

Appendix I

Development Scenarios

Salisbury District Council Development Scenarios Spreadsheet Detailing Range of Site Sizes, Scheme Mix and Key Assumptions for use in Appraisal Modelling

Site Size Appraised	Scheme Mix (0% Affordable)	Example Likely Occurrence - Urban / Rural	Example Range of Locations	Example Site Type	Indicative Density Estimate (dph)	Percentage Affordable Housing & Tenure Mix								Survey Costs (per site)	Build Period (Months)	Site Preparation
						20%		25%		40%		50%				
						Private	75% GN Rent; 25% SO	Private	75% GN Rent; 25% SO	Private	75% GN Rent; 25% SO	Private	75% GN Rent; 25% SO			
5	2 x 2BH; 3 x 3BH	Urban / Rural	Village Centres / Town and City Centres / Suburbs / edge of settlement	Existing commercial / residential replacement / infill / greenfield / garden land	47	2 x 3BH, 2 x 2BH	1 x 3BH GN	SAME AS	20% AFH	2 x 3BH, 1 x 2BH	1 x 3BH GN; 1 x 2BH SO	1 x 3BH, 1 x 2BH	2 x 3BH GN; 1 x 2BH SO	£2,500	9	£20,000
10	4 x 2BF; 4 x 3BH; 2 x 4BH	Urban / Rural	Village centres / Town and City Centres / Suburbs / edge of settlement	Existing commercial / residential replacement / infill / greenfield	47	2 x 4BH, 3 x 3BH, 3 x 2BF	1 x 3BH GN; 1 x 2BF SO	1 x 4BH, 3 x 3BH, 3 x 2BF	1 x 4BH, 1 x 3BH GN; 1 x 2BF SO	1 x 4BH, 3 x 3BH, 2 x 2BF	1 x 4BH, 1 x 3BH, 1 x 2BF GN; 1 x 2BF SO	1 x 4BH, 2 x 3BH, 2 x 2BF	1 x 4BH, 2 x 3BH, 1 x 2BF GN; 1 x 2BF SO	£5,000	9	£40,000
	4 x 1BF; 6 x 2BF	Urban / Rural	Town or City centres / suburbs	Conversion / existing industrial / commercial / residential replacement	71	5 x 2BF, 3 x 1BF	1 x 2BF GN; 1 x 1BF SO	4 x 2BF, 3 x 1BF	2 x 2BF GN; 1 x 1BF SO	4 x 2BF, 2 x 1BF	2 x 2BF, 1 x 1BF GN; 1 x 1BF SO	3 x 2BF, 2 x 1BF	3 x 2BF, 1 x 1BF GN; 1 x 1BF SO	£5,000	9	£40,000
15	5 x 1BF; 10 x 2BF	Urban	Town and City centres / edge of town or city / suburbs	Conversion / Existing commercial / residential replacement / infill	76	8 x 2BF, 4 x 1BF	2 x 2BF GN; 1 x 1BF SO	7 x 2BF, 4 x 1BF	3 x 2BF GN; 1 x 1BF SO	6 x 2BF, 3 x 1BF	4 x 2BF GN; 2 x 1BF SO	5 x 2BF; 2 x 1BF	5 x 2BF, 1 x 1BF GN; 2 x 1BF SO	£7,500	9	£60,000
	7 x 2H; 5 x 3BH; 3 x 4BH	Urban / Rural	Village centres / Town and City Centres / Suburbs / edge of settlement	Existing commercial / residential replacement / greenfield	46	2 x 4BH, 4 x 3BH, 6 x 2BH	1 x 4BH, 1 x 3BH GN; 1 x 2BH SO	2 x 4BH, 4 x 3BH, 5 x 2BH	1 x 4BH, 1 x 3BH, 1 x 2BH GN; 1 x 2BH SO	2 x 4BH, 3 x 3BH, 4 x 2BH	1 x 4BH, 2 x 3BH, 1 x 2BH GN; 2 x 2BH SO	2 x 4BH, 2 x 3BH, 3 x 2BH	1 x 4BH, 3 x 3BH, 2 x 2BH GN; 2 x 2BH SO	£7,500	9	£60,000
25	9 x 2BH; 9 x 3BH; 7 x 4BH	Urban / Rural	Edge of settlement / Suburbs	Existing commercial / greenfield	46	6 x 4BH, 7 x 3BH, 7 x 2BH	1 x 4BH, 2 x 3BH, 1 x 2BH GN; 1 x 2BH SO	5 x 4BH, 7 x 3BH, 7 x 2BH	2 x 4BH, 2 x 3BH GN; 2 x 2BH SO	5 x 4BH, 5 x 3BH, 5 x 2BH	2 x 4BH, 4 x 3BH, 4 x 2BH GN; 3 x 2BH	4 x 4BH, 4 x 3BH, 4 x 2BH	3 x 4BH, 5 x 3BH, 2 x 2BH GN; 3 x 2BH SO	£12,500	12	£100,000
35	10 x 1BF; 25 x 2BF	Urban	Town / City centres / edge of town / city / suburbs	Conversion / Existing commercial / residential replacement / infill	71	20 x 2BF, 8 x 1BF	5 x 2BF GN; 2 x 1BF SO	19 x 2BF, 7 x 1BF	6 x 2BF, 1 x 1BF GN; 2 x 1BF SO	15 x 2BF, 6 x 1BF	10 x 2BF GN; 4 x 1BF SO	12 x 2BF, 5 x 1BF	13 x 2BF GN; 5 x 1BF SO	£17,500	12	£140,000
	6 x 1BF; 6 x 2BF; 6 x 2BH; 10 x 3BH; 7 x 4BH	Urban	Town / City centres / edge of town / city / suburbs	Conversion / Existing commercial / residential replacement / infill	58	6 x 4BH, 8 x 3BH, 5 x 2BH, 5 x 2BF, 4 x 1BF	1 x 4BH, 2 x 3BH, 1 x 2BH, 1 x 2BF GN; 2 x 1BF SO	5 x 4BH, 8 x 3BH, 5 x 2BH, 4 x 2BF, 4 x 1BF	2 x 4BH, 2 x 3BH, 1 x 2BH, 2 x 2BF GN; 2 x 1BF SO	4 x 4BH, 6 x 3BH, 4 x 2BH, 4 x 2BF, 3 x 1BF	3 x 4BH, 4 x 3BH, 2 x 2BH, 1 x 2BF GN; 1 x 2BF SO	3 x 4BH, 5 x 3BH, 3 x 2BH, 3 x 2BF, 3 x 1BF	4 x 4BH, 5 x 3BH, 3 x 2BH, 1 x 2BF GN; 2 x 2BF, 3 x 1BF SO	£17,500	12	£140,000
50	4 x 1BF; 8 x 2BF; 13 x 4BH, 16 x 3BH, 9 x 2BH	Urban / Rural	Edge of settlements / Suburbs	Conversion / Existing commercial / greenfield	58	11 x 4BH, 13 x 3BH, 7 x 2BH, 6 x 2BF, 3 x 1BF	2 x 4BH, 3 x 3BH, 2 x 2BH GN; 2 x 2BF, 1 x 1BF SO	10 x 4BH, 12 x 3BH, 7 x 2BH, 6 x 2BF, 2 x 1BF	3 x 4BH, 4 x 3BH, 2 x 2BH, 1 x 2BF GN; 1 x 2BF, 2 x 1BF SO	8 x 4BH, 10 x 3BH, 5 x 2BH, 5 x 2BF, 2 x 1BF	5 x 4BH, 6 x 3BH, 4 x 2BH GN; 3 x 2BF, 2 x 1BF SO	7 x 4BH, 8 x 3BH, 4 x 2BH, 4 x 2BF, 2 x 1BF	6 x 4BH, 8 x 3BH, 5 x 2BH GN, 4 x 2BF, 2 x 1BF SO	£25,000	18	£200,000
100	8 x 1BF; 15 x 2BF; 25 x 4BH, 32 x 3BH, 20 x 2BH	Urban / Rural	Edge of settlement / Suburbs / phase of larger development	Existing commercial / greenfield	58	20 x 4BH, 26 x 3BH, 16 x 2BH, 12 x 2BF, 6 x 1BF	5 x 4BH, 6 x 3BH, 4 x 2BH GN; 3 x 2BF, 2 x 1BF SO	19 x 4BH, 24 x 3BH, 15 x 2BH, 11 x 2BF, 6 x 1BF	6 x 4BH, 8 x 3BH, 5 x 2BH GN; 4 x 2BF, 2 x 1BF SO	15 x 4BH, 19 x 3BH, 12 x 2BH, 9 x 2BF, 5 x 1BF	10 x 4BH, 13 x 3BH, 7 x 2BH GN; 1 x 2BH, 6 x 2BF, 3 x 1BF SO	13 x 4BH, 16 x 3BH, 10 x 2BH, 7 x 2BF, 4 x 1BF	12 x 4BH, 16 x 3BH, 9 x 2BH GN; 1 x 2BH, 8 x 2BF, 4 x 1BF SO	£50,000	24	£400,000

Value Point	Values					
	1-Bed Flats	2-Bed Flats	2-Bed Houses	3-Bed Houses	4-Bed Houses	£ / sq m Equivalent
1	£112,500	£150,750	£168,750	£191,250	£225,000	£2,250
2	£130,000	£174,200	£195,000	£221,000	£260,000	£2,600
3	£147,500	£197,650	£221,250	£250,750	£295,000	£2,950
4	£165,000	£221,100	£247,500	£280,500	£330,000	£3,300
5	£182,500	£244,550	£273,750	£310,250	£365,000	£3,650
6	£200,000	£268,000	£300,000	£340,000	£400,000	£4,000

Sizes (sq m)				
1-Bed Flats	2-Bed Flats	2-Bed Houses	3-Bed Houses	4-Bed Houses
50	67	75	85	100

Other Assumptions:

Infrastructure Costs per unit: All appraisals carried out at each level. AI to allow £5,000, £10,000 & £20,000 per unit for all units - these sums can actually account for anything 7.5%

Finance (%) 7.5%

Base Build Costs (Flats) £1,300 per sq m

Base Build Costs (Houses) £1,150 per sq m

Build Period Lead In 6 months

Developer Profit: 15% of Gross Development Value - Sample at 20% developer's profit at 25 and 50 unit scheme, all value points & infrastructure costs

Grant Subsidy: Carry out appraisals without grant and sample with grant. Sample "with grant" appraisals on 25 and 50 unit schemes, all Value Points & infrastructure costs

Affordable Unit Mix: As per Table Above

Developer Receipt for Affordable Units (on-site provision): To be calculated using mortgage funded by rental stream approach - Proval figures. For shared ownership assume 35% share and 2.5% rent on remainder.

Code for Sustainable Homes Assume all housing achieves Code Level 3 - costs to be used as set out in CtsH Sheet (i.e. £50 per m2 for flats and houses) - Cyrill Sweet Cost Analysis of the Code for Sustainable Homes July 2008 (assumes medium case scenario for flats and terraced houses)

Renewables Allow for 20% Renewable Energy - Cost Between £5,000 and £10,000 per unit (approx.). For the purposes of this study assume £7,500 per unit regardless of size / type (EST Report CE190)

Rounding Assume mathematical rounding of units

Commuted Sums Commuted sums to be tested on sites 1-4 units at following points based on AI suggested methodology 1,2,3 & 4 units @ 20%, 30% and 40% affordable equivalent Above appraisals repeated for each Value Point

General Notes: BF = Bed Flat; BH = Bed House
GNR = General Needs Rent; SO = Shared Ownership