	-£5,396,937	-£3,208,057	-£4,565,842
40%	70%	-£6,008,172	-£3,506,595	-£5,058,350	-£6,028,610	-£3,527,033	-£5,078,788
45%	70%	-£6,637,291	-£3,823,016	-£5,568,741	-£6,660,283	-£3,846,008	-£5,591,733
50%	70%	-£7,266,409	-£4,139,437	-£6,079,131	-£7,291,955	-£4,164,985	-£6,104,677
100%	70%	-£13,557,592	-£7,303,649	-£11,183,037	-£13,608,686	-£7,354,743	-£11,234,130
10%	80%	-£2,266,242	-£1,551,506	-£1,994,864	-£2,269,648	-£1,554,913	-£1,998,270
15%	80%	-£2,911,751	-£1,839,646	-£2,504,684	-£2,916,860	-£1,844,756	-£2,509,793
20%	80%	-£3,557,260	-£2,127,787	-£3,014,504	-£3,564,071	-£2,134,600	-£3,021,316
40%	80%	-£6,139,293	-£3,280,349	-£5,053,782	-£6,152,918	-£3,293,974	-£5,067,407
45%	80%	-£6,784,802	-£3,568,488	-£5,563,602	-£6,800,130	-£3,583,817	-£5,578,930
50%	80%	-£7,430,311	-£3,856,629	-£6,073,422	-£7,447,342	-£3,873,660	-£6,090,452
10%	60%	-£2,200,682	-£1,664,629	-£1,997,149	-£2,207,494	-£1,671,442	-£2,003,961
15%	60%	-£2,813,409	-£2,009,331	-£2,508,110	-£2,823,628	-£2,019,550	-£2,518,329
20%	60%	-£3,426,138	-£2,354,034	-£3,019,072	-£3,439,763	-£2,367,659	-£3,032,697
25%	60%	-£4,038,867	-£2,698,736	-£3,530,033	-£4,055,897	-£2,715,767	-£3,547,065
30%	60%	-£4,651,594	-£3,043,437	-£4,040,995	-£4,672,032	-£3,063,875	-£4,061,432
35%	60%	-£5,264,323	-£3,388,140	-£4,551,956	-£5,288,167	-£3,411,984	-£4,575,800
40%	60%	-£5,877,051	-£3,732,842	-£5,062,918	-£5,904,301	-£3,760,092	-£5,090,168
50%	60%	-£7,102,507	-£4,422,247	-£6,084,841	-£7,136,570	-£4,456,308	-£6,118,904

- 6.16 The results of this testing identify that the Council's Policy DM 2 requirement of 35% affordable housing is still a reasonable requirement across all developments in the LBS. The testing has identified that some schemes, subject to their benchmark land values, are able to achieve higher quantities of affordable housing (50% and more affordable housing), however looking holistically across the schemes tested we would recommend that the Council maintains its requirement at 35%.
- 6.17 As is to be expected with any strategic viability testing, some schemes are identified as having challenging viability regardless of the Council's affordable housing policy i.e. they are identified as being unviable at 0% affordable housing. In Southwark we consider this to be mainly as a result of high benchmark land values, particularly in CIL Zone 1. In practice therefore, such sites would not come forward for development as they are more valuable in their existing use.



- 6.18 The Council's flexible approach in the application of their affordable housing policy i.e. that the provision of affordable housing is subject to viability, considered on a site by site basis, will assist with both development viability and ensuring the delivery of the maximum quantum of viable affordable housing.
- 6.19 The results of our appraisals for Typology 1, a small scheme of 11 units, clearly demonstrate that such schemes are no less viable than larger schemes. In this regard we consider that there is no need for the Council to adopt a differential or sliding scale of rates for schemes of between 10 to 15 units. The application of a 35% affordable housing requirement, applied flexibly i.e. allowing for viability, will allow smaller schemes to be delivered in the borough and assist, where necessary, to deliver schemes where due to site specific circumstances, sites are identified as having challenging viability.
- 6.20 The sensitivity testing of affordable housing tenures as part of this assessment has identified that the Council's preferred policy approach of seeking 70% social rent to 30% intermediate across the majority of the borough can be delivered in a number of the scenarios tested. The results of the appraisals identify that the amendment of the tenure split to 80:20 and 60:40 from 70:30 can be seen to have an impact on viability, as expected, however such changes in viability are demonstrated as being minor.
- 6.21 Further, the results identify that viability can be seen to improve when Affordable Rent is sought in place of social rent (between circa 5-10%). Given that the Council has identified a need for social rented housing in the LBS and no identified need for Affordable Rented housing, however, we consider that the policy approach of requiring rented affordable housing to be delivered as social rent units as a priority, with Affordable Rent sought in exceptional circumstances, to be a reasonable approach given that Affordable rented Accommodation is considered to be unsuitable in a local context.
- 6.22 Our assessment of intermediate rented accommodation and shared ownership accommodation has identified that there is little difference in the viability of schemes when adopting one or the other as the intermediate tenure. This is as a result of the threshold income levels being applied consistently to the two products.
- 6.23 With respect to the impact of income thresholds for intermediate units (shared ownership and intermediate units), our appraisals have identified that viability improves with increasing income thresholds from the Council's identified thresholds to the GLA's thresholds. However, this is seen to be only a marginal improvement in viability given that intermediate units make up a small part of the affordable housing offer (circa 30%). See Table 6.23.1 overleaf, which compares a selection of schemes at Council thresholds and GLA thresholds. As with the Council's approach to Affordable Rent, we consider that allowing the Higher GLA thresholds on intermediate units in exceptional circumstances to be reasonable. This is particularly given the context that this can be seen to improve viability by circa 5% in some schemes when applied in conjunction with Affordable Rent.

**Table 6.23.1: Comparison of viability of developments at Council intermediate thresholds against GLA intermediate thresholds – Development Typology 4 (100 units)**

**CIL Zone 1 High Value – Z1 Lower quartile Benchmark**

**Council intermediate thresholds**

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£6,948,629	£6,948,629	£6,948,629	£6,948,629	£6,948,629	£6,948,629
10%	70%	£2,740,336	£3,230,441	£2,867,147	£2,800,902	£3,291,007	£2,927,712
15%	70%	£636,188	£1,371,347	£826,406	£727,038	£1,462,196	£917,254
20%	70%	-£1,467,958	-£487,747	-£1,214,337	-£1,346,826	-£366,615	-£1,093,205
25%	70%	-£3,572,105	-£2,346,841	-£3,255,078	-£3,420,690	-£2,195,426	-£3,103,863
30%	70%	-£5,676,251	-£4,205,935	-£5,295,819	-£5,494,554	-£4,024,237	-£5,114,121
35%	70%	-£7,780,398	-£6,065,028	-£7,336,560	-£7,568,418	-£5,853,048	-£7,124,580
40%	70%	-£9,884,545	-£7,924,123	-£9,377,302	-£9,642,282	-£7,681,859	-£9,135,038
45%	70%	-£11,988,691	-£9,783,216	-£11,418,043	-£11,716,145	-£9,510,670	-£11,145,497
50%	70%	-£14,104,808	-£11,642,311	-£13,481,625	-£13,797,619	-£11,339,481	-£13,155,955
100%	70%	-£36,620,046	-£30,454,475	-£34,291,259	-£34,985,407	-£29,849,537	-£33,656,629
10%	80%	£2,729,142	£3,289,263	£2,874,069	£2,769,519	£3,329,640	£2,914,446
15%	80%	£819,368	£1,459,579	£836,788	£679,964	£1,520,145	£897,354
20%	80%	-£1,490,345	-£370,104	-£1,200,492	-£1,409,591	-£289,349	-£1,110,737
40%	80%	-£9,929,319	-£7,688,836	-£9,349,612	-£9,767,811	-£7,527,328	-£9,188,104
45%	80%	-£12,039,063	-£9,518,520	-£11,386,893	-£11,857,385	-£9,336,822	-£11,205,195
50%	80%	-£14,161,582	-£11,348,203	-£13,426,516	-£13,956,789	-£11,146,317	-£13,222,288
10%	60%	£2,751,530	£3,171,620	£2,860,224	£2,832,283	£3,252,374	£2,940,979
15%	60%	£652,980	£1,283,115	£816,022	£774,110	£1,404,246	£937,154
20%	60%	-£1,445,570	-£605,389	-£1,228,180	-£1,284,062	-£443,880	-£1,066,671
25%	60%	-£3,544,120	-£2,493,894	-£3,272,383	-£3,342,235	-£2,292,008	-£3,070,497
30%	60%	-£5,642,670	-£4,382,398	-£5,316,586	-£5,400,408	-£4,140,136	-£5,074,322
35%	60%	-£7,741,220	-£6,270,903	-£7,360,788	-£7,458,581	-£5,988,264	-£7,078,147
40%	60%	-£9,839,770	-£8,159,408	-£9,404,990	-£9,516,752	-£7,836,390	-£9,081,972
50%	60%	-£14,048,034	-£11,936,418	-£13,496,735	-£13,638,449	-£11,532,646	-£13,089,623

**GLA intermediate thresholds**

% of AH	% of AH as rented	SR and SO at GLA Income threshold	AR and SO at GLA Income threshold	SR & AR and SO at GLA Income threshold
0%	70%	£6,948,629	£6,948,629	£6,948,629
10%	70%	£2,923,830	£3,413,936	£3,050,640
15%	70%	£911,430	£1,646,588	£1,101,646
20%	70%	-£1,100,970	-£120,758	-£847,348
25%	70%	-£3,113,370	-£1,888,106	-£2,736,343
30%	70%	-£5,125,770	-£3,655,453	-£4,745,337
35%	70%	-£7,138,170	-£5,422,800	-£6,694,331
40%	70%	-£9,150,570	-£7,190,147	-£8,643,326
45%	70%	-£11,162,969	-£8,957,494	-£10,592,321
50%	70%	-£13,175,369	-£10,724,841	-£12,541,315
100%	70%	-£33,697,306	-£28,561,735	-£32,368,519
10%	80%	£2,851,471	£3,411,592	£2,996,398
15%	80%	£802,892	£1,643,073	£1,020,282
20%	80%	-£1,245,686	-£125,445	-£955,833
40%	80%	-£9,440,003	-£7,199,520	-£8,860,295
45%	80%	-£11,485,582	-£8,968,038	-£10,836,412
50%	80%	-£13,541,150	-£10,736,557	-£12,812,527
10%	60%	£2,996,186	£3,416,278	£3,104,883
15%	60%	£1,019,967	£1,650,103	£1,183,010
20%	60%	-£956,254	-£116,073	-£739,864
25%	60%	-£2,932,474	-£1,862,248	-£2,660,737
30%	60%	-£4,908,695	-£3,646,423	-£4,582,610
35%	60%	-£6,884,916	-£5,414,599	-£5,504,483
40%	60%	-£8,861,137	-£7,180,774	-£7,426,356
50%	60%	-£12,813,677	-£10,713,125	-£12,270,103

## CIL Zone 2 Medium Value – Z2 Median Benchmark

### Council intermediate thresholds

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£7,562,643	£7,562,643	£7,562,643	£7,562,643	£7,562,643	£7,562,643
10%	70%	£5,226,192	£5,771,049	£5,401,834	£5,284,246	£5,829,102	£5,459,887
15%	70%	£4,057,967	£4,875,252	£4,321,429	£4,145,047	£4,962,332	£4,408,510
20%	70%	£2,889,742	£3,979,455	£3,241,024	£3,005,849	£4,095,562	£3,357,131
25%	70%	£1,721,516	£3,083,658	£2,160,620	£1,866,650	£3,228,792	£2,305,754
30%	70%	£551,269	£2,187,862	£1,080,216	£727,452	£2,362,021	£1,254,375
35%	70%	£-629,394	£1,292,064	£-4,594	£-422,893	£1,495,251	£201,916
40%	70%	£-1,810,057	£396,267	£-1,096,001	£-1,574,046	£628,481	£-359,989
45%	70%	£-2,990,720	£-849,530	£-2,187,407	£-2,725,207	£-238,290	£-1,921,894
50%	70%	£-4,171,383	£-1,402,544	£-3,278,814	£-3,876,369	£-1,107,529	£-2,983,799
100%	70%	£-16,156,854	£-10,528,605	£-14,342,517	£-15,557,174	£-9,928,925	£-13,742,837
10%	80%	£5,208,024	£5,830,718	£5,408,757	£5,246,727	£5,869,420	£5,447,459
15%	80%	£4,030,715	£4,964,754	£4,331,814	£4,088,768	£5,022,808	£4,369,868
20%	80%	£2,853,405	£4,098,791	£3,254,871	£2,930,809	£4,176,197	£3,332,276
40%	80%	£-1,883,919	£634,941	£-1,067,855	£-1,726,578	£789,750	£-910,514
45%	80%	£-3,073,815	£-231,023	£-2,155,743	£-2,896,807	£-56,862	£-1,978,734
50%	80%	£-4,263,712	£-1,099,324	£-3,243,631	£-4,067,034	£-903,473	£-3,046,955
10%	60%	£5,244,361	£5,711,381	£5,394,911	£5,321,766	£5,788,786	£5,472,315
15%	60%	£4,085,220	£4,785,750	£4,311,044	£4,201,326	£4,901,857	£4,427,151
20%	60%	£2,926,079	£3,860,119	£3,227,178	£3,080,888	£4,014,928	£3,381,987
25%	60%	£1,766,937	£2,934,487	£2,143,312	£1,960,449	£3,127,999	£2,336,824
30%	60%	£606,667	£2,008,856	£1,059,445	£840,010	£2,241,070	£1,291,660
35%	60%	£-564,764	£1,083,225	£-29,222	£-289,418	£1,354,142	£246,125
40%	60%	£-1,736,195	£157,593	£-1,124,147	£-1,421,512	£467,213	£-809,465
50%	60%	£-4,079,056	£-1,705,765	£-3,313,996	£-3,685,703	£-1,312,413	£-2,920,643

### GLA intermediate thresholds

% of AH	% of AH as rented	SR and SO at GLA Income threshold	AR and SO at GLA Income threshold	SR & AR and SO at GLA Income threshold
0%	70%	£7,562,643	£7,562,643	£7,562,643
10%	70%	£5,382,651	£5,927,507	£5,558,292
15%	70%	£4,292,654	£5,109,939	£4,556,116
20%	70%	£3,202,658	£4,292,372	£3,553,941
25%	70%	£2,112,662	£3,474,803	£2,551,765
30%	70%	£1,022,665	£2,657,236	£1,549,590
35%	70%	£-72,834	£1,839,667	£547,414
40%	70%	£-1,173,989	£1,022,100	£-459,933
45%	70%	£-2,275,144	£204,531	£-1,471,831
50%	70%	£-3,376,299	£-613,036	£-2,483,729
100%	70%	£-14,540,676	£-8,912,428	£-12,726,340
10%	80%	£5,312,330	£5,935,023	£5,513,062
15%	80%	£4,187,173	£5,121,213	£4,488,272
20%	80%	£3,062,016	£4,307,402	£3,463,482
40%	80%	£-1,459,874	£1,052,162	£-643,810
45%	80%	£-2,596,765	£238,352	£-1,678,692
50%	80%	£-3,733,655	£-575,459	£-2,713,574
10%	60%	£5,452,972	£5,919,992	£5,603,522
15%	60%	£4,398,136	£5,098,666	£4,623,960
20%	60%	£3,343,300	£4,277,340	£3,644,400
25%	60%	£2,288,464	£3,456,014	£2,664,839
30%	60%	£1,233,629	£2,634,689	£1,685,278
35%	60%	£177,315	£1,813,363	£705,717
40%	60%	£-888,105	£992,037	£-276,056
50%	60%	£-3,018,943	£-650,614	£-2,253,883

## CIL Zone 3 High Value – Z3 Median Benchmark

### Council intermediate thresholds

% of AH	% of AH as rented	SR and SO at council Income threshold	AR and SO at council Income threshold	SR & AR and SO at council Income threshold	SR and IR at council Income threshold	AR and IR at council Income threshold	SR & AR and IR at council Income threshold
0%	70%	£1,876,075	£1,876,075	£1,876,075	£1,876,075	£1,876,075	£1,876,075
10%	70%	£345,618	£976,795	£565,844	£404,886	£1,036,066	£625,112
15%	70%	£419,611	£527,160	£89,270	£330,710	£616,061	£369
20%	70%	£1,184,839	£77,522	£744,385	£1,066,304	£196,058	£625,851
25%	70%	£1,953,660	£372,115	£1,399,501	£1,803,067	£223,947	£1,251,332
30%	70%	£2,731,403	£821,754	£2,059,917	£2,550,693	£643,951	£1,879,207
35%	70%	£3,509,148	£1,271,392	£2,725,748	£3,298,319	£1,063,956	£2,514,919
40%	70%	£4,286,891	£1,721,030	£3,391,577	£4,045,944	£1,483,960	£3,150,629
45%	70%	£5,064,636	£2,177,868	£4,057,407	£4,793,569	£1,906,802	£3,786,341
50%	70%	£5,842,379	£2,634,861	£4,723,236	£5,541,195	£2,333,676	£4,422,052
100%	70%	£13,619,818	£7,204,781	£11,381,632	£13,017,450	£6,602,411	£10,779,164
10%	80%	£315,741	£1,037,090	£567,428	£355,252	£1,076,601	£866,940
15%	80%	£464,427	£617,598	£86,895	£405,159	£676,865	£27,628
20%	80%	£1,244,594	£198,105	£741,218	£1,165,570	£277,129	£662,195
40%	80%	£4,408,356	£1,479,864	£3,385,139	£4,247,724	£1,321,818	£3,224,507
45%	80%	£5,201,282	£1,902,119	£4,050,164	£5,020,572	£1,721,554	£3,869,452
50%	80%	£5,994,209	£2,328,473	£4,715,188	£5,793,420	£2,127,683	£4,514,398
10%	60%	£375,495	£916,508	£564,261	£454,519	£995,530	£643,284
15%	60%	£374,794	£436,724	£91,646	£256,260	£555,258	£26,889
20%	60%	£1,125,084	£43,061	£747,553	£967,037	£114,986	£589,506
25%	60%	£1,877,745	£522,844	£1,403,460	£1,677,816	£325,286	£1,205,901
30%	60%	£2,640,306	£1,002,628	£2,064,746	£2,399,359	£765,558	£1,823,799
35%	60%	£3,402,867	£1,482,412	£2,731,381	£3,121,762	£1,205,830	£2,450,276
40%	60%	£4,165,428	£1,965,986	£3,398,015	£3,844,164	£1,646,102	£3,076,752
50%	60%	£5,690,549	£2,941,248	£4,731,284	£5,288,970	£2,539,669	£4,329,705

### GLA intermediate thresholds

% of AH	% of AH as rented	SR and SO at GLA Income threshold	AR and SO at GLA Income threshold	SR & AR and SO at GLA Income threshold
0%	70%	£1,876,075	£1,876,075	£1,876,075
10%	70%	£428,963	£1,060,144	£649,190
15%	70%	£294,594	£652,178	£35,747
20%	70%	£1,018,149	£244,213	£577,696
25%	70%	£1,741,890	£163,753	£1,191,138
30%	70%	£2,477,279	£571,719	£1,805,793
35%	70%	£3,212,669	£979,685	£2,429,269
40%	70%	£3,948,059	£1,387,650	£3,052,744
45%	70%	£4,683,449	£1,796,681	£3,676,220
50%	70%	£5,418,839	£2,211,320	£4,299,696
100%	70%	£12,772,737	£6,357,699	£10,534,451
10%	80%	£371,303	£1,092,653	£622,992
15%	80%	£381,081	£700,942	£3,550
20%	80%	£1,133,467	£309,232	£630,092
40%	80%	£4,182,467	£1,257,611	£3,159,250
45%	80%	£4,947,158	£1,649,322	£3,796,040
50%	80%	£5,711,849	£2,046,112	£4,432,828
10%	60%	£486,622	£1,027,633	£675,388
15%	60%	£208,105	£603,413	£75,044
20%	60%	£902,832	£179,193	£525,300
25%	60%	£1,597,558	£245,027	£1,125,643
30%	60%	£2,301,474	£669,248	£1,725,987
35%	60%	£3,007,562	£1,093,469	£2,336,076
40%	60%	£3,713,651	£1,517,689	£2,946,239
50%	60%	£5,125,829	£2,376,527	£4,166,563

### Sensitivity testing sales values and build costs

- 6.24 As noted in Section 3, we carried out further analyses which consider the impact of the **growth in sales values of 25.8%, accompanied by cost inflation of 26.74%**. This data is illustrative only, as the future housing market trajectory is uncertain. However, if such increases were to occur, the tables contained within **Appendix 8** (for the typology testing set out the results in terms of the levels of affordable housing that could be viably provided in conjunction with other policy requirements such as CIL, S106 and extra over costs associated with delivering sustainability).
- 6.25 It is noted however, that these results provide a useful indication of the likely position for the Council's requirement for schemes to the delivery of affordable housing given an improvement in the market. It is also worth noting that given the predicted improvement in the market<sup>14</sup>, there may be potential for

<sup>14</sup> Source: Knight Frank forecast 25.8% growth over the next 5 years.

developer's return/profits to reduce in future, to the levels seen during the peak of the last cycle, which would further improve viability. It is also possible that during the life of the plan grant funding for S106 affordable housing in developments may become available again.

- 6.26 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 other policy requirements. Over the remaining life of the existing Housing Policy and the life of the Council's emerging Local Plan, additional growth is likely, leading to a further improvement in scheme viability.

### PRS schemes

- 6.27 The NSP options version identifies that *'within the private sector there has been a significant growth in the amount of private rented housing. South East London has seen a growth in PRS of approximately 5,000 homes per year between 2001 and 2011. We recognise that PRS can potentially help to meet the needs of Southwark residents who cannot afford to buy in Southwark and could provide high-quality, longer-term rental accommodation. As yet we can see no evidence as to why PRS should be prioritised above other conventional or affordable housing. We therefore consider the provision of new affordable housing to be a priority for the borough and thus will continue to treat PRS as a form of market housing, eligible for affordable housing contributions.'*
- 6.28 As previously identified we have undertaken viability testing of scheme 67 from the CIL Study to establish the quantum of affordable housing that can be delivered by PRS schemes in the borough. We have tested this at the high medium and low values identified in Zone 2, which we note cover values achievable in Zones 1 to 3 and provide a good indication of the viability of such development across the borough.
- 6.29 As identified in section 5 we have tested schemes based on two approaches to valuing PRS schemes. The first (PRS1) being where a developer sells the development/this element of his development at a reduction to market value to an investor and receives the full payment for the units upon practical completion. The second approach (PRS2) assumes the developer retains the investment once completed and rents out the units. We have also tested the ability of the scheme to deliver affordable housing as a standard housing scheme as a base comparison. We set out the findings of this testing in Table 6.29.1 below.

**Table 6.29.1 Results of appraisals testing PRS schemes**

Zone 2 Value Areas	BLV of 0.4 Ha site at High, Medium and Low Zone 2 BLVs	RLV at 35% Affordable Housing	% of affordable housing deliverable if 35% unviable	RLV of viable scheme
<b>High</b> Base PRS1 PRS2	£4,094,026	£10,266,500 £10,399,286 £12,453,127		
<b>Medium</b> Base PRS1 PRS2	£2,355,370	£5,510,446 £5,633,478 £8,185,063		

Zone 2 Value Areas	BLV of 0.4 Ha site at High, Medium and Low Zone 2 BLVs	RLV at 35% Affordable Housing	% of affordable housing deliverable if 35% unviable	RLV of viable scheme
<b>Low Base</b>	£1,587,890			
PRS1		<b>£506,031</b>	21%	£1,588,119
PRS2		<b>£570,530</b>	21%	£1,665,740
		<b>£5,825,948</b>		

6.30 The results from our testing indicate that PRS schemes should in most instances be able to viably deliver affordable housing as part of these scheme as currently required by Policy DM 2 in the NSP options version, except in lower value areas or in schemes where for site specific reasons are identified to have challenging viability. This is however the same position as experienced by all residential schemes in the borough, and therefore we recommend that the Council apply their affordable housing policy requirement flexibly on a site by site basis i.e. subject to viability and feasibility, which would need to be evidenced by the developer through a robust viability assessment.

### Student Accommodation

- 6.31 Policy DM 9.2 of the NSP options version identifies that, 'student housing developments must provide 35% affordable housing.' In light of this, we have assessed the ability of a range of student housing developments to provide 35% affordable housing on the basis of 70% social rented units and 30% shared ownership units across the borough.
- 6.32 Our testing is based on three types of student accommodation:
- direct let/private schemes;
  - low nomination/university let schemes; and
  - GLA affordable student accommodation schemes.
- 6.33 In addition to the difference in rental values for student schemes, the length of tenancy adopted will also have an impact on the viability of such schemes. On this basis we have tested the ability of all schemes at 40 week lets with 11 week summer lets and we have also sensitivity tested a 51 week let on the lower rents for direct let/private schemes.
- 6.34 We have tested our appraisals against high, medium and low Southwark CIL Zone 2 values for affordable housing and benchmark land values as the high Zone 2 values are reflective of those achievable in Zone 1, and the low values accord with those achievable in Zone 3.
- 6.35 Our different values and scenarios are appraised using Argus Developer, and compared against appropriate benchmark land values for each value area (high, medium and low) in order to establish whether the student scheme is viable with the inclusion of 35% affordable housing. Where schemes are identified as unviable with 35% affordable housing we have undertaken sensitivity testing to establish the quantum of affordable housing such schemes could viably deliver. Our results are summarised in Table 6.35.1 overleaf.

**Table 6.35.1 Results of Appraisals testing student accommodation's ability to deliver affordable housing**

Type of Scheme	Rental Values per week (£)	Term assumption	Zone 2 Value	Benchmark Land Value	Residual Land Value with 35% affordable housing	Viable with 35% affordable housing	Viable % affordable housing	Viable Residual Land Value (£)
<b>Scenario 1</b> Direct let value scheme	Single: £205.60 Studio: £241.50	40 weeks term time 11 weeks summer period	High Medium Low	£3,283,717 £1,889,184 £1,273,615	£1,596,311 £1,116,709 £108,266	<b>Unviable</b> <b>Unviable</b> <b>Unviable</b>	31% 33% 32%	£3,610,847 £2,096,781 £1,711,210
<b>Scenario 2</b> Alternative direct let value scheme	Single: £205.60 Studio: £241.50	51 Week	High Medium Low	£3,283,717 £1,889,184 £1,273,615	£6,566,508 £6,086,907 £5,078,423	<b>Viable</b> <b>Viable</b> <b>Viable</b>	- - -	- - -
<b>Scenario 3</b> Further alternative direct let value scheme	Single: £235 Studio: £299	40 weeks term time 11 weeks summer period	High Medium Low	£3,283,717 £1,889,184 £1,273,615	£9,079,651 £8,600,049 £7,591,566	<b>Viable</b> <b>Viable</b> <b>Viable</b>	- - -	- - -
<b>Scenario 4</b> Low nomination scheme values	All units £168 during term time and £240 during summer period	40 weeks term time 11 weeks summer period	High Medium Low	£3,283,717 £1,889,184 £1,273,615	£-7,350,609 £-7,830,210 £-8,838,693	<b>Unviable</b> <b>Unviable</b> <b>Unviable</b>	5% 8% 9%	£3,456,957 £2,282,868 £1,629,413
<b>Scenario 5</b> Affordable student accommodation values	All units £149 during term time and £240 during summer period	40 weeks term time 11 weeks summer period	High Medium Low	£3,283,717 £1,889,184 £1,273,615	£-7,505,842 £-7,984,733 £-8,997,728	<b>Unviable</b> <b>Unviable</b> <b>Unviable</b>	4% 8% 9%	£3,562,795 £2,022,944 £1,720,519



### **Direct let /private schemes**

- 6.36 Table 6.35.1 above indicates that at lower rents for direct let/private schemes of £205.60 per week for a single room and £241.50 per week for a studio room, let on 40 week term time tenancies and 11 week summer lets, schemes are unviable. However, it should be noted that these schemes are identified as only slightly unviable, and are able to support between 31% to 33% affordable housing. We have undertaken a sensitivity test of a scheme at the same level of rents but let on 51 week tenancies instead of the shorter tenancies. This is not an unreasonable assumption as many schemes in the LBS are identified as offering longer tenancies (i.e. Victoria Hall, Camberwell Campus and various Unite schemes). At 51 week tenancies the lower rental levels of direct let/private student schemes can viably deliver 35% affordable housing.
- 6.37 We have also considered the viability of schemes achieving higher rental values for direct let/private student accommodation. We have adopted the rental levels advertised for the Great Suffolk Street scheme of £235 per week for single rooms and £299 per week for studio rooms. We initially assumed a 40 week term time tenancy with 11 week summer let allowance. The results of our appraisals identify that based on these assumptions direct let/private schemes can viably deliver 35% affordable housing in the borough.

### **Low nomination scheme values**

- 6.38 Our testing has identified that nomination/university let schemes at low rents of £168 per week for single and studio rooms over a 40 week period with summer lets at £240 per week for single and studio rooms are unable to viably support 35% affordable housing. We have undertaken sensitivity testing to establish that at these rental levels, schemes can provide between 5%-9% affordable housing.

### **GLA affordable student accommodation rent levels**

- 6.39 We have also undertaken testing of schemes at 100% GLA affordable student rents of £149 per week for single and studio rooms, again base on a 40 week term tenancy with an allowance for summer lets at £240 per week. As with the low nomination/university schemes the inclusion of 35% affordable housing, renders such schemes unviable. Sensitivity testing has identified that such schemes could viably provide between 4% and 9% affordable housing.
- 6.40 As part of our brief the Council have requested we test the number of GLA affordable student units that could be provided as part of student schemes in the borough along with 35% affordable housing. We have tested the lower rental value nomination/private scheme with 51 week tenancies for this scenario. Our results are summarised in the Table 6.40.1 overleaf. This testing identifies that such schemes can viably deliver both 35% conventional affordable housing along with between 20%-27% GLA affordable student accommodation.
- 6.41 We have also undertaken a sensitivity test to establish the percentage of GLA affordable student accommodation that could be provided in nomination/university let schemes at low rents assuming no conventional affordable housing is provided, i.e. the scheme delivers student accommodation and affordable student accommodation. The results of this testing are set out in Table 6.41.1 overleaf. This testing has identified that such schemes could deliver between 90% to 94% GLA affordable student accommodation.

**Table 6.40.1 Results of appraisals testing deliverability of 35% conventional affordable housing and GLA affordable student accommodation in viable direct let/private student accommodation schemes**

Zone 2 Value Areas	Number of Private units with 35% AH	Number of Private rented Units	Number of Gov. Affordable Rented Units	% of Private Rented Vs. Gov. Affordable Rented Units	RLV	BLV
High	438	274 Singles 78 Studios	67 Singles 19 Studios	80% Private Rent 20% Gov. Affordable Rent	£3,322,832	£3,283,717
Medium	438	250 Singles 71 Studios	91 Singles 26 Studios	73% Private Rent 27% Gov. Affordable Rent	£1,890,880	£1,889,184
Low	438	260 Singles 74 Studios	81 Singles 23 Studios	76% Private Rent 24% Gov. Affordable Rent	£1,282,925	£1,273,615

**Table 6.41.1 Results of appraisals testing the quantum of GLA affordable student accommodation that can be provided in nomination schemes at lower rents with 0% conventional affordable housing**

Zone 2 Value Areas	Total Number of Private Units	Number of Private rented Units	Number of Gov. Affordable Rented Units	% of Private Rented Vs. Gov. Affordable Rented Units	RLV	BLV
High	674	33 Singles 9 Studios	492 Singles 140 Studios	6% Private Rent 94% Gov. Affordable Rent	£3,286,046	£3,283,717
Medium	674	45 Singles 13 Studios	480 Singles 136 Studios	9% Private Rent 91% Gov. Affordable Rent	£1,983,673	£1,889,184
Low	674	51 Singles 15 Studios	474 Singles 134 Studios	10% Private Rent 90% Gov. Affordable Rent	£1,288,184	£1,273,615

### Mixed Use schemes

- 6.42 The Council has requested that the study test the impact of requiring commercial floorspace to be provided/re-provided as part of schemes in the borough, in particular office (B1) floorspace, in line with the requirements of Policy DM21 (Office and Business Development). The Policy resists the loss of business floorspace in redevelopments unless it can be proven that; there is no demand for the re-provision of such space, the site or buildings would be unsuitable for redevelopment for business use or a mix of uses owing to physical or environmental constraints or it would be unviable to redevelop for business use or adapt the premises to be used as smaller business units.

6.43 This study tests the viability of two mixed use schemes where the quantum of office space has been varied between 25% and 10%, with the total quantum of floorspace maintained in the scheme, i.e. where there is an increase in office floorspace, this is lost from the residential floorspace in the scheme and vice versa. We set out the results of this testing in Table 6.43.1 below.

**Table 6.43.1: Viability of mixed use developments – assuming rented affordable housing is provided as social rent and intermediate units at Council intermediate thresholds**

**CIL Zone 1 High Value – Z1 Upper quartile Benchmark**

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	-£8,471,287	-£1,787,488	£9,228,079	£19,217,704	-£7,690,984	£26,145,599	£40,498,859	£91,420,954
10%	70%	-£8,958,762	-£3,044,093	£6,437,489	£15,009,411	-£14,741,117	£15,020,199	£25,218,835	£68,884,883
15%	70%	-£9,202,509	-£3,672,281	£5,042,194	£12,905,264	-£18,266,184	£9,444,445	£17,537,269	£57,573,840
20%	70%	-£9,448,257	-£4,300,518	£3,646,899	£10,801,117	-£21,794,067	£3,863,809	£9,855,703	£46,213,734
25%	70%	-£9,690,004	-£4,928,776	£2,251,604	£8,696,971	-£26,334,332	£2,128,826	£2,128,239	£34,798,285
30%	70%	-£9,933,753	-£5,557,033	£856,309	£6,592,824	-£28,874,597	-£7,297,461	-£5,606,884	£23,291,372
35%	70%	-£10,177,500	-£6,185,292	-£538,986	£4,488,677	-£32,414,862	-£12,878,097	-£13,342,009	£11,757,645
40%	70%	-£10,421,248	-£6,813,549	-£1,934,281	£2,384,530	-£36,965,127	-£18,467,921	-£21,142,800	£1,131,936
45%	70%	-£10,664,995	-£7,441,807	-£3,329,575	£280,384	-£39,495,392	-£24,077,852	-£28,946,373	-£11,566,226
50%	70%	-£10,908,743	-£8,070,064	-£4,724,870	-£1,835,733	-£43,035,657	-£29,887,784	-£36,827,490	-£23,374,014
100%	70%	-£13,356,294	-£14,379,172	-£18,860,702	-£23,350,970	-£79,300,045	-£87,869,150	-£119,291,127	-£150,298,381
10%	80%	-£8,960,053	-£3,047,409	£6,430,139	£14,998,217	-£14,759,878	£14,990,651	£25,176,774	£68,828,038
15%	80%	-£9,204,448	-£3,677,389	£5,031,170	£12,888,473	-£18,294,326	£9,399,536	£17,474,177	£57,484,073
20%	80%	-£9,448,841	-£4,307,329	£3,632,200	£10,778,730	-£21,832,130	£3,803,931	£9,771,580	£46,092,310
25%	80%	-£9,693,235	-£4,937,288	£2,233,231	£8,668,987	-£25,381,911	£1,791,673	£2,021,968	£34,642,162
30%	80%	-£9,937,628	-£5,567,249	£834,262	£6,559,243	-£28,931,691	-£7,387,278	-£5,735,132	£23,103,399
35%	80%	-£10,182,022	-£6,197,209	-£564,708	£4,449,499	-£32,481,472	-£12,982,884	-£13,493,297	£11,538,344
40%	80%	-£10,426,416	-£6,827,169	-£1,963,678	£2,339,756	-£36,031,252	-£18,599,451	-£21,316,592	-£1,122,794
45%	80%	-£10,670,809	-£7,457,129	-£3,362,647	£230,012	-£39,581,033	-£24,214,575	-£29,145,087	-£11,657,484
50%	80%	-£10,915,203	-£8,087,090	-£4,761,817	-£1,892,507	-£43,130,815	-£39,839,698	-£37,048,283	-£23,792,927
10%	60%	-£8,957,459	-£3,040,598	£6,444,838	£15,020,805	-£14,722,356	£15,049,748	£25,260,896	£68,944,727
15%	60%	-£9,200,571	-£3,667,153	£5,053,218	£12,922,055	-£18,238,043	£9,489,354	£17,600,361	£57,663,607
20%	60%	-£9,443,673	-£4,293,708	£3,661,597	£10,823,505	-£21,756,005	£3,923,689	£9,939,825	£46,335,158
25%	60%	-£9,686,775	-£4,920,263	£2,269,977	£8,724,955	-£26,286,755	-£1,641,978	£2,235,112	£34,950,408
30%	60%	-£9,929,877	-£5,546,818	£878,357	£6,626,405	-£28,817,503	-£7,207,644	-£5,478,638	£23,479,346
35%	60%	-£10,172,978	-£6,173,373	-£513,264	£4,527,855	-£32,348,253	-£12,773,309	-£13,192,387	£11,976,947
40%	60%	-£10,416,080	-£6,799,928	-£1,904,884	£2,429,305	-£36,879,002	-£18,346,390	-£20,969,006	£366,666
45%	60%	-£10,659,182	-£7,428,483	-£3,296,504	£330,755	-£39,409,752	-£23,941,130	-£28,748,853	-£11,274,968
50%	60%	-£10,902,284	-£8,053,038	-£4,688,125	-£1,778,958	-£42,940,501	-£29,535,871	-£36,608,695	-£23,045,102

**CIL Zone 1 High Value – Z1 Median Benchmark**

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	-£5,947,431	£1,038,347	£12,051,914	£22,041,539	£5,878,096	£39,714,589	£54,067,939	£104,990,034
10%	70%	-£6,134,926	-£220,168	£9,261,325	£17,833,246	-£1,172,038	£28,589,279	£38,787,914	£82,453,963
15%	70%	-£6,378,674	-£848,426	£7,866,030	£15,729,099	-£4,697,105	£23,013,524	£31,106,348	£71,142,919
20%	70%	-£6,622,421	-£1,476,683	£6,470,734	£13,624,953	-£8,224,988	£17,432,889	£23,424,782	£59,782,813
25%	70%	-£6,866,169	-£2,104,941	£5,076,439	£11,520,806	-£11,765,253	£11,852,254	£15,697,319	£48,365,365
30%	70%	-£7,109,917	-£2,733,198	£3,680,144	£9,416,660	-£16,305,518	£6,271,618	£7,962,195	£36,860,451
35%	70%	-£7,353,665	-£3,361,456	£2,284,850	£7,312,512	-£18,845,783	£690,983	£2,277,071	£25,326,725
40%	70%	-£7,597,412	-£3,989,713	£899,555	£5,208,366	-£22,386,048	-£4,898,841	-£7,573,720	£13,701,016
45%	70%	-£7,841,160	-£4,617,971	-£505,740	£3,104,219	-£26,926,313	-£10,808,773	-£15,377,293	£2,002,853
50%	70%	-£8,084,908	-£5,246,228	-£1,901,035	£988,102	-£29,466,577	-£16,118,704	-£23,258,410	-£9,804,934
100%	70%	-£10,532,458	-£11,555,337	-£16,036,867	-£20,527,135	-£65,730,965	-£74,300,071	-£105,722,047	-£136,729,302
10%	80%	-£6,136,218	-£223,574	£9,253,975	£17,822,053	-£1,190,799	£28,559,730	£38,745,853	£82,394,117
15%	80%	-£6,380,612	-£853,533	£7,855,005	£15,712,309	-£4,725,246	£22,968,616	£31,043,257	£71,053,152
20%	80%	-£6,625,005	-£1,483,494	£6,456,036	£13,602,566	-£8,263,051	£17,373,011	£23,340,660	£59,661,389
25%	80%	-£6,869,400	-£2,113,453	£5,057,067	£11,492,822	-£11,812,831	£11,777,406	£15,590,447	£48,211,242
30%	80%	-£7,113,793	-£2,743,413	£3,658,097	£9,383,078	-£15,382,612	£6,181,802	£7,833,948	£36,672,479
35%	80%	-£7,358,186	-£3,373,374	£2,259,128	£7,273,334	-£18,912,392	£586,196	£75,783	£25,107,423
40%	80%	-£7,602,580	-£4,003,333	£860,158	£5,163,591	-£22,462,173	-£5,020,372	-£7,747,512	£13,446,286
45%	80%	-£7,846,974	-£4,633,294	-£538,812	£3,053,847	-£26,011,953	-£10,845,495	-£15,676,008	£1,711,595
50%	80%	-£8,091,368	-£5,263,254	-£1,937,782	£931,329	-£29,561,739	-£16,270,618	-£23,478,204	-£10,133,848
10%	60%	-£6,133,634	-£216,763	£9,269,673	£17,844,440	-£1,153,276	£28,618,627	£38,829,976	£82,513,807
15%	60%	-£6,376,736	-£843,318	£7,877,053	£15,745,890	-£4,668,963	£23,058,433	£31,169,441	£71,232,696
20%	60%	-£6,619,837	-£1,469,872	£6,485,433	£13,647,340	-£8,186,926	£17,492,768	£23,508,904	£59,904,238
25%	60%	-£6,862,939	-£2,098,468	£5,093,813	£11,548,790	-£11,717,675	£11,927,102	£15,804,192	£48,519,488
30%	60%	-£7,106,041	-£2,722,983	£3,702,193	£9,450,240	-£15,248,424	£6,361,436	£9,090,442	£37,048,425
35%	60%	-£7,349,143	-£3,349,537	£2,310,572	£7,351,690	-£18,779,173	£795,771	£376,683	£25,546,027
40%	60%	-£7,592,245	-£3,976,093	£918,952	£5,253,140	-£22,309,923	-£4,777,311	-£7,399,927	£13,955,745
45%	60%	-£7,835,346	-£4,602,647	-£472,668	£3,154,590	-£26,840,672	-£10,372,051	-£15,178,773	£2,294,111
50%	60%	-£8,078,448	-£5,229,202	-£1,864,289	£1,044,877	-£29,371,422	-£15,966,792	-£23,037,615	-£9,476,022

### CIL Zone 1 High Value – Z1 Lower quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	-£270,379	£6,413,400	£17,428,967	£27,418,592	£31,715,882	£65,552,375	£79,905,725	£130,827,820
10%	70%	-£757,874	£5,156,885	£14,638,377	£23,210,299	£24,665,748	£54,427,065	£64,625,700	£108,291,749
15%	70%	-£1,001,821	£4,528,627	£13,243,083	£21,106,152	£21,140,681	£48,851,310	£56,944,134	£96,980,705
20%	70%	-£1,245,369	£3,900,370	£11,847,787	£19,002,005	£17,612,798	£43,270,675	£49,262,568	£85,620,599
25%	70%	-£1,489,116	£3,272,112	£10,452,492	£16,897,859	£14,072,533	£37,890,040	£41,535,105	£74,203,151
30%	70%	-£1,732,865	£2,643,855	£9,057,197	£14,793,712	£10,532,268	£32,109,404	£33,799,981	£62,698,237
35%	70%	-£1,976,612	£2,015,597	£7,661,902	£12,689,365	£8,992,003	£26,528,769	£26,064,857	£51,164,511
40%	70%	-£2,220,360	£1,387,340	£6,269,608	£10,589,419	£6,451,738	£20,938,945	£18,264,066	£39,538,802
45%	70%	-£2,464,107	£759,082	£4,871,313	£8,481,272	-£38,527	£15,329,013	£10,460,493	£27,840,639
50%	70%	-£2,707,855	£130,825	£3,476,019	£6,365,155	-£3,928,792	£9,719,082	£2,679,376	£16,032,952
100%	70%	-£5,155,406	-£6,178,284	-£10,659,814	-£15,150,082	-£39,893,180	-£48,462,285	-£79,854,261	-£110,891,516
10%	80%	-£759,165	£5,153,479	£14,631,028	£23,199,105	£24,646,987	£54,397,516	£64,583,639	£108,231,903
15%	80%	-£1,003,559	£4,523,520	£13,232,058	£21,089,362	£21,112,540	£48,806,402	£56,881,043	£96,890,938
20%	80%	-£1,247,953	£3,893,559	£11,833,088	£19,979,175	£19,174,735	£43,210,797	£49,178,446	£85,499,175
25%	80%	-£1,492,347	£3,263,600	£10,434,120	£16,869,875	£14,024,955	£37,815,192	£41,428,233	£74,049,028
30%	80%	-£1,736,740	£2,633,639	£9,035,150	£14,760,131	£10,475,174	£32,019,588	£33,671,734	£62,510,265
35%	80%	-£1,981,133	£2,003,679	£7,636,180	£12,650,387	£8,925,394	£26,423,982	£25,913,569	£50,945,209
40%	80%	-£2,225,528	£1,373,719	£6,237,211	£10,540,644	£6,375,613	£20,817,414	£18,090,274	£39,284,072
45%	80%	-£2,469,921	£743,759	£4,838,241	£8,430,900	-£174,167	£15,192,291	£10,261,778	£27,549,381
50%	80%	-£2,714,315	£113,798	£3,438,271	£6,308,381	-£3,723,947	£9,587,168	£2,358,582	£15,703,938
10%	60%	-£756,581	£5,160,290	£14,645,726	£23,221,493	£24,684,510	£54,456,613	£64,667,762	£108,351,593
15%	60%	-£999,683	£4,533,735	£13,254,106	£21,122,943	£21,168,823	£48,896,219	£57,007,227	£97,070,472
20%	60%	-£1,242,785	£3,907,180	£11,862,485	£19,024,393	£17,650,860	£43,300,554	£49,346,690	£85,742,024
25%	60%	-£1,485,886	£3,280,625	£10,470,865	£16,925,843	£14,120,111	£37,764,888	£41,641,976	£74,357,274
30%	60%	-£1,728,988	£2,654,070	£9,079,245	£14,827,293	£10,589,362	£32,199,222	£33,928,228	£62,886,211
35%	60%	-£1,972,090	£2,027,516	£7,687,624	£12,728,743	£7,058,613	£26,633,567	£26,214,479	£51,383,813
40%	60%	-£2,215,192	£1,400,960	£6,296,005	£10,630,193	£3,527,863	£21,060,475	£18,437,859	£39,793,531
45%	60%	-£2,458,294	£774,405	£4,904,385	£8,531,643	-£2,896	£15,465,735	£10,658,013	£28,131,897
50%	60%	-£2,701,395	£147,851	£3,512,784	£6,421,930	-£3,533,636	£9,670,994	£2,800,171	£16,361,764

### CIL Zone 1 Medium Value – Z1 Upper quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	-£9,872,978	-£4,903,242	£2,354,086	£8,788,683	-£25,213,146	-£1,448,800	£2,235,679	£35,015,149
10%	70%	-£10,042,260	-£5,853,340	£2,397,761	£5,606,332	-£30,564,497	-£9,909,256	-£9,467,597	£17,566,112
15%	70%	-£10,226,900	-£6,328,390	-£817,403	£4,015,155	-£33,240,173	-£14,150,266	-£15,353,839	£8,789,800
20%	70%	-£10,411,542	-£6,803,439	-£1,874,655	£2,423,723	-£35,915,848	-£18,391,277	-£21,240,082	-£14,924
25%	70%	-£10,596,182	-£7,278,489	-£2,931,728	£823,255	-£38,891,524	-£22,632,287	-£22,150,339	-£8,870,583
30%	70%	-£10,780,823	-£7,753,539	-£3,988,891	-£777,212	-£41,271,333	-£26,887,438	-£33,094,165	-£17,787,733
35%	70%	-£10,965,464	-£8,228,588	-£5,050,089	-£2,377,880	-£43,967,250	-£31,156,792	-£39,053,585	-£26,767,482
40%	70%	-£11,150,104	-£8,703,638	-£6,113,542	-£3,978,746	-£46,663,167	-£35,426,146	-£45,065,608	-£35,840,009
45%	70%	-£11,334,746	-£9,178,688	-£7,176,994	-£5,578,513	-£49,359,084	-£39,685,499	-£51,125,598	-£45,036,160
50%	70%	-£11,519,388	-£9,653,736	-£8,240,447	-£7,179,981	-£52,055,001	-£43,991,697	-£57,248,758	-£54,397,469
100%	70%	-£13,376,189	-£14,431,809	-£18,976,472	-£23,528,687	-£79,602,779	-£88,368,391	-£120,006,058	-£151,396,983
10%	80%	-£10,043,831	-£5,857,823	£2,330,821	£5,592,715	-£30,587,648	-£9,946,214	-£9,520,450	£17,488,648
15%	80%	-£10,229,258	-£6,334,603	-£830,812	£3,994,731	-£33,274,899	-£14,205,704	-£15,433,118	£8,673,599
20%	80%	-£10,414,684	-£6,811,724	-£1,892,445	£2,396,098	-£35,962,150	-£18,465,195	-£21,345,786	-£17,239,900
25%	80%	-£10,600,111	-£7,288,845	-£2,954,078	£788,723	-£38,649,400	-£22,724,685	-£27,284,631	-£9,067,147
30%	80%	-£10,785,537	-£7,765,966	-£4,015,711	-£818,650	-£41,341,921	-£27,000,128	-£33,255,315	-£18,027,796
35%	80%	-£10,970,964	-£8,243,086	-£5,081,821	-£2,426,023	-£44,049,602	-£31,288,264	-£39,244,669	-£27,052,317
40%	80%	-£11,156,391	-£8,720,207	-£6,149,806	-£4,033,396	-£46,757,284	-£35,576,400	-£45,283,990	-£36,170,649
45%	80%	-£11,341,817	-£9,197,327	-£7,217,791	-£5,640,770	-£49,464,965	-£39,864,535	-£51,375,283	-£45,414,214
50%	80%	-£11,527,245	-£9,674,448	-£8,285,777	-£7,248,144	-£52,172,646	-£44,182,586	-£57,530,738	-£54,814,399
10%	60%	-£10,040,688	-£5,849,198	£2,487,701	£5,619,948	-£30,541,346	-£9,872,296	-£9,414,744	£17,643,578
15%	60%	-£10,224,543	-£6,322,176	-£803,992	£4,035,581	-£33,205,447	-£14,094,827	-£15,274,561	£8,905,999
20%	60%	-£10,408,398	-£6,795,196	-£1,856,685	£2,451,213	-£35,869,547	-£18,317,358	-£21,134,376	£14,542,544
25%	60%	-£10,592,253	-£7,268,134	-£2,909,378	£857,786	-£38,533,647	-£22,539,889	-£27,016,046	-£8,673,749
30%	60%	-£10,776,109	-£7,741,172	-£3,962,071	-£735,774	-£41,200,746	-£26,774,747	-£32,933,013	-£17,547,869
35%	60%	-£10,959,964	-£8,214,090	-£5,018,358	-£2,329,335	-£43,884,898	-£31,025,320	-£38,862,501	-£26,482,827
40%	60%	-£11,143,818	-£8,687,069	-£6,077,278	-£3,922,896	-£46,569,051	-£35,275,991	-£44,847,226	-£35,509,368
45%	60%	-£11,327,673	-£9,160,047	-£7,136,197	-£5,516,456	-£49,253,202	-£39,529,464	-£50,878,888	-£44,658,106
50%	60%	-£11,511,528	-£9,633,026	-£8,195,117	-£7,110,018	-£51,937,355	-£43,800,807	-£56,966,778	-£53,980,538

### CIL Zone 1 Medium Value – Z1 Median Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	-£6,849,143	-£2,079,406	£5,177,922	£11,612,518	-£11,644,066	£12,120,280	£15,804,759	£48,584,229
10%	70%	-£7,218,424	-£3,029,505	£3,063,597	£8,430,167	-£16,995,417	£3,659,824	£4,101,482	£31,135,192
15%	70%	-£7,403,065	-£3,504,555	£2,006,433	£6,838,991	-£19,671,093	£1,784,759	£1,784,759	£22,368,879
20%	70%	-£7,587,706	-£3,979,604	£949,270	£5,247,558	-£22,346,768	£4,822,197	£7,617,002	£13,554,156
25%	70%	-£7,772,347	-£4,454,654	-£1,077,892	£3,647,090	-£25,022,444	£9,063,207	£13,581,259	£4,698,496
30%	70%	-£7,956,987	-£4,929,703	-£1,165,055	£2,046,624	-£27,702,294	£13,318,359	£19,525,085	-£4,218,653
35%	70%	-£8,141,628	-£5,404,752	-£2,226,253	£446,156	-£30,398,170	£17,587,712	£25,484,505	-£13,198,403
40%	70%	-£8,326,269	-£5,879,802	-£3,289,706	-£1,154,311	-£33,094,088	£21,857,066	£31,496,528	-£22,270,929
45%	70%	-£8,510,910	-£6,354,852	-£4,353,159	-£2,754,778	-£35,790,004	£26,126,420	£37,596,506	-£31,467,080
50%	70%	-£8,695,551	-£6,829,901	-£5,416,611	-£4,355,245	-£38,485,922	£30,422,617	£43,679,679	-£40,818,389
100%	70%	-£10,552,353	-£11,607,774	-£16,151,936	-£20,704,851	-£66,093,699	-£74,799,314	-£108,436,977	-£137,827,904
10%	80%	-£7,219,996	-£3,030,647	£3,054,686	£8,416,850	-£17,019,568	£3,622,855	£4,044,630	£31,087,725
15%	80%	-£7,405,422	-£3,510,768	£1,993,023	£6,818,666	-£19,705,819	£1,864,039	£1,864,039	£22,242,879
20%	80%	-£7,590,063	-£3,987,888	£931,300	£5,219,933	-£22,393,070	£4,896,115	£7,776,707	£13,396,680
25%	80%	-£7,774,704	-£4,465,010	-£1,130,242	£3,612,559	-£25,080,320	£9,155,606	£13,715,561	£4,501,663
30%	80%	-£7,959,345	-£4,942,130	-£1,191,875	£2,052,186	-£27,772,841	£13,431,049	£19,686,235	-£4,458,717
35%	80%	-£8,144,129	-£5,419,251	-£2,257,985	£937,812	-£30,480,523	£17,719,184	£25,675,890	-£13,483,057
40%	80%	-£8,328,555	-£5,896,371	-£3,325,970	-£1,209,561	-£33,168,204	£22,007,320	£31,714,911	-£22,601,570
45%	80%	-£8,513,192	-£6,373,492	-£4,393,956	-£2,816,834	-£35,895,886	£26,295,455	£37,806,204	-£31,845,135
50%	80%	-£8,703,409	-£6,850,612	-£5,461,942	-£4,424,308	-£38,603,567	£30,613,507	£43,961,658	-£41,245,320
10%	60%	-£7,216,852	-£3,025,363	£3,072,536	£8,443,784	-£16,972,266	£3,696,783	£4,154,335	£31,212,856
15%	60%	-£7,400,707	-£3,498,341	£2,019,844	£6,859,416	-£19,636,367	£1		

### CIL Zone 1 Medium Value – Z1 Lower quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	-£1,472,090	£3,297,647	£10,554,975	£16,989,571	£14,193,720	£37,958,066	£41,842,545	£74,422,015
10%	70%	-£1,841,372	£2,347,548	£8,440,849	£13,807,220	£8,842,369	£29,497,610	£29,939,268	£56,972,978
15%	70%	-£2,026,012	£1,872,498	£7,383,456	£12,216,044	£6,166,693	£25,256,599	£24,053,027	£48,196,665
20%	70%	-£2,210,654	£1,397,449	£6,328,323	£10,624,611	£3,491,018	£21,015,589	£18,166,784	£39,391,942
25%	70%	-£2,395,294	£922,395	£5,269,160	£9,024,143	£1,815,342	£16,774,570	£12,266,527	£30,536,282
30%	70%	-£2,579,934	£447,345	£4,211,998	£7,423,676	£1,884,468	£12,519,427	£8,312,701	£21,819,133
35%	70%	-£2,764,576	-£27,700	£3,150,799	£5,823,209	-£4,580,384	£8,250,074	£353,281	£12,639,383
40%	70%	-£2,949,216	-£502,749	£2,087,347	£4,222,742	-£7,256,302	£3,980,720	-£5,658,742	£3,566,857
45%	70%	-£3,133,857	-£977,799	£1,023,894	£2,622,275	-£9,952,218	-£2,886,634	-£11,718,720	-£5,629,294
50%	70%	-£3,318,498	-£1,452,848	-£39,559	£1,021,807	-£12,648,136	-£4,584,831	-£17,841,893	-£14,980,603
100%	70%	-£5,175,300	-£6,230,721	-£10,774,584	-£15,327,799	-£40,195,913	-£48,961,525	-£80,598,191	-£111,990,118
10%	80%	-£1,842,943	£2,343,406	£8,431,709	£13,793,603	£8,819,218	£29,460,651	£29,886,416	£56,895,511
15%	80%	-£2,028,370	£1,866,285	£7,370,076	£12,195,619	£6,131,967	£25,201,161	£23,973,747	£48,080,465
20%	80%	-£2,213,796	£1,389,165	£6,308,443	£10,596,986	£3,444,716	£20,941,671	£18,061,079	£39,234,475
25%	80%	-£2,399,223	£912,043	£5,246,810	£8,989,612	£1,757,486	£16,682,181	£12,122,235	£30,339,449
30%	80%	-£2,584,649	£434,923	£4,185,177	£7,382,238	-£1,935,055	£12,406,737	£8,151,551	£21,379,069
35%	80%	-£2,770,076	-£42,198	£3,119,058	£5,774,865	-£4,642,737	£8,118,602	£1,621,198	£12,354,729
40%	80%	-£2,955,502	-£519,318	£2,061,093	£4,167,492	-£7,350,418	£3,939,466	-£5,877,126	£3,236,218
45%	80%	-£3,140,928	-£986,439	£983,007	£2,560,119	-£10,058,100	-£4,577,669	-£11,968,418	-£8,007,349
50%	80%	-£3,326,356	-£1,473,559	-£84,889	£952,744	-£12,765,781	-£4,775,723	-£18,123,872	-£15,407,534
10%	60%	-£1,839,799	£2,351,690	£8,445,589	£13,820,837	£8,865,520	£29,534,569	£29,992,121	£57,050,444
15%	60%	-£2,023,655	£1,878,712	£7,396,896	£12,236,469	£6,201,419	£25,312,038	£24,132,305	£48,312,864
20%	60%	-£2,207,510	£1,405,733	£6,344,203	£10,652,101	£3,537,319	£21,089,507	£18,272,489	£39,549,409
25%	60%	-£2,391,365	£932,754	£5,291,510	£9,058,675	£873,219	£16,866,976	£12,390,820	£30,733,116
30%	60%	-£2,575,220	£459,776	£4,238,817	£7,465,114	-£1,793,880	£12,632,118	£6,473,852	£21,859,197
35%	60%	-£2,759,076	-£13,202	£3,182,530	£5,871,563	-£4,478,033	£8,381,546	£544,365	£12,924,039
40%	60%	-£2,942,930	-£486,810	£2,123,611	£4,277,992	-£7,162,185	£4,130,974	-£5,440,360	£3,897,497
45%	60%	-£3,126,785	-£959,159	£1,064,691	£2,684,432	-£9,846,337	-£1,119,658	-£11,469,022	-£5,251,241
50%	60%	-£3,310,640	-£1,432,138	£5,771	£1,090,871	-£12,530,489	-£4,393,942	-£17,559,913	-£14,563,672

### CIL Zone 1 Low Value – Z1 Upper quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	-£10,874,690	-£8,018,994	-£4,536,125	-£1,689,061	-£42,849,610	-£29,366,701	-£36,888,489	-£23,589,577
10%	70%	-£11,127,536	-£8,667,365	-£5,991,560	-£3,871,365	-£46,521,996	-£35,185,162	-£45,050,915	-£35,947,769
15%	70%	-£11,253,959	-£8,991,550	-£6,719,278	-£4,962,515	-£48,358,189	-£38,113,910	-£49,183,558	-£42,199,895
20%	70%	-£11,380,382	-£9,315,735	-£7,446,996	-£6,053,667	-£50,194,383	-£41,047,408	-£53,317,000	-£48,504,005
25%	70%	-£11,506,805	-£9,639,920	-£8,174,714	-£7,153,299	-£52,030,576	-£43,980,906	-£57,459,270	-£54,883,247
30%	70%	-£11,633,228	-£9,964,105	-£8,902,431	-£8,255,654	-£53,872,275	-£46,914,403	-£61,701,099	-£61,361,281
35%	70%	-£11,759,652	-£10,288,290	-£9,630,150	-£9,358,009	-£55,726,586	-£49,865,164	-£65,962,989	-£67,942,163
40%	70%	-£11,886,075	-£10,612,475	-£10,357,867	-£10,460,364	-£57,586,898	-£52,831,096	-£70,224,880	-£74,523,044
45%	70%	-£12,012,498	-£10,936,660	-£11,085,585	-£11,562,719	-£59,444,210	-£55,797,030	-£74,489,769	-£81,103,925
50%	70%	-£12,138,921	-£11,260,845	-£11,813,304	-£12,665,075	-£61,303,647	-£58,801,488	-£78,748,660	-£87,684,805
100%	70%	-£13,414,156	-£14,531,684	-£19,194,504	-£23,867,850	-£80,180,531	-£89,321,171	-£121,367,561	-£153,493,612
10%	80%	-£11,129,514	-£8,672,578	-£6,002,972	-£3,888,752	-£46,551,615	-£35,232,447	-£45,120,764	-£36,051,822
15%	80%	-£11,256,928	-£8,999,371	-£6,736,396	-£4,968,596	-£48,402,618	-£38,185,989	-£49,288,732	-£42,356,526
20%	80%	-£11,384,336	-£9,326,164	-£7,469,821	-£6,088,422	-£50,253,621	-£41,143,525	-£53,456,698	-£48,716,974
25%	80%	-£11,511,750	-£9,652,956	-£8,203,245	-£7,197,478	-£52,104,623	-£44,101,052	-£57,676,749	-£55,156,354
30%	80%	-£11,639,164	-£9,979,748	-£8,936,689	-£8,308,670	-£53,962,584	-£47,068,579	-£61,917,558	-£61,684,370
35%	80%	-£11,766,576	-£10,306,540	-£9,670,093	-£9,419,861	-£55,834,947	-£50,036,120	-£66,215,524	-£68,330,765
40%	80%	-£11,893,988	-£10,633,333	-£10,403,517	-£10,531,051	-£57,707,310	-£53,026,476	-£70,513,491	-£74,967,161
45%	80%	-£12,021,400	-£10,960,125	-£11,136,941	-£11,642,242	-£59,579,674	-£56,018,213	-£74,811,457	-£81,603,567
50%	80%	-£12,148,812	-£11,286,917	-£11,870,365	-£12,753,811	-£61,456,625	-£59,049,706	-£79,109,424	-£89,239,953
10%	60%	-£11,125,558	-£8,662,151	-£5,990,147	-£3,853,977	-£46,492,378	-£35,197,876	-£44,991,982	-£35,843,716
15%	60%	-£11,250,982	-£8,983,735	-£6,702,559	-£4,958,435	-£48,313,762	-£38,041,823	-£49,081,883	-£42,041,262
20%	60%	-£11,376,428	-£9,305,307	-£7,424,171	-£6,018,892	-£50,135,145	-£40,955,207	-£53,177,301	-£48,289,035
25%	60%	-£11,501,859	-£9,626,884	-£8,146,182	-£7,109,119	-£51,986,530	-£43,860,759	-£57,321,790	-£54,612,915
30%	60%	-£11,627,293	-£9,948,462	-£8,868,194	-£8,202,839	-£53,781,965	-£46,770,227	-£61,484,540	-£61,030,501
35%	60%	-£11,752,727	-£10,270,040	-£9,590,206	-£9,296,158	-£55,624,225	-£49,694,207	-£65,710,454	-£67,553,560
40%	60%	-£11,878,161	-£10,591,618	-£10,312,218	-£10,389,678	-£57,466,495	-£52,635,718	-£69,936,268	-£74,078,926
45%	60%	-£12,003,595	-£10,913,196	-£11,034,229	-£11,483,197	-£59,308,746	-£55,577,229	-£74,162,082	-£80,604,293
50%	60%	-£12,129,029	-£11,234,774	-£11,766,241	-£12,576,715	-£61,151,006	-£58,553,271	-£78,387,896	-£87,129,658

### CIL Zone 1 Low Value – Z1 Median Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	-£9,050,854	-£8,195,159	-£4,172,289	£1,134,714	-£29,280,530	-£18,797,622	-£23,319,410	-£10,920,498
10%	70%	-£8,303,790	-£5,843,530	-£3,167,725	-£1,047,529	-£32,952,917	-£21,616,083	-£31,481,836	-£22,378,886
15%	70%	-£8,430,124	-£6,167,714	-£3,895,442	-£2,138,660	-£34,786,110	-£24,544,831	-£35,614,878	-£26,630,815
20%	70%	-£8,556,547	-£6,491,900	-£4,623,180	-£3,229,832	-£36,625,303	-£27,478,328	-£39,747,920	-£34,934,925
25%	70%	-£8,682,970	-£6,816,084	-£5,350,879	-£4,329,463	-£38,461,496	-£30,411,826	-£43,930,190	-£41,314,167
30%	70%	-£8,809,393	-£7,140,270	-£6,078,596	-£5,431,819	-£40,303,195	-£33,345,324	-£48,132,019	-£47,792,202
35%	70%	-£8,935,816	-£7,464,454	-£6,806,314	-£6,534,174	-£42,160,507	-£36,296,084	-£52,393,909	-£54,373,083
40%	70%	-£9,062,239	-£7,788,640	-£7,534,032	-£7,636,528	-£44,017,818	-£39,262,017	-£56,655,800	-£60,953,964
45%	70%	-£9,188,662	-£8,112,824	-£8,261,750	-£8,738,884	-£45,875,131	-£42,227,951	-£60,917,690	-£67,534,864
50%	70%	-£9,315,085	-£8,437,010	-£8,989,468	-£9,841,239	-£47,734,568	-£45,232,409	-£65,179,580	-£74,115,726
100%	70%	-£10,590,321	-£11,707,849	-£16,370,668	-£21,044,015	-£66,611,451	-£75,752,091	-£107,798,481	-£139,924,537
10%	80%	-£8,305,678	-£5,846,743	-£3,179,137	-£1,064,916	-£32,982,535	-£21,663,367	-£31,551,685	-£22,482,742
15%	80%	-£8,433,091	-£6,175,535	-£3,912,581	-£2,164,761	-£34,833,538	-£24,616,919	-£35,719,652	-£28,789,447
20%	80%	-£8,560,503	-£6,502,328	-£4,645,986	-£3,264,607	-£36,684,541	-£27,574,445	-£39,887,619	-£35,149,895
25%	80%	-£8,687,915	-£6,829,121	-£5,379,490	-£4,373,643	-£38,535,543	-£30,531,873	-£44,107,670	-£41,587,274
30%	80%	-£8,815,328	-£7,155,913	-£6,112,833	-£5,484,934	-£40,390,504	-£33,489,500	-£48,349,478	-£48,125,291
35%	80%	-£8,942,740	-£7,482,705	-£6,846,267	-£6,596,026	-£42,256,888	-£36,467,040	-£52,646,444	-£54,761,686
40%	80%	-£9,070,153	-£7,809,497	-£7,579,682	-£7,707,216	-£44,138,251	-£39,457,396	-£56,944,372	-£61,388,082
45%	80%	-£9,197,565	-£8,136,289	-£8,313,106	-£8,818,407	-£46,010,595	-£42,449,134	-£61,242,378	-£68,034,478
50%	80%	-£9,324,977	-£8,463,081	-£9,049,530	-£9,929,976	-£47,887,545	-£45,480,626	-£65,540,344	-£74,670,873
10%	60%	-£8,301,722	-£5,838,315	-£3,156,312	-£1,030,141	-£32,923,298	-£21,568,797	-£31,412,602	-£22,274,636
15%	60%	-£8,427,156	-£6,159,893	-£3,878,324	-£2,11				

### CIL Zone 1 Low Value – Z1 Lower quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	-£2,673,801	£181,894	£3,664,763	£6,511,827	-£3,442,744	£10,040,164	£2,518,376	£15,817,285
10%	70%	-£2,926,648	-£466,477	£2,209,328	£4,329,524	-£7,115,131	£4,221,703	-£5,644,050	£3,459,097
15%	70%	-£3,063,071	-£790,661	£1,481,611	£3,238,373	-£8,951,324	£1,292,955	-£9,777,092	-£2,793,029
20%	70%	-£3,179,494	-£1,114,847	£753,892	£2,147,221	-£10,787,517	-£1,640,542	-£13,910,134	-£9,097,139
25%	70%	-£3,305,917	-£1,439,031	£26,174	£1,047,590	-£12,623,710	-£4,574,040	-£18,092,405	-£15,476,381
30%	70%	-£3,432,340	-£1,763,217	-£701,543	-£54,766	-£14,465,409	-£7,507,538	-£22,294,233	-£21,954,416
35%	70%	-£3,558,763	-£2,087,402	-£1,429,262	-£1,157,121	-£16,322,721	-£10,458,298	-£26,556,124	-£28,535,297
40%	70%	-£3,685,186	-£2,411,587	-£2,156,979	-£2,259,476	-£18,180,032	-£13,424,231	-£30,818,014	-£35,116,178
45%	70%	-£3,811,610	-£2,735,772	-£2,884,697	-£3,361,831	-£20,037,345	-£16,390,165	-£35,079,904	-£41,697,060
50%	70%	-£3,938,033	-£3,059,957	-£3,612,415	-£4,464,186	-£21,896,782	-£19,394,623	-£39,341,794	-£48,277,940
100%	70%	-£5,213,268	-£6,330,796	-£10,993,616	-£15,686,962	-£40,773,665	-£49,914,305	-£81,960,695	-£114,086,751
10%	80%	-£2,928,628	-£471,690	£2,197,916	£4,312,137	-£7,144,749	£4,174,419	-£5,713,899	£3,355,044
15%	80%	-£3,056,038	-£798,482	£1,464,492	£3,212,292	-£8,995,752	£1,220,867	-£9,881,866	-£2,951,661
20%	80%	-£3,183,450	-£1,125,276	£731,067	£2,112,446	-£10,846,755	-£1,736,659	-£14,049,833	-£9,312,109
25%	80%	-£3,310,862	-£1,450,068	-£2,357	£1,003,410	-£12,697,757	-£4,694,187	-£18,269,884	-£15,749,489
30%	80%	-£3,438,275	-£1,778,860	-£735,781	-£107,781	-£14,555,718	-£7,651,714	-£22,510,692	-£22,287,505
35%	80%	-£3,565,688	-£2,105,652	-£1,469,204	-£1,218,973	-£16,428,082	-£10,629,254	-£26,808,658	-£28,923,900
40%	80%	-£3,693,100	-£2,432,444	-£2,202,629	-£2,330,163	-£18,300,445	-£13,619,610	-£31,106,626	-£35,560,296
45%	80%	-£3,820,512	-£2,759,236	-£2,936,053	-£3,441,354	-£20,172,809	-£16,611,348	-£35,404,592	-£42,196,692
50%	80%	-£3,947,924	-£3,086,029	-£3,669,477	-£4,552,923	-£22,049,759	-£19,642,940	-£39,702,558	-£48,833,087
10%	60%	-£2,924,670	-£461,263	£2,220,741	£4,346,911	-£7,085,512	£4,268,989	-£5,574,816	£3,563,150
15%	60%	-£3,050,104	-£782,840	£1,498,729	£3,264,454	-£8,906,896	£1,365,043	-£9,672,318	-£2,634,396
20%	60%	-£3,175,538	-£1,104,418	£776,717	£2,181,986	-£10,728,280	-£1,544,425	-£13,770,435	-£8,882,170
25%	60%	-£3,300,971	-£1,428,996	£54,706	£1,091,769	-£12,549,664	-£4,453,893	-£17,914,924	-£15,206,409
30%	60%	-£3,426,405	-£1,747,574	-£667,306	-£1,750	-£14,375,099	-£7,363,362	-£22,077,775	-£21,623,635
35%	60%	-£3,551,839	-£2,069,152	-£1,389,318	-£1,095,270	-£16,217,359	-£10,287,342	-£26,303,589	-£28,146,694
40%	60%	-£3,677,273	-£2,390,730	-£2,111,329	-£2,188,789	-£18,059,620	-£13,228,853	-£30,529,402	-£34,672,061
45%	60%	-£3,802,707	-£2,712,308	-£2,833,341	-£3,282,309	-£19,901,880	-£16,170,364	-£34,755,216	-£41,197,427
50%	60%	-£3,928,141	-£3,033,886	-£3,556,353	-£4,375,827	-£21,744,140	-£19,146,405	-£38,981,030	-£47,722,793

### CIL Zone 2 High Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£1,787,925	£7,078,554	£15,320,451	£22,797,641	£33,184,186	£59,558,722	£66,393,860	£104,344,882
10%	70%	£1,387,146	£6,045,515	£13,025,934	£19,332,014	£27,352,860	£50,377,944	£53,675,953	£85,518,810
15%	70%	£1,186,758	£5,528,995	£11,878,675	£17,599,201	£24,437,197	£45,787,556	£47,311,942	£76,023,364
20%	70%	£986,369	£5,012,476	£10,731,416	£15,866,387	£21,521,534	£41,197,167	£40,941,939	£66,524,991
25%	70%	£785,979	£4,495,956	£9,584,158	£14,133,574	£18,605,872	£36,597,040	£34,523,834	£56,950,089
30%	70%	£585,590	£3,979,436	£8,436,899	£12,400,760	£15,690,208	£31,982,893	£28,105,730	£47,343,717
35%	70%	£385,200	£3,462,917	£7,289,641	£10,662,761	£12,774,546	£27,368,747	£21,646,713	£37,678,420
40%	70%	£184,812	£2,946,397	£6,142,382	£8,918,929	£9,852,783	£22,741,890	£15,163,633	£27,912,090
45%	70%	-£15,578	£2,429,877	£4,990,749	£7,175,098	£6,913,749	£18,094,684	£8,617,007	£18,044,480
50%	70%	-£215,967	£1,913,358	£3,836,116	£5,431,266	£3,974,715	£13,447,478	£2,018,141	£8,014,912
100%	70%	-£2,290,189	-£3,279,045	-£7,810,330	-£12,350,847	-£26,002,291	-£34,728,257	-£68,321,607	-£97,635,924
10%	80%	£1,385,575	£6,041,373	£13,016,994	£19,318,397	£27,329,709	£50,341,525	£53,623,951	£85,442,590
15%	80%	£1,184,401	£5,522,782	£11,865,265	£17,578,776	£24,402,472	£45,732,928	£47,233,938	£76,009,035
20%	80%	£983,225	£5,004,191	£10,713,537	£15,839,154	£21,475,233	£41,124,326	£40,836,233	£66,370,958
25%	80%	£782,050	£4,485,600	£9,561,808	£14,099,833	£18,547,995	£36,504,642	£34,391,702	£56,756,422
30%	80%	£580,876	£3,967,009	£8,410,080	£12,359,910	£15,620,757	£31,872,016	£27,947,172	£47,107,517
35%	80%	£379,700	£3,448,419	£7,258,351	£10,614,418	£12,693,519	£27,239,390	£21,458,704	£37,398,346
40%	80%	£178,525	£2,929,828	£6,106,622	£8,863,679	£9,758,666	£22,591,637	£14,948,765	£27,592,005
45%	80%	-£22,650	£2,411,238	£4,949,951	£7,112,941	£6,807,867	£17,925,648	£8,371,327	£17,674,149
50%	80%	-£223,825	£1,892,647	£3,790,796	£5,362,203	£3,857,068	£13,259,660	£1,738,699	£7,594,852
10%	60%	£1,388,719	£6,049,656	£13,034,874	£19,345,630	£27,376,010	£50,414,364	£53,727,956	£85,595,030
15%	60%	£1,189,115	£5,535,209	£11,892,098	£17,619,626	£24,471,922	£45,842,185	£47,389,945	£76,137,694
20%	60%	£989,511	£5,020,760	£10,749,296	£15,893,621	£21,567,835	£41,270,006	£41,047,644	£66,679,924
25%	60%	£789,908	£4,506,311	£9,606,508	£14,167,615	£18,663,747	£36,689,438	£34,655,965	£57,143,755
30%	60%	£590,304	£3,991,863	£8,463,720	£12,441,610	£15,759,660	£32,093,771	£28,264,288	£47,579,918
35%	60%	£390,701	£3,477,414	£7,320,931	£10,711,106	£12,855,572	£27,498,104	£21,834,723	£37,964,147
40%	60%	£191,098	£2,962,966	£6,178,143	£8,974,180	£9,946,899	£22,892,144	£15,378,501	£28,232,175
45%	60%	-£8,506	£2,448,518	£5,031,546	£7,237,254	£7,019,630	£18,263,719	£8,662,688	£18,410,465
50%	60%	-£208,110	£1,934,068	£3,881,447	£5,500,328	£4,092,360	£13,635,296	£2,293,583	£8,434,972

### CIL Zone 2 High Value – Z2 Median Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£2,462,453	£7,753,081	£15,994,978	£23,472,168	£36,425,421	£62,799,957	£69,835,095	£107,586,118
10%	70%	£2,061,674	£6,720,042	£13,700,461	£20,006,542	£30,594,095	£53,619,179	£56,917,188	£88,760,046
15%	70%	£1,861,285	£6,203,522	£12,553,202	£18,273,728	£27,678,432	£49,028,792	£50,553,178	£79,264,600
20%	70%	£1,660,896	£5,687,003	£11,405,944	£16,540,914	£24,782,770	£44,438,403	£44,183,174	£69,766,227
25%	70%	£1,460,506	£5,170,484	£10,258,685	£14,808,101	£21,847,107	£39,838,276	£37,765,070	£60,191,324
30%	70%	£1,260,117	£4,653,963	£9,111,427	£13,075,288	£18,931,444	£35,224,129	£31,346,966	£50,584,953
35%	70%	£1,059,727	£4,137,444	£7,964,168	£11,337,289	£16,015,781	£30,609,983	£24,887,949	£40,919,656
40%	70%	£859,339	£3,620,925	£6,816,909	£9,593,457	£13,094,018	£25,983,125	£21,404,868	£31,153,325
45%	70%	£658,949	£3,104,405	£5,665,276	£7,849,625	£10,154,984	£21,335,919	£11,858,242	£21,285,715
50%	70%	£458,560	£2,587,885	£4,510,644	£6,105,793	£7,215,950	£16,688,713	£5,257,376	£11,256,147
100%	70%	-£1,855,862	-£2,604,518	-£7,135,803	-£11,678,819	-£22,761,058	-£31,487,021	-£63,080,372	-£94,394,688
10%	80%	£2,060,103	£6,715,900	£13,691,522	£23,492,925	£30,570,945	£53,582,761	£56,865,186	£88,683,286
15%	80%	£1,859,528	£6,197,308	£12,539,793	£18,253,304	£27,643,707	£49,074,162	£50,475,174	£79,150,270
20%	80%	£1,657,752	£5,678,718	£11,388,084	£16,513,681	£24,716,469	£44,365,564	£44,077,468	£69,611,293
25%	80%	£1,456,578	£5,160,128	£10,236,335	£14,774,060	£21,789,230	£39,745,878	£37,632,938	£59,997,658
30%	80%	£1,255,403	£4,641,537	£9,084,607	£13,034,438	£18,861,993	£35,113,252	£31,188,408	£50,348,752
35%	80%	£1,054,227	£4,122,947	£7,932,879	£11,288,945	£15,934,754	£30,480,626	£24,699,939	£40,639,582
40%	80%	£853,053	£3,604,356	£6,781,150	£9,538,207	£12,999,902	£25,832,872	£18,190,000	£30,833,240
45%	80%	£651,877	£3,085,765	£5,624,479	£7,787,468	£10,049,103	£21,166,884	£11,612,563	£20,915,385
50%	80%	£450,702	£2,567,174	£4,465,313	£6,036,730	£7,098,304	£16,500,896	£4,979,934	£10,836,087
10%	60%	£2,063,246	£6,724,184	£13,709,402	£20,002,158	£30,617,245	£53,655,599	£56,969,191	£88,836,266
15%	60%	£1,863,643	£6,209,736	£12,566,613	£18,294,153	£27,713,158	£49,083,420	£50,631,181	£79,378,930
20%</									



### CIL Zone 2 High Value – Z2 Lower quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£2,760,200	£8,050,828	£16,292,726	£23,769,915	£37,856,155	£64,230,691	£71,065,829	£109,016,851
10%	70%	£2,359,421	£7,017,790	£13,998,208	£20,304,289	£32,024,829	£55,049,913	£56,347,922	£90,190,779
15%	70%	£2,159,033	£6,501,270	£12,850,950	£18,571,475	£29,109,166	£50,459,525	£51,983,912	£80,695,333
20%	70%	£1,958,643	£5,984,750	£11,703,691	£16,838,661	£26,193,503	£45,869,136	£45,613,908	£71,196,961
25%	70%	£1,758,254	£5,468,231	£10,556,433	£15,105,849	£23,277,841	£41,269,009	£39,195,804	£61,622,058
30%	70%	£1,557,864	£4,951,711	£9,409,174	£13,373,035	£20,362,177	£36,654,862	£32,777,700	£52,015,687
35%	70%	£1,357,475	£4,435,191	£8,261,915	£11,635,036	£17,446,515	£32,040,717	£26,318,683	£42,350,390
40%	70%	£1,157,086	£3,918,672	£7,114,657	£9,891,204	£14,524,752	£27,413,859	£19,835,602	£32,584,059
45%	70%	£956,697	£3,402,152	£5,963,023	£8,147,372	£11,585,718	£22,766,653	£15,288,976	£22,716,449
50%	70%	£756,307	£2,885,633	£4,808,391	£6,403,540	£9,646,684	£18,119,447	£9,889,110	£12,686,881
100%	70%	£1,267,815	£2,306,770	£8,839,056	£11,379,872	£21,330,322	£30,059,287	£24,649,638	£32,963,954
10%	80%	£2,357,850	£7,013,645	£13,989,260	£20,290,872	£32,001,678	£55,013,494	£56,589,920	£90,114,559
15%	80%	£2,156,675	£6,495,057	£12,837,540	£18,551,051	£29,074,441	£50,404,895	£51,905,308	£80,581,004
20%	80%	£1,955,500	£5,976,466	£11,685,811	£16,811,429	£26,147,202	£45,796,298	£45,508,202	£71,042,027
25%	80%	£1,754,325	£5,457,875	£10,534,082	£15,071,807	£23,219,964	£41,176,612	£39,063,672	£61,428,391
30%	80%	£1,553,150	£4,939,284	£9,382,355	£13,332,185	£20,292,727	£36,543,996	£32,619,141	£51,779,486
35%	80%	£1,351,975	£4,420,694	£8,230,626	£11,586,692	£17,365,488	£31,911,359	£26,130,673	£42,070,316
40%	80%	£1,150,800	£3,902,103	£7,078,997	£9,835,954	£14,430,636	£27,263,606	£19,620,734	£32,263,974
45%	80%	£949,624	£3,383,512	£5,922,226	£8,085,216	£11,479,337	£22,597,618	£13,043,296	£22,346,119
50%	80%	£748,450	£2,864,921	£4,763,061	£6,334,477	£9,179,313	£17,931,630	£9,410,668	£12,266,821
10%	60%	£2,360,993	£7,021,931	£14,007,149	£20,317,905	£32,047,979	£55,086,333	£58,399,925	£90,266,999
15%	60%	£2,161,390	£6,507,483	£12,864,360	£18,591,901	£29,143,892	£50,514,154	£52,061,914	£80,609,664
20%	60%	£1,961,786	£5,993,035	£11,721,571	£16,865,895	£26,239,804	£45,941,975	£45,719,613	£71,135,893
25%	60%	£1,762,182	£5,478,586	£10,578,783	£15,139,890	£23,335,717	£41,361,407	£39,327,935	£61,815,725
30%	60%	£1,562,579	£4,964,137	£9,435,994	£13,413,885	£20,431,629	£36,765,740	£32,936,257	£52,261,887
35%	60%	£1,362,976	£4,449,689	£8,293,206	£11,683,381	£17,527,542	£32,170,073	£26,506,692	£42,626,116
40%	60%	£1,163,373	£3,935,241	£7,150,418	£9,946,454	£14,618,669	£27,564,113	£20,050,470	£32,904,144
45%	60%	£963,768	£3,420,793	£6,003,820	£8,209,529	£11,691,600	£22,935,689	£13,534,657	£23,082,434
50%	60%	£764,165	£2,906,344	£4,853,721	£6,472,603	£8,764,329	£18,307,265	£9,965,553	£13,106,942

### CIL Zone 2 Medium Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£433,398	£3,566,585	£7,570,952	£11,017,834	£13,353,615	£28,251,392	£22,801,178	£39,095,277
10%	70%	£164,208	£2,874,558	£6,020,545	£8,681,383	£9,418,839	£22,031,435	£13,900,736	£25,982,516
15%	70%	£29,613	£2,528,544	£5,245,341	£7,513,158	£7,451,450	£18,921,457	£9,524,270	£19,380,050
20%	70%	£-104,982	£2,182,531	£4,470,137	£6,344,932	£5,484,061	£15,811,478	£5,121,407	£12,687,877
25%	70%	£-239,577	£1,836,517	£3,694,934	£5,176,707	£5,176,707	£12,682,354	£687,722	£5,930,807
30%	70%	£-374,172	£1,490,504	£2,919,731	£4,006,460	£1,549,284	£9,544,918	£-3,785,205	£-910,816
35%	70%	£-508,767	£1,144,490	£2,144,527	£2,825,797	£-6,407,480	£8,294,333	£-7,861,258	£-7,861,258
40%	70%	£-643,362	£798,477	£1,369,324	£1,645,134	£-2,407,258	£3,260,693	£-12,866,379	£-14,933,823
45%	70%	£-777,957	£452,464	£594,120	£464,470	£-4,397,874	£87,546	£-17,438,424	£-22,006,387
50%	70%	£-912,551	£106,450	£-181,083	£-716,193	£-6,388,491	£-3,089,466	£-22,010,470	£-29,078,951
100%	70%	£-2,289,462	£-3,382,557	£-8,036,888	£-12,701,864	£-26,899,893	£-35,713,772	£-67,730,925	£-99,804,593
10%	80%	£162,140	£2,869,109	£6,008,619	£8,663,215	£9,387,889	£21,982,026	£13,828,924	£25,875,538
15%	80%	£26,512	£2,520,372	£5,227,453	£7,485,905	£7,405,026	£18,847,343	£9,416,553	£19,196,960
20%	80%	£-109,116	£2,171,634	£4,446,288	£6,308,595	£5,422,164	£15,712,660	£4,975,072	£12,466,867
25%	80%	£-244,745	£1,822,896	£3,665,122	£5,131,287	£3,439,300	£12,556,811	£505,265	£5,654,544
30%	80%	£-380,373	£1,474,158	£2,983,955	£3,951,064	£1,456,437	£9,394,266	£4,007,747	£-1,247,753
35%	80%	£-516,002	£1,126,421	£2,102,790	£2,761,167	£-526,732	£6,231,720	£-8,559,212	£-9,267,316
40%	80%	£-651,691	£776,683	£1,321,624	£1,571,272	£-2,533,077	£3,056,539	£-13,167,954	£-15,397,898
45%	80%	£-787,259	£427,946	£540,456	£381,375	£-4,539,422	£-142,129	£-17,777,698	£-22,528,481
50%	80%	£-922,887	£79,208	£-240,709	£-308,521	£-6,545,768	£-3,348,333	£-22,387,439	£-29,659,034
10%	60%	£166,275	£2,880,006	£6,032,470	£8,699,552	£9,449,787	£22,080,845	£13,972,549	£26,089,493
15%	60%	£32,713	£2,536,717	£5,263,229	£7,540,410	£7,497,874	£18,995,571	£9,631,989	£19,523,141
20%	60%	£-100,848	£2,193,428	£4,493,988	£6,381,269	£5,545,959	£15,910,296	£5,267,200	£12,908,582
25%	60%	£-234,409	£1,850,139	£3,724,747	£5,222,128	£3,594,046	£12,807,898	£870,189	£6,207,071
30%	60%	£-367,971	£1,506,849	£2,955,506	£4,061,857	£1,642,131	£9,595,569	£-3,662,685	£-573,877
35%	60%	£-501,531	£1,163,560	£2,186,265	£2,890,426	£-3,099,782	£6,583,241	£-8,030,456	£-9,458,048
40%	60%	£-635,093	£820,271	£1,417,024	£1,718,995	£-2,281,435	£3,464,847	£-12,564,805	£-14,469,757
45%	60%	£-768,654	£476,981	£647,783	£547,564	£-4,256,325	£317,220	£-17,099,153	£-21,484,312
50%	60%	£-902,216	£133,692	£-121,458	£-623,866	£-6,231,215	£-2,830,407	£-21,633,502	£-28,498,868

### CIL Zone 2 Medium Value – Z2 Median Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£1,107,925	£4,241,112	£8,245,479	£11,692,361	£16,594,851	£31,492,628	£25,842,414	£42,336,519
10%	70%	£838,735	£3,549,085	£6,695,072	£9,359,910	£12,680,074	£25,272,671	£17,141,972	£29,223,751
15%	70%	£704,140	£3,203,071	£5,919,868	£8,187,685	£10,692,685	£22,162,692	£12,765,506	£22,601,286
20%	70%	£569,546	£2,857,058	£5,144,665	£7,019,460	£8,725,297	£19,052,714	£8,362,282	£15,929,113
25%	70%	£434,951	£2,511,045	£4,369,461	£5,851,234	£6,757,909	£15,923,590	£3,928,957	£9,172,043
30%	70%	£300,356	£2,165,032	£3,594,259	£4,680,987	£4,790,520	£12,786,153	£-543,970	£2,330,420
35%	70%	£165,761	£1,819,018	£2,819,055	£3,500,324	£2,823,131	£9,648,716	£-505,098	£-4,620,022
40%	70%	£31,165	£1,473,005	£2,043,851	£2,319,661	£833,980	£6,501,928	£-625,143	£-11,692,587
45%	70%	£-103,430	£1,126,991	£1,268,648	£1,138,998	£-1,156,638	£3,328,782	£-14,197,189	£-18,765,151
50%	70%	£-238,024	£780,977	£493,444	£-41,665	£-3,147,255	£1,161,769	£-18,769,234	£-25,837,315
100%	70%	£-1,594,934	£-2,708,030	£-7,362,381	£-12,027,136	£-23,358,657	£-32,472,536	£-64,489,889	£-96,563,358
10%	80%	£836,668	£3,543,636	£6,683,147	£9,337,742	£12,629,125	£25,223,262	£17,070,160	£29,116,773
15%	80%	£701,039	£3,194,899	£5,901,981	£8,160,433	£10,646,261	£22,088,578	£12,657,788	£22,438,196
20%	80%	£565,411	£2,846,162	£5,120,815	£6,983,123	£8,663,399	£18,963,895	£8,216,308	£15,708,102
25%	80%	£429,783	£2,497,424	£4,339,649	£5,805,814	£6,680,536	£15,799,047	£3,746,491	£9,895,780
30%	80%	£294,154	£2,148,686	£3,558,463	£4,625,591	£4,697,873	£12,635,502	£-766,512	£1,993,482
35%	80%	£158,525	£1,799,946	£2,777,317	£3,435,695	£2,714,504	£9,472,955	£-531,976	£-8,026,081
40%	80%	£22,897	£1,451,210	£1,996,151	£2,245,799	£708,159	£6,297,774	£-9,826,719	£-12,158,652
45%	80%	£-112,732	£1,102,473	£1,214,985	£1,055,903	£-1,298,186	£3,099,108	£-14,536,461	£-19,287,225
50%	80%	£-248,360	£753,735	£433,819	£-133,994	£-3,304,532	£-107,597	£-19,146,203	£-26,417,798
10%	60%	£840,802	£3,554,533	£6,706,997	£9,374,079	£12,691,023	£25,322,080	£17,213,785	£29,330,728
15%	60%	£707,241	£3,211,244	£5,937,756	£8,214,938	£10,739,109	£22,236,807	£12,873,225	£22,764,376
20%	60%	£573,680	£2,867,955	£5,168,515	£7,0				



### CIL Zone 2 Medium Value – Z2 Lower quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£1,405,672	£4,538,859	£8,543,227	£11,990,108	£18,025,585	£32,923,362	£27,273,148	£43,767,246
10%	70%	£1,136,482	£3,846,833	£6,992,819	£9,653,658	£14,090,808	£26,703,405	£18,572,706	£30,654,485
15%	70%	£1,001,887	£3,500,819	£6,217,616	£8,485,432	£12,123,419	£23,593,426	£14,196,240	£24,032,020
20%	70%	£867,293	£3,154,806	£5,442,412	£7,317,207	£10,156,030	£20,483,448	£9,793,016	£17,359,847
25%	70%	£732,698	£2,808,792	£4,667,208	£6,148,982	£8,188,642	£17,354,323	£5,359,691	£10,602,777
30%	70%	£598,103	£2,462,779	£3,892,006	£4,978,735	£6,221,254	£14,216,887	£3,866,764	£8,761,154
35%	70%	£463,508	£2,116,765	£3,116,802	£3,798,072	£4,253,865	£11,079,449	£3,622,364	£7,189,289
40%	70%	£328,913	£1,770,752	£2,341,599	£2,617,408	£2,264,714	£7,932,662	£8,194,410	£10,261,854
45%	70%	£194,318	£1,424,738	£1,566,395	£1,436,745	£274,096	£4,759,515	£12,786,455	£17,334,418
50%	70%	£59,724	£1,078,724	£791,191	£256,082	£1,716,521	£1,582,503	£17,338,500	£24,406,982
100%	70%	£1,297,787	£2,410,282	£7,064,814	£11,729,389	£21,927,924	£31,041,802	£63,058,956	£95,132,624
10%	80%	£1,134,415	£3,841,384	£6,980,894	£9,635,490	£14,059,858	£26,653,995	£18,500,894	£30,547,507
15%	80%	£998,787	£3,492,647	£6,199,728	£8,458,180	£12,076,995	£23,519,312	£14,088,522	£23,868,929
20%	80%	£863,158	£3,143,909	£5,415,563	£7,280,870	£10,094,133	£20,384,629	£9,647,024	£17,138,836
25%	80%	£727,530	£2,795,171	£4,637,396	£6,103,561	£8,111,270	£17,228,760	£5,177,224	£10,326,513
30%	80%	£591,902	£2,446,433	£3,856,230	£4,923,338	£6,128,407	£14,066,235	£3,684,222	£8,434,216
35%	80%	£456,272	£2,097,695	£3,075,065	£3,733,442	£4,145,237	£10,903,689	£3,886,242	£7,595,347
40%	80%	£320,644	£1,748,957	£2,293,898	£2,543,546	£2,138,892	£7,728,507	£8,495,985	£10,725,919
45%	80%	£185,016	£1,400,221	£1,512,732	£1,353,850	£132,547	£4,529,841	£13,105,727	£17,856,492
50%	80%	£49,387	£1,051,483	£731,566	£163,754	£1,873,799	£1,323,137	£17,715,469	£24,987,064
10%	60%	£1,138,550	£3,852,280	£7,004,745	£9,671,827	£14,121,757	£26,752,814	£18,644,518	£30,761,462
15%	60%	£1,004,988	£3,508,992	£6,235,504	£8,512,685	£12,169,843	£23,667,540	£14,303,958	£24,195,110
20%	60%	£871,427	£3,165,703	£5,466,263	£7,353,544	£10,217,929	£20,582,266	£9,938,989	£17,580,551
25%	60%	£737,866	£2,822,414	£4,697,022	£6,194,402	£8,286,015	£17,479,868	£5,542,159	£10,879,040
30%	60%	£604,304	£2,479,124	£3,927,781	£5,034,132	£6,314,101	£14,367,539	£1,109,305	£4,098,092
35%	60%	£470,743	£2,135,835	£3,158,540	£3,862,701	£4,362,187	£11,255,211	£3,358,487	£7,286,078
40%	60%	£337,181	£1,792,544	£2,389,299	£2,691,270	£2,390,535	£8,136,816	£7,892,835	£9,797,787
45%	60%	£203,621	£1,449,256	£1,620,058	£1,519,839	£415,645	£4,989,189	£12,427,184	£16,812,343
50%	60%	£70,059	£1,105,967	£850,817	£348,409	£1,569,245	£1,841,562	£16,961,532	£23,826,899

### CIL Zone 2 Low Value – Z2 Upper quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£931,130	£54,616	£240,535	£907,280	£6,768,865	£3,821,267	£3,886,772	£31,348,844
10%	70%	£1,065,808	£315,052	£1,072,910	£2,176,027	£8,897,494	£7,239,875	£28,202,232	£38,806,672
15%	70%	£1,138,147	£499,886	£1,489,098	£2,815,969	£9,974,966	£8,970,724	£30,619,961	£42,536,585
20%	70%	£1,210,486	£684,719	£1,910,470	£3,455,912	£11,052,438	£10,707,989	£33,037,892	£46,266,499
25%	70%	£1,282,825	£869,554	£2,333,464	£4,095,854	£12,129,910	£12,445,253	£35,455,422	£49,996,413
30%	70%	£1,355,164	£1,054,388	£2,756,458	£4,735,797	£13,207,381	£14,182,519	£37,873,151	£53,726,327
35%	70%	£1,427,503	£1,239,221	£3,179,453	£5,375,739	£14,284,853	£15,919,784	£40,290,881	£57,456,241
40%	70%	£1,499,842	£1,424,055	£3,602,447	£6,015,681	£15,362,325	£17,657,049	£42,708,611	£61,186,154
45%	70%	£1,572,181	£1,609,226	£4,025,441	£6,655,624	£16,439,798	£19,394,314	£45,126,340	£64,916,068
50%	70%	£1,645,440	£1,797,082	£4,448,436	£7,295,566	£17,517,270	£21,131,759	£47,544,070	£68,845,982
100%	70%	£2,380,861	£3,675,650	£8,678,380	£13,694,991	£26,291,989	£38,504,229	£71,721,367	£105,945,121
10%	80%	£1,069,396	£324,509	£1,093,608	£2,208,600	£8,952,982	£7,329,908	£28,333,089	£39,008,035
15%	80%	£1,143,529	£514,070	£1,520,144	£2,864,830	£10,058,198	£9,107,983	£30,816,247	£42,838,631
20%	80%	£1,217,662	£703,833	£1,952,542	£3,521,059	£11,163,414	£10,891,002	£33,299,405	£46,669,227
25%	80%	£1,291,795	£893,195	£2,386,054	£4,177,289	£12,268,630	£12,674,019	£35,782,563	£50,499,822
30%	80%	£1,365,928	£1,082,758	£2,819,586	£4,833,518	£13,373,846	£14,457,038	£38,265,721	£54,330,418
35%	80%	£1,440,061	£1,272,319	£3,253,080	£5,489,747	£14,479,062	£16,240,055	£40,748,879	£58,161,014
40%	80%	£1,514,194	£1,461,882	£3,686,592	£6,145,977	£15,594,278	£18,023,074	£43,232,038	£61,991,809
45%	80%	£1,588,327	£1,652,477	£4,120,194	£6,802,206	£16,699,494	£19,806,092	£45,715,195	£65,822,205
50%	80%	£1,662,460	£1,843,139	£4,553,616	£7,458,435	£17,794,710	£21,589,110	£48,198,954	£69,655,800
10%	60%	£1,062,220	£305,595	£1,052,212	£2,143,453	£8,842,006	£7,149,841	£28,071,376	£38,605,309
15%	60%	£1,132,766	£485,701	£1,458,051	£2,787,108	£9,981,734	£8,833,484	£30,423,677	£42,234,541
20%	60%	£1,203,311	£665,807	£1,868,397	£3,390,764	£10,941,462	£10,524,976	£32,775,978	£45,863,773
25%	60%	£1,273,856	£845,913	£2,280,873	£4,014,420	£11,991,190	£12,216,489	£35,128,279	£49,493,005
30%	60%	£1,344,401	£1,026,017	£2,693,350	£4,638,076	£13,040,917	£13,908,001	£37,480,580	£53,122,327
35%	60%	£1,414,946	£1,206,123	£3,105,826	£5,261,731	£14,090,645	£15,599,512	£39,832,882	£56,751,469
40%	60%	£1,485,491	£1,386,229	£3,518,302	£5,885,386	£15,140,373	£17,291,024	£42,185,184	£60,380,701
45%	60%	£1,556,036	£1,566,334	£3,930,779	£6,509,042	£16,190,101	£18,982,536	£44,537,485	£64,009,933
50%	60%	£1,627,207	£1,749,026	£4,343,255	£7,132,698	£17,239,829	£20,674,048	£46,889,788	£67,839,164

### CIL Zone 2 Low Value – Z2 Median Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£246,603	£729,143	£433,392	£232,753	£3,815,630	£580,021	£20,125,537	£28,105,608
10%	70%	£391,281	£359,476	£398,393	£1,501,499	£5,656,258	£3,998,640	£24,960,997	£35,565,436
15%	70%	£463,620	£174,641	£814,571	£2,141,442	£6,733,730	£5,729,488	£27,376,726	£39,295,350
20%	70%	£535,959	£10,192	£1,235,943	£2,781,384	£7,811,202	£7,466,753	£29,796,456	£43,025,264
25%	70%	£608,298	£195,026	£1,658,936	£3,421,327	£8,888,675	£9,204,018	£32,214,186	£46,755,127
30%	70%	£680,637	£379,861	£2,081,931	£4,061,269	£9,966,146	£10,941,283	£34,631,915	£50,485,091
35%	70%	£752,976	£564,694	£2,504,925	£4,701,212	£11,043,618	£12,678,549	£37,049,645	£54,215,005
40%	70%	£825,315	£749,528	£2,927,920	£5,341,154	£12,121,090	£14,415,813	£39,467,376	£57,944,919
45%	70%	£897,654	£934,699	£3,350,914	£5,981,097	£13,198,562	£16,153,078	£41,885,105	£61,674,833
50%	70%	£970,913	£1,122,555	£3,773,908	£6,621,039	£14,276,034	£17,890,344	£44,302,835	£65,404,746
100%	70%	£1,706,133	£3,001,123	£8,003,852	£13,020,463	£25,050,754	£35,262,994	£68,480,132	£102,703,888
10%	80%	£394,868	£350,019	£419,081	£1,534,073	£5,711,747	£4,088,873	£25,091,884	£36,786,800
15%	80%	£469,002	£180,457	£845,617	£2,190,303	£6,816,962	£5,866,748	£27,575,012	£39,597,395
20%	80%	£543,135	£29,106	£1,278,014	£2,846,532	£7,922,179	£7,649,766	£30,058,170	£43,427,991
25%	80%	£617,267	£218,667	£1,711,527	£3,502,761	£9,027,394	£9,432,784	£32,541,328	£47,258,587
30%	80%	£691,401	£408,239	£2,145,039	£4,159,999	£10,132,611	£11,215,802	£35,024,496	£51,089,182
35%	80%	£765,533	£597,792	£2,579,552	£4,815,219	£11,237,827	£12,988,820	£37,607,644	£54,919,778
40%	80%	£839,667	£787,355	£3,012,064	£5,471,450	£12,343,042	£14,781,839	£39,890,893	£59,790,374
45%	80%	£913,799	£977,949	£3,445,577	£6,127,679	£13,448,259	£16,584,856	£42,473,961	£62,580,989
50%	80%	£987,931	£1,170,611	£3,879,089	£6,783,908	£14,553,474	£18,347,875	£44,957,119	£66,411,565
10%	60%	£387,693	£368,932	£377,685	£1,468,928	£5,600,771	£3,908,605	£24,830,140	£35,364,073
15%	60%	£458,238	£188,827	£763,524	£2,092,581	£6,650,498	£5,592,229	£27,182,441	£38,993,305
20%	60%	£528,783	£8,721	£1,193,870	£2,716,237	£7,700,226	£7,283,741	£29,534,742	£42,622,537
25%	60%	£599,329	£171,385	£1,606,346	£3,339				

### CIL Zone 2 Low Value – Z2 Lower quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£51,145	£1,026,890	£731,740	£64,995	£2,084,896	£850,712	£18,694,803	£26,674,875
10%	70%	£93,533	£657,223	£100,636	£1,203,752	£4,225,524	£2,567,906	£23,530,263	£34,134,702
15%	70%	£168,872	£472,389	£516,823	£1,843,695	£5,302,997	£4,298,754	£25,947,992	£37,864,616
20%	70%	£238,211	£287,556	£938,195	£2,483,637	£6,380,469	£6,036,020	£28,365,722	£41,594,530
25%	70%	£310,550	£102,721	£1,361,189	£3,123,579	£7,457,941	£7,773,284	£30,783,452	£45,324,444
30%	70%	£382,889	£82,113	£1,784,184	£3,763,522	£8,535,412	£9,510,550	£33,201,182	£49,054,357
35%	70%	£455,228	£266,947	£2,207,178	£4,403,464	£9,612,884	£11,247,815	£35,618,912	£52,784,271
40%	70%	£527,567	£451,781	£2,630,173	£5,043,407	£10,690,356	£12,985,079	£38,036,642	£56,514,185
45%	70%	£599,906	£636,951	£3,053,166	£5,683,349	£11,767,828	£14,722,345	£40,454,371	£60,240,099
50%	70%	£673,165	£824,808	£3,476,161	£6,323,292	£12,845,300	£16,459,610	£42,872,101	£65,974,013
100%	70%	£1,408,386	£2,703,375	£7,706,105	£12,722,716	£23,620,020	£33,832,260	£67,049,398	£101,273,152
10%	80%	£97,121	£647,766	£121,334	£1,236,325	£4,281,013	£2,657,939	£23,691,120	£34,336,066
15%	80%	£171,254	£458,204	£547,869	£1,892,556	£5,385,228	£4,436,014	£26,144,278	£39,166,662
20%	80%	£245,388	£268,642	£980,267	£2,548,795	£6,491,445	£5,219,032	£28,627,436	£41,997,257
25%	80%	£319,520	£79,880	£1,413,773	£3,205,914	£7,596,660	£8,002,050	£31,110,594	£45,827,653
30%	80%	£393,654	£110,483	£1,847,282	£3,861,245	£8,701,877	£9,785,069	£33,593,752	£49,658,449
35%	80%	£467,788	£300,045	£2,280,805	£4,517,472	£9,807,093	£11,568,086	£36,076,910	£53,489,044
40%	80%	£541,919	£489,607	£2,714,317	£5,173,702	£10,912,309	£13,351,105	£38,560,089	£57,319,640
45%	80%	£616,052	£680,202	£3,147,829	£5,829,931	£12,017,525	£15,134,122	£41,043,227	£61,150,236
50%	80%	£691,197	£872,854	£3,581,342	£6,486,160	£13,122,741	£16,917,141	£43,526,385	£66,980,831
10%	60%	£89,946	£666,680	£79,938	£1,171,179	£4,170,337	£2,477,872	£23,399,406	£33,933,340
15%	60%	£160,491	£486,574	£485,776	£1,794,834	£5,219,765	£4,161,495	£25,751,707	£37,562,572
20%	60%	£231,036	£306,466	£896,123	£2,418,489	£6,269,492	£5,853,007	£28,104,009	£41,191,803
25%	60%	£301,581	£126,362	£1,308,589	£3,042,145	£7,319,220	£7,544,519	£30,456,310	£44,821,035
30%	60%	£372,126	£53,743	£1,721,076	£3,665,801	£8,368,948	£9,236,031	£32,808,611	£48,450,267
35%	60%	£442,672	£233,849	£2,133,551	£4,289,457	£9,418,676	£10,927,543	£35,160,912	£52,079,499
40%	60%	£513,216	£413,954	£2,546,027	£4,913,111	£10,468,404	£12,619,055	£37,513,215	£55,708,731
45%	60%	£583,761	£594,059	£2,958,504	£5,536,767	£11,518,132	£14,310,567	£39,865,516	£59,337,963
50%	60%	£654,302	£776,751	£3,370,980	£6,160,423	£12,567,859	£16,002,078	£42,217,817	£62,967,195

### CIL Zone 3 High Value – Z3 Upper quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£843,470	£882,023	£1,568,033	£1,975,828	£2,802,884	£3,853,347	£12,046,145	£13,820,497
10%	70%	£817,778	£404,866	£565,257	£445,171	£4,582,553	£245,193	£17,946,829	£22,649,088
15%	70%	£904,932	£180,987	£63,960	£320,058	£5,872,434	£2,298,334	£20,897,172	£27,213,384
20%	70%	£992,086	£42,691	£438,531	£1,085,285	£7,162,284	£4,373,689	£23,847,514	£31,777,880
25%	70%	£1,079,239	£266,370	£940,420	£1,854,107	£8,462,200	£6,451,045	£26,797,857	£36,341,975
30%	70%	£1,166,393	£490,048	£1,442,313	£2,631,850	£9,773,146	£8,539,715	£29,748,199	£40,906,270
35%	70%	£1,253,547	£713,726	£1,949,328	£3,409,595	£11,084,092	£10,651,046	£32,698,541	£45,470,565
40%	70%	£1,340,701	£937,405	£2,459,428	£4,187,338	£12,395,038	£12,762,377	£35,648,884	£50,034,862
45%	70%	£1,427,855	£1,161,083	£2,969,527	£4,965,083	£13,705,984	£14,873,709	£38,599,227	£54,599,157
50%	70%	£1,515,008	£1,384,726	£3,479,626	£5,742,826	£15,016,930	£16,965,041	£41,549,570	£59,163,452
100%	70%	£2,398,905	£3,654,104	£8,580,620	£13,520,265	£28,126,389	£38,098,358	£71,052,995	£104,806,407
10%	80%	£821,122	£395,851	£545,956	£415,294	£4,633,479	£327,774	£18,088,817	£22,636,804
15%	80%	£909,949	£167,764	£34,418	£364,874	£5,948,776	£2,422,230	£21,080,153	£27,494,957
20%	80%	£998,775	£60,322	£477,120	£1,145,041	£7,264,074	£4,541,552	£24,091,489	£32,153,110
25%	80%	£1,087,601	£288,409	£988,659	£1,930,022	£8,591,518	£6,860,874	£27,102,825	£36,811,262
30%	80%	£1,176,426	£516,495	£1,500,198	£2,722,948	£9,928,327	£8,795,627	£30,114,162	£41,469,416
35%	80%	£1,265,253	£744,582	£2,017,984	£3,515,875	£11,265,137	£10,949,610	£33,125,498	£46,127,569
40%	80%	£1,354,079	£972,667	£2,537,889	£4,308,803	£12,601,946	£13,103,593	£36,136,834	£50,785,722
45%	80%	£1,442,905	£1,200,754	£3,057,773	£5,101,729	£13,938,756	£15,257,577	£39,148,170	£55,443,876
50%	80%	£1,531,731	£1,428,840	£3,577,678	£5,894,656	£15,275,566	£17,411,561	£42,159,506	£60,102,028
10%	60%	£814,433	£413,482	£594,546	£475,048	£4,531,689	£162,612	£17,824,642	£22,461,373
15%	60%	£898,915	£194,211	£32,302	£275,241	£5,796,092	£210,582	£20,714,190	£28,531,811
20%	60%	£983,398	£25,059	£389,841	£1,026,531	£7,080,495	£4,205,827	£23,603,540	£31,402,249
25%	60%	£1,070,877	£244,331	£882,186	£1,778,182	£8,332,882	£6,241,218	£26,492,888	£35,872,687
30%	60%	£1,158,359	£483,801	£1,384,429	£2,540,753	£9,617,954	£8,283,802	£29,382,237	£40,343,123
35%	60%	£1,241,841	£682,872	£1,880,692	£3,303,314	£10,903,046	£10,352,482	£32,271,585	£44,813,565
40%	60%	£1,327,322	£902,142	£2,380,986	£4,065,875	£12,188,130	£12,421,161	£35,160,935	£49,284,000
45%	60%	£1,412,803	£1,121,413	£2,881,281	£4,828,436	£13,473,212	£14,489,842	£38,050,284	£53,754,438
50%	60%	£1,498,285	£1,340,684	£3,381,575	£5,590,996	£14,758,294	£16,558,522	£40,939,632	£58,224,876

### CIL Zone 3 High Value – Z3 Median Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£673,892	£2,169,385	£2,886,394	£3,292,989	£4,327,295	£10,183,526	£5,715,966	£7,190,318
10%	70%	£499,584	£1,722,028	£1,882,613	£1,762,532	£1,747,596	£6,084,986	£1,116,650	£1,318,909
15%	70%	£412,430	£1,498,349	£1,380,722	£997,304	£457,745	£4,033,845	£1,456,993	£20,883,205
20%	70%	£325,276	£1,274,670	£878,831	£232,075	£832,105	£1,956,490	£1,175,335	£25,447,501
25%	70%	£238,123	£1,050,992	£376,939	£58,745	£2,132,021	£1,200,866	£20,467,678	£30,011,796
30%	70%	£150,969	£827,313	£124,952	£1,314,489	£3,442,967	£2,209,536	£23,418,020	£34,576,091
35%	70%	£63,815	£603,636	£631,967	£2,092,233	£4,753,912	£4,320,867	£26,368,362	£39,140,386
40%	70%	£23,339	£379,957	£1,142,086	£2,889,977	£6,064,859	£8,432,198	£29,318,705	£43,704,683
45%	70%	£110,493	£156,278	£1,652,165	£3,647,721	£7,375,905	£8,543,530	£32,259,948	£48,268,978
50%	70%	£197,647	£67,400	£2,162,295	£4,425,465	£8,686,751	£10,654,862	£35,219,391	£52,533,273
100%	70%	£1,081,543	£2,336,743	£7,285,258	£12,202,904	£21,796,210	£31,769,179	£64,722,616	£98,476,228
10%	80%	£496,239	£1,713,212	£1,863,318	£1,732,656	£1,696,700	£6,002,405	£1,178,938	£1,506,625
15%	80%	£407,413	£1,485,125	£1,351,750	£952,456	£591,403	£3,907,949	£1,749,974	£21,164,778
20%	80%	£318,587	£1,267,040	£840,241	£312,481	£493,985	£1,786,627	£1,178,310	£25,822,931
25%	80%	£229,760	£1,028,953	£328,702	£512,660	£2,261,339	£2,300,685	£20,772,646	£30,881,083
30%	80%	£140,935	£800,867	£1,182,836	£1,405,587	£3,598,148	£2,466,448	£23,783,983	£35,139,237
35%	80%	£52,109	£572,780	£700,603	£2,198,514	£4,934,958	£4,619,431	£26,795,318	£39,797,390
40%	80%	£36,717	£344,694	£1,220,507	£2,991,441	£6,271,767	£6,773,414	£29,806,655	£44,455,543
45%	80%	£125,544	£116,607	£1,740,412	£3,784,367	£7,608,577	£8,927,398	£32,819,991	£49,113,697
50%	80%	£214,370	£111,473	£2,260,316	£4,577,295	£8,945,387	£11,081,382	£35,829,327	£53,771,849
10%	60%	£502,928	£1,730,848	£1,901,907	£1,792,409	£1,798,490	£6,167,567	£1,194,663	£1,131,194
15%	60%	£417,447	£1,511,573	£1,409,664	£1,042,120	£534,087	£4,159,587	£1,438,011	£20,601,632
20%	60%	£331,966	£1,292,302	£917,420	£291,830	£230,316	£2,124,352	£1,172,361	£25,072,070
25%	60%	£246,484	£1,073,031	£425,176	£460,830	£2,002,703	£98,961	£20,162,709	£29,542,508
30%	60%	£161,003	£853,760	£67,068	£1,223,391	£3,287,785	£1,953,623	£23,052,058	£34,012,946
35%	60%								

### CIL Zone 3 High Value – Z3 Lower quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£764,509	£2,280,002	£2,977,012	£3,383,807	£4,782,729	£10,618,960	£5,280,532	£6,754,885
10%	70%	£590,201	£1,812,645	£1,973,230	£1,853,150	£2,183,029	£6,520,419	£11,181,217	£15,883,475
15%	70%	£503,047	£1,588,966	£1,471,339	£1,087,921	£893,179	£4,469,279	£14,131,559	£20,447,771
20%	70%	£415,893	£1,365,288	£969,448	£322,693	£396,671	£2,914,924	£17,081,901	£25,012,067
25%	70%	£328,740	£1,141,609	£467,556	£446,128	£1,696,587	£3,145,568	£20,032,244	£29,576,362
30%	70%	£241,586	£917,930	£34,334	£2,001,616	£3,007,533	£1,774,102	£22,982,586	£34,140,657
35%	70%	£154,432	£694,253	£541,349	£2,779,359	£4,318,479	£3,885,433	£25,932,929	£38,704,953
40%	70%	£67,278	£470,574	£1,051,449	£2,779,359	£5,629,425	£5,996,765	£28,883,271	£43,269,249
45%	70%	£-19,876	£246,896	£1,561,548	£3,557,104	£6,940,371	£8,108,096	£31,833,614	£47,833,544
50%	70%	£-107,030	£23,217	£2,071,647	£4,334,847	£8,251,317	£10,219,428	£34,783,957	£52,397,839
100%	70%	£-990,926	£-2,246,125	£-1,172,641	£-12,112,286	£-21,360,776	£-31,332,745	£-64,287,382	£-98,040,794
10%	80%	£586,856	£1,803,830	£1,953,935	£1,823,273	£2,132,134	£6,437,839	£11,303,204	£16,071,191
15%	80%	£498,030	£1,575,743	£1,442,397	£1,043,105	£816,837	£4,343,383	£14,314,541	£20,729,344
20%	80%	£409,204	£1,347,657	£930,859	£262,938	£498,461	£2,224,061	£17,325,876	£25,387,497
25%	80%	£320,378	£1,119,570	£419,319	£522,043	£1,825,905	£1,044,739	£20,337,213	£30,045,650
30%	80%	£231,552	£891,484	£92,219	£1,314,969	£3,162,715	£2,030,014	£23,348,549	£34,703,803
35%	80%	£142,726	£663,397	£809,985	£2,107,897	£4,499,524	£4,183,998	£26,359,885	£39,361,956
40%	80%	£53,900	£435,312	£1,129,890	£2,900,824	£5,836,333	£6,337,981	£29,371,221	£44,020,109
45%	80%	£-34,926	£207,225	£1,649,795	£3,693,750	£7,173,143	£8,491,964	£32,382,557	£48,678,263
50%	80%	£-123,752	£-20,861	£2,169,699	£4,486,677	£8,509,953	£10,645,948	£35,393,893	£53,336,416
10%	60%	£593,546	£1,821,460	£1,992,525	£1,883,027	£2,233,924	£6,603,001	£11,059,229	£15,695,760
15%	60%	£508,064	£1,602,190	£1,500,281	£1,132,738	£969,521	£4,595,020	£13,948,578	£20,166,198
20%	60%	£422,583	£1,382,920	£1,008,038	£382,447	£294,882	£2,559,786	£16,837,927	£24,636,637
25%	60%	£337,102	£1,163,648	£515,793	£370,213	£1,567,269	£524,395	£19,727,275	£29,107,074
30%	60%	£251,620	£944,378	£23,550	£-1,132,774	£2,852,351	£1,518,189	£22,616,624	£33,577,512
35%	60%	£166,138	£725,107	£472,713	£1,895,335	£4,137,433	£3,586,869	£25,505,973	£38,047,950
40%	60%	£80,857	£505,837	£973,007	£2,657,896	£5,422,517	£5,655,549	£28,395,322	£42,518,388
45%	60%	£-4,824	£286,566	£1,473,302	£3,430,457	£6,707,599	£7,724,229	£31,284,671	£46,988,625
50%	60%	£-90,306	£67,295	£1,973,596	£4,183,017	£7,982,681	£9,792,909	£34,174,019	£51,459,263

### CIL Zone 3 Medium Value – Z3 Upper quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£832,889	£360,905	£476,664	£297,852	£4,838,102	£681,677	£18,629,416	£23,728,004
10%	70%	£990,289	£427,701	£429,615	£1,082,998	£7,165,233	£4,411,250	£23,945,962	£31,950,006
15%	70%	£1,068,989	£244,505	£682,755	£1,775,754	£8,336,846	£6,284,060	£26,604,236	£36,061,007
20%	70%	£1,147,889	£446,308	£1,335,894	£2,477,471	£9,519,442	£8,162,105	£29,262,509	£40,172,008
25%	70%	£1,226,388	£648,111	£1,791,620	£3,179,188	£10,702,038	£10,065,546	£31,920,782	£44,283,009
30%	70%	£1,305,089	£849,915	£2,252,172	£3,880,905	£11,884,633	£11,968,985	£34,579,054	£48,394,010
35%	70%	£1,383,788	£1,051,718	£2,712,722	£4,582,621	£13,067,229	£13,872,426	£37,237,327	£52,505,010
40%	70%	£1,462,488	£1,253,522	£3,173,272	£5,284,338	£14,249,826	£15,775,866	£39,895,600	£56,616,011
45%	70%	£1,541,188	£1,455,324	£3,633,824	£5,986,055	£15,432,421	£17,679,306	£42,553,873	£60,727,012
50%	70%	£1,619,888	£1,657,557	£4,094,374	£6,687,772	£16,615,017	£19,582,746	£45,212,147	£64,838,013
100%	70%	£2,419,578	£3,708,595	£8,699,882	£13,704,940	£28,440,975	£38,617,144	£71,794,876	£105,948,020
10%	80%	£993,888	£52,134	£450,260	£1,114,968	£7,219,691	£4,501,057	£24,076,491	£32,150,863
15%	80%	£1,074,357	£-258,654	£913,723	£1,824,492	£8,419,870	£6,418,770	£28,800,027	£36,362,293
20%	80%	£1,154,846	£485,174	£1,377,185	£2,542,455	£9,630,140	£8,344,658	£29,523,564	£40,573,723
25%	80%	£1,235,335	£671,893	£1,844,078	£3,260,418	£10,840,409	£10,293,736	£32,247,101	£44,785,152
30%	80%	£1,315,825	£878,213	£2,315,121	£3,978,380	£12,050,679	£12,242,814	£34,970,639	£48,996,582
35%	80%	£1,396,314	£1,084,733	£2,786,163	£4,696,343	£13,260,950	£14,191,893	£37,694,176	£53,208,011
40%	80%	£1,476,803	£1,291,252	£3,257,206	£5,414,305	£14,471,220	£16,140,971	£40,417,712	£57,419,442
45%	80%	£1,557,293	£1,497,772	£3,728,248	£6,132,269	£15,681,490	£18,090,449	£43,141,249	£61,630,871
50%	80%	£1,637,885	£1,706,492	£4,199,290	£6,850,231	£16,891,761	£20,039,127	£45,864,787	£65,842,301
10%	60%	£986,710	£33,269	£408,970	£1,051,029	£7,110,775	£4,321,442	£23,815,434	£31,749,149
15%	60%	£1,063,820	£-230,356	£851,786	£1,727,016	£8,253,823	£6,149,348	£28,400,444	£35,759,720
20%	60%	£1,140,531	£427,442	£1,294,603	£2,412,487	£9,408,744	£7,979,553	£29,001,452	£39,770,293
25%	60%	£1,217,441	£624,529	£1,739,162	£3,097,958	£10,563,666	£9,837,384	£31,594,462	£43,780,864
30%	60%	£1,294,352	£821,617	£2,189,222	£3,783,428	£11,718,588	£11,695,156	£34,187,470	£47,791,437
35%	60%	£1,371,262	£1,018,703	£2,639,281	£4,468,899	£12,873,509	£13,552,958	£36,780,480	£51,802,008
40%	60%	£1,448,173	£1,215,790	£3,089,340	£5,154,371	£14,028,430	£15,410,761	£39,373,488	£55,812,581
45%	60%	£1,525,083	£1,412,877	£3,539,399	£5,839,842	£15,183,351	£17,268,562	£41,966,497	£59,823,153
50%	60%	£1,601,994	£1,609,963	£3,989,458	£6,525,313	£16,338,273	£19,126,364	£44,559,506	£63,833,725

### CIL Zone 3 Medium Value – Z3 Median Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£484,473	£1,678,266	£1,794,026	£1,615,214	£1,492,077	£5,848,502	£12,299,237	£17,397,825
10%	70%	£327,073	£1,274,660	£887,747	£234,364	£835,054	£1,918,929	£17,615,783	£25,619,827
15%	70%	£248,372	£1,072,857	£434,607	£458,392	£2,006,667	£46,119	£20,274,057	£29,730,828
20%	70%	£169,673	£871,053	£-18,533	£1,160,110	£3,189,263	£1,831,926	£22,932,330	£33,841,829
25%	70%	£90,973	£669,251	£-474,259	£1,881,826	£4,371,859	£3,735,366	£25,590,602	£37,952,830
30%	70%	£12,273	£467,447	£934,810	£2,553,543	£5,554,454	£9,039,806	£29,239,975	£42,963,831
35%	70%	£66,427	£265,644	£1,395,360	£3,265,260	£6,737,050	£7,842,247	£30,907,146	£46,174,831
40%	70%	£145,126	£63,840	£1,855,911	£3,968,977	£7,919,646	£9,445,687	£33,585,421	£50,285,832
45%	70%	£223,827	£-137,962	£2,316,462	£4,668,693	£9,102,242	£11,349,127	£36,223,694	£54,396,833
50%	70%	£302,526	£-340,196	£2,777,013	£5,370,410	£10,284,838	£13,252,566	£38,881,968	£58,507,834
100%	70%	£1,102,217	£2,391,233	£7,382,521	£12,387,578	£22,110,796	£32,286,965	£65,464,697	£99,617,841
10%	80%	£323,494	£1,265,227	£867,101	£202,394	£889,512	£1,829,122	£17,746,312	£25,820,684
15%	80%	£243,005	£1,058,707	£403,639	£507,130	£2,089,691	£88,591	£20,489,848	£30,032,114
20%	80%	£162,516	£852,188	£59,823	£1,235,094	£3,299,961	£2,014,479	£23,193,385	£34,243,544
25%	80%	£82,026	£645,669	£526,717	£1,943,056	£4,510,230	£3,963,587	£25,916,922	£38,454,973
30%	80%	£1,536	£439,148	£997,760	£2,661,019	£6,720,500	£5,912,635	£28,640,460	£42,866,403
35%	80%	£78,953	£232,629	£1,468,802	£3,378,981	£6,930,771	£7,861,714	£31,363,997	£46,877,832
40%	80%	£-159,442	£26,110	£1,939,845	£4,096,944	£8,141,041	£9,810,792	£34,087,533	£51,089,262
45%	80%	£239,931	£180,411	£2,410,887	£4,814,907	£9,351,311	£11,759,870	£36,811,070	£55,300,692
50%	80%	£320,539	£388,131	£2,881,929	£5,632,870	£10,861,582	£13,709,948	£39,534,680	£59,512,122
10%	60%	£330,651	£1,284,053	£908,392	£266,333	£780,595	£2,008,737	£17,485,255	£25,418,970
15%	60%	£253,741	£1,087,006	£465,575	£409,655	£1,923,644	£1,801,831	£20,078,265	£29,429,541
20%	60%	£176,830	£889,919	£22,759	£1,095,126	£3,078,565	£1,849,374	£22,671,273	£33,440,114
25%	60%	£99,920	£692,833	£-621,801	£1,780,597	£4,233,487	£3,807,175	£25,264,283	£37,450,685
30%	60%	£23,009	£495,745	£871,860	£2,466,067	£5,388,4			

### CIL Zone 3 Medium Value – Z3 Lower quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£575,090	£1,788,883	£1,884,643	£1,705,831	£1,927,511	£6,083,936	£11,863,803	£16,962,391
10%	70%	£417,690	£1,365,277	£978,364	£324,981	£399,620	£2,354,363	£17,180,349	£25,184,394
15%	70%	£338,990	£1,163,474	£525,224	£367,775	£1,571,233	£481,563	£19,838,623	£29,295,394
20%	70%	£260,290	£961,670	£72,084	£1,069,492	£2,753,830	£1,396,492	£22,496,896	£33,406,395
25%	70%	£181,591	£759,868	£383,641	£1,771,209	£3,936,425	£3,299,932	£25,155,169	£37,517,396
30%	70%	£102,890	£558,064	£844,193	£2,472,926	£5,119,021	£5,203,372	£27,813,442	£41,628,397
35%	70%	£24,191	£356,261	£1,304,743	£3,174,642	£6,301,616	£7,106,813	£30,471,714	£45,739,398
40%	70%	£54,509	£154,457	£1,765,294	£3,876,360	£7,484,213	£9,010,253	£33,129,987	£49,850,398
45%	70%	£133,209	£47,345	£2,225,845	£4,578,076	£8,666,808	£10,913,693	£35,788,260	£53,961,399
50%	70%	£211,909	£249,578	£2,686,395	£5,279,793	£9,849,404	£12,817,133	£38,446,534	£58,072,400
100%	70%	£1,011,599	£2,300,616	£7,291,903	£12,296,961	£21,675,362	£31,851,532	£65,029,263	£99,182,408
10%	80%	£414,111	£1,355,845	£957,718	£293,011	£454,078	£2,264,556	£17,310,878	£25,385,250
15%	80%	£333,622	£1,149,324	£494,256	£416,513	£1,654,257	£346,843	£20,034,414	£29,596,680
20%	80%	£253,133	£942,805	£30,794	£1,134,478	£2,864,527	£1,579,045	£22,757,951	£33,808,110
25%	80%	£172,644	£736,286	£438,099	£1,852,439	£4,074,797	£3,528,123	£25,481,489	£38,019,540
30%	80%	£92,154	£529,765	£907,142	£2,570,401	£5,285,066	£5,477,201	£28,205,026	£42,230,970
35%	80%	£11,665	£323,246	£1,378,184	£3,288,364	£6,495,337	£7,426,280	£30,928,563	£46,442,399
40%	80%	£68,825	£116,727	£1,849,228	£4,006,326	£7,705,607	£9,375,358	£33,652,099	£50,653,829
45%	80%	£149,314	£89,793	£2,320,270	£4,724,290	£8,915,877	£11,324,436	£36,375,637	£54,865,258
50%	80%	£229,916	£297,513	£2,791,312	£5,442,253	£10,126,148	£13,273,514	£39,098,174	£59,076,688
10%	60%	£421,268	£1,374,710	£999,009	£356,950	£345,162	£2,444,171	£17,049,821	£24,983,536
15%	60%	£344,358	£1,177,623	£556,193	£319,037	£1,498,210	£816,265	£19,642,831	£29,194,108
20%	60%	£267,448	£980,637	£113,376	£1,004,508	£2,643,131	£1,213,940	£22,235,839	£33,004,680
25%	60%	£190,538	£783,450	£331,183	£1,689,979	£3,798,054	£3,071,741	£24,828,849	£37,015,251
30%	60%	£113,627	£586,362	£781,243	£2,375,450	£4,952,975	£4,929,543	£27,421,857	£41,025,824
35%	60%	£36,717	£389,276	£1,231,302	£3,060,921	£6,107,896	£6,787,345	£30,014,867	£45,036,395
40%	60%	£40,194	£192,189	£1,681,361	£3,746,392	£7,262,817	£8,645,148	£32,807,875	£49,046,968
45%	60%	£117,104	£4,898	£2,131,420	£4,431,863	£8,417,739	£10,502,949	£35,200,885	£53,507,540
50%	60%	£194,015	£201,984	£2,581,479	£5,117,394	£9,572,660	£12,360,751	£37,793,893	£57,068,112

### CIL Zone 3 Low Value – Z3 Upper quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£1,022,308	£130,213	£615,704	£1,379,825	£7,673,319	£5,266,995	£25,212,689	£33,935,511
10%	70%	£1,163,555	£492,060	£1,428,838	£2,634,057	£9,790,820	£8,635,327	£29,972,643	£41,293,314
15%	70%	£1,234,179	£672,983	£1,838,749	£3,263,175	£10,340,507	£9,332,620	£32,352,620	£44,972,215
20%	70%	£1,304,802	£853,907	£2,281,966	£3,892,293	£11,910,992	£12,045,687	£34,732,587	£48,651,116
25%	70%	£1,375,426	£1,034,831	£2,665,183	£4,521,412	£12,971,078	£13,750,887	£37,112,575	£52,330,018
30%	70%	£1,446,049	£1,215,754	£3,078,399	£5,150,530	£14,031,185	£15,456,047	£39,492,552	£56,008,919
35%	70%	£1,516,673	£1,396,677	£3,491,616	£5,779,649	£15,091,251	£17,161,227	£41,872,530	£59,697,821
40%	70%	£1,587,297	£1,577,601	£3,904,832	£6,408,767	£16,151,337	£18,899,407	£44,252,507	£63,366,722
45%	70%	£1,658,383	£1,758,612	£4,318,048	£7,037,886	£17,211,424	£20,871,588	£46,632,484	£67,045,624
50%	70%	£1,730,142	£1,944,494	£4,731,265	£7,667,003	£18,271,510	£22,276,788	£49,012,461	£70,724,525
100%	70%	£2,447,929	£3,783,318	£8,863,429	£13,958,187	£28,872,372	£39,328,588	£72,812,234	£107,513,839
10%	80%	£1,167,166	£501,577	£1,449,687	£2,666,837	£9,846,659	£8,727,414	£30,104,330	£41,495,955
15%	80%	£1,239,595	£687,258	£1,870,504	£3,312,346	£10,934,666	£10,478,637	£32,550,150	£45,276,176
20%	80%	£1,312,024	£874,940	£2,294,305	£3,957,854	£12,022,672	£12,229,860	£34,995,971	£49,056,398
25%	80%	£1,384,452	£1,058,622	£2,718,106	£4,603,363	£13,110,678	£13,981,083	£37,441,791	£52,836,619
30%	80%	£1,456,882	£1,244,303	£3,141,908	£5,248,871	£14,198,684	£15,732,307	£39,887,612	£56,616,841
35%	80%	£1,529,310	£1,429,986	£3,565,709	£5,894,380	£15,286,691	£17,483,530	£42,333,432	£60,397,062
40%	80%	£1,601,739	£1,615,667	£3,989,510	£6,539,888	£16,374,697	£19,234,753	£44,779,253	£64,177,284
45%	80%	£1,674,876	£1,804,137	£4,413,312	£7,185,396	£17,462,703	£20,985,976	£47,225,073	£67,957,505
50%	80%	£1,748,490	£1,992,855	£4,837,113	£7,830,908	£18,550,709	£22,737,199	£49,670,894	£71,737,727
10%	60%	£1,159,944	£482,544	£1,408,009	£2,601,277	£9,734,980	£8,843,240	£29,840,957	£41,090,673
15%	60%	£1,228,763	£658,709	£1,806,996	£3,214,004	£10,767,146	£10,202,377	£32,155,090	£44,688,255
20%	60%	£1,297,581	£834,874	£2,209,627	£3,826,733	£11,799,312	£11,861,515	£34,469,224	£48,245,836
25%	60%	£1,366,400	£1,011,039	£2,612,259	£4,439,461	£12,831,479	£13,520,651	£36,783,359	£51,823,417
30%	60%	£1,435,218	£1,187,204	£3,014,890	£5,052,189	£13,863,645	£15,179,788	£39,097,493	£55,400,999
35%	60%	£1,504,036	£1,363,369	£3,417,523	£5,664,918	£14,895,811	£16,839,295	£41,411,629	£59,978,580
40%	60%	£1,572,855	£1,539,535	£3,820,154	£6,277,646	£15,927,977	£18,498,061	£43,725,760	£62,556,160
45%	60%	£1,641,674	£1,717,086	£4,222,786	£6,890,374	£16,960,143	£20,157,198	£46,039,894	£66,133,741
50%	60%	£1,711,793	£1,896,133	£4,625,417	£7,503,102	£17,992,310	£21,816,335	£48,354,028	£69,711,323

### CIL Zone 3 Low Value – Z3 Median Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£295,053	£1,187,148	£701,657	£62,583	£1,343,140	£1,063,184	£18,882,510	£27,605,332
10%	70%	£153,806	£825,301	£1,111,476	£1,316,896	£3,460,641	£2,305,148	£23,642,464	£34,963,135
15%	70%	£83,182	£644,378	£521,388	£1,945,814	£4,520,727	£4,910,328	£26,022,441	£38,642,036
20%	70%	£12,559	£463,455	£934,694	£2,574,932	£5,580,813	£5,715,508	£28,402,418	£42,320,937
25%	70%	£59,065	£282,531	£1,347,821	£3,204,050	£6,640,899	£7,420,688	£30,782,396	£45,959,839
30%	70%	£128,688	£101,609	£1,761,038	£3,833,168	£7,700,986	£8,125,888	£33,162,373	£49,678,740
35%	70%	£199,312	£73,315	£2,174,254	£4,462,287	£8,761,072	£10,831,048	£35,542,351	£53,357,642
40%	70%	£269,936	£260,239	£2,587,470	£5,091,405	£9,821,158	£12,536,228	£37,922,328	£57,036,543
45%	70%	£341,001	£443,250	£3,000,687	£5,720,524	£10,881,245	£14,241,409	£40,302,305	£60,715,445
50%	70%	£412,780	£627,133	£3,413,903	£6,349,642	£11,941,331	£15,946,589	£42,682,282	£64,394,346
100%	70%	£1,130,567	£2,465,956	£7,546,068	£12,640,826	£22,542,193	£32,998,389	£66,482,055	£101,183,360
10%	80%	£150,196	£815,785	£1,329,475	£1,322,305	£3,516,480	£2,397,235	£23,774,151	£35,165,776
15%	80%	£77,767	£630,103	£553,142	£1,994,985	£4,604,487	£4,148,458	£26,219,971	£38,945,997
20%	80%	£5,338	£444,422	£876,943	£2,640,493	£5,682,493	£5,899,681	£28,665,792	£42,726,219
25%	80%	£67,091	£258,740	£1,400,744	£3,286,001	£6,780,499	£7,650,904	£31,111,612	£46,506,440
30%	80%	£139,520	£73,058	£1,824,547	£3,931,509	£7,868,505	£9,402,128	£33,557,433	£50,286,662
35%	80%	£211,949	£112,624	£2,248,348	£4,577,018	£8,956,512	£11,153,351	£36,003,253	£54,066,883
40%	80%	£284,377	£298,305	£2,672,149	£5,222,527	£10,044,518	£12,904,574	£38,449,074	£57,847,105
45%	80%	£357,514	£486,775	£3,095,950	£5,868,035	£11,132,524	£14,655,797	£40,894,894	£61,627,326
50%	80%	£431,129	£675,493	£3,519,751	£6,513,944	£12,220,530	£16,407,020	£43,340,715	£65,407,548
10%	60%	£157,417	£834,818	£904,648	£1,283,915	£3,404,801	£2,213,051	£23,510,777	£34,760,494
15%	60%	£88,598	£659,653	£489,634	£1,896,843	£4,436,967	£3,872,198	£26,824,911	£39,338,076
20%	60%	£19,780	£482,486	£892,266	£2,509,371	£5,469,130	£5,631,335	£28,139,045	£41,915,657
25%	60%	£49,038	£306,322	£1,294,898	£3,122,100	£6,501,300	£7,190,472	£30,453,180	£45,493,238
30%	60%</								

### CIL Zone 3 Low Value – Z3 Lower quartile Benchmark

% of AH	% of AH as rented	MU 1 - 85 resi units, retail and 25% office	MU 2 - 90 resi units, retail and 20% office	MU 3 - 96 resi units, retail and 15% office	MU 4 - 102 resi units, retail and 10% office	MU 5 - 197 resi units, retail and 25% office	MU 6 - 211 resi units, retail and 20% office	MU 7 - 229 resi units, retail and 15% office	MU 8 - 235 resi units, retail and 10% office
0%	70%	£385,671	£1,277,766	£792,275	£28,054	£28,054	£1,498,617	£907,706	£18,447,076
10%	70%	£244,424	£915,918	£-20,859	£-1,226,079	£-3,025,207	£-1,869,715	£-23,207,030	£-34,527,702
15%	70%	£173,800	£734,995	£-430,770	£-1,855,196	£-4,085,293	£-3,574,895	£-25,687,008	£-38,206,602
20%	70%	£103,177	£554,072	£-843,987	£-2,484,314	£-5,145,379	£-5,280,074	£-27,966,985	£-41,885,504
25%	70%	£32,553	£373,148	£-1,287,204	£-3,113,433	£-6,205,465	£-6,985,254	£-30,346,962	£-45,584,405
30%	70%	£-38,070	£192,225	£-1,870,420	£-3,742,551	£-7,265,552	£-8,890,434	£-32,726,939	£-49,243,307
35%	70%	£-108,694	£11,302	£-2,083,637	£-4,371,670	£-8,325,638	£-10,395,614	£-35,106,917	£-52,922,208
40%	70%	£-179,318	£-169,622	£-2,496,853	£-5,000,788	£-9,385,724	£-12,100,794	£-37,486,894	£-56,601,110
45%	70%	£-250,384	£-352,633	£-2,910,069	£-5,629,907	£-10,445,811	£-13,805,975	£-39,866,871	£-60,280,011
50%	70%	£-322,163	£-536,515	£-3,323,286	£-6,259,025	£-11,505,897	£-15,511,155	£-42,246,848	£-63,958,913
100%	70%	£-1,039,950	£-2,375,339	£-7,455,450	£-12,550,208	£-22,108,759	£-32,562,955	£-66,046,621	£-100,747,926
10%	80%	£240,813	£906,402	£-41,689	£-1,258,953	£-3,081,047	£-1,961,801	£-23,338,717	£-34,730,342
15%	80%	£168,384	£720,721	£-462,525	£-1,904,367	£-4,169,054	£-3,913,024	£-25,784,538	£-38,510,563
20%	80%	£95,955	£535,039	£-886,326	£-2,549,876	£-5,267,060	£-5,464,247	£-28,230,358	£-42,290,785
25%	80%	£23,526	£349,357	£-1,310,127	£-3,195,384	£-6,345,066	£-7,215,470	£-30,676,179	£-46,071,008
30%	80%	£-48,903	£163,676	£-1,733,929	£-3,840,892	£-7,433,072	£-8,966,694	£-33,121,999	£-49,851,228
35%	80%	£-121,332	£-22,007	£-2,157,730	£-4,486,401	£-8,521,079	£-10,717,917	£-35,567,819	£-53,631,449
40%	80%	£-193,760	£-207,688	£-2,581,532	£-5,131,909	£-9,609,085	£-12,469,140	£-38,013,640	£-57,411,671
45%	80%	£-266,897	£-396,158	£-3,005,333	£-5,777,418	£-10,697,091	£-14,220,364	£-40,459,460	£-61,191,892
50%	80%	£-340,511	£-584,876	£-3,429,134	£-6,422,927	£-11,785,097	£-15,971,587	£-42,905,281	£-64,972,115
10%	60%	£248,035	£925,435	£-30	£-1,193,298	£-2,969,367	£-1,777,627	£-22,075,344	£-34,325,060
15%	60%	£179,216	£749,270	£-399,017	£-1,806,025	£-4,001,533	£-3,436,764	£-25,389,478	£-37,902,642
20%	60%	£110,397	£573,105	£-801,648	£-2,418,754	£-5,033,699	£-5,095,902	£-27,703,611	£-41,480,223
25%	60%	£41,579	£396,940	£-1,204,280	£-3,031,483	£-6,065,866	£-6,755,038	£-30,017,746	£-45,057,804
30%	60%	£-27,239	£220,775	£-1,606,912	£-3,644,210	£-7,088,032	£-8,414,175	£-32,331,880	£-48,635,386
35%	60%	£-96,057	£44,610	£-2,009,544	£-4,256,939	£-8,130,199	£-10,073,312	£-34,646,014	£-52,212,967
40%	60%	£-164,876	£-131,556	£-2,412,175	£-4,889,667	£-9,162,364	£-11,732,449	£-36,960,147	£-55,798,548
45%	60%	£-233,871	£-309,107	£-2,814,807	£-5,482,395	£-10,194,530	£-13,391,585	£-39,274,281	£-59,368,129
50%	60%	£-303,814	£-488,154	£-3,217,438	£-6,095,123	£-11,226,697	£-15,050,722	£-41,588,415	£-62,845,710

6.44 The testing demonstrates that schemes can viably provide commercial floorspace in development in the borough along with other policy requirements including affordable housing, however the degree to which this can be accommodated will differ from site to site and scheme to scheme.

6.45 It is noted that the testing identifies a general trend in the higher value areas that that schemes providing less commercial floorspace are more viable. However, in the lower value areas in the borough and in certain schemes, commercial floorspace is identified as assisting viability. As identified in the residential testing, there will always be certain schemes which are identified as being unviable regardless of the policy requirements i.e. the quantum of commercial floorspace and affordable housing, and these schemes would remain in their existing use until such time as a redevelopment or alternative use option becomes viable.

6.46 Given the above, we consider that the Council's emerging policy, which requires applicants to provide viability evidence where proposed schemes cannot provide replacement commercial floorspace, provides suitable flexibility to ensure that appropriate development, providing a suitable mix of uses to support the identified needs of the LBS comes forward.

### Payments in Lieu of Affordable Housing

6.47 The Council currently seeks contributions of £100,000 per habitable room from schemes where affordable housing cannot be provided on site. The Council have expressed interest in reviewing their current policy approach to seeking payments in lieu of on-site affordable housing to a more nuanced scheme by scheme approach.

6.48 On this basis we recommend that Council consider an approach similar to that adopted by the London Borough of Wandsworth in which *“there can be no financial advantage to the developer in not delivering the affordable housing on-site”*. This approach does not provide a specific formula/method of calculating the payment in lieu. Wandsworth's Planning Obligations SPD indicates that the Council will seek two appraisals from the developer. The first is to assume that the scheme incorporates the required percentage of affordable housing i.e. on-site affordable. The second assumes that the scheme is 100% private. The payment in lieu is then determined by deducting the residual land value generated by the second appraisal from the residual land value generated by

the first. This is similar to the approach proposed for the assessment of contributions from small sites, set out below.

- 6.49 The main advantage of the Wandsworth approach is that it can be used for dual purposes of (a) determining the overall level of affordable housing – if a policy compliant level is considered unviable and (b) determining the amount of a payment in lieu.

### **Small sites payments in lieu of affordable housing**

- 6.50 The Council has expressed an interest in introducing policy requiring a payment in lieu towards off-site affordable housing from minor developments. Payment in lieu structures should in our view be tested against three criteria, as follows:
- That the structure satisfies the tests contained within CIL Regulation 122;
  - Ease of application to small schemes; and
  - Provides a robust approach and is capable of reflecting Southwark’s emerging NSP options version policies and specific market conditions.
- 6.51 We consider that the Council would benefit from an approach that is capable of determining both (a) the viable level of affordable housing that a small scheme can absorb and (b) the payment in lieu that would flow from this level.
- 6.52 Such a model would need to consider the following factors:
- The Gross Development Value of the scheme, with and without affordable housing;
  - Build costs and other development costs (including fees, finance and profit);
  - Benchmark Land Value (most typically, the existing use value of the site, plus an appropriate landowner’s premium).
- 6.53 The key differences between the two appraisals are the revenue and the profit levels. Profit on the private housing element is higher than profit on the affordable housing (the former is typically 20% on GDV and 6% on the latter). This needs to be reflected in any comparison of the two alternative options.
- 6.54 A mock up of a simple appraisal tool is provided in figures 6.54.1 and 6.54.2. This indicates how the tool might be structured to achieve the Council’s objectives of providing a simple tool that is capable of providing an indication of scheme viability, as well as calculating the payment in lieu. The Council could either provide the spreadsheet within its SPD as a template for developers to complete by hand, or alternatively, the Council could provide a ‘live’ excel spreadsheet similar to the model provided by the LB Richmond. The second option appears to us to be preferable, as this would speed up calculations and enable all parties to work from a common template.
- 6.55 The model calculates the residual value of the scheme as 100% private and then a second residual is calculated, assuming an element of affordable housing. The second residual is based on the assumption that the Council will seek 35% affordable housing. For example, a 5 unit scheme would require 2 affordable housing units.
- 6.56 The model also makes provision for calculating the existing use value of the site by capitalising a rent, less rent free period and purchaser’s costs. A premium is added to the existing use value to reflect in incentive required by landowners to release the site for development. The two residual land values (with and without on-site affordable housing) are then compared to the existing use value benchmark. If the residual land value of the scheme with affordable housing equals or exceeds the existing use value, then a payment in lieu is calculated.



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The payment in lieu calculation reflects the Wandsworth and Richmond model (i.e. simply the difference between the value generated by the 100% private housing scheme compared to the scheme with affordable housing).

- 6.57 In situations where a scheme that meets the Council's affordable housing target would be unviable, the affordable housing percentage would be adjusted downwards until the scheme becomes viable. This could be achieved by utilising Excel's 'goal seek' function.
- 6.58 Two examples provided at figures 6.54.1 and 6.54.2 on the following pages. Example 1 (Figure 5.54.1) is based on a 5 unit scheme based on a requirement to provide 1.75 units (35%) of affordable housing. This scheme is compared to a 100% private housing scheme. This is unviable, as the residual land value is £170,642, lower than the existing use value benchmark of £922,330. In Example 2 (Figure 5.54.2), the affordable housing percentage has been reduced to 25.4%, so that the residual land value is equal to the existing use value. The difference between the 100% private housing scheme and the scheme with 25.4% affordable housing is £450,079, which equates to the payment in lieu.



Figure 6.54.1 Mock up of small sites payment in lieu of onsite affordable housing appraisal tool – Policy Compliant

LONDON BOROUGH OF SOUTHWARK  
HOUSING POLICY VIABILITY STUDY - SMALL SITES AFFORDABLE HOUSING CONTRIBUTION

Scheme address:

Scheme income				Scheme mix				
Unit type	No of beds	Floor area (sq ft)	Predicted sales value	Car Parking revenue per unit	Ground rent per annum	Yield	Capitalised ground rent	
Unit 1	House	4	1332	£736,313	£0	£250.00	5%	£5,000
Unit 2	House	4	1332	£736,313	£0	£250.00	5%	£5,000
Unit 3	House	4	1332	£736,313	£0	£250.00	5%	£5,000
Unit 4	House	4	1332	£736,313	£0	£250.00	5%	£5,000
Unit 5	House	4	1332	£736,313	£0	£250.00	5%	£5,000
Unit 6	Flat				£0	£0.00	5%	£0
Unit 7	Flat				£0	£0.00	5%	£0
Unit 8	Flat				£0	£0.00	5%	£0
Unit 9	Flat				£0	£0.00	5%	£0
<b>Sub-total</b>			<b>6660</b>	<b>£3,681,563</b>				<b>£25,000</b>

Policy compliant affordable housing	35.0%
Private	3.25
Affordable	1.75

[Click to goal seek max viable affordable](#)

Average private sales value (per sq ft)	£553
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Average affordable hsg value (per sq ft)	£148.20
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Policy compliant scheme GDV (private)	£2,393,016
Policy compliant scheme GDV (affordable)	£345,466

Car parking income	£0
Ground rent income	£25,000

Gross Development Value		£3,706,563	£2,763,481
<b>Scheme costs</b>	<b>Build costs</b>	£1,155,206	£1,155,206
	<b>Demolition and site prep</b>	£45,354	£45,354
	<b>Professional fees</b> 8.00%	£92,417	£92,417
	<b>Mayoral CIL</b>	£4,655	£4,655
	<b>Southwark CIL Zone 2</b>	£26,600	£26,600
	<b>Section 106</b>	£7,500	£7,500
	<b>Marketing (% of GDV)</b> 3.00%	£111,196.88	£72,540.47
	<b>Developer's profit on private</b> 20.00%	£741,312.50	£483,603.13
	<b>Developer's profit on AH</b> 6.00%	n/a	£20,727.95
	<b>Finance on build</b> 7.00%	£46,610.62	£46,610.62
	<b>Residual land value</b>	£1,475,710	£808,267
	<b>Finance on land</b> 7.00%	£103,300	£56,579
<b>NET RESIDUAL</b>		<b>£1,372,411</b>	<b>£751,688</b>
		£922,330	£922,330

Viable

Not viable

Payment in lieu	n/a
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**Existing use value**

Description of existing buildings on site:

Secondary office		
Floor area of building (sq ft)	5,231	
Type of building	Office	
Rent per sq ft		
Area 1	£12.50	£65,391
Yield	7.00%	
Rent free period (years)	2.0	0.8734
Capital Value	£815,933	
Purchaser's costs	5.80%	£47,324
Landowner premium	20%	

Figure 6.54.1 Mock up of small sites payment in lieu of onsite affordable housing appraisal tool – viable quantum of affordable housing

**LONDON BOROUGH OF SOUTHWARK  
HOUSING POLICY VIABILITY STUDY - SMALL SITES AFFORDABLE HOUSING CONTRIBUTION**

Scheme address: **LB Southwark HPVS - Small Sites Example**

Scheme income		Scheme mix						
Unit type	No of beds	Floor area (sq ft)	Predicted sales value	Car Parking revenue per unit	Ground rent per annum	Yield	Capitalised ground rent	
Unit 1	House	4	1332	£736,313	£0	£250.00	5%	£5,000
Unit 2	House	4	1332	£736,313	£0	£250.00	5%	£5,000
Unit 3	House	4	1332	£736,313	£0	£250.00	5%	£5,000
Unit 4	House	4	1332	£736,313	£0	£250.00	5%	£5,000
Unit 5	House	4	1332	£736,313	£0	£250.00	5%	£5,000
Unit 6	Flat				£0	£0.00	5%	£0
Unit 7	Flat				£0	£0.00	5%	£0
Unit 8	Flat				£0	£0.00	5%	£0
Unit 9	Flat				£0	£0.00	5%	£0
<b>Sub-total</b>		<b>6660</b>	<b>£3,681,563</b>					<b>£25,000</b>

Policy compliant affordable housing	25.4%
Private	3.73
Affordable	1.27

Click to goal seek max viable affordable

Average private sales value (per sq ft)	£553
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Average affordable hsg value (per sq ft)	£148.20
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Policy compliant scheme GDV (private)	£2,747,250
Policy compliant scheme GDV (affordable)	£250,494

Car parking income	£0
Ground rent income	£25,000

<b>Gross Development Value</b>	<b>£3,706,563</b>	<b>£3,022,744</b>
<b>Scheme costs</b>		
Build costs	£1,155,206	£1,155,206
Demolition and site prep	£45,354	£45,354
Professional fees 8.00%	£92,417	£92,417
Mayoral CIL	£4,655	£4,655
Southwark CIL Zone 2	£26,600	£26,600
Section 106	£7,500	£7,500
Marketing (% of GDV) 3.00%	£111,196.88	£83,167.51
Developer's profit on private 20.00%	£741,312.50	£554,450.08
Developer's profit on AH 6.00%	n/a	£15,029.62
Finance on build 7.00%	£46,610.62	£46,610.62
<b>Residual land value</b>	<b>£1,475,710</b>	<b>£991,754</b>
Finance on land 7.00%	£103,300	£69,423
<b>NET RESIDUAL</b>	<b>£1,372,411</b>	<b>£922,331</b>
	<b>£922,330</b>	<b>£922,330</b>

**Viable**

**Viable**

Payment in lieu	£450,079
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### Explanatory text for inclusion in the Council's SPD

- 6.59 If the Council decides to issue the spreadsheet as a hard copy template only, rather than a live model, a blank template is attached as **Appendix 12**. This could be incorporated into the Council's SPD as an appendix. The SPD would need to provide some explanatory text, describing how they should use the model to appraise their scheme and calculate their payment in lieu. The following sections provide a sample explanatory text for the Council to include, subject to any amendments officers may wish to make.

#### **Determination of viability and calculation of payment in lieu**

##### **Step 1:**

Enter a description of unit types, number of beds per unit, predicted sales values in the "Scheme Income" table. Also enter any car parking revenue per unit, ground rents, yield to be applied to ground rents and calculate the capital value of the yield (1 divided by the yield multiplied by annual ground rent). So if the annual ground rent is £200 and the yield is 5.5%, the capital value would be  $(1 \div 0.055) \times £200 = £3,636.36$ .

Calculate the Gross Development Value by adding the predicted sales values to the car parking revenue and capitalised ground rents.

##### **Step 2:**

Enter the policy compliant levels of affordable housing in the box under 'policy compliant affordable housing', having regard to Policy DM 2. Enter the average private sales value and the average affordable housing value in the two boxes immediately below. Using these average values, calculate the Gross Development Value of a scheme incorporating affordable housing.

##### **Step 3:**

Enter scheme costs (build costs, demolition and site preparation, Section 106 and CIL costs, marketing costs etc) and add these costs to determine total development costs.

Costs should be calculated separately for the scheme with affordable housing and the 100% private housing scheme.

##### **Step 4:**

Calculate the net residual land values by deducting all scheme costs from the Gross Development Value for both schemes.

##### **Step 5:**

Calculate the payment in lieu by deducting the residual land value of the scheme incorporating affordable housing (labelled B) from the 100% private housing scheme (labelled A).

If the residual land value of the scheme with affordable housing is lower than the site's existing use value, re-run the steps above with a reduced level of affordable housing.

## 7 Conclusions and recommendations

- 7.1 The NPPF states that the cumulative impact of local planning authority standards and policies *'should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle'*. This report and its supporting appendices test this proposition within the LBS.
- 7.2 We have tested the impact of the Council's affordable housing policies and other requirements (sustainability, Lifetime Homes, Section 106 and replacement commercial uses). The results generated by these appraisals indicate that the majority of developments could viably provide all or a large majority of the policy requirements, in order to ensure the delivery of the required growth in the LBS, particularly in the lower value areas, the Council needs to apply their policies flexibly. In this regard we consider that the Council's flexible approach to the application of their emerging NSP Options Version policies identified as having with cost implications will assist in the delivery of the identified growth in the local plan.
- 7.1 In considering the outputs of the appraisals, it is important to recognise that some developments will be unviable regardless of the Council's requirements i.e. due to market factors. 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 LBS Council's policies and requirements. In these situations, there will be little pressure from owners to redevelop and they might re-consider the situation following changes in market conditions i.e. an improvement in sales values by comparison to build costs and the development value vs the existing use and competing uses for the site.
- 7.2 It is also worth noting that although the results of this viability exercise identify certain commercial development as not viable, it does not mean that sites will not be developed within the LBS for these uses. Viability is only one of many factors which affect whether a site is developed. For example, an existing occupier looking to re-locate may wish to develop their own premises by reference to their own cost benefit analysis, which will bear little relationship to the residual land value calculations that a speculative landlord developer may undertake.

### **Affordable housing**

- 7.3 The testing has demonstrated that the Council's Policy DM 2 requirement of 35% affordable housing remains a reasonable requirement across all developments in the borough. Some schemes (subject to their benchmark land values) are able to achieve higher amounts of affordable housing (50% affordable housing). As can be expected however, some schemes are also identified as having challenging viability. However, the Council's flexible approach in their policy i.e. that the provision will be subject to viability, will assist with both development viability and ensuring the delivery of the maximum quantum of viable affordable housing. Considering the results of this assessment holistically and considering the Council's preference for social rented accommodation, we recommend that the current requirement of 35% is maintained.
- 7.4 In light of the results of this study we consider that there is no need for the Council to adopt a sliding scale of affordable housing for units between 11 to 15 units. We recommend that the Council adopts a requirement of 35% affordable housing across all developments in the borough as we consider that the Council's flexible policy approach allowing for viability to be sufficient to assist where due to site specific circumstances schemes are unable to deliver 35%

affordable housing.

- 7.5 The sensitivity testing of affordable housing tenures as part of this assessment has identified that the Council's preferred Policy DM 2 approach of seeking 70% social rent to 30% intermediate across the majority of the borough can be delivered in a number of the scenarios tested. It is noted that viability can be seen to improve when Affordable Rent is sought in place of social rent. However, we understand that the Council has identified a need for social rented units and no need for Affordable rented units. On this basis we consider that an approach requiring rented affordable housing to be delivered as social rent units as a priority, with Affordable Rent sought only in exceptional circumstances is not unreasonable, subject to affordability criteria being taken into consideration.
- 7.6 This assessment has also identified that there is little difference in the viability of schemes when adopting either intermediate rented or shared ownership accommodation as the intermediate tenure. This is as a result of the threshold income levels being applied consistently to the two products.
- 7.7 With respect to income thresholds for intermediate units, our appraisals have identified that viability improves with increasing income thresholds from the Council's identified thresholds to the GLA's thresholds. However, given that intermediate units form a small proportion of the affordable housing offer (30%) this only marginally improves viability. As with the position on Affordable Rented accommodation, we would recommend that the Council considers whether flexibility in income thresholds in exceptional circumstances might be appropriate.
- 7.8 In summary, given the results of the viability testing we consider that the Council's preferred approach to affordable housing in seeking:
- 35% affordable housing;
  - social rented accommodation;
  - intermediate units at the lower LBS specified rates; and
  - a tenure split of 70:30 rented to intermediate accommodation

as their prioritised policy starting point is still a reasonable requirement across all developments in the borough. This is based on the identified LBS need for such accommodation and the confirmation that a reasonable number of schemes in the borough would viably be able to deliver these requirements. We recommend that the Council continue to apply these considerations flexibly in exceptional circumstances where viability is identified as being particularly challenging, as this will assist the Council in delivering the housing growth identified in the emerging NSP options version.

### **Family housing**

- 7.9 Our testing of the Council's proposed Policy DM 7, which aims to deliver more family housing through seeking unit mixes on schemes has identified that although the policy could result in up to a 3.5% difference in a scheme's gross development value, this is not considered to be a significant impact.
- 7.10 Notwithstanding this finding we would highlight that were the Council to seek a large proportion of the family units as affordable housing, particularly rented affordable housing, this will have a more significant impact on viability given the opportunity cost between private and affordable housing units. However we note that the policy is not prescriptive in terms of the quantum of family homes sought as affordable housing, and our understanding is that this would be subject to both need and viability testing of individual schemes.

### **Wheelchair units**

- 7.11 Our assessment of the costs of delivering wheelchair accessible units within schemes has identified that this is directly related to the build cost of delivering the scheme, on the basis that the cost to the developer is having to provide a larger quantum of floorspace for the same level of revenue. In this regard the costs of delivering wheelchair units will increase as build costs in schemes increase. Based on our assumed build costs, our testing suggests that the average cost of a delivering a wheelchair unit in a scheme could vary between circa £5,500 and £8,500 per unit in general, between circa £6,000 and £9,500 for a flatted unit and between circa £4,500 and £7,000 for a house.
- 7.12 It is noted however that in addition to the costs of delivering larger units, there will be the additional fit out costs to ensure the units meet the specific disability needs identified by the Council. In this regard, should the Council wish to charge developments a payment in lieu of onsite provision of wheelchair units, where onsite delivery is not possible due to physical constraints of the site/scheme, they would need to seek both the costs of delivering a larger unit as well as the fit out costs identified.

### **Private rental sector housing**

- 7.13 This study has considered the ability for PRS schemes to deliver affordable housing. In line with our approach to such testing in the CIL 2014 Update Viability Study we have tested such schemes adopting two approaches. The first assumes a developer sells the units to a PRS provider at a reduction to market value, whilst the second assumes the developer will retain the PRS investment. Our testing has identified that, much like conventional housing schemes, PRS developments can in most instances viably deliver affordable housing. In this regard we would recommend that the Council considers applying Policy DM 2 requirements to such schemes, subject to viability and feasibility to allow for site specific issues.

### **Student accommodation**

- 7.14 With respect to student accommodation, the study has identified that direct let/private student housing can accommodate affordable housing to varying degrees with some schemes able to support at least 35% affordable housing as well as up to 27% of units as affordable student accommodation as suggested by the London Plan and defined by The Mayor's 'Draft Interim Housing Supplementary Planning Guidance' (May 2015). Our testing has highlighted that such schemes are sensitive to changes in inputs, such as tenancy lengths and rents and in this regard we recommend that the Council builds in flexibility into Policy DM 9 identifying that this will be subject to viability.
- 7.15 Our testing of nomination schemes/schemes let by universities at low rental levels and on shorter tenancies has identified that such schemes are unable to support much conventional affordable housing (circa 5%-9% depending on the benchmark land value of the site). They could however deliver between 90%-94% of units as GLA affordable student accommodation in place of conventional affordable housing. The Council may wish to consider including further flexibility within Policy DM9 to enable an approach whereby it could seek affordable housing and or affordable student accommodation in such schemes on a case by case basis subject to viability.

### **Mixed use schemes**

- 7.16 This study has demonstrated that schemes can viably provide commercial floorspace within developments in the borough along with other policy requirements including affordable housing. However, the degree to which this



can be accommodated will differ from site to site and scheme to scheme. On this basis we consider that the Council's Policy DM21, which requires applicants to provide evidence of lack of demand for floorspace and viability evidence where proposed schemes cannot provide replacement commercial floorspace, will provide suitable flexibility to ensure that appropriate development, providing a suitable mix of uses to support the identified needs of the borough, comes forward.

### **Payments in Lieu of onsite affordable housing**

- 7.17 We recommend that the Council considers adopting an approach similar to that in operation in the London Borough of Wandsworth for payments-in-lieu of affordable housing, whereby *"there can be no financial advantage to the developer in not delivering the affordable housing on-site"* This approach would seek to compare the results of two appraisals from the developer; one where the scheme incorporates the required percentage of affordable housing i.e. on-site affordable. The second assumes that the scheme is 100% private. The payment in lieu to be paid will be derived from the difference in the residual land value between the scheme providing a purely private and a scheme with onsite affordable housing. This is similar to the approach proposed for the assessment of contributions from small sites, set out below.
- 7.18 With respect to payments in lieu of affordable housing for small sites (i.e. less than 10 units) we propose that the Council considers adopting an approach that is capable of determining both the viable level of affordable housing that a small scheme can absorb and the payment in lieu that would flow from this level. This approach is in line with our advice to other London boroughs including Lambeth and Kingston. We have proposed a simplified appraisal model is adopted which calculates the residual value of the scheme as 100% private and then a second residual is calculated, assuming an element of affordable housing. The difference between the two residual land values would be the payment in lieu the Council could seek from the scheme.
- 7.19 This study demonstrates that the Council's flexible approach to applying its policy requirements, will ensure an appropriate balance between delivering affordable housing, sustainability objectives, necessary infrastructure and the need for landowners and developers to achieve competitive returns, as required by the NPPF. Maintaining this approach will ensure the 'scale of obligations and policy burdens' (para 174 of the NPPF) are appropriate in all instances 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 aspirations of the emerging New Southwark Plan.