

Appendix 1 - BCIS All in tender Price  
Index (updated February 2016) Q1  
2015 – Q4 2020 (Build costs) and Q4  
2011 – Q4 2016 and Q4 2014 – Q4  
2017 (CIL)

## BCIS All-in TPI #101

Base date: 1985 mean = 100 | Updated: 08-Feb-2016 | #101

Date	Index	Sample	Percentage change		
			On year	On quarter	On month
1Q 2015	270	24	9.3%	3.8%	
2Q 2015	273	Forecast 13	5.4%	1.1%	
3Q 2015	273	Forecast 5	5.4%	0.0%	
4Q 2015	274	Forecast	5.4%	0.4%	
1Q 2016	276	Forecast	2.2%	0.7%	
2Q 2016	280	Forecast	2.6%	1.4%	
3Q 2016	282	Forecast	3.3%	0.7%	
4Q 2016	283	Forecast	3.3%	0.4%	
1Q 2017	286	Forecast	3.6%	1.1%	
2Q 2017	290	Forecast	3.6%	1.4%	
3Q 2017	293	Forecast	3.9%	1.0%	
4Q 2017	296	Forecast	4.6%	1.0%	
1Q 2018	299	Forecast	4.5%	1.0%	
2Q 2018	304	Forecast	4.8%	1.7%	
3Q 2018	307	Forecast	4.8%	1.0%	
4Q 2018	311	Forecast	5.1%	1.3%	
1Q 2019	314	Forecast	5.0%	1.0%	
2Q 2019	319	Forecast	4.9%	1.6%	
3Q 2019	323	Forecast	5.2%	1.3%	
4Q 2019	327	Forecast	5.1%	1.2%	
1Q 2020	330	Forecast	5.1%	0.9%	
2Q 2020	336	Forecast	5.3%	1.8%	
3Q 2020	340	Forecast	5.3%	1.2%	
4Q 2020	344	Forecast	5.2%	1.2%	

BCIS All-in TPI #101

Base date: 1985 mean = 100 | Updated: 08-Feb-2016 | #101

Date	Index	Sample	Percentage change		
			On year	On quarter	On month
4Q 2011	223	38	1.4%	1.4%	
1Q 2012	215	42	-1.8%	-3.6%	
2Q 2012	230	30	3.1%	7.0%	
3Q 2012	223	33	1.4%	-3.0%	
4Q 2012	224	36	0.4%	0.4%	
1Q 2013	234	36	8.8%	4.5%	
2Q 2013	236	31	2.6%	0.9%	
3Q 2013	234	32	4.9%	-0.8%	
4Q 2013	239	37	6.7%	2.1%	
1Q 2014	247	37	5.6%	3.3%	
2Q 2014	259	39	9.7%	4.9%	
3Q 2014	259	32	10.7%	0.0%	
4Q 2014	260	30	8.8%	0.4%	
1Q 2015	270	24	9.3%	3.8%	
2Q 2015	273	Forecast 13	5.4%	1.1%	
3Q 2015	273	Forecast 5	5.4%	0.0%	
4Q 2015	274	Forecast	5.4%	0.4%	
1Q 2016	276	Forecast	2.2%	0.7%	
2Q 2016	280	Forecast	2.6%	1.4%	
3Q 2016	282	Forecast	3.3%	0.7%	
4Q 2016	283	Forecast	3.3%	0.4%	

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			On year	On quarter	On month
4Q 2014	260	30	8.8%	0.4%	
1Q 2015	270	24	9.3%	3.8%	
2Q 2015	273	Forecast 13	5.4%	1.1%	
3Q 2015	273	Forecast 5	5.4%	0.0%	
4Q 2015	274	Forecast	5.4%	0.4%	
1Q 2016	276	Forecast	2.2%	0.7%	
2Q 2016	280	Forecast	2.6%	1.4%	
3Q 2016	282	Forecast	3.3%	0.7%	
4Q 2016	283	Forecast	3.3%	0.4%	
1Q 2017	286	Forecast	3.6%	1.1%	
2Q 2017	290	Forecast	3.6%	1.4%	
3Q 2017	293	Forecast	3.9%	1.0%	
4Q 2017	296	Forecast	4.6%	1.0%	

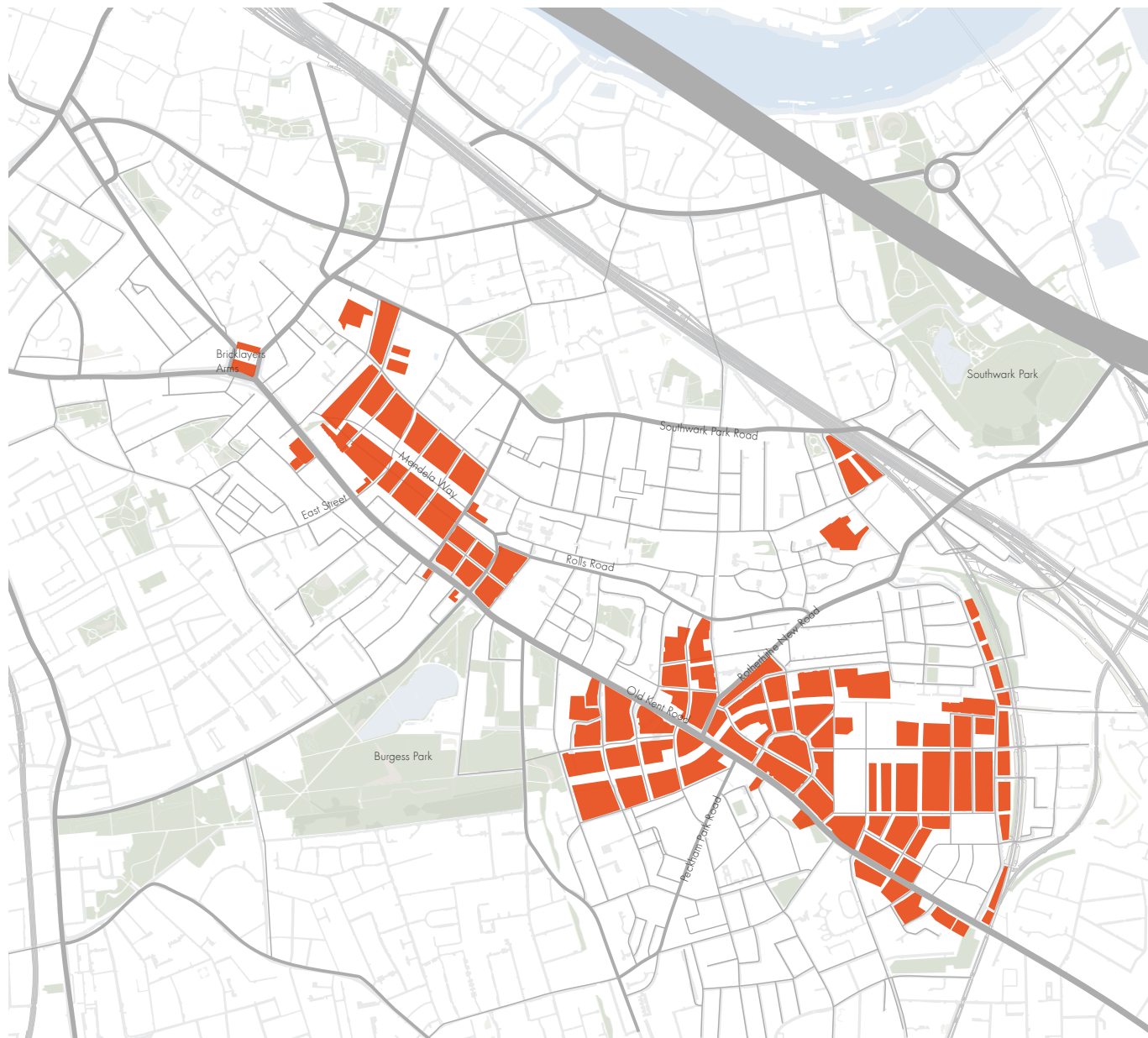
## Appendix 2 - Details of real sites schemes including map

LB Southwark Old Kent Road Opportunity Area Viability Testing  
Specific Sites

Site details			Benchmark Land Value		Existing use			Proposed development							
Site ref	Address	Site Area (ha)	BLV	Assumptions	Existing use(s)	Existing gross internal floorspace (Sq m)	Space occupied for 6 months in last 3 years?	Proposed Use(s)	Gross internal Floorspace (Sq m)	Infrastructure and policy requirements e.g. sopen space, play space, SUDs info, other infrastructure requirements e.g. schools, health facilities etc.	Gross to net of residential	Height of building(s)	Car parking nos and undrgrnd / undrcroft / surface	Details of Resi mix including nos of flats vs houses	S106 contributions assumption
Large Site 1	Block 2 (Unit 4 Mandela Way)	0.834	£13,083,642	Rent assumed at £13 psf capitalised at a yield of 6% and allowing for a premium of 20%.	B8 (Distribution centre)	5,500.00	Yes	Housing Business (B1a) Hotel Retail Health centre	Housing: 32,500 Business: 1,100 Hotel: 5,000 Retail: 700 Health: 1,000	Open space, external space/public realm: measure from plan	72% (resi)	7 storeys/30 storeys	25% of resi units to have parking; parking underground	Flats	£2,000 per resi unit and £30 psm non residential
Large Site 2	Blocks 24, 25 and 96 (Cantium Retail Park, Old Kent Road)	1.923	£52,495,289	Rent assumed at £24 psf capitalised at a yield of 4.75% and allowing for a premium of 20%.	A1 (Retail warehouse)	9,463  (Cantium Retail Park: 6,233 McDonalds: 630sqm New Covenant Church: 2,600)	Yes	Housing Business (B1c) Leisure Retail	Housing: 62,500 Business : 800 Leisure: 4,000 Retail: 2,500	Open space, external space/public realm: measure from plan	72% (resi)	Up to 24 storeys	25% of resi units to have parking; retail/leisure 1 space per 30sqm; parking underground	Flats	£2,000 per resi unit and £30 psm non residential
Large Site 3	Blocks 60 and 26 (Asda, Old Kent Road)	1.886	£52,700,544	Rent assumed at £24 psf capitalised at a yield of 5% and allowing for a premium of 20%.	A1 (Supermarket)	10,000.00	Yes	Housing Retail Business (B1c)	Housing: 60,300 Retail: 2,700 Business: 2,500	External space/public realm: measure from plan	72% (resi)	7-13 storeys	25% of resi units to have parking; retail/leisure 1 space per 30sqm; parking underground	Flats	£2,000 per resi unit and £30 psm non residential
Large Site 4	Blocks 14 and 15 (Southernwood Retail Park, Humphrey Street)	1.213	£21,951,163	Rent assumed at £24 psf capitalised at a yield of 4.75% and allowing for a premium of 20%.	A1 (Retail warehouse)	3,957.00	Yes	Housing Retail School	Housing: 47,600 Retail: 1,700 School: 10,100	Open space, external space/public realm: measure from plan. Exclude school build costs.	72% (resi)	8-20 storeys	25% of resi units to have parking; retail/leisure 1 space per 30sqm; parking underground	Flats	£2,000 per resi unit and £30 psm non residential
Large Site 5	Blocks 88, 21 and 121 (Six Bridges Industrial Estate, Marlborough Grove)	1.508	£21,197,853	Rent assumed at £12.75 psf capitalised at a yield of 7% and allowing for a premium of 20%.	B2, B8 (Trading estate)	10,600.00	Yes	Housing Business (B1c) Retail	Housing: 45,600 Business: 3,200 Retail: 1,140	External space/public realm: measure from plan	72% (resi)	7-20 storeys	25% of resi units to have parking; parking underground	Flats	£2,000 per resi unit and £30 psm non residential

LB Southwark Old Kent Road Opportunity Area Viability Testing  
Specific Sites

Site details			Benchmark Land Value		Existing use			Proposed development							
Site ref	Address	Site Area (ha)	BLV	Assumptions	Existing use(s)	Existing gross internal floorspace (Sq m)	Space occupied for 6 months in last 3 years?	Proposed Use(s)	Gross internal Floorspace (Sq m)	Infrastructure and policy requirements e.g. sopen space, play space, SUDs info, other infrastructure requirements e.g. schools, health facilities etc.	Gross to net of residential	Height of building(s)	Car parking nos and undgrnd / undrcroft / surface	Details of Resi mix including nos of flats vs houses	S106 contributions assumption
Small Site 1	Block 136 (Sandgate Industrial Estate, 57 Sandgate Street and 16 Verney Road)	0.734	£14,992,364	Rent assumed at £10.74 psf capitalised at a yield of 7% and allowing for a premium of 20%.	B2, B8 (Trading estate)	8,900.00	Yes	Housing Business (B1c)	Housing: 18,900 Business: 1,300	External space/public realm: measure from plan	72% (resi)	6/7 storeys	25% of resi units to have parking; parking underground	Flats	£2,000 per resi unit and £30 psm non residential
Small Site 2	Block 115 (Sites bounded by Hatcham Road, Penarth Street, Ormside Street and Manor Grove)	0.922	£13,802,523	Rent assumed at £11 psf capitalised at a yield of 7% and allowing for a premium of 20%.	B1c, B2, B8 (Industrial buildings serviced from forecourt)	8,000.00	Yes	Housing Business (B1c)	Housing: 26,768 Business: 4,700	External space/public realm: measure from plan	72% (resi)	7 storeys	25% of resi units to have parking; parking underground	Flats	£2,000 per resi unit and £30 psm non residential
Small Site 3	Blocks 92, 106 and 107 (Joyner Truck depot, Ilderton Road)	0.456	£2,101,287	Rent assumed at £2.50 psf capitalised at a yield of 7% and allowing for a premium of 20%.	B8 (Truck parking)	0.00	Yes	Housing	Housing: 20,600	External space/public realm: measure from plan	72% (resi)	7-13 storeys	25% of resi units to have parking; parking underground	Flats	£2,000 per resi unit and £30 psm non residential
Small Site 4	Block 135 (636 Old Kent Road)	0.094	£1,070,480	Rent assumed at £10.50 psf capitalised at a yield of 7% and allowing for a premium of 20%.	B2 (Car repairs)	650.00	Yes	Housing Retail	Housing: 2,151 Retail: 800	External space/public realm: measure from plan	72% (resi)	4 storeys	25% of units to have parking; all parking at surface level	Flats	£2,000 per resi unit and £30 psm non residential
Small Site 5	Block 129 (Kwikfit, 684,698 Old Kent Road)	0.220	£988,135	Rent assumed at £10.50 psf capitalised at a yield of 7% and allowing for a premium of 20%.	B2 (Car repairs)	600.00	Yes	Student housing	Student housing: 6850	External space/public realm: measure from plan		6 storeys	Car free		£2,000 per resi unit and £30 psm non residential



Development block structure



## Appendix 3 - Affordable housing values in Southwark

Ave Private Value (per sq m)	Ave Private Value (per sq ft)	Unit Type	Social Rent (per sq m)	Social Rent (per sq ft)	Shared Ownership @ Council Income Thresholds (per sq m)	Shared Ownership @ Council Income Thresholds (per sq ft)
£6,728	£625	1 Bed	£1,203	£112	£3,262	£303
£6,728	£625	2 Bed	£1,137	£106	£2,705	£251
£6,728	£625	3 Bed	£1,077	£100	£2,317	£215
£6,728	£625	4 Bed	£1,048	£97	£2,374	£221
£6,997	£650	1 Bed	£1,229	£114	£3,262	£303
£6,997	£650	2 Bed	£1,163	£108	£2,705	£251
£6,997	£650	3 Bed	£1,102	£102	£2,317	£215
£6,997	£650	4 Bed	£1,074	£100	£2,374	£221
£7,535	£700	1 Bed	£1,281	£119	£3,262	£303
£7,535	£700	2 Bed	£1,214	£113	£2,705	£251
£7,535	£700	3 Bed	£1,154	£107	£2,317	£215
£7,535	£700	4 Bed	£1,126	£105	£2,374	£221
£7,804	£725	1 Bed	£1,306	£121	£3,262	£303
£7,804	£725	2 Bed	£1,240	£115	£2,705	£251
£7,804	£725	3 Bed	£1,180	£110	£2,317	£215
£7,804	£725	4 Bed	£1,136	£106	£2,374	£221
£8,073	£750	1 Bed	£1,332	£124	£3,262	£303
£8,073	£750	2 Bed	£1,266	£118	£2,705	£251
£8,073	£750	3 Bed	£1,206	£112	£2,317	£215
£8,073	£750	4 Bed	£1,136	£106	£2,374	£221
£8,611	£800	1 Bed	£1,384	£129	£3,262	£303
£8,611	£800	2 Bed	£1,318	£122	£2,705	£251
£8,611	£800	3 Bed	£1,257	£117	£2,317	£215
£8,611	£800	4 Bed	£1,136	£106	£2,374	£221
£8,880	£825	1 Bed	£1,410	£131	£3,262	£303
£8,880	£825	2 Bed	£1,343	£125	£2,705	£251
£8,880	£825	3 Bed	£1,283	£119	£2,317	£215
£8,880	£825	4 Bed	£1,136	£106	£2,374	£221
£9,311	£865	1 Bed	£1,451	£135	£3,262	£303
£9,311	£865	2 Bed	£1,385	£129	£2,705	£251
£9,311	£865	3 Bed	£1,297	£120	£2,317	£215
£9,311	£865	4 Bed	£1,136	£106	£2,374	£221
£9,688	£900	1 Bed	£1,487	£138	£3,262	£303
£9,688	£900	2 Bed	£1,421	£132	£2,705	£251
£9,688	£900	3 Bed	£1,297	£120	£2,317	£215
£9,688	£900	4 Bed	£1,136	£106	£2,374	£221

## Appendix 4 - WT Partnership real site order of cost estimates

Old Kent Road Masterplan



**Order of cost estimate - Large Sites**

**Rev 4**

No	Description	Large Site1 Cost £	Large Site 2 Cost £	Large Site 3 Cost £	Large Site 4 Cost £	Large Site 5 Cost £
	<b>SUMMARY</b>					
	Demolition and site preparation	1,416,950	3,268,250	3,672,000	2,062,100	2,563,940
	New build residential	88,715,250	164,287,500	137,167,425	125,121,360	119,864,160
	New build underground parking	6,723,500	20,317,500	14,280,000	10,528,000	9,968,000
	New build offices	1,925,000	1,400,000	4,375,000	0	5,600,000
	New build hotel	11,250,000	0	0	0	0
	New build retail	1,032,500	3,687,500	3,982,500	2,507,500	1,681,500
	New build healthcare	2,750,000	0	0	0	0
	New leisure		8,200,000	0	0	0
	New school		0	0	21,210,000	0
	External works and infrastructure	17,071,980	30,174,113	24,521,539	24,214,344	22,348,416
	<b>Total</b>	<b>130,885,180</b>	<b>231,334,863</b>	<b>187,998,464</b>	<b>185,643,304</b>	<b>162,026,016</b>
	Contingency	0	0	0	0	0
	Professional and other fees	0	0	0	0	0
	<b>Overall total</b>	<b>130,885,180</b>	<b>231,334,863</b>	<b>187,998,464</b>	<b>185,643,304</b>	<b>162,026,016</b>
	GIA including basement car parking	44,255	83,345	74,425	65,980	56,170
	Cost per m2	2,958	2,776	2,526	2,814	2,885
	Cost per ft2	275	258	235	261	268
	Total GIA including car parking	324,175				
	Car parking	39,235	1121	total spaces		
	Total GIA buildings	284,940				
	Site to building ratio	0.19	0.23	0.25	0.18	0.27
	Phasing	1 phase	2 phases	2 phases	2 phases	2 phases
	Phase 1		356	357	266	265
	Phase 2		329	304	256	235
	Construction cost phase 1	113,813,200	104,544,857	88,292,379	82,260,734	74,029,128
	infrastructure phase1	17,071,980	18,104,468	14,712,923	14,528,606	13,409,050
	Additional cost of phasing 1.5%		1,839,740	1,545,080	1,451,840	1,311,573
	Sub total phase1	130,885,180	124,489,064	104,550,381	98,241,181	88,749,750
	Thames Water requirements allowance	392,656	373,467	313,651	294,724	266,249
	<b>Total phase 1</b>	<b>131,277,836</b>	<b>124,862,531</b>	<b>104,864,032</b>	<b>98,535,904</b>	<b>89,016,000</b>
	Construction period months	32	31	29	29	27

Old Kent Road Masterplan



**Order of cost estimate - Large Sites**

**Rev 4**

No	Description	Large Site1 Cost £	Large Site 2 Cost £	Large Site 3 Cost £	Large Site 4 Cost £	Large Site 5 Cost £
	Construction cost phase 2		96,615,893	75,184,546	79,168,226	65,648,472
	Infrastructure phase 2		12,069,645	9,808,616	9,685,738	8,939,366
	Additionalal cost of phasing 1.5%		1,630,283	1,274,897	1,332,809	1,118,818
	Sub total phase 2		110,315,821	86,268,059	90,186,773	75,706,656
	Thames Water requirements allowance		330,947	258,804	270,560	227,120
	<b>Total phase 2</b>		<b>110,646,769</b>	<b>86,526,864</b>	<b>90,457,333</b>	<b>75,933,776</b>
	Construction period months	-	30	27	27	26
	<b>Overall cost (including phasing and Thames Water requirements allowance)</b>	<b>131,277,836</b>	<b>235,509,300</b>	<b>191,390,896</b>	<b>188,993,237</b>	<b>164,949,775</b>

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Order of cost estimate

Large site 1

44,255 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
<b>General</b>						
	Demolition and site preparation- assumes existing warehouse/ industrial type buildings		8335	m2	170	1,416,950
	Total					<b>1,416,950</b>
<b>New Build</b>						
<b>Residential</b>						
	Blocks 7-30 storeys	356	32500	m2	2700	87,750,000
	Carbon Zero allowance @ 1.1%					965,250
	<b>Residential Total</b>	<b>356</b>	<b>32500</b>	<b>m2</b>	<b>2,730</b>	<b>88,715,250</b>
<b>Basement</b>						
	Basement parking	113	3955	m2	1700	6,723,500
	<b>Basement Parking Total</b>	<b>113</b>	<b>3955</b>	<b>m2</b>	<b>1,700</b>	<b>6,723,500</b>
<b>Commercial</b>						
	Offices BREEAM excellent	0	1100	m2	1750	1,925,000
	<b>Commercial total</b>	<b>0</b>	<b>1100</b>	<b>m2</b>	<b>1,750</b>	<b>1,925,000</b>
<b>Hotel</b>						
	Hotel BREEAM excellent- 3 star	125	5000	m2	2250	11,250,000
	<b>Hotel total</b>	<b>125</b>	<b>5000</b>	<b>m2</b>	<b>2,250</b>	<b>11,250,000</b>
<b>Retail</b>						
	Retail BREEAM excellent- shell and core		700	m2	1475	1,032,500
	<b>Retail total</b>		<b>700</b>	<b>m2</b>	<b>1,475</b>	<b>1,032,500</b>
<b>Healthcare</b>						
	Clinic		1000	m2	2750	2,750,000
	<b>Healthcare total</b>		<b>1000</b>	<b>m2</b>	<b>2,750</b>	<b>2,750,000</b>
						<b>113,813,200</b>
<b>External works and Infrastructure</b>						
	External works and infrastructure		44255	m2	15%	17,071,980
	<b>Total externals and infrastructure</b>					<b>17,071,980</b>
	<b>Overall total</b>		<b>44,255</b>	<b>m2</b>	<b>2,958</b>	<b>130,885,180</b>

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Order of cost estimate

Large site 1

44,255 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	Contingency		0%		exc	0
	Professional and other fees		0%		exc	0
	<b>Overall total</b>		44,255	m2	2,958	130,885,180

**Notes**

Based on 356 units and 25% residential parking  
 Costs are based on 1st Quarter 2016 with no allowance for infalton  
 No allowance for off site infrastructure network reinforcement  
 Excludes VAT  
 No allowance for phasing  
 Based on current standards and policies as at March 2016  
 No allowance for remedial works for contamination in the ground , asbestos or the like  
 Assumes all private housing and all apartments  
 Basement parking area based on 35 m2 per space. Basement rate higher as basement small compared to other sites

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Order of cost estimate

Large site 2

83,345 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
<b>General</b>						
	Demolition and site preparation- assumes existing warehouse/ industrial type buildings		19225	m2	170	3,268,250
	Total					<b>3,268,250</b>
<b>New Build</b>						
<b>Residential</b>						
	Blocks up to 24 storeys	685	62500	m2	2600	162,500,000
	Carbon Zero allowance @ 1.1%					1,787,500
	<b>Residential Total</b>	<b>685</b>	<b>62500</b>	<b>m2</b>	<b>2,629</b>	<b>164,287,500</b>
<b>Basement</b>						
	Basement parking	387	13545	m2	1500	20,317,500
	<b>Basement Parking Total</b>	<b>387</b>	<b>13545</b>	<b>m2</b>	<b>1,500</b>	<b>20,317,500</b>
<b>Commercial</b>						
	Offices BREEAM excellent	0	800	m2	1750	1,400,000
	<b>Commercial total</b>	<b>0</b>	<b>800</b>	<b>m2</b>	<b>1,750</b>	<b>1,400,000</b>
<b>Hotel</b>						
	Hotel BREEAM excellent- 3 star	0	0	m2	0	0
	<b>Hotel total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>Retail</b>						
	Retail BREEAM excellent- shell and core		2500	m2	1475	3,687,500
	<b>Retail total</b>		<b>2500</b>	<b>m2</b>	<b>1,475</b>	<b>3,687,500</b>
<b>Healthcare</b>						
	Clinic		0	m2	0	0
	<b>Healthcare total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>Leisure</b>						
	Leisure		4000	m2	2050	8,200,000
	<b>Leisure total</b>		<b>4000</b>	<b>m2</b>	<b>2,050</b>	<b>8,200,000</b>
						<b>201,160,750</b>
<b>External works and Infrastructure</b>						



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Order of cost estimate

Large site 2

83,345 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	External works and infrastructure		83345	m2	15%	30,174,113
	<b>Total externals and infrastructure</b>					<b>30,174,113</b>
	<b>Overall total</b>		83,345	m2	2,776	231,334,863
	Contingency		0%		exc	0
	Professional and other fees		0%		exc	0
	<b>Overall total</b>		83,345	m2	2,776	231,334,863

**Notes**

Based on 685 units

Costs are based on 1st Quarter 2016 with no allowance for infalction

No allowance for off site infrastructure network reinforcement

Excludes VAT

No allowance for phasing

Based on current standards and policies as at March 2016

No allowance for remedial works for contamination in the ground , asbestos or the like

Assumes all private housing and all apartments

Basement parking area based on 35 m2 per space

Parking based on 25% residentail and 1 per 30m2 of retail and leisure.

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Order of cost estimate

Large site 3

74,425 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
<b>General</b>						
	Demolition and site preparation- assumes existing supermarket		18360	m2	200	3,672,000
	Total					<b>3,672,000</b>
<b>New Build</b>						
<b>Residential</b>						
	Blocks up 7-13 storeys	661	60300	m2	2250	135,675,000
	Carbon Zero allowance @ 1.1%					1,492,425
	<b>Residential Total</b>	<b>661</b>	<b>60300</b>	<b>m2</b>	<b>2,275</b>	<b>137,167,425</b>
<b>Basement</b>						
	Basement parking	255	8925	m2	1600	14,280,000
	<b>Basement Parking Total</b>	<b>255</b>	<b>8925</b>	<b>m2</b>	<b>1,600</b>	<b>14,280,000</b>
<b>Commercial</b>						
	Offices BREEAM excellent	0	2500	m2	1750	4,375,000
	<b>Commercial total</b>	<b>0</b>	<b>2500</b>	<b>m2</b>	<b>1,750</b>	<b>4,375,000</b>
<b>Hotel</b>						
	Hotel BREEAM excellent- 3 star	0	0	m2	0	0
	<b>Hotel total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>Retail</b>						
	Retail BREEAM excellent- shell and core		2700	m2	1475	3,982,500
	<b>Retail total</b>		<b>2700</b>	<b>m2</b>	<b>1,475</b>	<b>3,982,500</b>
<b>Healthcare</b>						
	Clinic		0	m2	2750	0
	<b>Healthcare total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>Leisure</b>						
	Leisure		0	m2	0	0
	<b>Leisure total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
						<b>163,476,925</b>
<b>External works and Infrastructure</b>						

Order of cost estimate

Large site 3

74,425 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	External works and infrastructure		74425	m2	15%	24,521,539
	<b>Total externals and infrastructure</b>					<b>24,521,539</b>
	<b>Overall total</b>		74,425	m2	2,526	187,998,464
	Contingency		0%		exc	0
	Professional and other fees		0%		exc	0
	<b>Overall total</b>		74,425	m2	2,526	187,998,464

**Notes**

Based on 661 units

Costs are based on 1st Quarter 2016 with no allowance for infalction

No allowance for off site infrastructure network reinforcement

Excludes VAT

No allowance for phasing

Based on current standards and policies as at March 2016

No allowance for remedial works for contamination in the ground , asbestos or the like

Assumes all private housing and all apartments

Basement parking area based on 35 m2 per space

Parking based on 25% residentail and 1 per 30m2 of retail and leisure.

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Order of cost estimate

Large site 4

65,980 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
<b>General</b>						
	Demolition and site preparation- assumes existing warehouse/ industrial type buildings		12130	m2	170	2,062,100
	Total					<b>2,062,100</b>
<b>New Build</b>						
<b>Residential</b>						
	Blocks 8-20 storey	522	47600	m2	2600	123,760,000
	Carbon Zero allowance @ 1.1%					1,361,360
	<b>Residential Total</b>	<b>522</b>	<b>47600</b>	<b>m2</b>	<b>2,629</b>	<b>125,121,360</b>
<b>Basement</b>						
	Basement parking	188	6580	m2	1600	10,528,000
	<b>Basement ParkingTotal</b>	<b>188</b>	<b>6580</b>	<b>m2</b>	<b>1,600</b>	<b>10,528,000</b>
<b>Commercial</b>						
	Offices BREEAM excellent	0	0	m2	0	0
	<b>Commercial total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>Hotel</b>						
	Hotel BREEAM excellent- 3 star	0	0	m2	0	0
	<b>Hotel total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>Retail</b>						
	Retail BREEAM excellent- shell and core		1700	m2	1475	2,507,500
	<b>Retail total</b>		<b>1700</b>	<b>m2</b>	<b>1,475</b>	<b>2,507,500</b>
<b>Healthcare</b>						
	Clinic		0	m2	0	0
	<b>Healthcare total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>Leisure</b>						
	Leisure		0	m2	0	0
	<b>Leisure total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>School</b>						
	School		10100	m2	2100	21,210,000

**Order of cost estimate**

**Large site 4**

65,980 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	<b>School total</b>		<b>10100</b>	<b>m2</b>	<b>0</b>	<b>21,210,000</b>
						<b>161,428,960</b>
	<b>External works and Infrastructure</b>					
	External works and infrastructure		65980	m2	15%	24,214,344
	<b>Total externals and infrastructure</b>					<b>24,214,344</b>
	<b>Overall total</b>		<b>65,980</b>	<b>m2</b>	<b>2,814</b>	<b>185,643,304</b>
	Contingency		0%		exc	0
	Professional and other fees		0%		exc	0
	<b>Overall total</b>		<b>65,980</b>	<b>m2</b>	<b>2,814</b>	<b>185,643,304</b>
	<b>Notes</b>					
	Based on 522 units					
	Costs are based on 1st Quarter 2016 with no allowance for infaltion					
	No allowance for off site infrastructure network reinforcement					
	Excludes VAT					
	No allowance for phasing					
	Based on current standards and policies as at March 2016					
	No allowance for remedial works for contamination in the ground , asbestos or the like					
	Assumes all private housing and all apartments					
	Basement parking area based on 35 m2 per space					
	Parking based on 25% residentail and 1 per 30 m2 of retail and leisure.					
	National school benchmarking reviewed					

Old Kent Road Masterplan



Order of cost estimate

Large site 5

56,170 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
<b>General</b>						
	Demolition and site preparation- assumes existing warehouse/ industrial type buildings		15082	m2	170	2,563,940
	Total					<b>2,563,940</b>
<b>New Build</b>						
<b>Residential</b>						
	Blocks 7-20 storey	500	45600	m2	2600	118,560,000
	Carbon Zero allowance @ 1.1%					1,304,160
	<b>Residential Total</b>	<b>500</b>	<b>45600</b>	<b>m2</b>	<b>2,629</b>	<b>119,864,160</b>
<b>Basement</b>						
	Basement parking	178	6230	m2	1600	9,968,000
	<b>Basement Parking Total</b>	<b>178</b>	<b>6230</b>	<b>m2</b>	<b>1,600</b>	<b>9,968,000</b>
<b>Commercial</b>						
	Offices BREEAM excellent	0	3200	m2	1750	5,600,000
	<b>Commercial total</b>	<b>0</b>	<b>3200</b>	<b>m2</b>	<b>1,750</b>	<b>5,600,000</b>
<b>Hotel</b>						
	Hotel BREEAM excellent- 3 star	0	0	m2	0	0
	<b>Hotel total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>Retail</b>						
	Retail BREEAM excellent- shell and core		1140	m2	1475	1,681,500
	<b>Retail total</b>		<b>1140</b>	<b>m2</b>	<b>1,475</b>	<b>1,681,500</b>
<b>Healthcare</b>						
	Clinic		0	m2	0	0
	<b>Healthcare total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>Leisure</b>						
	Leisure		0	m2	0	0
	<b>Leisure total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
<b>School</b>						
	School		0	m2	0	0

Old Kent Road Masterplan



Order of cost estimate

Large site 5

56,170 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	<b>School total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
						<b>139,677,600</b>
	<u>External works and Infrastructure</u>					
	External works and infrastructure		56170	m2	16%	22,348,416
	<b>Total externals and infrastructure</b>					<b>22,348,416</b>
	<b>Overall total</b>		56,170	m2	2,885	162,026,016
	Contingency		0%		exc	0
	Professional and other fees		0%		exc	0
	<b>Overall total</b>		56,170	m2	2,885	162,026,016
	<b>Notes</b>					
	Based on 500 units					
	Costs are based on 1st Quarter 2016 with no allowance for infalction					
	No allowance for off site infrastructure network reinforcement					
	Excludes VAT					
	No allowance for phasing					
	Based on current standards and policies as at March 2016					
	No allowance for remedial works for contamination in the ground , asbestos or the like					
	Assumes all private housing and all apartments					
	Basement parking area based on 35 m2 per space					
	Parking based on 25% residentail and 1 per 30 m2 of retail and leisure.					

Old Kent Road Masterplan



Order of cost estimate - Small Sites

Rev 4

No	Description	Small Site1 Cost £	Small Site 2 Cost £	Small Site 3 Cost £	Small Site 4 Cost £	Small Site 5 Cost £
	<b>SUMMARY</b>					
	Demolition and site preparation	1,247,800	1,566,550	774,350	188,000	439,000
	New build residential	43,077,825	61,010,964	46,952,550	4,357,926	4,858,348
	New build underground parking	3,276,000	4,662,000	3,591,000	2,016,000	441,000
	New build offices	2,275,000	8,225,000	0	0	0
	New build hotel	0	0	0	0	0
	New build retail	0	0	0	1,180,000	0
	New build healthcare	0	0	0	0	0
	New leisure		0	0	0	0
	New school		0	0	0	0
	Student accommodation		0	0	0	8,906,000
	External works and infrastructure	8,479,026	11,319,677	7,184,506	1,161,289	2,489,539
	<b>Total</b>	<b>58,355,651</b>	<b>86,784,191</b>	<b>58,502,406</b>	<b>8,903,215</b>	<b>17,133,887</b>
	Contingency	0	0	0	0	0
	Professional and other fees	0	0	0	0	0
	<b>Overall total</b>	<b>58,355,651</b>	<b>86,784,191</b>	<b>58,502,406</b>	<b>8,903,215</b>	<b>17,133,887</b>
	GIA including basement car parking	22,020	34,058	22,595	4,071	7,096
	Cost per m2	2,650	2,548	2,589	2,187	2,415
	Cost per ft2	246	237	241	203	224
	Totla GIA including car parking	89,840				
	Car parking	7,770	222	total spaces		
	Total GIA buildings	82,069				
	Site to building ratio	0.33	0.27	0.20	0.23	0.31
	Phasing Phase 1 only	207	294	226	24	26
	Construction cost phase 1	49,876,625	75,464,514	51,317,900	7,741,926	14,644,348
	infrastructure phase1	8,479,026	11,319,677	7,184,506	1,161,289	2,489,539
	Additional cost of phasing 1.5%	-	-	-	-	-
	<b>Total phase1</b>	<b>58,355,651</b>	<b>86,784,191</b>	<b>58,502,406</b>	<b>8,903,215</b>	<b>17,133,887</b>
	Construction period months	24	27	24	15	18
	<b>Overall cost including phasing</b>	<b>58,355,651</b>	<b>86,784,191</b>	<b>58,502,406</b>	<b>8,903,215</b>	<b>17,133,887</b>
	Thames water requirements	175,067	260,353	175,507	26,710	51,402
	<b>Overall total</b>	<b>58,530,718</b>	<b>87,044,544</b>	<b>58,677,913</b>	<b>8,929,925</b>	<b>17,185,289</b>



Old Kent Road Masterplan



Order of cost estimate

Small site 1

22,020 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	<b>General</b>					
	Demolition and site preparation- assumes existing industrial type buildings		7340	m2	170	1,247,800
	Total					<b>1,247,800</b>
	<b>New Build</b>					
	<b>Residential</b>					
	Blocks 6/7 storeys	207	18900	m2	2250	42,525,000
	Carbon Zero allowance @ 1.3%					552,825
	Total	207	18900	m2		43,077,825
	<b>Residential total</b>	<b>207</b>	<b>18900</b>	<b>m2</b>	<b>2,279</b>	<b>43,077,825</b>
	<b>Basement</b>					
	Basement parking	52	1820	m2	1800	3,276,000
	<b>Basement parking Total</b>	<b>52</b>	<b>1820</b>	<b>m2</b>		<b>3,276,000</b>
	<b>Commercial</b>					
	Offices BREEAM excellent	0	1300	m2	1750	2,275,000
	<b>Commercial total</b>	<b>0</b>	<b>1300</b>	<b>m2</b>	<b>1,750</b>	<b>2,275,000</b>
	<b>Hotel</b>					
	Hotel BREEAM excellent- 3 star	0	0	m2	2250	0
	<b>Hotel total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Retail</b>					
	Retail BREEAM excellent- shell and core		0	m2	1475	0
	<b>Retail total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Healthcare</b>					
	Clinic		0	m2	2750	0
	<b>Healthcare total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
						<b>49,876,625</b>
	<b>External works and Infrastructure</b>					
	External works and infrastructure		22020	m2	17%	8,479,026
	<b>Total externals and infrastructure</b>					<b>8,479,026</b>

Old Kent Road Masterplan



Order of cost estimate

Small site 1

22,020 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	<b>Overall total</b>		22,020	m2	2,650	58,355,651
	Contingency		0%		exc	0
	Professional and other fees		0%		exc	0
	<b>Overall total</b>		22,020	m2	2,650	58,355,651

**Notes**

Based on 207 units and 25% residential parking and no parking for offices

Costs are based on 1st Quarter 2016 with no allowance for infaltion

No allowance for off site infrastructure network reinforcement

Excludes VAT

No allowance for phasing

Based on current standards and policies as at March 2016

No allowance for remedial works for contamination in the ground , asbestos or the like

Assumes all private housing and all apartments

Basement parking area based on 35 m2 per space. Basement rate higher as basement small compared to other sites

Old Kent Road Masterplan



Order of cost estimate

Small site 2

34,058 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	<b>General</b>					
	Demolition and site preparation- assumes existing industrial type buildings		9215	m2	170	1,566,550
	Total					<b>1,566,550</b>
	<b>New Build</b>					
	<b>Residential</b>					
	Blocks 7 storey	294	26768	m2	2250	60,228,000
	Carbon Zero allowance @ 1.3%					782,964
	Total	294	26768	m2		61,010,964
	<b>Residential total</b>	<b>294</b>	<b>26768</b>	<b>m2</b>	<b>2,279</b>	<b>61,010,964</b>
	<b>Basement</b>					
	Basement parking	74	2590	m2	1800	4,662,000
	Basement Parking Total	74	2590	m2	<b>1,800</b>	4,662,000
	<b>Commercial</b>					
	Offices BREEAM excellent	0	4700	m2	1750	8,225,000
	<b>Commercial total</b>	<b>0</b>	<b>4700</b>	<b>m2</b>	<b>1,750</b>	<b>8,225,000</b>
	<b>Hotel</b>					
	Hotel BREEAM excellent- 3 star	0	0	m2	0	0
	<b>Hotel total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Retail</b>					
	Retail BREEAM excellent- shell and core		0	m2	1475	0
	<b>Retail total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Healthcare</b>					
	Clinic		0	m2	2750	0
	<b>Healthcare total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Leisure</b>					
	Leisure		0	m2	2050	0
	<b>Leisure total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
						<b>75,464,514</b>

**Order of cost estimate**

**Small site 2**

34,058

M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	<b>External works and Infrastructure</b>					
	External works and infrastructure		34058	m2	15%	11,319,677
	<b>Total externals and infrastructure</b>					<b>11,319,677</b>
	<b>Overall total</b>		34,058	m2	2,548	86,784,191
	Contingency		0%		exc	0
	Professional and other fees		0%		exc	0
	<b>Overall total</b>		34,058	m2	2,548	86,784,191
	<p><b>Notes</b></p> <p>Based on 294 units and 25% residential parking and no parking for offices</p> <p>Costs are based on 1st Quarter 2016 with no allowance for infaltion</p> <p>No allowance for off site infrastructure network reinforcement</p> <p>Excludes VAT</p> <p>No allowance for phasing</p> <p>Based on current standards and policies as at March 2016</p> <p>No allowance for remedial works for contamination in the ground , asbestos or the like</p> <p>Assumes all private housing and all apartments</p> <p>Basement parking area based on 35 m2 per space</p> <p>Parking based on 25% residential and 1 per 30m2 of retail and leisure.This will mean some double basements or parking at podium and basements. Thus rate higher</p>					

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Order of cost estimate

Small site 2

34,058 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£

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Order of cost estimate

Small site 3

22,595 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	<b>General</b>					
	Demolition and site preparation- assumes existing industrial type buildings		4555	m2	170	774,350
	Total					<b>774,350</b>
	<b>New Build</b>					
	<b>Residential</b>					
	Blocks up 7-13 storeys	226	20600	m2	2250	46,350,000
	Carbon Zero allowance @ 1.3%					602,550
	Total	226	20600	m2		46,952,550
	<b>Residential total</b>	<b>226</b>	<b>20600</b>	<b>m2</b>	<b>2,279</b>	<b>46,952,550</b>
	<b>Basement</b>					
	Basement parking	57	1995	m2	1800	3,591,000
	<b>Basement Parking Total</b>	<b>57</b>	<b>1995</b>	<b>m2</b>	<b>1,800</b>	<b>3,591,000</b>
	<b>Commercial</b>					
	Offices BREEAM excellent	0	0	m2	1750	0
	<b>Commercial total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Hotel</b>					
	Hotel BREEAM excellent- 3 star	0	0	m2	0	0
	<b>Hotel total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Retail</b>					
	Retail BREEAM excellent- shell and core		0	m2	1475	0
	<b>Retail total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Healthcare</b>					
	Clinic		0	m2	2750	0
	<b>Healthcare total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Leisure</b>					
	Leisure		0	m2	2050	0
	<b>Leisure total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
						<b>51,317,900</b>

**Order of cost estimate**

**Small site 3**

22,595 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	<b>External works and Infrastructure</b>					
	External works and infrastructure		22595	m2	14%	7,184,506
	<b>Total externals and infrastructure</b>					<b>7,184,506</b>
	<b>Overall total</b>		22,595	m2	2,589	58,502,406
	Contingency		0%		exc	0
	Professional and other fees		0%		exc	0
	<b>Overall total</b>		22,595	m2	2,589	58,502,406
	<b>Notes</b>					
	Based on 57 units and 25% residential parking					
	Costs are based on 1st Quarter 2016 with no allowance for inflation					
	No allowance for off site infrastructure network reinforcement					
	Excludes VAT					
	No allowance for phasing					
	Based on current standards and policies as at March 2016					
	No allowance for remedial works for contamination in the ground, asbestos or the like					
	Assumes all private housing and all apartments					
	Basement parking area based on 35 m2 per space					
	Parking based on 25% residential and 1 per 30m2 of retail and leisure.					

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Order of cost estimate

Small site 3

22,595 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£



Old Kent Road Masterplan



Order of cost estimate

Small site 4

4,071 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	<b>General</b>					
	Demolition and site preparation- assumes existing industrial type buildings		940	m2	200	188,000
	Total					<b>188,000</b>
	<b>New Build</b>					
	<b>Residential</b>					
	Blocks 4 storey	24	2151	m2	2000	4,302,000
	Carbon Zero allowance @ 1.3%					55,926
	Total	24	2151	m2		4,357,926
	<b>Residential total</b>	<b>24</b>	<b>2151</b>	<b>m2</b>	<b>2,026</b>	<b>4,357,926</b>
	<b>Basement</b>					
	Basement parking	32	1120	m2	1800	2,016,000
	<b>Basement ParkingTotal</b>	<b>32</b>	<b>1120</b>	<b>m2</b>	<b>1,800</b>	<b>2,016,000</b>
	<b>Commercial</b>					
	Offices BREEAM excellent	0	0	m2	1750	0
	<b>Commercial total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Hotel</b>					
	Hotel BREEAM excellent- 3 star	0	0	m2	0	0
	<b>Hotel total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Retail</b>					
	Retail BREEAM excellent- shell and core		800	m2	1475	1,180,000
	<b>Retail total</b>		<b>800</b>	<b>m2</b>	<b>1,475</b>	<b>1,180,000</b>
	<b>Healthcare</b>					
	Clinic		0	m2	0	0
	<b>Healthcare total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Leisure</b>					
	Leisure		0	m2	0	0
	<b>Leisure total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>School</b>					

Old Kent Road Masterplan



Order of cost estimate

Small site 4

4,071 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	School		0	m2	0	0
	<b>School total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
						<b>7,741,926</b>
	<b>External works and Infrastructure</b>					
	External works and infrastructure		4071	m2	15%	1,161,289
	<b>Total externals and infrastructure</b>					<b>1,161,289</b>
	<b>Overall total</b>		<b>4,071</b>	<b>m2</b>	<b>2,187</b>	<b>8,903,215</b>
	Contingency		0%		exc	0
	Professional and other fees		0%		exc	0
	<b>Overall total</b>		<b>4,071</b>	<b>m2</b>	<b>2,187</b>	<b>8,903,215</b>
	<b>Notes</b>					
	Based on 24 units and 25% residential parking and 1 per m2 of retail and leisure					
	Costs are based on 1st Quarter 2016 with no allowance for infalction					
	No allowance for off site infrastructure network reinforcement					
	Excludes VAT					
	No allowance for phasing					
	Based on current standards and policies as at March 2016					
	No allowance for remedial works for contamination in the ground , asbestos or the like					
	Assumes all private housing and all apartments					
	Basement parking area based on 35 m2 per space					

Old Kent Road Masterplan



Order of cost estimate

Small site 5

7,096 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	<b>General</b>					
	Demolition and site preparation- assumes existing industrial type buildings		2195	m2	200	439,000
	Total					<b>439,000</b>
	<b>New Build</b>					
	<b>Residential</b>					
	Blocks	26	2398	m2	2000	4,796,000
	Carbon Zero allowance @ 1.3%					62,348
	Total	26	2398	m2		4,858,348
	<b>Residential total</b>	<b>26</b>	<b>2398</b>	<b>m2</b>	<b>0</b>	<b>4,858,348</b>
	<b>Basement</b>					
	Basement parking	7	245	m2	1800	441,000
	Basement Parking Total	7	245	m2		441,000
	<b>Commercial</b>					
	Offices BREEAM excellent	0		m2	1750	0
	<b>Commercial total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>1,750</b>	<b>0</b>
	<b>Hotel</b>					
	Hotel BREEAM excellent- 3 star	0	0	m2	0	0
	<b>Hotel total</b>	<b>0</b>	<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Retail</b>					
	Retail BREEAM excellent- shell and core			m2		0
	<b>Retail total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Healthcare</b>					
	Clinic		0	m2	0	0
	<b>Healthcare total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Leisure</b>					
	Leisure		0	m2	0	0
	<b>Leisure total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>School</b>					

Old Kent Road Masterplan



Order of cost estimate

Small site 5

7,096 M2

No	Description	Unit nrs	Quantity	Unit	Rate	£
	School		0	m2	0	0
	<b>School total</b>		<b>0</b>	<b>m2</b>	<b>0</b>	<b>0</b>
	<b>Student accommodation</b>					
	Student accommodation- 6 storey	185	4453	m2	2000	8,906,000
	<b>Student Accommodation total</b>		<b>4453</b>	<b>m2</b>	<b>0</b>	<b>8,906,000</b>
						<b>14,644,348</b>
	<b>External works and Infrastructure</b>					
	External works and infrastructure		7096	m2	17%	2,489,539
	<b>Total externals and infrastructure</b>					<b>2,489,539</b>
	<b>Overall total</b>		<b>7,096</b>	<b>m2</b>	<b>2,415</b>	<b>17,133,887</b>
	Contingency		0%		exc	0
	Professional and other fees		0%		exc	0
	<b>Overall total</b>		<b>7,096</b>	<b>m2</b>	<b>2,415</b>	<b>17,133,887</b>
	<b>Notes</b>					
	Student accommodation and 26 residential units					
	Costs are based on 1st Quarter 2016 with no allowance for infalction					
	No allowance for off site infrastructure network reinforcement					
	Excludes VAT					
	No allowance for phasing					
	Based on current standards and policies as at March 2016					
	No allowance for remedial works for contamination in the ground , asbestos or the like					
	Assumes no parking					

Old Kent Road Masterplan



Order of cost estimate

Small site 5

7,096

M2

No	Description	Unit nrs	Quantity	Unit	Rate	£

## Appendix 5 - DVS letter re profit

Valuation Office Agency  
1 Francis Grove  
Wimbledon  
London SW19 4DT

Zayd Al-Jawad  
S106 & CIL Manager  
Chief Executive's Department  
London Borough of Southwark  
Hub 2, 5<sup>th</sup> Floor  
160 Tooley Street  
PO Box 64529  
London SE1P 5LX

Our Reference :  
Your Reference :

Please ask for : Stephen Milner  
Tel : 03000 501113  
Mobile : 07717 693388  
E Mail : stephen.milner@voa.gsi.gov.uk

Date : 19 September 2014

Dear Zayd

### **CIL VIABILITY STUDY**

Over the last two years DVS have undertaken a dozen Financial Viability Assessments concerning developments within LB Southwark.

We would comment about the developer profit margins for the market housing as follows:

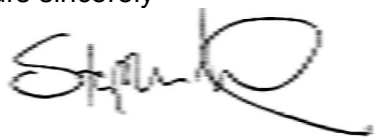
- We have never accepted a profit level in excess of 20% of value
- Typically over the last 18 months we have assessed profit on value in the order of 17.5%
- As an alternative, sometimes we have assessed scheme profit on cost and typically in the order of 20%
- The exact % will vary from scheme to scheme

The profit for the affordable housing component has been typically 6% on cost.

It is our opinion that contingency costs are typically appraised at 3 to 5% of cost.

We do not have sufficient evidence to comment on current costs per square metre for high rise residential schemes for the following reasons: every scheme has had a different date of assessment; we have not assessed individual schemes on a cost per sqm approach but instead by a detailed elemental breakdown; and such schemes are not easily analysed as they often include commercial space and/or blocks of varying heights.

Yours sincerely



Stephen Milner BSc (Hons) MRICS  
DVS Head of Development Viability

## Appendix 6 - Notional sites appraisal results (Base position)



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

Grant Available	No
Value Area	£900psf

No Units	11
Site Area	0.06 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,464,816	£1,575,226	£1,437,879	£1,551,915
10%	70%	£1,083,019	£1,182,388	£1,056,665	£1,159,298
15%	70%	£892,121	£985,970	£866,058	£962,989
20%	70%	£701,223	£789,550	£675,452	£766,681
25%	70%	£510,325	£593,132	£484,845	£570,372
30%	70%	£319,427	£396,714	£294,237	£374,064
35%	70%	£128,528	£200,295	£103,630	£177,754
40%	70%	£-63,390	£3,876	£-88,398	£-18,858
45%	70%	£-257,410	£-195,691	£-282,122	£-218,377
50%	70%	£-451,430	£-395,323	£-475,848	£-417,897
100%	70%	£-2,391,633	£-2,391,633	£-2,413,089	£-2,413,089

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-192,678	£-82,268	£-219,615	£-105,578
10%	70%	£-574,474	£-475,105	£-600,828	£-498,195
15%	70%	£-765,372	£-671,524	£-791,435	£-694,504
20%	70%	£-956,270	£-867,943	£-982,041	£-880,812
25%	70%	£-1,147,168	£-1,064,361	£-1,172,648	£-1,087,121
30%	70%	£-1,338,066	£-1,260,780	£-1,363,256	£-1,283,430
35%	70%	£-1,528,965	£-1,457,198	£-1,553,863	£-1,479,739
40%	70%	£-1,720,883	£-1,653,617	£-1,745,892	£-1,676,351
45%	70%	£-1,914,903	£-1,853,184	£-1,939,616	£-1,875,870
50%	70%	£-2,108,923	£-2,052,816	£-2,133,341	£-2,075,390
100%	70%	£-4,049,126	£-4,049,126	£-4,070,582	£-4,070,582

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£426,831	£537,241	£399,894	£513,931
10%	70%	£45,034	£144,403	£18,681	£121,314
15%	70%	£-145,864	£-52,015	£-171,926	£-74,995
20%	70%	£-336,762	£-248,434	£-362,533	£-271,304
25%	70%	£-527,659	£-444,853	£-553,140	£-467,612
30%	70%	£-718,557	£-641,271	£-743,747	£-663,921
35%	70%	£-909,456	£-837,689	£-934,354	£-860,230
40%	70%	£-1,101,374	£-1,034,109	£-1,126,383	£-1,056,842
45%	70%	£-1,293,394	£-1,233,676	£-1,320,107	£-1,256,361
50%	70%	£-1,485,415	£-1,433,307	£-1,513,832	£-1,455,881
100%	70%	£-3,429,617	£-3,429,617	£-3,451,074	£-3,451,074

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£656,367	£766,777	£629,430	£743,467
10%	70%	£274,570	£373,939	£248,217	£350,850
15%	70%	£83,672	£177,521	£57,610	£154,541
20%	70%	£-107,226	£-18,898	£-132,997	£-41,768
25%	70%	£-298,124	£-215,317	£-323,604	£-238,076
30%	70%	£-489,022	£-411,735	£-514,211	£-434,385
35%	70%	£-679,920	£-608,153	£-704,818	£-630,695
40%	70%	£-871,838	£-804,573	£-896,847	£-827,306
45%	70%	£-1,063,756	£-1,004,140	£-1,096,571	£-1,026,825
50%	70%	£-1,255,674	£-1,203,772	£-1,294,296	£-1,226,345
100%	70%	£-3,200,081	£-3,200,081	£-3,221,538	£-3,221,538

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,191,364	£1,301,774	£1,164,427	£1,278,463
10%	70%	£809,567	£908,936	£783,213	£885,846
15%	70%	£618,669	£712,518	£592,606	£689,538
20%	70%	£427,771	£516,098	£402,000	£493,229
25%	70%	£236,873	£319,680	£211,393	£296,920
30%	70%	£45,975	£123,262	£20,785	£100,612
35%	70%	£-144,924	£-73,157	£-169,821	£-95,698
40%	70%	£-336,842	£-269,576	£-361,850	£-292,310
45%	70%	£-530,862	£-469,143	£-555,574	£-491,829
50%	70%	£-724,882	£-668,775	£-749,299	£-689,349
100%	70%	£-2,665,085	£-2,665,085	£-2,686,541	£-2,686,541

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

Grant Available	No
Value Area	£865 psf

No Units	11
Site Area	0.06 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,275,908	£1,386,318	£1,248,971	£1,363,008
10%	70%	£912,419	£1,011,788	£886,065	£988,698
15%	70%	£730,676	£824,523	£704,612	£801,543
20%	70%	£548,931	£637,259	£523,159	£614,388
25%	70%	£367,187	£449,994	£341,707	£427,234
30%	70%	£185,442	£262,729	£160,254	£240,079
35%	70%	£3,698	£75,465	£-21,546	£52,924
40%	70%	£-180,958	£-113,629	£-205,966	£-136,426
45%	70%	£-365,674	£-303,956	£-390,387	£-326,641
50%	70%	£-550,391	£-494,283	£-574,808	£-516,858
100%	70%	£-2,397,558	£-2,397,558	£-2,419,015	£-2,419,015

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-381,585	£-271,175	£-408,522	£-294,486
10%	70%	£-745,074	£-645,705	£-771,428	£-668,795
15%	70%	£-926,817	£-832,970	£-952,881	£-855,950
20%	70%	£-1,108,562	£-1,020,235	£-1,134,334	£-1,043,105
25%	70%	£-1,290,306	£-1,207,499	£-1,315,786	£-1,230,259
30%	70%	£-1,472,051	£-1,394,764	£-1,497,240	£-1,417,414
35%	70%	£-1,653,795	£-1,582,028	£-1,679,039	£-1,604,569
40%	70%	£-1,838,451	£-1,771,122	£-1,863,459	£-1,793,919
45%	70%	£-2,023,168	£-1,961,449	£-2,047,880	£-1,984,134
50%	70%	£-2,207,884	£-2,151,776	£-2,232,301	£-2,174,351
100%	70%	£-4,055,051	£-4,055,051	£-4,076,508	£-4,076,508

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£237,923	£348,333	£210,986	£325,023
10%	70%	£-125,565	£-26,196	£-151,919	£-49,286
15%	70%	£-307,309	£-213,461	£-333,372	£-236,441
20%	70%	£-489,053	£-400,726	£-514,825	£-423,596
25%	70%	£-670,798	£-587,991	£-696,278	£-610,750
30%	70%	£-852,542	£-775,255	£-877,731	£-797,905
35%	70%	£-1,034,286	£-962,519	£-1,059,530	£-985,061
40%	70%	£-1,218,942	£-1,151,613	£-1,243,951	£-1,174,410
45%	70%	£-1,403,659	£-1,341,940	£-1,428,371	£-1,364,626
50%	70%	£-1,588,376	£-1,532,267	£-1,612,792	£-1,554,842
100%	70%	£-3,435,542	£-3,435,542	£-3,456,999	£-3,456,999

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£467,459	£577,869	£440,522	£554,559
10%	70%	£103,970	£203,340	£77,617	£180,250
15%	70%	£-77,773	£16,075	£-103,836	£-6,905
20%	70%	£-259,517	£-171,190	£-285,290	£-194,060
25%	70%	£-441,262	£-358,455	£-466,742	£-381,214
30%	70%	£-623,006	£-545,720	£-648,195	£-568,370
35%	70%	£-804,751	£-732,983	£-829,994	£-755,525
40%	70%	£-989,406	£-922,077	£-1,014,415	£-944,874
45%	70%	£-1,174,123	£-1,112,404	£-1,198,835	£-1,135,090
50%	70%	£-1,358,840	£-1,302,731	£-1,383,256	£-1,325,306
100%	70%	£-3,206,007	£-3,206,007	£-3,227,463	£-3,227,463

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,002,456	£1,112,866	£975,519	£1,089,556
10%	70%	£638,967	£738,336	£612,614	£715,247
15%	70%	£457,224	£551,071	£431,160	£528,091
20%	70%	£275,479	£363,807	£249,707	£340,936
25%	70%	£93,735	£176,542	£68,255	£153,762
30%	70%	£-88,009	£-10,723	£-113,198	£-33,373
35%	70%	£-269,754	£-197,987	£-294,998	£-220,528
40%	70%	£-454,409	£-387,081	£-479,418	£-409,878
45%	70%	£-639,126	£-577,408	£-663,839	£-600,093
50%	70%	£-823,843	£-767,735	£-848,259	£-790,310
100%	70%	£-2,671,010	£-2,671,010	£-2,692,467	£-2,692,467

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

No Units	11
Site Area	0.06 Ha

Grant Available	No
Value Area	£825 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,060,014	£1,170,424	£1,033,077	£1,147,113
10%	70%	£717,259	£816,627	£690,905	£793,538
15%	70%	£545,881	£639,730	£519,818	£616,750
20%	70%	£374,504	£462,832	£348,732	£439,962
25%	70%	£203,126	£285,934	£177,646	£263,174
30%	70%	£31,749	£109,037	£6,560	£86,386
35%	70%	£-141,911	£-68,971	£-167,216	£-91,881
40%	70%	£-316,092	£-248,762	£-341,101	£-271,560
45%	70%	£-490,272	£-428,553	£-514,985	£-451,240
50%	70%	£-664,453	£-608,345	£-688,870	£-630,919
100%	70%	£-2,406,255	£-2,406,255	£-2,427,712	£-2,427,712

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-597,479	£-487,070	£-624,416	£-510,380
10%	70%	£-940,234	£-840,866	£-966,589	£-863,956
15%	70%	£-1,111,612	£-1,017,764	£-1,137,675	£-1,040,744
20%	70%	£-1,282,990	£-1,194,661	£-1,308,761	£-1,217,532
25%	70%	£-1,454,367	£-1,371,559	£-1,479,847	£-1,394,320
30%	70%	£-1,625,744	£-1,548,457	£-1,650,933	£-1,571,107
35%	70%	£-1,799,405	£-1,726,464	£-1,824,710	£-1,749,374
40%	70%	£-1,973,585	£-1,906,255	£-1,998,594	£-1,929,053
45%	70%	£-2,147,765	£-2,086,046	£-2,172,478	£-2,108,733
50%	70%	£-2,321,946	£-2,265,838	£-2,346,363	£-2,288,412
100%	70%	£-4,063,748	£-4,063,748	£-4,085,205	£-4,085,205

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£22,029	£132,439	£-4,908	£109,129
10%	70%	£-320,725	£-221,357	£-347,080	£-244,447
15%	70%	£-492,104	£-398,255	£-518,166	£-421,235
20%	70%	£-663,481	£-575,153	£-689,252	£-598,023
25%	70%	£-834,858	£-752,050	£-860,338	£-774,811
30%	70%	£-1,006,235	£-928,948	£-1,031,424	£-951,599
35%	70%	£-1,179,896	£-1,106,956	£-1,205,201	£-1,129,865
40%	70%	£-1,354,077	£-1,286,747	£-1,379,085	£-1,309,545
45%	70%	£-1,528,256	£-1,466,538	£-1,552,970	£-1,489,224
50%	70%	£-1,702,437	£-1,646,330	£-1,726,854	£-1,668,903
100%	70%	£-3,444,240	£-3,444,240	£-3,465,696	£-3,465,696

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£251,565	£361,975	£224,628	£338,665
10%	70%	£-91,189	£8,179	£-117,544	£-14,911
15%	70%	£-262,568	£-168,719	£-288,630	£-191,699
20%	70%	£-433,945	£-345,617	£-459,716	£-368,487
25%	70%	£-605,322	£-522,514	£-630,802	£-545,275
30%	70%	£-776,699	£-699,412	£-801,888	£-722,063
35%	70%	£-950,360	£-877,420	£-975,665	£-900,329
40%	70%	£-1,124,541	£-1,057,211	£-1,149,549	£-1,080,009
45%	70%	£-1,298,720	£-1,237,002	£-1,323,434	£-1,259,688
50%	70%	£-1,472,901	£-1,416,794	£-1,497,318	£-1,439,368
100%	70%	£-3,214,704	£-3,214,704	£-3,236,160	£-3,236,160

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£786,562	£896,972	£759,625	£873,662
10%	70%	£443,807	£543,175	£417,453	£520,086
15%	70%	£272,429	£366,278	£246,367	£343,298
20%	70%	£101,052	£189,380	£75,280	£166,510
25%	70%	£-70,326	£12,482	£-95,806	£-10,278
30%	70%	£-241,703	£-164,415	£-266,892	£-187,066
35%	70%	£-415,363	£-342,423	£-440,668	£-365,333
40%	70%	£-589,544	£-522,214	£-614,553	£-545,012
45%	70%	£-763,724	£-702,005	£-788,437	£-724,692
50%	70%	£-937,905	£-881,797	£-962,322	£-904,371
100%	70%	£-2,679,707	£-2,679,707	£-2,701,164	£-2,701,164

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

No Units	11
Site Area	0.06 Ha

Grant Available	No
Value Area	£800 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£925,080	£1,035,490	£898,143	£1,012,179
10%	70%	£595,069	£694,438	£568,715	£671,347
15%	70%	£430,064	£523,911	£404,000	£500,931
20%	70%	£265,058	£353,386	£239,286	£330,516
25%	70%	£100,053	£182,860	£74,573	£160,099
30%	70%	-£66,015	£12,334	-£91,616	-£10,485
35%	70%	-£233,720	-£160,780	-£259,025	-£183,688
40%	70%	-£401,424	-£334,094	-£426,432	-£356,892
45%	70%	-£569,128	-£507,409	-£593,841	-£530,094
50%	70%	-£736,831	-£680,724	-£761,249	-£703,298
100%	70%	-£2,413,873	-£2,413,873	-£2,435,330	-£2,435,330

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£732,413	-£622,004	-£759,350	-£645,314
10%	70%	-£1,062,424	-£963,055	-£1,088,778	-£986,146
15%	70%	-£1,227,429	-£1,133,582	-£1,253,493	-£1,156,562
20%	70%	-£1,392,435	-£1,304,107	-£1,418,207	-£1,326,977
25%	70%	-£1,557,440	-£1,474,634	-£1,582,921	-£1,497,394
30%	70%	-£1,723,508	-£1,645,159	-£1,749,109	-£1,667,978
35%	70%	-£1,891,213	-£1,818,273	-£1,916,518	-£1,841,181
40%	70%	-£2,058,917	-£1,991,587	-£2,083,926	-£2,014,385
45%	70%	-£2,226,621	-£2,164,902	-£2,251,334	-£2,187,587
50%	70%	-£2,394,325	-£2,338,217	-£2,418,742	-£2,360,791
100%	70%	-£4,071,366	-£4,071,366	-£4,092,823	-£4,092,823

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£112,905	-£2,495	-£139,842	-£25,805
10%	70%	-£442,916	-£343,547	-£469,269	-£366,637
15%	70%	-£607,921	-£514,073	-£633,984	-£537,053
20%	70%	-£772,927	-£684,598	-£798,698	-£707,469
25%	70%	-£937,932	-£855,125	-£963,412	-£877,886
30%	70%	-£1,104,000	-£1,025,650	-£1,129,601	-£1,048,469
35%	70%	-£1,271,704	-£1,198,764	-£1,297,009	-£1,221,673
40%	70%	-£1,439,408	-£1,372,078	-£1,464,417	-£1,394,876
45%	70%	-£1,607,112	-£1,545,393	-£1,631,826	-£1,568,079
50%	70%	-£1,774,816	-£1,718,708	-£1,799,233	-£1,741,282
100%	70%	-£3,451,857	-£3,451,857	-£3,473,314	-£3,473,314

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£116,631	£227,041	£89,694	£203,731
10%	70%	-£213,380	-£114,011	-£239,734	-£137,102
15%	70%	-£378,385	-£284,537	-£404,448	-£307,517
20%	70%	-£543,391	-£455,063	-£569,162	-£477,933
25%	70%	-£708,396	-£625,589	-£733,876	-£648,350
30%	70%	-£874,464	-£796,114	-£900,065	-£818,933
35%	70%	-£1,042,168	-£969,228	-£1,067,473	-£992,137
40%	70%	-£1,209,872	-£1,142,542	-£1,234,881	-£1,165,340
45%	70%	-£1,377,576	-£1,315,858	-£1,402,290	-£1,338,543
50%	70%	-£1,545,280	-£1,489,173	-£1,569,697	-£1,511,746
100%	70%	-£3,222,322	-£3,222,322	-£3,243,778	-£3,243,778

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£651,628	£762,038	£624,691	£738,728
10%	70%	£321,617	£420,986	£295,263	£397,895
15%	70%	£156,612	£250,460	£130,548	£227,479
20%	70%	-£8,394	£79,934	-£34,165	£57,064
25%	70%	-£173,399	-£90,592	-£198,879	-£113,353
30%	70%	-£339,467	-£261,118	-£365,068	-£283,937
35%	70%	-£507,172	-£434,232	-£532,477	-£457,140
40%	70%	-£674,876	-£607,546	-£699,884	-£630,344
45%	70%	-£842,579	-£780,861	-£867,293	-£803,546
50%	70%	-£1,010,283	-£954,176	-£1,034,701	-£976,750
100%	70%	-£2,687,325	-£2,687,325	-£2,708,782	-£2,708,782

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

Grant Available	No
Value Area	£750 psf

No Units	11
Site Area	0.06 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£655,212	£765,622	£628,275	£742,312
10%	70%	£350,694	£450,063	£324,340	£426,973
15%	70%	£198,436	£292,284	£172,373	£269,304
20%	70%	£46,177	£134,505	£20,406	£111,635
25%	70%	-£107,817	-£23,655	-£133,713	-£46,787
30%	70%	-£262,566	-£184,014	-£288,166	-£207,035
35%	70%	-£417,314	-£344,374	-£442,618	-£367,283
40%	70%	-£572,062	-£504,733	-£597,072	-£527,530
45%	70%	-£726,811	-£665,092	-£751,525	-£687,779
50%	70%	-£881,560	-£825,453	-£905,977	-£848,026
100%	70%	-£2,429,049	-£2,429,049	-£2,450,505	-£2,450,505

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,002,281	-£891,871	-£1,029,218	-£915,182
10%	70%	-£1,306,799	-£1,207,430	-£1,333,153	-£1,230,520
15%	70%	-£1,459,057	-£1,365,209	-£1,485,120	-£1,388,189
20%	70%	-£1,611,316	-£1,522,988	-£1,637,087	-£1,545,858
25%	70%	-£1,765,310	-£1,681,148	-£1,791,206	-£1,704,280
30%	70%	-£1,920,059	-£1,841,507	-£1,945,659	-£1,864,528
35%	70%	-£2,074,808	-£2,001,867	-£2,100,111	-£2,024,776
40%	70%	-£2,229,555	-£2,162,226	-£2,254,565	-£2,185,023
45%	70%	-£2,384,304	-£2,322,586	-£2,409,018	-£2,345,272
50%	70%	-£2,539,053	-£2,482,946	-£2,563,470	-£2,505,519
100%	70%	-£4,086,542	-£4,086,542	-£4,107,998	-£4,107,998

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£382,773	-£272,363	-£409,710	-£295,673
10%	70%	-£687,290	-£587,921	-£713,644	-£611,011
15%	70%	-£839,549	-£745,700	-£865,611	-£768,680
20%	70%	-£991,807	-£903,480	-£1,017,578	-£926,349
25%	70%	-£1,145,801	-£1,061,639	-£1,171,698	-£1,084,771
30%	70%	-£1,300,550	-£1,221,999	-£1,326,150	-£1,245,020
35%	70%	-£1,455,299	-£1,382,359	-£1,480,603	-£1,405,267
40%	70%	-£1,610,047	-£1,542,718	-£1,635,056	-£1,565,515
45%	70%	-£1,764,796	-£1,703,077	-£1,789,509	-£1,725,763
50%	70%	-£1,919,544	-£1,863,437	-£1,943,962	-£1,886,011
100%	70%	-£3,467,033	-£3,467,033	-£3,488,490	-£3,488,490

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£153,237	-£42,827	-£180,174	-£66,137
10%	70%	-£457,754	-£358,385	-£484,108	-£381,475
15%	70%	-£610,013	-£516,164	-£636,075	-£539,144
20%	70%	-£762,271	-£673,944	-£788,042	-£696,813
25%	70%	-£916,265	-£832,104	-£942,162	-£855,235
30%	70%	-£1,071,014	-£992,463	-£1,096,614	-£1,015,484
35%	70%	-£1,225,763	-£1,152,823	-£1,251,067	-£1,175,731
40%	70%	-£1,380,511	-£1,313,182	-£1,405,521	-£1,335,979
45%	70%	-£1,535,260	-£1,473,541	-£1,559,973	-£1,496,227
50%	70%	-£1,690,009	-£1,633,901	-£1,714,426	-£1,656,475
100%	70%	-£3,237,497	-£3,237,497	-£3,258,954	-£3,258,954

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£381,760	£492,170	£354,823	£468,860
10%	70%	£77,242	£176,611	£50,889	£153,522
15%	70%	-£75,016	£18,833	-£101,079	-£4,147
20%	70%	-£227,274	-£138,947	-£253,046	-£161,816
25%	70%	-£381,269	-£297,107	-£407,165	-£320,239
30%	70%	-£536,017	-£457,466	-£561,618	-£480,487
35%	70%	-£690,766	-£617,826	-£716,070	-£640,735
40%	70%	-£845,514	-£778,185	-£870,524	-£800,982
45%	70%	-£1,000,263	-£938,544	-£1,024,976	-£961,231
50%	70%	-£1,155,012	-£1,098,904	-£1,179,429	-£1,121,478
100%	70%	-£2,702,500	-£2,702,500	-£2,723,957	-£2,723,957

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

No Units	11
Site Area	0.06 Ha

Grant Available	No
Value Area	£725 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£520,278	£630,688	£493,341	£607,378
10%	70%	£228,498	£327,867	£202,145	£304,778
15%	70%	£82,609	£176,457	£56,546	£153,477
20%	70%	-£64,316	£25,047	-£90,509	£2,177
25%	70%	-£212,592	-£128,429	-£238,488	-£151,562
30%	70%	-£360,867	-£282,316	-£386,468	-£305,337
35%	70%	-£509,143	-£436,203	-£534,447	-£459,112
40%	70%	-£657,419	-£590,090	-£682,427	-£612,887
45%	70%	-£805,695	-£743,976	-£830,407	-£766,661
50%	70%	-£953,970	-£897,862	-£978,387	-£920,436
100%	70%	-£2,436,727	-£2,436,727	-£2,458,183	-£2,458,183

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,137,215	-£1,026,805	-£1,164,152	-£1,050,116
10%	70%	-£1,428,995	-£1,329,626	-£1,455,348	-£1,352,715
15%	70%	-£1,574,884	-£1,481,036	-£1,600,947	-£1,504,016
20%	70%	-£1,721,809	-£1,632,446	-£1,748,002	-£1,655,316
25%	70%	-£1,870,085	-£1,785,922	-£1,895,982	-£1,809,055
30%	70%	-£2,018,360	-£1,939,809	-£2,043,961	-£1,962,830
35%	70%	-£2,166,636	-£2,093,696	-£2,191,940	-£2,116,605
40%	70%	-£2,314,912	-£2,247,583	-£2,339,920	-£2,270,380
45%	70%	-£2,463,188	-£2,401,469	-£2,487,900	-£2,424,155
50%	70%	-£2,611,463	-£2,555,356	-£2,635,880	-£2,577,929
100%	70%	-£4,094,220	-£4,094,220	-£4,115,676	-£4,115,676

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£517,707	-£407,297	-£544,644	-£430,607
10%	70%	-£809,486	-£710,117	-£835,840	-£733,207
15%	70%	-£955,375	-£861,528	-£981,439	-£884,508
20%	70%	-£1,102,300	-£1,012,937	-£1,128,493	-£1,035,808
25%	70%	-£1,250,576	-£1,166,414	-£1,276,473	-£1,189,547
30%	70%	-£1,398,852	-£1,320,300	-£1,424,453	-£1,343,321
35%	70%	-£1,547,128	-£1,474,188	-£1,572,432	-£1,497,096
40%	70%	-£1,695,403	-£1,628,074	-£1,720,412	-£1,650,871
45%	70%	-£1,843,679	-£1,781,960	-£1,868,392	-£1,804,646
50%	70%	-£1,991,954	-£1,935,847	-£2,016,372	-£1,958,421
100%	70%	-£3,474,711	-£3,474,711	-£3,496,168	-£3,496,168

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£288,171	-£177,761	-£315,108	-£201,071
10%	70%	-£579,950	-£480,581	-£606,304	-£503,671
15%	70%	-£725,839	-£631,992	-£751,903	-£654,972
20%	70%	-£872,764	-£783,401	-£898,957	-£806,272
25%	70%	-£1,021,041	-£936,878	-£1,046,937	-£960,011
30%	70%	-£1,169,316	-£1,090,764	-£1,194,917	-£1,113,786
35%	70%	-£1,317,592	-£1,244,652	-£1,342,896	-£1,267,560
40%	70%	-£1,465,867	-£1,398,538	-£1,490,876	-£1,421,335
45%	70%	-£1,614,143	-£1,552,425	-£1,638,856	-£1,575,110
50%	70%	-£1,762,418	-£1,706,311	-£1,786,836	-£1,728,885
100%	70%	-£3,245,175	-£3,245,175	-£3,266,632	-£3,266,632

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£246,826	£357,236	£219,889	£333,926
10%	70%	-£44,954	£54,416	-£71,307	£31,326
15%	70%	-£190,843	-£96,995	-£216,906	-£119,975
20%	70%	-£337,768	-£248,405	-£363,960	-£271,275
25%	70%	-£486,044	-£401,881	-£511,940	-£425,014
30%	70%	-£634,319	-£555,768	-£659,920	-£578,789
35%	70%	-£782,595	-£709,655	-£807,899	-£732,564
40%	70%	-£930,870	-£863,542	-£955,879	-£886,339
45%	70%	-£1,079,147	-£1,017,428	-£1,103,859	-£1,040,113
50%	70%	-£1,227,422	-£1,171,314	-£1,251,839	-£1,193,888
100%	70%	-£2,710,179	-£2,710,179	-£2,731,635	-£2,731,635

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

Value Area £700 pst

No Units	11
Site Area	0.06 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£385,344	£495,754	£358,407	£472,444
10%	70%	£106,161	£205,529	£79,806	£182,439
15%	70%	-£33,979	£60,417	-£60,468	£37,437
20%	70%	-£175,854	-£86,081	-£202,046	-£109,325
25%	70%	-£317,728	-£233,566	-£343,625	-£256,699
30%	70%	-£459,603	-£381,052	-£485,203	-£404,073
35%	70%	-£601,478	-£528,537	-£626,782	-£551,447
40%	70%	-£743,353	-£676,023	-£768,361	-£698,821
45%	70%	-£885,228	-£823,509	-£909,940	-£846,195
50%	70%	-£1,027,102	-£970,995	-£1,051,519	-£993,569
100%	70%	-£2,445,851	-£2,445,851	-£2,467,307	-£2,467,307

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,272,149	-£1,161,739	-£1,299,086	-£1,185,050
10%	70%	-£1,551,333	-£1,451,964	-£1,577,687	-£1,475,054
15%	70%	-£1,691,472	-£1,597,077	-£1,717,961	-£1,620,057
20%	70%	-£1,833,347	-£1,743,574	-£1,859,540	-£1,766,818
25%	70%	-£1,975,221	-£1,891,060	-£2,001,119	-£1,914,192
30%	70%	-£2,117,096	-£2,038,545	-£2,142,697	-£2,061,566
35%	70%	-£2,258,971	-£2,186,031	-£2,284,276	-£2,208,940
40%	70%	-£2,400,846	-£2,333,516	-£2,425,855	-£2,356,314
45%	70%	-£2,542,721	-£2,481,002	-£2,567,434	-£2,503,688
50%	70%	-£2,684,595	-£2,628,488	-£2,709,013	-£2,651,062
100%	70%	-£4,103,344	-£4,103,344	-£4,124,801	-£4,124,801

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£652,641	-£542,231	-£679,578	-£565,541
10%	70%	-£931,824	-£832,456	-£958,179	-£855,546
15%	70%	-£1,071,963	-£977,568	-£1,098,452	-£1,000,548
20%	70%	-£1,213,838	-£1,124,065	-£1,240,031	-£1,147,310
25%	70%	-£1,355,712	-£1,271,551	-£1,381,610	-£1,294,684
30%	70%	-£1,497,588	-£1,419,036	-£1,523,188	-£1,442,058
35%	70%	-£1,639,462	-£1,566,522	-£1,664,767	-£1,589,431
40%	70%	-£1,781,337	-£1,714,007	-£1,806,346	-£1,736,805
45%	70%	-£1,923,212	-£1,861,494	-£1,947,925	-£1,884,179
50%	70%	-£2,065,087	-£2,008,979	-£2,089,504	-£2,031,553
100%	70%	-£3,483,835	-£3,483,835	-£3,505,292	-£3,505,292

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£423,105	-£312,695	-£450,042	-£336,005
10%	70%	-£702,288	-£602,920	-£728,643	-£626,010
15%	70%	-£842,427	-£748,032	-£868,916	-£771,012
20%	70%	-£984,302	-£894,530	-£1,010,495	-£917,774
25%	70%	-£1,126,177	-£1,042,015	-£1,152,074	-£1,065,148
30%	70%	-£1,268,052	-£1,189,500	-£1,293,652	-£1,212,522
35%	70%	-£1,409,926	-£1,336,986	-£1,435,231	-£1,359,896
40%	70%	-£1,551,801	-£1,484,471	-£1,576,810	-£1,507,269
45%	70%	-£1,693,677	-£1,631,958	-£1,718,389	-£1,654,643
50%	70%	-£1,835,551	-£1,779,443	-£1,859,968	-£1,802,017
100%	70%	-£3,254,299	-£3,254,299	-£3,275,756	-£3,275,756

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£111,892	£222,302	£84,955	£198,992
10%	70%	-£167,291	-£67,923	-£193,646	-£91,013
15%	70%	-£307,430	-£213,035	-£333,919	-£236,015
20%	70%	-£449,306	-£359,533	-£475,498	-£382,777
25%	70%	-£591,180	-£507,018	-£617,077	-£530,151
30%	70%	-£733,055	-£654,504	-£758,655	-£677,525
35%	70%	-£874,929	-£801,989	-£900,234	-£824,899
40%	70%	-£1,016,805	-£949,475	-£1,041,813	-£972,273
45%	70%	-£1,158,680	-£1,096,961	-£1,183,392	-£1,119,647
50%	70%	-£1,300,554	-£1,244,447	-£1,324,971	-£1,267,021
100%	70%	-£2,719,303	-£2,719,303	-£2,740,759	-£2,740,759

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

Grant Available	No
Value Area	£650 psf

No Units	11
Site Area	0.06 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£115,476	£225,886	£88,540	£202,576
10%	70%	£-141,280	£-40,287	£-168,066	£-63,755
15%	70%	£-270,603	£-175,220	£-297,092	£-198,575
20%	70%	£-399,925	£-310,153	£-426,118	£-333,397
25%	70%	£-529,248	£-445,087	£-555,145	£-468,219
30%	70%	£-658,570	£-580,020	£-684,172	£-603,040
35%	70%	£-787,893	£-714,953	£-813,197	£-737,862
40%	70%	£-917,215	£-849,887	£-942,224	£-872,684
45%	70%	£-1,046,537	£-984,820	£-1,071,251	£-1,007,505
50%	70%	£-1,175,861	£-1,119,753	£-1,200,278	£-1,142,327
100%	70%	£-2,469,086	£-2,469,086	£-2,490,543	£-2,490,543

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,542,017	£-1,431,607	£-1,568,953	£-1,454,918
10%	70%	£-1,798,773	£-1,697,780	£-1,825,559	£-1,721,248
15%	70%	£-1,928,096	£-1,832,713	£-1,954,585	£-1,856,068
20%	70%	£-2,057,418	£-1,967,647	£-2,083,611	£-1,990,890
25%	70%	£-2,186,742	£-2,102,580	£-2,212,638	£-2,125,712
30%	70%	£-2,316,064	£-2,237,513	£-2,341,665	£-2,260,533
35%	70%	£-2,445,387	£-2,372,446	£-2,470,691	£-2,395,355
40%	70%	£-2,574,709	£-2,507,380	£-2,599,717	£-2,530,177
45%	70%	£-2,704,031	£-2,642,313	£-2,728,744	£-2,664,998
50%	70%	£-2,833,354	£-2,777,246	£-2,857,771	£-2,799,820
100%	70%	£-4,126,579	£-4,126,579	£-4,148,036	£-4,148,036

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-922,509	£-812,099	£-949,445	£-835,409
10%	70%	£-1,179,265	£-1,078,271	£-1,206,050	£-1,101,739
15%	70%	£-1,308,588	£-1,213,205	£-1,335,077	£-1,236,560
20%	70%	£-1,437,910	£-1,348,138	£-1,464,103	£-1,371,381
25%	70%	£-1,567,233	£-1,483,071	£-1,593,129	£-1,506,203
30%	70%	£-1,696,555	£-1,618,004	£-1,722,156	£-1,641,025
35%	70%	£-1,825,878	£-1,752,938	£-1,851,182	£-1,775,846
40%	70%	£-1,955,200	£-1,887,871	£-1,980,209	£-1,910,668
45%	70%	£-2,084,522	£-2,022,804	£-2,109,235	£-2,045,490
50%	70%	£-2,213,845	£-2,157,738	£-2,238,262	£-2,180,311
100%	70%	£-3,507,070	£-3,507,070	£-3,528,527	£-3,528,527

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-692,973	£-582,563	£-719,909	£-605,873
10%	70%	£-949,729	£-848,736	£-976,514	£-872,203
15%	70%	£-1,079,052	£-983,669	£-1,105,541	£-1,007,024
20%	70%	£-1,208,374	£-1,118,602	£-1,234,567	£-1,141,846
25%	70%	£-1,337,697	£-1,253,535	£-1,363,593	£-1,276,667
30%	70%	£-1,467,019	£-1,388,469	£-1,492,620	£-1,411,489
35%	70%	£-1,596,342	£-1,523,402	£-1,621,646	£-1,546,310
40%	70%	£-1,725,664	£-1,658,335	£-1,750,673	£-1,681,132
45%	70%	£-1,854,986	£-1,793,268	£-1,879,700	£-1,815,954
50%	70%	£-1,984,309	£-1,928,202	£-2,008,726	£-1,950,775
100%	70%	£-3,277,534	£-3,277,534	£-3,298,991	£-3,298,991

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-157,976	£-47,566	£-184,912	£-70,876
10%	70%	£-414,732	£-313,739	£-441,517	£-337,206
15%	70%	£-544,055	£-448,672	£-570,544	£-472,027
20%	70%	£-673,377	£-583,605	£-699,570	£-606,849
25%	70%	£-802,700	£-718,539	£-828,597	£-741,670
30%	70%	£-932,022	£-853,472	£-957,624	£-876,492
35%	70%	£-1,061,345	£-988,405	£-1,086,649	£-1,011,314
40%	70%	£-1,190,667	£-1,123,338	£-1,215,676	£-1,146,135
45%	70%	£-1,319,989	£-1,258,272	£-1,344,703	£-1,280,957
50%	70%	£-1,449,312	£-1,393,205	£-1,473,730	£-1,415,779
100%	70%	£-2,742,538	£-2,742,538	£-2,763,994	£-2,763,994



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

Grant Available	No
Value Area	£625 psf

No Units	11
Site Area	0.06 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£19,776	£90,952	-£47,154	£67,642
10%	70%	-£265,866	-£164,872	-£292,651	-£188,340
15%	70%	-£388,911	-£293,528	-£415,400	-£316,884
20%	70%	-£511,956	-£422,184	-£538,149	-£445,428
25%	70%	-£635,001	-£550,839	-£660,898	-£573,972
30%	70%	-£758,046	-£679,495	-£783,647	-£702,515
35%	70%	-£881,090	-£808,150	-£906,395	-£831,060
40%	70%	-£1,004,135	-£936,807	-£1,029,144	-£959,604
45%	70%	-£1,127,180	-£1,065,462	-£1,151,894	-£1,088,148
50%	70%	-£1,250,225	-£1,194,118	-£1,274,642	-£1,216,692
100%	70%	-£2,480,675	-£2,480,675	-£2,502,131	-£2,502,131

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,677,269	-£1,566,541	-£1,704,647	-£1,589,852
10%	70%	-£1,923,359	-£1,822,366	-£1,950,144	-£1,845,833
15%	70%	-£2,046,404	-£1,951,021	-£2,072,893	-£1,974,377
20%	70%	-£2,169,449	-£2,079,677	-£2,195,643	-£2,102,921
25%	70%	-£2,292,494	-£2,208,332	-£2,318,391	-£2,231,465
30%	70%	-£2,415,539	-£2,336,988	-£2,441,140	-£2,360,009
35%	70%	-£2,538,584	-£2,465,643	-£2,563,889	-£2,488,553
40%	70%	-£2,661,629	-£2,594,300	-£2,686,637	-£2,617,097
45%	70%	-£2,784,673	-£2,722,955	-£2,809,387	-£2,745,641
50%	70%	-£2,907,718	-£2,851,611	-£2,932,136	-£2,874,185
100%	70%	-£4,138,168	-£4,138,168	-£4,159,624	-£4,159,624

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,057,760	-£947,033	-£1,085,138	-£970,343
10%	70%	-£1,303,850	-£1,202,857	-£1,330,636	-£1,226,325
15%	70%	-£1,426,895	-£1,331,512	-£1,453,384	-£1,354,868
20%	70%	-£1,549,940	-£1,460,168	-£1,576,134	-£1,483,413
25%	70%	-£1,672,985	-£1,588,823	-£1,698,883	-£1,611,956
30%	70%	-£1,796,030	-£1,717,480	-£1,821,631	-£1,740,500
35%	70%	-£1,919,075	-£1,846,135	-£1,944,380	-£1,869,044
40%	70%	-£2,042,120	-£1,974,791	-£2,067,129	-£1,997,588
45%	70%	-£2,165,165	-£2,103,446	-£2,189,878	-£2,126,133
50%	70%	-£2,288,210	-£2,232,102	-£2,312,627	-£2,254,676
100%	70%	-£3,518,659	-£3,518,659	-£3,540,116	-£3,540,116

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£828,225	-£717,497	-£855,602	-£740,807
10%	70%	-£1,074,314	-£973,321	-£1,101,100	-£996,789
15%	70%	-£1,197,359	-£1,101,976	-£1,223,848	-£1,125,332
20%	70%	-£1,320,404	-£1,230,632	-£1,346,598	-£1,253,877
25%	70%	-£1,443,449	-£1,359,288	-£1,469,347	-£1,382,420
30%	70%	-£1,566,494	-£1,487,944	-£1,592,095	-£1,510,964
35%	70%	-£1,689,539	-£1,616,599	-£1,714,844	-£1,639,509
40%	70%	-£1,812,584	-£1,745,255	-£1,837,593	-£1,768,052
45%	70%	-£1,935,629	-£1,873,910	-£1,960,342	-£1,896,597
50%	70%	-£2,058,673	-£2,002,566	-£2,083,091	-£2,025,140
100%	70%	-£3,289,123	-£3,289,123	-£3,310,580	-£3,310,580

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£293,228	-£182,500	-£320,606	-£205,810
10%	70%	-£539,318	-£438,324	-£566,103	-£461,792
15%	70%	-£662,363	-£566,980	-£688,852	-£590,336
20%	70%	-£785,408	-£695,636	-£811,601	-£718,880
25%	70%	-£908,453	-£824,291	-£934,350	-£847,424
30%	70%	-£1,031,497	-£952,947	-£1,057,099	-£975,967
35%	70%	-£1,154,542	-£1,081,602	-£1,179,847	-£1,104,512
40%	70%	-£1,277,587	-£1,210,258	-£1,302,596	-£1,233,055
45%	70%	-£1,400,632	-£1,338,914	-£1,425,346	-£1,361,600
50%	70%	-£1,523,677	-£1,467,570	-£1,548,094	-£1,490,144
100%	70%	-£2,754,127	-£2,754,127	-£2,775,583	-£2,775,583

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

Grant Available	No
Value Area	£900psf

No Units	30
Site Area	0.15 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,638,527	£6,944,226	£6,622,399	£6,938,138
10%	70%	£5,620,653	£5,895,782	£5,606,138	£5,890,303
15%	70%	£5,111,716	£5,371,560	£5,098,007	£5,366,386
20%	70%	£4,602,780	£4,847,338	£4,589,876	£4,842,468
25%	70%	£4,093,843	£4,323,116	£4,081,745	£4,318,550
30%	70%	£3,584,905	£3,798,894	£3,573,616	£3,794,632
35%	70%	£3,075,968	£3,274,672	£3,065,485	£3,270,715
40%	70%	£2,567,031	£2,750,450	£2,557,354	£2,746,798
45%	70%	£2,058,094	£2,226,228	£2,049,223	£2,222,880
50%	70%	£1,549,157	£1,702,006	£1,541,092	£1,698,962
100%	70%	£-3,598,115	£-3,598,115	£-3,598,115	£-3,598,115

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,494,870	£2,800,568	£2,478,741	£2,794,481
10%	70%	£1,476,996	£1,752,124	£1,462,480	£1,746,645
15%	70%	£968,059	£1,227,902	£954,350	£1,222,728
20%	70%	£459,122	£703,680	£446,219	£698,811
25%	70%	£-49,815	£179,458	£-61,912	£174,893
30%	70%	£-558,753	£-344,764	£-570,042	£-349,025
35%	70%	£-1,067,690	£-868,986	£-1,078,173	£-872,943
40%	70%	£-1,576,627	£-1,393,207	£-1,586,304	£-1,396,860
45%	70%	£-2,085,564	£-1,917,429	£-2,094,435	£-1,920,778
50%	70%	£-2,594,501	£-2,441,651	£-2,602,565	£-2,444,695
100%	70%	£-7,741,773	£-7,741,773	£-7,741,773	£-7,741,773

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,043,613	£4,349,312	£4,027,485	£4,343,224
10%	70%	£3,025,739	£3,300,868	£3,011,224	£3,295,389
15%	70%	£2,516,803	£2,776,646	£2,503,093	£2,771,472
20%	70%	£2,007,866	£2,252,424	£1,994,962	£2,247,554
25%	70%	£1,498,929	£1,728,202	£1,486,831	£1,723,636
30%	70%	£989,991	£1,203,980	£978,702	£1,199,718
35%	70%	£481,054	£679,758	£470,571	£675,801
40%	70%	£-27,883	£155,536	£-37,560	£151,884
45%	70%	£-536,820	£-368,686	£-545,691	£-372,034
50%	70%	£-1,045,757	£-892,908	£-1,053,822	£-895,952
100%	70%	£-6,193,029	£-6,193,029	£-6,193,029	£-6,193,029

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,617,443	£4,923,141	£4,601,314	£4,917,054
10%	70%	£3,599,569	£3,874,697	£3,585,053	£3,869,218
15%	70%	£3,090,632	£3,350,475	£3,076,922	£3,345,301
20%	70%	£2,581,695	£2,826,253	£2,568,791	£2,821,383
25%	70%	£2,072,758	£2,302,031	£2,060,661	£2,297,465
30%	70%	£1,563,820	£1,777,809	£1,552,531	£1,773,548
35%	70%	£1,054,883	£1,253,587	£1,044,400	£1,249,630
40%	70%	£545,946	£729,365	£536,269	£725,713
45%	70%	£37,009	£205,143	£28,138	£201,795
50%	70%	£-471,928	£-319,079	£-479,993	£-322,123
100%	70%	£-5,619,200	£-5,619,200	£-5,619,200	£-5,619,200

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,954,910	£6,260,608	£5,938,781	£6,254,521
10%	70%	£4,937,036	£5,212,164	£4,922,521	£5,206,685
15%	70%	£4,428,099	£4,687,942	£4,414,390	£4,682,769
20%	70%	£3,919,162	£4,163,721	£3,906,259	£4,158,851
25%	70%	£3,410,225	£3,639,499	£3,398,128	£3,634,933
30%	70%	£2,901,287	£3,115,277	£2,889,998	£3,111,015
35%	70%	£2,392,350	£2,591,055	£2,381,867	£2,587,097
40%	70%	£1,883,413	£2,066,833	£1,873,736	£2,063,180
45%	70%	£1,374,477	£1,542,611	£1,365,606	£1,539,263
50%	70%	£865,540	£1,018,389	£857,475	£1,015,345
100%	70%	£-4,281,733	£-4,281,733	£-4,281,733	£-4,281,733

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	No
Value Area	£865 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,132,186	£6,437,884	£6,116,057	£6,431,797
10%	70%	£5,163,358	£5,438,486	£5,148,842	£5,433,008
15%	70%	£4,678,944	£4,938,787	£4,665,234	£4,933,613
20%	70%	£4,194,529	£4,439,088	£4,181,627	£4,434,218
25%	70%	£3,710,115	£3,939,389	£3,696,019	£3,934,823
30%	70%	£3,225,701	£3,439,689	£3,214,411	£3,435,429
35%	70%	£2,741,287	£2,939,990	£2,730,803	£2,936,034
40%	70%	£2,256,873	£2,440,292	£2,247,196	£2,436,639
45%	70%	£1,772,459	£1,940,593	£1,763,588	£1,937,245
50%	70%	£1,288,045	£1,440,894	£1,279,980	£1,437,850
100%	70%	£-3,614,258	£-3,614,258	£-3,614,258	£-3,614,258

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,988,528	£2,294,227	£1,972,400	£2,288,140
10%	70%	£1,019,700	£1,294,829	£1,005,185	£1,289,351
15%	70%	£535,286	£795,129	£521,577	£789,955
20%	70%	£50,872	£295,430	£37,970	£290,560
25%	70%	£-433,542	£-204,269	£-445,638	£-208,835
30%	70%	£-917,956	£-703,968	£-929,247	£-708,229
35%	70%	£-1,402,370	£-1,203,667	£-1,412,855	£-1,207,624
40%	70%	£-1,886,785	£-1,703,365	£-1,896,462	£-1,707,019
45%	70%	£-2,371,199	£-2,203,065	£-2,380,070	£-2,206,413
50%	70%	£-2,855,613	£-2,702,764	£-2,863,578	£-2,705,808
100%	70%	£-7,757,916	£-7,757,916	£-7,757,916	£-7,757,916

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,537,272	£3,842,970	£3,521,143	£3,836,883
10%	70%	£2,568,444	£2,843,572	£2,553,928	£2,838,094
15%	70%	£2,084,030	£2,343,873	£2,070,320	£2,338,699
20%	70%	£1,599,615	£1,844,174	£1,586,713	£1,839,304
25%	70%	£1,115,201	£1,344,475	£1,103,105	£1,339,909
30%	70%	£630,787	£844,775	£619,497	£840,515
35%	70%	£146,373	£345,076	£135,889	£341,120
40%	70%	£-338,041	£-154,622	£-347,718	£-158,275
45%	70%	£-822,455	£-654,321	£-831,326	£-657,669
50%	70%	£-1,306,869	£-1,154,020	£-1,314,934	£-1,157,064
100%	70%	£-6,209,172	£-6,209,172	£-6,209,172	£-6,209,172

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,111,101	£4,416,800	£4,094,973	£4,410,712
10%	70%	£3,142,273	£3,417,401	£3,127,757	£3,411,923
15%	70%	£2,657,859	£2,917,702	£2,644,149	£2,912,528
20%	70%	£2,173,445	£2,418,003	£2,160,542	£2,413,133
25%	70%	£1,689,031	£1,918,304	£1,676,934	£1,913,738
30%	70%	£1,204,616	£1,418,605	£1,193,326	£1,414,344
35%	70%	£720,202	£918,905	£709,718	£914,949
40%	70%	£235,788	£419,207	£226,111	£415,554
45%	70%	£-248,626	£-80,492	£-257,497	£-83,840
50%	70%	£-733,040	£-580,191	£-741,105	£-583,235
100%	70%	£-5,635,343	£-5,635,343	£-5,635,343	£-5,635,343

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,448,569	£5,754,267	£5,432,440	£5,748,180
10%	70%	£4,479,740	£4,754,869	£4,465,225	£4,749,391
15%	70%	£3,995,326	£4,255,170	£3,981,617	£4,249,996
20%	70%	£3,510,912	£3,755,470	£3,498,010	£3,750,601
25%	70%	£3,026,498	£3,255,771	£3,014,402	£3,251,206
30%	70%	£2,542,084	£2,756,072	£2,530,794	£2,751,812
35%	70%	£2,057,670	£2,256,373	£2,047,186	£2,252,416
40%	70%	£1,573,256	£1,756,675	£1,563,579	£1,753,021
45%	70%	£1,088,841	£1,256,976	£1,079,970	£1,253,627
50%	70%	£604,427	£757,276	£596,362	£754,232
100%	70%	£-4,297,876	£-4,297,876	£-4,297,876	£-4,297,876

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	No
Value Area	£825 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,553,510	£5,859,209	£5,537,382	£5,853,122
10%	70%	£4,640,218	£4,915,347	£4,625,702	£4,909,868
15%	70%	£4,183,572	£4,443,415	£4,169,862	£4,438,241
20%	70%	£3,726,925	£3,971,484	£3,714,022	£3,966,614
25%	70%	£3,270,279	£3,499,553	£3,258,182	£3,494,987
30%	70%	£2,813,632	£3,027,621	£2,802,343	£3,023,360
35%	70%	£2,356,987	£2,555,690	£2,346,503	£2,551,733
40%	70%	£1,900,340	£2,083,759	£1,890,663	£2,080,107
45%	70%	£1,443,694	£1,611,828	£1,434,823	£1,608,480
50%	70%	£987,047	£1,139,896	£978,983	£1,136,853
100%	70%	-£3,637,958	-£3,637,958	-£3,637,958	-£3,637,958

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,409,853	£1,715,551	£1,393,724	£1,709,464
10%	70%	£496,561	£771,689	£482,044	£766,210
15%	70%	£39,914	£299,758	£26,205	£294,584
20%	70%	£-416,732	£-172,174	£-429,636	£-177,044
25%	70%	£-873,379	£-644,104	£-885,475	£-648,670
30%	70%	£-1,330,025	£-1,116,036	£-1,341,314	£-1,120,298
35%	70%	£-1,786,671	£-1,587,968	£-1,797,155	£-1,591,924
40%	70%	£-2,243,317	£-2,059,898	£-2,252,994	£-2,063,551
45%	70%	£-2,699,964	£-2,531,830	£-2,708,835	£-2,535,178
50%	70%	£-3,156,610	£-3,003,761	£-3,164,674	£-3,006,804
100%	70%	£-7,781,615	£-7,781,615	£-7,781,615	£-7,781,615

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,958,596	£3,264,295	£2,942,468	£3,258,208
10%	70%	£2,045,304	£2,320,433	£2,030,788	£2,314,954
15%	70%	£1,588,658	£1,848,501	£1,574,948	£1,843,327
20%	70%	£1,132,011	£1,376,570	£1,119,108	£1,371,700
25%	70%	£675,365	£904,639	£663,268	£900,073
30%	70%	£218,718	£432,707	£207,429	£428,446
35%	70%	£-237,927	£-39,224	£-248,411	£-43,181
40%	70%	£-694,574	£-511,155	£-704,251	£-514,807
45%	70%	£-1,151,220	£-983,086	£-1,160,091	£-986,434
50%	70%	£-1,607,867	£-1,455,018	£-1,615,931	£-1,458,061
100%	70%	£-6,232,872	£-6,232,872	£-6,232,872	£-6,232,872

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,532,426	£3,838,124	£3,516,297	£3,832,037
10%	70%	£2,619,134	£2,894,262	£2,604,617	£2,888,783
15%	70%	£2,162,487	£2,422,330	£2,148,778	£2,417,156
20%	70%	£1,705,841	£1,950,399	£1,692,937	£1,945,529
25%	70%	£1,249,194	£1,478,468	£1,237,098	£1,473,903
30%	70%	£792,547	£1,006,537	£781,258	£1,002,275
35%	70%	£335,902	£534,605	£325,418	£530,649
40%	70%	£-120,745	£62,675	£-130,422	£59,022
45%	70%	£-577,391	£-409,257	£-586,262	£-412,605
50%	70%	£-1,034,038	£-881,189	£-1,042,102	£-884,232
100%	70%	£-5,659,042	£-5,659,042	£-5,659,042	£-5,659,042

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,868,893	£5,175,591	£4,853,764	£5,169,504
10%	70%	£3,956,601	£4,231,729	£3,942,085	£4,226,250
15%	70%	£3,499,954	£3,759,798	£3,486,245	£3,754,624
20%	70%	£3,043,308	£3,287,866	£3,030,405	£3,282,996
25%	70%	£2,586,661	£2,815,936	£2,574,565	£2,811,370
30%	70%	£2,130,015	£2,344,004	£2,118,726	£2,339,743
35%	70%	£1,673,369	£1,872,073	£1,662,885	£1,868,116
40%	70%	£1,216,723	£1,400,142	£1,207,046	£1,396,490
45%	70%	£760,076	£928,210	£751,205	£924,862
50%	70%	£303,430	£456,279	£295,366	£453,236
100%	70%	£-4,321,575	£-4,321,575	£-4,321,575	£-4,321,575

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	No
Value Area	£800 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,191,838	£5,497,537	£5,175,710	£5,491,449
10%	70%	£4,312,670	£4,587,799	£4,298,155	£4,582,320
15%	70%	£3,873,087	£4,132,930	£3,859,377	£4,127,755
20%	70%	£3,433,502	£3,678,062	£3,420,600	£3,673,191
25%	70%	£2,993,919	£3,223,192	£2,981,823	£3,218,627
30%	70%	£2,554,335	£2,768,324	£2,543,045	£2,764,063
35%	70%	£2,114,751	£2,313,455	£2,104,268	£2,309,499
40%	70%	£1,675,167	£1,858,586	£1,665,490	£1,854,934
45%	70%	£1,235,584	£1,403,718	£1,226,713	£1,400,370
50%	70%	£795,999	£948,848	£787,935	£945,805
100%	70%	£-3,658,715	£-3,658,715	£-3,658,715	£-3,658,715

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,048,181	£1,353,879	£1,032,052	£1,347,791
10%	70%	£169,013	£444,141	£154,497	£438,662
15%	70%	£-270,571	£-10,727	£-284,280	£-15,902
20%	70%	£-710,155	£-465,596	£-723,057	£-470,467
25%	70%	£-1,149,739	£-920,465	£-1,161,835	£-925,030
30%	70%	£-1,589,322	£-1,375,334	£-1,600,612	£-1,379,594
35%	70%	£-2,028,907	£-1,830,202	£-2,039,390	£-1,834,159
40%	70%	£-2,468,490	£-2,285,071	£-2,478,167	£-2,288,723
45%	70%	£-2,908,074	£-2,739,940	£-2,916,945	£-2,743,288
50%	70%	£-3,347,658	£-3,194,809	£-3,355,722	£-3,197,852
100%	70%	£-7,802,372	£-7,802,372	£-7,802,372	£-7,802,372

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,596,924	£2,902,623	£2,580,796	£2,896,535
10%	70%	£1,717,756	£1,992,885	£1,703,241	£1,987,406
15%	70%	£1,278,173	£1,538,016	£1,264,463	£1,532,841
20%	70%	£838,588	£1,083,148	£825,686	£1,078,277
25%	70%	£399,005	£628,278	£386,909	£623,713
30%	70%	£-40,579	£173,410	£-51,869	£169,149
35%	70%	£-480,163	£-281,459	£-490,646	£-285,415
40%	70%	£-919,747	£-736,327	£-929,424	£-739,980
45%	70%	£-1,359,330	£-1,191,196	£-1,368,201	£-1,194,544
50%	70%	£-1,798,915	£-1,646,066	£-1,806,979	£-1,649,109
100%	70%	£-6,253,629	£-6,253,629	£-6,253,629	£-6,253,629

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,170,754	£3,476,452	£3,154,625	£3,470,364
10%	70%	£2,291,586	£2,566,714	£2,277,070	£2,561,235
15%	70%	£1,852,002	£2,111,845	£1,838,293	£2,106,671
20%	70%	£1,412,418	£1,656,977	£1,399,515	£1,652,106
25%	70%	£972,834	£1,202,107	£960,738	£1,197,543
30%	70%	£533,251	£747,239	£521,960	£742,978
35%	70%	£93,666	£292,370	£83,183	£288,414
40%	70%	£-345,917	£-162,498	£-355,594	£-166,151
45%	70%	£-785,501	£-617,367	£-794,372	£-620,715
50%	70%	£-1,225,086	£-1,072,236	£-1,233,149	£-1,075,279
100%	70%	£-5,679,800	£-5,679,800	£-5,679,800	£-5,679,800

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,508,221	£4,813,919	£4,492,092	£4,807,831
10%	70%	£3,629,053	£3,904,181	£3,614,538	£3,898,702
15%	70%	£3,189,470	£3,449,313	£3,175,760	£3,444,138
20%	70%	£2,749,885	£2,994,444	£2,736,983	£2,989,574
25%	70%	£2,310,302	£2,539,575	£2,298,205	£2,535,010
30%	70%	£1,870,718	£2,084,706	£1,859,428	£2,080,446
35%	70%	£1,431,133	£1,629,838	£1,420,650	£1,625,881
40%	70%	£991,550	£1,174,969	£981,873	£1,171,317
45%	70%	£551,966	£720,101	£543,096	£716,752
50%	70%	£112,382	£265,231	£104,318	£262,188
100%	70%	£-4,342,332	£-4,342,332	£-4,342,332	£-4,342,332

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	No
Value Area	£750 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,468,493	£4,774,192	£4,452,365	£4,768,104
10%	70%	£3,657,592	£3,932,720	£3,643,076	£3,927,241
15%	70%	£3,252,141	£3,511,984	£3,238,431	£3,506,810
20%	70%	£2,846,690	£3,091,248	£2,833,788	£3,086,379
25%	70%	£2,441,239	£2,670,513	£2,429,143	£2,665,948
30%	70%	£2,035,788	£2,249,777	£2,024,498	£2,245,516
35%	70%	£1,630,337	£1,829,042	£1,619,854	£1,825,084
40%	70%	£1,224,886	£1,408,306	£1,215,209	£1,404,653
45%	70%	£819,436	£987,570	£810,566	£984,222
50%	70%	£413,985	£566,834	£405,921	£563,791
100%	70%	£-3,700,064	£-3,700,064	£-3,700,064	£-3,700,064

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£324,836	£630,534	£308,707	£624,446
10%	70%	£-486,066	£-210,937	£-500,581	£-216,416
15%	70%	£-891,517	£-631,673	£-905,226	£-636,847
20%	70%	£-1,296,968	£-1,052,409	£-1,309,870	£-1,057,279
25%	70%	£-1,702,418	£-1,473,144	£-1,714,515	£-1,477,710
30%	70%	£-2,107,869	£-1,893,880	£-2,119,159	£-1,898,142
35%	70%	£-2,513,320	£-2,314,616	£-2,523,803	£-2,318,573
40%	70%	£-2,918,771	£-2,735,352	£-2,928,448	£-2,739,004
45%	70%	£-3,324,222	£-3,156,088	£-3,333,092	£-3,159,436
50%	70%	£-3,729,673	£-3,576,824	£-3,737,737	£-3,579,867
100%	70%	£-7,843,722	£-7,843,722	£-7,843,722	£-7,843,722

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,873,580	£2,179,278	£1,857,451	£2,173,190
10%	70%	£1,062,678	£1,337,806	£1,048,162	£1,332,327
15%	70%	£657,227	£917,070	£643,517	£911,896
20%	70%	£251,776	£496,334	£238,874	£491,465
25%	70%	£-153,675	£75,599	£-165,771	£71,034
30%	70%	£-559,126	£-345,136	£-570,416	£-349,398
35%	70%	£-964,577	£-765,872	£-975,060	£-769,830
40%	70%	£-1,370,028	£-1,166,608	£-1,379,705	£-1,190,261
45%	70%	£-1,775,478	£-1,607,344	£-1,784,348	£-1,610,692
50%	70%	£-2,180,929	£-2,028,080	£-2,188,993	£-2,031,123
100%	70%	£-6,294,978	£-6,294,978	£-6,294,978	£-6,294,978

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,447,409	£2,753,107	£2,431,280	£2,747,019
10%	70%	£1,636,507	£1,911,635	£1,621,992	£1,906,156
15%	70%	£1,231,056	£1,490,899	£1,217,347	£1,485,726
20%	70%	£825,605	£1,070,164	£812,703	£1,065,294
25%	70%	£420,154	£649,429	£408,058	£644,863
30%	70%	£14,703	£228,693	£3,413	£224,431
35%	70%	£-390,747	£-192,043	£-401,230	£-196,001
40%	70%	£-796,198	£-612,779	£-805,875	£-616,431
45%	70%	£-1,201,649	£-1,033,515	£-1,210,519	£-1,036,863
50%	70%	£-1,607,100	£-1,454,251	£-1,615,164	£-1,457,294
100%	70%	£-5,721,149	£-5,721,149	£-5,721,149	£-5,721,149

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,784,876	£4,090,575	£3,768,748	£4,084,486
10%	70%	£2,973,974	£3,249,103	£2,959,459	£3,243,624
15%	70%	£2,568,524	£2,828,367	£2,554,814	£2,823,193
20%	70%	£2,163,073	£2,407,631	£2,150,170	£2,402,761
25%	70%	£1,757,622	£1,986,896	£1,745,526	£1,982,330
30%	70%	£1,352,171	£1,566,160	£1,340,881	£1,561,899
35%	70%	£946,720	£1,145,424	£936,237	£1,141,467
40%	70%	£541,269	£724,688	£531,592	£721,036
45%	70%	£135,818	£303,952	£126,948	£300,604
50%	70%	£-269,633	£-116,783	£-277,696	£-119,827
100%	70%	£-4,383,682	£-4,383,682	£-4,383,682	£-4,383,682

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	No
Value Area	£725 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,106,821	£4,412,519	£4,090,692	£4,406,432
10%	70%	£3,330,028	£3,605,156	£3,315,512	£3,599,678
15%	70%	£2,941,631	£3,201,475	£2,927,923	£3,196,301
20%	70%	£2,553,235	£2,797,794	£2,540,332	£2,792,924
25%	70%	£2,164,838	£2,394,112	£2,152,742	£2,389,547
30%	70%	£1,776,442	£1,990,431	£1,765,153	£1,986,169
35%	70%	£1,388,045	£1,586,750	£1,377,562	£1,582,793
40%	70%	£999,649	£1,183,068	£989,972	£1,179,416
45%	70%	£611,252	£779,387	£602,382	£776,038
50%	70%	£222,856	£375,705	£214,792	£372,662
100%	70%	-£3,720,986	-£3,720,986	-£3,720,986	-£3,720,986

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£36,837	£268,861	-£52,966	£262,774
10%	70%	-£813,630	-£538,502	-£828,145	-£543,980
15%	70%	-£1,202,026	-£942,182	-£1,215,735	-£947,357
20%	70%	-£1,590,423	-£1,345,864	-£1,603,325	-£1,350,733
25%	70%	-£1,978,819	-£1,749,545	-£1,990,916	-£1,754,111
30%	70%	-£2,367,216	-£2,153,226	-£2,378,505	-£2,157,488
35%	70%	-£2,755,612	-£2,556,908	-£2,766,095	-£2,560,864
40%	70%	-£3,144,009	-£2,960,589	-£3,153,686	-£2,964,242
45%	70%	-£3,532,405	-£3,364,271	-£3,541,275	-£3,367,619
50%	70%	-£3,920,802	-£3,767,952	-£3,928,865	-£3,770,996
100%	70%	-£7,864,644	-£7,864,644	-£7,864,644	-£7,864,644

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,511,907	£1,817,605	£1,495,778	£1,811,518
10%	70%	£735,114	£1,010,242	£720,598	£1,004,764
15%	70%	£346,717	£606,561	£333,009	£601,387
20%	70%	-£41,679	£202,880	-£54,582	£198,010
25%	70%	-£430,076	-£200,801	-£442,172	-£205,367
30%	70%	-£818,472	-£604,483	-£829,761	-£608,745
35%	70%	-£1,206,869	-£1,008,164	-£1,217,352	-£1,012,121
40%	70%	-£1,595,265	-£1,411,846	-£1,604,942	-£1,415,498
45%	70%	-£1,983,662	-£1,815,527	-£1,992,532	-£1,818,876
50%	70%	-£2,372,058	-£2,219,209	-£2,380,122	-£2,222,252
100%	70%	-£6,315,900	-£6,315,900	-£6,315,900	-£6,315,900

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,085,736	£2,391,434	£2,069,607	£2,385,347
10%	70%	£1,308,943	£1,584,071	£1,294,427	£1,578,593
15%	70%	£920,546	£1,180,391	£906,838	£1,175,216
20%	70%	£532,150	£776,709	£519,248	£771,839
25%	70%	£143,753	£373,028	£131,657	£368,462
30%	70%	-£244,643	-£30,654	-£255,932	-£34,915
35%	70%	-£633,039	-£434,335	-£643,523	-£438,292
40%	70%	-£1,021,436	-£838,017	-£1,031,113	-£841,669
45%	70%	-£1,409,832	-£1,241,698	-£1,418,702	-£1,245,046
50%	70%	-£1,798,229	-£1,645,380	-£1,806,293	-£1,648,423
100%	70%	-£5,742,071	-£5,742,071	-£5,742,071	-£5,742,071

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,423,203	£3,728,902	£3,407,075	£3,722,814
10%	70%	£2,646,410	£2,921,539	£2,631,895	£2,916,061
15%	70%	£2,258,014	£2,517,858	£2,244,305	£2,512,683
20%	70%	£1,869,617	£2,114,177	£1,856,715	£2,109,307
25%	70%	£1,481,221	£1,710,495	£1,469,125	£1,705,929
30%	70%	£1,092,824	£1,306,814	£1,081,535	£1,302,552
35%	70%	£704,428	£903,132	£693,945	£899,176
40%	70%	£316,031	£499,451	£306,354	£495,798
45%	70%	-£72,365	£95,769	-£81,235	£92,421
50%	70%	-£460,761	-£307,912	-£468,825	-£310,955
100%	70%	-£4,404,604	-£4,404,604	-£4,404,604	-£4,404,604

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T2 - 30 Flats</b>	
No Units	<b>30</b>
Site Area	<b>0.15 Ha</b>

Value Area	<b>£700 pst</b>
Sales value inflation	<b>0%</b>
Build cost inflation	<b>0%</b>
Sensitivity testing Assumption	<b>None</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,745,149	£4,050,847	£3,729,020	£4,044,760
10%	70%	£3,002,077	£3,277,205	£2,987,561	£3,271,726
15%	70%	£2,630,541	£2,890,384	£2,616,832	£2,885,210
20%	70%	£2,259,005	£2,503,564	£2,246,102	£2,498,694
25%	70%	£1,887,469	£2,116,743	£1,875,372	£2,112,177
30%	70%	£1,515,933	£1,729,922	£1,504,643	£1,725,660
35%	70%	£1,144,397	£1,343,101	£1,133,914	£1,339,144
40%	70%	£772,861	£956,280	£763,184	£952,628
45%	70%	£401,325	£569,459	£392,454	£566,111
50%	70%	£29,789	£182,639	£21,725	£179,595
100%	70%	-£3,745,848	-£3,745,848	-£3,745,848	-£3,745,848

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

**£27,624,383**

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£398,509	-£92,811	-£414,638	-£98,898
10%	70%	-£1,141,581	-£866,452	-£1,156,096	-£871,931
15%	70%	-£1,513,116	-£1,253,273	-£1,526,826	-£1,258,448
20%	70%	-£1,884,652	-£1,640,094	-£1,897,555	-£1,644,964
25%	70%	-£2,256,189	-£2,026,915	-£2,268,285	-£2,031,480
30%	70%	-£2,627,725	-£2,413,736	-£2,639,015	-£2,417,997
35%	70%	-£2,999,261	-£2,800,556	-£3,009,744	-£2,804,514
40%	70%	-£3,370,796	-£3,187,377	-£3,380,473	-£3,191,030
45%	70%	-£3,742,332	-£3,574,198	-£3,751,203	-£3,577,546
50%	70%	-£4,113,868	-£3,961,019	-£4,121,933	-£3,964,063
100%	70%	-£7,889,506	-£7,889,506	-£7,889,506	-£7,889,506

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

**£17,299,427**

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,150,235	£1,455,933	£1,134,106	£1,449,846
10%	70%	£407,163	£682,291	£392,647	£676,812
15%	70%	£35,627	£295,470	£21,918	£290,296
20%	70%	-£335,909	-£91,350	-£348,812	-£96,220
25%	70%	-£707,445	-£478,171	-£719,542	-£482,737
30%	70%	-£1,078,981	-£864,992	-£1,090,271	-£869,254
35%	70%	-£1,450,517	-£1,251,813	-£1,461,000	-£1,255,770
40%	70%	-£1,822,053	-£1,638,634	-£1,831,730	-£1,642,286
45%	70%	-£2,193,589	-£2,025,455	-£2,202,460	-£2,028,803
50%	70%	-£2,565,125	-£2,412,275	-£2,573,189	-£2,415,319
100%	70%	-£6,340,762	-£6,340,762	-£6,340,762	-£6,340,762

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

**£13,473,898**

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,724,064	£2,029,762	£1,707,935	£2,023,675
10%	70%	£980,992	£1,256,121	£966,477	£1,250,642
15%	70%	£609,456	£869,300	£595,747	£864,125
20%	70%	£237,921	£482,479	£225,017	£477,609
25%	70%	-£133,616	£95,658	-£145,712	£91,092
30%	70%	-£505,152	-£291,163	-£516,442	-£295,424
35%	70%	-£876,688	-£677,984	-£887,171	-£681,941
40%	70%	-£1,248,224	-£1,064,804	-£1,257,901	-£1,068,457
45%	70%	-£1,619,759	-£1,451,625	-£1,628,630	-£1,454,973
50%	70%	-£1,991,295	-£1,838,446	-£1,999,360	-£1,841,490
100%	70%	-£5,766,933	-£5,766,933	-£5,766,933	-£5,766,933

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

**£4,557,449**

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,061,531	£3,367,230	£3,045,403	£3,361,142
10%	70%	£2,318,460	£2,593,588	£2,303,944	£2,588,109
15%	70%	£1,946,924	£2,206,767	£1,933,214	£2,201,592
20%	70%	£1,575,388	£1,819,946	£1,562,485	£1,815,077
25%	70%	£1,203,851	£1,433,125	£1,191,755	£1,428,560
30%	70%	£832,315	£1,046,305	£821,025	£1,042,043
35%	70%	£460,780	£659,484	£450,296	£655,526
40%	70%	£89,244	£272,663	£79,567	£269,011
45%	70%	-£282,292	-£114,158	-£291,163	-£117,506
50%	70%	-£653,828	-£500,979	-£661,893	-£504,023
100%	70%	-£4,429,465	-£4,429,465	-£4,429,465	-£4,429,465



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T2 - 30 Flats</b>	
No Units	30
Site Area	0.15 Ha

Grant Available	No
Value Area	£650 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,021,804	£3,327,502	£3,005,675	£3,321,415
10%	70%	£2,344,838	£2,619,966	£2,330,321	£2,614,487
15%	70%	£2,006,355	£2,266,198	£1,992,645	£2,261,023
20%	70%	£1,667,871	£1,912,430	£1,654,968	£1,907,559
25%	70%	£1,329,388	£1,558,661	£1,317,291	£1,554,096
30%	70%	£990,905	£1,204,893	£979,614	£1,200,632
35%	70%	£652,422	£851,125	£641,937	£847,168
40%	70%	£313,938	£497,357	£304,261	£493,704
45%	70%	-£24,947	£143,589	-£33,963	£140,240
50%	70%	-£368,965	-£213,616	-£377,162	-£216,710
100%	70%	-£3,809,158	-£3,809,158	-£3,809,158	-£3,809,158

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,121,854	-£816,155	-£1,137,983	-£822,243
10%	70%	-£1,798,820	-£1,523,692	-£1,813,336	-£1,529,171
15%	70%	-£2,137,303	-£1,877,460	-£2,151,012	-£1,882,634
20%	70%	-£2,475,787	-£2,231,228	-£2,488,689	-£2,236,098
25%	70%	-£2,814,270	-£2,584,997	-£2,826,366	-£2,589,561
30%	70%	-£3,152,753	-£2,938,765	-£3,164,043	-£2,943,025
35%	70%	-£3,491,236	-£3,292,533	-£3,501,720	-£3,296,489
40%	70%	-£3,829,720	-£3,646,301	-£3,839,397	-£3,649,953
45%	70%	-£4,168,204	-£4,000,069	-£4,177,620	-£4,003,417
50%	70%	-£4,512,623	-£4,357,274	-£4,520,820	-£4,360,368
100%	70%	-£7,952,815	-£7,952,815	-£7,952,815	-£7,952,815

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£426,890	£732,588	£410,761	£726,501
10%	70%	-£250,076	£25,052	-£264,593	£19,573
15%	70%	-£588,559	-£328,716	-£602,269	-£333,891
20%	70%	-£927,043	-£682,484	-£939,946	-£687,355
25%	70%	-£1,265,526	-£1,036,253	-£1,277,623	-£1,040,818
30%	70%	-£1,604,009	-£1,390,021	-£1,615,300	-£1,394,282
35%	70%	-£1,942,492	-£1,743,789	-£1,952,977	-£1,747,746
40%	70%	-£2,280,976	-£2,097,557	-£2,290,653	-£2,101,210
45%	70%	-£2,619,861	-£2,451,325	-£2,628,877	-£2,454,673
50%	70%	-£2,963,879	-£2,808,530	-£2,972,076	-£2,811,624
100%	70%	-£6,404,071	-£6,404,071	-£6,404,071	-£6,404,071

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,000,719	£1,306,417	£984,590	£1,300,330
10%	70%	£323,753	£598,881	£309,236	£593,402
15%	70%	-£14,730	£245,113	-£28,440	£239,938
20%	70%	-£353,214	-£108,655	-£366,116	-£113,526
25%	70%	-£691,697	-£462,424	-£703,793	-£466,989
30%	70%	-£1,030,180	-£816,192	-£1,041,470	-£820,452
35%	70%	-£1,368,663	-£1,169,960	-£1,379,147	-£1,173,916
40%	70%	-£1,707,147	-£1,523,728	-£1,716,824	-£1,527,380
45%	70%	-£2,046,031	-£1,877,496	-£2,055,047	-£1,880,844
50%	70%	-£2,390,050	-£2,234,701	-£2,398,247	-£2,237,795
100%	70%	-£5,830,242	-£5,830,242	-£5,830,242	-£5,830,242

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,338,186	£2,643,885	£2,322,058	£2,637,797
10%	70%	£1,661,220	£1,936,349	£1,646,704	£1,930,870
15%	70%	£1,322,737	£1,582,581	£1,309,028	£1,577,406
20%	70%	£984,253	£1,228,813	£971,351	£1,223,942
25%	70%	£645,770	£875,044	£633,674	£870,479
30%	70%	£307,287	£521,275	£295,997	£517,015
35%	70%	-£31,196	£167,507	-£41,680	£163,551
40%	70%	-£369,680	-£186,261	-£379,357	-£189,913
45%	70%	-£708,564	-£540,029	-£717,580	-£543,377
50%	70%	-£1,052,583	-£897,234	-£1,060,780	-£900,328
100%	70%	-£4,492,775	-£4,492,775	-£4,492,775	-£4,492,775

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	No
Value Area	£625 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,660,132	£2,965,830	£2,644,003	£2,959,742
10%	70%	£2,016,225	£2,291,354	£2,001,709	£2,285,875
15%	70%	£1,694,272	£1,954,116	£1,680,563	£1,948,941
20%	70%	£1,372,319	£1,616,877	£1,359,416	£1,612,008
25%	70%	£1,050,366	£1,279,639	£1,038,270	£1,275,074
30%	70%	£728,413	£942,401	£717,123	£938,141
35%	70%	£406,460	£605,163	£395,976	£601,207
40%	70%	£84,507	£267,926	£74,830	£264,273
45%	70%	£-241,330	£-70,447	£-250,346	£-73,849
50%	70%	£-568,549	£-413,200	£-576,745	£-416,293
100%	70%	£-3,840,736	£-3,840,736	£-3,840,736	£-3,840,736

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,483,526	£-1,177,827	£-1,499,654	£-1,183,916
10%	70%	£-2,127,432	£-1,852,304	£-2,141,949	£-1,857,783
15%	70%	£-2,449,385	£-2,189,542	£-2,463,095	£-2,194,717
20%	70%	£-2,771,338	£-2,526,780	£-2,784,242	£-2,531,650
25%	70%	£-3,093,291	£-2,864,018	£-3,105,388	£-2,868,584
30%	70%	£-3,415,245	£-3,201,256	£-3,426,535	£-3,205,517
35%	70%	£-3,737,198	£-3,538,494	£-3,747,682	£-3,542,451
40%	70%	£-4,059,151	£-3,875,732	£-4,068,828	£-3,879,385
45%	70%	£-4,384,988	£-4,214,104	£-4,394,003	£-4,217,507
50%	70%	£-4,712,206	£-4,556,858	£-4,720,402	£-4,559,950
100%	70%	£-7,984,394	£-7,984,394	£-7,984,394	£-7,984,394

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£65,218	£370,916	£49,089	£364,828
10%	70%	£-578,689	£-303,560	£-593,205	£-309,039
15%	70%	£-900,642	£-640,798	£-914,351	£-645,973
20%	70%	£-1,222,595	£-978,037	£-1,235,498	£-982,906
25%	70%	£-1,544,548	£-1,315,275	£-1,556,644	£-1,319,840
30%	70%	£-1,866,501	£-1,652,513	£-1,877,791	£-1,656,773
35%	70%	£-2,188,454	£-1,989,751	£-2,198,938	£-1,993,707
40%	70%	£-2,510,407	£-2,326,989	£-2,520,084	£-2,330,641
45%	70%	£-2,836,244	£-2,665,361	£-2,845,260	£-2,668,763
50%	70%	£-3,163,463	£-3,008,114	£-3,171,659	£-3,011,207
100%	70%	£-6,435,650	£-6,435,650	£-6,435,650	£-6,435,650

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£639,047	£944,745	£622,918	£938,657
10%	70%	£-4,859	£270,269	£-19,376	£264,790
15%	70%	£-326,812	£-66,969	£-340,522	£-72,144
20%	70%	£-648,766	£-404,207	£-661,669	£-409,077
25%	70%	£-970,719	£-741,445	£-982,815	£-746,011
30%	70%	£-1,292,672	£-1,078,684	£-1,303,962	£-1,082,944
35%	70%	£-1,614,625	£-1,415,922	£-1,625,109	£-1,419,878
40%	70%	£-1,936,578	£-1,753,159	£-1,946,255	£-1,756,812
45%	70%	£-2,262,415	£-2,091,531	£-2,271,431	£-2,094,934
50%	70%	£-2,589,634	£-2,434,285	£-2,597,830	£-2,437,378
100%	70%	£-5,861,821	£-5,861,821	£-5,861,821	£-5,861,821

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,976,514	£2,282,213	£1,960,386	£2,276,124
10%	70%	£1,332,608	£1,607,736	£1,318,092	£1,602,257
15%	70%	£1,010,655	£1,270,498	£996,946	£1,265,323
20%	70%	£688,702	£933,260	£675,798	£928,390
25%	70%	£366,749	£596,022	£354,652	£591,456
30%	70%	£44,796	£258,784	£33,505	£254,523
35%	70%	£-277,158	£-78,454	£-287,642	£-82,411
40%	70%	£-599,111	£-415,691	£-608,788	£-419,345
45%	70%	£-924,947	£-754,064	£-933,963	£-757,466
50%	70%	£-1,252,166	£-1,096,817	£-1,260,362	£-1,099,910
100%	70%	£-4,524,354	£-4,524,354	£-4,524,354	£-4,524,354

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	No
Value Area	£900psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,961,971	£11,656,413	£10,925,332	£11,642,585
10%	70%	£8,805,724	£9,430,722	£8,772,749	£9,418,276
15%	70%	£7,727,600	£8,317,876	£7,696,456	£8,306,122
20%	70%	£6,649,476	£7,205,030	£6,620,165	£7,193,967
25%	70%	£5,571,353	£6,092,184	£5,543,873	£6,081,813
30%	70%	£4,493,229	£4,979,339	£4,467,581	£4,969,659
35%	70%	£3,415,105	£3,866,493	£3,391,289	£3,857,504
40%	70%	£2,336,980	£2,753,647	£2,314,998	£2,745,350
45%	70%	£1,258,857	£1,640,801	£1,238,705	£1,633,195
50%	70%	£180,733	£527,955	£162,414	£521,041
100%	70%	-£10,773,877	-£10,773,877	-£10,773,877	-£10,773,877

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,674,783	£3,369,226	£2,638,145	£3,355,398
10%	70%	£518,536	£1,143,535	£485,561	£1,131,089
15%	70%	-£559,588	£30,689	-£590,731	£18,935
20%	70%	-£1,637,712	-£1,082,158	-£1,667,022	-£1,093,220
25%	70%	-£2,715,835	-£2,195,004	-£2,743,315	-£2,205,375
30%	70%	-£3,793,959	-£3,307,849	-£3,819,606	-£3,317,529
35%	70%	-£4,872,083	-£4,420,695	-£4,895,898	-£4,429,684
40%	70%	-£5,950,207	-£5,533,541	-£5,972,190	-£5,541,838
45%	70%	-£7,028,330	-£6,646,387	-£7,048,482	-£6,653,993
50%	70%	-£8,106,454	-£7,759,233	-£8,124,773	-£7,766,147
100%	70%	-£19,061,064	-£19,061,064	-£19,061,064	-£19,061,064

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,772,223	£6,466,665	£5,735,584	£6,452,837
10%	70%	£3,615,976	£4,240,974	£3,583,001	£4,228,528
15%	70%	£2,537,852	£3,128,128	£2,506,708	£3,116,374
20%	70%	£1,459,728	£2,015,282	£1,430,417	£2,004,219
25%	70%	£381,605	£902,436	£354,125	£892,065
30%	70%	-£696,520	-£210,409	-£722,167	-£220,089
35%	70%	-£1,774,644	-£1,323,255	-£1,798,459	-£1,332,244
40%	70%	-£2,852,768	-£2,436,101	-£2,874,750	-£2,444,398
45%	70%	-£3,930,891	-£3,548,948	-£3,951,043	-£3,556,554
50%	70%	-£5,009,015	-£4,661,794	-£5,027,334	-£4,668,708
100%	70%	-£15,963,625	-£15,963,625	-£15,963,625	-£15,963,625

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,919,864	£7,614,306	£6,883,225	£7,600,478
10%	70%	£4,763,617	£5,388,615	£4,730,641	£5,376,169
15%	70%	£3,685,492	£4,275,769	£3,654,349	£4,264,015
20%	70%	£2,607,368	£3,162,923	£2,578,058	£3,151,860
25%	70%	£1,529,245	£2,050,077	£1,501,765	£2,039,706
30%	70%	£451,121	£937,232	£425,474	£927,552
35%	70%	-£627,003	-£175,615	-£650,818	-£184,604
40%	70%	-£1,705,127	-£1,288,461	-£1,727,110	-£1,296,758
45%	70%	-£2,783,250	-£2,401,307	-£2,803,402	-£2,408,913
50%	70%	-£3,861,374	-£3,514,153	-£3,879,693	-£3,521,067
100%	70%	-£14,815,984	-£14,815,984	-£14,815,984	-£14,815,984

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,594,757	£10,289,200	£9,558,119	£10,275,372
10%	70%	£7,438,510	£8,063,509	£7,405,535	£8,051,063
15%	70%	£6,360,386	£6,950,662	£6,329,243	£6,938,908
20%	70%	£5,282,262	£5,837,816	£5,252,951	£5,826,753
25%	70%	£4,204,139	£4,724,970	£4,176,659	£4,714,599
30%	70%	£3,126,015	£3,612,125	£3,100,368	£3,602,445
35%	70%	£2,047,891	£2,499,279	£2,024,075	£2,490,290
40%	70%	£969,767	£1,386,433	£947,784	£1,378,136
45%	70%	-£108,356	£273,587	-£128,508	£265,981
50%	70%	-£1,186,480	£839,259	-£1,204,800	£846,173
100%	70%	-£12,141,090	-£12,141,090	-£12,141,090	-£12,141,090

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	No
Value Area	£865 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,883,766	£10,578,210	£9,847,128	£10,564,381
10%	70%	£7,831,929	£8,456,927	£7,798,955	£8,444,482
15%	70%	£6,806,010	£7,396,287	£6,774,868	£7,384,533
20%	70%	£5,780,092	£6,335,646	£5,750,781	£6,324,583
25%	70%	£4,754,173	£5,275,005	£4,726,694	£5,264,634
30%	70%	£3,728,255	£4,214,365	£3,702,607	£4,204,685
35%	70%	£2,702,336	£3,153,724	£2,678,520	£3,144,735
40%	70%	£1,676,417	£2,093,083	£1,654,434	£2,084,785
45%	70%	£650,499	£1,032,442	£630,348	£1,024,837
50%	70%	£-381,560	£-28,659	£-400,179	£-35,687
100%	70%	£-10,808,537	£-10,808,537	£-10,808,537	£-10,808,537

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,596,579	£2,291,022	£1,559,940	£2,277,193
10%	70%	£-455,258	£169,740	£-488,233	£157,295
15%	70%	£-1,481,177	£-890,901	£-1,512,319	£-902,655
20%	70%	£-2,507,096	£-1,951,541	£-2,536,406	£-1,962,604
25%	70%	£-3,533,014	£-3,012,182	£-3,560,493	£-3,022,553
30%	70%	£-4,558,933	£-4,072,823	£-4,584,580	£-4,082,503
35%	70%	£-5,584,852	£-5,133,463	£-5,608,667	£-5,142,452
40%	70%	£-6,610,770	£-6,194,104	£-6,632,753	£-6,202,402
45%	70%	£-7,636,689	£-7,254,746	£-7,656,840	£-7,262,351
50%	70%	£-8,662,608	£-8,315,847	£-8,682,367	£-8,322,875
100%	70%	£-19,095,724	£-19,095,724	£-19,095,724	£-19,095,724

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,694,018	£5,388,462	£4,657,380	£5,374,633
10%	70%	£2,642,181	£3,267,179	£2,609,207	£3,254,734
15%	70%	£1,616,262	£2,206,539	£1,585,120	£2,194,785
20%	70%	£590,344	£1,145,898	£561,033	£1,134,835
25%	70%	£-435,575	£85,257	£-463,054	£74,886
30%	70%	£-1,461,494	£-975,383	£-1,487,141	£-985,063
35%	70%	£-2,487,412	£-2,036,024	£-2,511,228	£-2,045,013
40%	70%	£-3,513,331	£-3,096,665	£-3,535,314	£-3,104,963
45%	70%	£-4,539,250	£-4,157,306	£-4,559,401	£-4,164,911
50%	70%	£-5,571,308	£-5,218,408	£-5,589,928	£-5,225,436
100%	70%	£-15,998,285	£-15,998,285	£-15,998,285	£-15,998,285

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,841,659	£6,536,102	£5,805,020	£6,522,273
10%	70%	£3,789,822	£4,414,820	£3,756,848	£4,402,375
15%	70%	£2,763,903	£3,354,179	£2,732,761	£3,342,425
20%	70%	£1,737,984	£2,293,539	£1,708,674	£2,282,476
25%	70%	£712,066	£1,232,898	£684,587	£1,222,527
30%	70%	£-313,853	£172,257	£-339,500	£162,577
35%	70%	£-1,339,771	£-888,383	£-1,363,567	£-897,372
40%	70%	£-2,365,690	£-1,949,024	£-2,387,673	£-1,957,322
45%	70%	£-3,391,609	£-3,009,666	£-3,411,760	£-3,017,270
50%	70%	£-4,423,667	£-4,070,767	£-4,442,287	£-4,077,795
100%	70%	£-14,850,644	£-14,850,644	£-14,850,644	£-14,850,644

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,516,553	£9,210,996	£8,479,914	£9,197,167
10%	70%	£6,464,715	£7,089,714	£6,431,741	£7,077,269
15%	70%	£5,438,797	£6,029,073	£5,407,654	£6,017,319
20%	70%	£4,412,878	£4,968,432	£4,383,567	£4,957,369
25%	70%	£3,386,960	£3,907,792	£3,359,481	£3,897,421
30%	70%	£2,361,041	£2,847,151	£2,335,394	£2,837,471
35%	70%	£1,335,122	£1,786,510	£1,311,307	£1,777,521
40%	70%	£309,204	£725,870	£287,221	£717,572
45%	70%	£-716,715	£-334,772	£-736,866	£-342,377
50%	70%	£-1,748,774	£-1,395,873	£-1,767,393	£-1,402,901
100%	70%	£-12,175,751	£-12,175,751	£-12,175,751	£-12,175,751

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	No
Value Area	£825 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,651,533	£9,345,976	£8,614,894	£9,332,147
10%	70%	£6,717,913	£7,342,911	£6,684,938	£7,330,465
15%	70%	£5,751,102	£6,341,379	£5,719,960	£6,329,625
20%	70%	£4,784,293	£5,339,847	£4,754,981	£5,328,784
25%	70%	£3,817,482	£4,338,314	£3,790,003	£4,327,943
30%	70%	£2,850,672	£3,336,782	£2,825,025	£3,327,102
35%	70%	£1,883,862	£2,335,249	£1,860,047	£2,326,261
40%	70%	£917,051	£1,333,717	£895,068	£1,325,419
45%	70%	£-50,573	£332,185	£-71,053	£324,579
50%	70%	£-1,033,195	£-680,295	£-1,051,815	£-687,323
100%	70%	£-10,859,420	£-10,859,420	£-10,859,420	£-10,859,420

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£364,345	£1,058,789	£327,707	£1,044,960
10%	70%	£-1,569,274	£-944,276	£-1,602,249	£-956,722
15%	70%	£-2,536,085	£-1,945,809	£-2,567,228	£-1,957,563
20%	70%	£-3,502,895	£-2,947,341	£-3,532,207	£-2,958,404
25%	70%	£-4,469,706	£-3,948,874	£-4,497,185	£-3,959,245
30%	70%	£-5,436,516	£-4,950,405	£-5,462,163	£-4,960,085
35%	70%	£-6,403,325	£-5,951,938	£-6,427,141	£-5,960,926
40%	70%	£-7,370,136	£-6,953,470	£-7,392,119	£-6,961,768
45%	70%	£-8,337,760	£-7,955,003	£-8,358,241	£-7,962,609
50%	70%	£-9,305,383	£-8,956,536	£-9,326,312	£-8,963,450
100%	70%	£-19,146,608	£-19,146,608	£-19,146,608	£-19,146,608

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,461,785	£4,156,228	£3,425,146	£4,142,399
10%	70%	£1,528,165	£2,153,163	£1,495,190	£2,140,717
15%	70%	£561,354	£1,151,631	£530,212	£1,139,877
20%	70%	£-405,456	£150,099	£-434,767	£139,036
25%	70%	£-1,372,266	£-851,434	£-1,399,745	£-861,805
30%	70%	£-2,339,076	£-1,852,966	£-2,364,723	£-1,862,646
35%	70%	£-3,305,886	£-2,854,499	£-3,329,702	£-2,863,487
40%	70%	£-4,272,697	£-3,856,031	£-4,294,680	£-3,864,329
45%	70%	£-5,240,321	£-4,857,564	£-5,260,802	£-4,865,170
50%	70%	£-6,222,943	£-5,859,097	£-6,241,563	£-5,877,071
100%	70%	£-16,049,169	£-16,049,169	£-16,049,169	£-16,049,169

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,609,425	£5,303,869	£4,572,787	£5,290,040
10%	70%	£2,675,806	£3,300,804	£2,642,831	£3,288,358
15%	70%	£1,708,995	£2,299,271	£1,677,853	£2,287,517
20%	70%	£742,185	£1,297,739	£712,874	£1,286,677
25%	70%	£-224,626	£296,207	£-252,105	£285,836
30%	70%	£-1,191,435	£-705,325	£-1,217,083	£-715,005
35%	70%	£-2,158,245	£-1,706,858	£-2,182,061	£-1,715,846
40%	70%	£-3,125,055	£-2,708,390	£-3,147,039	£-2,716,688
45%	70%	£-4,092,865	£-3,709,923	£-4,113,161	£-3,717,529
50%	70%	£-5,075,303	£-4,722,402	£-5,093,922	£-4,729,430
100%	70%	£-14,901,528	£-14,901,528	£-14,901,528	£-14,901,528

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,284,319	£7,978,763	£7,247,681	£7,964,934
10%	70%	£5,350,700	£5,975,698	£5,317,724	£5,963,252
15%	70%	£4,383,889	£4,974,165	£4,352,746	£4,962,411
20%	70%	£3,417,079	£3,972,633	£3,387,767	£3,961,570
25%	70%	£2,450,268	£2,971,100	£2,422,789	£2,960,729
30%	70%	£1,483,458	£1,969,568	£1,457,811	£1,959,888
35%	70%	£516,648	£968,036	£492,833	£959,048
40%	70%	£-450,162	£-33,496	£-472,145	£-41,794
45%	70%	£-1,417,786	£-1,035,029	£-1,438,267	£-1,042,635
50%	70%	£-2,400,409	£-2,047,508	£-2,419,028	£-2,054,536
100%	70%	£-12,226,634	£-12,226,634	£-12,226,634	£-12,226,634

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	No
Value Area	£800 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,881,387	£8,575,830	£7,844,748	£8,562,001
10%	70%	£6,020,396	£6,645,395	£5,987,422	£6,632,949
15%	70%	£5,089,901	£5,680,177	£5,058,759	£5,668,423
20%	70%	£4,159,406	£4,714,960	£4,130,094	£4,703,897
25%	70%	£3,228,910	£3,749,742	£3,201,431	£3,739,371
30%	70%	£2,298,415	£2,784,525	£2,272,768	£2,774,845
35%	70%	£1,367,920	£1,819,307	£1,344,104	£1,810,319
40%	70%	£437,424	£854,090	£415,441	£845,793
45%	70%	£-501,136	£-112,946	£-521,616	£-120,676
50%	70%	£-1,446,850	£-1,093,949	£-1,465,468	£-1,100,977
100%	70%	£-10,903,987	£-10,903,987	£-10,903,987	£-10,903,987

Residual Land values compared to benchmark land values  
 Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-405,800	£288,643	£-442,439	£274,814
10%	70%	£-2,266,792	£-1,641,792	£-2,299,766	£-1,654,238
15%	70%	£-3,197,287	£-2,607,010	£-3,228,429	£-2,618,764
20%	70%	£-4,127,782	£-3,572,227	£-4,157,093	£-3,583,290
25%	70%	£-5,058,278	£-4,537,445	£-5,085,757	£-4,547,816
30%	70%	£-5,988,773	£-5,502,662	£-6,014,420	£-5,512,342
35%	70%	£-6,919,268	£-6,467,881	£-6,943,083	£-6,476,869
40%	70%	£-7,849,764	£-7,433,098	£-7,871,747	£-7,441,395
45%	70%	£-8,780,260	£-8,398,315	£-8,801,251	£-8,316,921
50%	70%	£-9,710,756	£-9,363,532	£-9,732,755	£-9,282,447
100%	70%	£-19,191,175	£-19,191,175	£-19,191,175	£-19,191,175

Residual Land values compared to benchmark land values  
 Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,691,639	£3,386,082	£2,655,000	£3,372,253
10%	70%	£830,648	£1,455,647	£797,674	£1,443,201
15%	70%	£-99,847	£490,429	£-130,990	£478,675
20%	70%	£-1,030,342	£-474,788	£-1,059,654	£-485,851
25%	70%	£-1,960,838	£-1,440,006	£-1,988,317	£-1,450,377
30%	70%	£-2,891,333	£-2,405,223	£-2,916,981	£-2,414,903
35%	70%	£-3,821,828	£-3,370,441	£-3,845,644	£-3,379,429
40%	70%	£-4,752,324	£-4,335,658	£-4,774,307	£-4,343,955
45%	70%	£-5,682,820	£-5,300,875	£-5,701,364	£-5,310,424
50%	70%	£-6,613,316	£-6,266,092	£-6,632,921	£-6,225,950
100%	70%	£-16,093,735	£-16,093,735	£-16,093,735	£-16,093,735

Residual Land values compared to benchmark land values  
 Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,839,280	£4,533,723	£3,802,641	£4,519,894
10%	70%	£1,978,289	£2,603,288	£1,945,315	£2,590,842
15%	70%	£1,047,794	£1,638,070	£1,016,651	£1,626,316
20%	70%	£117,299	£672,853	£87,987	£661,790
25%	70%	£-813,197	£-292,365	£-840,676	£-302,736
30%	70%	£-1,743,693	£-1,257,582	£-1,769,340	£-1,267,262
35%	70%	£-2,674,188	£-2,222,800	£-2,698,003	£-2,231,788
40%	70%	£-3,604,684	£-3,188,017	£-3,626,666	£-3,196,314
45%	70%	£-4,535,180	£-4,153,234	£-4,553,723	£-4,162,783
50%	70%	£-5,465,676	£-5,118,451	£-5,481,281	£-5,078,311
100%	70%	£-14,946,094	£-14,946,094	£-14,946,094	£-14,946,094

Residual Land values compared to benchmark land values  
 Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,514,173	£7,208,617	£6,477,535	£7,194,788
10%	70%	£4,653,182	£5,278,182	£4,620,208	£5,265,736
15%	70%	£3,722,687	£4,312,964	£3,691,545	£4,301,210
20%	70%	£2,792,192	£3,347,747	£2,762,881	£3,336,684
25%	70%	£1,861,696	£2,382,528	£1,834,217	£2,372,157
30%	70%	£931,201	£1,417,311	£905,554	£1,407,631
35%	70%	£706	£452,093	£-23,109	£443,105
40%	70%	£-929,790	£-513,124	£-951,773	£-521,421
45%	70%	£-1,860,286	£-1,480,159	£-1,888,830	£-1,487,889
50%	70%	£-2,790,782	£-2,407,193	£-2,812,381	£-2,414,948
100%	70%	£-12,271,201	£-12,271,201	£-12,271,201	£-12,271,201

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	No
Value Area	£750 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,341,096	£7,035,538	£6,304,457	£7,021,709
10%	70%	£4,625,399	£5,250,397	£4,592,423	£5,237,951
15%	70%	£3,767,551	£4,357,827	£3,736,407	£4,346,072
20%	70%	£2,909,701	£3,465,256	£2,880,391	£3,454,193
25%	70%	£2,051,853	£2,572,686	£2,024,375	£2,562,314
30%	70%	£1,194,005	£1,680,115	£1,168,358	£1,670,435
35%	70%	£336,156	£787,545	£312,342	£778,556
40%	70%	£-530,224	£-106,744	£-552,567	£-115,176
45%	70%	£-1,402,102	£-1,013,912	£-1,422,583	£-1,021,642
50%	70%	£-2,273,981	£-1,921,081	£-2,292,600	£-1,928,108
100%	70%	£-10,992,767	£-10,992,767	£-10,992,767	£-10,992,767

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,946,092	£-1,251,650	£-1,982,730	£-1,265,478
10%	70%	£-3,661,789	£-3,036,791	£-3,694,764	£-3,049,237
15%	70%	£-4,519,637	£-3,929,361	£-4,550,780	£-3,941,116
20%	70%	£-5,377,486	£-4,821,932	£-5,406,797	£-4,832,995
25%	70%	£-6,235,334	£-5,714,502	£-6,262,813	£-5,724,874
30%	70%	£-7,093,182	£-6,607,073	£-7,118,829	£-6,616,753
35%	70%	£-7,951,031	£-7,499,643	£-7,974,846	£-7,508,632
40%	70%	£-8,811,412	£-8,393,931	£-8,839,754	£-8,402,363
45%	70%	£-9,689,290	£-9,301,099	£-9,709,771	£-9,308,829
50%	70%	£-10,561,168	£-10,208,268	£-10,579,787	£-10,215,295
100%	70%	£-19,279,954	£-19,279,954	£-19,279,954	£-19,279,954

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,151,348	£1,845,790	£1,114,709	£1,831,961
10%	70%	£-564,350	£60,649	£-597,325	£48,203
15%	70%	£-1,422,198	£-831,921	£-1,453,341	£-843,676
20%	70%	£-2,280,047	£-1,724,492	£-2,309,357	£-1,735,555
25%	70%	£-3,137,895	£-2,617,062	£-3,165,374	£-2,627,434
30%	70%	£-3,995,743	£-3,509,633	£-4,021,390	£-3,519,313
35%	70%	£-4,853,592	£-4,402,204	£-4,877,406	£-4,411,193
40%	70%	£-5,711,972	£-5,296,492	£-5,742,315	£-5,304,924
45%	70%	£-6,591,851	£-6,203,660	£-6,612,331	£-6,211,390
50%	70%	£-7,463,729	£-7,110,829	£-7,482,348	£-7,117,856
100%	70%	£-16,182,515	£-16,182,515	£-16,182,515	£-16,182,515

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,298,988	£2,993,431	£2,262,350	£2,979,602
10%	70%	£583,291	£1,208,290	£550,316	£1,195,844
15%	70%	£-274,557	£315,720	£-305,700	£303,965
20%	70%	£-1,132,406	£-576,852	£-1,161,716	£-587,915
25%	70%	£-1,990,254	£-1,469,422	£-2,017,733	£-1,479,794
30%	70%	£-2,848,102	£-2,361,993	£-2,873,749	£-2,371,673
35%	70%	£-3,705,951	£-3,254,563	£-3,729,765	£-3,263,552
40%	70%	£-4,572,332	£-4,148,851	£-4,594,874	£-4,157,283
45%	70%	£-5,444,210	£-5,056,019	£-5,464,691	£-5,063,749
50%	70%	£-6,316,088	£-5,963,188	£-6,334,707	£-5,970,215
100%	70%	£-15,034,874	£-15,034,874	£-15,034,874	£-15,034,874

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,973,882	£5,668,324	£4,937,243	£5,654,495
10%	70%	£3,258,185	£3,883,183	£3,225,210	£3,870,737
15%	70%	£2,400,337	£2,990,613	£2,369,193	£2,978,858
20%	70%	£1,542,488	£2,098,042	£1,513,177	£2,086,979
25%	70%	£684,640	£1,205,472	£657,161	£1,195,100
30%	70%	£-173,208	£312,901	£-198,855	£303,221
35%	70%	£-1,031,057	£-579,669	£-1,054,872	£-588,658
40%	70%	£-1,897,438	£-1,473,958	£-1,919,780	£-1,482,390
45%	70%	£-2,769,316	£-2,381,126	£-2,789,797	£-2,388,856
50%	70%	£-3,641,194	£-3,288,295	£-3,659,814	£-3,295,322
100%	70%	£-12,359,981	£-12,359,981	£-12,359,981	£-12,359,981

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	No
Value Area	£725 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,570,949	£6,265,392	£5,534,310	£6,251,563
10%	70%	£3,927,847	£4,552,846	£3,894,872	£4,540,400
15%	70%	£3,106,297	£3,696,573	£3,075,153	£3,684,819
20%	70%	£2,284,746	£2,840,300	£2,255,434	£2,829,237
25%	70%	£1,463,194	£1,984,026	£1,435,715	£1,973,655
30%	70%	£641,643	£1,127,754	£615,996	£1,118,074
35%	70%	£182,850	£271,481	£207,054	£262,492
40%	70%	£1,017,837	£594,357	£1,040,180	£602,790
45%	70%	£1,852,825	£1,464,635	£1,873,305	£1,472,365
50%	70%	£2,687,812	£2,334,912	£2,706,431	£2,341,939
100%	70%	£11,037,687	£11,037,687	£11,037,687	£11,037,687

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,716,239	£2,021,795	£2,752,877	£2,035,624
10%	70%	£4,359,340	£3,734,342	£4,392,315	£3,746,788
15%	70%	£5,180,891	£4,590,615	£5,212,034	£4,602,368
20%	70%	£6,002,442	£5,446,887	£6,031,753	£5,457,950
25%	70%	£6,823,993	£6,303,161	£6,851,472	£6,313,532
30%	70%	£7,645,544	£7,159,434	£7,671,191	£7,169,114
35%	70%	£8,467,095	£8,015,707	£8,494,241	£8,024,696
40%	70%	£9,288,646	£8,871,980	£9,327,367	£8,889,978
45%	70%	£10,110,197	£9,728,253	£10,160,492	£9,759,552
50%	70%	£10,931,748	£10,584,526	£10,993,619	£10,629,127
100%	70%	£19,324,875	£19,324,875	£19,324,875	£19,324,875

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£381,201	£1,075,644	£344,562	£1,061,815
10%	70%	£1,261,901	£636,902	£1,294,876	£649,348
15%	70%	£2,083,451	£1,493,175	£2,114,595	£1,504,929
20%	70%	£2,905,001	£2,349,448	£2,934,314	£2,360,511
25%	70%	£3,726,551	£3,205,722	£3,754,033	£3,216,093
30%	70%	£4,548,101	£4,061,994	£4,573,752	£4,071,674
35%	70%	£5,369,651	£4,918,267	£5,396,802	£4,927,256
40%	70%	£6,191,201	£5,774,540	£6,229,928	£5,792,538
45%	70%	£7,012,751	£6,630,813	£7,063,053	£6,662,113
50%	70%	£7,834,301	£7,487,086	£7,896,179	£7,531,687
100%	70%	£16,227,435	£16,227,435	£16,227,435	£16,227,435

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,528,842	£2,223,285	£1,492,203	£2,209,456
10%	70%	£1,114,260	£510,738	£1,147,235	£498,292
15%	70%	£935,811	£345,534	£966,954	£357,288
20%	70%	£1,757,361	£1,201,807	£1,786,673	£1,212,870
25%	70%	£2,578,911	£2,058,081	£2,606,392	£2,068,452
30%	70%	£3,400,461	£2,914,354	£3,426,111	£2,924,034
35%	70%	£4,222,011	£3,770,626	£4,249,161	£3,779,615
40%	70%	£5,043,561	£4,626,899	£5,082,287	£4,644,897
45%	70%	£5,865,111	£5,483,171	£5,915,412	£5,514,472
50%	70%	£6,686,661	£6,339,444	£6,748,538	£6,384,046
100%	70%	£15,079,794	£15,079,794	£15,079,794	£15,079,794

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,203,735	£4,898,179	£4,167,097	£4,884,350
10%	70%	£2,560,634	£3,185,632	£2,527,659	£3,173,186
15%	70%	£1,739,083	£2,329,359	£1,707,940	£2,317,605
20%	70%	£917,532	£1,473,087	£888,221	£1,462,024
25%	70%	£95,981	£616,813	£68,502	£606,442
30%	70%	£725,570	£239,460	£751,217	£249,140
35%	70%	£1,550,063	£1,095,733	£1,574,267	£1,104,722
40%	70%	£2,385,051	£1,961,571	£2,407,394	£1,970,004
45%	70%	£3,220,039	£2,831,848	£3,240,519	£2,839,578
50%	70%	£4,055,025	£3,702,126	£4,073,645	£3,709,153
100%	70%	£12,404,901	£12,404,901	£12,404,901	£12,404,901



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

Value Area £700 pst

No Units	65
Site Area	0.3 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,800,803	£5,495,247	£4,764,165	£5,481,418
10%	70%	£3,229,464	£3,854,462	£3,196,490	£3,842,017
15%	70%	£2,443,795	£3,034,071	£2,412,651	£3,022,317
20%	70%	£1,658,124	£2,213,679	£1,628,814	£2,202,616
25%	70%	£872,455	£1,393,287	£844,976	£1,382,915
30%	70%	£86,786	£572,895	£61,139	£563,215
35%	70%	£-710,315	£-251,544	£-734,519	£-260,680
40%	70%	£-1,508,834	£-1,085,354	£-1,531,177	£-1,093,786
45%	70%	£-2,307,354	£-1,919,163	£-2,327,835	£-1,926,893
50%	70%	£-3,105,873	£-2,752,972	£-3,124,492	£-2,760,000
100%	70%	£-11,091,067	£-11,091,067	£-11,091,067	£-11,091,067

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-3,486,384	£-2,791,941	£-3,523,023	£-2,805,770
10%	70%	£-5,057,724	£-4,432,725	£-5,090,698	£-4,445,170
15%	70%	£-5,843,393	£-5,253,117	£-5,874,536	£-5,264,871
20%	70%	£-6,629,063	£-6,073,509	£-6,658,374	£-6,084,572
25%	70%	£-7,414,732	£-6,893,900	£-7,442,211	£-6,904,272
30%	70%	£-8,200,402	£-7,714,292	£-8,226,049	£-7,723,972
35%	70%	£-8,987,502	£-8,538,732	£-9,021,707	£-8,547,868
40%	70%	£-9,796,021	£-9,372,542	£-9,818,365	£-9,380,974
45%	70%	£-10,594,541	£-10,206,351	£-10,615,022	£-10,214,081
50%	70%	£-11,393,060	£-11,040,160	£-11,411,680	£-11,047,188
100%	70%	£-19,378,255	£-19,378,255	£-19,378,255	£-19,378,255

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-388,945	£305,498	£-425,584	£291,669
10%	70%	£-1,960,284	£-1,335,286	£-1,993,258	£-1,347,731
15%	70%	£-2,745,954	£-2,155,677	£-2,777,097	£-2,167,431
20%	70%	£-3,531,624	£-2,976,070	£-3,560,934	£-2,987,133
25%	70%	£-4,317,293	£-3,796,461	£-4,344,772	£-3,806,833
30%	70%	£-5,102,962	£-4,616,853	£-5,128,609	£-4,626,533
35%	70%	£-5,900,063	£-5,441,292	£-5,924,268	£-5,450,428
40%	70%	£-6,698,582	£-6,275,102	£-6,720,925	£-6,283,534
45%	70%	£-7,497,102	£-7,108,911	£-7,517,583	£-7,116,641
50%	70%	£-8,295,621	£-7,942,720	£-8,314,240	£-7,949,748
100%	70%	£-16,280,815	£-16,280,815	£-16,280,815	£-16,280,815

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£758,696	£1,453,139	£722,057	£1,439,310
10%	70%	£-812,644	£-187,645	£-845,618	£-200,090
15%	70%	£-1,598,313	£-1,008,036	£-1,629,456	£-1,019,790
20%	70%	£-2,383,983	£-1,828,429	£-2,413,294	£-1,839,492
25%	70%	£-3,169,652	£-2,648,820	£-3,197,131	£-2,659,192
30%	70%	£-3,955,321	£-3,469,212	£-3,980,969	£-3,478,892
35%	70%	£-4,752,422	£-4,293,652	£-4,776,627	£-4,302,788
40%	70%	£-5,550,941	£-5,127,462	£-5,573,284	£-5,135,894
45%	70%	£-6,349,461	£-5,961,271	£-6,369,942	£-5,969,001
50%	70%	£-7,147,980	£-6,795,080	£-7,166,600	£-6,802,108
100%	70%	£-15,133,175	£-15,133,175	£-15,133,175	£-15,133,175

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,433,590	£4,128,033	£3,396,951	£4,114,204
10%	70%	£1,862,250	£2,487,248	£1,829,276	£2,474,803
15%	70%	£1,076,581	£1,666,857	£1,045,437	£1,655,103
20%	70%	£290,911	£846,465	£261,600	£835,402
25%	70%	£-494,759	£26,074	£-522,258	£15,702
30%	70%	£-1,280,428	£-794,319	£-1,306,075	£-803,999
35%	70%	£-2,077,528	£-1,618,758	£-2,101,733	£-1,627,894
40%	70%	£-2,876,047	£-2,452,568	£-2,898,391	£-2,461,000
45%	70%	£-3,674,567	£-3,286,377	£-3,695,048	£-3,294,107
50%	70%	£-4,473,087	£-4,120,186	£-4,491,706	£-4,127,214
100%	70%	£-12,458,281	£-12,458,281	£-12,458,281	£-12,458,281

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	No
Value Area	£650 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,260,512	£3,954,954	£3,223,873	£3,941,125
10%	70%	£1,829,827	£2,454,826	£1,796,853	£2,442,380
15%	70%	£1,114,485	£1,704,761	£1,083,342	£1,693,007
20%	70%	£399,143	£954,697	£369,832	£943,634
25%	70%	-£321,371	£204,633	-£349,299	£194,261
30%	70%	-£1,048,412	-£554,352	-£1,074,479	-£564,190
35%	70%	-£1,775,454	-£1,316,683	-£1,799,659	-£1,325,819
40%	70%	-£2,502,496	-£2,079,016	-£2,524,839	-£2,087,448
45%	70%	-£3,229,538	-£2,841,347	-£3,250,018	-£2,849,077
50%	70%	-£3,956,579	-£3,603,678	-£3,975,198	-£3,610,706
100%	70%	-£11,226,995	-£11,226,995	-£11,226,995	-£11,226,995

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£5,026,676	-£4,332,233	-£5,063,314	-£4,346,062
10%	70%	-£6,457,361	-£5,832,362	-£6,490,335	-£5,844,807
15%	70%	-£7,172,702	-£6,582,426	-£7,203,846	-£6,594,180
20%	70%	-£7,888,045	-£7,332,491	-£7,917,356	-£7,343,554
25%	70%	-£8,608,558	-£8,082,554	-£8,636,486	-£8,092,926
30%	70%	-£9,335,600	-£8,841,540	-£9,361,666	-£8,851,378
35%	70%	-£10,062,641	-£9,603,871	-£10,086,846	-£9,613,007
40%	70%	-£10,789,684	-£10,366,203	-£10,812,026	-£10,374,635
45%	70%	-£11,516,725	-£11,128,534	-£11,537,206	-£11,136,265
50%	70%	-£12,243,766	-£11,890,866	-£12,262,386	-£11,897,894
100%	70%	-£19,514,183	-£19,514,183	-£19,514,183	-£19,514,183

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,929,236	-£1,234,794	-£1,965,875	-£1,248,623
10%	70%	-£3,359,921	-£2,734,922	-£3,392,896	-£2,747,368
15%	70%	-£4,075,263	-£3,484,987	-£4,106,406	-£3,496,741
20%	70%	-£4,790,606	-£4,235,051	-£4,819,916	-£4,246,114
25%	70%	-£5,511,119	-£4,985,115	-£5,539,047	-£4,995,487
30%	70%	-£6,238,160	-£5,744,100	-£6,264,227	-£5,753,938
35%	70%	-£6,965,202	-£6,506,432	-£6,989,407	-£6,515,568
40%	70%	-£7,692,244	-£7,268,764	-£7,714,587	-£7,277,196
45%	70%	-£8,419,286	-£8,031,095	-£8,439,767	-£8,038,825
50%	70%	-£9,146,327	-£8,793,426	-£9,164,946	-£8,800,454
100%	70%	-£16,416,743	-£16,416,743	-£16,416,743	-£16,416,743

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£781,596	-£87,153	-£818,234	-£100,982
10%	70%	-£2,212,281	-£1,587,281	-£2,245,255	-£1,599,727
15%	70%	-£2,927,622	-£2,337,346	-£2,958,766	-£2,349,100
20%	70%	-£3,642,965	-£3,087,410	-£3,672,275	-£3,098,473
25%	70%	-£4,363,478	-£3,837,474	-£4,391,406	-£3,847,846
30%	70%	-£5,090,520	-£4,596,459	-£5,116,586	-£4,606,297
35%	70%	-£5,817,561	-£5,358,791	-£5,841,766	-£5,367,927
40%	70%	-£6,544,603	-£6,121,123	-£6,566,946	-£6,129,555
45%	70%	-£7,271,645	-£6,883,454	-£7,292,126	-£6,891,184
50%	70%	-£7,998,686	-£7,645,786	-£8,017,306	-£7,652,814
100%	70%	-£15,269,102	-£15,269,102	-£15,269,102	-£15,269,102

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,893,298	£2,587,740	£1,856,660	£2,573,911
10%	70%	£462,613	£1,087,612	£429,639	£1,075,166
15%	70%	-£252,729	£337,548	-£283,872	£325,794
20%	70%	-£968,071	-£412,517	-£997,382	-£423,580
25%	70%	-£1,688,584	-£1,162,580	-£1,716,513	-£1,172,952
30%	70%	-£2,415,626	-£1,921,566	-£2,441,692	-£1,931,404
35%	70%	-£3,142,667	-£2,683,897	-£3,166,872	-£2,693,033
40%	70%	-£3,869,710	-£3,446,229	-£3,892,052	-£3,454,661
45%	70%	-£4,596,751	-£4,208,561	-£4,617,232	-£4,216,291
50%	70%	-£5,323,793	-£4,970,892	-£5,342,412	-£4,977,920
100%	70%	-£12,594,209	-£12,594,209	-£12,594,209	-£12,594,209

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	No
Value Area	£625 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,490,365	£3,184,808	£2,453,726	£3,170,979
10%	70%	£1,130,025	£1,755,023	£1,097,050	£1,742,578
15%	70%	£449,855	£1,040,131	£418,711	£1,028,377
20%	70%	-£234,082	£325,239	-£263,873	£314,176
25%	70%	-£925,377	-£396,027	-£953,306	-£406,568
30%	70%	-£1,616,672	-£1,122,612	-£1,642,739	-£1,132,450
35%	70%	-£2,307,966	-£1,849,196	-£2,332,171	-£1,858,331
40%	70%	-£2,999,261	-£2,575,780	-£3,021,603	-£2,584,213
45%	70%	-£3,690,555	-£3,302,366	-£3,711,036	-£3,310,096
50%	70%	-£4,381,850	-£4,028,950	-£4,400,469	-£4,035,977
100%	70%	-£11,294,796	-£11,294,796	-£11,294,796	-£11,294,796

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£5,796,822	-£5,102,379	-£5,833,461	-£5,116,208
10%	70%	-£7,157,163	-£6,532,164	-£7,190,138	-£6,544,609
15%	70%	-£7,837,333	-£7,247,057	-£7,868,476	-£7,258,811
20%	70%	-£8,521,270	-£7,961,949	-£8,551,060	-£7,973,012
25%	70%	-£9,212,564	-£8,683,214	-£9,240,493	-£8,693,755
30%	70%	-£9,903,860	-£9,409,799	-£9,929,926	-£9,419,637
35%	70%	-£10,595,154	-£10,136,384	-£10,619,359	-£10,145,519
40%	70%	-£11,286,448	-£10,862,968	-£11,308,791	-£10,871,401
45%	70%	-£11,977,743	-£11,589,553	-£11,998,224	-£11,597,283
50%	70%	-£12,669,038	-£12,316,137	-£12,687,656	-£12,323,164
100%	70%	-£19,581,984	-£19,581,984	-£19,581,984	-£19,581,984

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£2,699,383	-£2,004,940	-£2,736,022	-£2,018,769
10%	70%	-£4,059,723	-£3,434,725	-£4,092,698	-£3,447,170
15%	70%	-£4,739,894	-£4,149,617	-£4,771,037	-£4,161,371
20%	70%	-£5,423,830	-£4,864,509	-£5,453,621	-£4,875,572
25%	70%	-£6,115,125	-£5,585,775	-£6,143,054	-£5,596,316
30%	70%	-£6,806,420	-£6,312,360	-£6,832,487	-£6,322,198
35%	70%	-£7,497,715	-£7,038,944	-£7,521,919	-£7,048,079
40%	70%	-£8,189,009	-£7,765,528	-£8,211,351	-£7,773,962
45%	70%	-£8,880,303	-£8,492,114	-£8,900,784	-£8,499,844
50%	70%	-£9,571,599	-£9,218,698	-£9,590,217	-£9,225,725
100%	70%	-£16,484,544	-£16,484,544	-£16,484,544	-£16,484,544

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,551,742	-£857,299	-£1,588,381	-£871,128
10%	70%	-£2,912,083	-£2,287,084	-£2,945,058	-£2,299,529
15%	70%	-£3,592,253	-£3,001,976	-£3,623,396	-£3,013,730
20%	70%	-£4,276,190	-£3,716,869	-£4,305,980	-£3,727,932
25%	70%	-£4,967,484	-£4,438,134	-£4,995,413	-£4,448,675
30%	70%	-£5,658,779	-£5,164,719	-£5,684,846	-£5,174,557
35%	70%	-£6,350,074	-£5,891,303	-£6,374,279	-£5,900,438
40%	70%	-£7,041,368	-£6,617,888	-£7,063,710	-£6,626,321
45%	70%	-£7,732,662	-£7,344,473	-£7,753,143	-£7,352,203
50%	70%	-£8,423,958	-£8,071,057	-£8,442,576	-£8,078,084
100%	70%	-£15,336,903	-£15,336,903	-£15,336,903	-£15,336,903

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,123,151	£1,817,595	£1,086,513	£1,803,766
10%	70%	-£237,189	£387,809	-£270,164	£375,364
15%	70%	-£917,359	-£327,083	-£948,502	-£338,837
20%	70%	-£1,601,296	-£1,041,975	-£1,631,087	-£1,053,038
25%	70%	-£2,292,590	-£1,763,240	-£2,320,519	-£1,775,781
30%	70%	-£2,983,886	-£2,489,826	-£3,009,952	-£2,499,664
35%	70%	-£3,675,180	-£3,216,410	-£3,699,385	-£3,225,545
40%	70%	-£4,366,474	-£3,942,994	-£4,388,817	-£3,951,427
45%	70%	-£5,057,769	-£4,669,579	-£5,078,250	-£4,677,309
50%	70%	-£5,749,064	-£5,396,163	-£5,767,682	-£5,403,190
100%	70%	-£12,662,010	-£12,662,010	-£12,662,010	-£12,662,010

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail		Grant Available	No
		Value Area	£900psf
No Units	100	Sales value inflation	0%
Site Area	0.5 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,819,754	£17,868,571	£16,756,146	£17,839,413
10%	70%	£13,624,649	£14,568,584	£13,566,575	£14,541,516
15%	70%	£12,027,096	£12,918,591	£11,971,788	£12,892,566
20%	70%	£10,429,543	£11,268,597	£10,377,003	£11,243,617
25%	70%	£8,831,990	£9,618,604	£8,782,217	£9,594,668
30%	70%	£7,234,439	£7,968,610	£7,187,431	£7,945,718
35%	70%	£5,636,886	£6,318,617	£5,592,645	£6,296,769
40%	70%	£4,039,333	£4,668,623	£3,997,859	£4,647,820
45%	70%	£2,441,780	£3,018,630	£2,403,073	£2,998,870
50%	70%	£844,227	£1,368,636	£808,287	£1,349,921
100%	70%	-£15,378,774	-£15,378,774	-£15,387,182	-£15,387,182

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,007,563	£4,056,380	£2,943,955	£4,027,222
10%	70%	-£187,543	£756,393	-£245,617	£729,324
15%	70%	-£1,785,096	-£893,601	-£1,840,403	-£919,626
20%	70%	-£3,382,648	-£2,543,594	-£3,435,189	-£2,568,575
25%	70%	-£4,980,201	-£4,193,588	-£5,029,975	-£4,217,524
30%	70%	-£6,577,753	-£5,843,581	-£6,624,760	-£5,866,474
35%	70%	-£8,175,306	-£7,493,575	-£8,219,546	-£7,515,423
40%	70%	-£9,772,859	-£9,143,568	-£9,814,333	-£9,164,372
45%	70%	-£11,370,411	-£10,793,562	-£11,409,119	-£10,813,322
50%	70%	-£12,967,964	-£12,443,555	-£13,003,904	-£12,462,271
100%	70%	-£29,190,966	-£29,190,966	-£29,199,373	-£29,199,373

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,170,041	£9,218,858	£8,106,433	£9,189,700
10%	70%	£4,974,936	£5,918,871	£4,916,862	£5,891,802
15%	70%	£3,377,383	£4,268,878	£3,322,075	£4,242,852
20%	70%	£1,779,830	£2,618,884	£1,727,289	£2,593,903
25%	70%	£182,277	£968,891	£132,504	£944,954
30%	70%	-£1,415,275	-£681,103	-£1,462,282	-£703,995
35%	70%	-£3,012,827	-£2,331,096	-£3,057,068	-£2,352,944
40%	70%	-£4,610,380	-£3,981,090	-£4,651,854	-£4,001,893
45%	70%	-£6,207,933	-£5,631,083	-£6,246,640	-£5,650,843
50%	70%	-£7,805,486	-£7,281,077	-£7,841,426	-£7,299,792
100%	70%	-£24,028,488	-£24,028,488	-£24,036,895	-£24,036,895

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,082,805	£11,131,622	£10,019,197	£11,102,464
10%	70%	£6,887,700	£7,831,635	£6,829,626	£7,804,566
15%	70%	£5,290,147	£6,181,642	£5,234,839	£6,155,616
20%	70%	£3,692,594	£4,531,648	£3,640,053	£4,506,668
25%	70%	£2,095,041	£2,881,655	£2,045,268	£2,857,719
30%	70%	£497,490	£1,231,661	£450,482	£1,208,769
35%	70%	-£1,100,063	-£418,332	-£1,144,304	-£440,180
40%	70%	-£2,697,616	-£2,068,326	-£2,739,090	-£2,089,129
45%	70%	-£4,295,169	-£3,718,319	-£4,333,876	-£3,738,079
50%	70%	-£5,892,722	-£5,368,313	-£5,928,662	-£5,387,028
100%	70%	-£22,115,724	-£22,115,724	-£22,124,131	-£22,124,131

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,541,030	£15,589,847	£14,477,422	£15,560,689
10%	70%	£11,345,924	£12,289,860	£11,287,850	£12,262,791
15%	70%	£9,748,372	£10,639,866	£9,693,064	£10,613,841
20%	70%	£8,150,819	£8,989,873	£8,098,278	£8,964,892
25%	70%	£6,553,266	£7,339,879	£6,503,492	£7,315,943
30%	70%	£4,955,714	£5,689,886	£4,908,707	£5,666,993
35%	70%	£3,358,161	£4,039,892	£3,313,921	£4,018,044
40%	70%	£1,760,609	£2,389,899	£1,719,134	£2,369,095
45%	70%	£163,056	£739,905	£124,349	£720,146
50%	70%	-£1,434,497	-£910,088	-£1,470,437	-£928,803
100%	70%	-£17,657,499	-£17,657,499	-£17,665,906	-£17,665,906

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T4 - 100 Flats with 2,000 sq m retail</b>		<b>Grant Available</b>	<b>No</b>
<b>No Units</b>	<b>100</b>	<b>Value Area</b>	<b>£865 psf</b>
<b>Site Area</b>	<b>0.5 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>None</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,217,547	£16,266,364	£15,153,938	£16,237,206
10%	70%	£12,177,552	£13,121,487	£12,119,478	£13,094,418
15%	70%	£10,657,554	£11,549,049	£10,602,248	£11,523,024
20%	70%	£9,137,557	£9,976,612	£9,085,017	£9,951,631
25%	70%	£7,617,560	£8,404,174	£7,567,787	£8,380,237
30%	70%	£6,097,563	£6,831,735	£6,050,556	£6,808,843
35%	70%	£4,577,566	£5,259,297	£4,533,326	£5,237,449
40%	70%	£3,057,569	£3,686,859	£3,016,096	£3,666,056
45%	70%	£1,537,572	£2,114,422	£1,498,865	£2,094,662
50%	70%	£17,575	£541,983	£-18,666	£523,269
100%	70%	£-15,430,707	£-15,430,707	£-15,439,114	£-15,439,114

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,405,355	£2,454,172	£1,341,747	£2,425,014
10%	70%	£-1,634,640	£-690,705	£-1,692,714	£-1,717,773
15%	70%	£-3,154,637	£-2,263,142	£-3,209,944	£-2,289,168
20%	70%	£-4,674,634	£-3,835,580	£-4,727,175	£-3,860,561
25%	70%	£-6,194,631	£-5,408,018	£-6,244,405	£-5,431,955
30%	70%	£-7,714,628	£-6,980,457	£-7,761,636	£-7,003,348
35%	70%	£-9,234,625	£-8,552,894	£-9,278,866	£-8,574,742
40%	70%	£-10,754,623	£-10,125,332	£-10,796,096	£-10,146,136
45%	70%	£-12,274,620	£-11,697,770	£-12,313,327	£-11,717,530
50%	70%	£-13,794,617	£-13,270,209	£-13,830,858	£-13,288,923
100%	70%	£-29,242,898	£-29,242,898	£-29,251,306	£-29,251,306

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,567,833	£7,616,650	£6,504,225	£7,587,492
10%	70%	£3,527,838	£4,471,774	£3,469,764	£4,444,705
15%	70%	£2,007,841	£2,899,336	£1,952,534	£2,873,311
20%	70%	£487,844	£1,326,898	£435,303	£1,301,918
25%	70%	£-1,032,153	£-245,540	£-1,081,927	£-269,477
30%	70%	£-2,552,150	£-1,817,978	£-2,599,157	£-1,840,870
35%	70%	£-4,072,147	£-3,390,416	£-4,116,387	£-3,412,264
40%	70%	£-5,592,144	£-4,962,854	£-5,633,617	£-4,983,657
45%	70%	£-7,112,141	£-6,535,292	£-7,150,848	£-6,555,052
50%	70%	£-8,632,138	£-8,107,730	£-8,668,379	£-8,126,445
100%	70%	£-24,080,420	£-24,080,420	£-24,088,827	£-24,088,827

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,480,598	£9,529,414	£8,416,989	£9,500,257
10%	70%	£5,440,602	£6,384,538	£5,382,528	£6,357,469
15%	70%	£3,920,605	£4,812,100	£3,865,298	£4,786,075
20%	70%	£2,400,608	£3,239,662	£2,348,068	£3,214,682
25%	70%	£880,611	£1,667,225	£830,838	£1,643,287
30%	70%	£-639,386	£94,786	£-686,393	£71,894
35%	70%	£-2,159,383	£-1,477,652	£-2,203,623	£-1,499,500
40%	70%	£-3,679,380	£-3,050,090	£-3,720,853	£-3,070,893
45%	70%	£-5,199,377	£-4,622,528	£-5,238,084	£-4,642,287
50%	70%	£-6,719,374	£-6,194,966	£-6,755,615	£-6,213,681
100%	70%	£-22,167,656	£-22,167,656	£-22,176,063	£-22,176,063

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,938,822	£13,987,639	£12,875,214	£13,958,481
10%	70%	£9,898,827	£10,842,763	£9,840,753	£10,815,694
15%	70%	£8,378,830	£9,270,325	£8,323,523	£9,244,300
20%	70%	£6,858,833	£7,697,887	£6,806,292	£7,672,906
25%	70%	£5,338,836	£6,125,449	£5,289,062	£6,101,512
30%	70%	£3,818,839	£4,553,011	£3,771,831	£4,530,119
35%	70%	£2,298,842	£2,980,573	£2,254,601	£2,958,725
40%	70%	£778,845	£1,408,135	£737,371	£1,387,332
45%	70%	£-741,152	£-164,303	£-779,860	£-184,063
50%	70%	£-2,261,149	£-1,736,742	£-2,297,390	£-1,755,456
100%	70%	£-17,709,431	£-17,709,431	£-17,717,839	£-17,717,839

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T4 - 100 Flats with 2,000 sq m retail</b>		<b>Grant Available</b>	<b>No</b>
<b>No Units</b>	<b>100</b>	<b>Value Area</b>	<b>£825 psf</b>
<b>Site Area</b>	<b>0.5 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>None</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,386,451	£14,435,268	£13,322,844	£14,406,111
10%	70%	£10,522,066	£11,466,000	£10,463,991	£11,438,931
15%	70%	£9,089,872	£9,981,367	£9,034,565	£9,955,341
20%	70%	£7,657,679	£8,496,733	£7,605,138	£8,471,752
25%	70%	£6,225,486	£7,012,098	£6,175,711	£6,988,162
30%	70%	£4,793,293	£5,527,465	£4,746,286	£5,504,572
35%	70%	£3,361,099	£4,042,830	£3,316,859	£4,020,983
40%	70%	£1,928,907	£2,558,197	£1,887,433	£2,537,393
45%	70%	£496,714	£1,073,563	£458,007	£1,053,803
50%	70%	£-950,779	£-417,794	£-987,307	£-436,816
100%	70%	£-15,506,948	£-15,506,948	£-15,515,355	£-15,515,355

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-425,740	£623,077	£-489,348	£593,920
10%	70%	£-3,290,126	£-2,346,192	£-3,348,201	£-2,373,260
15%	70%	£-4,722,320	£-3,830,825	£-4,777,627	£-3,856,850
20%	70%	£-6,154,513	£-5,315,459	£-6,207,053	£-5,340,439
25%	70%	£-7,586,706	£-6,800,093	£-7,636,480	£-6,824,029
30%	70%	£-9,018,898	£-8,284,727	£-9,065,906	£-8,307,619
35%	70%	£-10,451,092	£-9,769,361	£-10,495,333	£-9,791,208
40%	70%	£-11,883,285	£-11,253,995	£-11,924,758	£-11,274,798
45%	70%	£-13,315,478	£-12,738,628	£-13,354,185	£-12,758,388
50%	70%	£-14,762,971	£-14,229,986	£-14,799,499	£-14,249,007
100%	70%	£-29,319,140	£-29,319,140	£-29,327,547	£-29,327,547

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,736,738	£5,785,555	£4,673,131	£5,756,398
10%	70%	£1,872,352	£2,816,287	£1,814,277	£2,789,218
15%	70%	£440,159	£1,331,653	£384,852	£1,305,628
20%	70%	£-992,034	£-152,980	£-1,044,575	£-177,961
25%	70%	£-2,424,227	£-1,637,615	£-2,474,002	£-1,661,551
30%	70%	£-3,856,420	£-3,122,248	£-3,903,428	£-3,145,141
35%	70%	£-5,288,614	£-4,606,883	£-5,332,854	£-4,628,730
40%	70%	£-6,720,807	£-6,091,516	£-6,762,280	£-6,112,320
45%	70%	£-8,153,000	£-7,576,150	£-8,191,707	£-7,595,910
50%	70%	£-9,600,492	£-9,067,508	£-9,637,020	£-9,086,529
100%	70%	£-24,156,661	£-24,156,661	£-24,165,069	£-24,165,069

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,649,502	£7,698,319	£6,585,895	£7,669,162
10%	70%	£3,785,116	£4,729,051	£3,727,041	£4,701,982
15%	70%	£2,352,923	£3,244,417	£2,297,616	£3,218,392
20%	70%	£920,730	£1,759,784	£868,189	£1,734,803
25%	70%	£-511,463	£275,149	£-561,238	£251,213
30%	70%	£-1,943,656	£-1,209,484	£-1,990,663	£-1,232,377
35%	70%	£-3,375,850	£-2,694,119	£-3,420,090	£-2,715,966
40%	70%	£-4,808,043	£-4,178,752	£-4,849,516	£-4,199,556
45%	70%	£-6,240,235	£-5,663,386	£-6,278,943	£-5,683,146
50%	70%	£-7,672,428	£-7,147,743	£-7,724,256	£-7,173,765
100%	70%	£-22,243,897	£-22,243,897	£-22,252,305	£-22,252,305

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,107,727	£12,156,544	£11,044,120	£12,127,387
10%	70%	£8,243,341	£9,187,276	£8,185,266	£9,160,207
15%	70%	£6,811,147	£7,702,642	£6,755,840	£7,676,617
20%	70%	£5,378,954	£6,218,009	£5,326,414	£6,193,028
25%	70%	£3,946,762	£4,733,374	£3,896,987	£4,709,438
30%	70%	£2,514,569	£3,248,740	£2,467,561	£3,225,848
35%	70%	£1,082,375	£1,764,106	£1,038,135	£1,742,259
40%	70%	£-349,818	£279,472	£-391,291	£258,669
45%	70%	£-1,782,011	£-1,205,161	£-1,820,718	£-1,224,921
50%	70%	£-3,229,504	£-2,696,519	£-3,266,032	£-2,715,540
100%	70%	£-17,785,673	£-17,785,673	£-17,794,080	£-17,794,080

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail

Grant Available	No
Value Area	£800 psf

No Units	100
Site Area	0.5 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,242,017	£13,290,834	£12,178,410	£13,261,677
10%	70%	£9,485,504	£10,429,440	£9,427,430	£10,402,370
15%	70%	£8,107,248	£8,998,742	£8,051,940	£8,972,718
20%	70%	£6,728,991	£7,568,045	£6,676,450	£7,543,064
25%	70%	£5,350,735	£6,137,348	£5,300,961	£6,113,411
30%	70%	£3,972,478	£4,706,650	£3,925,471	£4,683,758
35%	70%	£2,594,222	£3,275,953	£2,549,982	£3,254,105
40%	70%	£1,215,966	£1,845,256	£1,174,491	£1,824,452
45%	70%	£-164,945	£414,558	£-204,285	£394,799
50%	70%	£-1,565,743	£-1,032,758	£-1,602,271	£-1,051,780
100%	70%	£-15,573,724	£-15,573,724	£-15,582,132	£-15,582,132

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,570,175	£-521,358	£-1,633,782	£-550,515
10%	70%	£-4,326,687	£-3,382,752	£-4,384,761	£-3,409,822
15%	70%	£-5,704,944	£-4,813,450	£-5,760,251	£-4,839,474
20%	70%	£-7,083,201	£-6,244,147	£-7,135,742	£-6,269,127
25%	70%	£-8,461,457	£-7,674,844	£-8,511,231	£-7,698,781
30%	70%	£-9,839,713	£-9,105,542	£-9,886,721	£-9,128,433
35%	70%	£-11,217,970	£-10,536,239	£-11,262,210	£-10,558,087
40%	70%	£-12,596,226	£-11,966,936	£-12,637,700	£-11,987,740
45%	70%	£-13,974,483	£-13,397,634	£-14,016,477	£-13,417,392
50%	70%	£-15,352,739	£-14,828,531	£-15,414,463	£-14,863,971
100%	70%	£-29,385,915	£-29,385,915	£-29,394,324	£-29,394,324

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,592,304	£4,641,121	£3,528,696	£4,611,964
10%	70%	£835,791	£1,779,727	£777,717	£1,752,657
15%	70%	£-542,465	£349,029	£-597,773	£323,004
20%	70%	£-1,920,722	£-1,081,668	£-1,973,263	£-1,106,649
25%	70%	£-3,298,979	£-2,512,365	£-3,348,752	£-2,536,302
30%	70%	£-4,677,235	£-3,943,063	£-4,724,242	£-3,965,955
35%	70%	£-6,055,491	£-5,373,760	£-6,099,732	£-5,395,608
40%	70%	£-7,433,748	£-6,804,457	£-7,475,222	£-6,825,262
45%	70%	£-8,811,999	£-8,235,155	£-8,853,999	£-8,254,914
50%	70%	£-10,190,250	£-9,665,853	£-10,251,984	£-9,701,493
100%	70%	£-24,223,437	£-24,223,437	£-24,231,845	£-24,231,845

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,505,068	£6,553,885	£5,441,461	£6,524,728
10%	70%	£2,748,555	£3,692,491	£2,690,481	£3,665,421
15%	70%	£1,370,299	£2,261,793	£1,314,991	£2,235,769
20%	70%	£-7,958	£831,096	£-60,499	£806,115
25%	70%	£-1,386,215	£-599,601	£-1,435,988	£-623,538
30%	70%	£-2,764,471	£-2,030,299	£-2,811,478	£-2,053,191
35%	70%	£-4,142,727	£-3,460,996	£-4,186,968	£-3,482,844
40%	70%	£-5,520,983	£-4,891,693	£-5,562,458	£-4,912,498
45%	70%	£-6,900,239	£-6,322,391	£-6,941,235	£-6,342,150
50%	70%	£-8,278,495	£-7,753,088	£-8,319,981	£-7,772,729
100%	70%	£-22,310,673	£-22,310,673	£-22,319,081	£-22,319,081

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,963,293	£11,012,109	£9,899,685	£10,982,952
10%	70%	£7,206,780	£8,150,715	£7,148,706	£8,123,646
15%	70%	£5,828,524	£6,720,017	£5,773,216	£6,693,993
20%	70%	£4,450,266	£5,289,320	£4,397,726	£5,264,340
25%	70%	£3,072,010	£3,858,623	£3,022,236	£3,834,686
30%	70%	£1,693,754	£2,427,926	£1,646,746	£2,405,034
35%	70%	£315,498	£997,229	£271,257	£975,381
40%	70%	£-1,062,759	£-433,468	£-1,104,233	£-454,273
45%	70%	£-2,443,670	£-1,864,166	£-2,483,010	£-1,883,925
50%	70%	£-3,824,581	£-3,311,483	£-3,860,996	£-3,330,504
100%	70%	£-17,852,448	£-17,852,448	£-17,860,857	£-17,860,857

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail

Grant Available	No
Value Area	£750 psf

No Units	100
Site Area	0.5 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,953,148	£11,001,966	£9,889,541	£10,972,808
10%	70%	£7,412,434	£8,356,370	£7,354,360	£8,329,301
15%	70%	£6,142,077	£7,033,572	£6,086,770	£7,007,546
20%	70%	£4,871,720	£5,710,773	£4,819,180	£5,685,793
25%	70%	£3,601,363	£4,387,975	£3,551,589	£4,364,039
30%	70%	£2,331,005	£3,065,178	£2,283,999	£3,042,286
35%	70%	£1,060,649	£1,742,380	£1,016,409	£1,720,532
40%	70%	£-213,138	£419,582	£-255,290	£398,778
45%	70%	£-1,504,272	£-917,988	£-1,543,612	£-938,071
50%	70%	£-2,795,407	£-2,262,421	£-2,831,935	£-2,281,442
100%	70%	£-15,706,747	£-15,706,747	£-15,715,154	£-15,715,154

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-3,859,043	£-2,810,226	£-3,922,851	£-2,839,383
10%	70%	£-6,399,757	£-5,455,822	£-6,457,831	£-5,482,891
15%	70%	£-7,670,115	£-6,778,620	£-7,725,422	£-6,804,645
20%	70%	£-8,940,471	£-8,101,418	£-8,993,012	£-8,126,399
25%	70%	£-10,210,829	£-9,424,216	£-10,260,602	£-9,448,152
30%	70%	£-11,481,186	£-10,747,013	£-11,528,193	£-10,769,906
35%	70%	£-12,751,543	£-12,069,812	£-12,795,783	£-12,091,660
40%	70%	£-14,021,900	£-13,392,610	£-14,067,481	£-13,413,413
45%	70%	£-15,292,257	£-14,715,408	£-15,335,804	£-14,735,263
50%	70%	£-16,562,614	£-16,038,335	£-16,609,126	£-16,057,115
100%	70%	£-29,518,938	£-29,518,938	£-29,527,346	£-29,527,346

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,303,435	£2,352,253	£1,239,828	£2,323,095
10%	70%	£-1,237,279	£-293,343	£-1,295,353	£-320,412
15%	70%	£-2,507,636	£-1,616,142	£-2,562,943	£-1,642,167
20%	70%	£-3,777,993	£-2,938,940	£-3,830,534	£-2,963,920
25%	70%	£-5,048,350	£-4,261,738	£-5,098,124	£-4,285,674
30%	70%	£-6,318,708	£-5,584,535	£-6,365,714	£-5,607,428
35%	70%	£-7,589,064	£-6,907,333	£-7,633,305	£-6,929,181
40%	70%	£-8,859,421	£-8,230,131	£-8,905,003	£-8,250,935
45%	70%	£-10,129,778	£-9,552,928	£-10,193,325	£-9,572,688
50%	70%	£-11,400,135	£-10,875,726	£-11,461,648	£-10,894,441
100%	70%	£-24,356,460	£-24,356,460	£-24,364,867	£-24,364,867

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,216,199	£4,265,017	£3,152,592	£4,235,859
10%	70%	£675,485	£1,619,421	£617,411	£1,592,352
15%	70%	£-594,872	£296,622	£-650,179	£270,597
20%	70%	£-1,865,229	£-1,026,176	£-1,917,770	£-1,051,156
25%	70%	£-3,135,586	£-2,348,974	£-3,185,360	£-2,372,910
30%	70%	£-4,405,944	£-3,671,771	£-4,452,950	£-3,694,664
35%	70%	£-5,676,300	£-4,994,569	£-5,720,541	£-4,916,417
40%	70%	£-6,946,657	£-6,317,367	£-6,992,239	£-6,338,171
45%	70%	£-8,217,014	£-7,640,164	£-8,263,932	£-7,660,924
50%	70%	£-9,487,371	£-8,962,961	£-9,538,624	£-8,983,677
100%	70%	£-22,443,696	£-22,443,696	£-22,452,103	£-22,452,103

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,674,424	£8,723,242	£7,610,817	£8,694,084
10%	70%	£5,133,710	£6,077,645	£5,075,636	£6,050,577
15%	70%	£3,863,352	£4,754,847	£3,808,046	£4,728,822
20%	70%	£2,592,996	£3,432,049	£2,540,455	£3,407,068
25%	70%	£1,322,638	£2,109,251	£1,272,865	£2,085,315
30%	70%	£52,281	£786,454	£5,274	£763,561
35%	70%	£-1,218,075	£-536,344	£-1,262,316	£-558,192
40%	70%	£-2,491,863	£-1,859,143	£-2,534,014	£-1,879,946
45%	70%	£-3,782,997	£-3,196,713	£-3,822,337	£-3,216,796
50%	70%	£-5,074,131	£-4,541,145	£-5,110,659	£-4,560,167
100%	70%	£-17,985,471	£-17,985,471	£-17,993,878	£-17,993,878



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T4 - 100 Flats with 2,000 sq m retail</b>		<b>Grant Available</b>	<b>No</b>
<b>No Units</b>	<b>100</b>	<b>Value Area</b>	<b>£725 psf</b>
<b>Site Area</b>	<b>0.5 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>None</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,808,715	£9,857,532	£8,745,107	£9,828,374
10%	70%	£6,375,822	£7,319,756	£6,317,747	£7,292,687
15%	70%	£5,159,374	£6,050,869	£5,104,067	£6,024,845
20%	70%	£3,942,928	£4,781,982	£3,890,387	£4,757,001
25%	70%	£2,726,481	£3,513,094	£2,676,707	£3,489,158
30%	70%	£1,510,034	£2,244,207	£1,463,028	£2,221,315
35%	70%	£293,588	£975,319	£249,347	£953,472
40%	70%	-£937,952	-£298,369	-£980,104	-£319,513
45%	70%	-£2,174,293	-£1,588,009	-£2,213,633	-£1,608,092
50%	70%	-£3,410,635	-£2,877,650	-£3,447,163	-£2,896,671
100%	70%	-£15,774,053	-£15,774,053	-£15,782,460	-£15,782,460

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£5,003,477	-£3,954,660	-£5,067,085	-£3,983,818
10%	70%	-£7,436,370	-£6,492,435	-£7,494,445	-£6,519,504
15%	70%	-£8,652,818	-£7,761,323	-£8,708,124	-£7,787,347
20%	70%	-£9,869,264	-£9,030,210	-£9,921,805	-£9,055,191
25%	70%	-£11,085,711	-£10,299,097	-£11,135,484	-£10,323,033
30%	70%	-£12,302,157	-£11,567,985	-£12,349,164	-£11,590,877
35%	70%	-£13,518,604	-£12,836,873	-£13,562,844	-£12,858,720
40%	70%	-£14,735,051	-£14,105,761	-£14,792,296	-£14,131,705
45%	70%	-£15,951,498	-£15,374,649	-£16,025,825	-£15,420,284
50%	70%	-£17,167,945	-£16,643,537	-£17,259,355	-£16,708,863
100%	70%	-£29,586,245	-£29,586,245	-£29,594,652	-£29,594,652

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£159,002	£1,207,818	£95,393	£1,178,661
10%	70%	-£2,273,892	-£1,329,957	-£2,331,967	-£1,357,026
15%	70%	-£3,490,339	-£2,598,844	-£3,545,646	-£2,624,869
20%	70%	-£4,706,786	-£3,867,732	-£4,759,326	-£3,892,712
25%	70%	-£5,923,232	-£5,136,619	-£5,973,006	-£5,160,555
30%	70%	-£7,139,679	-£6,405,506	-£7,186,685	-£6,428,399
35%	70%	-£8,356,125	-£7,674,394	-£8,400,366	-£7,696,241
40%	70%	-£9,572,571	-£8,943,282	-£9,629,817	-£8,969,226
45%	70%	-£10,789,018	-£10,212,170	-£10,863,347	-£10,257,805
50%	70%	-£12,005,464	-£11,481,058	-£12,096,876	-£11,546,385
100%	70%	-£24,423,766	-£24,423,766	-£24,432,174	-£24,432,174

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,071,766	£3,120,583	£2,008,157	£3,091,425
10%	70%	-£361,127	£582,807	-£419,202	£555,738
15%	70%	-£1,577,575	-£686,080	-£1,632,882	-£712,104
20%	70%	-£2,794,022	-£1,954,968	-£2,846,562	-£1,979,948
25%	70%	-£4,010,469	-£3,223,855	-£4,060,242	-£3,247,791
30%	70%	-£5,226,915	-£4,492,742	-£5,273,921	-£4,515,635
35%	70%	-£6,443,361	-£5,761,630	-£6,487,602	-£5,783,477
40%	70%	-£7,659,807	-£7,030,517	-£7,717,053	-£7,056,462
45%	70%	-£8,876,253	-£8,300,405	-£8,950,583	-£8,345,041
50%	70%	-£10,092,699	-£9,569,292	-£10,184,112	-£9,633,621
100%	70%	-£22,511,002	-£22,511,002	-£22,519,409	-£22,519,409

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,529,990	£7,578,807	£6,466,382	£7,549,649
10%	70%	£4,097,097	£5,041,032	£4,039,022	£5,013,963
15%	70%	£2,880,650	£3,772,144	£2,825,343	£3,746,120
20%	70%	£1,664,203	£2,503,257	£1,611,662	£2,478,277
25%	70%	£447,757	£1,234,370	£397,983	£1,210,434
30%	70%	-£768,690	-£34,517	-£815,697	-£57,410
35%	70%	-£1,985,137	-£1,303,406	-£2,029,377	-£1,325,253
40%	70%	-£3,201,584	-£2,577,094	-£3,258,828	-£2,598,237
45%	70%	-£4,418,031	-£3,849,782	-£4,472,379	-£3,876,817
50%	70%	-£5,634,478	-£5,120,470	-£5,725,887	-£5,175,396
100%	70%	-£18,052,777	-£18,052,777	-£18,061,185	-£18,061,185

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail		Value Area	£700 pst
No Units	100	Sales value inflation	0%
Site Area	0.5 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,664,280	£8,713,097	£7,600,672	£8,683,939
10%	70%	£5,337,961	£6,281,897	£5,279,886	£6,254,827
15%	70%	£4,174,802	£5,066,295	£4,119,494	£5,040,271
20%	70%	£3,011,642	£3,850,695	£2,959,101	£3,825,714
25%	70%	£1,848,482	£2,635,095	£1,798,709	£2,611,159
30%	70%	£685,323	£1,419,494	£638,315	£1,396,603
35%	70%	£485,652	£203,894	£530,616	£182,046
40%	70%	£1,667,836	£1,028,253	£1,709,987	£1,049,396
45%	70%	£2,850,018	£2,263,734	£2,889,358	£2,283,817
50%	70%	£4,032,202	£3,499,216	£4,068,730	£3,518,237
100%	70%	£15,854,034	£15,854,034	£15,862,442	£15,862,442

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,147,911	£5,099,094	£6,211,519	£5,128,252
10%	70%	£8,474,230	£7,530,295	£8,532,305	£7,557,365
15%	70%	£9,637,390	£8,745,896	£9,692,698	£8,771,920
20%	70%	£10,800,550	£9,961,497	£10,853,090	£9,986,477
25%	70%	£11,963,709	£11,177,097	£12,013,483	£11,201,033
30%	70%	£13,126,869	£12,392,697	£13,173,876	£12,415,589
35%	70%	£14,290,028	£13,608,298	£14,342,807	£13,630,146
40%	70%	£15,453,187	£14,823,899	£15,522,179	£14,861,588
45%	70%	£16,616,346	£16,039,500	£16,701,550	£16,096,009
50%	70%	£17,779,505	£17,255,101	£17,880,921	£17,330,429
100%	70%	£29,666,225	£29,666,225	£29,674,634	£29,674,634

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£985,433	£63,384	£1,049,041	£34,226
10%	70%	£3,311,752	£2,367,817	£3,369,827	£2,394,886
15%	70%	£4,474,912	£3,583,418	£4,530,220	£3,609,442
20%	70%	£5,638,071	£4,799,018	£5,690,612	£4,823,999
25%	70%	£6,801,231	£6,014,618	£6,851,005	£6,038,555
30%	70%	£7,964,391	£7,230,219	£8,011,398	£7,253,110
35%	70%	£9,127,551	£8,445,819	£9,180,329	£8,467,667
40%	70%	£10,290,711	£9,661,419	£10,359,700	£9,699,109
45%	70%	£11,453,871	£10,877,019	£11,539,072	£10,933,531
50%	70%	£12,617,031	£12,092,619	£12,718,443	£12,167,951
100%	70%	£24,503,747	£24,503,747	£24,512,155	£24,512,155

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£927,331	£1,976,148	£863,723	£1,946,990
10%	70%	£1,398,988	£455,052	£1,457,063	£482,122
15%	70%	£2,562,148	£1,670,654	£2,617,455	£1,696,678
20%	70%	£3,725,307	£2,886,254	£3,777,848	£2,911,235
25%	70%	£4,888,467	£4,101,854	£4,938,240	£4,125,791
30%	70%	£6,051,626	£5,317,455	£6,098,634	£5,340,346
35%	70%	£7,214,786	£6,533,055	£7,267,565	£6,554,903
40%	70%	£8,377,945	£7,748,655	£8,426,956	£7,769,459
45%	70%	£9,541,105	£8,964,255	£9,586,347	£8,984,015
50%	70%	£10,704,264	£10,179,855	£10,745,738	£10,198,571
100%	70%	£22,590,983	£22,590,983	£22,599,391	£22,599,391

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,385,556	£6,434,373	£5,321,948	£6,405,215
10%	70%	£3,059,237	£4,003,172	£3,001,162	£3,976,102
15%	70%	£1,896,077	£2,787,571	£1,840,769	£2,761,547
20%	70%	£732,918	£1,571,971	£680,377	£1,546,990
25%	70%	£430,242	£356,370	£480,016	£332,434
30%	70%	£1,593,402	£859,230	£1,640,409	£882,122
35%	70%	£2,764,377	£2,074,830	£2,809,340	£2,096,678
40%	70%	£3,945,352	£3,306,977	£3,988,711	£3,328,121
45%	70%	£5,126,327	£4,542,459	£5,168,082	£4,562,542
50%	70%	£6,307,302	£5,777,941	£6,347,454	£5,796,962
100%	70%	£18,132,758	£18,132,758	£18,141,166	£18,141,166

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail

Grant Available	No
Value Area	£650 psf

No Units	100
Site Area	0.5 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,375,412	£6,424,229	£5,311,803	£6,395,071
10%	70%	£3,257,940	£4,201,876	£3,199,866	£4,174,806
15%	70%	£2,199,205	£3,090,699	£2,143,897	£3,064,675
20%	70%	£1,140,469	£1,979,523	£1,087,928	£1,954,542
25%	70%	£81,734	£868,346	£31,959	£844,410
30%	70%	£-992,981	£-246,802	£-1,040,757	£-270,069
35%	70%	£-2,069,033	£-1,376,152	£-2,113,997	£-1,398,358
40%	70%	£-3,145,085	£-2,505,502	£-3,187,236	£-2,526,646
45%	70%	£-4,221,136	£-3,634,852	£-4,260,476	£-3,654,935
50%	70%	£-5,297,187	£-4,764,202	£-5,333,715	£-4,783,224
100%	70%	£-16,057,702	£-16,057,702	£-16,066,110	£-16,066,110

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-8,436,780	£-7,387,963	£-8,500,388	£-7,417,121
10%	70%	£-10,554,251	£-9,610,316	£-10,612,325	£-9,637,386
15%	70%	£-11,612,987	£-10,721,493	£-11,668,294	£-10,747,517
20%	70%	£-12,671,723	£-11,832,669	£-12,724,264	£-11,857,649
25%	70%	£-13,730,458	£-12,943,846	£-13,780,233	£-12,967,782
30%	70%	£-14,805,173	£-14,058,994	£-14,852,949	£-14,082,261
35%	70%	£-15,881,224	£-15,188,344	£-15,926,189	£-15,210,549
40%	70%	£-16,957,276	£-16,317,693	£-16,999,428	£-16,338,838
45%	70%	£-18,033,328	£-17,447,044	£-18,072,668	£-17,467,127
50%	70%	£-19,109,379	£-18,576,394	£-19,145,907	£-18,595,415
100%	70%	£-29,869,893	£-29,869,893	£-29,878,302	£-29,878,302

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-3,274,302	£-2,225,485	£-3,337,910	£-2,254,643
10%	70%	£-5,391,773	£-4,447,837	£-5,449,847	£-4,474,907
15%	70%	£-6,450,508	£-5,559,014	£-6,505,816	£-5,585,039
20%	70%	£-7,509,244	£-6,670,190	£-7,561,785	£-6,695,171
25%	70%	£-8,567,980	£-7,781,367	£-8,617,754	£-7,805,303
30%	70%	£-9,642,695	£-8,896,515	£-9,690,470	£-8,919,782
35%	70%	£-10,718,746	£-10,025,866	£-10,763,710	£-10,048,071
40%	70%	£-11,794,798	£-11,155,215	£-11,836,949	£-11,176,360
45%	70%	£-12,870,849	£-12,284,565	£-12,910,189	£-12,304,648
50%	70%	£-13,946,900	£-13,413,916	£-13,983,428	£-13,432,937
100%	70%	£-24,707,415	£-24,707,415	£-24,715,823	£-24,715,823

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,361,537	£-312,721	£-1,425,146	£-341,878
10%	70%	£-3,479,009	£-2,535,073	£-3,537,083	£-2,562,143
15%	70%	£-4,537,744	£-3,646,250	£-4,593,052	£-3,672,275
20%	70%	£-5,596,480	£-4,757,426	£-5,649,021	£-4,782,407
25%	70%	£-6,655,216	£-5,868,603	£-6,704,990	£-5,892,539
30%	70%	£-7,729,931	£-6,983,751	£-7,777,706	£-6,907,018
35%	70%	£-8,805,982	£-8,113,101	£-8,850,946	£-8,135,307
40%	70%	£-9,882,034	£-9,242,451	£-9,924,185	£-9,263,595
45%	70%	£-10,958,085	£-10,371,801	£-10,997,425	£-10,391,884
50%	70%	£-12,034,136	£-11,501,151	£-12,070,664	£-11,520,173
100%	70%	£-22,794,651	£-22,794,651	£-22,803,059	£-22,803,059

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,096,687	£4,145,504	£3,033,079	£4,116,346
10%	70%	£979,216	£1,923,151	£921,142	£1,896,082
15%	70%	£-79,519	£811,974	£-134,827	£785,950
20%	70%	£-1,138,256	£299,202	£-1,190,796	£-324,182
25%	70%	£-2,196,991	£-1,410,378	£-2,246,765	£-1,434,315
30%	70%	£-3,271,706	£-2,525,526	£-3,319,482	£-2,548,793
35%	70%	£-4,347,757	£-3,654,877	£-4,392,722	£-3,677,082
40%	70%	£-5,423,809	£-4,784,226	£-5,465,961	£-4,805,371
45%	70%	£-6,499,860	£-5,913,576	£-6,539,201	£-5,933,659
50%	70%	£-7,575,912	£-7,042,927	£-7,612,440	£-7,061,948
100%	70%	£-18,336,426	£-18,336,426	£-18,344,834	£-18,344,834

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail

Grant Available	No
Value Area	£625 psf

No Units	100
Site Area	0.5 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,230,977	£5,279,794	£4,167,369	£5,250,636
10%	70%	£2,217,954	£3,161,889	£2,159,880	£3,134,821
15%	70%	£1,211,442	£2,102,937	£1,156,134	£2,076,912
20%	70%	£204,931	£1,043,985	£152,390	£1,019,004
25%	70%	-£814,691	-£15,213	-£865,279	-£39,540
30%	70%	-£1,837,664	-£1,091,485	-£1,885,440	-£1,114,752
35%	70%	-£2,860,637	-£2,167,757	-£2,905,602	-£2,189,962
40%	70%	-£3,883,611	-£3,244,029	-£3,925,762	-£3,265,173
45%	70%	-£4,906,584	-£4,320,300	-£4,945,924	-£4,340,383
50%	70%	-£5,929,557	-£5,396,572	-£5,966,085	-£5,415,593
100%	70%	-£16,159,290	-£16,159,290	-£16,167,698	-£16,167,698

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£9,581,214	-£8,532,397	-£9,644,823	-£8,561,555
10%	70%	-£11,594,238	-£10,650,302	-£11,652,312	-£10,677,371
15%	70%	-£12,600,749	-£11,709,255	-£12,656,057	-£11,735,280
20%	70%	-£13,607,261	-£12,768,207	-£13,659,802	-£12,793,188
25%	70%	-£14,626,883	-£13,827,404	-£14,677,471	-£13,851,732
30%	70%	-£15,649,856	-£14,903,676	-£15,697,632	-£14,926,943
35%	70%	-£16,672,829	-£15,979,948	-£16,717,793	-£16,002,154
40%	70%	-£17,695,803	-£17,056,221	-£17,737,954	-£17,077,364
45%	70%	-£18,718,776	-£18,132,492	-£18,758,116	-£18,152,575
50%	70%	-£19,741,749	-£19,208,764	-£19,778,276	-£19,227,785
100%	70%	-£29,971,482	-£29,971,482	-£29,979,890	-£29,979,890

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£4,418,736	-£3,369,919	-£4,482,344	-£3,399,077
10%	70%	-£6,431,759	-£5,487,824	-£6,489,833	-£5,514,893
15%	70%	-£7,438,271	-£6,546,776	-£7,493,579	-£6,572,801
20%	70%	-£8,444,783	-£7,605,729	-£8,497,323	-£7,630,709
25%	70%	-£9,464,405	-£8,664,926	-£9,514,992	-£8,689,254
30%	70%	-£10,487,377	-£9,741,198	-£10,535,153	-£9,764,465
35%	70%	-£11,510,350	-£10,817,470	-£11,555,315	-£10,839,675
40%	70%	-£12,533,324	-£11,893,742	-£12,575,476	-£11,914,886
45%	70%	-£13,556,297	-£12,970,013	-£13,595,637	-£12,990,096
50%	70%	-£14,579,270	-£14,046,285	-£14,615,798	-£14,065,307
100%	70%	-£24,809,003	-£24,809,003	-£24,817,412	-£24,817,412

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£2,505,972	-£1,457,155	-£2,569,580	-£1,486,313
10%	70%	-£4,518,995	-£3,575,060	-£4,577,069	-£3,602,129
15%	70%	-£5,525,507	-£4,634,012	-£5,580,815	-£4,660,037
20%	70%	-£6,532,019	-£5,692,965	-£6,584,559	-£5,717,945
25%	70%	-£7,551,640	-£6,752,162	-£7,602,228	-£6,776,489
30%	70%	-£8,574,613	-£7,828,434	-£8,622,389	-£7,851,701
35%	70%	-£9,597,586	-£8,904,706	-£9,642,551	-£8,926,911
40%	70%	-£10,620,560	-£9,980,978	-£10,662,712	-£10,002,122
45%	70%	-£11,643,533	-£11,057,249	-£11,682,873	-£11,077,332
50%	70%	-£12,666,506	-£12,133,521	-£12,703,034	-£12,152,542
100%	70%	-£22,896,239	-£22,896,239	-£22,904,647	-£22,904,647

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,952,253	£3,001,070	£1,888,645	£2,971,912
10%	70%	-£60,770	£883,165	-£118,844	£856,096
15%	70%	-£1,067,282	-£175,787	-£1,122,590	-£201,813
20%	70%	-£2,073,794	-£1,234,740	-£2,126,335	-£1,259,720
25%	70%	-£3,093,416	-£2,293,937	-£3,144,004	-£2,316,265
30%	70%	-£4,116,389	-£3,370,209	-£4,164,164	-£3,393,476
35%	70%	-£5,139,362	-£4,446,481	-£5,184,326	-£4,468,687
40%	70%	-£6,162,335	-£5,522,753	-£6,204,487	-£5,543,897
45%	70%	-£7,185,308	-£6,599,024	-£7,224,649	-£6,619,107
50%	70%	-£8,208,281	-£7,675,297	-£8,244,809	-£7,694,318
100%	70%	-£18,438,014	-£18,438,014	-£18,446,423	-£18,446,423

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1		Grant Available	No
		Value Area	£900psf
No Units	180	Sales value inflation	0%
Site Area	0.7 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,923,619	£28,809,366	£26,822,094	£28,769,781
10%	70%	£21,238,725	£22,935,896	£21,147,148	£22,900,067
15%	70%	£18,396,278	£19,999,162	£18,309,676	£19,965,210
20%	70%	£15,553,830	£17,062,427	£15,472,203	£17,030,353
25%	70%	£12,711,383	£14,125,692	£12,634,730	£14,095,495
30%	70%	£9,868,936	£11,188,958	£9,797,258	£11,160,639
35%	70%	£7,026,488	£8,252,223	£6,959,785	£8,225,781
40%	70%	£4,184,041	£5,315,488	£4,122,313	£5,290,925
45%	70%	£1,341,594	£2,378,754	£1,284,840	£2,356,067
50%	70%	£-1,525,400	£-567,107	£-1,578,027	£-588,255
100%	70%	£-30,414,759	£-30,414,759	£-30,416,826	£-30,416,826

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,586,336	£9,472,083	£7,484,811	£9,432,497
10%	70%	£1,901,442	£3,598,613	£1,809,865	£3,562,783
15%	70%	£-941,005	£661,879	£-1,027,607	£627,927
20%	70%	£-3,783,453	£-2,274,856	£-3,865,080	£-2,306,930
25%	70%	£-6,625,900	£-5,211,591	£-6,702,553	£-5,241,788
30%	70%	£-9,468,347	£-8,148,325	£-9,540,025	£-8,176,644
35%	70%	£-12,310,795	£-11,085,060	£-12,377,498	£-11,111,502
40%	70%	£-15,153,242	£-14,021,795	£-15,214,970	£-14,046,358
45%	70%	£-17,995,689	£-16,958,529	£-18,052,444	£-16,981,216
50%	70%	£-20,862,683	£-19,904,390	£-20,915,310	£-19,925,538
100%	70%	£-49,752,042	£-49,752,042	£-49,754,110	£-49,754,110

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,813,886	£16,699,633	£14,712,361	£16,660,048
10%	70%	£9,128,992	£10,826,163	£9,037,415	£10,790,334
15%	70%	£6,286,545	£7,889,429	£6,199,943	£7,855,477
20%	70%	£3,444,097	£4,952,694	£3,362,470	£4,920,620
25%	70%	£601,650	£2,015,959	£524,997	£1,985,762
30%	70%	£-2,240,797	£-920,775	£-2,312,475	£-949,094
35%	70%	£-5,083,245	£-3,857,510	£-5,149,948	£-3,883,952
40%	70%	£-7,925,692	£-6,794,245	£-7,987,420	£-6,818,808
45%	70%	£-10,768,139	£-9,730,979	£-10,824,893	£-9,753,666
50%	70%	£-13,635,133	£-12,676,840	£-13,687,760	£-12,697,988
100%	70%	£-42,524,492	£-42,524,492	£-42,526,560	£-42,526,560

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,491,785	£19,377,532	£17,390,261	£19,337,947
10%	70%	£11,806,891	£13,504,063	£11,715,315	£13,468,233
15%	70%	£8,964,444	£10,567,328	£8,877,842	£10,533,377
20%	70%	£6,121,996	£7,630,593	£6,040,369	£7,598,519
25%	70%	£3,279,549	£4,693,859	£3,202,896	£4,663,662
30%	70%	£437,102	£1,757,124	£365,424	£1,728,805
35%	70%	£-2,405,346	£-1,179,610	£-2,472,049	£-1,206,052
40%	70%	£-5,247,793	£-4,116,345	£-5,309,521	£-4,140,909
45%	70%	£-8,090,239	£-7,053,080	£-8,146,994	£-7,075,766
50%	70%	£-10,957,233	£-9,998,940	£-11,009,860	£-10,020,089
100%	70%	£-39,846,593	£-39,846,593	£-39,848,660	£-39,848,660

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£23,733,369	£25,619,116	£23,631,845	£25,579,531
10%	70%	£18,048,475	£19,745,647	£17,956,898	£19,709,817
15%	70%	£15,206,028	£16,808,912	£15,119,426	£16,774,960
20%	70%	£12,363,580	£13,872,177	£12,281,953	£13,840,103
25%	70%	£9,521,133	£10,935,443	£9,444,480	£10,905,245
30%	70%	£6,678,686	£7,998,708	£6,607,008	£7,970,389
35%	70%	£3,836,238	£5,061,973	£3,769,535	£5,035,532
40%	70%	£993,791	£2,125,239	£932,063	£2,100,675
45%	70%	£-1,848,656	£-811,496	£-1,905,410	£-834,182
50%	70%	£-4,715,650	£-3,757,356	£-4,768,276	£-3,778,505
100%	70%	£-33,605,009	£-33,605,009	£-33,607,076	£-33,607,076

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	No
Value Area	£865 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£24,066,068	£25,951,815	£23,964,543	£25,912,230
10%	70%	£18,657,742	£20,354,913	£18,566,165	£20,319,083
15%	70%	£15,953,578	£17,556,463	£15,866,976	£17,522,510
20%	70%	£13,249,415	£14,758,012	£13,167,787	£14,725,937
25%	70%	£10,545,252	£11,959,561	£10,468,600	£11,929,365
30%	70%	£7,841,088	£9,161,111	£7,769,411	£9,132,792
35%	70%	£5,136,925	£6,362,660	£5,070,222	£6,336,218
40%	70%	£2,432,762	£3,564,210	£2,371,033	£3,539,645
45%	70%	£-275,840	£765,759	£-333,523	£743,072
50%	70%	£-3,024,231	£-2,065,937	£-3,076,857	£-2,087,086
100%	70%	£-30,508,133	£-30,508,133	£-30,510,201	£-30,510,201

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,728,785	£6,614,532	£4,627,259	£6,574,947
10%	70%	£-679,542	£1,017,630	£-771,118	£981,800
15%	70%	£-3,383,705	£-1,780,820	£-3,470,307	£-1,814,773
20%	70%	£-6,087,868	£-4,579,271	£-6,169,496	£-4,611,346
25%	70%	£-8,792,032	£-7,377,722	£-8,868,684	£-7,407,918
30%	70%	£-11,496,195	£-10,176,172	£-11,567,872	£-10,204,492
35%	70%	£-14,200,358	£-12,974,623	£-14,267,061	£-13,001,065
40%	70%	£-16,904,522	£-15,773,073	£-16,966,250	£-15,797,638
45%	70%	£-19,613,123	£-18,571,525	£-19,670,806	£-18,594,211
50%	70%	£-22,361,514	£-21,403,220	£-22,414,140	£-21,424,370
100%	70%	£-49,845,416	£-49,845,416	£-49,847,484	£-49,847,484

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,956,335	£13,842,082	£11,854,809	£13,802,497
10%	70%	£6,548,009	£8,245,180	£6,456,432	£8,209,350
15%	70%	£3,843,845	£5,446,730	£3,757,243	£5,412,777
20%	70%	£1,139,682	£2,648,279	£1,058,054	£2,616,204
25%	70%	£-1,564,481	£-150,172	£-1,641,134	£-180,368
30%	70%	£-4,268,645	£-2,948,622	£-4,340,322	£-2,976,941
35%	70%	£-6,972,808	£-5,747,073	£-7,039,511	£-5,773,515
40%	70%	£-9,676,971	£-8,545,523	£-9,738,700	£-8,570,088
45%	70%	£-12,385,573	£-11,343,974	£-12,443,256	£-11,366,661
50%	70%	£-15,133,964	£-14,175,670	£-15,186,590	£-14,196,819
100%	70%	£-42,617,866	£-42,617,866	£-42,619,934	£-42,619,934

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,634,234	£16,519,981	£14,532,709	£16,480,396
10%	70%	£9,225,908	£10,923,080	£9,134,331	£10,887,250
15%	70%	£6,521,744	£8,124,629	£6,435,143	£8,090,677
20%	70%	£3,817,582	£5,326,179	£3,735,954	£5,294,103
25%	70%	£1,113,418	£2,527,728	£1,036,766	£2,497,531
30%	70%	£-1,590,746	£-270,723	£-1,662,423	£-299,042
35%	70%	£-4,294,908	£-3,069,173	£-4,361,512	£-3,095,615
40%	70%	£-6,999,072	£-5,867,624	£-7,060,800	£-5,892,188
45%	70%	£-9,707,674	£-8,666,075	£-9,765,357	£-8,688,762
50%	70%	£-12,456,065	£-11,497,770	£-12,508,690	£-11,518,920
100%	70%	£-39,939,967	£-39,939,967	£-39,942,034	£-39,942,034

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,875,818	£22,761,565	£20,774,293	£22,721,980
10%	70%	£15,467,492	£17,164,664	£15,375,915	£17,128,834
15%	70%	£12,763,328	£14,366,213	£12,676,727	£14,332,261
20%	70%	£10,059,166	£11,567,763	£9,977,538	£11,535,687
25%	70%	£7,355,002	£8,769,311	£7,278,350	£8,739,115
30%	70%	£4,650,838	£5,970,861	£4,579,161	£5,942,542
35%	70%	£1,946,676	£3,172,411	£1,879,972	£3,145,969
40%	70%	£-757,488	£373,960	£-819,216	£349,396
45%	70%	£-3,466,090	£-2,424,491	£-3,523,773	£-2,447,178
50%	70%	£-6,214,481	£-5,256,186	£-6,267,106	£-5,277,336
100%	70%	£-33,698,383	£-33,698,383	£-33,700,450	£-33,700,450

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	No
Value Area	£825 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,800,295	£22,686,042	£20,698,770	£22,646,457
10%	70%	£15,705,059	£17,402,230	£15,613,482	£17,366,401
15%	70%	£13,157,441	£14,760,325	£13,070,839	£14,726,373
20%	70%	£10,609,822	£12,118,419	£10,528,195	£12,086,344
25%	70%	£8,062,204	£9,476,513	£7,985,552	£9,446,317
30%	70%	£5,514,586	£6,834,608	£5,442,907	£6,806,288
35%	70%	£2,966,968	£4,192,703	£2,900,263	£4,166,261
40%	70%	£419,348	£1,550,797	£357,620	£1,526,232
45%	70%	£-2,163,078	£-1,108,954	£-2,220,760	£-1,132,012
50%	70%	£-4,752,363	£-3,794,069	£-4,804,989	£-3,815,219
100%	70%	£-30,645,213	£-30,645,213	£-30,647,280	£-30,647,280

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,463,012	£3,348,759	£1,361,486	£3,309,174
10%	70%	£-3,632,224	£-1,935,053	£-3,723,801	£-1,970,882
15%	70%	£-6,179,842	£-4,576,958	£-6,266,444	£-4,610,910
20%	70%	£-8,727,461	£-7,218,864	£-8,809,088	£-7,250,939
25%	70%	£-11,275,079	£-9,860,770	£-11,351,732	£-9,890,966
30%	70%	£-13,822,698	£-12,502,675	£-13,894,376	£-12,530,995
35%	70%	£-16,370,316	£-15,144,581	£-16,437,020	£-15,171,022
40%	70%	£-18,917,935	£-17,786,486	£-18,979,663	£-17,811,051
45%	70%	£-21,500,361	£-20,446,237	£-21,558,043	£-20,469,296
50%	70%	£-24,089,646	£-23,131,352	£-24,142,272	£-23,152,502
100%	70%	£-49,982,496	£-49,982,496	£-49,984,563	£-49,984,563

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,690,562	£10,576,309	£8,589,036	£10,536,724
10%	70%	£3,595,326	£5,292,497	£3,503,749	£5,256,668
15%	70%	£1,047,708	£2,650,592	£961,106	£2,616,640
20%	70%	£-1,499,911	£8,686	£-1,581,538	£-23,389
25%	70%	£-4,047,529	£-2,633,220	£-4,124,181	£-2,663,416
30%	70%	£-6,595,148	£-5,275,125	£-6,666,826	£-5,303,445
35%	70%	£-9,142,766	£-7,917,031	£-9,209,470	£-7,943,472
40%	70%	£-11,690,385	£-10,558,936	£-11,752,113	£-10,583,501
45%	70%	£-14,272,811	£-13,218,687	£-14,330,493	£-13,241,746
50%	70%	£-16,862,096	£-15,903,802	£-16,914,722	£-15,924,952
100%	70%	£-42,754,946	£-42,754,946	£-42,757,013	£-42,757,013

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,368,461	£13,254,208	£11,266,936	£13,214,623
10%	70%	£6,273,225	£7,970,397	£6,181,649	£7,934,567
15%	70%	£3,725,607	£5,328,491	£3,639,005	£5,294,539
20%	70%	£1,177,988	£2,686,585	£1,096,361	£2,654,511
25%	70%	£-1,369,630	£44,680	£-1,446,282	£14,483
30%	70%	£-3,917,248	£-2,597,225	£-3,988,926	£-2,625,545
35%	70%	£-6,464,866	£-5,239,131	£-6,531,570	£-5,265,573
40%	70%	£-9,012,485	£-7,881,037	£-9,074,214	£-7,905,602
45%	70%	£-11,594,912	£-10,540,788	£-11,652,593	£-10,563,846
50%	70%	£-14,184,197	£-13,225,902	£-14,236,822	£-13,247,052
100%	70%	£-40,077,047	£-40,077,047	£-40,079,114	£-40,079,114

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,610,045	£19,495,792	£17,508,520	£19,456,207
10%	70%	£12,514,809	£14,211,981	£12,423,233	£14,176,151
15%	70%	£9,967,191	£11,570,075	£9,880,589	£11,536,123
20%	70%	£7,419,572	£8,928,169	£7,337,945	£8,896,095
25%	70%	£4,871,954	£6,286,263	£4,795,302	£6,256,067
30%	70%	£2,324,336	£3,644,359	£2,252,658	£3,616,039
35%	70%	£-223,282	£1,002,453	£-289,986	£976,011
40%	70%	£-2,770,901	£-1,639,453	£-2,832,630	£-1,664,018
45%	70%	£-5,353,328	£-4,299,204	£-5,411,009	£-4,322,262
50%	70%	£-7,942,613	£-6,984,319	£-7,995,238	£-7,005,468
100%	70%	£-33,835,463	£-33,835,463	£-33,837,530	£-33,837,530

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	No
Value Area	£800 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£18,759,188	£20,644,934	£18,657,662	£20,605,349
10%	70%	£13,856,248	£15,553,420	£13,764,673	£15,517,590
15%	70%	£11,404,779	£13,007,664	£11,318,177	£12,973,712
20%	70%	£8,953,310	£10,461,907	£8,871,683	£10,429,832
25%	70%	£6,501,840	£7,916,150	£6,425,188	£7,885,953
30%	70%	£4,050,371	£5,370,394	£3,978,693	£5,342,073
35%	70%	£1,598,902	£2,824,637	£1,532,198	£2,798,195
40%	70%	£-866,512	£278,880	£-929,250	£254,316
45%	70%	£-3,358,076	£-2,303,952	£-3,415,758	£-2,327,009
50%	70%	£-5,849,639	£-4,891,345	£-5,902,266	£-4,912,494
100%	70%	£-30,765,274	£-30,765,274	£-30,767,341	£-30,767,341

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-578,095	£1,307,651	£-679,821	£1,268,066
10%	70%	£-5,481,035	£-3,783,863	£-5,572,610	£-3,819,693
15%	70%	£-7,932,504	£-6,329,619	£-8,019,106	£-6,363,572
20%	70%	£-10,383,973	£-8,875,376	£-10,465,600	£-8,907,451
25%	70%	£-12,835,443	£-11,421,133	£-12,912,095	£-11,451,330
30%	70%	£-15,286,912	£-13,966,890	£-15,358,591	£-13,995,210
35%	70%	£-17,738,382	£-16,512,647	£-17,805,085	£-16,539,088
40%	70%	£-20,203,795	£-19,058,403	£-20,266,533	£-19,082,967
45%	70%	£-22,695,359	£-21,641,235	£-22,753,041	£-21,664,293
50%	70%	£-25,186,922	£-24,228,628	£-25,239,549	£-24,249,778
100%	70%	£-50,102,557	£-50,102,557	£-50,104,625	£-50,104,625

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,649,455	£8,535,201	£6,547,929	£8,495,616
10%	70%	£1,746,515	£3,443,687	£1,654,940	£3,407,857
15%	70%	£-704,954	£897,931	£-791,556	£863,978
20%	70%	£-3,156,423	£-1,647,826	£-3,238,050	£-1,679,901
25%	70%	£-5,607,893	£-4,193,583	£-5,684,545	£-4,223,780
30%	70%	£-8,059,362	£-6,739,340	£-8,131,041	£-6,767,660
35%	70%	£-10,510,832	£-9,285,096	£-10,577,535	£-9,311,538
40%	70%	£-12,976,245	£-11,830,853	£-13,038,983	£-11,855,417
45%	70%	£-15,467,809	£-14,413,685	£-15,525,491	£-14,436,743
50%	70%	£-17,959,372	£-17,001,078	£-18,011,999	£-17,022,227
100%	70%	£-42,875,007	£-42,875,007	£-42,877,075	£-42,877,075

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,327,354	£11,213,100	£9,225,829	£11,173,515
10%	70%	£4,424,415	£6,121,586	£4,332,839	£6,085,757
15%	70%	£1,972,946	£3,575,831	£1,886,344	£3,541,878
20%	70%	£-478,524	£1,030,074	£-560,150	£997,998
25%	70%	£-2,929,994	£-1,515,683	£-3,006,646	£-1,545,880
30%	70%	£-5,381,463	£-4,061,440	£-5,453,141	£-4,089,760
35%	70%	£-7,832,932	£-6,607,197	£-7,899,635	£-6,633,639
40%	70%	£-10,298,346	£-9,152,954	£-10,361,084	£-9,177,518
45%	70%	£-12,789,910	£-11,735,786	£-12,847,591	£-11,758,843
50%	70%	£-15,281,473	£-14,323,178	£-15,334,099	£-14,344,328
100%	70%	£-40,197,108	£-40,197,108	£-40,199,175	£-40,199,175

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,568,938	£17,454,684	£15,467,413	£17,415,099
10%	70%	£10,665,999	£12,363,170	£10,574,423	£12,327,341
15%	70%	£8,214,530	£9,817,414	£8,127,928	£9,783,462
20%	70%	£5,763,060	£7,271,658	£5,681,433	£7,239,582
25%	70%	£3,311,590	£4,725,901	£3,234,938	£4,695,703
30%	70%	£860,121	£2,180,144	£788,443	£2,151,824
35%	70%	£-1,591,348	£-365,613	£-1,658,051	£-392,055
40%	70%	£-4,056,762	£-2,911,370	£-4,119,500	£-2,935,934
45%	70%	£-6,548,326	£-5,494,202	£-6,606,008	£-5,517,259
50%	70%	£-9,039,889	£-8,081,594	£-9,092,515	£-8,102,744
100%	70%	£-33,955,524	£-33,955,524	£-33,957,591	£-33,957,591



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	No
Value Area	£750 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,676,971	£16,562,718	£14,575,446	£16,523,133
10%	70%	£10,158,722	£11,855,894	£10,067,145	£11,820,064
15%	70%	£7,899,597	£9,502,482	£7,812,996	£9,468,530
20%	70%	£5,640,473	£7,149,070	£5,558,846	£7,116,996
25%	70%	£3,381,348	£4,795,658	£3,304,695	£4,765,460
30%	70%	£1,122,223	£2,442,245	£1,050,545	£2,413,926
35%	70%	£-1,155,496	£88,833	£-1,223,290	£62,391
40%	70%	£-3,451,569	£-2,301,616	£-3,514,307	£-2,326,582
45%	70%	£-5,747,642	£-4,693,519	£-5,805,325	£-4,716,576
50%	70%	£-8,043,715	£-7,085,421	£-8,096,341	£-7,106,570
100%	70%	£-31,004,445	£-31,004,445	£-31,006,512	£-31,006,512

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-4,660,312	£-2,774,565	£-4,761,837	£-2,814,150
10%	70%	£-9,178,561	£-7,481,390	£-9,270,138	£-7,517,219
15%	70%	£-11,437,686	£-9,834,801	£-11,524,287	£-9,868,753
20%	70%	£-13,696,810	£-12,188,213	£-13,778,437	£-12,220,288
25%	70%	£-15,955,935	£-14,541,625	£-16,032,588	£-14,571,823
30%	70%	£-18,215,061	£-16,895,038	£-18,286,738	£-16,923,357
35%	70%	£-20,492,779	£-19,248,450	£-20,560,574	£-19,274,892
40%	70%	£-22,788,852	£-21,638,899	£-22,851,590	£-21,663,866
45%	70%	£-25,084,925	£-24,030,802	£-25,142,608	£-24,053,859
50%	70%	£-27,380,998	£-26,422,704	£-27,433,624	£-26,443,853
100%	70%	£-50,341,728	£-50,341,728	£-50,343,796	£-50,343,796

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,567,238	£4,452,985	£2,465,713	£4,413,400
10%	70%	£-1,951,011	£-253,839	£-2,042,588	£-289,669
15%	70%	£-4,210,136	£-2,607,251	£-4,296,737	£-2,641,203
20%	70%	£-6,469,260	£-4,960,663	£-6,550,887	£-4,992,738
25%	70%	£-8,728,385	£-7,314,075	£-8,805,038	£-7,344,273
30%	70%	£-10,987,511	£-9,667,488	£-11,059,188	£-9,695,807
35%	70%	£-13,265,229	£-12,020,900	£-13,333,024	£-12,047,342
40%	70%	£-15,561,302	£-14,411,349	£-15,624,040	£-14,436,316
45%	70%	£-17,857,375	£-16,803,252	£-17,915,058	£-16,826,309
50%	70%	£-20,153,448	£-19,195,154	£-20,206,074	£-19,216,303
100%	70%	£-43,114,178	£-43,114,178	£-43,116,246	£-43,116,246

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,245,138	£7,130,885	£5,143,612	£7,091,300
10%	70%	£726,888	£2,424,060	£635,312	£2,388,230
15%	70%	£-1,532,236	£70,649	£-1,618,838	£36,696
20%	70%	£-3,791,361	£-2,282,764	£-3,872,988	£-2,314,838
25%	70%	£-6,050,485	£-4,636,176	£-6,127,138	£-4,666,373
30%	70%	£-8,309,611	£-6,989,588	£-8,381,288	£-7,017,907
35%	70%	£-10,587,330	£-9,343,001	£-10,655,124	£-9,369,442
40%	70%	£-12,883,403	£-11,733,450	£-12,946,141	£-11,758,416
45%	70%	£-15,179,475	£-14,125,352	£-15,237,158	£-14,148,410
50%	70%	£-17,475,548	£-16,517,255	£-17,528,175	£-16,538,404
100%	70%	£-40,436,279	£-40,436,279	£-40,438,346	£-40,438,346

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,486,722	£13,372,469	£11,385,196	£13,332,883
10%	70%	£6,968,472	£8,665,644	£6,876,896	£8,629,814
15%	70%	£4,709,348	£6,312,233	£4,622,746	£6,278,280
20%	70%	£2,450,223	£3,958,820	£2,368,596	£3,926,746
25%	70%	£191,099	£1,605,408	£114,446	£1,575,211
30%	70%	£-2,068,027	£-748,004	£-2,139,704	£-776,323
35%	70%	£-4,345,746	£-3,101,417	£-4,413,540	£-3,127,859
40%	70%	£-6,641,819	£-5,491,866	£-6,704,557	£-5,516,832
45%	70%	£-8,937,891	£-7,883,768	£-8,995,574	£-7,906,826
50%	70%	£-11,233,964	£-10,275,671	£-11,286,591	£-10,296,820
100%	70%	£-34,194,695	£-34,194,695	£-34,196,762	£-34,196,762

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	No
Value Area	£725 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,635,864	£14,521,610	£12,534,339	£14,482,025
10%	70%	£8,309,818	£10,006,990	£8,218,242	£9,971,160
15%	70%	£6,146,796	£7,749,679	£6,060,194	£7,715,728
20%	70%	£3,983,773	£5,492,370	£3,902,145	£5,460,295
25%	70%	£1,820,750	£3,235,060	£1,744,098	£3,204,863
30%	70%	£347,870	£977,750	£420,721	£949,431
35%	70%	£2,546,270	£1,300,488	£2,614,064	£1,327,362
40%	70%	£4,744,669	£3,594,716	£4,807,408	£3,619,682
45%	70%	£6,943,068	£5,888,945	£7,000,751	£5,912,003
50%	70%	£9,141,468	£8,183,174	£9,194,094	£8,204,324
100%	70%	£31,125,460	£31,125,460	£31,127,527	£31,127,527

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,701,419	£4,815,673	£6,802,945	£4,855,258
10%	70%	£11,027,465	£9,330,294	£11,119,041	£9,366,123
15%	70%	£13,190,488	£11,587,604	£13,277,089	£11,621,555
20%	70%	£15,353,510	£13,844,913	£15,435,138	£13,876,988
25%	70%	£17,516,534	£16,102,223	£17,593,186	£16,132,420
30%	70%	£19,685,154	£18,359,533	£19,758,004	£18,387,852
35%	70%	£21,853,553	£20,617,771	£21,951,347	£20,664,645
40%	70%	£24,021,952	£22,875,999	£24,144,691	£22,956,966
45%	70%	£26,200,351	£25,134,228	£26,338,034	£25,249,286
50%	70%	£28,378,751	£27,392,457	£28,531,377	£27,541,607
100%	70%	£50,462,743	£50,462,743	£50,464,810	£50,464,810

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£526,131	£2,411,877	£424,605	£2,372,292
10%	70%	£3,799,915	£2,102,743	£3,891,491	£2,138,573
15%	70%	£5,962,938	£4,360,054	£6,049,539	£4,394,005
20%	70%	£8,125,960	£6,617,363	£8,207,588	£6,649,438
25%	70%	£10,288,984	£8,874,673	£10,365,636	£8,904,870
30%	70%	£12,457,604	£11,131,983	£12,530,454	£11,160,302
35%	70%	£14,626,003	£13,410,221	£14,723,797	£13,437,095
40%	70%	£16,854,402	£15,704,449	£16,917,141	£15,729,415
45%	70%	£19,052,801	£17,998,678	£19,110,484	£18,021,736
50%	70%	£21,251,201	£20,292,907	£21,303,827	£20,314,057
100%	70%	£43,235,193	£43,235,193	£43,237,260	£43,237,260

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,204,030	£5,089,776	£3,102,505	£5,050,191
10%	70%	£1,122,016	£575,156	£1,213,591	£539,326
15%	70%	£3,285,038	£1,682,154	£3,371,640	£1,716,106
20%	70%	£5,448,061	£3,939,463	£5,529,688	£3,971,539
25%	70%	£7,611,084	£6,196,774	£7,687,736	£6,226,971
30%	70%	£9,779,704	£8,454,084	£9,852,555	£8,482,403
35%	70%	£11,978,103	£10,732,322	£12,045,898	£10,759,196
40%	70%	£14,176,502	£13,026,550	£14,239,242	£13,051,516
45%	70%	£16,374,902	£15,320,779	£16,432,585	£15,343,836
50%	70%	£18,573,302	£17,615,008	£18,625,927	£17,636,157
100%	70%	£40,557,294	£40,557,294	£40,559,361	£40,559,361

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,445,614	£11,331,360	£9,344,089	£11,291,775
10%	70%	£5,119,568	£6,816,740	£5,027,993	£6,780,910
15%	70%	£2,956,546	£4,559,430	£2,869,944	£4,525,478
20%	70%	£793,523	£2,302,121	£711,896	£2,270,045
25%	70%	£1,369,500	£44,810	£1,446,152	£14,613
30%	70%	£3,538,120	£2,212,500	£3,610,971	£2,240,819
35%	70%	£5,736,519	£4,490,738	£5,804,314	£4,517,612
40%	70%	£7,934,919	£6,784,966	£7,997,658	£6,809,932
45%	70%	£10,133,318	£9,079,195	£10,191,001	£9,102,252
50%	70%	£12,331,718	£11,373,424	£12,384,344	£11,394,573
100%	70%	£34,315,710	£34,315,710	£34,317,777	£34,317,777

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T5 - 180 Flats and 2,000 sq m B1</b>		<b>Value Area</b>	<b>£700 pst</b>
<b>No Units</b>	<b>180</b>	<b>Sales value inflation</b>	<b>0%</b>
<b>Site Area</b>	<b>0.7 Ha</b>	<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>None</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,594,756	£12,480,502	£10,493,230	£12,440,918
10%	70%	£6,458,672	£8,155,844	£6,367,096	£8,120,015
15%	70%	£4,390,630	£5,993,515	£4,304,028	£5,959,563
20%	70%	£2,322,589	£3,831,186	£2,240,961	£3,799,111
25%	70%	£254,546	£1,668,857	£177,894	£1,638,659
30%	70%	£-1,843,155	£-501,543	£-1,916,005	£-530,326
35%	70%	£-3,945,021	£-2,699,238	£-4,012,815	£-2,726,112
40%	70%	£-6,046,885	£-4,896,932	£-6,109,624	£-4,921,898
45%	70%	£-8,148,750	£-7,094,627	£-8,206,433	£-7,117,684
50%	70%	£-10,250,615	£-9,292,321	£-10,303,242	£-9,313,470
100%	70%	£-31,269,264	£-31,269,264	£-31,271,331	£-31,271,331

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-8,742,527	£-6,856,781	£-8,844,053	£-6,896,365
10%	70%	£-12,878,611	£-11,181,439	£-12,970,187	£-11,217,269
15%	70%	£-14,946,653	£-13,343,768	£-15,033,255	£-13,377,721
20%	70%	£-17,014,694	£-15,506,097	£-17,096,322	£-15,538,173
25%	70%	£-19,082,737	£-17,668,426	£-19,159,389	£-17,698,624
30%	70%	£-21,180,439	£-19,838,826	£-21,253,288	£-19,867,609
35%	70%	£-23,282,304	£-22,036,521	£-23,350,098	£-22,063,395
40%	70%	£-25,384,168	£-24,234,215	£-25,446,907	£-24,259,181
45%	70%	£-27,486,033	£-26,431,910	£-27,543,716	£-26,454,967
50%	70%	£-29,587,898	£-28,629,604	£-29,640,525	£-28,650,754
100%	70%	£-50,606,547	£-50,606,547	£-50,608,615	£-50,608,615

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,514,977	£370,769	£-1,616,503	£331,185
10%	70%	£-5,651,061	£-3,953,889	£-5,742,637	£-3,989,719
15%	70%	£-7,719,103	£-6,116,218	£-7,805,705	£-6,150,171
20%	70%	£-9,787,144	£-8,278,547	£-9,868,772	£-8,310,623
25%	70%	£-11,855,187	£-10,440,876	£-11,931,839	£-10,471,074
30%	70%	£-13,952,888	£-12,611,276	£-14,025,738	£-12,640,059
35%	70%	£-16,054,754	£-14,808,971	£-16,122,548	£-14,835,845
40%	70%	£-18,156,618	£-17,006,665	£-18,219,357	£-17,031,631
45%	70%	£-20,258,483	£-19,204,360	£-20,316,166	£-19,227,417
50%	70%	£-22,360,348	£-21,402,054	£-22,412,975	£-21,423,204
100%	70%	£-43,378,997	£-43,378,997	£-43,381,065	£-43,381,065

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,162,922	£3,048,668	£1,061,397	£3,009,084
10%	70%	£-2,973,162	£-1,275,989	£-3,064,737	£-1,311,819
15%	70%	£-5,041,203	£-3,438,318	£-5,127,805	£-3,472,271
20%	70%	£-7,109,245	£-5,600,648	£-7,190,873	£-5,632,723
25%	70%	£-9,177,287	£-7,762,977	£-9,253,939	£-7,793,174
30%	70%	£-11,274,989	£-9,933,377	£-11,347,839	£-9,962,160
35%	70%	£-13,376,854	£-12,131,072	£-13,444,648	£-12,157,946
40%	70%	£-15,478,718	£-14,328,766	£-15,541,457	£-14,353,732
45%	70%	£-17,580,583	£-16,526,460	£-17,638,266	£-16,549,518
50%	70%	£-19,682,449	£-18,724,154	£-19,735,075	£-18,745,304
100%	70%	£-40,701,098	£-40,701,098	£-40,703,165	£-40,703,165

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,404,506	£9,290,252	£7,302,981	£9,250,668
10%	70%	£3,268,422	£4,965,595	£3,176,846	£4,929,765
15%	70%	£1,200,381	£2,803,265	£1,113,779	£2,769,313
20%	70%	£-867,661	£640,936	£-949,289	£608,861
25%	70%	£-2,935,703	£-1,521,593	£-3,012,355	£-1,551,590
30%	70%	£-5,033,405	£-3,691,793	£-5,106,255	£-3,720,576
35%	70%	£-7,135,270	£-5,889,488	£-7,203,065	£-5,916,362
40%	70%	£-9,237,134	£-8,087,182	£-9,299,873	£-8,112,148
45%	70%	£-11,338,999	£-10,284,876	£-11,396,682	£-10,307,934
50%	70%	£-13,440,865	£-12,482,570	£-13,493,491	£-12,503,720
100%	70%	£-34,459,514	£-34,459,514	£-34,461,581	£-34,461,581

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	No
Value Area	£650 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,512,540	£8,398,286	£6,411,015	£8,358,701
10%	70%	£2,748,648	£4,445,820	£2,657,072	£4,409,990
15%	70%	£866,702	£2,469,587	£780,100	£2,435,634
20%	70%	£1,031,848	£493,354	£1,114,810	£461,279
25%	70%	£2,944,573	£1,507,132	£3,022,480	£1,537,823
30%	70%	£4,857,299	£3,515,687	£4,930,149	£3,544,470
35%	70%	£6,770,024	£5,524,242	£6,837,819	£5,551,117
40%	70%	£8,682,749	£7,532,797	£8,745,488	£7,557,763
45%	70%	£10,595,475	£9,541,351	£10,653,157	£9,564,410
50%	70%	£12,508,200	£11,549,906	£12,560,827	£11,571,056
100%	70%	£31,635,454	£31,635,454	£31,637,521	£31,637,521

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,824,743	£10,938,997	£12,926,268	£10,978,582
10%	70%	£16,588,635	£14,891,463	£16,680,211	£14,927,293
15%	70%	£18,470,581	£16,867,696	£18,557,183	£16,901,649
20%	70%	£20,369,131	£18,843,929	£20,452,093	£18,876,004
25%	70%	£22,281,856	£20,844,415	£22,359,763	£20,875,106
30%	70%	£24,194,582	£22,852,970	£24,267,432	£22,881,753
35%	70%	£26,107,307	£24,861,525	£26,175,102	£24,888,400
40%	70%	£28,020,033	£26,870,080	£28,082,771	£26,895,046
45%	70%	£29,932,759	£28,878,635	£29,990,440	£28,901,693
50%	70%	£31,845,484	£30,887,189	£31,898,110	£30,908,339
100%	70%	£50,972,737	£50,972,737	£50,974,804	£50,974,804

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,597,193	£3,711,447	£5,698,718	£3,751,032
10%	70%	£9,361,085	£7,663,913	£9,452,661	£7,699,743
15%	70%	£11,243,031	£9,640,146	£11,329,633	£9,674,099
20%	70%	£13,141,581	£11,616,379	£13,224,543	£11,648,454
25%	70%	£15,054,306	£13,616,865	£15,132,213	£13,647,556
30%	70%	£16,967,032	£15,625,420	£17,039,882	£15,654,203
35%	70%	£18,879,757	£17,633,975	£18,947,552	£17,660,850
40%	70%	£20,792,483	£19,642,530	£20,855,221	£19,667,496
45%	70%	£22,705,209	£21,651,085	£22,762,890	£21,674,143
50%	70%	£24,617,934	£23,659,639	£24,670,560	£23,680,789
100%	70%	£43,745,187	£43,745,187	£43,747,254	£43,747,254

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,919,293	£1,033,547	£3,020,819	£1,073,132
10%	70%	£6,683,185	£4,986,014	£6,774,762	£5,021,843
15%	70%	£8,565,132	£6,962,247	£8,651,733	£6,996,199
20%	70%	£10,463,682	£8,938,480	£10,546,644	£8,970,554
25%	70%	£12,376,407	£10,938,966	£12,454,314	£10,969,656
30%	70%	£14,289,133	£12,947,521	£14,361,983	£12,976,303
35%	70%	£16,201,858	£14,956,075	£16,269,652	£14,982,951
40%	70%	£18,114,583	£16,964,630	£18,177,321	£16,989,597
45%	70%	£20,027,309	£18,973,185	£20,084,991	£18,996,244
50%	70%	£21,940,034	£20,981,740	£21,992,661	£21,002,890
100%	70%	£41,067,287	£41,067,287	£41,069,355	£41,069,355

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,322,291	£5,208,037	£3,220,765	£5,168,452
10%	70%	£441,601	£1,255,570	£533,178	£1,219,741
15%	70%	£2,323,548	£720,663	£2,410,149	£754,615
20%	70%	£4,222,098	£2,696,896	£4,305,060	£2,728,970
25%	70%	£6,134,823	£4,697,382	£6,212,730	£4,726,073
30%	70%	£8,047,549	£6,705,937	£8,120,399	£6,734,720
35%	70%	£9,960,274	£8,714,492	£10,028,068	£8,741,367
40%	70%	£11,872,999	£10,723,046	£11,935,737	£10,748,013
45%	70%	£13,785,725	£12,731,601	£13,843,407	£12,754,660
50%	70%	£15,698,450	£14,740,156	£15,751,077	£14,761,306
100%	70%	£34,825,704	£34,825,704	£34,827,771	£34,827,771

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	No
Value Area	£625 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,471,432	£6,357,178	£4,369,907	£6,317,594
10%	70%	£893,679	£2,590,851	£802,104	£2,555,021
15%	70%	-£909,838	£707,688	-£997,856	£673,735
20%	70%	-£2,727,972	-£1,194,701	-£2,810,934	-£1,227,300
25%	70%	-£4,546,105	-£3,108,664	-£4,624,011	-£3,139,354
30%	70%	-£6,364,239	-£5,022,626	-£6,437,088	-£5,051,409
35%	70%	-£8,182,372	-£6,936,589	-£8,250,166	-£6,963,464
40%	70%	-£10,000,506	-£8,850,553	-£10,063,244	-£8,875,518
45%	70%	-£11,818,639	-£10,764,516	-£11,876,322	-£10,787,573
50%	70%	-£13,636,773	-£12,678,479	-£13,689,399	-£12,699,628
100%	70%	-£31,818,108	-£31,818,108	-£31,820,175	-£31,820,175

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£14,885,851	-£12,980,105	-£14,967,377	-£13,019,689
10%	70%	-£18,443,604	-£16,746,432	-£18,535,179	-£16,782,262
15%	70%	-£20,247,121	-£18,629,595	-£20,335,139	-£18,663,548
20%	70%	-£22,065,255	-£20,531,984	-£22,148,217	-£20,564,583
25%	70%	-£23,883,388	-£22,445,947	-£23,961,294	-£22,476,637
30%	70%	-£25,701,522	-£24,359,910	-£25,774,371	-£24,388,692
35%	70%	-£27,519,655	-£26,273,872	-£27,587,449	-£26,300,747
40%	70%	-£29,337,789	-£28,187,836	-£29,400,527	-£28,212,801
45%	70%	-£31,155,922	-£30,101,799	-£31,213,605	-£30,124,857
50%	70%	-£32,974,056	-£32,015,762	-£33,026,682	-£32,036,912
100%	70%	-£51,155,391	-£51,155,391	-£51,157,458	-£51,157,458

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£7,638,301	-£5,752,555	-£7,739,826	-£5,792,139
10%	70%	-£11,216,054	-£9,518,882	-£11,307,629	-£9,554,712
15%	70%	-£13,019,571	-£11,402,045	-£13,107,589	-£11,435,998
20%	70%	-£14,837,705	-£13,304,434	-£14,920,667	-£13,337,033
25%	70%	-£16,655,838	-£15,218,397	-£16,733,744	-£15,249,087
30%	70%	-£18,473,972	-£17,132,360	-£18,546,821	-£17,161,142
35%	70%	-£20,292,105	-£19,046,322	-£20,359,899	-£19,073,197
40%	70%	-£22,110,239	-£20,960,286	-£22,172,977	-£20,985,251
45%	70%	-£23,928,372	-£22,874,249	-£23,986,055	-£22,897,306
50%	70%	-£25,746,506	-£24,788,212	-£25,799,132	-£24,809,362
100%	70%	-£43,927,841	-£43,927,841	-£43,929,908	-£43,929,908

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£4,960,402	-£3,074,658	-£5,061,927	-£3,114,240
10%	70%	-£8,538,154	-£6,840,983	-£8,629,730	-£6,876,812
15%	70%	-£10,341,671	-£8,724,146	-£10,429,689	-£8,758,098
20%	70%	-£12,159,805	-£10,626,534	-£12,242,767	-£10,659,134
25%	70%	-£13,977,938	-£12,540,497	-£14,055,844	-£12,571,188
30%	70%	-£15,796,072	-£14,454,460	-£15,868,922	-£14,483,243
35%	70%	-£17,614,205	-£16,368,423	-£17,682,000	-£16,395,298
40%	70%	-£19,432,339	-£18,282,387	-£19,495,078	-£18,307,352
45%	70%	-£21,250,472	-£20,196,349	-£21,308,155	-£20,219,407
50%	70%	-£23,068,607	-£22,110,312	-£23,121,232	-£22,131,462
100%	70%	-£41,249,941	-£41,249,941	-£41,252,008	-£41,252,008

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,281,182	£3,166,928	£1,179,657	£3,127,344
10%	70%	-£2,296,570	-£599,399	-£2,388,146	-£635,228
15%	70%	-£4,100,087	-£2,482,562	-£4,188,106	-£2,516,514
20%	70%	-£5,918,221	-£4,384,951	-£6,001,183	-£4,417,550
25%	70%	-£7,736,354	-£6,298,913	-£7,814,260	-£6,329,604
30%	70%	-£9,554,488	-£8,212,876	-£9,627,338	-£8,241,659
35%	70%	-£11,372,621	-£10,126,839	-£11,440,416	-£10,153,714
40%	70%	-£13,190,755	-£12,040,803	-£13,253,494	-£12,065,768
45%	70%	-£15,008,889	-£13,954,766	-£15,066,571	-£13,977,823
50%	70%	-£16,827,023	-£15,868,728	-£16,879,648	-£15,889,878
100%	70%	-£35,008,357	-£35,008,357	-£35,010,424	-£35,010,424

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use		Grant Available	No
		Value Area	£900psf
No Units	300	Sales value inflation	0%
Site Area	1.1 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£40,965,246	£44,047,155	£40,799,653	£43,982,793
10%	70%	£32,010,262	£34,828,790	£31,858,487	£34,770,168
15%	70%	£27,513,862	£30,176,329	£27,370,350	£30,120,270
20%	70%	£23,017,461	£25,523,312	£22,882,212	£25,470,372
25%	70%	£18,521,060	£20,870,296	£18,394,075	£20,820,475
30%	70%	£14,024,661	£16,217,280	£13,905,938	£16,170,578
35%	70%	£9,528,260	£11,564,264	£9,417,800	£11,520,681
40%	70%	£5,031,860	£6,911,248	£4,929,663	£6,870,783
45%	70%	£535,459	£2,258,232	£441,526	£2,220,887
50%	70%	£-4,025,723	£-2,433,951	£-4,112,794	£-2,468,738
100%	70%	£-49,725,118	£-49,725,118	£-49,728,208	£-49,728,208

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,578,729	£13,660,637	£10,413,135	£13,596,275
10%	70%	£1,623,744	£4,442,272	£1,471,970	£4,383,650
15%	70%	£-2,872,656	£-210,189	£-3,016,167	£-266,248
20%	70%	£-7,369,056	£-4,863,205	£-7,504,305	£-4,916,146
25%	70%	£-11,865,457	£-9,516,222	£-11,992,442	£-9,566,042
30%	70%	£-16,361,857	£-14,169,237	£-16,480,579	£-14,215,940
35%	70%	£-20,858,258	£-18,822,254	£-20,968,717	£-18,865,837
40%	70%	£-25,354,658	£-23,475,269	£-25,456,854	£-23,515,734
45%	70%	£-29,851,058	£-28,128,286	£-29,944,991	£-28,165,631
50%	70%	£-34,412,241	£-32,820,469	£-34,499,312	£-32,855,256
100%	70%	£-80,111,636	£-80,111,636	£-80,114,726	£-80,114,726

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,936,067	£25,017,976	£21,770,474	£24,953,614
10%	70%	£12,981,083	£15,799,611	£12,829,308	£15,740,989
15%	70%	£8,484,683	£11,147,150	£8,341,171	£11,091,091
20%	70%	£3,988,282	£6,494,133	£3,853,033	£6,441,193
25%	70%	£-508,118	£1,841,117	£-635,104	£1,791,297
30%	70%	£-5,004,518	£-2,811,898	£-5,123,241	£-2,858,601
35%	70%	£-9,500,919	£-7,464,915	£-9,611,379	£-7,508,498
40%	70%	£-13,997,319	£-12,117,930	£-14,099,516	£-12,158,396
45%	70%	£-18,493,719	£-16,770,947	£-18,587,652	£-16,808,292
50%	70%	£-23,054,902	£-21,463,130	£-23,141,973	£-21,497,917
100%	70%	£-68,754,297	£-68,754,297	£-68,757,387	£-68,757,387

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,144,106	£29,226,015	£25,978,513	£29,161,653
10%	70%	£17,189,122	£20,007,650	£17,037,347	£19,949,028
15%	70%	£12,692,722	£15,355,189	£12,549,210	£15,299,130
20%	70%	£8,196,321	£10,702,172	£8,061,072	£10,649,232
25%	70%	£3,699,921	£6,049,156	£3,572,935	£5,999,336
30%	70%	£-796,479	£1,396,141	£-915,202	£1,349,438
35%	70%	£-5,292,880	£-3,256,876	£-5,403,340	£-3,300,459
40%	70%	£-9,789,280	£-7,909,891	£-9,891,477	£-7,950,357
45%	70%	£-14,285,680	£-12,562,908	£-14,379,614	£-12,600,253
50%	70%	£-18,846,863	£-17,255,091	£-18,933,934	£-17,289,878
100%	70%	£-64,546,258	£-64,546,258	£-64,549,348	£-64,549,348

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£35,952,103	£39,034,011	£35,786,510	£38,969,649
10%	70%	£26,997,118	£29,815,646	£26,845,344	£29,757,024
15%	70%	£22,500,718	£25,163,185	£22,357,207	£25,107,126
20%	70%	£18,004,318	£20,510,169	£17,869,069	£20,457,229
25%	70%	£13,507,917	£15,857,152	£13,380,932	£15,807,332
30%	70%	£9,011,517	£11,204,137	£8,892,795	£11,157,434
35%	70%	£4,515,116	£6,551,120	£4,404,657	£6,507,537
40%	70%	£18,717	£1,898,105	£-833,480	£1,857,640
45%	70%	£-4,477,684	£-2,754,912	£-4,571,617	£-2,792,257
50%	70%	£-9,038,866	£-7,447,095	£-9,125,938	£-7,481,882
100%	70%	£-54,738,262	£-54,738,262	£-54,741,352	£-54,741,352

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>No</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£865 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>None</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£36,444,939	£39,538,327	£36,276,639	£39,473,965
10%	70%	£27,892,931	£30,712,013	£27,741,156	£30,652,835
15%	70%	£23,616,926	£26,279,392	£23,473,414	£26,223,335
20%	70%	£19,340,922	£21,846,773	£19,205,673	£21,793,833
25%	70%	£15,064,917	£17,414,152	£14,937,932	£17,364,332
30%	70%	£10,788,913	£12,981,532	£10,670,190	£12,934,830
35%	70%	£6,512,908	£8,548,912	£6,402,448	£8,505,328
40%	70%	£2,236,903	£4,116,291	£2,134,707	£4,075,827
45%	70%	-\$2,072,451	-\$321,502	-\$2,167,921	-\$359,459
50%	70%	-\$6,418,390	-\$4,826,619	-\$6,505,461	-\$4,861,406
100%	70%	-\$49,877,782	-\$49,877,782	-\$49,880,872	-\$49,880,872

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,058,422	£9,151,809	£5,890,122	£9,087,447
10%	70%	-\$2,493,587	£325,495	-\$2,645,362	£266,318
15%	70%	-\$6,769,592	-\$4,107,125	-\$6,913,104	-\$4,163,183
20%	70%	-\$11,045,596	-\$8,539,745	-\$11,180,845	-\$8,592,685
25%	70%	-\$15,321,601	-\$12,972,366	-\$15,448,586	-\$13,022,186
30%	70%	-\$19,597,605	-\$17,404,986	-\$19,716,328	-\$17,451,688
35%	70%	-\$23,873,610	-\$21,837,606	-\$23,984,069	-\$21,881,190
40%	70%	-\$28,149,615	-\$26,270,226	-\$28,251,810	-\$26,310,690
45%	70%	-\$32,425,620	-\$30,708,020	-\$32,554,439	-\$30,745,977
50%	70%	-\$36,701,625	-\$35,145,825	-\$36,891,979	-\$35,247,923
100%	70%	-\$80,264,299	-\$80,264,299	-\$80,267,390	-\$80,267,390

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,415,760	£20,509,148	£17,247,460	£20,444,786
10%	70%	£8,863,752	£11,682,834	£8,711,977	£11,623,657
15%	70%	£4,587,747	£7,250,214	£4,444,235	£7,194,156
20%	70%	£311,743	£2,817,594	£176,494	£2,764,654
25%	70%	-\$3,964,262	-\$1,615,027	-\$4,091,247	-\$1,664,847
30%	70%	-\$8,240,266	-\$6,047,647	-\$8,358,989	-\$6,094,349
35%	70%	-\$12,516,271	-\$10,480,267	-\$12,626,730	-\$10,523,851
40%	70%	-\$16,792,276	-\$14,912,887	-\$16,894,472	-\$14,953,352
45%	70%	-\$21,068,281	-\$19,350,681	-\$21,197,100	-\$19,388,638
50%	70%	-\$25,344,286	-\$23,788,485	-\$25,534,640	-\$23,890,585
100%	70%	-\$68,906,961	-\$68,906,961	-\$68,910,051	-\$68,910,051

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,623,799	£24,717,187	£21,455,499	£24,652,825
10%	70%	£13,071,791	£15,890,873	£12,920,016	£15,831,696
15%	70%	£8,795,786	£11,458,253	£8,652,274	£11,402,195
20%	70%	£4,519,782	£7,025,633	£4,384,533	£6,972,693
25%	70%	£243,777	£2,593,012	£116,792	£2,543,192
30%	70%	-\$4,032,227	-\$1,839,608	-\$4,150,950	-\$1,886,310
35%	70%	-\$8,308,232	-\$6,272,228	-\$8,418,691	-\$6,315,812
40%	70%	-\$12,584,237	-\$10,704,848	-\$12,686,433	-\$10,745,313
45%	70%	-\$16,860,242	-\$15,142,642	-\$16,989,061	-\$15,180,599
50%	70%	-\$21,136,247	-\$19,580,446	-\$21,326,601	-\$19,682,546
100%	70%	-\$64,698,922	-\$64,698,922	-\$64,702,012	-\$64,702,012

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£31,431,796	£34,525,183	£31,263,496	£34,460,821
10%	70%	£22,879,787	£25,698,869	£22,728,012	£25,639,692
15%	70%	£18,603,782	£21,266,249	£18,460,270	£21,210,191
20%	70%	£14,327,778	£16,833,629	£14,192,529	£16,780,689
25%	70%	£10,051,773	£12,401,009	£9,924,788	£12,351,188
30%	70%	£5,775,769	£7,968,388	£5,657,046	£7,921,686
35%	70%	£1,499,764	£3,535,768	£1,389,305	£3,492,184
40%	70%	-\$2,776,241	-\$896,852	-\$2,878,436	-\$897,316
45%	70%	-\$7,052,236	-\$3,464,646	-\$7,181,065	-\$3,572,603
50%	70%	-\$11,328,231	-\$9,039,762	-\$11,518,605	-\$9,874,549
100%	70%	-\$54,890,925	-\$54,890,925	-\$54,894,015	-\$54,894,015

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>No</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£825 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>None</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£31,235,656	£34,367,969	£31,067,355	£34,302,555
10%	70%	£23,182,524	£26,001,606	£23,030,749	£25,942,429
15%	70%	£19,155,958	£21,818,425	£19,012,446	£21,762,367
20%	70%	£15,129,392	£17,635,243	£14,994,144	£17,582,304
25%	70%	£11,102,826	£13,452,061	£10,975,840	£13,402,240
30%	70%	£7,076,260	£9,268,880	£6,957,538	£9,222,177
35%	70%	£3,049,694	£5,085,698	£2,939,234	£5,042,114
40%	70%	£-992,849	£902,516	£-1,096,717	£862,052
45%	70%	£-5,085,270	£-3,334,321	£-5,180,740	£-3,372,278
50%	70%	£-9,177,691	£-7,585,919	£-9,264,762	£-7,620,707
100%	70%	£-50,101,902	£-50,101,902	£-50,104,991	£-50,104,991

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£849,139	£3,981,451	£680,837	£3,916,037
10%	70%	£-7,203,994	£-4,384,911	£-7,355,768	£-4,444,089
15%	70%	£-11,230,560	£-8,568,093	£-11,374,072	£-8,624,151
20%	70%	£-15,257,126	£-12,751,275	£-15,392,374	£-12,804,214
25%	70%	£-19,283,691	£-16,934,457	£-19,410,678	£-16,984,277
30%	70%	£-23,310,258	£-21,117,638	£-23,428,980	£-21,164,340
35%	70%	£-27,336,824	£-25,300,820	£-27,447,283	£-25,344,404
40%	70%	£-31,379,366	£-29,484,002	£-31,483,235	£-29,524,466
45%	70%	£-35,471,787	£-33,720,839	£-35,567,257	£-33,758,796
50%	70%	£-39,564,209	£-37,972,437	£-39,651,280	£-38,007,225
100%	70%	£-80,488,420	£-80,488,420	£-80,491,509	£-80,491,509

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,206,477	£15,338,790	£12,038,176	£15,273,376
10%	70%	£4,153,345	£6,972,428	£4,001,571	£6,913,250
15%	70%	£126,779	£2,789,246	£-16,733	£2,733,188
20%	70%	£-3,899,787	£-1,393,936	£-4,035,035	£-1,446,875
25%	70%	£-7,926,353	£-5,577,118	£-8,053,339	£-5,626,939
30%	70%	£-11,952,919	£-9,760,299	£-12,071,641	£-9,807,002
35%	70%	£-15,979,485	£-13,943,481	£-16,089,944	£-13,987,065
40%	70%	£-20,022,028	£-18,126,663	£-20,125,896	£-18,167,127
45%	70%	£-24,114,449	£-22,363,500	£-24,209,919	£-22,401,457
50%	70%	£-28,206,870	£-26,615,098	£-28,293,941	£-26,649,886
100%	70%	£-69,131,081	£-69,131,081	£-69,134,170	£-69,134,170

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,414,516	£19,546,829	£16,246,215	£19,481,415
10%	70%	£8,361,384	£11,180,466	£8,209,609	£11,121,289
15%	70%	£4,334,818	£6,997,285	£4,191,306	£6,941,227
20%	70%	£308,252	£2,814,103	£173,004	£2,761,164
25%	70%	£-3,718,314	£-1,369,079	£-3,845,300	£-1,418,900
30%	70%	£-7,744,880	£-5,552,260	£-7,863,602	£-5,598,963
35%	70%	£-11,771,446	£-9,735,442	£-11,881,905	£-9,779,026
40%	70%	£-15,813,989	£-13,918,624	£-15,917,857	£-13,959,088
45%	70%	£-19,906,410	£-18,155,461	£-20,001,880	£-18,193,418
50%	70%	£-23,998,831	£-22,407,059	£-24,085,902	£-22,441,847
100%	70%	£-64,923,042	£-64,923,042	£-64,926,131	£-64,926,131

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,222,513	£29,354,825	£26,054,212	£29,289,411
10%	70%	£18,169,380	£20,988,463	£18,017,606	£20,929,285
15%	70%	£14,142,814	£16,805,281	£13,999,302	£16,749,223
20%	70%	£10,116,248	£12,622,099	£9,981,000	£12,569,160
25%	70%	£6,089,683	£8,438,917	£5,962,697	£8,389,097
30%	70%	£2,063,117	£4,255,736	£1,944,394	£4,209,034
35%	70%	£-1,963,450	£72,554	£-2,073,909	£28,970
40%	70%	£-6,005,992	£-4,110,628	£-6,109,861	£-4,151,092
45%	70%	£-10,098,413	£-8,347,465	£-10,193,883	£-8,385,422
50%	70%	£-14,190,834	£-12,599,063	£-14,277,906	£-12,633,851
100%	70%	£-55,115,045	£-55,115,045	£-55,118,135	£-55,118,135



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use

Grant Available	No
Value Area	£800 psf

No Units	300
Site Area	1.1 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£27,979,854	£31,112,167	£27,811,552	£31,046,752
10%	70%	£20,232,988	£23,052,070	£20,081,213	£22,992,894
15%	70%	£16,359,555	£19,022,022	£16,216,044	£18,965,963
20%	70%	£12,486,122	£14,991,973	£12,350,874	£14,939,034
25%	70%	£8,612,690	£10,961,925	£8,485,705	£10,912,104
30%	70%	£4,739,257	£6,931,877	£4,620,534	£6,885,174
35%	70%	£865,824	£2,901,828	£755,364	£2,858,245
40%	70%	£-3,056,798	£-1,146,672	£-3,160,666	£-1,187,799
45%	70%	£-6,993,582	£-5,242,633	£-7,089,051	£-5,280,590
50%	70%	£-10,930,365	£-9,338,593	£-11,017,437	£-9,373,380
100%	70%	£-50,298,198	£-50,298,198	£-50,301,288	£-50,301,288

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-2,406,664	£725,650	£-2,574,965	£660,235
10%	70%	£-10,153,530	£-7,334,447	£-10,305,304	£-7,393,624
15%	70%	£-14,026,962	£-11,364,496	£-14,170,474	£-11,420,554
20%	70%	£-17,900,396	£-15,394,545	£-18,035,644	£-15,447,484
25%	70%	£-21,773,828	£-19,424,593	£-21,900,813	£-19,474,414
30%	70%	£-25,647,260	£-23,454,641	£-25,765,984	£-23,501,343
35%	70%	£-29,520,694	£-27,484,690	£-29,631,153	£-27,528,273
40%	70%	£-33,443,316	£-31,533,190	£-33,547,184	£-31,574,317
45%	70%	£-37,380,099	£-35,629,151	£-37,475,569	£-35,667,107
50%	70%	£-41,316,883	£-39,725,111	£-41,403,954	£-39,759,898
100%	70%	£-80,684,716	£-80,684,716	£-80,687,806	£-80,687,806

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,950,675	£12,082,989	£8,782,374	£12,017,574
10%	70%	£1,203,809	£4,022,891	£1,052,034	£3,963,715
15%	70%	£-2,669,623	£-7,157	£-2,813,135	£-63,216
20%	70%	£-6,543,057	£-4,037,206	£-6,678,305	£-4,090,145
25%	70%	£-10,416,489	£-8,067,254	£-10,543,474	£-8,117,075
30%	70%	£-14,289,922	£-12,097,302	£-14,408,645	£-12,144,005
35%	70%	£-18,163,355	£-16,127,351	£-18,273,815	£-16,170,934
40%	70%	£-22,085,977	£-20,175,851	£-22,189,845	£-20,216,978
45%	70%	£-26,022,760	£-24,271,812	£-26,118,230	£-24,309,769
50%	70%	£-29,959,544	£-28,367,772	£-30,046,616	£-28,402,559
100%	70%	£-69,327,377	£-69,327,377	£-69,330,467	£-69,330,467

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,158,714	£16,291,028	£12,990,413	£16,225,612
10%	70%	£5,411,848	£8,230,930	£5,260,073	£8,171,754
15%	70%	£1,538,416	£4,200,882	£1,394,904	£4,144,823
20%	70%	£-2,335,018	£170,833	£-2,470,266	£117,894
25%	70%	£-6,208,450	£-3,859,215	£-6,335,435	£-3,909,036
30%	70%	£-10,081,883	£-7,889,263	£-10,200,606	£-7,935,966
35%	70%	£-13,955,316	£-11,919,312	£-14,065,776	£-11,962,895
40%	70%	£-17,877,938	£-15,967,812	£-17,981,806	£-16,008,939
45%	70%	£-21,814,721	£-20,063,773	£-21,910,191	£-20,101,730
50%	70%	£-25,751,505	£-24,159,733	£-25,838,577	£-24,194,520
100%	70%	£-65,119,338	£-65,119,338	£-65,122,428	£-65,122,428

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£22,966,710	£26,099,024	£22,798,409	£26,033,609
10%	70%	£15,219,844	£18,038,927	£15,068,070	£17,979,750
15%	70%	£11,346,412	£14,008,879	£11,202,900	£13,952,820
20%	70%	£7,472,978	£9,978,830	£7,337,730	£9,925,890
25%	70%	£3,599,546	£5,948,761	£3,472,561	£5,898,960
30%	70%	£-273,886	£1,918,733	£-392,610	£1,872,031
35%	70%	£-4,147,320	£-2,111,316	£-4,257,779	£-2,154,899
40%	70%	£-8,069,942	£-6,159,816	£-8,173,810	£-6,200,943
45%	70%	£-12,006,725	£-10,255,776	£-12,102,195	£-10,293,733
50%	70%	£-15,943,509	£-14,351,737	£-16,030,580	£-14,386,524
100%	70%	£-55,311,341	£-55,311,341	£-55,314,432	£-55,314,432

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use		Grant Available	No
		Value Area	£750 psf
No Units	300	Sales value inflation	0%
Site Area	1.1 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,468,249	£24,600,563	£21,299,948	£24,535,148
10%	70%	£14,334,069	£17,153,152	£14,182,295	£17,093,975
15%	70%	£10,766,980	£13,429,447	£10,623,468	£13,373,388
20%	70%	£7,199,891	£9,705,742	£7,064,642	£9,652,802
25%	70%	£3,632,800	£5,982,036	£3,505,815	£5,932,215
30%	70%	£65,711	£2,258,330	£-53,879	£2,211,629
35%	70%	£-3,558,644	£-1,489,342	£-3,670,911	£-1,533,637
40%	70%	£-7,184,074	£-5,273,948	£-7,287,942	£-5,315,075
45%	70%	£-10,809,505	£-9,058,556	£-10,904,974	£-9,096,512
50%	70%	£-14,434,934	£-12,843,163	£-14,522,006	£-12,877,950
100%	70%	£-50,689,234	£-50,689,234	£-50,692,324	£-50,692,324

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-8,918,268	£-5,785,955	£-9,086,570	£-5,851,370
10%	70%	£-16,052,448	£-13,233,366	£-16,204,223	£-13,292,542
15%	70%	£-19,619,538	£-16,957,071	£-19,763,049	£-17,013,130
20%	70%	£-23,186,627	£-20,680,776	£-23,321,876	£-20,733,716
25%	70%	£-26,753,718	£-24,404,482	£-26,880,703	£-24,454,303
30%	70%	£-30,320,807	£-28,128,187	£-30,440,397	£-28,174,889
35%	70%	£-33,945,162	£-31,875,859	£-34,057,428	£-31,920,155
40%	70%	£-37,570,592	£-35,660,466	£-37,674,460	£-35,701,593
45%	70%	£-41,196,022	£-39,445,074	£-41,291,491	£-39,483,030
50%	70%	£-44,821,452	£-43,229,680	£-44,908,524	£-43,264,467
100%	70%	£-81,075,752	£-81,075,752	£-81,078,842	£-81,078,842

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,439,070	£5,571,384	£2,270,769	£5,505,969
10%	70%	£-4,695,109	£-1,876,027	£-4,846,884	£-1,935,204
15%	70%	£-8,262,199	£-5,599,732	£-8,405,711	£-5,655,791
20%	70%	£-11,829,288	£-9,323,437	£-11,964,537	£-9,376,377
25%	70%	£-15,396,379	£-13,047,143	£-15,523,364	£-13,096,964
30%	70%	£-18,963,468	£-16,770,848	£-19,083,058	£-16,817,550
35%	70%	£-22,530,557	£-20,518,521	£-22,700,089	£-20,562,816
40%	70%	£-26,103,646	£-24,303,127	£-26,317,121	£-24,344,254
45%	70%	£-29,676,735	£-28,087,735	£-29,934,152	£-28,125,691
50%	70%	£-33,249,824	£-31,872,342	£-33,551,185	£-31,907,128
100%	70%	£-69,718,413	£-69,718,413	£-69,721,503	£-69,721,503

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,647,109	£9,779,423	£6,478,808	£9,714,008
10%	70%	£-487,071	£2,332,012	£-638,845	£2,272,835
15%	70%	£-4,054,160	£-1,391,693	£-4,197,672	£-1,447,752
20%	70%	£-7,621,249	£-5,115,398	£-7,756,498	£-5,168,338
25%	70%	£-11,188,340	£-8,839,104	£-11,315,325	£-8,888,925
30%	70%	£-14,755,429	£-12,562,810	£-14,875,019	£-12,609,511
35%	70%	£-18,322,518	£-16,310,482	£-18,492,050	£-16,354,777
40%	70%	£-21,889,607	£-20,095,088	£-22,109,082	£-20,136,215
45%	70%	£-25,456,696	£-23,879,696	£-25,726,113	£-23,917,652
50%	70%	£-29,023,785	£-27,664,303	£-29,343,146	£-27,699,090
100%	70%	£-65,510,374	£-65,510,374	£-65,513,464	£-65,513,464

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,455,106	£19,587,419	£16,286,804	£19,522,004
10%	70%	£9,320,926	£12,140,008	£9,169,151	£12,080,832
15%	70%	£5,753,836	£8,416,303	£5,610,325	£8,360,244
20%	70%	£2,186,747	£4,692,598	£2,051,498	£4,639,658
25%	70%	£-1,380,344	£968,892	£-1,507,329	£919,071
30%	70%	£-4,947,433	£-2,754,813	£-5,067,023	£-2,801,515
35%	70%	£-8,514,522	£-5,002,485	£-8,684,054	£-5,046,781
40%	70%	£-12,081,611	£-7,250,157	£-12,301,086	£-7,292,047
45%	70%	£-15,648,700	£-9,497,829	£-15,918,117	£-9,542,313
50%	70%	£-19,215,789	£-11,745,501	£-19,535,150	£-11,787,579
100%	70%	£-55,702,378	£-55,702,378	£-55,705,468	£-55,705,468

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>No</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£725 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>None</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£18,212,447	£21,344,760	£18,044,146	£21,279,346
10%	70%	£11,384,381	£14,203,463	£11,232,606	£14,144,285
15%	70%	£7,970,348	£10,632,814	£7,826,836	£10,576,755
20%	70%	£4,556,315	£7,062,166	£4,421,066	£7,009,226
25%	70%	£1,142,281	£3,491,516	£1,015,295	£3,441,696
30%	70%	£-2,308,907	£-80,427	£-2,429,572	£-127,893
35%	70%	£-5,778,777	£-3,709,474	£-5,891,043	£-3,753,770
40%	70%	£-9,248,647	£-7,338,521	£-9,352,515	£-7,379,648
45%	70%	£-12,718,518	£-10,967,568	£-12,813,987	£-11,005,525
50%	70%	£-16,188,388	£-14,596,616	£-16,275,459	£-14,631,403
100%	70%	£-50,887,089	£-50,887,089	£-50,890,178	£-50,890,178

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-12,174,071	£-9,041,757	£-12,342,371	£-9,107,171
10%	70%	£-19,002,137	£-16,183,055	£-19,153,912	£-16,242,232
15%	70%	£-22,416,170	£-19,753,703	£-22,559,682	£-19,809,762
20%	70%	£-25,830,203	£-23,324,352	£-25,965,452	£-23,377,292
25%	70%	£-29,244,237	£-26,895,002	£-29,371,222	£-26,944,822
30%	70%	£-32,658,270	£-30,465,651	£-32,816,089	£-30,514,411
35%	70%	£-36,072,303	£-34,036,300	£-36,277,561	£-34,140,288
40%	70%	£-39,486,336	£-37,606,949	£-39,739,033	£-37,766,166
45%	70%	£-42,900,369	£-41,177,598	£-43,200,504	£-41,392,043
50%	70%	£-46,314,402	£-44,748,247	£-46,661,977	£-45,017,921
100%	70%	£-81,273,607	£-81,273,607	£-81,276,696	£-81,276,696

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-816,732	£2,315,582	£-985,032	£2,250,167
10%	70%	£-7,644,798	£-4,825,716	£-7,796,573	£-4,884,893
15%	70%	£-11,058,831	£-8,396,365	£-11,202,343	£-8,452,423
20%	70%	£-14,472,864	£-11,967,013	£-14,608,113	£-12,019,953
25%	70%	£-17,886,898	£-15,537,663	£-18,013,883	£-15,587,483
30%	70%	£-21,300,931	£-19,108,312	£-21,458,750	£-19,157,072
35%	70%	£-24,714,964	£-22,678,961	£-24,920,222	£-22,782,949
40%	70%	£-28,128,997	£-26,249,610	£-28,381,694	£-26,408,827
45%	70%	£-31,543,030	£-29,820,259	£-31,843,165	£-29,034,704
50%	70%	£-35,957,063	£-33,390,908	£-35,304,638	£-33,660,582
100%	70%	£-69,916,268	£-69,916,268	£-69,919,357	£-69,919,357

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,391,307	£6,523,620	£3,223,007	£6,458,206
10%	70%	£-3,436,759	£-617,677	£-3,588,534	£-676,854
15%	70%	£-6,853,518	£-1,235,354	£-7,177,068	£-1,353,708
20%	70%	£-10,270,277	£-1,853,031	£-10,665,602	£-2,010,562
25%	70%	£-13,687,036	£-2,470,708	£-14,154,136	£-2,667,416
30%	70%	£-17,103,795	£-3,088,385	£-17,642,670	£-3,324,270
35%	70%	£-20,520,554	£-3,706,062	£-21,131,204	£-3,981,124
40%	70%	£-23,937,313	£-4,323,739	£-24,619,738	£-4,637,978
45%	70%	£-27,354,072	£-4,941,416	£-28,108,272	£-5,294,832
50%	70%	£-30,770,831	£-5,559,093	£-31,596,806	£-5,951,686
100%	70%	£-65,708,229	£-65,708,229	£-65,711,318	£-65,711,318

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,199,303	£16,331,617	£13,031,003	£16,266,203
10%	70%	£6,371,237	£9,190,319	£6,219,462	£9,131,142
15%	70%	£2,957,204	£5,619,671	£2,813,692	£5,563,612
20%	70%	£-456,829	£2,049,022	£-582,078	£1,996,082
25%	70%	£-3,870,863	£-1,521,628	£-3,997,848	£-1,571,448
30%	70%	£-7,322,051	£-5,093,570	£-7,442,715	£-5,141,037
35%	70%	£-10,773,239	£-8,722,618	£-10,904,187	£-8,766,914
40%	70%	£-14,224,427	£-12,351,665	£-14,365,659	£-12,392,792
45%	70%	£-17,675,615	£-15,980,712	£-17,827,130	£-16,018,669
50%	70%	£-21,126,803	£-19,609,759	£-21,288,603	£-19,644,546
100%	70%	£-55,900,233	£-55,900,233	£-55,903,322	£-55,903,322

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use		Value Area	£700 pst
No Units	300	Sales value inflation	0%
Site Area	1.1 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,956,645	£18,088,958	£14,788,344	£18,023,544
10%	70%	£8,431,025	£11,250,108	£8,279,251	£11,190,931
15%	70%	£5,168,216	£7,830,682	£5,024,704	£7,774,625
20%	70%	£1,905,406	£4,411,257	£1,770,157	£4,358,317
25%	70%	-£1,379,604	£991,832	-£1,508,667	£942,011
30%	70%	-£4,695,777	-£2,467,297	-£4,816,441	-£2,514,763
35%	70%	-£8,011,950	-£5,942,648	-£8,124,217	-£5,986,943
40%	70%	-£11,328,124	-£9,417,997	-£11,431,991	-£9,459,124
45%	70%	-£14,644,297	-£12,893,348	-£14,739,767	-£12,931,305
50%	70%	-£17,960,470	-£16,368,699	-£18,047,542	-£16,403,486
100%	70%	-£51,122,202	-£51,122,202	-£51,125,292	-£51,125,292

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£15,429,873	-£12,297,560	-£15,598,174	-£12,362,974
10%	70%	-£21,955,493	-£19,136,410	-£22,107,267	-£19,195,587
15%	70%	-£25,218,302	-£22,555,835	-£25,361,814	-£22,611,893
20%	70%	-£28,481,111	-£25,975,260	-£28,616,360	-£26,028,201
25%	70%	-£31,766,121	-£29,394,685	-£31,895,184	-£29,444,507
30%	70%	-£35,082,295	-£32,853,815	-£35,202,959	-£32,901,280
35%	70%	-£38,398,468	-£36,329,165	-£38,510,734	-£36,373,461
40%	70%	-£41,714,642	-£39,804,515	-£41,818,509	-£39,845,642
45%	70%	-£45,030,814	-£43,279,866	-£45,126,284	-£43,317,823
50%	70%	-£48,346,988	-£46,755,216	-£48,434,060	-£46,790,003
100%	70%	-£81,508,720	-£81,508,720	-£81,511,810	-£81,511,810

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£4,072,534	-£940,221	-£4,240,835	-£1,005,635
10%	70%	-£10,598,154	-£7,779,071	-£10,749,928	-£7,838,248
15%	70%	-£13,860,963	-£11,198,496	-£14,004,475	-£11,254,554
20%	70%	-£17,123,773	-£14,617,922	-£17,259,022	-£14,670,862
25%	70%	-£20,408,782	-£18,037,347	-£20,537,845	-£18,087,168
30%	70%	-£23,724,956	-£21,496,476	-£23,845,620	-£21,543,941
35%	70%	-£27,041,129	-£24,971,827	-£27,153,395	-£25,016,122
40%	70%	-£30,357,303	-£28,447,176	-£30,461,170	-£28,488,303
45%	70%	-£33,673,476	-£31,922,527	-£33,768,945	-£31,960,484
50%	70%	-£36,989,649	-£35,397,878	-£37,076,721	-£35,432,665
100%	70%	-£70,151,381	-£70,151,381	-£70,154,471	-£70,154,471

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£135,505	£3,267,818	-£32,796	£3,202,404
10%	70%	-£6,390,115	-£3,571,032	-£6,541,889	-£3,630,209
15%	70%	-£9,652,924	-£6,990,457	-£9,796,436	-£7,046,515
20%	70%	-£12,915,734	-£10,409,883	-£13,050,983	-£10,462,823
25%	70%	-£16,200,743	-£13,829,308	-£16,329,806	-£13,879,129
30%	70%	-£19,516,917	-£17,288,437	-£19,637,581	-£17,335,903
35%	70%	-£22,833,090	-£20,763,788	-£22,945,356	-£20,808,083
40%	70%	-£26,149,264	-£24,239,137	-£26,253,131	-£24,280,264
45%	70%	-£29,465,437	-£27,714,488	-£29,560,907	-£27,752,445
50%	70%	-£32,781,610	-£31,189,839	-£32,868,682	-£31,224,626
100%	70%	-£65,943,342	-£65,943,342	-£65,946,432	-£65,946,432

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,943,501	£13,075,814	£9,775,200	£13,010,400
10%	70%	£3,417,881	£6,236,964	£3,266,107	£6,177,787
15%	70%	£155,072	£2,817,539	£11,560	£2,761,481
20%	70%	-£3,107,737	-£601,886	-£3,242,986	-£654,826
25%	70%	-£6,392,747	-£4,021,311	-£6,521,810	-£4,071,133
30%	70%	-£9,708,921	-£7,480,441	-£9,829,585	-£7,527,906
35%	70%	-£13,025,094	-£10,955,791	-£13,137,360	-£11,000,087
40%	70%	-£16,341,268	-£14,431,141	-£16,445,135	-£14,472,268
45%	70%	-£19,657,440	-£17,906,492	-£19,752,910	-£17,944,449
50%	70%	-£22,973,614	-£21,381,842	-£23,060,686	-£21,416,629
100%	70%	-£56,135,346	-£56,135,346	-£56,138,436	-£56,138,436

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use

Grant Available	No
Value Area	£650 psf

No Units	300
Site Area	1.1 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,445,040	£11,577,353	£8,276,739	£11,511,939
10%	70%	£2,511,674	£5,330,756	£2,359,899	£5,271,579
15%	70%	-£462,450	£2,207,457	-£608,310	£2,151,400
20%	70%	-£3,477,654	-£930,819	-£3,615,114	-£984,625
25%	70%	-£6,492,857	-£4,105,200	-£6,621,920	-£4,155,836
30%	70%	-£9,508,061	-£7,279,581	-£9,628,726	-£7,327,046
35%	70%	-£12,523,265	-£10,453,962	-£12,635,530	-£10,498,257
40%	70%	-£15,538,468	-£13,628,342	-£15,642,336	-£13,669,468
45%	70%	-£18,553,672	-£16,802,722	-£18,649,141	-£16,840,679
50%	70%	-£21,568,875	-£19,977,103	-£21,655,946	-£20,011,890
100%	70%	-£51,720,909	-£51,720,909	-£51,723,999	-£51,723,999

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£21,941,478	-£18,809,164	-£22,109,778	-£18,874,578
10%	70%	-£27,874,844	-£25,055,762	-£28,026,619	-£25,114,938
15%	70%	-£30,848,968	-£28,179,060	-£30,994,827	-£28,235,118
20%	70%	-£33,864,172	-£31,317,337	-£34,001,632	-£31,371,143
25%	70%	-£36,879,375	-£34,491,718	-£37,008,438	-£34,542,354
30%	70%	-£39,894,579	-£37,666,099	-£40,015,243	-£37,713,564
35%	70%	-£42,909,783	-£40,840,479	-£43,022,048	-£40,884,775
40%	70%	-£45,924,986	-£44,014,860	-£46,028,854	-£44,055,986
45%	70%	-£48,940,190	-£47,189,240	-£49,035,658	-£47,227,197
50%	70%	-£51,955,392	-£50,363,621	-£52,042,464	-£50,398,408
100%	70%	-£82,107,427	-£82,107,427	-£82,110,517	-£82,110,517

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£10,584,139	-£7,451,826	-£10,752,439	-£7,517,240
10%	70%	-£16,517,505	-£13,698,423	-£16,669,280	-£13,757,599
15%	70%	-£19,491,629	-£16,821,721	-£19,637,489	-£16,877,779
20%	70%	-£22,506,833	-£19,959,998	-£22,644,293	-£20,013,804
25%	70%	-£25,522,036	-£23,134,379	-£25,651,099	-£23,185,015
30%	70%	-£28,537,240	-£26,308,760	-£28,657,905	-£26,356,225
35%	70%	-£31,552,444	-£29,483,140	-£31,664,709	-£29,527,436
40%	70%	-£34,567,647	-£32,657,521	-£34,671,515	-£32,698,647
45%	70%	-£37,582,851	-£35,831,901	-£37,678,320	-£35,869,858
50%	70%	-£40,598,054	-£39,006,282	-£40,685,125	-£39,041,069
100%	70%	-£70,750,088	-£70,750,088	-£70,753,178	-£70,753,178

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£6,376,100	-£3,243,787	-£6,544,400	-£3,309,201
10%	70%	-£12,309,466	-£9,490,384	-£12,461,241	-£9,549,560
15%	70%	-£15,283,590	-£12,613,682	-£15,429,450	-£12,669,740
20%	70%	-£18,298,794	-£15,751,959	-£18,436,254	-£15,805,765
25%	70%	-£21,313,997	-£18,926,340	-£21,443,060	-£18,976,976
30%	70%	-£24,329,201	-£22,100,721	-£24,449,866	-£22,148,186
35%	70%	-£27,344,405	-£25,275,101	-£27,456,670	-£25,319,397
40%	70%	-£30,359,608	-£28,449,482	-£30,463,476	-£28,490,608
45%	70%	-£33,374,812	-£31,623,862	-£33,470,281	-£31,661,819
50%	70%	-£36,390,015	-£34,798,243	-£36,477,086	-£34,833,030
100%	70%	-£66,542,049	-£66,542,049	-£66,545,139	-£66,545,139

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,431,896	£6,564,210	£3,263,596	£6,498,796
10%	70%	-£2,501,470	£317,612	-£2,653,245	£258,436
15%	70%	-£5,475,594	-£2,805,686	-£5,621,453	-£2,861,744
20%	70%	-£8,490,798	-£5,943,963	-£8,628,258	-£5,997,769
25%	70%	-£11,506,001	-£9,118,344	-£11,635,064	-£9,168,980
30%	70%	-£14,521,205	-£12,292,724	-£14,641,869	-£12,340,190
35%	70%	-£17,536,409	-£15,467,105	-£17,648,674	-£15,511,401
40%	70%	-£20,551,612	-£18,641,486	-£20,655,480	-£18,682,612
45%	70%	-£23,566,815	-£21,815,866	-£23,662,284	-£21,853,823
50%	70%	-£26,582,018	-£24,990,247	-£26,669,090	-£25,025,034
100%	70%	-£56,734,053	-£56,734,053	-£56,737,143	-£56,737,143

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use

Grant Available	No
Value Area	£625 psf

No Units	300
Site Area	1.1 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,189,238	£8,321,552	£5,020,937	£8,256,137
10%	70%	£455,256	£2,371,152	£609,514	£2,311,975
15%	70%	£3,319,939	£613,928	£3,465,798	£670,903
20%	70%	£6,184,622	£3,637,787	£6,322,082	£3,691,593
25%	70%	£9,049,304	£6,661,647	£9,178,367	£6,712,282
30%	70%	£11,913,986	£9,685,506	£12,034,651	£9,732,972
35%	70%	£14,778,669	£12,709,366	£14,890,935	£12,753,662
40%	70%	£17,643,351	£15,733,226	£17,747,220	£15,774,352
45%	70%	£20,508,034	£18,757,085	£20,603,504	£18,795,042
50%	70%	£23,372,717	£21,780,945	£23,459,787	£21,815,732
100%	70%	£52,019,541	£52,019,541	£52,022,631	£52,022,631

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£25,197,280	£22,064,966	£25,365,581	£22,130,381
10%	70%	£30,841,774	£28,015,365	£30,996,032	£28,074,543
15%	70%	£33,706,457	£31,000,445	£33,852,316	£31,057,420
20%	70%	£36,571,139	£34,024,304	£36,708,600	£34,078,111
25%	70%	£39,435,822	£37,048,164	£39,564,884	£37,098,800
30%	70%	£42,300,504	£40,072,024	£42,421,168	£40,119,490
35%	70%	£45,165,187	£43,095,884	£45,277,452	£43,140,180
40%	70%	£48,029,869	£46,119,744	£48,133,737	£46,160,869
45%	70%	£50,894,551	£49,143,603	£50,990,021	£49,181,560
50%	70%	£53,759,235	£52,167,463	£53,846,305	£52,202,250
100%	70%	£82,406,059	£82,406,059	£82,409,149	£82,409,149

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,839,941	£10,707,627	£14,008,242	£10,773,042
10%	70%	£19,484,435	£16,658,027	£19,638,693	£16,717,204
15%	70%	£22,349,118	£19,643,106	£22,494,977	£19,700,082
20%	70%	£25,213,801	£22,666,966	£25,351,261	£22,720,772
25%	70%	£28,078,483	£25,690,826	£28,207,546	£25,741,461
30%	70%	£30,943,165	£28,714,685	£31,063,830	£28,762,151
35%	70%	£33,807,848	£31,738,545	£33,920,114	£31,782,841
40%	70%	£36,672,530	£34,762,405	£36,776,398	£34,803,531
45%	70%	£39,537,213	£37,786,264	£39,632,682	£37,824,221
50%	70%	£42,401,896	£40,810,124	£42,488,966	£40,844,911
100%	70%	£71,048,720	£71,048,720	£71,051,810	£71,051,810

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,631,902	£6,499,588	£9,800,203	£6,565,003
10%	70%	£15,276,396	£12,449,988	£15,430,654	£12,509,165
15%	70%	£18,141,079	£15,435,067	£18,286,938	£15,492,043
20%	70%	£21,005,762	£18,458,927	£21,143,222	£18,512,733
25%	70%	£23,870,444	£21,482,787	£23,999,507	£21,533,422
30%	70%	£26,735,126	£24,506,646	£26,855,791	£24,554,112
35%	70%	£29,599,809	£27,530,506	£29,712,075	£27,574,802
40%	70%	£32,464,491	£30,554,366	£32,568,360	£30,595,492
45%	70%	£35,329,174	£33,578,225	£35,424,643	£33,616,182
50%	70%	£38,193,857	£36,602,085	£38,280,927	£36,636,872
100%	70%	£66,840,681	£66,840,681	£66,843,771	£66,843,771

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£176,094	£3,308,408	£7,793	£3,242,993
10%	70%	£5,468,400	£2,641,991	£5,622,658	£2,701,169
15%	70%	£8,333,083	£5,627,071	£8,478,942	£5,684,046
20%	70%	£11,197,765	£8,650,930	£11,335,225	£8,704,737
25%	70%	£14,062,447	£11,674,790	£14,191,510	£11,725,426
30%	70%	£16,927,130	£14,698,649	£17,047,794	£14,746,116
35%	70%	£19,791,813	£17,722,509	£19,904,078	£17,766,806
40%	70%	£22,656,495	£20,746,370	£22,760,363	£20,787,495
45%	70%	£25,521,177	£23,770,229	£25,616,647	£23,808,185
50%	70%	£28,385,860	£26,794,089	£28,472,931	£26,828,876
100%	70%	£57,032,684	£57,032,684	£57,035,775	£57,035,775

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail		Grant Available	No
		Value Area	£900psf
No Units	450	Sales value inflation	0%
Site Area	1.26 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£33,124,292	£37,806,920	£32,868,083	£37,704,521
10%	70%	£20,325,329	£24,539,694	£20,093,826	£24,446,620
15%	70%	£13,925,847	£17,906,081	£13,706,697	£17,817,669
20%	70%	£7,526,366	£11,272,468	£7,319,568	£11,188,718
25%	70%	£1,126,884	£4,638,856	£932,440	£4,559,768
30%	70%	£-5,358,831	£-2,027,382	£-5,543,902	£-2,103,024
35%	70%	£-11,862,977	£-8,769,488	£-12,035,492	£-8,840,392
40%	70%	£-18,367,123	£-15,511,595	£-18,527,084	£-15,577,761
45%	70%	£-24,871,269	£-22,253,702	£-25,018,675	£-22,315,128
50%	70%	£-31,375,414	£-28,995,807	£-31,510,265	£-29,052,497
100%	70%	£-96,416,874	£-96,416,874	£-96,426,177	£-96,426,177

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,769,666	£2,912,962	£-2,025,875	£2,810,563
10%	70%	£-14,568,629	£-10,354,264	£-14,800,132	£-10,447,338
15%	70%	£-20,968,110	£-16,987,876	£-21,187,261	£-17,076,289
20%	70%	£-27,367,592	£-23,621,489	£-27,574,389	£-23,705,239
25%	70%	£-33,767,074	£-30,255,102	£-33,961,518	£-30,334,190
30%	70%	£-40,252,789	£-36,921,339	£-40,437,859	£-36,996,982
35%	70%	£-46,756,935	£-43,663,446	£-46,929,450	£-43,734,350
40%	70%	£-53,261,081	£-50,405,553	£-53,421,042	£-50,471,719
45%	70%	£-59,765,227	£-57,147,659	£-59,912,632	£-57,209,086
50%	70%	£-66,269,372	£-63,889,765	£-66,404,223	£-63,946,454
100%	70%	£-131,310,832	£-131,310,832	£-131,320,135	£-131,320,135

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,272,384	£15,955,013	£11,016,176	£15,852,614
10%	70%	£-1,526,578	£2,687,787	£-1,758,081	£2,594,712
15%	70%	£-7,926,060	£-3,945,826	£-8,145,210	£-4,034,238
20%	70%	£-14,325,542	£-10,579,439	£-14,532,339	£-10,663,189
25%	70%	£-20,725,023	£-17,213,052	£-20,919,467	£-17,292,139
30%	70%	£-27,210,739	£-23,879,289	£-27,395,809	£-23,954,931
35%	70%	£-33,714,884	£-30,621,395	£-33,887,399	£-30,692,300
40%	70%	£-40,219,031	£-37,363,502	£-40,378,991	£-37,429,668
45%	70%	£-46,723,176	£-44,105,609	£-46,870,582	£-44,167,035
50%	70%	£-53,227,321	£-50,847,714	£-53,362,172	£-50,904,404
100%	70%	£-118,268,781	£-118,268,781	£-118,278,084	£-118,278,084

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,104,631	£20,787,259	£15,848,422	£20,684,860
10%	70%	£3,305,668	£7,520,033	£3,074,165	£7,426,959
15%	70%	£-3,093,814	£886,420	£-3,312,964	£798,008
20%	70%	£-9,493,295	£-5,747,193	£-9,700,093	£-5,830,942
25%	70%	£-15,892,777	£-12,380,805	£-16,087,221	£-12,459,893
30%	70%	£-22,378,492	£-19,047,043	£-22,563,563	£-19,122,685
35%	70%	£-28,862,638	£-25,789,149	£-29,055,153	£-25,860,053
40%	70%	£-35,386,784	£-32,531,256	£-35,546,745	£-32,597,422
45%	70%	£-41,890,930	£-39,273,363	£-42,038,336	£-39,334,789
50%	70%	£-48,395,075	£-46,015,468	£-48,529,926	£-46,072,157
100%	70%	£-113,436,535	£-113,436,535	£-113,445,838	£-113,445,838

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£27,367,514	£32,050,143	£27,111,306	£31,947,743
10%	70%	£14,568,552	£18,782,917	£14,337,049	£18,689,842
15%	70%	£8,169,070	£12,149,304	£7,949,919	£12,060,892
20%	70%	£1,769,588	£5,515,691	£1,562,791	£5,431,941
25%	70%	£-4,629,894	£-1,117,922	£-4,824,338	£-1,197,010
30%	70%	£-11,115,609	£-7,784,159	£-11,300,679	£-7,859,802
35%	70%	£-17,619,754	£-14,526,266	£-17,792,270	£-14,597,170
40%	70%	£-24,123,901	£-21,268,373	£-24,283,861	£-21,334,538
45%	70%	£-30,628,046	£-28,010,479	£-30,775,452	£-28,071,906
50%	70%	£-37,132,192	£-34,752,585	£-37,267,043	£-34,809,274
100%	70%	£-102,173,651	£-102,173,651	£-102,182,955	£-102,182,955

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	No
Value Area	£865 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,580,489	£31,263,119	£26,324,281	£31,160,719
10%	70%	£14,413,803	£18,628,169	£14,182,300	£18,535,093
15%	70%	£8,330,459	£12,310,694	£8,111,309	£12,222,281
20%	70%	£2,247,116	£5,993,219	£2,040,318	£5,909,468
25%	70%	-£3,898,970	-£329,560	-£4,096,595	-£409,941
30%	70%	-£10,081,808	-£6,750,358	-£10,266,878	-£6,826,000
35%	70%	-£16,264,645	-£13,171,156	-£16,437,161	-£13,242,060
40%	70%	-£22,447,482	-£19,591,954	-£22,607,443	-£19,658,119
45%	70%	-£28,630,320	-£26,012,752	-£28,777,725	-£26,074,179
50%	70%	-£34,813,157	-£32,433,550	-£34,948,008	-£32,490,239
100%	70%	-£96,641,532	-£96,641,532	-£96,650,835	-£96,650,835

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£8,313,468	-£3,630,839	-£8,569,677	-£3,733,239
10%	70%	-£20,480,155	-£16,265,789	-£20,711,658	-£16,358,864
15%	70%	-£26,563,499	-£22,583,264	-£26,782,648	-£22,671,677
20%	70%	-£32,646,842	-£28,900,739	-£32,853,640	-£28,984,490
25%	70%	-£38,729,928	-£35,223,518	-£38,990,553	-£35,303,898
30%	70%	-£44,975,765	-£41,644,316	-£45,160,835	-£41,719,958
35%	70%	-£51,158,603	-£48,065,113	-£51,331,118	-£48,136,018
40%	70%	-£57,341,440	-£54,485,911	-£57,501,400	-£54,552,077
45%	70%	-£63,524,277	-£60,906,710	-£63,671,683	-£60,968,137
50%	70%	-£69,707,115	-£67,327,508	-£69,841,966	-£67,384,196
100%	70%	-£131,535,489	-£131,535,489	-£131,544,793	-£131,544,793

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,728,582	£9,411,212	£4,472,374	£9,308,811
10%	70%	-£7,438,104	-£3,223,738	-£7,669,607	-£3,316,814
15%	70%	-£13,521,448	-£9,541,213	-£13,740,598	-£9,629,626
20%	70%	-£19,604,791	-£15,858,688	-£19,811,589	-£15,942,439
25%	70%	-£25,750,877	-£22,181,467	-£25,948,502	-£22,261,848
30%	70%	-£31,933,715	-£28,602,265	-£32,118,795	-£28,677,907
35%	70%	-£38,116,552	-£35,023,063	-£38,289,068	-£35,093,967
40%	70%	-£44,299,389	-£41,443,861	-£44,459,350	-£41,510,027
45%	70%	-£50,482,227	-£47,864,660	-£50,629,633	-£47,926,086
50%	70%	-£56,665,065	-£54,285,458	-£56,799,916	-£54,342,146
100%	70%	-£118,493,439	-£118,493,439	-£118,502,742	-£118,502,742

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,560,829	£14,243,458	£9,304,620	£14,141,058
10%	70%	-£2,605,858	£1,608,508	-£2,837,361	£1,515,432
15%	70%	-£8,689,202	-£4,708,967	-£8,908,352	-£4,797,380
20%	70%	-£14,772,545	-£11,026,442	-£14,979,343	-£11,110,193
25%	70%	-£20,918,631	-£17,349,221	-£21,116,256	-£17,429,602
30%	70%	-£27,101,468	-£23,770,019	-£27,286,539	-£23,845,661
35%	70%	-£33,284,306	-£30,190,817	-£33,456,822	-£30,261,721
40%	70%	-£39,467,143	-£36,611,615	-£39,627,104	-£36,677,780
45%	70%	-£45,649,981	-£43,032,413	-£45,797,386	-£43,093,840
50%	70%	-£51,832,818	-£49,453,211	-£51,967,669	-£49,509,900
100%	70%	-£113,661,193	-£113,661,193	-£113,670,496	-£113,670,496

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,823,712	£25,506,341	£20,567,503	£25,403,941
10%	70%	£8,657,025	£12,871,391	£8,425,522	£12,778,316
15%	70%	£2,573,681	£6,553,916	£2,354,532	£6,465,503
20%	70%	-£3,509,661	£236,441	-£3,716,460	£152,691
25%	70%	-£9,655,747	-£6,086,337	-£9,853,372	-£6,166,718
30%	70%	-£15,838,585	-£12,507,135	-£16,023,655	-£12,582,778
35%	70%	-£22,021,423	-£18,927,933	-£22,193,938	-£18,998,837
40%	70%	-£28,204,259	-£25,348,731	-£28,364,220	-£25,414,897
45%	70%	-£34,387,097	-£31,769,530	-£34,534,503	-£31,830,957
50%	70%	-£40,569,935	-£38,190,328	-£40,704,786	-£38,247,016
100%	70%	-£102,398,309	-£102,398,309	-£102,407,612	-£102,407,612



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail</b>		<b>Grant Available</b>	<b>No</b>
<b>No Units</b>	<b>450</b>	<b>Value Area</b>	<b>£825 psf</b>
<b>Site Area</b>	<b>1.26 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>None</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£19,101,859	£23,784,488	£18,845,651	£23,682,088
10%	70%	£7,650,585	£11,864,951	£7,419,082	£11,771,875
15%	70%	£1,924,947	£5,905,181	£1,705,797	£5,816,769
20%	70%	-£3,862,851	-£55,480	-£4,073,031	-£140,600
25%	70%	-£9,682,132	-£6,112,722	-£9,879,757	-£6,193,103
30%	70%	-£15,501,413	-£12,169,963	-£15,686,483	-£12,245,606
35%	70%	-£21,320,694	-£18,227,204	-£21,493,209	-£18,298,109
40%	70%	-£27,139,974	-£24,284,446	-£27,299,935	-£24,350,612
45%	70%	-£32,959,256	-£30,341,688	-£33,106,662	-£30,403,115
50%	70%	-£38,778,537	-£36,398,930	-£38,913,388	-£36,455,619
100%	70%	-£96,971,345	-£96,971,345	-£96,980,648	-£96,980,648

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£15,792,099	-£11,109,470	-£16,048,307	-£11,211,870
10%	70%	-£27,243,373	-£23,029,007	-£27,474,876	-£23,122,083
15%	70%	-£32,969,010	-£28,988,776	-£33,188,161	-£29,077,189
20%	70%	-£38,756,809	-£34,949,438	-£38,966,989	-£35,034,558
25%	70%	-£44,576,089	-£41,006,679	-£44,773,714	-£41,087,061
30%	70%	-£50,395,371	-£47,063,921	-£50,580,441	-£47,139,564
35%	70%	-£56,214,652	-£53,121,162	-£56,387,167	-£53,192,067
40%	70%	-£62,033,932	-£59,178,404	-£62,193,893	-£59,244,570
45%	70%	-£67,853,214	-£65,235,646	-£68,000,620	-£65,297,073
50%	70%	-£73,672,494	-£71,292,887	-£73,807,345	-£71,349,577
100%	70%	-£131,865,303	-£131,865,303	-£131,874,606	-£131,874,606

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£2,750,048	£1,932,580	-£3,006,257	£1,830,181
10%	70%	-£14,201,323	-£9,986,956	-£14,432,825	-£10,080,032
15%	70%	-£19,926,960	-£15,946,726	-£20,146,110	-£16,035,138
20%	70%	-£25,714,758	-£21,907,387	-£25,924,938	-£21,992,507
25%	70%	-£31,534,039	-£27,964,629	-£31,731,664	-£28,045,011
30%	70%	-£37,353,320	-£34,021,871	-£37,538,390	-£34,097,513
35%	70%	-£43,172,601	-£40,079,111	-£43,345,116	-£40,150,016
40%	70%	-£48,991,882	-£46,136,353	-£49,151,842	-£46,202,519
45%	70%	-£54,811,163	-£52,193,595	-£54,958,569	-£52,255,022
50%	70%	-£60,630,444	-£58,250,837	-£60,765,295	-£58,307,526
100%	70%	-£118,823,252	-£118,823,252	-£118,832,556	-£118,832,556

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,082,198	£6,764,827	£1,825,990	£6,662,427
10%	70%	-£9,369,076	-£5,154,710	-£9,600,579	-£5,247,786
15%	70%	-£15,094,714	-£11,114,480	-£15,313,864	-£11,202,892
20%	70%	-£20,882,512	-£17,075,141	-£21,092,692	-£17,160,261
25%	70%	-£26,701,793	-£23,132,383	-£26,899,418	-£23,212,764
30%	70%	-£32,521,074	-£29,189,624	-£32,706,144	-£29,265,267
35%	70%	-£38,340,355	-£35,246,865	-£38,512,870	-£35,317,770
40%	70%	-£44,159,635	-£41,304,107	-£44,319,596	-£41,370,273
45%	70%	-£49,978,917	-£47,361,349	-£49,126,323	-£47,422,776
50%	70%	-£55,798,197	-£53,418,591	-£55,933,048	-£53,475,280
100%	70%	-£113,991,006	-£113,991,006	-£114,000,309	-£114,000,309

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,345,082	£18,027,710	£13,088,873	£17,925,311
10%	70%	£1,893,807	£6,108,173	£1,662,304	£6,015,098
15%	70%	-£3,831,830	£148,404	-£4,050,981	£59,991
20%	70%	-£9,619,629	-£5,812,257	-£9,829,808	-£5,897,377
25%	70%	-£15,438,909	-£11,869,499	-£15,636,534	-£11,949,881
30%	70%	-£21,258,191	-£17,926,741	-£21,443,261	-£18,002,383
35%	70%	-£27,077,471	-£23,983,982	-£27,249,987	-£24,054,887
40%	70%	-£32,896,752	-£30,041,223	-£33,056,712	-£30,107,389
45%	70%	-£38,716,033	-£36,098,465	-£38,863,439	-£36,159,893
50%	70%	-£44,535,314	-£42,155,707	-£44,670,165	-£42,212,396
100%	70%	-£102,728,123	-£102,728,123	-£102,737,426	-£102,737,426

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	No
Value Area	£800 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,427,715	£19,110,344	£14,171,506	£19,007,944
10%	70%	£3,415,433	£7,629,799	£3,183,930	£7,536,723
15%	70%	£2,124,902	£1,889,526	£2,347,636	£1,801,113
20%	70%	£7,721,097	£3,913,726	£7,931,277	£3,998,847
25%	70%	£13,317,292	£9,747,882	£13,514,917	£9,828,263
30%	70%	£18,913,487	£15,582,037	£19,098,557	£15,657,680
35%	70%	£24,509,681	£21,416,193	£24,682,197	£21,487,097
40%	70%	£30,105,876	£27,250,348	£30,265,837	£27,316,514
45%	70%	£35,702,071	£33,084,504	£35,849,477	£33,145,932
50%	70%	£41,298,266	£38,918,659	£41,433,117	£38,975,348
100%	70%	£97,260,215	£97,260,215	£97,269,518	£97,269,518

Residual Land values compared to benchmark land values  
 Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,466,243	£15,783,614	£20,722,452	£15,886,014
10%	70%	£31,478,525	£27,264,159	£31,710,028	£27,357,235
15%	70%	£37,018,860	£33,004,432	£37,241,594	£33,092,845
20%	70%	£42,615,055	£38,807,683	£42,825,234	£38,892,805
25%	70%	£48,211,250	£44,641,840	£48,408,874	£44,722,221
30%	70%	£53,807,444	£50,475,995	£53,992,515	£50,551,638
35%	70%	£59,403,639	£56,310,151	£59,576,155	£56,381,055
40%	70%	£64,999,834	£62,144,306	£65,159,795	£62,210,472
45%	70%	£70,596,029	£67,978,462	£70,743,435	£68,039,889
50%	70%	£76,192,224	£73,812,617	£76,327,075	£73,869,306
100%	70%	£132,154,173	£132,154,173	£132,163,476	£132,163,476

Residual Land values compared to benchmark land values  
 Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,424,193	£2,741,563	£7,680,401	£2,843,963
10%	70%	£18,436,475	£14,222,108	£18,667,977	£14,315,184
15%	70%	£23,976,809	£19,962,381	£24,199,544	£20,050,794
20%	70%	£29,517,143	£25,705,633	£29,783,184	£25,850,754
25%	70%	£35,057,477	£31,448,885	£35,366,824	£31,680,171
30%	70%	£40,597,811	£37,192,137	£40,950,464	£37,509,587
35%	70%	£46,138,145	£42,935,389	£46,534,104	£43,339,004
40%	70%	£51,678,479	£48,678,641	£52,117,744	£49,168,421
45%	70%	£57,218,813	£54,421,893	£57,701,384	£54,997,839
50%	70%	£62,759,147	£60,165,145	£63,285,024	£60,827,255
100%	70%	£119,112,122	£119,112,122	£119,121,425	£119,121,425

Residual Land values compared to benchmark land values  
 Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,591,946	£2,090,683	£2,848,155	£1,988,283
10%	70%	£13,604,228	£9,389,862	£13,835,731	£9,482,938
15%	70%	£19,144,563	£15,130,135	£19,367,297	£15,218,548
20%	70%	£24,740,758	£20,933,387	£24,950,938	£21,018,508
25%	70%	£30,336,953	£26,726,639	£30,534,578	£26,847,924
30%	70%	£35,933,148	£32,519,891	£36,118,218	£32,677,341
35%	70%	£41,529,342	£38,313,143	£41,701,858	£38,506,758
40%	70%	£47,125,537	£44,106,395	£47,285,498	£44,336,175
45%	70%	£52,721,732	£50,000,647	£52,869,138	£50,165,593
50%	70%	£58,317,927	£55,893,899	£58,452,778	£55,995,009
100%	70%	£114,279,876	£114,279,876	£114,289,179	£114,289,179

Residual Land values compared to benchmark land values  
 Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,670,937	£13,353,567	£8,414,728	£13,251,166
10%	70%	£2,341,345	£1,873,021	£2,572,848	£1,779,946
15%	70%	£7,881,680	£3,867,251	£8,104,414	£3,955,665
20%	70%	£13,422,015	£5,861,481	£13,688,054	£5,755,624
25%	70%	£18,962,350	£7,855,711	£19,271,694	£7,585,041
30%	70%	£24,502,685	£9,849,941	£24,855,334	£9,414,458
35%	70%	£30,043,020	£11,844,171	£30,438,974	£11,243,875
40%	70%	£35,583,355	£13,838,401	£36,022,614	£13,073,291
45%	70%	£41,123,690	£15,832,631	£41,606,254	£14,902,709
50%	70%	£46,664,025	£17,826,861	£47,189,894	£16,732,126
100%	70%	£103,016,992	£103,016,992	£103,026,295	£103,026,295

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	No
Value Area	£750 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,079,427	£9,762,055	£4,823,218	£9,659,656
10%	70%	£5,137,315	£854,023	£5,372,605	£948,619
15%	70%	£10,287,223	£6,241,892	£10,509,957	£6,331,750
20%	70%	£15,437,131	£11,629,761	£15,647,310	£11,714,881
25%	70%	£20,587,039	£17,017,629	£20,784,664	£17,098,010
30%	70%	£25,736,947	£22,405,497	£25,922,017	£22,481,141
35%	70%	£30,886,856	£27,793,366	£31,059,371	£27,864,271
40%	70%	£36,036,764	£33,181,235	£36,196,724	£33,247,401
45%	70%	£41,186,672	£38,569,104	£41,334,077	£38,630,532
50%	70%	£46,336,580	£43,956,973	£46,471,431	£44,013,661
100%	70%	£97,835,661	£97,835,661	£97,844,964	£97,844,964

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£29,814,531	£25,131,903	£30,070,740	£25,234,302
10%	70%	£40,031,273	£35,747,980	£40,266,562	£35,842,577
15%	70%	£45,181,181	£41,135,849	£45,403,915	£41,225,708
20%	70%	£50,331,089	£46,523,718	£50,541,268	£46,608,838
25%	70%	£55,480,997	£51,911,586	£55,678,622	£51,991,968
30%	70%	£60,630,905	£57,299,455	£60,815,975	£57,375,099
35%	70%	£65,780,814	£62,687,324	£65,953,329	£62,758,228
40%	70%	£70,930,722	£68,075,193	£71,090,682	£68,141,359
45%	70%	£76,080,629	£73,463,062	£76,228,035	£73,524,490
50%	70%	£81,230,538	£78,850,931	£81,365,389	£78,907,619
100%	70%	£132,729,619	£132,729,619	£132,738,922	£132,738,922

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,772,481	£12,089,852	£17,028,689	£12,192,252
10%	70%	£26,989,222	£22,705,930	£27,224,512	£22,800,526
15%	70%	£32,139,130	£28,093,799	£32,361,865	£28,183,657
20%	70%	£37,289,038	£33,481,668	£37,499,218	£33,566,788
25%	70%	£42,438,947	£38,869,536	£42,636,572	£38,949,917
30%	70%	£47,588,854	£44,257,405	£47,773,925	£44,333,048
35%	70%	£52,738,763	£49,645,274	£52,911,279	£49,716,178
40%	70%	£57,888,671	£55,033,143	£58,048,632	£55,099,308
45%	70%	£63,038,579	£60,421,012	£63,185,984	£60,482,439
50%	70%	£68,188,487	£65,808,880	£68,323,338	£65,865,569
100%	70%	£119,687,568	£119,687,568	£119,696,871	£119,696,871

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,940,234	£7,257,806	£12,196,443	£7,360,005
10%	70%	£22,156,976	£17,873,684	£22,392,266	£17,968,280
15%	70%	£27,306,884	£23,261,553	£27,529,618	£23,351,411
20%	70%	£32,456,792	£28,649,422	£32,666,971	£28,734,542
25%	70%	£37,606,700	£34,037,290	£37,804,325	£34,117,671
30%	70%	£42,756,608	£39,425,158	£42,941,678	£39,500,802
35%	70%	£47,906,517	£44,813,027	£48,079,032	£44,883,932
40%	70%	£53,056,425	£50,200,896	£53,216,385	£50,267,062
45%	70%	£58,206,333	£55,588,765	£58,353,738	£55,650,193
50%	70%	£63,356,241	£60,976,634	£63,491,092	£61,033,322
100%	70%	£114,855,322	£114,855,322	£114,864,625	£114,864,625

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£677,351	£4,005,277	£933,560	£3,902,878
10%	70%	£10,894,093	£6,610,800	£11,129,382	£6,705,397
15%	70%	£16,044,001	£11,998,669	£16,266,735	£12,088,527
20%	70%	£21,193,908	£17,386,538	£21,404,088	£17,471,658
25%	70%	£26,343,817	£22,774,406	£26,541,442	£22,854,788
30%	70%	£31,493,725	£28,162,275	£31,678,795	£28,237,918
35%	70%	£36,643,634	£33,550,144	£36,816,149	£33,621,048
40%	70%	£41,793,541	£38,938,013	£41,953,502	£39,004,179
45%	70%	£46,943,449	£44,325,882	£47,090,855	£44,387,309
50%	70%	£52,093,358	£49,713,751	£52,228,209	£49,770,439
100%	70%	£103,592,438	£103,592,438	£103,601,741	£103,601,741

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	No
Value Area	£725 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£405,282	£5,087,911	£149,073	£4,985,511
10%	70%	£9,441,963	£5,158,670	£9,677,252	£5,253,267
15%	70%	£14,368,900	£10,323,567	£14,591,634	£10,413,427
20%	70%	£19,295,836	£15,488,465	£19,506,016	£15,573,585
25%	70%	£24,222,773	£20,653,362	£24,420,398	£20,733,744
30%	70%	£29,149,710	£25,818,260	£29,334,780	£25,893,903
35%	70%	£34,076,647	£30,983,157	£34,249,162	£31,054,061
40%	70%	£39,003,583	£36,148,055	£39,163,544	£36,214,221
45%	70%	£43,930,519	£41,312,952	£44,077,926	£41,374,379
50%	70%	£48,857,456	£46,477,850	£48,992,308	£46,534,538
100%	70%	£98,126,823	£98,126,823	£98,136,126	£98,136,126

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£34,488,676	£29,806,046	£34,744,884	£29,908,447
10%	70%	£44,335,921	£40,052,628	£44,571,210	£40,147,225
15%	70%	£49,262,857	£45,217,525	£49,485,592	£45,307,384
20%	70%	£54,189,794	£50,382,423	£54,399,974	£50,467,543
25%	70%	£59,116,731	£55,547,320	£59,314,356	£55,627,702
30%	70%	£64,043,668	£60,712,218	£64,228,738	£60,787,860
35%	70%	£68,970,604	£65,877,115	£69,143,120	£65,948,019
40%	70%	£73,897,541	£71,042,013	£74,057,502	£71,108,179
45%	70%	£78,824,477	£76,206,910	£78,971,884	£76,268,337
50%	70%	£83,751,414	£81,371,808	£83,886,266	£81,428,496
100%	70%	£133,020,781	£133,020,781	£133,030,084	£133,030,084

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,446,625	£16,763,996	£21,702,834	£16,866,396
10%	70%	£31,293,870	£27,010,578	£31,529,159	£27,105,174
15%	70%	£36,220,807	£32,175,474	£36,443,541	£32,265,334
20%	70%	£41,147,744	£37,340,372	£41,357,923	£37,425,492
25%	70%	£46,074,680	£42,505,269	£46,272,305	£42,585,651
30%	70%	£51,001,617	£47,670,167	£51,186,687	£47,745,810
35%	70%	£55,928,554	£52,835,064	£55,101,069	£52,905,968
40%	70%	£60,855,491	£57,999,962	£60,015,451	£58,066,128
45%	70%	£65,782,428	£63,164,859	£65,929,833	£63,226,287
50%	70%	£70,709,363	£68,329,757	£70,844,215	£68,386,445
100%	70%	£119,978,730	£119,978,730	£119,988,034	£119,988,034

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,614,379	£11,931,749	£16,870,588	£12,034,150
10%	70%	£26,461,624	£22,178,331	£26,696,913	£22,272,928
15%	70%	£31,388,561	£27,343,228	£31,611,295	£27,433,088
20%	70%	£36,315,497	£32,508,126	£36,525,677	£32,593,246
25%	70%	£41,242,434	£37,673,023	£41,440,059	£37,753,405
30%	70%	£46,169,371	£42,837,921	£46,354,441	£42,913,564
35%	70%	£51,096,308	£48,002,818	£51,268,823	£48,073,722
40%	70%	£56,023,244	£53,167,716	£56,183,205	£53,233,882
45%	70%	£60,950,180	£58,332,613	£61,097,587	£58,394,040
50%	70%	£65,877,117	£63,497,511	£66,011,969	£63,554,199
100%	70%	£115,146,484	£115,146,484	£115,155,787	£115,155,787

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,351,496	£668,866	£5,607,704	£771,266
10%	70%	£15,198,740	£10,915,448	£15,434,030	£11,010,044
15%	70%	£20,125,677	£16,080,345	£20,348,412	£16,170,204
20%	70%	£25,052,614	£21,245,243	£25,262,794	£21,330,363
25%	70%	£29,979,551	£26,410,140	£30,177,176	£26,490,521
30%	70%	£34,906,487	£31,575,038	£35,091,558	£31,650,680
35%	70%	£39,833,424	£36,739,935	£40,005,940	£36,810,839
40%	70%	£44,760,361	£41,904,833	£44,920,321	£41,970,998
45%	70%	£49,687,297	£47,069,729	£49,834,703	£47,131,157
50%	70%	£54,614,233	£52,234,627	£54,749,085	£52,291,316
100%	70%	£103,883,601	£103,883,601	£103,892,904	£103,892,904

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Value Area

£700 pst

No Units	450
Site Area	1.26 Ha

Sales value inflation		0%
Build cost inflation		0%
Sensitivity testing Assumption		None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,338,680	£413,767	£4,599,079	£311,368
10%	70%	£13,752,093	£9,468,801	£13,987,383	£9,563,398
15%	70%	£18,458,800	£14,413,469	£18,681,535	£14,503,327
20%	70%	£23,165,507	£19,358,136	£23,375,687	£19,443,256
25%	70%	£27,872,213	£24,302,803	£28,069,838	£24,383,185
30%	70%	£32,578,920	£29,247,471	£32,763,991	£29,323,114
35%	70%	£37,285,628	£34,192,139	£37,458,143	£34,263,043
40%	70%	£41,992,335	£39,136,806	£42,152,295	£39,202,972
45%	70%	£46,699,041	£44,081,473	£46,846,447	£44,142,901
50%	70%	£51,405,748	£49,026,141	£51,540,599	£49,082,830
100%	70%	£98,472,816	£98,472,816	£98,482,119	£98,482,119

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£39,232,638	£34,480,191	£39,493,037	£34,582,590
10%	70%	£48,646,051	£44,362,758	£48,881,340	£44,457,356
15%	70%	£53,352,758	£49,307,427	£53,575,493	£49,397,285
20%	70%	£58,059,465	£54,252,094	£58,269,645	£54,337,214
25%	70%	£62,766,171	£59,196,761	£62,963,796	£59,277,143
30%	70%	£67,472,878	£64,141,428	£67,657,948	£64,217,072
35%	70%	£72,179,585	£69,086,097	£72,352,101	£69,157,001
40%	70%	£76,886,292	£74,030,764	£77,046,253	£74,096,930
45%	70%	£81,592,998	£78,975,431	£81,740,405	£79,036,859
50%	70%	£86,299,706	£83,920,099	£86,434,557	£83,976,788
100%	70%	£133,366,774	£133,366,774	£133,376,077	£133,376,077

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,190,587	£21,438,140	£26,450,986	£21,540,540
10%	70%	£35,604,000	£31,320,708	£35,839,290	£31,415,305
15%	70%	£40,310,707	£36,265,376	£40,533,442	£36,355,234
20%	70%	£45,017,415	£41,210,043	£45,227,594	£41,295,163
25%	70%	£49,724,121	£46,154,711	£49,921,746	£46,235,092
30%	70%	£54,430,828	£51,099,378	£54,615,898	£51,175,021
35%	70%	£59,137,535	£56,044,046	£59,310,050	£56,114,950
40%	70%	£63,844,242	£60,988,713	£64,004,202	£61,054,879
45%	70%	£68,550,948	£65,933,381	£68,698,355	£65,994,808
50%	70%	£73,257,655	£70,878,048	£73,392,506	£70,934,737
100%	70%	£120,324,723	£120,324,723	£120,334,027	£120,334,027

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,358,341	£16,605,894	£21,618,740	£16,708,293
10%	70%	£30,771,754	£26,488,462	£31,007,043	£26,583,059
15%	70%	£35,478,461	£31,433,130	£35,701,196	£31,522,988
20%	70%	£40,185,168	£36,377,797	£40,395,348	£36,462,917
25%	70%	£44,891,874	£41,322,464	£45,089,499	£41,402,846
30%	70%	£49,598,581	£46,267,132	£49,783,652	£46,342,775
35%	70%	£54,305,289	£51,211,800	£54,477,804	£51,282,704
40%	70%	£59,011,996	£56,156,467	£59,171,956	£56,222,633
45%	70%	£63,718,702	£61,101,134	£63,866,108	£61,162,562
50%	70%	£68,425,409	£66,045,802	£68,560,260	£66,102,491
100%	70%	£115,492,477	£115,492,477	£115,501,780	£115,501,780

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,095,458	£5,343,011	£10,355,856	£5,445,410
10%	70%	£19,508,871	£15,225,578	£19,744,160	£15,320,176
15%	70%	£24,215,578	£20,170,246	£24,438,312	£20,260,105
20%	70%	£28,922,285	£25,114,914	£29,132,465	£25,200,034
25%	70%	£33,628,991	£30,059,581	£33,826,616	£30,139,963
30%	70%	£38,335,698	£35,004,248	£38,520,768	£35,079,892
35%	70%	£43,042,405	£39,948,916	£43,214,920	£40,019,821
40%	70%	£47,749,112	£44,893,584	£47,909,073	£44,959,750
45%	70%	£52,455,818	£49,838,251	£52,603,225	£49,899,678
50%	70%	£57,162,525	£54,782,918	£57,297,376	£54,839,607
100%	70%	£104,229,594	£104,229,594	£104,238,897	£104,238,897

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	No
Value Area	£650 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£13,839,860	-£9,080,646	-£14,100,259	-£9,184,721
10%	70%	-£22,391,262	-£18,107,969	-£22,626,551	-£18,202,567
15%	70%	-£26,666,962	-£22,621,631	-£26,889,696	-£22,711,489
20%	70%	-£30,942,662	-£27,135,292	-£31,152,842	-£27,220,412
25%	70%	-£35,218,363	-£31,648,952	-£35,415,988	-£31,729,334
30%	70%	-£39,494,063	-£36,162,614	-£39,679,134	-£36,238,257
35%	70%	-£43,769,764	-£40,676,275	-£43,942,279	-£40,747,179
40%	70%	-£48,045,465	-£45,189,936	-£48,205,425	-£45,256,102
45%	70%	-£52,321,165	-£49,703,598	-£52,468,571	-£49,765,024
50%	70%	-£56,596,865	-£54,217,258	-£56,731,716	-£54,273,947
100%	70%	-£99,353,870	-£99,353,870	-£99,363,174	-£99,363,174

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£48,733,818	-£43,974,604	-£48,994,217	-£44,078,679
10%	70%	-£57,285,220	-£53,001,927	-£57,520,509	-£53,096,525
15%	70%	-£61,560,920	-£57,515,588	-£61,783,854	-£57,605,447
20%	70%	-£65,836,620	-£62,029,250	-£66,046,800	-£62,114,370
25%	70%	-£70,112,321	-£66,542,910	-£70,309,946	-£66,623,292
30%	70%	-£74,388,021	-£71,056,572	-£74,573,091	-£71,132,215
35%	70%	-£78,663,721	-£75,570,233	-£78,836,237	-£75,641,137
40%	70%	-£82,939,423	-£80,083,894	-£83,099,383	-£80,150,060
45%	70%	-£87,215,123	-£84,597,556	-£87,362,529	-£84,658,982
50%	70%	-£91,490,823	-£89,111,216	-£91,625,674	-£89,167,905
100%	70%	-£134,247,828	-£134,247,828	-£134,257,132	-£134,257,132

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£35,691,768	-£30,932,554	-£35,952,166	-£31,036,628
10%	70%	-£44,243,169	-£39,959,876	-£44,478,458	-£40,054,474
15%	70%	-£48,518,869	-£44,473,538	-£48,741,604	-£44,563,396
20%	70%	-£52,794,569	-£48,987,199	-£53,004,749	-£49,072,319
25%	70%	-£57,070,270	-£53,500,860	-£57,267,895	-£53,581,241
30%	70%	-£61,345,971	-£58,014,521	-£61,531,041	-£58,090,164
35%	70%	-£65,621,671	-£62,528,182	-£65,794,186	-£62,599,086
40%	70%	-£69,897,372	-£67,041,844	-£70,057,333	-£67,108,009
45%	70%	-£74,173,072	-£71,555,505	-£74,320,478	-£71,616,932
50%	70%	-£78,448,772	-£76,069,165	-£78,583,623	-£76,125,855
100%	70%	-£121,205,777	-£121,205,777	-£121,215,081	-£121,215,081

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£30,859,521	-£26,100,307	-£31,119,920	-£26,204,382
10%	70%	-£39,410,923	-£35,127,630	-£39,646,212	-£35,222,228
15%	70%	-£43,686,623	-£39,641,292	-£43,909,357	-£39,731,150
20%	70%	-£47,962,323	-£44,154,953	-£48,172,503	-£44,240,073
25%	70%	-£52,238,024	-£48,668,613	-£52,435,649	-£48,748,995
30%	70%	-£56,513,724	-£53,182,275	-£56,698,795	-£53,257,918
35%	70%	-£60,789,425	-£57,695,936	-£60,961,940	-£57,766,840
40%	70%	-£65,065,126	-£62,209,597	-£65,225,086	-£62,275,763
45%	70%	-£69,340,826	-£66,723,259	-£69,488,232	-£66,784,685
50%	70%	-£73,616,526	-£71,236,919	-£73,751,377	-£71,293,608
100%	70%	-£116,373,531	-£116,373,531	-£116,382,835	-£116,382,835

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£19,596,638	-£14,837,424	-£19,857,037	-£14,941,498
10%	70%	-£28,148,039	-£23,864,747	-£28,383,329	-£23,959,344
15%	70%	-£32,423,740	-£28,378,408	-£32,646,474	-£28,468,266
20%	70%	-£36,699,440	-£32,892,070	-£36,909,619	-£32,977,190
25%	70%	-£40,975,141	-£37,405,730	-£41,172,766	-£37,486,112
30%	70%	-£45,250,841	-£41,919,391	-£45,435,911	-£41,995,035
35%	70%	-£49,526,541	-£46,433,053	-£49,699,057	-£46,503,957
40%	70%	-£53,802,242	-£50,946,714	-£53,962,203	-£51,012,880
45%	70%	-£58,077,943	-£55,460,375	-£58,225,348	-£55,521,802
50%	70%	-£62,353,643	-£59,974,036	-£62,488,494	-£60,030,725
100%	70%	-£105,110,647	-£105,110,647	-£105,119,952	-£105,119,952

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	No
Value Area	£625 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£18,590,451	-£13,831,237	-£18,850,850	-£13,935,311
10%	70%	-£26,710,740	-£22,427,447	-£26,946,029	-£22,522,044
15%	70%	-£30,770,884	-£26,725,552	-£30,993,618	-£26,815,411
20%	70%	-£34,831,028	-£31,023,657	-£35,041,207	-£31,108,777
25%	70%	-£38,891,172	-£35,321,761	-£39,088,797	-£35,402,143
30%	70%	-£42,951,316	-£39,619,866	-£43,136,386	-£39,695,510
35%	70%	-£47,011,460	-£43,917,972	-£47,183,976	-£43,988,876
40%	70%	-£51,071,605	-£48,216,077	-£51,231,566	-£48,282,242
45%	70%	-£55,131,749	-£52,514,182	-£55,279,155	-£52,575,609
50%	70%	-£59,191,894	-£56,812,287	-£59,326,745	-£56,868,975
100%	70%	-£99,793,335	-£99,793,335	-£99,802,638	-£99,802,638

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£53,484,409	-£48,725,195	-£53,744,808	-£48,829,269
10%	70%	-£61,604,698	-£57,321,405	-£61,839,987	-£57,416,002
15%	70%	-£65,664,842	-£61,619,510	-£65,887,576	-£61,709,368
20%	70%	-£69,724,985	-£65,917,615	-£69,935,165	-£66,002,735
25%	70%	-£73,785,130	-£70,215,719	-£73,982,755	-£70,296,101
30%	70%	-£77,845,274	-£74,513,824	-£78,030,344	-£74,589,468
35%	70%	-£81,905,418	-£78,811,929	-£82,077,934	-£78,882,833
40%	70%	-£85,965,563	-£83,110,034	-£86,125,523	-£83,176,200
45%	70%	-£90,025,707	-£87,408,139	-£90,173,112	-£87,469,567
50%	70%	-£94,085,851	-£91,706,244	-£94,220,702	-£91,762,933
100%	70%	-£134,687,293	-£134,687,293	-£134,696,596	-£134,696,596

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£40,442,358	-£35,683,144	-£40,702,757	-£35,787,219
10%	70%	-£48,562,647	-£44,279,354	-£48,797,936	-£44,373,951
15%	70%	-£52,622,791	-£48,577,460	-£52,845,525	-£48,667,318
20%	70%	-£56,682,935	-£52,875,565	-£56,893,114	-£52,960,685
25%	70%	-£60,743,080	-£57,173,669	-£60,940,705	-£57,254,050
30%	70%	-£64,803,223	-£61,471,774	-£64,988,294	-£61,547,417
35%	70%	-£68,863,367	-£65,769,879	-£69,035,884	-£65,840,783
40%	70%	-£72,923,512	-£70,067,984	-£73,083,473	-£70,134,150
45%	70%	-£76,983,656	-£74,366,089	-£77,131,062	-£74,427,516
50%	70%	-£81,043,801	-£78,664,194	-£81,178,652	-£78,720,882
100%	70%	-£121,645,242	-£121,645,242	-£121,654,546	-£121,654,546

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£35,610,112	-£30,850,898	-£35,870,511	-£30,954,972
10%	70%	-£43,730,401	-£39,447,108	-£43,965,690	-£39,541,705
15%	70%	-£47,790,545	-£43,745,213	-£48,013,279	-£43,835,072
20%	70%	-£51,850,689	-£48,043,318	-£52,060,868	-£48,128,438
25%	70%	-£55,910,833	-£52,341,422	-£56,108,458	-£52,421,804
30%	70%	-£59,970,977	-£56,639,527	-£60,156,047	-£56,715,171
35%	70%	-£64,031,121	-£60,937,633	-£64,203,637	-£61,008,537
40%	70%	-£68,091,266	-£65,235,738	-£68,251,227	-£65,301,903
45%	70%	-£72,151,410	-£69,533,843	-£72,298,816	-£69,595,270
50%	70%	-£76,211,555	-£73,831,948	-£76,346,406	-£73,888,636
100%	70%	-£116,812,996	-£116,812,996	-£116,822,299	-£116,822,299

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£24,347,229	-£19,588,015	-£24,607,628	-£19,692,089
10%	70%	-£32,467,517	-£28,184,225	-£32,702,807	-£28,278,821
15%	70%	-£36,527,661	-£32,482,330	-£36,750,396	-£32,572,188
20%	70%	-£40,587,805	-£36,780,435	-£40,797,985	-£36,865,555
25%	70%	-£44,647,950	-£41,078,539	-£44,845,575	-£41,158,921
30%	70%	-£48,708,094	-£45,376,644	-£48,893,164	-£45,452,287
35%	70%	-£52,768,238	-£49,674,749	-£52,940,754	-£49,745,653
40%	70%	-£56,828,382	-£53,972,854	-£56,988,343	-£54,039,020
45%	70%	-£60,888,526	-£58,270,959	-£61,035,932	-£58,332,387
50%	70%	-£64,948,671	-£62,569,064	-£65,083,522	-£62,625,752
100%	70%	-£105,550,113	-£105,550,113	-£105,559,416	-£105,559,416

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	No
		Value Area	£900psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£43,093,722	£49,703,875	£42,744,971	£49,572,246
10%	70%	£25,872,552	£31,918,988	£25,553,543	£31,798,584
15%	70%	£17,211,599	£22,922,122	£16,910,312	£22,808,408
20%	70%	£8,550,645	£13,925,255	£8,267,081	£13,818,230
25%	70%	£112,112	£4,928,390	£382,301	£4,828,053
30%	70%	£-8,914,716	£-4,135,017	£-9,166,892	£-4,230,196
35%	70%	£-17,717,321	£-13,279,029	£-17,951,484	£-13,367,410
40%	70%	£-26,519,924	£-22,423,040	£-26,736,076	£-22,504,622
45%	70%	£-35,322,529	£-31,567,051	£-35,520,668	£-31,641,835
50%	70%	£-44,125,133	£-40,711,063	£-44,305,259	£-40,779,048
100%	70%	£-132,151,176	£-132,151,176	£-132,151,176	£-132,151,176

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-6,339,765	£270,387	£-6,688,516	£138,759
10%	70%	£-23,560,935	£-17,514,499	£-23,879,944	£-17,634,903
15%	70%	£-32,221,888	£-26,511,365	£-32,523,175	£-26,625,080
20%	70%	£-40,882,842	£-35,508,232	£-41,166,406	£-35,615,257
25%	70%	£-49,545,599	£-44,505,097	£-49,815,788	£-44,605,435
30%	70%	£-58,348,204	£-53,568,504	£-58,600,380	£-53,663,684
35%	70%	£-67,150,808	£-62,712,516	£-67,384,971	£-62,800,897
40%	70%	£-75,953,412	£-71,856,527	£-76,169,563	£-71,938,109
45%	70%	£-84,756,016	£-81,000,539	£-84,954,155	£-81,075,322
50%	70%	£-93,558,621	£-90,144,550	£-93,738,746	£-90,212,535
100%	70%	£-181,584,663	£-181,584,663	£-181,584,663	£-181,584,663

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,136,616	£18,746,768	£11,787,865	£18,615,139
10%	70%	£-5,084,555	£961,882	£-5,403,564	£841,478
15%	70%	£-13,745,508	£-8,034,985	£-14,046,795	£-8,148,699
20%	70%	£-22,406,462	£-17,031,851	£-22,690,026	£-17,138,877
25%	70%	£-31,069,218	£-26,028,717	£-31,339,407	£-26,129,054
30%	70%	£-39,871,823	£-35,092,124	£-40,123,999	£-35,187,303
35%	70%	£-48,674,428	£-44,236,135	£-48,908,591	£-44,324,516
40%	70%	£-57,477,031	£-53,380,147	£-57,693,183	£-53,461,729
45%	70%	£-66,279,636	£-62,524,158	£-66,477,775	£-62,598,942
50%	70%	£-75,082,240	£-71,668,169	£-75,262,366	£-71,736,154
100%	70%	£-163,108,282	£-163,108,282	£-163,108,282	£-163,108,282

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£18,982,350	£25,592,503	£18,633,600	£25,460,874
10%	70%	£1,761,180	£7,807,616	£1,442,171	£7,687,212
15%	70%	£-6,899,773	£-1,189,250	£-7,201,060	£-1,302,964
20%	70%	£-15,560,727	£-10,186,117	£-15,844,291	£-10,293,142
25%	70%	£-24,223,484	£-19,182,982	£-24,493,672	£-19,283,319
30%	70%	£-33,026,088	£-28,246,389	£-33,278,264	£-28,341,568
35%	70%	£-41,828,693	£-37,390,401	£-42,062,856	£-37,478,782
40%	70%	£-50,631,296	£-46,534,412	£-50,847,448	£-46,615,994
45%	70%	£-59,433,901	£-55,678,423	£-59,632,040	£-55,753,207
50%	70%	£-68,236,505	£-64,822,435	£-68,416,631	£-64,890,419
100%	70%	£-156,262,547	£-156,262,547	£-156,262,547	£-156,262,547

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£34,938,225	£41,548,377	£34,589,474	£41,416,748
10%	70%	£17,717,054	£23,763,491	£17,398,045	£23,643,087
15%	70%	£9,056,101	£14,766,624	£8,754,814	£14,652,910
20%	70%	£395,148	£5,769,758	£111,583	£5,662,733
25%	70%	£-8,267,609	£-3,227,108	£-8,537,798	£-3,327,445
30%	70%	£-17,070,214	£-12,290,515	£-17,322,390	£-12,385,694
35%	70%	£-25,872,818	£-21,434,526	£-26,106,982	£-21,522,907
40%	70%	£-34,675,422	£-30,578,538	£-34,891,574	£-30,660,120
45%	70%	£-43,478,026	£-39,722,549	£-43,676,166	£-39,797,333
50%	70%	£-52,280,631	£-48,866,560	£-52,460,756	£-48,934,545
100%	70%	£-140,306,673	£-140,306,673	£-140,306,673	£-140,306,673



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	No
		Value Area	£865 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£34,266,318	£40,896,422	£33,911,863	£40,764,793
10%	70%	£17,806,488	£23,852,924	£17,487,478	£23,732,520
15%	70%	£9,576,572	£15,287,095	£9,275,285	£15,173,381
20%	70%	£1,346,656	£6,721,266	£1,063,092	£6,614,241
25%	70%	-£6,995,837	-£1,874,731	-£7,266,025	-£1,976,708
30%	70%	-£15,360,353	-£10,580,654	-£15,612,529	-£10,675,833
35%	70%	-£23,724,870	-£19,286,579	-£23,959,033	-£19,374,959
40%	70%	-£32,089,387	-£27,992,502	-£32,305,538	-£28,074,084
45%	70%	-£40,453,904	-£36,698,427	-£40,652,042	-£36,773,210
50%	70%	-£48,818,421	-£45,404,350	-£48,998,546	-£45,472,335
100%	70%	-£132,463,591	-£132,463,591	-£132,463,591	-£132,463,591

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£15,167,169	-£8,537,065	-£15,521,624	-£8,668,694
10%	70%	-£31,626,999	-£25,580,563	-£31,946,009	-£25,700,967
15%	70%	-£39,856,915	-£34,146,392	-£40,158,202	-£34,260,106
20%	70%	-£48,086,831	-£42,712,221	-£48,370,395	-£42,819,246
25%	70%	-£56,429,324	-£51,308,218	-£56,699,512	-£51,410,195
30%	70%	-£64,793,840	-£60,014,141	-£65,046,016	-£60,109,320
35%	70%	-£73,158,357	-£68,720,066	-£73,392,520	-£68,808,446
40%	70%	-£81,522,874	-£77,425,989	-£81,739,026	-£77,507,571
45%	70%	-£89,887,391	-£86,131,914	-£90,085,530	-£86,206,697
50%	70%	-£98,251,908	-£94,837,838	-£98,432,034	-£94,905,822
100%	70%	-£181,897,078	-£181,897,078	-£181,897,078	-£181,897,078

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,309,212	£9,939,315	£2,954,757	£9,807,687
10%	70%	-£13,150,619	-£7,104,182	-£13,469,629	-£7,224,586
15%	70%	-£21,380,535	-£15,670,012	-£21,681,822	-£15,783,726
20%	70%	-£29,610,450	-£24,235,840	-£29,894,014	-£24,342,865
25%	70%	-£37,952,943	-£32,831,837	-£38,223,132	-£32,933,814
30%	70%	-£46,317,460	-£41,537,761	-£46,569,636	-£41,632,940
35%	70%	-£54,681,977	-£50,243,695	-£54,916,140	-£50,332,065
40%	70%	-£63,046,493	-£58,949,609	-£63,262,645	-£59,031,191
45%	70%	-£71,411,011	-£67,655,533	-£71,609,149	-£67,730,316
50%	70%	-£79,775,528	-£76,361,457	-£79,955,653	-£76,429,442
100%	70%	-£163,420,698	-£163,420,698	-£163,420,698	-£163,420,698

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,154,946	£16,785,050	£9,800,491	£16,653,421
10%	70%	-£6,304,884	-£258,448	-£6,623,894	-£378,852
15%	70%	-£14,534,800	-£8,824,277	-£14,836,087	-£8,937,991
20%	70%	-£22,764,716	-£17,390,105	-£23,048,280	-£17,497,131
25%	70%	-£31,107,208	-£25,986,102	-£31,377,397	-£26,088,080
30%	70%	-£39,471,725	-£34,692,026	-£39,723,901	-£34,787,205
35%	70%	-£47,836,242	-£43,397,951	-£48,070,405	-£43,486,331
40%	70%	-£56,200,759	-£52,103,874	-£56,416,910	-£52,185,456
45%	70%	-£64,565,276	-£60,809,799	-£64,763,414	-£60,884,582
50%	70%	-£72,929,793	-£69,515,722	-£73,109,918	-£69,583,707
100%	70%	-£156,574,963	-£156,574,963	-£156,574,963	-£156,574,963

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,110,821	£32,740,924	£25,756,366	£32,609,296
10%	70%	£9,650,990	£15,697,427	£9,331,980	£15,577,023
15%	70%	£1,421,074	£7,131,597	£1,119,787	£7,017,883
20%	70%	-£6,808,841	-£1,434,231	-£7,092,405	-£1,541,256
25%	70%	-£15,151,334	-£10,030,228	-£15,421,523	-£10,132,205
30%	70%	-£23,515,851	-£18,736,152	-£23,768,027	-£18,831,331
35%	70%	-£31,880,368	-£27,442,076	-£32,114,531	-£27,530,456
40%	70%	-£40,244,884	-£36,148,000	-£40,461,036	-£36,229,582
45%	70%	-£48,609,402	-£44,853,924	-£48,807,540	-£44,928,707
50%	70%	-£56,973,919	-£53,559,848	-£57,154,044	-£53,627,833
100%	70%	-£140,619,089	-£140,619,089	-£140,619,089	-£140,619,089

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	No
		Value Area	£825 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£24,034,197	£30,752,460	£23,679,743	£30,618,679
10%	70%	£8,549,599	£14,596,036	£8,230,589	£14,475,632
15%	70%	£807,300	£6,517,822	£506,013	£6,404,108
20%	70%	-£7,048,423	-£1,585,911	-£7,336,625	-£1,694,686
25%	70%	-£14,917,349	-£9,796,243	-£15,187,538	-£9,898,220
30%	70%	-£22,786,274	-£18,006,576	-£23,038,451	-£18,101,755
35%	70%	-£30,655,201	-£26,216,909	-£30,889,364	-£26,305,290
40%	70%	-£38,524,126	-£34,427,242	-£38,740,278	-£34,508,824
45%	70%	-£46,393,053	-£42,637,575	-£46,591,191	-£42,712,358
50%	70%	-£54,261,978	-£50,847,907	-£54,442,104	-£50,915,892
100%	70%	-£132,951,237	-£132,951,237	-£132,951,237	-£132,951,237

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£25,399,290	-£18,681,027	-£25,753,744	-£18,814,808
10%	70%	-£40,883,888	-£34,837,452	-£41,202,898	-£34,957,856
15%	70%	-£48,626,188	-£42,915,665	-£48,927,475	-£43,029,379
20%	70%	-£56,481,911	-£51,019,398	-£56,770,112	-£51,128,173
25%	70%	-£64,350,836	-£59,229,730	-£64,621,025	-£59,331,707
30%	70%	-£72,219,761	-£67,440,063	-£72,471,939	-£67,535,242
35%	70%	-£80,088,688	-£75,650,396	-£80,322,851	-£75,738,777
40%	70%	-£87,957,613	-£83,860,729	-£88,173,765	-£83,942,311
45%	70%	-£95,826,540	-£92,071,062	-£96,024,678	-£92,145,845
50%	70%	-£103,695,465	-£100,281,395	-£103,875,591	-£100,349,379
100%	70%	-£182,384,724	-£182,384,724	-£182,384,724	-£182,384,724

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£6,922,909	-£204,647	-£7,277,363	-£338,427
10%	70%	-£22,407,508	-£16,361,071	-£22,726,517	-£16,481,475
15%	70%	-£30,149,807	-£24,439,284	-£30,451,094	-£24,552,998
20%	70%	-£38,005,530	-£32,543,017	-£38,293,731	-£32,651,792
25%	70%	-£45,874,455	-£40,753,350	-£46,144,644	-£40,855,327
30%	70%	-£53,743,381	-£48,963,683	-£53,995,558	-£49,058,862
35%	70%	-£61,612,307	-£57,174,015	-£61,846,471	-£57,262,396
40%	70%	-£69,481,233	-£65,384,348	-£69,697,385	-£65,465,930
45%	70%	-£77,350,159	-£73,594,682	-£77,548,297	-£73,669,465
50%	70%	-£85,219,085	-£81,805,014	-£85,399,210	-£81,872,999
100%	70%	-£163,908,343	-£163,908,343	-£163,908,343	-£163,908,343

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£77,175	£6,641,088	-£431,629	£6,507,307
10%	70%	-£15,561,773	-£9,515,336	-£15,880,783	-£9,635,740
15%	70%	-£23,304,072	-£17,593,550	-£23,605,359	-£17,707,264
20%	70%	-£31,159,795	-£25,697,282	-£31,447,997	-£25,806,058
25%	70%	-£39,028,721	-£33,907,615	-£39,298,909	-£34,009,592
30%	70%	-£46,897,646	-£42,117,948	-£47,149,823	-£42,213,127
35%	70%	-£54,766,573	-£50,328,280	-£55,000,736	-£50,416,661
40%	70%	-£62,635,498	-£58,538,614	-£62,851,650	-£58,620,196
45%	70%	-£70,504,425	-£66,748,947	-£70,702,563	-£66,823,730
50%	70%	-£78,373,350	-£74,959,279	-£78,553,475	-£75,027,264
100%	70%	-£157,062,609	-£157,062,609	-£157,062,609	-£157,062,609

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,878,700	£22,596,962	£15,524,246	£22,463,182
10%	70%	£394,102	£6,440,538	£75,092	£6,320,134
15%	70%	-£7,348,198	-£1,637,675	-£7,649,485	-£1,751,389
20%	70%	-£15,203,921	-£9,741,408	-£15,492,122	-£9,850,183
25%	70%	-£23,072,846	-£17,951,740	-£23,343,035	-£18,053,718
30%	70%	-£30,941,772	-£26,162,074	-£31,193,949	-£26,257,253
35%	70%	-£38,810,698	-£34,372,406	-£39,044,862	-£34,460,787
40%	70%	-£46,679,624	-£42,582,739	-£46,895,776	-£42,664,321
45%	70%	-£54,548,550	-£50,793,073	-£54,746,688	-£50,867,856
50%	70%	-£62,417,476	-£59,003,405	-£62,597,601	-£59,071,390
100%	70%	-£141,106,734	-£141,106,734	-£141,106,734	-£141,106,734

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

		Grant Available	No
T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Value Area	£800 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,656,955	£24,375,217	£17,302,501	£24,241,437
10%	70%	£2,770,556	£8,816,993	£2,451,547	£8,696,589
15%	70%	£4,749,066	£1,037,880	£5,055,280	£924,165
20%	70%	£12,313,999	£6,851,486	£12,602,200	£6,960,263
25%	70%	£19,878,934	£14,757,828	£20,149,122	£14,859,805
30%	70%	£27,443,867	£22,664,169	£27,696,043	£22,759,347
35%	70%	£35,008,802	£30,570,510	£35,242,965	£30,658,891
40%	70%	£42,573,736	£38,476,851	£42,789,887	£38,558,433
45%	70%	£50,138,670	£46,383,193	£50,336,808	£46,457,975
50%	70%	£57,703,604	£54,289,533	£57,883,730	£54,357,518
100%	70%	£133,352,945	£133,352,945	£133,352,945	£133,352,945

Residual Land values compared to benchmark land values  
 Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£31,776,533	£25,058,270	£32,130,986	£25,192,051
10%	70%	£46,662,931	£40,816,494	£46,981,940	£40,736,898
15%	70%	£54,182,553	£48,395,607	£54,488,767	£48,509,322
20%	70%	£61,747,486	£56,284,973	£62,035,688	£56,393,750
25%	70%	£69,312,421	£64,191,315	£69,582,610	£64,293,292
30%	70%	£76,877,354	£72,097,656	£77,129,531	£72,192,834
35%	70%	£84,442,289	£80,003,997	£84,676,452	£80,092,378
40%	70%	£92,007,223	£87,910,338	£92,223,374	£87,991,920
45%	70%	£99,572,157	£95,816,680	£99,770,295	£95,891,463
50%	70%	£107,137,091	£103,723,020	£107,317,217	£103,791,005
100%	70%	£182,786,432	£182,786,432	£182,786,432	£182,786,432

Residual Land values compared to benchmark land values  
 Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,300,152	£6,581,889	£13,654,606	£6,715,670
10%	70%	£28,186,550	£22,140,114	£28,505,559	£22,260,518
15%	70%	£35,706,172	£29,919,226	£36,012,386	£30,032,941
20%	70%	£43,271,106	£37,808,593	£43,559,307	£37,917,369
25%	70%	£50,836,040	£45,714,934	£51,106,229	£45,816,912
30%	70%	£58,400,974	£53,621,276	£58,653,150	£53,716,454
35%	70%	£65,965,909	£61,527,616	£66,200,072	£61,615,997
40%	70%	£73,530,842	£69,433,958	£73,746,994	£69,515,540
45%	70%	£81,095,777	£77,340,299	£81,293,915	£77,415,082
50%	70%	£88,660,710	£85,246,640	£88,840,837	£85,314,624
100%	70%	£164,310,051	£164,310,051	£164,310,051	£164,310,051

Residual Land values compared to benchmark land values  
 Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,454,417	£263,846	£6,808,871	£130,065
10%	70%	£21,340,816	£15,294,379	£21,659,825	£15,414,783
15%	70%	£28,860,437	£23,073,492	£29,166,651	£23,187,207
20%	70%	£36,425,371	£30,962,858	£36,713,572	£31,071,634
25%	70%	£43,990,306	£38,869,200	£44,260,494	£38,971,177
30%	70%	£51,555,239	£46,775,541	£51,807,415	£46,870,719
35%	70%	£59,120,174	£54,681,882	£59,354,337	£54,770,263
40%	70%	£66,685,107	£62,588,223	£66,901,259	£62,669,805
45%	70%	£74,250,042	£70,494,564	£74,448,180	£70,569,347
50%	70%	£81,814,976	£78,400,905	£81,995,102	£78,468,890
100%	70%	£157,464,317	£157,464,317	£157,464,317	£157,464,317

Residual Land values compared to benchmark land values  
 Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,501,457	£16,219,720	£9,147,003	£16,085,939
10%	70%	£5,384,941	£661,495	£5,703,950	£541,091
15%	70%	£12,904,563	£7,117,617	£13,210,777	£7,231,332
20%	70%	£20,469,497	£15,006,984	£20,757,698	£15,115,760
25%	70%	£28,034,431	£22,913,325	£28,304,620	£23,015,303
30%	70%	£35,599,365	£30,819,667	£35,851,541	£30,914,845
35%	70%	£43,164,299	£38,726,007	£43,398,463	£38,814,388
40%	70%	£50,729,233	£46,632,349	£50,945,385	£46,713,931
45%	70%	£58,294,168	£54,538,690	£58,492,306	£54,613,473
50%	70%	£65,859,101	£62,445,031	£66,039,228	£62,513,015
100%	70%	£141,508,442	£141,508,442	£141,508,442	£141,508,442

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	No
		Value Area	£750 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,799,666	£12,517,928	£5,445,211	£12,384,147
10%	70%	£8,019,062	£1,873,735	£8,343,289	£1,996,108
15%	70%	£14,975,854	£9,171,934	£15,282,068	£9,287,508
20%	70%	£21,932,644	£16,470,131	£22,220,846	£16,578,908
25%	70%	£28,889,436	£23,768,330	£29,159,625	£23,870,307
30%	70%	£35,846,227	£31,066,528	£36,098,404	£31,161,708
35%	70%	£42,803,018	£38,364,727	£43,037,182	£38,453,107
40%	70%	£49,759,810	£45,662,924	£49,975,961	£45,744,506
45%	70%	£56,716,601	£52,961,123	£56,914,739	£53,035,907
50%	70%	£63,673,392	£60,259,321	£63,853,518	£60,327,306
100%	70%	£133,241,304	£133,241,304	£133,241,304	£133,241,304

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£43,633,822	£36,915,559	£43,988,276	£37,049,341
10%	70%	£57,452,549	£51,307,223	£57,776,776	£51,429,595
15%	70%	£64,409,341	£58,605,421	£64,715,555	£58,720,995
20%	70%	£71,366,131	£65,903,619	£71,654,333	£66,012,395
25%	70%	£78,322,923	£73,201,817	£78,593,112	£73,303,794
30%	70%	£85,279,714	£80,500,016	£85,531,891	£80,595,195
35%	70%	£92,236,505	£87,798,214	£92,470,669	£87,886,594
40%	70%	£99,193,297	£95,096,412	£99,409,448	£95,177,994
45%	70%	£106,150,088	£102,394,610	£106,348,226	£102,469,394
50%	70%	£113,106,879	£109,692,809	£113,287,005	£109,760,793
100%	70%	£182,674,791	£182,674,791	£182,674,791	£182,674,791

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£25,157,441	£18,439,178	£25,511,896	£18,572,960
10%	70%	£38,976,169	£32,830,842	£39,300,395	£32,953,215
15%	70%	£45,932,960	£40,129,041	£46,239,174	£40,244,615
20%	70%	£52,889,751	£47,427,238	£53,177,952	£47,536,014
25%	70%	£59,846,543	£54,725,437	£60,116,731	£54,827,414
30%	70%	£66,803,333	£62,023,635	£67,055,510	£62,118,814
35%	70%	£73,760,125	£69,321,834	£73,994,288	£69,410,214
40%	70%	£80,716,916	£76,620,031	£80,933,067	£76,701,613
45%	70%	£87,673,707	£83,918,230	£87,871,845	£83,993,014
50%	70%	£94,630,499	£91,216,428	£94,810,624	£91,284,413
100%	70%	£164,198,410	£164,198,410	£164,198,410	£164,198,410

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£18,311,706	£11,593,443	£18,666,161	£11,727,225
10%	70%	£32,130,434	£25,985,107	£32,454,661	£26,107,480
15%	70%	£39,087,226	£33,283,306	£39,393,440	£33,398,880
20%	70%	£46,044,016	£40,581,503	£46,332,218	£40,690,280
25%	70%	£53,000,808	£47,879,702	£53,270,997	£47,981,679
30%	70%	£59,957,598	£55,177,900	£60,209,775	£55,273,079
35%	70%	£66,914,390	£62,476,099	£67,148,553	£62,564,479
40%	70%	£73,871,182	£69,774,296	£74,087,332	£69,855,878
45%	70%	£80,827,972	£77,072,495	£81,026,110	£77,147,279
50%	70%	£87,784,764	£84,370,693	£87,964,889	£84,438,678
100%	70%	£157,352,675	£157,352,675	£157,352,675	£157,352,675

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,355,832	£4,362,431	£2,710,287	£4,228,649
10%	70%	£16,174,560	£10,029,233	£16,498,786	£10,151,605
15%	70%	£23,131,351	£17,327,432	£23,437,565	£17,443,006
20%	70%	£30,088,142	£24,625,629	£30,376,343	£24,734,405
25%	70%	£37,044,934	£31,923,828	£37,315,122	£32,025,805
30%	70%	£44,001,724	£39,222,026	£44,253,901	£39,317,205
35%	70%	£50,958,516	£46,520,225	£51,192,679	£46,608,605
40%	70%	£57,915,307	£53,818,422	£58,131,458	£53,900,004
45%	70%	£64,872,098	£61,116,621	£65,070,236	£61,191,404
50%	70%	£71,828,890	£68,414,819	£72,009,015	£68,482,804
100%	70%	£141,396,801	£141,396,801	£141,396,801	£141,396,801

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	No
		Value Area	£725 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£587,023	£6,140,686	-£947,275	£6,006,904
10%	70%	-£13,892,941	-£7,747,614	-£14,217,168	-£7,869,987
15%	70%	-£20,545,900	-£14,741,980	-£20,852,114	-£14,857,555
20%	70%	-£27,198,859	-£21,736,346	-£27,487,060	-£21,845,121
25%	70%	-£33,851,818	-£28,730,712	-£34,122,007	-£28,832,689
30%	70%	-£40,504,776	-£35,725,078	-£40,756,953	-£35,820,256
35%	70%	-£47,157,735	-£42,719,444	-£47,391,898	-£42,807,824
40%	70%	-£53,810,694	-£49,713,810	-£54,026,845	-£49,795,392
45%	70%	-£60,463,653	-£56,708,176	-£60,661,791	-£56,782,958
50%	70%	-£67,116,612	-£63,702,541	-£67,296,738	-£63,770,526
100%	70%	-£133,646,200	-£133,646,200	-£133,646,200	-£133,646,200

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£50,020,510	-£43,292,801	-£50,380,762	-£43,426,583
10%	70%	-£63,326,428	-£57,181,102	-£63,650,655	-£57,303,474
15%	70%	-£69,979,387	-£64,175,467	-£70,285,601	-£64,291,042
20%	70%	-£76,632,346	-£71,169,833	-£76,920,547	-£71,278,609
25%	70%	-£83,285,305	-£78,164,199	-£83,555,494	-£78,266,176
30%	70%	-£89,938,263	-£85,158,565	-£90,190,440	-£85,253,743
35%	70%	-£96,591,222	-£92,152,931	-£96,825,386	-£92,241,311
40%	70%	-£103,244,181	-£99,147,297	-£103,460,332	-£99,228,879
45%	70%	-£109,897,140	-£106,141,663	-£110,095,278	-£106,216,446
50%	70%	-£116,550,099	-£113,136,029	-£116,730,225	-£113,204,013
100%	70%	-£183,079,687	-£183,079,687	-£183,079,687	-£183,079,687

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£31,544,130	-£24,816,421	-£31,904,381	-£24,950,203
10%	70%	-£44,850,048	-£38,704,721	-£45,174,274	-£38,827,093
15%	70%	-£51,503,007	-£45,699,087	-£51,809,221	-£45,814,661
20%	70%	-£58,155,966	-£52,693,453	-£58,444,167	-£52,802,228
25%	70%	-£64,808,925	-£59,687,819	-£65,079,113	-£59,789,796
30%	70%	-£71,461,883	-£66,682,185	-£71,714,060	-£66,777,363
35%	70%	-£78,114,842	-£73,676,550	-£78,349,005	-£73,764,930
40%	70%	-£84,767,801	-£80,670,916	-£84,983,951	-£80,752,498
45%	70%	-£91,420,760	-£87,665,282	-£91,618,898	-£87,740,065
50%	70%	-£98,073,719	-£94,659,648	-£98,253,844	-£94,727,633
100%	70%	-£164,603,307	-£164,603,307	-£164,603,307	-£164,603,307

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£24,698,395	-£17,970,686	-£25,058,647	-£18,104,468
10%	70%	-£38,004,313	-£31,858,986	-£38,328,539	-£31,981,359
15%	70%	-£44,657,272	-£38,853,352	-£44,963,486	-£38,968,926
20%	70%	-£51,310,231	-£45,847,718	-£51,598,432	-£45,956,493
25%	70%	-£57,963,190	-£52,842,084	-£58,233,379	-£52,944,061
30%	70%	-£64,616,148	-£59,836,450	-£64,868,325	-£59,931,628
35%	70%	-£71,269,107	-£66,830,816	-£71,503,270	-£66,919,196
40%	70%	-£77,922,066	-£73,825,182	-£78,138,217	-£73,906,764
45%	70%	-£84,575,025	-£80,819,547	-£84,773,163	-£80,894,330
50%	70%	-£91,227,984	-£87,813,913	-£91,408,109	-£87,881,898
100%	70%	-£157,757,572	-£157,757,572	-£157,757,572	-£157,757,572

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£8,742,520	-£2,014,812	-£9,102,772	-£2,148,594
10%	70%	-£22,048,439	-£15,903,112	-£22,372,665	-£16,025,484
15%	70%	-£28,701,398	-£22,897,478	-£29,007,611	-£23,013,052
20%	70%	-£35,354,357	-£29,891,844	-£35,642,558	-£30,000,619
25%	70%	-£42,007,316	-£36,886,210	-£42,277,504	-£36,988,187
30%	70%	-£48,660,274	-£43,880,575	-£48,912,451	-£43,975,754
35%	70%	-£55,313,233	-£50,874,941	-£55,547,396	-£50,963,321
40%	70%	-£61,966,192	-£57,869,307	-£62,182,342	-£57,950,889
45%	70%	-£68,619,151	-£64,863,673	-£68,817,289	-£64,938,456
50%	70%	-£75,272,110	-£71,858,039	-£75,452,235	-£71,926,024
100%	70%	-£141,801,698	-£141,801,698	-£141,801,698	-£141,801,698

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Value Area	£700 pst
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£7,068,566	-£240,426	-£7,428,818	-£376,395
10%	70%	-£19,774,444	-£13,629,118	-£20,098,671	-£13,751,490
15%	70%	-£26,127,384	-£20,323,463	-£26,433,598	-£20,439,037
20%	70%	-£32,480,322	-£27,017,809	-£32,768,524	-£27,126,586
25%	70%	-£38,833,261	-£33,712,156	-£39,103,451	-£33,814,133
30%	70%	-£45,186,200	-£40,406,501	-£45,438,376	-£40,501,680
35%	70%	-£51,539,139	-£47,100,848	-£51,773,302	-£47,189,228
40%	70%	-£57,892,079	-£53,795,193	-£58,108,229	-£53,876,775
45%	70%	-£64,245,017	-£60,489,540	-£64,443,155	-£60,564,323
50%	70%	-£70,597,956	-£67,183,886	-£70,778,082	-£67,251,871
100%	70%	-£134,127,345	-£134,127,345	-£134,127,345	-£134,127,345

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£56,502,053	-£49,673,913	-£56,862,305	-£49,809,882
10%	70%	-£69,207,931	-£63,062,605	-£69,532,158	-£63,184,977
15%	70%	-£75,560,871	-£69,756,950	-£75,867,085	-£69,872,525
20%	70%	-£81,913,809	-£76,451,297	-£82,202,011	-£76,560,073
25%	70%	-£88,266,748	-£83,145,643	-£88,536,938	-£83,247,620
30%	70%	-£94,619,688	-£89,839,988	-£94,871,864	-£89,935,168
35%	70%	-£100,972,626	-£96,534,335	-£101,206,790	-£96,622,715
40%	70%	-£107,325,566	-£103,228,680	-£107,541,716	-£103,310,262
45%	70%	-£113,678,504	-£109,923,027	-£113,876,642	-£109,997,810
50%	70%	-£120,031,443	-£116,617,373	-£120,211,569	-£116,685,358
100%	70%	-£183,560,833	-£183,560,833	-£183,560,833	-£183,560,833

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£38,025,673	-£31,197,532	-£38,385,925	-£31,333,502
10%	70%	-£50,731,551	-£44,586,224	-£51,055,777	-£44,708,597
15%	70%	-£57,084,490	-£51,280,570	-£57,390,704	-£51,396,144
20%	70%	-£63,437,429	-£57,974,916	-£63,725,630	-£58,083,692
25%	70%	-£69,790,367	-£64,669,263	-£70,060,557	-£64,771,240
30%	70%	-£76,143,307	-£71,363,608	-£76,395,483	-£71,458,787
35%	70%	-£82,496,246	-£78,057,954	-£82,730,409	-£78,146,334
40%	70%	-£88,849,185	-£84,752,300	-£89,065,336	-£84,833,882
45%	70%	-£95,202,124	-£91,446,646	-£95,400,262	-£91,521,429
50%	70%	-£101,555,062	-£98,140,993	-£101,735,189	-£98,208,977
100%	70%	-£165,084,452	-£165,084,452	-£165,084,452	-£165,084,452

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£31,179,938	-£24,351,798	-£31,540,190	-£24,487,767
10%	70%	-£43,885,816	-£37,740,489	-£44,210,043	-£37,862,862
15%	70%	-£50,238,756	-£44,434,835	-£50,544,970	-£44,550,409
20%	70%	-£56,591,694	-£51,129,181	-£56,879,896	-£51,237,958
25%	70%	-£62,944,633	-£57,823,528	-£63,214,822	-£57,925,505
30%	70%	-£69,297,572	-£64,517,873	-£69,549,748	-£64,613,052
35%	70%	-£75,650,511	-£71,212,220	-£75,884,674	-£71,300,600
40%	70%	-£82,003,450	-£77,906,565	-£82,219,601	-£77,988,147
45%	70%	-£88,356,389	-£84,600,911	-£88,554,527	-£84,675,694
50%	70%	-£94,709,328	-£91,295,258	-£94,889,454	-£91,363,243
100%	70%	-£158,238,717	-£158,238,717	-£158,238,717	-£158,238,717

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£15,224,064	-£8,395,923	-£15,584,316	-£8,531,893
10%	70%	-£27,929,942	-£21,784,615	-£28,254,168	-£21,906,988
15%	70%	-£34,282,881	-£28,478,961	-£34,589,095	-£28,594,535
20%	70%	-£40,635,820	-£35,173,307	-£40,924,021	-£35,282,083
25%	70%	-£46,988,758	-£41,867,653	-£47,258,948	-£41,969,631
30%	70%	-£53,341,697	-£48,561,999	-£53,593,874	-£48,657,178
35%	70%	-£59,694,637	-£55,256,345	-£59,928,800	-£55,344,725
40%	70%	-£66,047,576	-£61,950,691	-£66,263,727	-£62,032,273
45%	70%	-£72,400,515	-£68,645,037	-£72,598,653	-£68,719,820
50%	70%	-£78,753,453	-£75,339,384	-£78,933,580	-£75,407,368
100%	70%	-£142,282,843	-£142,282,843	-£142,282,843	-£142,282,843

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	No
		Value Area	£650 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,031,653	£13,203,512	£20,391,904	£13,339,482
10%	70%	£31,563,744	£25,418,416	£31,887,970	£25,540,790
15%	70%	£37,329,789	£31,525,869	£37,636,003	£31,641,444
20%	70%	£43,095,834	£37,633,321	£43,384,036	£37,742,098
25%	70%	£48,861,879	£43,740,773	£49,132,068	£43,842,751
30%	70%	£54,627,925	£49,848,227	£54,880,101	£49,943,405
35%	70%	£60,393,970	£55,955,679	£60,628,134	£56,044,059
40%	70%	£66,160,015	£62,063,131	£66,376,167	£62,144,713
45%	70%	£71,926,061	£68,170,583	£72,124,199	£68,245,367
50%	70%	£77,692,106	£74,278,036	£77,872,232	£74,346,021
100%	70%	£135,352,560	£135,352,560	£135,352,560	£135,352,560

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£69,465,140	£62,636,999	£69,825,391	£62,772,969
10%	70%	£80,997,231	£74,851,903	£81,321,458	£74,974,277
15%	70%	£86,763,276	£80,959,356	£87,069,490	£81,074,931
20%	70%	£92,529,321	£87,066,808	£92,817,523	£87,175,585
25%	70%	£98,295,367	£93,174,261	£98,565,555	£93,276,238
30%	70%	£104,061,412	£99,281,714	£104,313,588	£99,376,892
35%	70%	£109,827,457	£105,389,166	£110,061,621	£105,477,546
40%	70%	£115,593,502	£111,496,618	£115,809,654	£111,578,200
45%	70%	£121,359,548	£117,604,070	£121,557,687	£117,678,854
50%	70%	£127,125,594	£123,711,523	£127,305,719	£123,779,508
100%	70%	£184,786,047	£184,786,047	£184,786,047	£184,786,047

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£50,988,760	£44,160,619	£51,349,011	£44,296,588
10%	70%	£62,520,850	£56,375,523	£62,845,077	£56,497,896
15%	70%	£68,286,896	£62,482,976	£68,593,110	£62,598,550
20%	70%	£74,052,941	£68,590,428	£74,341,142	£68,699,204
25%	70%	£79,818,986	£74,697,880	£80,089,175	£74,799,857
30%	70%	£85,585,031	£80,805,333	£85,837,207	£80,900,511
35%	70%	£91,351,076	£86,912,785	£91,585,241	£87,001,165
40%	70%	£97,117,122	£93,020,237	£97,333,273	£93,101,819
45%	70%	£102,883,168	£99,127,689	£103,081,306	£99,202,473
50%	70%	£108,649,213	£105,235,142	£108,829,339	£105,303,127
100%	70%	£166,309,666	£166,309,666	£166,309,666	£166,309,666

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£44,143,025	£37,314,884	£44,503,276	£37,450,854
10%	70%	£55,675,116	£49,529,788	£55,999,342	£49,652,162
15%	70%	£61,441,161	£55,637,241	£61,747,375	£55,752,816
20%	70%	£67,207,206	£61,744,693	£67,495,407	£61,853,470
25%	70%	£72,973,251	£67,852,145	£73,243,440	£67,954,123
30%	70%	£78,739,297	£73,959,598	£78,991,473	£74,054,777
35%	70%	£84,505,342	£80,067,050	£84,739,506	£80,155,431
40%	70%	£90,271,387	£86,174,503	£90,487,539	£86,256,085
45%	70%	£96,037,433	£92,281,955	£96,235,571	£92,356,739
50%	70%	£101,803,478	£98,389,408	£101,983,604	£98,457,393
100%	70%	£159,463,932	£159,463,932	£159,463,932	£159,463,932

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£28,187,151	£21,359,010	£28,547,402	£21,494,979
10%	70%	£39,719,241	£33,573,914	£40,043,468	£33,696,287
15%	70%	£45,485,287	£39,681,367	£45,791,501	£39,796,941
20%	70%	£51,251,332	£45,788,819	£51,539,533	£45,897,595
25%	70%	£57,017,377	£51,896,271	£57,287,566	£51,998,248
30%	70%	£62,783,422	£58,003,724	£63,035,598	£58,098,902
35%	70%	£68,549,467	£64,111,176	£68,783,632	£64,199,556
40%	70%	£74,315,513	£70,218,628	£74,531,664	£70,300,210
45%	70%	£80,081,559	£76,326,080	£80,279,697	£76,400,864
50%	70%	£85,847,604	£82,433,533	£86,027,730	£82,501,518
100%	70%	£143,508,057	£143,508,057	£143,508,057	£143,508,057

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	No
		Value Area	£625 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	None

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,513,196	£19,685,055	£26,873,448	£19,821,025
10%	70%	£37,458,246	£31,312,918	£37,782,472	£31,435,292
15%	70%	£42,930,770	£37,126,850	£43,236,984	£37,242,425
20%	70%	£48,403,295	£42,940,782	£48,691,496	£43,049,558
25%	70%	£53,875,819	£48,754,713	£54,146,008	£48,856,691
30%	70%	£59,348,344	£54,568,645	£59,600,520	£54,663,824
35%	70%	£64,820,868	£60,382,577	£65,055,032	£60,470,957
40%	70%	£70,293,394	£66,196,508	£70,509,544	£66,278,090
45%	70%	£75,765,918	£72,010,440	£75,964,057	£72,085,224
50%	70%	£81,238,443	£77,824,372	£81,418,568	£77,892,357
100%	70%	£135,963,689	£135,963,689	£135,963,689	£135,963,689

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£75,946,684	£69,118,542	£76,306,936	£69,254,512
10%	70%	£86,891,733	£80,746,405	£87,215,960	£80,868,779
15%	70%	£92,364,257	£86,560,337	£92,670,471	£86,675,912
20%	70%	£97,836,782	£92,374,269	£98,124,984	£92,483,045
25%	70%	£103,309,306	£98,188,200	£103,579,495	£98,290,179
30%	70%	£108,781,831	£104,002,132	£109,034,008	£104,097,312
35%	70%	£114,254,356	£109,816,064	£114,488,519	£109,904,444
40%	70%	£119,726,881	£115,629,995	£119,943,032	£115,711,577
45%	70%	£125,199,405	£121,443,927	£125,397,544	£121,518,711
50%	70%	£130,671,930	£127,257,859	£130,852,056	£127,325,844
100%	70%	£185,397,177	£185,397,177	£185,397,177	£185,397,177

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£57,470,303	£50,642,162	£57,830,555	£50,778,131
10%	70%	£68,415,352	£62,270,025	£68,739,579	£62,392,398
15%	70%	£73,887,877	£68,083,957	£74,194,091	£68,199,531
20%	70%	£79,360,402	£73,897,889	£79,648,603	£74,006,664
25%	70%	£84,832,926	£79,711,820	£85,103,115	£79,813,798
30%	70%	£90,305,451	£85,525,752	£90,557,627	£85,620,931
35%	70%	£95,777,975	£91,339,684	£96,012,139	£91,428,064
40%	70%	£101,250,500	£97,153,615	£101,466,651	£97,235,197
45%	70%	£106,723,024	£102,967,547	£106,921,164	£103,042,331
50%	70%	£112,195,549	£108,781,479	£112,375,675	£108,849,464
100%	70%	£166,920,796	£166,920,796	£166,920,796	£166,920,796

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£50,624,568	£43,796,427	£50,984,820	£43,932,397
10%	70%	£61,569,618	£55,424,290	£61,893,844	£55,546,664
15%	70%	£67,042,142	£61,238,222	£67,348,356	£61,353,796
20%	70%	£72,514,667	£67,052,154	£72,802,868	£67,160,929
25%	70%	£77,987,191	£72,866,085	£78,257,380	£72,968,063
30%	70%	£83,459,716	£78,680,017	£83,711,892	£78,775,196
35%	70%	£88,932,240	£84,493,949	£89,166,404	£84,582,329
40%	70%	£94,404,765	£90,307,880	£94,620,916	£90,389,462
45%	70%	£99,877,290	£96,121,812	£100,075,429	£96,196,596
50%	70%	£105,349,815	£101,935,744	£105,529,940	£102,003,729
100%	70%	£160,075,061	£160,075,061	£160,075,061	£160,075,061

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£34,668,694	£27,840,553	£35,028,946	£27,976,522
10%	70%	£45,613,743	£39,468,416	£45,937,970	£39,590,789
15%	70%	£51,086,267	£45,282,348	£51,392,481	£45,397,922
20%	70%	£56,558,793	£51,096,280	£56,846,994	£51,205,055
25%	70%	£62,031,317	£56,910,211	£62,301,505	£57,012,189
30%	70%	£67,503,842	£62,724,143	£67,756,018	£62,819,322
35%	70%	£72,976,366	£68,538,075	£73,210,529	£68,626,455
40%	70%	£78,448,891	£74,352,006	£78,665,042	£74,433,588
45%	70%	£83,921,415	£80,165,938	£84,119,554	£80,240,722
50%	70%	£89,393,940	£85,979,870	£89,574,066	£86,047,855
100%	70%	£144,119,187	£144,119,187	£144,119,187	£144,119,187



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

Results of Viability Testing T9 - student accommodation scheme

Site Area 0.32 Ha

**Residual Land Value Results**

	35% Affordable Housing and 27% Affordable Student Accommodation	25% Affordable Housing and 27% Affordable Student Accommodation	15% Affordable Housing and 27% Affordable Student Accommodation	5% Affordable Housing and 27% Affordable Student Accommodation	0% Affordable Housing and 27% Affordable Student Accommodation	100% Pvt Student Accommodation
Pvt Student rooms at £257pw and £195	-£3,095,701	£232,223	£304,063	£1,705,109	£4,058,203	£7,407,260
Pvt Student assuming £225pw	-£2,978,627	£368,357	£460,727	£1,884,643	£4,249,172	£9,673,732
Pvt Student assuming £257pw	-£272,908	£3,514,569	£3,955,348	£5,781,787	£8,347,577	£15,986,008

**Benchmark 1 - Highest** £29,500,000

	35% Affordable Housing and 27% Affordable Student Accommodation	25% Affordable Housing and 27% Affordable Student Accommodation	15% Affordable Housing and 27% Affordable Student Accommodation	5% Affordable Housing and 27% Affordable Student Accommodation	0% Affordable Housing and 27% Affordable Student Accommodation	100% Pvt Student Accommodation
Pvt Student rooms at £257pw and £195	-£12,476,701	-£9,148,777	-£9,076,937	-£7,675,891	-£5,322,797	-£1,973,740
Pvt Student assuming £225pw	-£12,359,627	-£9,012,643	-£8,920,273	-£7,496,357	-£5,131,828	£292,732
Pvt Student assuming £257pw	-£9,653,908	-£5,866,431	-£5,425,651	-£3,599,213	-£1,033,423	£6,605,008

**Benchmark 2 - Upper mid** £17,000,000

	35% Affordable Housing and 27% Affordable Student Accommodation	25% Affordable Housing and 27% Affordable Student Accommodation	15% Affordable Housing and 27% Affordable Student Accommodation	5% Affordable Housing and 27% Affordable Student Accommodation	0% Affordable Housing and 27% Affordable Student Accommodation	100% Pvt Student Accommodation
Pvt Student rooms at £257pw and £195	-£8,501,701	-£5,173,777	-£5,101,937	-£3,700,891	-£1,347,797	£2,001,260
Pvt Student assuming £225pw	-£8,384,627	-£5,037,643	-£4,945,273	-£3,521,357	-£1,156,828	£4,267,732
Pvt Student assuming £257pw	-£5,678,908	-£1,891,431	-£1,450,651	£375,787	£2,941,577	£10,580,008

**Benchmark 3 - Lower Mid** £11,000,000

	35% Affordable Housing and 27% Affordable Student Accommodation	25% Affordable Housing and 27% Affordable Student Accommodation	15% Affordable Housing and 27% Affordable Student Accommodation	5% Affordable Housing and 27% Affordable Student Accommodation	0% Affordable Housing and 27% Affordable Student Accommodation	100% Pvt Student Accommodation
Pvt Student rooms at £257pw and £195	-£6,593,701	-£3,265,777	-£3,193,937	-£1,792,891	£560,203	£3,909,260
Pvt Student assuming £225pw	-£6,476,627	-£3,129,643	-£3,037,273	-£1,613,357	£751,172	£6,175,732
Pvt Student assuming £257pw	-£3,770,908	£16,569	£457,349	£2,283,787	£4,849,577	£12,488,008

**Benchmark 4 - Lowest** £4,285,000

	35% Affordable Housing and 27% Affordable Student Accommodation	25% Affordable Housing and 27% Affordable Student Accommodation	15% Affordable Housing and 27% Affordable Student Accommodation	5% Affordable Housing and 27% Affordable Student Accommodation	0% Affordable Housing and 27% Affordable Student Accommodation	100% Pvt Student Accommodation
Pvt Student rooms at £257pw and £195	-£4,458,331	-£1,130,407	-£1,058,567	£342,479	£2,695,573	£6,044,630
Pvt Student assuming £225pw	-£4,341,257	-£994,273	-£901,903	£522,013	£2,886,542	£8,311,102
Pvt Student assuming £257pw	-£1,635,538	£2,151,939	£2,592,719	£4,419,157	£6,984,947	£14,623,378

## Appendix 7 - Notional sites appraisal results (Grant)

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

Grant Available	Yes
Value Area	£900psf

No Units	11
Site Area	0.06 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,464,816	£1,575,226	£1,437,879	£1,551,915
10%	70%	£1,140,142	£1,239,511	£1,113,788	£1,216,421
15%	70%	£977,805	£1,071,654	£951,742	£1,048,674
20%	70%	£815,469	£903,796	£789,697	£880,926
25%	70%	£653,132	£735,939	£627,652	£713,179
30%	70%	£490,795	£568,083	£465,606	£545,432
35%	70%	£328,458	£400,226	£303,561	£377,685
40%	70%	£166,122	£232,368	£141,516	£209,938
45%	70%	£3,786	£64,511	£-20,865	£42,190
50%	70%	£-161,144	£-105,037	£-185,561	£-127,610
100%	70%	£-1,811,061	£-1,811,061	£-1,832,518	£-1,832,518

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-192,678	£-82,268	£-219,615	£-105,578
10%	70%	£-517,351	£-417,982	£-543,705	£-441,072
15%	70%	£-679,688	£-585,839	£-705,751	£-608,820
20%	70%	£-842,024	£-753,697	£-867,796	£-776,567
25%	70%	£-1,004,361	£-921,554	£-1,029,841	£-944,314
30%	70%	£-1,166,698	£-1,089,410	£-1,191,887	£-1,112,061
35%	70%	£-1,329,035	£-1,257,268	£-1,353,932	£-1,279,808
40%	70%	£-1,491,371	£-1,425,125	£-1,515,977	£-1,447,555
45%	70%	£-1,653,708	£-1,592,982	£-1,678,358	£-1,615,303
50%	70%	£-1,816,037	£-1,760,839	£-1,843,054	£-1,785,104
100%	70%	£-3,468,554	£-3,468,554	£-3,490,011	£-3,490,011

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£426,831	£537,241	£399,894	£513,931
10%	70%	£102,157	£201,526	£75,804	£178,437
15%	70%	£-60,180	£33,669	£-86,242	£10,689
20%	70%	£-222,515	£-134,188	£-248,288	£-157,058
25%	70%	£-384,852	£-302,045	£-410,332	£-324,805
30%	70%	£-547,189	£-469,902	£-572,378	£-492,553
35%	70%	£-709,526	£-637,759	£-734,424	£-660,299
40%	70%	£-871,862	£-805,616	£-896,468	£-828,047
45%	70%	£-1,034,199	£-973,474	£-1,058,850	£-995,794
50%	70%	£-1,196,535	£-1,143,021	£-1,223,546	£-1,165,595
100%	70%	£-2,849,046	£-2,849,046	£-2,870,502	£-2,870,502

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£666,367	£766,777	£629,430	£743,467
10%	70%	£331,693	£431,062	£305,340	£407,973
15%	70%	£169,356	£263,205	£143,294	£240,225
20%	70%	£7,020	£95,348	£-18,752	£72,477
25%	70%	£-155,316	£-72,510	£-180,797	£-95,269
30%	70%	£-317,653	£-240,366	£-342,842	£-263,017
35%	70%	£-479,990	£-408,223	£-504,888	£-430,763
40%	70%	£-642,326	£-576,080	£-666,933	£-598,511
45%	70%	£-804,663	£-743,938	£-829,314	£-766,259
50%	70%	£-966,999	£-913,485	£-994,010	£-936,059
100%	70%	£-2,619,510	£-2,619,510	£-2,640,966	£-2,640,966

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,191,364	£1,301,774	£1,164,427	£1,278,463
10%	70%	£866,690	£966,059	£840,336	£942,969
15%	70%	£704,353	£798,202	£678,291	£775,222
20%	70%	£542,017	£630,344	£516,245	£607,474
25%	70%	£379,680	£462,487	£354,200	£439,728
30%	70%	£217,343	£294,631	£192,154	£271,980
35%	70%	£55,006	£126,774	£30,109	£104,233
40%	70%	£-107,329	£-41,084	£-131,936	£-63,514
45%	70%	£-269,666	£-208,941	£-294,317	£-231,262
50%	70%	£-434,596	£-378,489	£-459,013	£-401,062
100%	70%	£-2,084,513	£-2,084,513	£-2,105,970	£-2,105,970

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£865 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,275,908	£1,386,318	£1,248,971	£1,363,008
10%	70%	£969,542	£1,068,911	£943,188	£1,045,821
15%	70%	£816,360	£910,207	£790,297	£887,227
20%	70%	£663,176	£751,505	£637,405	£728,634
25%	70%	£509,994	£592,802	£484,514	£570,041
30%	70%	£356,812	£434,098	£331,623	£411,448
35%	70%	£203,628	£275,395	£178,731	£252,854
40%	70%	£50,446	£116,692	£25,839	£94,261
45%	70%	£-104,417	£-42,698	£-129,130	£-65,384
50%	70%	£-260,105	£-203,998	£-284,522	£-226,571
100%	70%	£-1,816,985	£-1,816,985	£-1,838,442	£-1,838,442

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-381,585	£-271,175	£-408,522	£-294,486
10%	70%	£-687,951	£-588,582	£-714,305	£-611,672
15%	70%	£-841,133	£-747,286	£-867,196	£-770,266
20%	70%	£-994,317	£-905,988	£-1,020,088	£-928,859
25%	70%	£-1,147,499	£-1,064,691	£-1,172,979	£-1,087,452
30%	70%	£-1,300,681	£-1,223,395	£-1,325,870	£-1,246,045
35%	70%	£-1,453,865	£-1,382,098	£-1,478,762	£-1,404,639
40%	70%	£-1,607,047	£-1,540,801	£-1,631,654	£-1,563,232
45%	70%	£-1,761,910	£-1,700,192	£-1,786,623	£-1,722,877
50%	70%	£-1,917,598	£-1,861,491	£-1,942,015	£-1,884,065
100%	70%	£-3,474,479	£-3,474,479	£-3,495,935	£-3,495,935

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£237,923	£348,333	£210,986	£325,023
10%	70%	£-68,442	£30,927	£-94,796	£7,837
15%	70%	£-221,625	£-127,777	£-247,687	£-150,757
20%	70%	£-374,808	£-286,480	£-400,579	£-309,350
25%	70%	£-527,990	£-445,182	£-553,470	£-467,943
30%	70%	£-681,173	£-603,886	£-706,362	£-626,536
35%	70%	£-834,356	£-762,589	£-859,254	£-785,130
40%	70%	£-987,538	£-921,293	£-1,012,145	£-943,723
45%	70%	£-1,142,402	£-1,080,683	£-1,167,114	£-1,103,368
50%	70%	£-1,298,090	£-1,241,982	£-1,322,507	£-1,264,556
100%	70%	£-2,854,970	£-2,854,970	£-2,876,427	£-2,876,427

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£467,459	£577,869	£440,522	£554,559
10%	70%	£161,094	£260,463	£134,740	£237,373
15%	70%	£7,911	£101,759	£-18,151	£78,779
20%	70%	£-145,272	£-56,944	£-171,043	£-79,814
25%	70%	£-298,455	£-215,647	£-323,935	£-238,407
30%	70%	£-451,637	£-374,350	£-476,826	£-397,000
35%	70%	£-604,820	£-533,053	£-629,718	£-555,594
40%	70%	£-758,003	£-691,757	£-782,609	£-714,187
45%	70%	£-912,866	£-851,147	£-937,578	£-873,832
50%	70%	£-1,068,554	£-1,012,446	£-1,092,971	£-1,035,020
100%	70%	£-2,625,434	£-2,625,434	£-2,646,891	£-2,646,891

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,002,456	£1,112,866	£975,519	£1,089,556
10%	70%	£696,090	£795,459	£669,737	£772,370
15%	70%	£542,908	£636,756	£516,845	£613,776
20%	70%	£389,725	£478,053	£363,953	£455,182
25%	70%	£236,542	£319,350	£211,062	£296,589
30%	70%	£83,360	£160,646	£58,171	£137,996
35%	70%	£-69,824	£1,944	£-94,721	£-20,598
40%	70%	£-223,006	£-156,760	£-247,612	£-179,191
45%	70%	£-377,869	£-316,150	£-402,581	£-338,836
50%	70%	£-533,557	£-477,450	£-557,974	£-500,023
100%	70%	£-2,090,437	£-2,090,437	£-2,111,894	£-2,111,894

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£825 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,060,014	£1,170,424	£1,033,077	£1,147,113
10%	70%	£774,381	£873,750	£748,028	£850,661
15%	70%	£631,566	£725,414	£605,503	£702,434
20%	70%	£488,750	£577,078	£462,979	£554,208
25%	70%	£345,934	£428,741	£320,453	£405,981
30%	70%	£203,118	£280,405	£177,929	£257,755
35%	70%	£60,302	£132,068	£35,404	£109,528
40%	70%	-£83,863	-£16,534	-£108,872	-£39,331
45%	70%	-£229,015	-£167,296	-£253,728	-£189,982
50%	70%	-£374,166	-£318,059	-£398,584	-£340,633
100%	70%	-£1,825,684	-£1,825,684	-£1,847,140	-£1,847,140

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£597,479	-£487,070	-£624,416	-£510,380
10%	70%	-£883,112	-£783,743	-£909,466	-£806,833
15%	70%	-£1,025,927	-£932,079	-£1,051,991	-£955,059
20%	70%	-£1,168,743	-£1,080,415	-£1,194,515	-£1,103,285
25%	70%	-£1,311,560	-£1,228,752	-£1,337,040	-£1,251,512
30%	70%	-£1,454,375	-£1,377,088	-£1,479,564	-£1,399,738
35%	70%	-£1,597,191	-£1,525,425	-£1,622,089	-£1,547,965
40%	70%	-£1,741,356	-£1,674,027	-£1,766,366	-£1,696,824
45%	70%	-£1,886,508	-£1,824,789	-£1,911,221	-£1,847,475
50%	70%	-£2,031,660	-£1,975,552	-£2,056,077	-£1,998,126
100%	70%	-£3,483,177	-£3,483,177	-£3,504,633	-£3,504,633

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£22,029	£132,439	-£4,908	£109,129
10%	70%	-£263,603	-£164,234	-£289,957	-£187,324
15%	70%	-£406,418	-£312,571	-£432,482	-£335,551
20%	70%	-£549,235	-£460,906	-£575,006	-£483,777
25%	70%	-£692,051	-£609,243	-£717,531	-£632,004
30%	70%	-£834,866	-£757,580	-£860,055	-£780,230
35%	70%	-£977,682	-£905,916	-£1,002,580	-£928,456
40%	70%	-£1,121,847	-£1,054,518	-£1,146,857	-£1,077,315
45%	70%	-£1,266,999	-£1,205,280	-£1,291,712	-£1,227,967
50%	70%	-£1,412,151	-£1,356,043	-£1,436,568	-£1,378,617
100%	70%	-£2,863,668	-£2,863,668	-£2,885,125	-£2,885,125

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£251,565	£361,975	£224,628	£338,665
10%	70%	-£34,067	£65,302	-£60,421	£42,212
15%	70%	-£176,883	-£83,035	-£202,946	-£106,015
20%	70%	-£319,699	-£231,371	-£345,470	-£254,241
25%	70%	-£462,515	-£379,707	-£487,995	-£402,468
30%	70%	-£605,330	-£528,044	-£630,519	-£550,694
35%	70%	-£748,147	-£676,380	-£773,044	-£698,921
40%	70%	-£892,311	-£824,982	-£917,321	-£847,779
45%	70%	-£1,037,463	-£975,744	-£1,062,177	-£998,431
50%	70%	-£1,182,615	-£1,126,508	-£1,207,032	-£1,149,081
100%	70%	-£2,634,132	-£2,634,132	-£2,655,589	-£2,655,589

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£786,562	£896,972	£759,625	£873,662
10%	70%	£500,929	£600,298	£474,576	£577,209
15%	70%	£358,114	£451,962	£332,051	£428,982
20%	70%	£215,298	£303,626	£189,527	£280,756
25%	70%	£72,482	£155,290	£47,002	£132,529
30%	70%	-£70,334	£6,953	-£95,522	-£15,697
35%	70%	-£213,150	-£141,384	-£238,047	-£163,924
40%	70%	-£357,315	-£289,986	-£382,324	-£312,783
45%	70%	-£502,466	-£440,748	-£527,180	-£463,434
50%	70%	-£647,618	-£591,511	-£672,035	-£614,085
100%	70%	-£2,099,135	-£2,099,135	-£2,120,592	-£2,120,592

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£800 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£925,080	£1,035,490	£898,143	£1,012,179
10%	70%	£652,192	£751,561	£625,837	£728,470
15%	70%	£515,748	£609,596	£489,685	£586,615
20%	70%	£379,304	£467,631	£353,533	£444,762
25%	70%	£242,860	£325,667	£217,380	£302,907
30%	70%	£106,416	£183,702	£81,227	£161,052
35%	70%	£-30,519	£41,738	£-55,824	£19,198
40%	70%	£-169,194	£-101,865	£-194,204	£-124,662
45%	70%	£-307,870	£-246,152	£-332,583	£-268,837
50%	70%	£-446,546	£-390,438	£-470,962	£-413,012
100%	70%	£-1,833,301	£-1,833,301	£-1,854,757	£-1,854,757

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-732,413	£-622,004	£-759,350	£-645,314
10%	70%	£-1,005,301	£-905,932	£-1,031,656	£-929,023
15%	70%	£-1,141,745	£-1,047,898	£-1,167,808	£-1,070,878
20%	70%	£-1,278,189	£-1,189,862	£-1,303,961	£-1,212,731
25%	70%	£-1,414,633	£-1,331,826	£-1,440,113	£-1,354,586
30%	70%	£-1,551,077	£-1,473,791	£-1,576,266	£-1,496,441
35%	70%	£-1,688,013	£-1,615,755	£-1,713,318	£-1,638,295
40%	70%	£-1,826,687	£-1,759,359	£-1,851,697	£-1,782,156
45%	70%	£-1,965,363	£-1,903,645	£-1,990,076	£-1,926,330
50%	70%	£-2,104,039	£-2,047,931	£-2,128,456	£-2,070,505
100%	70%	£-3,490,795	£-3,490,795	£-3,512,250	£-3,512,250

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-112,905	£-2,495	£-139,842	£-25,805
10%	70%	£-385,793	£-286,424	£-412,147	£-309,514
15%	70%	£-522,237	£-428,389	£-548,299	£-451,369
20%	70%	£-658,681	£-570,353	£-684,452	£-593,223
25%	70%	£-795,125	£-712,318	£-820,605	£-735,077
30%	70%	£-931,569	£-854,282	£-956,757	£-876,932
35%	70%	£-1,068,013	£-996,246	£-1,093,809	£-1,018,787
40%	70%	£-1,204,457	£-1,138,210	£-1,232,189	£-1,154,642
45%	70%	£-1,340,901	£-1,280,174	£-1,370,567	£-1,306,821
50%	70%	£-1,477,345	£-1,422,138	£-1,508,947	£-1,450,996
100%	70%	£-2,871,286	£-2,871,286	£-2,892,742	£-2,892,742

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£116,631	£227,041	£89,694	£203,731
10%	70%	£-156,257	£-56,888	£-182,611	£-79,978
15%	70%	£-292,701	£-198,853	£-318,763	£-221,833
20%	70%	£-429,145	£-340,817	£-454,916	£-363,687
25%	70%	£-565,589	£-482,782	£-591,069	£-505,541
30%	70%	£-702,033	£-624,746	£-727,222	£-647,396
35%	70%	£-838,477	£-766,711	£-864,273	£-789,251
40%	70%	£-974,921	£-908,675	£-1,000,325	£-933,111
45%	70%	£-1,111,365	£-1,050,640	£-1,141,031	£-1,077,286
50%	70%	£-1,247,809	£-1,192,604	£-1,279,411	£-1,221,460
100%	70%	£-2,641,750	£-2,641,750	£-2,663,206	£-2,663,206

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£651,628	£762,038	£624,691	£738,728
10%	70%	£378,740	£478,109	£352,385	£455,018
15%	70%	£242,296	£336,144	£216,233	£313,164
20%	70%	£105,852	£194,179	£80,081	£171,310
25%	70%	£-30,992	£52,215	£-56,072	£29,455
30%	70%	£-167,036	£-89,749	£-192,225	£-112,399
35%	70%	£-303,971	£-231,714	£-329,276	£-254,254
40%	70%	£-440,906	£-373,749	£-467,656	£-398,114
45%	70%	£-577,841	£-515,784	£-606,035	£-542,289
50%	70%	£-714,776	£-657,819	£-744,414	£-686,463
100%	70%	£-2,106,753	£-2,106,753	£-2,128,209	£-2,128,209

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£750 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£655,212	£765,622	£628,275	£742,312
10%	70%	£407,817	£507,186	£381,464	£484,097
15%	70%	£284,120	£377,969	£258,057	£354,989
20%	70%	£160,424	£248,751	£134,651	£225,881
25%	70%	£36,726	£119,533	£11,246	£96,774
30%	70%	£-88,394	£-9,843	£-113,994	£-32,864
35%	70%	£-214,114	£-141,174	£-239,419	£-164,082
40%	70%	£-339,834	£-272,505	£-364,843	£-295,302
45%	70%	£-465,554	£-403,835	£-490,267	£-426,521
50%	70%	£-591,275	£-535,166	£-615,691	£-557,740
100%	70%	£-1,848,476	£-1,848,476	£-1,869,933	£-1,869,933

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,002,281	£-891,871	£-1,029,218	£-915,182
10%	70%	£-1,249,676	£-1,150,307	£-1,276,030	£-1,173,397
15%	70%	£-1,373,373	£-1,279,525	£-1,399,436	£-1,302,505
20%	70%	£-1,497,070	£-1,408,742	£-1,522,842	£-1,431,613
25%	70%	£-1,620,767	£-1,537,960	£-1,646,247	£-1,560,720
30%	70%	£-1,745,887	£-1,667,336	£-1,771,487	£-1,690,357
35%	70%	£-1,871,607	£-1,798,667	£-1,896,912	£-1,821,575
40%	70%	£-1,997,327	£-1,929,998	£-2,022,336	£-1,952,795
45%	70%	£-2,123,047	£-2,061,328	£-2,147,760	£-2,084,015
50%	70%	£-2,248,768	£-2,192,659	£-2,273,184	£-2,215,233
100%	70%	£-3,505,969	£-3,505,969	£-3,527,426	£-3,527,426

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-382,773	£-272,363	£-409,710	£-295,673
10%	70%	£-630,167	£-530,798	£-656,521	£-553,888
15%	70%	£-753,865	£-660,016	£-779,927	£-682,996
20%	70%	£-877,561	£-789,234	£-903,333	£-812,104
25%	70%	£-1,001,258	£-918,451	£-1,026,738	£-941,211
30%	70%	£-1,126,378	£-1,047,827	£-1,151,979	£-1,070,848
35%	70%	£-1,252,098	£-1,179,158	£-1,277,403	£-1,202,067
40%	70%	£-1,377,818	£-1,310,489	£-1,402,827	£-1,333,286
45%	70%	£-1,503,538	£-1,441,820	£-1,528,252	£-1,464,506
50%	70%	£-1,629,259	£-1,573,151	£-1,653,675	£-1,595,725
100%	70%	£-2,886,461	£-2,886,461	£-2,907,917	£-2,907,917

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-153,237	£-42,827	£-180,174	£-66,137
10%	70%	£-400,631	£-301,262	£-426,985	£-324,352
15%	70%	£-524,329	£-430,480	£-550,391	£-453,460
20%	70%	£-648,025	£-559,698	£-673,797	£-582,568
25%	70%	£-771,722	£-688,915	£-797,202	£-711,675
30%	70%	£-896,843	£-818,291	£-922,443	£-841,312
35%	70%	£-1,022,563	£-949,622	£-1,047,867	£-972,531
40%	70%	£-1,148,282	£-1,080,954	£-1,173,291	£-1,103,751
45%	70%	£-1,274,002	£-1,212,284	£-1,298,716	£-1,234,970
50%	70%	£-1,399,723	£-1,343,615	£-1,424,140	£-1,366,189
100%	70%	£-2,656,925	£-2,656,925	£-2,678,381	£-2,678,381

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£381,760	£492,170	£354,823	£468,860
10%	70%	£134,365	£233,734	£108,012	£210,645
15%	70%	£10,668	£104,517	£-15,394	£81,537
20%	70%	£-113,028	£-24,701	£-138,801	£-47,571
25%	70%	£-236,726	£-153,919	£-262,206	£-176,678
30%	70%	£-361,846	£-283,294	£-387,446	£-306,316
35%	70%	£-487,566	£-414,626	£-512,871	£-437,534
40%	70%	£-613,286	£-545,957	£-638,294	£-568,754
45%	70%	£-739,006	£-677,287	£-763,719	£-699,973
50%	70%	£-864,727	£-808,618	£-889,143	£-831,192
100%	70%	£-2,121,928	£-2,121,928	£-2,143,385	£-2,143,385

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£725 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£520,278	£630,688	£493,341	£607,378
10%	70%	£285,621	£384,991	£259,268	£361,900
15%	70%	£168,293	£262,142	£142,231	£239,162
20%	70%	£50,965	£139,293	£25,194	£116,423
25%	70%	-£67,448	£16,445	-£93,346	-£6,420
30%	70%	-£186,696	-£108,144	-£212,297	-£131,165
35%	70%	-£305,943	-£233,003	-£331,248	-£255,911
40%	70%	-£425,190	-£357,860	-£450,199	-£380,657
45%	70%	-£544,436	-£482,718	-£569,150	-£505,404
50%	70%	-£663,684	-£607,576	-£688,101	-£630,150
100%	70%	-£1,856,154	-£1,856,154	-£1,877,611	-£1,877,611

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,137,215	-£1,026,805	-£1,164,152	-£1,050,116
10%	70%	-£1,371,872	-£1,272,503	-£1,398,225	-£1,295,593
15%	70%	-£1,489,200	-£1,395,351	-£1,515,262	-£1,418,331
20%	70%	-£1,606,528	-£1,518,200	-£1,632,299	-£1,541,070
25%	70%	-£1,724,941	-£1,641,048	-£1,750,839	-£1,663,913
30%	70%	-£1,844,189	-£1,765,637	-£1,869,790	-£1,788,659
35%	70%	-£1,963,436	-£1,890,496	-£1,988,741	-£1,913,404
40%	70%	-£2,082,683	-£2,015,353	-£2,107,692	-£2,038,150
45%	70%	-£2,201,929	-£2,140,211	-£2,226,643	-£2,162,897
50%	70%	-£2,321,177	-£2,265,069	-£2,345,594	-£2,287,643
100%	70%	-£3,513,647	-£3,513,647	-£3,535,104	-£3,535,104

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£517,707	-£407,297	-£544,644	-£430,607
10%	70%	-£752,363	-£652,994	-£778,717	-£676,085
15%	70%	-£869,691	-£775,843	-£895,754	-£798,823
20%	70%	-£987,019	-£898,691	-£1,012,791	-£921,561
25%	70%	-£1,105,433	-£1,021,540	-£1,131,330	-£1,044,404
30%	70%	-£1,224,680	-£1,146,129	-£1,250,281	-£1,169,150
35%	70%	-£1,343,927	-£1,270,987	-£1,369,232	-£1,293,896
40%	70%	-£1,463,175	-£1,395,845	-£1,488,183	-£1,418,642
45%	70%	-£1,582,421	-£1,520,702	-£1,607,134	-£1,543,389
50%	70%	-£1,701,668	-£1,645,561	-£1,726,085	-£1,668,134
100%	70%	-£2,894,139	-£2,894,139	-£2,915,595	-£2,915,595

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£288,171	-£177,761	-£315,108	-£201,071
10%	70%	-£522,827	-£423,458	-£549,181	-£446,549
15%	70%	-£640,155	-£546,307	-£666,218	-£569,287
20%	70%	-£757,484	-£669,155	-£783,255	-£692,026
25%	70%	-£875,897	-£792,004	-£901,794	-£814,868
30%	70%	-£995,144	-£916,593	-£1,020,745	-£939,614
35%	70%	-£1,114,391	-£1,041,451	-£1,139,696	-£1,064,360
40%	70%	-£1,233,639	-£1,166,309	-£1,258,647	-£1,189,106
45%	70%	-£1,352,885	-£1,291,166	-£1,377,598	-£1,313,853
50%	70%	-£1,472,132	-£1,416,025	-£1,496,549	-£1,438,599
100%	70%	-£2,664,603	-£2,664,603	-£2,686,059	-£2,686,059

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£246,826	£357,236	£219,889	£333,926
10%	70%	£12,170	£111,539	£14,184	£88,448
15%	70%	-£105,159	-£11,310	-£131,221	-£34,290
20%	70%	-£222,487	-£134,159	-£248,258	-£157,029
25%	70%	-£340,900	-£257,007	-£366,798	-£279,871
30%	70%	-£460,148	-£381,596	-£485,749	-£404,617
35%	70%	-£579,395	-£506,455	-£604,700	-£529,363
40%	70%	-£698,642	-£631,312	-£723,651	-£654,109
45%	70%	-£817,888	-£756,170	-£842,602	-£778,856
50%	70%	-£937,136	-£881,028	-£961,553	-£903,602
100%	70%	-£2,129,606	-£2,129,606	-£2,151,063	-£2,151,063



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

Value Area £700 pst

No Units	11
Site Area	0.06 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£385,344	£495,754	£358,407	£472,444
10%	70%	£163,283	£262,652	£136,929	£239,562
15%	70%	£52,253	£146,101	£26,190	£123,121
20%	70%	-£59,739	£29,551	-£85,932	£6,680
25%	70%	-£172,585	-£88,424	-£198,482	-£111,556
30%	70%	-£285,432	-£206,880	-£311,032	-£229,902
35%	70%	-£398,278	-£325,338	-£423,583	-£348,246
40%	70%	-£511,124	-£443,794	-£536,133	-£466,591
45%	70%	-£623,970	-£562,252	-£648,683	-£584,937
50%	70%	-£736,816	-£680,709	-£761,233	-£703,282
100%	70%	-£1,865,279	-£1,865,279	-£1,886,736	-£1,886,736

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,272,149	-£1,161,739	-£1,299,086	-£1,185,050
10%	70%	-£1,494,211	-£1,394,841	-£1,520,564	-£1,417,931
15%	70%	-£1,605,240	-£1,511,392	-£1,631,304	-£1,534,372
20%	70%	-£1,717,232	-£1,627,942	-£1,743,425	-£1,650,813
25%	70%	-£1,830,079	-£1,745,917	-£1,855,975	-£1,769,049
30%	70%	-£1,942,925	-£1,864,373	-£1,968,525	-£1,887,395
35%	70%	-£2,055,771	-£1,982,831	-£2,081,076	-£2,005,740
40%	70%	-£2,168,617	-£2,101,288	-£2,193,626	-£2,124,085
45%	70%	-£2,281,463	-£2,219,745	-£2,306,176	-£2,242,431
50%	70%	-£2,394,309	-£2,338,202	-£2,418,726	-£2,360,775
100%	70%	-£3,522,772	-£3,522,772	-£3,544,229	-£3,544,229

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£652,641	-£542,231	-£679,578	-£565,541
10%	70%	-£874,702	-£775,333	-£901,056	-£798,422
15%	70%	-£985,731	-£891,884	-£1,011,795	-£914,864
20%	70%	-£1,097,724	-£1,008,434	-£1,123,916	-£1,031,304
25%	70%	-£1,210,570	-£1,126,408	-£1,236,466	-£1,149,540
30%	70%	-£1,323,416	-£1,244,865	-£1,349,016	-£1,267,886
35%	70%	-£1,436,263	-£1,363,322	-£1,461,567	-£1,386,231
40%	70%	-£1,549,109	-£1,481,779	-£1,574,118	-£1,504,576
45%	70%	-£1,661,954	-£1,600,236	-£1,686,668	-£1,622,922
50%	70%	-£1,774,800	-£1,718,693	-£1,799,218	-£1,741,267
100%	70%	-£2,903,264	-£2,903,264	-£2,924,720	-£2,924,720

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£423,105	-£312,695	-£450,042	-£336,005
10%	70%	-£645,166	-£545,797	-£671,520	-£568,887
15%	70%	-£756,196	-£662,348	-£782,259	-£685,328
20%	70%	-£868,188	-£778,898	-£894,380	-£801,768
25%	70%	-£981,034	-£896,872	-£1,006,930	-£920,004
30%	70%	-£1,093,880	-£1,015,329	-£1,119,481	-£1,038,350
35%	70%	-£1,206,727	-£1,133,786	-£1,232,032	-£1,156,695
40%	70%	-£1,319,573	-£1,252,243	-£1,344,582	-£1,275,040
45%	70%	-£1,432,418	-£1,370,701	-£1,457,132	-£1,393,386
50%	70%	-£1,545,265	-£1,489,157	-£1,569,682	-£1,511,731
100%	70%	-£2,673,728	-£2,673,728	-£2,695,184	-£2,695,184

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£111,892	£222,302	£84,955	£198,992
10%	70%	-£110,169	-£10,800	-£136,523	-£33,890
15%	70%	-£221,199	-£127,351	-£247,262	-£150,331
20%	70%	-£333,191	-£243,901	-£359,384	-£266,772
25%	70%	-£446,037	-£361,876	-£471,934	-£385,007
30%	70%	-£558,884	-£480,332	-£584,484	-£503,353
35%	70%	-£671,730	-£598,790	-£697,035	-£621,698
40%	70%	-£784,576	-£717,246	-£809,585	-£740,043
45%	70%	-£897,422	-£835,704	-£922,135	-£858,389
50%	70%	-£1,010,268	-£954,160	-£1,034,685	-£976,734
100%	70%	-£2,138,731	-£2,138,731	-£2,160,188	-£2,160,188

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

Grant Available	Yes
Value Area	£650 psf

No Units	11
Site Area	0.06 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£115,476	£225,886	£88,540	£202,576
10%	70%	-£83,223	£17,484	-£110,009	-£5,697
15%	70%	-£183,518	-£88,133	-£210,007	-£111,489
20%	70%	-£283,811	-£194,039	-£310,004	-£217,283
25%	70%	-£384,105	-£299,943	-£410,002	-£323,076
30%	70%	-£484,399	-£405,847	-£510,000	-£428,869
35%	70%	-£584,693	-£511,753	-£609,998	-£534,661
40%	70%	-£684,987	-£617,657	-£709,996	-£640,454
45%	70%	-£785,280	-£723,561	-£809,994	-£746,248
50%	70%	-£885,574	-£829,467	-£909,991	-£852,041
100%	70%	-£1,888,513	-£1,888,513	-£1,909,970	-£1,909,970

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,542,017	-£1,431,607	-£1,568,953	-£1,454,918
10%	70%	-£1,740,717	-£1,640,009	-£1,767,502	-£1,663,190
15%	70%	-£1,841,011	-£1,745,627	-£1,867,500	-£1,768,983
20%	70%	-£1,941,304	-£1,851,532	-£1,967,497	-£1,874,776
25%	70%	-£2,041,598	-£1,957,436	-£2,067,495	-£1,980,569
30%	70%	-£2,141,892	-£2,063,341	-£2,167,493	-£2,086,362
35%	70%	-£2,242,186	-£2,169,246	-£2,267,491	-£2,192,155
40%	70%	-£2,342,480	-£2,275,150	-£2,367,489	-£2,297,947
45%	70%	-£2,442,773	-£2,381,055	-£2,467,487	-£2,403,741
50%	70%	-£2,543,067	-£2,486,960	-£2,567,485	-£2,509,534
100%	70%	-£3,546,006	-£3,546,006	-£3,567,463	-£3,567,463

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£922,509	-£812,099	-£949,445	-£835,409
10%	70%	-£1,121,208	-£1,020,500	-£1,147,993	-£1,043,681
15%	70%	-£1,221,502	-£1,126,118	-£1,247,991	-£1,149,474
20%	70%	-£1,321,795	-£1,232,023	-£1,347,989	-£1,255,268
25%	70%	-£1,422,089	-£1,337,928	-£1,447,987	-£1,361,060
30%	70%	-£1,522,383	-£1,443,832	-£1,547,985	-£1,466,853
35%	70%	-£1,622,677	-£1,549,737	-£1,647,982	-£1,572,646
40%	70%	-£1,722,972	-£1,655,642	-£1,747,980	-£1,678,439
45%	70%	-£1,823,265	-£1,761,546	-£1,847,978	-£1,784,232
50%	70%	-£1,923,559	-£1,867,451	-£1,947,976	-£1,890,025
100%	70%	-£2,926,498	-£2,926,498	-£2,947,954	-£2,947,954

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£692,973	-£582,563	-£719,909	-£605,873
10%	70%	-£891,672	-£790,964	-£918,457	-£814,145
15%	70%	-£991,966	-£896,582	-£1,018,455	-£919,938
20%	70%	-£1,092,259	-£1,002,487	-£1,118,453	-£1,025,732
25%	70%	-£1,192,553	-£1,108,392	-£1,218,451	-£1,131,525
30%	70%	-£1,292,847	-£1,214,296	-£1,318,449	-£1,237,317
35%	70%	-£1,393,142	-£1,320,201	-£1,418,447	-£1,343,110
40%	70%	-£1,493,436	-£1,426,106	-£1,518,444	-£1,448,903
45%	70%	-£1,593,729	-£1,532,010	-£1,618,442	-£1,554,696
50%	70%	-£1,694,023	-£1,637,915	-£1,718,440	-£1,660,489
100%	70%	-£2,696,962	-£2,696,962	-£2,718,419	-£2,718,419

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£157,976	-£47,566	-£184,912	-£70,876
10%	70%	-£356,675	-£255,968	-£383,461	-£279,149
15%	70%	-£456,969	-£361,585	-£483,458	-£384,941
20%	70%	-£557,263	-£467,491	-£583,456	-£490,735
25%	70%	-£657,557	-£573,395	-£683,454	-£596,528
30%	70%	-£757,851	-£679,299	-£783,452	-£702,321
35%	70%	-£858,145	-£785,205	-£883,450	-£808,113
40%	70%	-£958,439	-£891,109	-£983,448	-£913,906
45%	70%	-£1,058,732	-£997,013	-£1,083,446	-£1,019,700
50%	70%	-£1,159,026	-£1,102,919	-£1,183,443	-£1,125,493
100%	70%	-£2,161,965	-£2,161,965	-£2,183,422	-£2,183,422

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

Grant Available	Yes
Value Area	£625 psf

No Units	11
Site Area	0.06 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£19,776	£90,952	-£47,154	£67,642
10%	70%	-£207,809	-£106,815	-£234,594	-£130,282
15%	70%	-£301,825	-£206,442	-£328,314	-£229,798
20%	70%	-£395,842	-£306,069	-£422,035	-£329,314
25%	70%	-£489,858	-£405,696	-£515,754	-£428,829
30%	70%	-£583,874	-£505,324	-£609,475	-£528,344
35%	70%	-£677,891	-£604,951	-£703,195	-£627,859
40%	70%	-£771,907	-£704,577	-£796,916	-£727,375
45%	70%	-£865,923	-£804,204	-£890,636	-£826,890
50%	70%	-£959,939	-£903,832	-£984,356	-£926,405
100%	70%	-£1,900,103	-£1,900,103	-£1,921,559	-£1,921,559

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,677,269	-£1,566,541	-£1,704,647	-£1,589,852
10%	70%	-£1,865,302	-£1,764,308	-£1,892,087	-£1,787,775
15%	70%	-£1,959,318	-£1,863,935	-£1,985,807	-£1,887,291
20%	70%	-£2,053,335	-£1,963,562	-£2,079,528	-£1,986,807
25%	70%	-£2,147,351	-£2,063,189	-£2,173,248	-£2,086,322
30%	70%	-£2,241,367	-£2,162,817	-£2,266,968	-£2,185,837
35%	70%	-£2,335,384	-£2,262,444	-£2,360,688	-£2,285,353
40%	70%	-£2,429,400	-£2,362,070	-£2,454,409	-£2,384,868
45%	70%	-£2,523,416	-£2,461,697	-£2,548,130	-£2,484,383
50%	70%	-£2,617,432	-£2,561,325	-£2,641,849	-£2,583,899
100%	70%	-£3,557,596	-£3,557,596	-£3,579,052	-£3,579,052

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,057,760	-£947,033	-£1,085,138	-£970,343
10%	70%	-£1,245,793	-£1,144,799	-£1,272,579	-£1,168,267
15%	70%	-£1,339,809	-£1,244,426	-£1,366,298	-£1,267,782
20%	70%	-£1,433,826	-£1,344,054	-£1,460,019	-£1,367,298
25%	70%	-£1,527,842	-£1,443,681	-£1,553,739	-£1,466,814
30%	70%	-£1,621,858	-£1,543,308	-£1,647,460	-£1,566,328
35%	70%	-£1,715,875	-£1,642,935	-£1,741,179	-£1,665,844
40%	70%	-£1,809,891	-£1,742,562	-£1,834,900	-£1,765,360
45%	70%	-£1,903,907	-£1,842,189	-£1,928,621	-£1,864,874
50%	70%	-£1,997,923	-£1,941,816	-£2,022,341	-£1,964,390
100%	70%	-£2,938,088	-£2,938,088	-£2,959,543	-£2,959,543

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£828,225	-£717,497	-£855,602	-£740,807
10%	70%	-£1,016,258	-£915,263	-£1,043,043	-£938,731
15%	70%	-£1,110,274	-£1,014,890	-£1,136,763	-£1,038,246
20%	70%	-£1,204,291	-£1,114,518	-£1,230,483	-£1,137,762
25%	70%	-£1,298,307	-£1,214,145	-£1,324,203	-£1,237,278
30%	70%	-£1,392,323	-£1,313,772	-£1,417,924	-£1,336,792
35%	70%	-£1,486,340	-£1,413,399	-£1,511,644	-£1,436,308
40%	70%	-£1,580,356	-£1,513,026	-£1,605,364	-£1,535,824
45%	70%	-£1,674,372	-£1,612,653	-£1,699,085	-£1,635,338
50%	70%	-£1,768,388	-£1,712,280	-£1,792,805	-£1,734,854
100%	70%	-£2,708,552	-£2,708,552	-£2,730,007	-£2,730,007

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£293,228	-£182,500	-£320,606	-£205,810
10%	70%	-£481,261	-£380,267	-£508,046	-£403,734
15%	70%	-£575,277	-£479,894	-£601,766	-£503,250
20%	70%	-£669,294	-£579,521	-£695,487	-£602,765
25%	70%	-£763,310	-£679,148	-£789,206	-£702,281
30%	70%	-£857,326	-£778,776	-£882,927	-£801,796
35%	70%	-£951,343	-£878,403	-£976,647	-£901,311
40%	70%	-£1,045,359	-£978,029	-£1,070,368	-£1,000,827
45%	70%	-£1,139,375	-£1,077,656	-£1,164,088	-£1,100,342
50%	70%	-£1,233,391	-£1,177,284	-£1,257,808	-£1,199,857
100%	70%	-£2,173,555	-£2,173,555	-£2,195,011	-£2,195,011

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T2 - 30 Flats</b>	
No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£900psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,638,527	£6,944,226	£6,622,399	£6,938,138
10%	70%	£5,776,303	£6,051,431	£5,761,786	£6,045,952
15%	70%	£5,345,190	£5,605,033	£5,331,480	£5,599,858
20%	70%	£4,914,077	£5,158,635	£4,901,174	£5,153,765
25%	70%	£4,482,964	£4,712,237	£4,470,868	£4,707,672
30%	70%	£4,051,851	£4,265,839	£4,040,561	£4,261,579
35%	70%	£3,620,738	£3,819,443	£3,610,255	£3,815,485
40%	70%	£3,189,625	£3,373,045	£3,179,948	£3,369,392
45%	70%	£2,758,513	£2,926,647	£2,749,642	£2,923,299
50%	70%	£2,327,400	£2,480,249	£2,319,336	£2,477,206
100%	70%	£-2,016,172	£-2,016,172	£-2,016,172	£-2,016,172

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,494,870	£2,800,568	£2,478,741	£2,794,481
10%	70%	£1,632,645	£1,907,773	£1,618,129	£1,902,294
15%	70%	£1,201,532	£1,461,376	£1,187,823	£1,456,201
20%	70%	£770,419	£1,014,978	£757,516	£1,010,108
25%	70%	£339,307	£568,580	£327,210	£564,014
30%	70%	£-91,806	£122,182	£-103,096	£117,921
35%	70%	£-522,919	£-324,215	£-533,402	£-328,172
40%	70%	£-954,032	£-770,613	£-963,709	£-774,265
45%	70%	£-1,385,145	£-1,217,011	£-1,394,016	£-1,220,359
50%	70%	£-1,816,258	£-1,663,409	£-1,824,322	£-1,666,452
100%	70%	£-6,159,829	£-6,159,829	£-6,159,829	£-6,159,829

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,043,613	£4,349,312	£4,027,485	£4,343,224
10%	70%	£3,181,389	£3,456,517	£3,166,872	£3,451,038
15%	70%	£2,750,276	£3,010,119	£2,736,566	£3,004,944
20%	70%	£2,319,163	£2,563,721	£2,306,260	£2,558,851
25%	70%	£1,888,050	£2,117,323	£1,875,954	£2,112,758
30%	70%	£1,456,937	£1,670,925	£1,445,647	£1,666,665
35%	70%	£1,025,824	£1,224,529	£1,015,341	£1,220,571
40%	70%	£594,711	£778,131	£585,035	£774,478
45%	70%	£163,599	£331,733	£154,728	£328,385
50%	70%	£-267,514	£-114,665	£-275,578	£-117,708
100%	70%	£-4,611,086	£-4,611,086	£-4,611,086	£-4,611,086

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,617,443	£4,923,141	£4,601,314	£4,917,054
10%	70%	£3,755,218	£4,030,346	£3,740,701	£4,024,867
15%	70%	£3,324,105	£3,583,948	£3,310,396	£3,578,773
20%	70%	£2,892,992	£3,137,550	£2,880,089	£3,132,681
25%	70%	£2,461,879	£2,691,153	£2,449,783	£2,686,587
30%	70%	£2,030,766	£2,244,755	£2,019,476	£2,240,494
35%	70%	£1,599,654	£1,798,358	£1,589,171	£1,794,400
40%	70%	£1,168,541	£1,351,960	£1,158,864	£1,348,308
45%	70%	£737,428	£905,562	£728,557	£902,214
50%	70%	£306,315	£459,164	£298,251	£456,121
100%	70%	£-4,037,256	£-4,037,256	£-4,037,256	£-4,037,256

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,954,910	£6,260,608	£5,938,781	£6,254,521
10%	70%	£5,092,685	£5,367,814	£5,078,169	£5,362,335
15%	70%	£4,661,572	£4,921,416	£4,647,863	£4,916,241
20%	70%	£4,230,460	£4,475,018	£4,217,556	£4,470,148
25%	70%	£3,799,347	£4,028,620	£3,787,250	£4,024,054
30%	70%	£3,368,234	£3,582,222	£3,356,944	£3,577,962
35%	70%	£2,937,121	£3,135,825	£2,926,638	£3,131,868
40%	70%	£2,506,008	£2,689,427	£2,496,331	£2,685,775
45%	70%	£2,074,895	£2,243,029	£2,066,024	£2,239,681
50%	70%	£1,643,782	£1,796,632	£1,635,719	£1,793,589
100%	70%	£-2,699,789	£-2,699,789	£-2,699,789	£-2,699,789

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T2 - 30 Flats</b>	
No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£865 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,132,186	£6,437,884	£6,116,057	£6,431,797
10%	70%	£5,319,007	£5,594,135	£5,304,491	£5,588,656
15%	70%	£4,912,417	£5,172,260	£4,898,707	£5,167,086
20%	70%	£4,505,827	£4,750,385	£4,492,924	£4,745,515
25%	70%	£4,099,237	£4,328,511	£4,087,140	£4,323,945
30%	70%	£3,692,648	£3,906,636	£3,681,357	£3,902,374
35%	70%	£3,286,058	£3,484,761	£3,275,574	£3,480,804
40%	70%	£2,879,468	£3,062,887	£2,869,791	£3,059,234
45%	70%	£2,472,877	£2,641,012	£2,464,007	£2,637,663
50%	70%	£2,066,287	£2,219,137	£2,058,224	£2,216,094
100%	70%	£-2,032,315	£-2,032,315	£-2,032,315	£-2,032,315

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,988,528	£2,294,227	£1,972,400	£2,288,140
10%	70%	£1,175,349	£1,450,478	£1,160,834	£1,444,999
15%	70%	£768,759	£1,028,603	£755,050	£1,023,429
20%	70%	£362,169	£606,728	£349,267	£601,858
25%	70%	£-44,421	£184,853	£-56,517	£180,288
30%	70%	£-451,010	£-237,022	£-462,300	£-241,283
35%	70%	£-857,600	£-658,897	£-868,084	£-662,853
40%	70%	£-1,264,190	£-1,080,771	£-1,273,867	£-1,084,423
45%	70%	£-1,670,780	£-1,502,646	£-1,679,651	£-1,505,994
50%	70%	£-2,077,370	£-1,924,521	£-2,085,434	£-1,927,564
100%	70%	£-6,175,972	£-6,175,972	£-6,175,972	£-6,175,972

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,537,272	£3,842,970	£3,521,143	£3,836,883
10%	70%	£2,724,093	£2,999,221	£2,709,577	£2,993,742
15%	70%	£2,317,503	£2,577,346	£2,303,793	£2,572,172
20%	70%	£1,910,913	£2,155,471	£1,898,010	£2,150,601
25%	70%	£1,504,323	£1,733,597	£1,492,226	£1,729,031
30%	70%	£1,097,734	£1,311,722	£1,086,444	£1,307,460
35%	70%	£691,144	£889,847	£680,660	£885,890
40%	70%	£284,554	£467,973	£274,877	£464,320
45%	70%	£-122,036	£46,098	£-130,907	£42,749
50%	70%	£-528,627	£-375,777	£-536,690	£-378,820
100%	70%	£-4,627,229	£-4,627,229	£-4,627,229	£-4,627,229

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,111,101	£4,416,800	£4,094,973	£4,410,712
10%	70%	£3,297,922	£3,573,050	£3,283,407	£3,567,571
15%	70%	£2,891,332	£3,151,175	£2,877,623	£3,146,001
20%	70%	£2,484,742	£2,729,300	£2,471,840	£2,724,431
25%	70%	£2,078,152	£2,307,426	£2,066,056	£2,302,861
30%	70%	£1,671,563	£1,885,551	£1,660,273	£1,881,290
35%	70%	£1,264,973	£1,463,676	£1,254,489	£1,459,720
40%	70%	£858,383	£1,041,802	£848,706	£1,038,150
45%	70%	£451,793	£619,927	£442,922	£616,579
50%	70%	£45,203	£198,052	£37,139	£195,009
100%	70%	£-4,053,399	£-4,053,399	£-4,053,399	£-4,053,399

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,448,569	£5,754,267	£5,432,440	£5,748,180
10%	70%	£4,635,390	£4,910,518	£4,620,874	£4,905,039
15%	70%	£4,228,799	£4,488,643	£4,215,090	£4,483,469
20%	70%	£3,822,209	£4,066,768	£3,809,307	£4,061,898
25%	70%	£3,415,619	£3,644,894	£3,403,523	£3,640,328
30%	70%	£3,009,030	£3,223,019	£2,997,740	£3,218,757
35%	70%	£2,602,440	£2,801,143	£2,591,956	£2,797,187
40%	70%	£2,195,850	£2,379,269	£2,186,173	£2,375,617
45%	70%	£1,789,260	£1,957,394	£1,780,389	£1,954,046
50%	70%	£1,382,670	£1,535,519	£1,374,606	£1,532,476
100%	70%	£-2,715,932	£-2,715,932	£-2,715,932	£-2,715,932

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£825 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,553,510	£5,859,209	£5,537,382	£5,853,122
10%	70%	£4,795,866	£5,070,995	£4,781,351	£5,065,516
15%	70%	£4,417,045	£4,676,888	£4,403,336	£4,671,713
20%	70%	£4,038,223	£4,282,781	£4,025,320	£4,277,911
25%	70%	£3,659,401	£3,888,674	£3,647,304	£3,884,109
30%	70%	£3,280,579	£3,494,568	£3,269,289	£3,490,306
35%	70%	£2,901,757	£3,100,460	£2,891,273	£3,096,504
40%	70%	£2,522,935	£2,706,354	£2,513,258	£2,702,702
45%	70%	£2,144,113	£2,312,247	£2,135,242	£2,308,899
50%	70%	£1,765,291	£1,918,140	£1,757,227	£1,915,096
100%	70%	£-2,056,014	£-2,056,014	£-2,056,014	£-2,056,014

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,409,853	£1,715,551	£1,393,724	£1,709,464
10%	70%	£652,209	£927,337	£637,694	£921,858
15%	70%	£273,388	£533,231	£259,678	£528,056
20%	70%	£-105,435	£139,123	£-118,337	£134,254
25%	70%	£-484,256	£-254,983	£-496,354	£-259,549
30%	70%	£-863,079	£-649,090	£-874,369	£-663,351
35%	70%	£-1,241,900	£-1,043,197	£-1,252,384	£-1,047,153
40%	70%	£-1,620,723	£-1,437,303	£-1,630,400	£-1,440,956
45%	70%	£-1,999,544	£-1,831,411	£-2,008,415	£-1,834,758
50%	70%	£-2,378,367	£-2,225,517	£-2,386,430	£-2,228,562
100%	70%	£-6,199,672	£-6,199,672	£-6,199,672	£-6,199,672

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,958,596	£3,264,295	£2,942,468	£3,258,208
10%	70%	£2,200,953	£2,476,081	£2,186,437	£2,470,602
15%	70%	£1,822,131	£2,081,974	£1,808,422	£2,076,799
20%	70%	£1,443,309	£1,687,867	£1,430,406	£1,682,997
25%	70%	£1,064,487	£1,293,760	£1,052,390	£1,289,195
30%	70%	£685,665	£899,654	£674,375	£895,392
35%	70%	£306,843	£505,546	£296,359	£501,590
40%	70%	£-71,979	£111,440	£-81,656	£107,788
45%	70%	£-450,801	£-282,667	£-459,672	£-286,015
50%	70%	£-829,623	£-676,774	£-837,687	£-679,818
100%	70%	£-4,650,928	£-4,650,928	£-4,650,928	£-4,650,928

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,532,426	£3,838,124	£3,516,297	£3,832,037
10%	70%	£2,774,782	£3,049,910	£2,760,266	£3,044,431
15%	70%	£2,395,960	£2,655,804	£2,382,251	£2,650,629
20%	70%	£2,017,138	£2,261,696	£2,004,236	£2,256,826
25%	70%	£1,638,316	£1,867,590	£1,626,219	£1,863,024
30%	70%	£1,259,494	£1,473,483	£1,248,204	£1,469,222
35%	70%	£880,672	£1,079,376	£870,188	£1,075,419
40%	70%	£501,850	£685,269	£492,173	£681,617
45%	70%	£123,029	£291,162	£114,158	£287,815
50%	70%	£-255,794	£-102,945	£-263,858	£-105,989
100%	70%	£-4,077,099	£-4,077,099	£-4,077,099	£-4,077,099

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,869,893	£5,175,591	£4,853,764	£5,169,504
10%	70%	£4,112,249	£4,387,378	£4,097,734	£4,381,899
15%	70%	£3,733,428	£3,993,271	£3,719,718	£3,988,096
20%	70%	£3,354,605	£3,599,164	£3,341,703	£3,594,294
25%	70%	£2,975,784	£3,205,057	£2,963,687	£3,200,491
30%	70%	£2,596,961	£2,810,951	£2,585,671	£2,806,689
35%	70%	£2,218,140	£2,416,843	£2,207,656	£2,412,887
40%	70%	£1,839,317	£2,022,737	£1,829,640	£2,019,084
45%	70%	£1,460,496	£1,628,629	£1,451,625	£1,625,282
50%	70%	£1,081,674	£1,234,523	£1,073,610	£1,231,479
100%	70%	£-2,739,631	£-2,739,631	£-2,739,631	£-2,739,631

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£800 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,191,838	£5,497,537	£5,175,710	£5,491,449
10%	70%	£4,468,320	£4,743,448	£4,453,803	£4,737,969
15%	70%	£4,106,560	£4,366,403	£4,092,851	£4,361,229
20%	70%	£3,744,800	£3,989,359	£3,731,897	£3,984,489
25%	70%	£3,383,040	£3,612,315	£3,370,944	£3,607,749
30%	70%	£3,021,281	£3,235,270	£3,009,991	£3,231,009
35%	70%	£2,659,521	£2,858,226	£2,649,038	£2,854,268
40%	70%	£2,297,762	£2,481,181	£2,288,085	£2,477,529
45%	70%	£1,936,003	£2,104,137	£1,927,132	£2,100,788
50%	70%	£1,574,243	£1,727,092	£1,566,179	£1,724,048
100%	70%	£-2,076,771	£-2,076,771	£-2,076,771	£-2,076,771

Residual Land values compared to benchmark land values  
 Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,048,181	£1,353,879	£1,032,052	£1,347,791
10%	70%	£324,662	£599,790	£310,146	£594,311
15%	70%	£-37,097	£222,746	£-50,807	£217,571
20%	70%	£-398,858	£-154,298	£-411,760	£-159,168
25%	70%	£-760,617	£-531,343	£-772,713	£-535,909
30%	70%	£-1,122,377	£-908,387	£-1,133,667	£-912,649
35%	70%	£-1,484,136	£-1,285,432	£-1,494,619	£-1,289,389
40%	70%	£-1,845,896	£-1,662,476	£-1,855,573	£-1,666,129
45%	70%	£-2,207,655	£-2,039,521	£-2,216,526	£-2,042,869
50%	70%	£-2,569,414	£-2,416,565	£-2,577,478	£-2,419,609
100%	70%	£-6,220,429	£-6,220,429	£-6,220,429	£-6,220,429

Residual Land values compared to benchmark land values  
 Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,596,924	£2,902,623	£2,580,796	£2,896,535
10%	70%	£1,873,406	£2,148,534	£1,858,889	£2,143,055
15%	70%	£1,511,646	£1,771,489	£1,497,937	£1,766,315
20%	70%	£1,149,886	£1,394,445	£1,136,983	£1,389,575
25%	70%	£788,126	£1,017,401	£776,030	£1,012,835
30%	70%	£426,367	£640,356	£415,077	£636,095
35%	70%	£64,607	£263,312	£54,124	£259,354
40%	70%	£-297,152	£-113,733	£-306,829	£-117,385
45%	70%	£-658,911	£-490,777	£-667,782	£-494,125
50%	70%	£-1,020,671	£-867,822	£-1,028,735	£-870,866
100%	70%	£-4,671,685	£-4,671,685	£-4,671,685	£-4,671,685

Residual Land values compared to benchmark land values  
 Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,170,754	£3,476,452	£3,154,625	£3,470,364
10%	70%	£2,447,235	£2,722,363	£2,432,718	£2,716,884
15%	70%	£2,085,475	£2,345,319	£2,071,766	£2,340,144
20%	70%	£1,723,715	£1,968,274	£1,710,813	£1,963,404
25%	70%	£1,361,956	£1,591,230	£1,349,859	£1,586,664
30%	70%	£1,000,196	£1,214,185	£988,906	£1,209,924
35%	70%	£638,437	£837,141	£627,954	£833,183
40%	70%	£276,677	£460,096	£267,000	£456,444
45%	70%	£-85,082	£83,052	£-93,953	£79,704
50%	70%	£-446,842	£-293,992	£-454,905	£-297,037
100%	70%	£-4,097,856	£-4,097,856	£-4,097,856	£-4,097,856

Residual Land values compared to benchmark land values  
 Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,508,221	£4,813,919	£4,492,092	£4,807,831
10%	70%	£3,784,702	£4,059,831	£3,770,186	£4,054,352
15%	70%	£3,422,943	£3,682,786	£3,409,233	£3,677,611
20%	70%	£3,061,182	£3,305,742	£3,048,280	£3,300,872
25%	70%	£2,699,423	£2,928,697	£2,687,327	£2,924,132
30%	70%	£2,337,663	£2,551,653	£2,326,373	£2,547,391
35%	70%	£1,975,904	£2,174,608	£1,965,421	£2,170,651
40%	70%	£1,614,145	£1,797,564	£1,604,468	£1,793,912
45%	70%	£1,252,385	£1,420,519	£1,243,514	£1,417,171
50%	70%	£890,626	£1,043,475	£882,562	£1,040,431
100%	70%	£-2,760,389	£-2,760,389	£-2,760,389	£-2,760,389

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£750 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,468,493	£4,774,192	£4,452,365	£4,768,104
10%	70%	£3,813,240	£4,088,369	£3,798,724	£4,082,890
15%	70%	£3,485,614	£3,745,457	£3,471,905	£3,740,284
20%	70%	£3,157,987	£3,402,546	£3,145,085	£3,397,676
25%	70%	£2,830,361	£3,059,635	£2,818,264	£3,055,069
30%	70%	£2,502,735	£2,716,723	£2,491,445	£2,712,462
35%	70%	£2,175,108	£2,373,812	£2,164,625	£2,369,855
40%	70%	£1,847,481	£2,030,900	£1,837,804	£2,027,248
45%	70%	£1,519,855	£1,687,990	£1,510,984	£1,684,641
50%	70%	£1,192,229	£1,345,078	£1,184,165	£1,342,034
100%	70%	£-2,118,121	£-2,118,121	£-2,118,121	£-2,118,121

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£324,836	£630,534	£308,707	£624,446
10%	70%	£-330,418	£-55,288	£-344,933	£-60,767
15%	70%	£-658,043	£-398,200	£-671,753	£-403,374
20%	70%	£-985,670	£-741,112	£-998,572	£-745,982
25%	70%	£-1,313,297	£-1,084,023	£-1,325,393	£-1,088,588
30%	70%	£-1,640,923	£-1,426,934	£-1,652,213	£-1,431,195
35%	70%	£-1,968,550	£-1,769,845	£-1,979,033	£-1,773,803
40%	70%	£-2,296,176	£-2,112,757	£-2,305,853	£-2,116,409
45%	70%	£-2,623,802	£-2,455,668	£-2,632,673	£-2,459,016
50%	70%	£-2,951,429	£-2,798,580	£-2,959,493	£-2,801,624
100%	70%	£-6,261,778	£-6,261,778	£-6,261,778	£-6,261,778

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,873,580	£2,179,278	£1,857,451	£2,173,190
10%	70%	£1,218,326	£1,493,455	£1,203,810	£1,487,976
15%	70%	£890,700	£1,150,543	£876,991	£1,145,370
20%	70%	£563,073	£807,632	£550,171	£802,762
25%	70%	£235,447	£464,721	£223,350	£460,155
30%	70%	£-92,179	£121,809	£-103,469	£117,548
35%	70%	£-419,806	£-221,102	£-430,289	£-225,059
40%	70%	£-747,433	£-564,014	£-757,110	£-567,666
45%	70%	£-1,075,059	£-906,924	£-1,083,930	£-910,273
50%	70%	£-1,402,685	£-1,249,836	£-1,410,749	£-1,252,880
100%	70%	£-4,713,035	£-4,713,035	£-4,713,035	£-4,713,035

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,447,409	£2,753,107	£2,431,280	£2,747,019
10%	70%	£1,792,155	£2,067,285	£1,777,640	£2,061,806
15%	70%	£1,464,529	£1,724,373	£1,450,820	£1,719,199
20%	70%	£1,136,903	£1,381,461	£1,124,000	£1,376,591
25%	70%	£809,276	£1,038,550	£797,180	£1,033,984
30%	70%	£481,650	£695,638	£470,360	£691,378
35%	70%	£154,023	£352,727	£143,540	£348,770
40%	70%	£-173,604	£9,816	£-183,281	£6,163
45%	70%	£-501,229	£-333,095	£-510,100	£-336,443
50%	70%	£-828,856	£-676,007	£-836,920	£-679,051
100%	70%	£-4,139,205	£-4,139,205	£-4,139,205	£-4,139,205

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,784,876	£4,090,575	£3,768,748	£4,084,486
10%	70%	£3,129,623	£3,404,752	£3,115,107	£3,399,273
15%	70%	£2,801,997	£3,061,840	£2,788,287	£3,056,666
20%	70%	£2,474,370	£2,718,928	£2,461,468	£2,714,059
25%	70%	£2,146,743	£2,376,017	£2,134,647	£2,371,452
30%	70%	£1,819,117	£2,033,106	£1,807,827	£2,028,845
35%	70%	£1,491,491	£1,690,195	£1,481,008	£1,686,237
40%	70%	£1,163,864	£1,347,283	£1,154,187	£1,343,631
45%	70%	£836,238	£1,004,372	£827,367	£1,001,024
50%	70%	£508,611	£661,460	£500,547	£658,416
100%	70%	£-2,801,738	£-2,801,738	£-2,801,738	£-2,801,738



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£725 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,106,821	£4,412,519	£4,090,692	£4,406,432
10%	70%	£3,485,677	£3,760,805	£3,471,161	£3,755,326
15%	70%	£3,175,104	£3,434,948	£3,161,395	£3,429,774
20%	70%	£2,864,533	£3,109,091	£2,851,630	£3,104,222
25%	70%	£2,553,961	£2,783,234	£2,541,864	£2,778,668
30%	70%	£2,243,388	£2,457,378	£2,232,098	£2,453,116
35%	70%	£1,932,816	£2,131,520	£1,922,333	£2,127,564
40%	70%	£1,622,244	£1,805,663	£1,612,566	£1,802,010
45%	70%	£1,311,672	£1,479,806	£1,302,801	£1,476,458
50%	70%	£1,001,100	£1,153,949	£993,036	£1,150,905
100%	70%	£-2,139,043	£-2,139,043	£-2,139,043	£-2,139,043

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-36,837	£268,861	£-52,966	£262,774
10%	70%	£-657,981	£-382,852	£-672,496	£-388,331
15%	70%	£-968,553	£-708,710	£-982,263	£-713,884
20%	70%	£-1,279,124	£-1,034,566	£-1,292,028	£-1,039,436
25%	70%	£-1,589,697	£-1,360,424	£-1,601,793	£-1,364,989
30%	70%	£-1,900,269	£-1,686,280	£-1,911,559	£-1,690,542
35%	70%	£-2,210,842	£-2,012,137	£-2,221,325	£-2,016,094
40%	70%	£-2,521,413	£-2,337,995	£-2,531,091	£-2,341,647
45%	70%	£-2,831,985	£-2,663,851	£-2,840,856	£-2,667,199
50%	70%	£-3,142,558	£-2,989,709	£-3,150,622	£-2,992,753
100%	70%	£-6,282,700	£-6,282,700	£-6,282,700	£-6,282,700

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,511,907	£1,817,605	£1,495,778	£1,811,518
10%	70%	£890,763	£1,165,891	£876,247	£1,160,412
15%	70%	£580,190	£840,034	£566,481	£834,860
20%	70%	£269,619	£514,177	£256,716	£509,308
25%	70%	£-40,953	£188,320	£-53,050	£183,754
30%	70%	£-351,526	£-137,536	£-362,816	£-141,798
35%	70%	£-662,098	£-463,394	£-672,581	£-467,350
40%	70%	£-972,669	£-789,251	£-982,347	£-792,904
45%	70%	£-1,283,242	£-1,115,108	£-1,292,113	£-1,118,456
50%	70%	£-1,593,814	£-1,440,965	£-1,601,878	£-1,444,009
100%	70%	£-4,733,957	£-4,733,957	£-4,733,957	£-4,733,957

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,085,736	£2,391,434	£2,069,607	£2,385,347
10%	70%	£1,464,592	£1,739,720	£1,450,077	£1,734,241
15%	70%	£1,154,020	£1,413,863	£1,140,310	£1,408,689
20%	70%	£843,448	£1,088,007	£830,545	£1,083,137
25%	70%	£532,876	£762,149	£520,780	£757,584
30%	70%	£222,304	£436,293	£211,013	£432,031
35%	70%	£-88,269	£110,435	£-98,752	£106,479
40%	70%	£-398,840	£-215,422	£-408,518	£-219,074
45%	70%	£-709,413	£-541,278	£-718,284	£-544,627
50%	70%	£-1,019,985	£-867,136	£-1,028,049	£-870,180
100%	70%	£-4,160,128	£-4,160,128	£-4,160,128	£-4,160,128

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,423,203	£3,728,902	£3,407,075	£3,722,814
10%	70%	£2,802,059	£3,077,188	£2,787,544	£3,071,709
15%	70%	£2,491,487	£2,751,330	£2,477,778	£2,746,156
20%	70%	£2,180,916	£2,425,474	£2,168,012	£2,420,604
25%	70%	£1,870,343	£2,099,617	£1,858,247	£2,095,051
30%	70%	£1,559,771	£1,773,760	£1,548,481	£1,769,499
35%	70%	£1,249,199	£1,447,903	£1,238,715	£1,443,946
40%	70%	£938,627	£1,122,045	£928,949	£1,118,393
45%	70%	£628,055	£796,189	£619,184	£792,841
50%	70%	£317,482	£470,332	£309,419	£467,287
100%	70%	£-2,822,660	£-2,822,660	£-2,822,660	£-2,822,660

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

Value Area £700 pst

No Units	30
Site Area	0.15 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,745,149	£4,050,847	£3,729,020	£4,044,760
10%	70%	£3,157,725	£3,432,853	£3,143,210	£3,427,375
15%	70%	£2,864,013	£3,123,858	£2,850,305	£3,118,683
20%	70%	£2,570,303	£2,814,861	£2,557,399	£2,809,991
25%	70%	£2,276,591	£2,505,864	£2,264,495	£2,501,299
30%	70%	£1,982,879	£2,196,867	£1,971,589	£2,192,607
35%	70%	£1,689,167	£1,887,872	£1,678,684	£1,883,914
40%	70%	£1,395,456	£1,578,875	£1,385,779	£1,575,223
45%	70%	£1,101,744	£1,269,878	£1,092,874	£1,266,530
50%	70%	£808,033	£960,881	£799,968	£957,838
100%	70%	£-2,163,904	£-2,163,904	£-2,163,904	£-2,163,904

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£398,509	-£92,811	-£414,638	-£98,898
10%	70%	-£985,932	-£710,804	-£1,000,448	-£716,282
15%	70%	-£1,279,644	-£1,019,800	-£1,293,353	-£1,024,975
20%	70%	-£1,573,355	-£1,328,797	-£1,586,258	-£1,333,666
25%	70%	-£1,867,067	-£1,637,793	-£1,879,163	-£1,642,359
30%	70%	-£2,160,778	-£1,946,790	-£2,172,068	-£1,951,051
35%	70%	-£2,454,490	-£2,255,786	-£2,464,973	-£2,259,743
40%	70%	-£2,748,202	-£2,564,783	-£2,757,879	-£2,568,435
45%	70%	-£3,041,913	-£2,873,779	-£3,050,783	-£2,877,127
50%	70%	-£3,335,624	-£3,182,776	-£3,343,689	-£3,185,819
100%	70%	-£6,307,562	-£6,307,562	-£6,307,562	-£6,307,562

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,150,235	£1,455,933	£1,134,106	£1,449,846
10%	70%	£562,811	£837,939	£548,296	£832,461
15%	70%	£269,099	£528,944	£255,391	£523,769
20%	70%	-£24,611	£219,947	-£37,615	£215,077
25%	70%	-£318,323	-£89,050	-£330,419	-£93,615
30%	70%	-£612,035	-£398,047	-£623,325	-£402,307
35%	70%	-£905,746	-£707,042	-£916,230	-£711,000
40%	70%	-£1,199,458	-£1,016,039	-£1,209,135	-£1,019,691
45%	70%	-£1,493,170	-£1,325,036	-£1,502,040	-£1,328,384
50%	70%	-£1,786,881	-£1,634,032	-£1,794,946	-£1,637,076
100%	70%	-£4,758,818	-£4,758,818	-£4,758,818	-£4,758,818

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,724,064	£2,029,762	£1,707,935	£2,023,675
10%	70%	£1,136,640	£1,411,769	£1,122,125	£1,406,291
15%	70%	£842,929	£1,102,773	£829,220	£1,097,598
20%	70%	£549,218	£793,776	£536,315	£788,906
25%	70%	£255,506	£484,779	£243,410	£480,214
30%	70%	-£38,206	£175,783	-£49,496	£171,522
35%	70%	-£331,917	-£133,213	-£342,400	-£137,170
40%	70%	-£625,629	-£442,210	-£635,306	-£445,862
45%	70%	-£919,341	-£751,207	-£928,211	-£754,555
50%	70%	-£1,213,051	-£1,060,203	-£1,221,116	-£1,063,246
100%	70%	-£4,184,989	-£4,184,989	-£4,184,989	-£4,184,989

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,061,531	£3,367,230	£3,045,403	£3,361,142
10%	70%	£2,474,108	£2,749,236	£2,459,592	£2,743,758
15%	70%	£2,180,396	£2,440,240	£2,166,688	£2,435,065
20%	70%	£1,886,685	£2,131,244	£1,873,782	£2,126,374
25%	70%	£1,592,974	£1,822,247	£1,580,877	£1,817,681
30%	70%	£1,299,262	£1,513,250	£1,287,972	£1,508,990
35%	70%	£1,005,550	£1,204,254	£995,067	£1,200,297
40%	70%	£711,838	£895,258	£702,161	£891,605
45%	70%	£418,127	£586,261	£409,257	£582,913
50%	70%	£124,416	£277,264	£116,351	£274,221
100%	70%	£-2,847,522	£-2,847,522	£-2,847,522	£-2,847,522

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T2 - 30 Flats</b>	
No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£650 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,021,804	£3,327,502	£3,005,675	£3,321,415
10%	70%	£2,500,486	£2,775,614	£2,485,970	£2,770,136
15%	70%	£2,239,827	£2,499,670	£2,226,117	£2,494,496
20%	70%	£1,979,168	£2,223,727	£1,966,266	£2,218,856
25%	70%	£1,718,509	£1,947,783	£1,706,413	£1,943,218
30%	70%	£1,457,851	£1,671,839	£1,446,561	£1,667,578
35%	70%	£1,197,192	£1,395,895	£1,186,708	£1,391,939
40%	70%	£936,533	£1,119,951	£926,855	£1,116,299
45%	70%	£675,874	£844,007	£667,003	£840,660
50%	70%	£415,215	£568,065	£407,151	£565,020
100%	70%	£-2,227,214	£-2,227,214	£-2,227,214	£-2,227,214

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,121,854	£-816,155	£-1,137,983	£-822,243
10%	70%	£-1,643,172	£-1,368,043	£-1,657,687	£-1,373,521
15%	70%	£-1,903,831	£-1,643,987	£-1,917,540	£-1,649,161
20%	70%	£-2,164,490	£-1,919,930	£-2,177,392	£-1,924,801
25%	70%	£-2,425,149	£-2,195,874	£-2,437,245	£-2,200,440
30%	70%	£-2,685,806	£-2,471,818	£-2,697,097	£-2,476,080
35%	70%	£-2,946,465	£-2,747,762	£-2,956,949	£-2,751,719
40%	70%	£-3,207,124	£-3,023,706	£-3,216,802	£-3,027,358
45%	70%	£-3,467,783	£-3,299,650	£-3,476,654	£-3,302,997
50%	70%	£-3,728,442	£-3,575,593	£-3,736,507	£-3,578,637
100%	70%	£-6,370,871	£-6,370,871	£-6,370,871	£-6,370,871

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£426,890	£732,588	£410,761	£726,501
10%	70%	£-94,428	£180,700	£-108,944	£175,222
15%	70%	£-355,087	£-95,244	£-368,797	£-100,418
20%	70%	£-615,746	£-371,187	£-628,648	£-376,058
25%	70%	£-876,405	£-647,131	£-888,501	£-651,696
30%	70%	£-1,137,063	£-923,075	£-1,148,353	£-927,336
35%	70%	£-1,397,722	£-1,199,019	£-1,408,206	£-1,202,975
40%	70%	£-1,658,381	£-1,474,963	£-1,668,059	£-1,478,615
45%	70%	£-1,919,040	£-1,750,906	£-1,927,911	£-1,754,254
50%	70%	£-2,179,699	£-2,026,849	£-2,187,763	£-2,029,894
100%	70%	£-4,822,128	£-4,822,128	£-4,822,128	£-4,822,128

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,000,719	£1,306,417	£984,590	£1,300,330
10%	70%	£479,401	£754,529	£464,886	£479,051
15%	70%	£218,742	£478,585	£205,033	£473,412
20%	70%	£-41,917	£202,642	£-54,819	£197,772
25%	70%	£-302,576	£-73,301	£-314,672	£-77,867
30%	70%	£-563,234	£-349,245	£-574,524	£-353,507
35%	70%	£-823,893	£-625,189	£-834,377	£-629,146
40%	70%	£-1,084,552	£-901,133	£-1,094,230	£-904,786
45%	70%	£-1,345,210	£-1,177,077	£-1,354,081	£-1,180,424
50%	70%	£-1,605,869	£-1,453,020	£-1,613,934	£-1,456,064
100%	70%	£-4,248,299	£-4,248,299	£-4,248,299	£-4,248,299

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,338,186	£2,643,885	£2,322,058	£2,637,797
10%	70%	£1,816,868	£2,091,997	£1,802,353	£2,086,519
15%	70%	£1,556,210	£1,816,053	£1,542,500	£1,810,879
20%	70%	£1,295,551	£1,540,110	£1,282,648	£1,535,239
25%	70%	£1,034,892	£1,264,166	£1,022,795	£1,259,600
30%	70%	£774,234	£988,222	£762,944	£983,960
35%	70%	£513,575	£712,278	£503,091	£708,322
40%	70%	£252,916	£436,334	£243,238	£432,682
45%	70%	£-7,743	£160,390	£-16,614	£157,043
50%	70%	£-268,402	£-115,553	£-276,467	£-118,597
100%	70%	£-2,910,831	£-2,910,831	£-2,910,831	£-2,910,831

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£625 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,660,132	£2,965,830	£2,644,003	£2,959,742
10%	70%	£2,171,874	£2,447,002	£2,157,358	£2,441,524
15%	70%	£1,927,746	£2,187,589	£1,914,036	£2,182,414
20%	70%	£1,683,616	£1,928,175	£1,670,713	£1,923,305
25%	70%	£1,439,487	£1,668,761	£1,427,391	£1,664,196
30%	70%	£1,195,358	£1,409,348	£1,184,069	£1,405,086
35%	70%	£951,230	£1,149,934	£940,746	£1,145,977
40%	70%	£707,101	£890,521	£697,424	£886,868
45%	70%	£462,972	£631,106	£454,101	£627,758
50%	70%	£218,844	£371,692	£210,779	£368,649
100%	70%	-£2,258,793	-£2,258,793	-£2,258,793	-£2,258,793

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,483,526	-£1,177,827	-£1,499,654	-£1,183,916
10%	70%	-£1,971,784	-£1,696,656	-£1,986,299	-£1,702,134
15%	70%	-£2,215,912	-£1,956,069	-£2,229,621	-£1,961,244
20%	70%	-£2,460,041	-£2,215,483	-£2,472,944	-£2,220,352
25%	70%	-£2,704,170	-£2,474,897	-£2,716,266	-£2,479,461
30%	70%	-£2,948,299	-£2,734,310	-£2,959,588	-£2,738,571
35%	70%	-£3,192,427	-£2,993,724	-£3,202,911	-£2,997,680
40%	70%	-£3,436,556	-£3,253,137	-£3,446,233	-£3,256,789
45%	70%	-£3,680,685	-£3,512,551	-£3,689,556	-£3,515,899
50%	70%	-£3,924,813	-£3,771,965	-£3,932,878	-£3,775,008
100%	70%	-£6,402,450	-£6,402,450	-£6,402,450	-£6,402,450

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£65,218	£370,916	£49,089	£364,828
10%	70%	-£423,040	-£147,912	-£437,556	-£153,390
15%	70%	-£667,168	-£407,325	-£680,878	-£412,500
20%	70%	-£911,297	-£666,739	-£924,201	-£671,609
25%	70%	-£1,155,427	-£926,153	-£1,167,523	-£930,718
30%	70%	-£1,399,556	-£1,185,566	-£1,410,845	-£1,189,828
35%	70%	-£1,643,684	-£1,444,980	-£1,654,168	-£1,449,937
40%	70%	-£1,887,813	-£1,704,393	-£1,897,490	-£1,708,046
45%	70%	-£2,131,942	-£1,963,807	-£2,140,813	-£1,967,156
50%	70%	-£2,376,070	-£2,223,222	-£2,384,135	-£2,226,265
100%	70%	-£4,853,707	-£4,853,707	-£4,853,707	-£4,853,707

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£639,047	£944,745	£622,918	£938,657
10%	70%	£150,789	£425,917	£136,273	£420,439
15%	70%	-£93,339	£166,504	-£107,049	£161,329
20%	70%	-£337,468	-£92,910	-£350,372	-£97,780
25%	70%	-£581,597	-£352,324	-£593,694	-£356,889
30%	70%	-£825,726	-£611,737	-£837,016	-£615,999
35%	70%	-£1,069,854	-£871,151	-£1,080,338	-£875,108
40%	70%	-£1,313,983	-£1,130,564	-£1,323,660	-£1,134,217
45%	70%	-£1,558,112	-£1,389,978	-£1,566,983	-£1,393,326
50%	70%	-£1,802,241	-£1,649,392	-£1,810,305	-£1,652,435
100%	70%	-£4,279,877	-£4,279,877	-£4,279,877	-£4,279,877

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,976,514	£2,282,213	£1,960,386	£2,276,124
10%	70%	£1,488,256	£1,763,385	£1,473,741	£1,757,907
15%	70%	£1,244,128	£1,503,972	£1,230,419	£1,498,797
20%	70%	£999,999	£1,244,557	£987,096	£1,239,688
25%	70%	£755,870	£985,143	£743,774	£980,579
30%	70%	£511,741	£725,730	£500,452	£721,469
35%	70%	£267,613	£466,316	£257,129	£462,360
40%	70%	£23,484	£206,903	£13,807	£203,251
45%	70%	-£220,645	-£52,511	-£229,516	-£55,859
50%	70%	-£464,773	-£311,925	-£472,838	-£314,968
100%	70%	-£2,942,410	-£2,942,410	-£2,942,410	-£2,942,410

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£900psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,961,971	£11,656,413	£10,925,332	£11,642,585
10%	70%	£9,139,910	£9,764,908	£9,106,935	£9,752,462
15%	70%	£8,228,879	£8,819,155	£8,197,735	£8,807,400
20%	70%	£7,317,847	£7,873,402	£7,288,537	£7,862,339
25%	70%	£6,406,816	£6,927,649	£6,379,337	£6,917,277
30%	70%	£5,495,785	£5,981,895	£5,470,138	£5,972,215
35%	70%	£4,584,755	£5,036,142	£4,560,940	£5,027,153
40%	70%	£3,673,724	£4,090,389	£3,651,740	£4,082,092
45%	70%	£2,762,693	£3,144,636	£2,742,542	£3,137,031
50%	70%	£1,851,662	£2,198,883	£1,833,342	£2,191,969
100%	70%	-£7,377,363	-£7,377,363	-£7,377,363	-£7,377,363

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,674,783	£3,369,226	£2,638,145	£3,355,398
10%	70%	£852,722	£1,477,721	£819,747	£1,465,275
15%	70%	-£58,309	£531,967	-£89,452	£520,212
20%	70%	-£969,340	-£413,786	-£998,651	-£424,849
25%	70%	-£1,880,371	-£1,359,539	-£1,907,850	-£1,369,911
30%	70%	-£2,791,402	-£2,305,292	-£2,817,050	-£2,314,972
35%	70%	-£3,702,432	-£3,251,045	-£3,726,248	-£3,260,034
40%	70%	-£4,613,464	-£4,196,798	-£4,635,447	-£4,205,095
45%	70%	-£5,524,495	-£5,142,551	-£5,544,646	-£5,150,156
50%	70%	-£6,435,526	-£6,088,305	-£6,453,845	-£6,095,219
100%	70%	-£15,664,551	-£15,664,551	-£15,664,551	-£15,664,551

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,772,223	£6,466,665	£5,735,584	£6,452,837
10%	70%	£3,950,162	£4,575,160	£3,917,186	£4,562,714
15%	70%	£3,039,130	£3,629,407	£3,007,987	£3,617,652
20%	70%	£2,128,099	£2,683,654	£2,098,789	£2,672,591
25%	70%	£1,217,068	£1,737,900	£1,189,589	£1,727,528
30%	70%	£306,037	£792,147	£280,390	£782,467
35%	70%	-£604,993	-£153,606	-£628,809	-£162,595
40%	70%	-£1,516,024	-£1,099,359	-£1,538,008	-£1,107,656
45%	70%	-£2,427,055	-£2,045,112	-£2,447,206	-£2,052,717
50%	70%	-£3,338,086	-£2,990,865	-£3,356,406	-£2,997,779
100%	70%	-£12,567,111	-£12,567,111	-£12,567,111	-£12,567,111

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,919,864	£7,614,306	£6,883,225	£7,600,478
10%	70%	£5,097,802	£5,722,801	£5,064,827	£5,710,355
15%	70%	£4,186,771	£4,777,048	£4,155,628	£4,765,293
20%	70%	£3,275,740	£3,831,294	£3,246,429	£3,820,231
25%	70%	£2,364,709	£2,885,541	£2,337,230	£2,875,169
30%	70%	£1,453,678	£1,939,788	£1,428,031	£1,930,108
35%	70%	£542,648	£994,035	£518,832	£985,046
40%	70%	-£368,383	£48,282	-£390,367	£39,985
45%	70%	-£1,279,414	-£897,471	-£1,299,566	-£905,076
50%	70%	-£2,190,446	-£1,843,224	-£2,208,765	-£1,850,138
100%	70%	-£11,419,471	-£11,419,471	-£11,419,471	-£11,419,471

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,594,757	£10,289,200	£9,558,119	£10,275,372
10%	70%	£7,772,696	£8,397,694	£7,739,721	£8,385,248
15%	70%	£6,861,665	£7,451,941	£6,830,522	£7,440,186
20%	70%	£5,950,634	£6,506,188	£5,921,323	£6,495,125
25%	70%	£5,039,603	£5,560,435	£5,012,124	£5,550,063
30%	70%	£4,128,572	£4,614,682	£4,102,924	£4,605,002
35%	70%	£3,217,541	£3,668,929	£3,193,726	£3,659,940
40%	70%	£2,306,510	£2,723,176	£2,284,527	£2,714,879
45%	70%	£1,395,479	£1,777,422	£1,375,328	£1,769,817
50%	70%	£484,448	£831,669	£466,129	£824,755
100%	70%	-£8,744,577	-£8,744,577	-£8,744,577	-£8,744,577

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T3 - 65 Flats</b>	
No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£865 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,883,766	£10,578,210	£9,847,128	£10,564,381
10%	70%	£8,166,115	£8,791,113	£8,133,140	£8,778,668
15%	70%	£7,307,289	£7,897,566	£7,276,146	£7,885,812
20%	70%	£6,448,464	£7,004,018	£6,419,153	£6,992,955
25%	70%	£5,589,638	£6,110,470	£5,562,159	£6,100,098
30%	70%	£4,730,812	£5,216,921	£4,705,165	£5,207,241
35%	70%	£3,871,985	£4,323,374	£3,848,171	£4,314,385
40%	70%	£3,013,160	£3,429,826	£2,991,177	£3,421,529
45%	70%	£2,154,334	£2,536,278	£2,134,183	£2,528,672
50%	70%	£1,295,508	£1,642,729	£1,277,189	£1,635,815
100%	70%	£-7,412,024	£-7,412,024	£-7,412,024	£-7,412,024

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,596,579	£2,291,022	£1,559,940	£2,277,193
10%	70%	£-121,073	£503,926	£-154,048	£491,481
15%	70%	£-979,898	£-389,622	£-1,011,042	£-401,376
20%	70%	£-1,838,724	£-1,283,170	£-1,868,035	£-1,294,233
25%	70%	£-2,697,550	£-2,176,717	£-2,725,029	£-2,187,089
30%	70%	£-3,556,375	£-3,070,266	£-3,582,023	£-3,079,946
35%	70%	£-4,415,202	£-3,963,814	£-4,439,017	£-3,972,803
40%	70%	£-5,274,028	£-4,857,362	£-5,296,011	£-4,865,659
45%	70%	£-6,132,853	£-5,750,909	£-6,153,004	£-5,758,515
50%	70%	£-6,991,679	£-6,644,458	£-7,009,998	£-6,651,372
100%	70%	£-15,699,211	£-15,699,211	£-15,699,211	£-15,699,211

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,694,018	£5,388,462	£4,657,380	£5,374,633
10%	70%	£2,976,367	£3,601,365	£2,943,392	£3,588,920
15%	70%	£2,117,541	£2,707,817	£2,086,398	£2,696,063
20%	70%	£1,258,715	£1,814,270	£1,229,405	£1,803,207
25%	70%	£399,890	£920,722	£372,411	£910,350
30%	70%	£-458,936	£27,173	£-484,583	£17,493
35%	70%	£-1,317,763	£-866,374	£-1,341,577	£-875,363
40%	70%	£-2,176,588	£-1,759,922	£-2,198,571	£-1,768,219
45%	70%	£-3,035,414	£-2,653,470	£-3,055,565	£-2,661,076
50%	70%	£-3,894,240	£-3,547,019	£-3,912,559	£-3,553,933
100%	70%	£-12,601,772	£-12,601,772	£-12,601,772	£-12,601,772

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,841,659	£6,536,102	£5,805,020	£6,522,273
10%	70%	£4,124,008	£4,749,006	£4,091,033	£4,736,561
15%	70%	£3,265,182	£3,855,458	£3,234,039	£3,843,704
20%	70%	£2,406,356	£2,961,911	£2,377,046	£2,950,848
25%	70%	£1,547,531	£2,068,363	£1,520,052	£2,057,991
30%	70%	£688,705	£1,174,814	£663,058	£1,165,134
35%	70%	£-170,122	£281,266	£-193,936	£272,277
40%	70%	£-1,028,948	£-812,281	£-1,050,930	£-820,578
45%	70%	£-1,887,773	£-1,505,829	£-1,907,924	£-1,513,435
50%	70%	£-2,746,599	£-2,399,378	£-2,764,918	£-2,406,292
100%	70%	£-11,454,131	£-11,454,131	£-11,454,131	£-11,454,131

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,516,553	£9,210,996	£8,479,914	£9,197,167
10%	70%	£6,798,901	£7,423,900	£6,765,926	£7,411,455
15%	70%	£5,940,076	£6,530,352	£5,908,932	£6,518,598
20%	70%	£5,081,250	£5,636,804	£5,051,939	£5,625,741
25%	70%	£4,222,424	£4,743,256	£4,194,945	£4,732,884
30%	70%	£3,363,598	£3,849,708	£3,337,951	£3,840,028
35%	70%	£2,504,772	£2,956,160	£2,480,957	£2,947,171
40%	70%	£1,645,946	£2,062,612	£1,623,963	£2,054,315
45%	70%	£787,120	£1,169,065	£766,969	£1,161,459
50%	70%	£-71,705	£275,516	£-90,025	£268,602
100%	70%	£-8,779,237	£-8,779,237	£-8,779,237	£-8,779,237

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£825 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,651,533	£9,345,976	£8,614,894	£9,332,147
10%	70%	£7,052,098	£7,677,097	£7,019,124	£7,664,651
15%	70%	£6,252,381	£6,842,657	£6,221,238	£6,830,903
20%	70%	£5,452,663	£6,008,218	£5,423,353	£5,997,155
25%	70%	£4,652,946	£5,173,779	£4,625,467	£5,163,407
30%	70%	£3,853,228	£4,339,339	£3,827,581	£4,329,659
35%	70%	£3,053,512	£3,504,899	£3,029,696	£3,495,911
40%	70%	£2,253,794	£2,670,460	£2,231,811	£2,662,163
45%	70%	£1,454,077	£1,836,020	£1,433,926	£1,828,414
50%	70%	£654,359	£1,001,581	£636,040	£994,666
100%	70%	£-7,462,907	£-7,462,907	£-7,462,907	£-7,462,907

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£364,345	£1,058,789	£327,707	£1,044,960
10%	70%	£-1,235,089	£-610,090	£-1,268,064	£-622,536
15%	70%	£-2,034,806	£-1,444,530	£-2,065,950	£-1,456,284
20%	70%	£-2,834,524	£-2,278,970	£-2,863,835	£-2,290,033
25%	70%	£-3,634,241	£-3,113,409	£-3,661,720	£-3,123,781
30%	70%	£-4,433,959	£-3,947,849	£-4,459,606	£-3,957,529
35%	70%	£-5,233,676	£-4,782,289	£-5,257,491	£-4,791,277
40%	70%	£-6,033,394	£-5,616,728	£-6,055,377	£-5,625,025
45%	70%	£-6,833,111	£-6,451,167	£-6,853,262	£-6,458,773
50%	70%	£-7,632,829	£-7,285,606	£-7,651,148	£-7,292,521
100%	70%	£-15,750,094	£-15,750,094	£-15,750,094	£-15,750,094

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,461,785	£4,156,228	£3,425,146	£4,142,399
10%	70%	£1,862,350	£2,487,349	£1,829,376	£2,474,903
15%	70%	£1,062,633	£1,652,909	£1,031,490	£1,641,155
20%	70%	£262,915	£818,469	£233,604	£807,406
25%	70%	£-536,802	£-15,969	£-564,281	£-26,341
30%	70%	£-1,336,520	£-850,409	£-1,362,167	£-860,089
35%	70%	£-2,136,237	£-1,684,849	£-2,160,052	£-1,693,837
40%	70%	£-2,935,954	£-2,519,288	£-2,957,937	£-2,527,585
45%	70%	£-3,735,671	£-3,353,728	£-3,755,822	£-3,361,334
50%	70%	£-4,535,389	£-4,188,167	£-4,553,708	£-4,195,082
100%	70%	£-12,652,655	£-12,652,655	£-12,652,655	£-12,652,655

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,609,425	£5,303,869	£4,572,787	£5,290,040
10%	70%	£3,009,991	£3,634,990	£2,977,017	£3,622,544
15%	70%	£2,210,274	£2,800,550	£2,179,130	£2,788,796
20%	70%	£1,410,556	£1,966,110	£1,381,245	£1,955,047
25%	70%	£610,839	£1,131,671	£583,360	£1,121,299
30%	70%	£-188,879	£297,231	£-214,526	£287,551
35%	70%	£-988,596	£-537,208	£-1,012,411	£-546,196
40%	70%	£-1,788,314	£-1,371,647	£-1,810,296	£-1,379,944
45%	70%	£-2,588,030	£-2,206,087	£-2,608,182	£-2,213,693
50%	70%	£-3,387,748	£-3,040,526	£-3,406,068	£-3,047,441
100%	70%	£-11,505,014	£-11,505,014	£-11,505,014	£-11,505,014

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,284,319	£7,978,763	£7,247,681	£7,964,934
10%	70%	£5,684,884	£6,309,884	£5,651,910	£6,297,438
15%	70%	£4,885,168	£5,475,444	£4,854,024	£5,463,690
20%	70%	£4,085,450	£4,641,004	£4,056,139	£4,629,941
25%	70%	£3,285,733	£3,806,565	£3,258,254	£3,796,193
30%	70%	£2,486,015	£2,972,125	£2,460,368	£2,962,445
35%	70%	£1,686,298	£2,137,685	£1,662,482	£2,128,697
40%	70%	£886,580	£1,303,246	£864,597	£1,294,949
45%	70%	£86,863	£468,806	£66,712	£461,200
50%	70%	£-712,855	£-365,633	£-731,174	£-372,548
100%	70%	£-8,830,121	£-8,830,121	£-8,830,121	£-8,830,121

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£800 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,881,387	£8,575,830	£7,844,748	£8,562,001
10%	70%	£6,354,582	£6,979,580	£6,321,608	£6,967,135
15%	70%	£5,591,180	£6,181,456	£5,560,036	£6,169,702
20%	70%	£4,827,777	£5,383,331	£4,798,466	£5,372,268
25%	70%	£4,064,374	£4,585,207	£4,036,896	£4,574,835
30%	70%	£3,300,971	£3,787,082	£3,275,325	£3,777,402
35%	70%	£2,537,569	£2,988,957	£2,513,754	£2,979,968
40%	70%	£1,774,167	£2,190,832	£1,752,183	£2,182,535
45%	70%	£1,010,764	£1,392,707	£990,613	£1,385,102
50%	70%	£247,362	£594,583	£229,043	£587,669
100%	70%	£-7,507,474	£-7,507,474	£-7,507,474	£-7,507,474

Residual Land values compared to benchmark land values  
 Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£405,800	£288,643	£442,439	£274,814
10%	70%	£-1,932,606	£-1,307,607	£-1,965,580	£-1,320,052
15%	70%	£-2,696,008	£-2,105,731	£-2,727,151	£-2,117,485
20%	70%	£-3,459,411	£-2,903,857	£-3,488,722	£-2,914,920
25%	70%	£-4,222,813	£-3,701,981	£-4,250,292	£-3,712,353
30%	70%	£-4,986,216	£-4,500,106	£-5,011,862	£-4,509,786
35%	70%	£-5,749,618	£-5,298,230	£-5,773,434	£-5,307,219
40%	70%	£-6,513,020	£-6,096,355	£-6,535,004	£-6,104,652
45%	70%	£-7,276,423	£-6,894,480	£-7,296,574	£-6,902,085
50%	70%	£-8,039,826	£-7,692,604	£-8,058,145	£-7,699,518
100%	70%	£-15,794,661	£-15,794,661	£-15,794,661	£-15,794,661

Residual Land values compared to benchmark land values  
 Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,691,639	£3,386,082	£2,655,000	£3,372,253
10%	70%	£1,164,834	£1,789,832	£1,131,860	£1,777,387
15%	70%	£401,432	£991,708	£370,288	£979,954
20%	70%	£-361,972	£193,583	£-391,282	£182,520
25%	70%	£-1,125,374	£-604,541	£-1,152,853	£-614,913
30%	70%	£-1,888,777	£-1,402,667	£-1,914,423	£-1,412,346
35%	70%	£-2,652,179	£-2,200,791	£-2,675,994	£-2,209,790
40%	70%	£-3,415,581	£-2,998,916	£-3,437,565	£-3,007,213
45%	70%	£-4,178,984	£-3,797,041	£-4,199,135	£-3,804,646
50%	70%	£-4,942,386	£-4,595,165	£-4,960,706	£-4,602,079
100%	70%	£-12,697,222	£-12,697,222	£-12,697,222	£-12,697,222

Residual Land values compared to benchmark land values  
 Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,839,280	£4,533,723	£3,802,641	£4,519,894
10%	70%	£2,312,475	£2,937,473	£2,279,500	£2,925,028
15%	70%	£1,549,072	£2,139,349	£1,517,929	£2,127,595
20%	70%	£785,669	£1,341,224	£756,359	£1,330,161
25%	70%	£22,267	£543,099	£-5,212	£532,727
30%	70%	£-741,136	£-255,026	£-766,782	£-264,706
35%	70%	£-1,504,538	£-1,053,150	£-1,528,354	£-1,062,139
40%	70%	£-2,267,940	£-1,851,275	£-2,289,924	£-1,859,572
45%	70%	£-3,031,343	£-2,649,400	£-3,051,494	£-2,657,005
50%	70%	£-3,794,745	£-3,447,524	£-3,813,065	£-3,454,438
100%	70%	£-11,549,581	£-11,549,581	£-11,549,581	£-11,549,581

Residual Land values compared to benchmark land values  
 Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,514,173	£7,208,617	£6,477,535	£7,194,788
10%	70%	£4,987,368	£5,612,367	£4,954,394	£5,599,922
15%	70%	£4,223,966	£4,814,242	£4,192,823	£4,802,488
20%	70%	£3,460,563	£4,016,117	£3,431,252	£4,005,054
25%	70%	£2,697,161	£3,217,993	£2,669,682	£3,207,621
30%	70%	£1,933,758	£2,419,868	£1,908,112	£2,410,188
35%	70%	£1,170,356	£1,621,744	£1,146,540	£1,612,755
40%	70%	£406,954	£823,619	£384,970	£815,322
45%	70%	£-356,450	£25,494	£-376,601	£17,889
50%	70%	£-1,119,852	£-772,631	£-1,138,171	£-779,545
100%	70%	£-8,874,687	£-8,874,687	£-8,874,687	£-8,874,687



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£750 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,341,096	£7,035,538	£6,304,457	£7,021,709
10%	70%	£4,959,584	£5,584,583	£4,926,609	£5,572,137
15%	70%	£4,268,828	£4,859,105	£4,237,686	£4,847,351
20%	70%	£3,578,073	£4,133,627	£3,548,763	£4,122,565
25%	70%	£2,887,318	£3,408,149	£2,859,839	£3,397,778
30%	70%	£2,196,562	£2,682,672	£2,170,915	£2,672,992
35%	70%	£1,505,807	£1,957,194	£1,481,991	£1,948,206
40%	70%	£815,051	£1,231,717	£793,068	£1,223,420
45%	70%	£124,296	£506,239	£104,145	£498,634
50%	70%	£-575,724	£-222,824	£-594,344	£-229,852
100%	70%	£-7,596,253	£-7,596,253	£-7,596,253	£-7,596,253

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,946,092	£-1,251,650	£-1,982,730	£-1,265,478
10%	70%	£-3,327,603	£-2,702,605	£-3,360,578	£-2,715,051
15%	70%	£-4,018,359	£-3,428,083	£-4,049,502	£-3,439,837
20%	70%	£-4,709,114	£-4,153,560	£-4,738,425	£-4,164,623
25%	70%	£-5,399,869	£-4,879,038	£-5,427,348	£-4,889,409
30%	70%	£-6,090,625	£-5,604,515	£-6,116,273	£-5,614,195
35%	70%	£-6,781,381	£-6,329,993	£-6,805,196	£-6,338,981
40%	70%	£-7,472,137	£-7,055,470	£-7,494,119	£-7,063,767
45%	70%	£-8,162,892	£-7,780,949	£-8,183,043	£-7,788,554
50%	70%	£-8,862,912	£-8,510,011	£-8,881,531	£-8,517,039
100%	70%	£-15,883,441	£-15,883,441	£-15,883,441	£-15,883,441

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,151,348	£1,845,790	£1,114,709	£1,831,961
10%	70%	£-230,164	£394,835	£-263,139	£382,389
15%	70%	£-920,920	£-330,644	£-952,062	£-342,397
20%	70%	£-1,611,675	£-1,056,121	£-1,640,986	£-1,067,184
25%	70%	£-2,302,430	£-1,781,599	£-2,329,909	£-1,791,970
30%	70%	£-2,993,186	£-2,507,076	£-3,018,833	£-2,516,756
35%	70%	£-3,683,941	£-3,232,554	£-3,707,757	£-3,241,542
40%	70%	£-4,374,697	£-3,958,031	£-4,396,680	£-3,966,328
45%	70%	£-5,065,452	£-4,683,509	£-5,085,603	£-4,691,114
50%	70%	£-5,765,472	£-5,412,572	£-5,784,092	£-5,419,600
100%	70%	£-12,786,002	£-12,786,002	£-12,786,002	£-12,786,002

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,298,988	£2,993,431	£2,262,350	£2,979,602
10%	70%	£917,477	£1,542,475	£884,502	£1,530,029
15%	70%	£226,721	£816,997	£195,579	£805,243
20%	70%	£-464,034	£91,520	£-493,345	£80,457
25%	70%	£-1,154,789	£-633,958	£-1,182,268	£-644,329
30%	70%	£-1,845,545	£-1,359,435	£-1,871,193	£-1,369,115
35%	70%	£-2,536,300	£-2,084,913	£-2,560,116	£-2,093,901
40%	70%	£-3,227,057	£-2,810,390	£-3,249,039	£-2,818,687
45%	70%	£-3,917,812	£-3,535,868	£-3,937,963	£-3,543,473
50%	70%	£-4,617,832	£-4,264,931	£-4,636,451	£-4,271,959
100%	70%	£-11,638,361	£-11,638,361	£-11,638,361	£-11,638,361

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,973,882	£5,668,324	£4,937,243	£5,654,495
10%	70%	£3,592,371	£4,217,369	£3,559,396	£4,204,923
15%	70%	£2,901,615	£3,491,891	£2,870,472	£3,480,137
20%	70%	£2,210,860	£2,766,414	£2,181,549	£2,755,351
25%	70%	£1,520,104	£2,040,936	£1,492,626	£2,030,565
30%	70%	£829,348	£1,315,459	£803,701	£1,305,779
35%	70%	£138,593	£589,980	£114,778	£580,993
40%	70%	£-552,163	£-135,497	£-574,146	£-143,794
45%	70%	£-1,242,918	£-860,975	£-1,263,069	£-868,580
50%	70%	£-1,942,938	£-1,590,037	£-1,961,557	£-1,597,065
100%	70%	£-8,963,467	£-8,963,467	£-8,963,467	£-8,963,467

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£725 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,570,949	£6,265,392	£5,534,310	£6,251,563
10%	70%	£4,262,033	£4,887,032	£4,229,058	£4,874,586
15%	70%	£3,607,575	£4,197,852	£3,576,432	£4,186,097
20%	70%	£2,953,117	£3,508,671	£2,923,806	£3,497,608
25%	70%	£2,298,659	£2,819,491	£2,271,180	£2,809,119
30%	70%	£1,644,201	£2,130,310	£1,618,554	£2,120,630
35%	70%	£989,742	£1,441,130	£965,928	£1,432,141
40%	70%	£335,284	£751,951	£313,302	£743,653
45%	70%	£-324,394	£62,770	£-344,875	£55,164
50%	70%	£-989,556	£-636,655	£-1,008,175	£-643,683
100%	70%	£-7,641,174	£-7,641,174	£-7,641,174	£-7,641,174

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-2,716,239	£-2,021,795	£-2,752,877	£-2,035,624
10%	70%	£-4,025,154	£-3,400,156	£-4,058,129	£-3,412,602
15%	70%	£-4,679,612	£-4,089,336	£-4,710,755	£-4,101,091
20%	70%	£-5,334,071	£-4,778,517	£-5,363,381	£-4,789,580
25%	70%	£-5,988,529	£-5,467,696	£-6,016,008	£-5,478,068
30%	70%	£-6,642,986	£-6,156,877	£-6,668,634	£-6,166,557
35%	70%	£-7,297,445	£-6,846,057	£-7,321,260	£-6,855,046
40%	70%	£-7,951,903	£-7,535,237	£-7,973,886	£-7,543,535
45%	70%	£-8,611,581	£-8,224,418	£-8,632,062	£-8,232,024
50%	70%	£-9,276,743	£-8,923,842	£-9,295,362	£-8,930,870
100%	70%	£-15,928,361	£-15,928,361	£-15,928,361	£-15,928,361

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£381,201	£1,075,644	£344,562	£1,061,815
10%	70%	£-927,715	£-302,717	£-960,690	£-315,162
15%	70%	£-1,582,173	£-991,896	£-1,613,316	£-1,003,651
20%	70%	£-2,236,631	£-1,681,077	£-2,265,942	£-1,692,140
25%	70%	£-2,891,089	£-2,370,257	£-2,918,568	£-2,380,629
30%	70%	£-3,545,547	£-3,059,438	£-3,571,194	£-3,069,118
35%	70%	£-4,200,006	£-3,748,618	£-4,223,820	£-3,757,607
40%	70%	£-4,854,464	£-4,437,797	£-4,876,446	£-4,446,095
45%	70%	£-5,514,142	£-5,126,978	£-5,534,623	£-5,134,584
50%	70%	£-6,179,304	£-5,826,403	£-6,197,923	£-5,833,431
100%	70%	£-12,830,922	£-12,830,922	£-12,830,922	£-12,830,922

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,528,842	£2,223,285	£1,492,203	£2,209,456
10%	70%	£219,926	£844,924	£186,951	£832,478
15%	70%	£-434,532	£155,744	£-465,675	£143,989
20%	70%	£-1,088,991	£-533,436	£-1,118,301	£-544,499
25%	70%	£-1,743,449	£-1,222,616	£-1,770,927	£-1,232,988
30%	70%	£-2,397,906	£-1,911,797	£-2,423,553	£-1,921,477
35%	70%	£-3,052,365	£-2,600,977	£-3,076,180	£-2,609,966
40%	70%	£-3,706,823	£-3,290,157	£-3,728,806	£-3,298,455
45%	70%	£-4,366,501	£-3,979,337	£-4,386,982	£-3,986,943
50%	70%	£-5,031,663	£-4,678,762	£-5,050,282	£-4,685,790
100%	70%	£-11,683,281	£-11,683,281	£-11,683,281	£-11,683,281

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,203,735	£4,898,179	£4,167,097	£4,884,350
10%	70%	£2,894,820	£3,519,818	£2,861,845	£3,507,372
15%	70%	£2,240,362	£2,830,638	£2,209,218	£2,818,883
20%	70%	£1,585,903	£2,141,457	£1,556,592	£2,130,394
25%	70%	£931,445	£1,452,277	£903,966	£1,441,906
30%	70%	£276,987	£763,097	£251,340	£753,417
35%	70%	£-377,471	£73,917	£-401,286	£64,928
40%	70%	£-1,031,929	£-615,263	£-1,053,912	£-623,561
45%	70%	£-1,691,608	£-1,304,444	£-1,712,088	£-1,312,050
50%	70%	£-2,356,769	£-2,003,868	£-2,375,389	£-2,010,897
100%	70%	£-9,008,387	£-9,008,387	£-9,008,387	£-9,008,387

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T3 - 65 Flats</b>	
No Units	65
Site Area	0.3 Ha

Value Area	£700 pst
Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,800,803	£5,495,247	£4,764,165	£5,481,418
10%	70%	£3,563,650	£4,188,648	£3,530,674	£4,176,203
15%	70%	£2,945,073	£3,535,350	£2,913,930	£3,523,595
20%	70%	£2,326,496	£2,882,050	£2,297,185	£2,870,987
25%	70%	£1,707,919	£2,228,751	£1,680,440	£2,218,380
30%	70%	£1,089,342	£1,575,453	£1,063,695	£1,565,773
35%	70%	£470,765	£922,153	£446,951	£913,164
40%	70%	£-150,228	£268,854	£-172,572	£260,557
45%	70%	£-778,923	£-390,732	£-799,403	£-398,462
50%	70%	£-1,407,616	£-1,054,716	£-1,426,235	£-1,061,743
100%	70%	£-7,694,554	£-7,694,554	£-7,694,554	£-7,694,554

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-3,486,384	£-2,791,941	£-3,523,023	£-2,805,770
10%	70%	£-4,723,538	£-4,098,540	£-4,756,513	£-4,110,985
15%	70%	£-5,342,114	£-4,751,838	£-5,373,258	£-4,763,593
20%	70%	£-5,960,691	£-5,405,137	£-5,990,002	£-5,416,200
25%	70%	£-6,579,269	£-6,058,436	£-6,606,748	£-6,068,807
30%	70%	£-7,197,845	£-6,711,735	£-7,223,492	£-6,721,415
35%	70%	£-7,816,422	£-7,365,034	£-7,840,237	£-7,374,023
40%	70%	£-8,437,416	£-8,018,333	£-8,459,759	£-8,026,630
45%	70%	£-9,066,110	£-8,677,920	£-9,086,591	£-8,685,650
50%	70%	£-9,694,803	£-9,341,903	£-9,713,423	£-9,348,931
100%	70%	£-15,981,741	£-15,981,741	£-15,981,741	£-15,981,741

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-388,945	£305,498	£-425,584	£291,669
10%	70%	£-1,626,098	£-1,001,100	£-1,659,074	£-1,013,545
15%	70%	£-2,244,675	£-1,654,399	£-2,275,818	£-1,666,153
20%	70%	£-2,863,252	£-2,307,698	£-2,892,563	£-2,318,761
25%	70%	£-3,481,829	£-2,960,997	£-3,509,308	£-2,971,368
30%	70%	£-4,100,406	£-3,614,295	£-4,126,053	£-3,623,975
35%	70%	£-4,718,983	£-4,267,595	£-4,742,797	£-4,276,584
40%	70%	£-5,339,977	£-4,920,894	£-5,362,320	£-4,929,191
45%	70%	£-5,968,671	£-5,580,480	£-5,989,152	£-5,588,210
50%	70%	£-6,597,364	£-6,244,464	£-6,615,983	£-6,251,491
100%	70%	£-12,884,302	£-12,884,302	£-12,884,302	£-12,884,302

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£758,696	£1,453,139	£722,057	£1,439,310
10%	70%	£-478,458	£146,541	£-511,433	£134,096
15%	70%	£-1,097,034	£-506,758	£-1,128,177	£-518,513
20%	70%	£-1,715,611	£-1,160,057	£-1,744,922	£-1,171,120
25%	70%	£-2,334,189	£-1,813,356	£-2,361,668	£-1,823,727
30%	70%	£-2,952,765	£-2,466,655	£-2,978,412	£-2,476,335
35%	70%	£-3,571,342	£-3,119,954	£-3,595,157	£-3,126,943
40%	70%	£-4,192,336	£-3,773,253	£-4,214,679	£-3,781,550
45%	70%	£-4,821,030	£-4,432,839	£-4,841,511	£-4,440,569
50%	70%	£-5,449,723	£-5,096,823	£-5,468,342	£-5,103,850
100%	70%	£-11,736,661	£-11,736,661	£-11,736,661	£-11,736,661

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,433,590	£4,128,033	£3,396,951	£4,114,204
10%	70%	£2,196,436	£2,821,434	£2,163,461	£2,808,989
15%	70%	£1,577,860	£2,168,136	£1,546,716	£2,156,381
20%	70%	£959,282	£1,514,837	£929,972	£1,503,774
25%	70%	£340,705	£861,537	£313,226	£851,166
30%	70%	£-277,871	£208,239	£-303,518	£198,559
35%	70%	£-896,448	£-445,060	£-920,263	£-454,049
40%	70%	£-1,517,442	£-1,098,360	£-1,539,786	£-1,106,657
45%	70%	£-2,146,136	£-1,757,946	£-2,166,617	£-1,765,676
50%	70%	£-2,774,829	£-2,421,930	£-2,793,449	£-2,428,957
100%	70%	£-9,061,767	£-9,061,767	£-9,061,767	£-9,061,767

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£650 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,260,512	£3,954,954	£3,223,873	£3,941,125
10%	70%	£2,164,013	£2,789,011	£2,131,038	£2,776,566
15%	70%	£1,615,764	£2,206,040	£1,584,621	£2,194,285
20%	70%	£1,067,514	£1,623,069	£1,038,204	£1,612,006
25%	70%	£519,265	£1,040,097	£491,786	£1,029,726
30%	70%	£-29,458	£457,125	£-55,525	£447,445
35%	70%	£-586,675	£-127,904	£-610,878	£-137,039
40%	70%	£-1,143,890	£-720,411	£-1,166,233	£-728,843
45%	70%	£-1,701,106	£-1,312,916	£-1,721,587	£-1,320,646
50%	70%	£-2,258,323	£-1,905,422	£-2,276,941	£-1,912,449
100%	70%	£-7,830,482	£-7,830,482	£-7,830,482	£-7,830,482

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-5,026,676	£-4,332,233	£-5,063,314	£-4,346,062
10%	70%	£-6,123,175	£-5,498,177	£-6,156,149	£-5,510,622
15%	70%	£-6,671,424	£-6,081,147	£-6,702,567	£-6,092,902
20%	70%	£-7,219,673	£-6,664,119	£-7,248,984	£-6,675,182
25%	70%	£-7,767,923	£-7,247,091	£-7,795,402	£-7,257,462
30%	70%	£-8,316,646	£-7,830,062	£-8,342,712	£-7,839,742
35%	70%	£-8,873,862	£-8,415,092	£-8,898,066	£-8,424,227
40%	70%	£-9,431,077	£-9,007,598	£-9,453,421	£-9,016,030
45%	70%	£-9,988,294	£-9,600,103	£-10,008,775	£-9,607,833
50%	70%	£-10,545,510	£-10,192,610	£-10,564,129	£-10,199,637
100%	70%	£-16,117,669	£-16,117,669	£-16,117,669	£-16,117,669

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,929,236	£-1,234,794	£-1,965,875	£-1,248,623
10%	70%	£-3,025,736	£-2,400,737	£-3,058,710	£-2,413,182
15%	70%	£-3,573,984	£-2,983,708	£-3,605,128	£-2,995,463
20%	70%	£-4,122,234	£-3,566,680	£-4,151,544	£-3,577,743
25%	70%	£-4,670,483	£-4,149,651	£-4,697,962	£-4,160,022
30%	70%	£-5,219,206	£-4,732,623	£-5,245,273	£-4,742,303
35%	70%	£-5,776,423	£-5,317,652	£-5,800,627	£-5,326,787
40%	70%	£-6,333,638	£-5,910,159	£-6,355,981	£-5,918,591
45%	70%	£-6,890,854	£-6,502,664	£-6,911,335	£-6,510,394
50%	70%	£-7,448,071	£-7,095,170	£-7,466,689	£-7,102,197
100%	70%	£-13,020,230	£-13,020,230	£-13,020,230	£-13,020,230

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-781,596	£-87,153	£-818,234	£-100,982
10%	70%	£-1,878,095	£-1,253,096	£-1,911,069	£-1,265,541
15%	70%	£-2,426,343	£-1,836,067	£-2,457,487	£-1,847,822
20%	70%	£-2,974,593	£-2,419,039	£-3,003,904	£-2,430,102
25%	70%	£-3,522,843	£-3,002,010	£-3,550,322	£-3,012,381
30%	70%	£-4,071,565	£-3,584,982	£-4,097,632	£-3,594,662
35%	70%	£-4,628,782	£-4,170,012	£-4,652,986	£-4,179,147
40%	70%	£-5,185,997	£-4,762,518	£-5,208,341	£-4,770,950
45%	70%	£-5,743,214	£-5,355,023	£-5,763,695	£-5,362,753
50%	70%	£-6,300,430	£-5,947,529	£-6,319,048	£-5,954,556
100%	70%	£-11,872,589	£-11,872,589	£-11,872,589	£-11,872,589

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,893,298	£2,587,740	£1,856,660	£2,573,911
10%	70%	£796,799	£1,421,797	£763,825	£1,409,352
15%	70%	£248,550	£838,827	£217,407	£827,072
20%	70%	£-299,699	£255,855	£-329,010	£244,792
25%	70%	£-847,949	£-327,117	£-875,428	£-337,488
30%	70%	£-1,396,672	£-910,088	£-1,422,738	£-919,768
35%	70%	£-1,953,888	£-1,495,118	£-1,978,092	£-1,504,253
40%	70%	£-2,511,104	£-2,087,624	£-2,533,447	£-2,096,056
45%	70%	£-3,068,320	£-2,680,129	£-3,088,801	£-2,687,859
50%	70%	£-3,625,536	£-3,272,636	£-3,644,155	£-3,279,663
100%	70%	£-9,197,695	£-9,197,695	£-9,197,695	£-9,197,695

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T3 - 65 Flats</b>	
No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£625 psf

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,490,365	£3,184,808	£2,453,726	£3,170,979
10%	70%	£1,464,211	£2,089,209	£1,431,235	£2,076,763
15%	70%	£951,133	£1,541,410	£919,990	£1,529,655
20%	70%	£438,055	£993,609	£408,745	£982,546
25%	70%	-£76,249	£445,810	-£104,178	£435,439
30%	70%	-£597,718	-£103,658	-£623,784	-£113,496
35%	70%	-£1,119,186	-£660,416	-£1,143,391	-£669,552
40%	70%	-£1,640,656	-£1,217,175	-£1,662,998	-£1,225,608
45%	70%	-£2,162,125	-£1,773,934	-£2,182,606	-£1,781,664
50%	70%	-£2,683,593	-£2,330,694	-£2,702,213	-£2,337,721
100%	70%	-£7,898,283	-£7,898,283	-£7,898,283	-£7,898,283

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£5,796,822	-£5,102,379	-£5,833,461	-£5,116,208
10%	70%	-£6,822,977	-£6,197,979	-£6,855,952	-£6,210,425
15%	70%	-£7,336,054	-£6,745,778	-£7,367,197	-£6,757,533
20%	70%	-£7,849,132	-£7,293,578	-£7,878,443	-£7,304,641
25%	70%	-£8,363,436	-£7,841,377	-£8,391,365	-£7,851,748
30%	70%	-£8,884,905	-£8,390,845	-£8,910,972	-£8,400,683
35%	70%	-£9,406,374	-£8,947,603	-£9,430,579	-£8,956,739
40%	70%	-£9,927,843	-£9,504,363	-£9,950,185	-£9,512,796
45%	70%	-£10,449,312	-£10,061,122	-£10,469,793	-£10,068,852
50%	70%	-£10,970,781	-£10,617,881	-£10,989,400	-£10,624,908
100%	70%	-£16,185,470	-£16,185,470	-£16,185,470	-£16,185,470

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£2,699,383	-£2,004,940	-£2,736,022	-£2,018,769
10%	70%	-£3,725,537	-£3,100,539	-£3,758,513	-£3,112,985
15%	70%	-£4,238,615	-£3,648,338	-£4,269,758	-£3,660,093
20%	70%	-£4,751,693	-£4,196,139	-£4,781,004	-£4,207,202
25%	70%	-£5,265,997	-£4,743,938	-£5,293,926	-£4,754,309
30%	70%	-£5,787,466	-£5,293,406	-£5,813,533	-£5,303,244
35%	70%	-£6,308,934	-£5,850,164	-£6,333,139	-£5,859,300
40%	70%	-£6,830,404	-£6,406,923	-£6,852,746	-£6,415,356
45%	70%	-£7,351,873	-£6,963,682	-£7,372,354	-£6,971,413
50%	70%	-£7,873,341	-£7,520,442	-£7,891,961	-£7,527,469
100%	70%	-£13,088,031	-£13,088,031	-£13,088,031	-£13,088,031

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,551,742	-£857,299	-£1,588,381	-£871,128
10%	70%	-£2,577,897	-£1,952,898	-£2,610,872	-£1,965,344
15%	70%	-£3,090,974	-£2,500,698	-£3,122,117	-£2,512,453
20%	70%	-£3,604,052	-£3,048,498	-£3,633,363	-£3,059,561
25%	70%	-£4,118,356	-£3,596,297	-£4,146,285	-£3,606,668
30%	70%	-£4,639,825	-£4,145,765	-£4,665,892	-£4,155,603
35%	70%	-£5,161,294	-£4,702,523	-£5,185,499	-£4,711,659
40%	70%	-£5,682,763	-£5,259,282	-£5,705,105	-£5,267,716
45%	70%	-£6,204,232	-£5,816,042	-£6,224,713	-£5,823,772
50%	70%	-£6,725,701	-£6,372,801	-£6,744,320	-£6,379,828
100%	70%	-£11,940,390	-£11,940,390	-£11,940,390	-£11,940,390

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,123,151	£1,817,595	£1,086,513	£1,803,766
10%	70%	£96,997	£721,995	£64,022	£709,549
15%	70%	-£416,080	£174,196	-£447,224	£162,441
20%	70%	-£929,158	-£373,604	-£958,469	-£384,667
25%	70%	-£1,443,462	-£921,403	-£1,471,391	-£931,774
30%	70%	-£1,964,932	-£1,470,871	-£1,990,998	-£1,480,709
35%	70%	-£2,486,400	-£2,027,630	-£2,510,605	-£2,036,766
40%	70%	-£3,007,869	-£2,584,389	-£3,030,212	-£2,592,822
45%	70%	-£3,529,339	-£3,141,148	-£3,549,819	-£3,148,878
50%	70%	-£4,050,807	-£3,697,907	-£4,069,426	-£3,704,934
100%	70%	-£9,265,496	-£9,265,496	-£9,265,496	-£9,265,496

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail		Grant Available	Yes
		Value Area	£900psf
No Units	100	Sales value inflation	0%
Site Area	0.5 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,819,754	£17,868,571	£16,756,146	£17,839,413
10%	70%	£14,125,375	£15,069,310	£14,067,300	£15,042,240
15%	70%	£12,778,185	£13,669,679	£12,722,877	£13,643,654
20%	70%	£11,430,995	£12,270,048	£11,378,454	£12,245,067
25%	70%	£10,083,805	£10,870,417	£10,034,030	£10,846,481
30%	70%	£8,736,615	£9,470,787	£8,689,608	£9,447,894
35%	70%	£7,389,425	£8,071,156	£7,345,185	£8,049,308
40%	70%	£6,042,235	£6,671,526	£6,000,761	£6,650,722
45%	70%	£4,695,046	£5,271,895	£4,656,338	£5,252,135
50%	70%	£3,347,856	£3,872,264	£3,311,916	£3,853,549
100%	70%	£-10,289,623	£-10,289,623	£-10,298,032	£-10,298,032

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,007,563	£4,056,380	£2,943,955	£4,027,222
10%	70%	£313,183	£1,257,119	£255,108	£1,230,049
15%	70%	£-1,034,007	£-142,513	£-1,089,315	£-168,537
20%	70%	£-2,381,197	£-1,542,144	£-2,433,737	£-1,567,124
25%	70%	£-3,728,387	£-2,941,774	£-3,778,161	£-2,965,710
30%	70%	£-5,075,576	£-4,341,405	£-5,122,584	£-4,364,297
35%	70%	£-6,422,766	£-5,741,035	£-6,467,007	£-5,762,883
40%	70%	£-7,769,956	£-7,140,666	£-7,811,430	£-7,161,469
45%	70%	£-9,117,146	£-8,540,296	£-9,155,853	£-8,560,056
50%	70%	£-10,464,336	£-9,939,928	£-10,500,276	£-9,958,642
100%	70%	£-24,101,815	£-24,101,815	£-24,110,223	£-24,110,223

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,170,041	£9,218,858	£8,106,433	£9,189,700
10%	70%	£5,475,661	£6,419,597	£5,417,586	£6,392,527
15%	70%	£4,128,472	£5,019,965	£4,073,164	£4,993,941
20%	70%	£2,781,282	£3,620,335	£2,728,741	£3,595,354
25%	70%	£1,434,092	£2,220,704	£1,384,317	£2,196,768
30%	70%	£86,902	£821,074	£39,894	£798,181
35%	70%	£-1,260,288	£-578,557	£-1,304,528	£-600,405
40%	70%	£-2,607,478	£-1,978,188	£-2,648,952	£-1,998,991
45%	70%	£-3,954,668	£-3,377,818	£-3,993,375	£-3,397,578
50%	70%	£-5,301,858	£-4,777,450	£-5,337,798	£-4,796,164
100%	70%	£-18,939,336	£-18,939,336	£-18,947,745	£-18,947,745

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,082,805	£11,131,622	£10,019,197	£11,102,464
10%	70%	£7,388,426	£8,332,361	£7,330,351	£8,305,291
15%	70%	£6,041,236	£6,932,729	£5,985,928	£6,906,705
20%	70%	£4,694,046	£5,533,099	£4,641,505	£5,508,118
25%	70%	£3,346,856	£4,133,468	£3,297,081	£4,109,532
30%	70%	£1,999,666	£2,733,838	£1,952,659	£2,710,945
35%	70%	£652,476	£1,334,207	£608,236	£1,312,359
40%	70%	£-694,714	£-65,423	£-736,188	£-86,227
45%	70%	£-2,041,904	£-1,465,054	£-2,080,611	£-1,484,814
50%	70%	£-3,389,093	£-2,864,686	£-3,425,033	£-2,883,400
100%	70%	£-17,026,572	£-17,026,572	£-17,034,981	£-17,034,981

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,541,030	£15,589,847	£14,477,422	£15,560,689
10%	70%	£11,846,650	£12,790,586	£11,788,575	£12,763,516
15%	70%	£10,499,460	£11,390,954	£10,444,153	£11,364,930
20%	70%	£9,152,271	£9,991,324	£9,099,730	£9,966,343
25%	70%	£7,805,081	£8,591,693	£7,755,306	£8,567,757
30%	70%	£6,457,891	£7,192,062	£6,410,883	£7,169,170
35%	70%	£5,110,701	£5,792,432	£5,066,461	£5,770,584
40%	70%	£3,763,511	£4,392,801	£3,722,037	£4,371,998
45%	70%	£2,416,321	£2,993,171	£2,377,614	£2,973,411
50%	70%	£1,069,131	£1,593,539	£1,033,191	£1,574,825
100%	70%	£-12,568,348	£-12,568,348	£-12,576,756	£-12,576,756

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T4 - 100 Flats with 2,000 sq m retail</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>100</b>	<b>Value Area</b>	<b>£865 psf</b>
<b>Site Area</b>	<b>0.5 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,217,547	£16,266,364	£15,153,938	£16,237,206
10%	70%	£12,678,277	£13,622,213	£12,620,203	£13,595,144
15%	70%	£11,408,643	£12,300,138	£11,353,335	£12,274,113
20%	70%	£10,139,009	£10,978,062	£10,086,468	£10,953,082
25%	70%	£8,869,375	£9,655,987	£8,819,600	£9,632,051
30%	70%	£7,599,740	£8,333,913	£7,552,733	£8,311,020
35%	70%	£6,330,106	£7,011,837	£6,285,865	£6,989,990
40%	70%	£5,060,471	£5,689,762	£5,018,998	£5,668,958
45%	70%	£3,790,837	£4,367,687	£3,752,130	£4,347,927
50%	70%	£2,521,203	£3,045,611	£2,485,263	£3,026,897
100%	70%	-£10,341,557	-£10,341,557	-£10,349,964	-£10,349,964

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,405,355	£2,454,172	£1,341,747	£2,425,014
10%	70%	-£1,133,914	-£1,189,979	-£1,191,988	-£217,048
15%	70%	-£2,403,548	-£1,512,054	-£2,458,856	-£1,538,079
20%	70%	-£3,673,183	-£2,834,129	-£3,725,723	-£2,859,110
25%	70%	-£4,942,817	-£4,156,204	-£4,992,591	-£4,180,140
30%	70%	-£6,212,452	-£5,478,279	-£6,259,458	-£5,501,172
35%	70%	-£7,482,086	-£6,800,355	-£7,526,326	-£6,822,202
40%	70%	-£8,751,720	-£8,122,430	-£8,793,193	-£8,143,233
45%	70%	-£10,021,354	-£9,444,505	-£10,060,061	-£9,464,265
50%	70%	-£11,290,988	-£10,766,581	-£11,326,928	-£10,785,295
100%	70%	-£24,153,748	-£24,153,748	-£24,162,156	-£24,162,156

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,567,833	£7,616,650	£6,504,225	£7,587,492
10%	70%	£4,028,564	£4,972,500	£3,970,490	£4,945,431
15%	70%	£2,758,930	£3,650,425	£2,703,622	£3,624,400
20%	70%	£1,489,296	£2,328,349	£1,436,755	£2,303,368
25%	70%	£219,662	£1,006,274	£169,887	£982,338
30%	70%	-£1,049,973	-£315,801	-£1,096,980	-£338,693
35%	70%	-£2,319,608	-£1,637,877	-£2,363,848	-£1,659,724
40%	70%	-£3,589,242	-£2,959,951	-£3,630,715	-£2,980,755
45%	70%	-£4,858,876	-£4,282,026	-£4,897,583	-£4,301,786
50%	70%	-£6,128,510	-£5,604,102	-£6,164,450	-£5,622,816
100%	70%	-£18,991,270	-£18,991,270	-£18,999,677	-£18,999,677

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,480,598	£9,529,414	£8,416,989	£9,500,257
10%	70%	£5,941,328	£6,885,264	£5,883,254	£6,858,195
15%	70%	£4,671,694	£5,563,189	£4,616,386	£5,537,164
20%	70%	£3,402,060	£4,241,113	£3,349,519	£4,216,132
25%	70%	£2,132,426	£2,919,038	£2,082,651	£2,895,102
30%	70%	£862,791	£1,596,963	£815,784	£1,574,071
35%	70%	-£406,843	£274,888	-£461,084	£253,041
40%	70%	-£1,676,478	-£1,047,187	-£1,717,951	-£1,067,991
45%	70%	-£2,946,112	-£2,369,262	-£2,984,819	-£2,389,022
50%	70%	-£4,215,746	-£3,691,338	-£4,251,686	-£3,710,052
100%	70%	-£17,078,506	-£17,078,506	-£17,086,913	-£17,086,913

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,938,822	£13,987,639	£12,875,214	£13,958,481
10%	70%	£10,399,553	£11,343,488	£10,341,479	£11,316,420
15%	70%	£9,129,919	£10,021,414	£9,074,611	£9,995,388
20%	70%	£7,860,285	£8,699,338	£7,807,744	£8,674,357
25%	70%	£6,590,651	£7,377,263	£6,540,876	£7,353,327
30%	70%	£5,321,015	£6,055,188	£5,274,009	£6,032,296
35%	70%	£4,051,381	£4,733,112	£4,007,141	£4,711,265
40%	70%	£2,781,747	£3,411,037	£2,740,274	£3,390,234
45%	70%	£1,512,113	£2,088,963	£1,473,406	£2,069,203
50%	70%	£242,479	£766,887	£206,539	£748,172
100%	70%	-£12,620,281	-£12,620,281	-£12,628,688	-£12,628,688

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail		Grant Available	Yes
No Units	100	Value Area	£825 psf
Site Area	0.5 Ha	Sales value inflation	0%
		Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,386,451	£14,435,268	£13,322,844	£14,406,111
10%	70%	£11,022,790	£11,966,726	£10,964,716	£11,939,657
15%	70%	£9,840,961	£10,732,455	£9,785,653	£10,706,430
20%	70%	£8,659,131	£9,498,184	£8,606,590	£9,473,203
25%	70%	£7,477,300	£8,263,913	£7,427,526	£8,239,976
30%	70%	£6,295,470	£7,029,641	£6,248,462	£7,006,750
35%	70%	£5,113,639	£5,795,371	£5,069,398	£5,773,523
40%	70%	£3,931,809	£4,561,099	£3,890,336	£4,540,296
45%	70%	£2,749,979	£3,326,828	£2,711,272	£3,307,069
50%	70%	£1,568,148	£2,092,557	£1,532,208	£2,073,842
100%	70%	-£10,417,797	-£10,417,797	-£10,426,205	-£10,426,205

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£425,740	£623,077	-£489,348	£593,920
10%	70%	-£2,789,401	-£1,845,466	-£2,847,475	-£1,872,534
15%	70%	-£3,971,231	-£3,079,736	-£4,026,539	-£3,105,762
20%	70%	-£5,153,061	-£4,314,008	-£5,205,602	-£4,338,989
25%	70%	-£6,334,892	-£5,548,279	-£6,384,666	-£5,572,216
30%	70%	-£7,516,722	-£6,782,550	-£7,563,729	-£6,805,442
35%	70%	-£8,698,553	-£8,016,821	-£8,742,793	-£8,038,669
40%	70%	-£9,880,383	-£9,251,092	-£9,921,856	-£9,271,896
45%	70%	-£11,062,213	-£10,485,364	-£11,100,920	-£10,505,123
50%	70%	-£12,244,044	-£11,719,635	-£12,279,984	-£11,738,350
100%	70%	-£24,229,989	-£24,229,989	-£24,238,397	-£24,238,397

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,736,738	£5,785,555	£4,673,131	£5,756,398
10%	70%	£2,373,077	£3,317,013	£2,315,003	£3,289,944
15%	70%	£1,191,247	£2,082,742	£1,135,939	£2,056,717
20%	70%	£9,417	£848,470	-£43,123	£823,490
25%	70%	-£1,172,414	-£385,800	-£1,222,187	-£409,737
30%	70%	-£2,354,243	-£1,620,072	-£2,401,251	-£1,642,963
35%	70%	-£3,536,074	-£2,854,342	-£3,580,315	-£2,876,190
40%	70%	-£4,717,904	-£4,088,614	-£4,759,378	-£4,109,417
45%	70%	-£5,899,734	-£5,322,886	-£5,938,441	-£5,342,645
50%	70%	-£7,081,565	-£6,557,156	-£7,117,505	-£6,575,872
100%	70%	-£19,067,510	-£19,067,510	-£19,075,919	-£19,075,919

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,649,502	£7,698,319	£6,585,895	£7,669,162
10%	70%	£4,285,841	£5,229,777	£4,227,767	£5,202,708
15%	70%	£3,104,011	£3,995,506	£3,048,704	£3,969,481
20%	70%	£1,922,181	£2,761,235	£1,869,641	£2,736,254
25%	70%	£740,351	£1,526,964	£690,577	£1,503,027
30%	70%	-£441,479	£292,692	-£488,487	£269,801
35%	70%	-£1,623,310	-£941,578	-£1,667,551	-£963,426
40%	70%	-£2,805,140	-£2,175,850	-£2,846,613	-£2,196,653
45%	70%	-£3,986,970	-£3,410,122	-£4,025,677	-£3,429,880
50%	70%	-£5,168,801	-£4,644,392	-£5,204,741	-£4,663,107
100%	70%	-£17,154,746	-£17,154,746	-£17,163,154	-£17,163,154

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,107,727	£12,156,544	£11,044,120	£12,127,387
10%	70%	£8,744,066	£9,688,002	£8,685,992	£9,660,933
15%	70%	£7,562,236	£8,453,731	£7,506,928	£8,427,706
20%	70%	£6,380,406	£7,219,459	£6,327,865	£7,194,479
25%	70%	£5,198,575	£5,985,189	£5,148,802	£5,961,252
30%	70%	£4,016,745	£4,750,917	£3,969,738	£4,728,025
35%	70%	£2,834,914	£3,516,646	£2,790,674	£3,494,798
40%	70%	£1,653,084	£2,282,375	£1,611,611	£2,261,571
45%	70%	£471,255	£1,048,103	£432,547	£1,028,344
50%	70%	-£710,576	-£186,167	-£746,516	-£204,883
100%	70%	-£12,696,521	-£12,696,521	-£12,704,930	-£12,704,930



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail

Grant Available	Yes
Value Area	£800 psf

No Units	100
Site Area	0.5 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,242,017	£13,290,834	£12,178,410	£13,261,677
10%	70%	£9,986,230	£10,930,165	£9,928,155	£10,903,096
15%	70%	£8,858,336	£9,749,831	£8,803,029	£9,723,805
20%	70%	£7,730,443	£8,569,496	£7,677,902	£8,544,516
25%	70%	£6,602,549	£7,389,162	£6,552,775	£7,365,225
30%	70%	£5,474,655	£6,208,828	£5,427,648	£6,185,935
35%	70%	£4,346,761	£5,028,492	£4,302,521	£5,006,644
40%	70%	£3,218,868	£3,848,158	£3,177,394	£3,827,354
45%	70%	£2,090,974	£2,667,823	£2,052,268	£2,648,064
50%	70%	£963,080	£1,487,489	£927,140	£1,468,774
100%	70%	£-10,484,574	£-10,484,574	£-10,492,981	£-10,492,981

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,570,175	£-521,358	£-1,633,782	£-550,515
10%	70%	£-3,825,961	£-2,882,027	£-3,884,036	£-2,909,096
15%	70%	£-4,953,856	£-4,062,361	£-5,009,163	£-4,088,386
20%	70%	£-6,081,749	£-5,242,696	£-6,134,290	£-5,267,676
25%	70%	£-7,209,642	£-6,423,030	£-7,259,417	£-6,446,966
30%	70%	£-8,337,537	£-7,603,364	£-8,384,543	£-7,626,257
35%	70%	£-9,465,430	£-8,783,699	£-9,509,671	£-8,805,547
40%	70%	£-10,593,324	£-9,964,033	£-10,634,798	£-9,984,838
45%	70%	£-11,721,218	£-11,144,368	£-11,759,924	£-11,164,127
50%	70%	£-12,849,111	£-12,324,702	£-12,885,051	£-12,343,418
100%	70%	£-24,296,765	£-24,296,765	£-24,305,173	£-24,305,173

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,592,304	£4,641,121	£3,528,696	£4,611,964
10%	70%	£1,336,517	£2,280,451	£1,278,442	£2,253,383
15%	70%	£208,623	£1,100,117	£153,316	£1,074,092
20%	70%	£-919,271	£-80,218	£-971,811	£-105,197
25%	70%	£-2,047,164	£-1,260,552	£-2,096,939	£-1,284,488
30%	70%	£-3,175,058	£-2,440,886	£-3,222,065	£-2,463,778
35%	70%	£-4,302,952	£-3,621,221	£-4,347,192	£-3,643,069
40%	70%	£-5,430,845	£-4,801,555	£-5,472,319	£-4,822,359
45%	70%	£-6,558,740	£-5,981,890	£-6,597,446	£-5,999,649
50%	70%	£-7,686,633	£-7,162,224	£-7,722,573	£-7,180,939
100%	70%	£-19,134,287	£-19,134,287	£-19,142,694	£-19,142,694

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,505,068	£6,553,885	£5,441,461	£6,524,728
10%	70%	£3,249,281	£4,193,216	£3,191,206	£4,166,147
15%	70%	£2,121,387	£3,012,882	£2,066,080	£2,986,856
20%	70%	£993,493	£1,832,546	£940,953	£1,807,567
25%	70%	£-134,400	£652,212	£-184,175	£628,276
30%	70%	£-1,262,294	£-528,122	£-1,309,301	£-551,014
35%	70%	£-2,390,188	£-1,708,457	£-2,434,428	£-1,730,305
40%	70%	£-3,518,081	£-2,888,791	£-3,559,555	£-2,909,595
45%	70%	£-4,645,975	£-4,069,126	£-4,684,682	£-4,088,885
50%	70%	£-5,773,869	£-5,249,460	£-5,809,809	£-5,268,175
100%	70%	£-17,221,523	£-17,221,523	£-17,229,930	£-17,229,930

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,963,293	£11,012,109	£9,899,685	£10,982,952
10%	70%	£7,707,506	£8,651,440	£7,649,431	£8,624,371
15%	70%	£6,579,611	£7,471,106	£6,524,305	£7,445,081
20%	70%	£5,451,718	£6,290,771	£5,399,177	£6,265,791
25%	70%	£4,323,825	£5,110,437	£4,274,050	£5,086,501
30%	70%	£3,195,930	£3,930,103	£3,148,924	£3,907,211
35%	70%	£2,068,037	£2,749,768	£2,023,797	£2,727,920
40%	70%	£940,144	£1,569,434	£898,669	£1,548,630
45%	70%	£-187,751	£389,099	£-226,457	£369,340
50%	70%	£-1,315,644	£-791,235	£-1,351,584	£-809,950
100%	70%	£-12,763,298	£-12,763,298	£-12,771,705	£-12,771,705

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail		Grant Available	Yes
No Units	100	Value Area	£750 psf
Site Area	0.5 Ha	Sales value inflation	0%
		Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,953,148	£11,001,966	£9,889,541	£10,972,808
10%	70%	£7,913,160	£8,857,096	£7,855,086	£8,830,026
15%	70%	£6,893,166	£7,784,660	£6,837,858	£7,758,635
20%	70%	£5,873,171	£6,712,225	£5,820,630	£6,687,244
25%	70%	£4,853,177	£5,639,790	£4,803,403	£5,615,854
30%	70%	£3,833,183	£4,567,355	£3,786,175	£4,544,462
35%	70%	£2,813,188	£3,494,919	£2,768,948	£3,473,071
40%	70%	£1,793,194	£2,422,484	£1,751,721	£2,401,681
45%	70%	£773,199	£1,350,049	£734,492	£1,330,290
50%	70%	£-250,831	£277,614	£-287,359	£258,898
100%	70%	£-10,617,596	£-10,617,596	£-10,626,004	£-10,626,004

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-3,859,043	£-2,810,226	£-3,922,851	£-2,839,383
10%	70%	£-5,899,031	£-4,955,096	£-5,957,105	£-4,982,166
15%	70%	£-6,919,026	£-6,027,531	£-6,974,334	£-6,053,556
20%	70%	£-7,939,021	£-7,099,966	£-7,991,561	£-7,124,947
25%	70%	£-8,959,015	£-8,172,402	£-9,008,789	£-8,196,338
30%	70%	£-9,979,009	£-9,244,837	£-10,026,016	£-9,267,730
35%	70%	£-10,999,003	£-10,317,272	£-11,043,244	£-10,339,120
40%	70%	£-12,018,998	£-11,389,707	£-12,060,471	£-11,410,511
45%	70%	£-13,038,992	£-12,462,143	£-13,077,699	£-12,481,902
50%	70%	£-14,063,023	£-13,534,578	£-14,099,551	£-13,553,293
100%	70%	£-24,429,788	£-24,429,788	£-24,438,195	£-24,438,195

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,303,435	£2,352,253	£1,239,828	£2,323,095
10%	70%	£-736,553	£207,382	£-794,627	£180,313
15%	70%	£-1,756,548	£-865,053	£-1,811,856	£-891,078
20%	70%	£-2,776,542	£-1,937,488	£-2,829,083	£-1,962,469
25%	70%	£-3,796,537	£-3,009,923	£-3,846,310	£-3,033,859
30%	70%	£-4,816,530	£-4,082,359	£-4,863,538	£-4,105,251
35%	70%	£-5,836,525	£-5,154,794	£-5,880,765	£-5,176,642
40%	70%	£-6,856,519	£-6,227,229	£-6,897,993	£-6,248,032
45%	70%	£-7,876,514	£-7,299,664	£-7,915,221	£-7,319,423
50%	70%	£-8,896,508	£-8,372,100	£-8,932,449	£-8,340,814
100%	70%	£-19,267,310	£-19,267,310	£-19,275,717	£-19,275,717

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,216,199	£4,265,017	£3,152,592	£4,235,859
10%	70%	£1,176,211	£2,120,146	£1,118,137	£2,093,077
15%	70%	£156,216	£1,047,711	£100,909	£1,021,686
20%	70%	£-863,778	£-24,724	£-916,319	£-849,705
25%	70%	£-1,883,773	£-1,097,159	£-1,933,546	£-1,121,095
30%	70%	£-2,903,766	£-2,169,594	£-2,950,774	£-2,192,487
35%	70%	£-3,923,761	£-3,242,030	£-3,968,001	£-3,263,878
40%	70%	£-4,943,755	£-4,314,465	£-4,985,228	£-4,335,268
45%	70%	£-5,963,750	£-5,386,900	£-5,992,455	£-5,406,659
50%	70%	£-6,983,744	£-6,459,335	£-7,029,682	£-6,478,051
100%	70%	£-17,354,546	£-17,354,546	£-17,362,953	£-17,362,953

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,674,424	£8,723,242	£7,610,817	£8,694,084
10%	70%	£5,634,436	£6,578,371	£5,576,362	£6,551,301
15%	70%	£4,614,441	£5,505,936	£4,559,133	£5,479,911
20%	70%	£3,594,447	£4,433,501	£3,541,906	£4,408,520
25%	70%	£2,574,452	£3,361,065	£2,524,678	£3,337,129
30%	70%	£1,554,459	£2,288,630	£1,507,451	£2,265,738
35%	70%	£534,464	£1,216,195	£490,224	£1,194,347
40%	70%	£-485,531	£143,760	£-527,004	£122,956
45%	70%	£-1,505,525	£-928,675	£-1,544,232	£-948,434
50%	70%	£-2,525,520	£-2,001,111	£-2,566,084	£-2,019,826
100%	70%	£-12,896,321	£-12,896,321	£-12,904,728	£-12,904,728

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T4 - 100 Flats with 2,000 sq m retail</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>100</b>	<b>Value Area</b>	<b>£725 psf</b>
<b>Site Area</b>	<b>0.5 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,808,715	£9,857,532	£8,745,107	£9,828,374
10%	70%	£6,876,547	£7,820,482	£6,818,473	£7,793,413
15%	70%	£5,910,463	£6,801,958	£5,855,155	£6,775,932
20%	70%	£4,944,379	£5,783,433	£4,891,839	£5,758,453
25%	70%	£3,978,296	£4,764,908	£3,928,522	£4,740,972
30%	70%	£3,012,212	£3,746,384	£2,965,204	£3,723,491
35%	70%	£2,046,128	£2,727,859	£2,001,888	£2,706,011
40%	70%	£1,080,044	£1,709,334	£1,038,570	£1,688,531
45%	70%	£113,960	£690,810	£75,254	£671,051
50%	70%	-£866,060	-£333,075	-£902,588	-£352,096
100%	70%	-£10,684,903	-£10,684,903	-£10,693,310	-£10,693,310

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£5,003,477	-£3,954,660	-£5,067,085	-£3,983,818
10%	70%	-£6,935,645	-£5,991,710	-£6,993,719	-£6,018,778
15%	70%	-£7,901,729	-£7,010,234	-£7,967,037	-£7,036,259
20%	70%	-£8,867,812	-£8,028,758	-£8,920,353	-£8,053,739
25%	70%	-£9,833,896	-£9,047,284	-£9,883,670	-£9,071,220
30%	70%	-£10,799,980	-£10,065,808	-£10,846,987	-£10,088,701
35%	70%	-£11,766,063	-£11,084,332	-£11,810,304	-£11,106,180
40%	70%	-£12,732,148	-£12,102,858	-£12,773,621	-£12,123,661
45%	70%	-£13,698,232	-£13,121,382	-£13,736,938	-£13,141,141
50%	70%	-£14,678,252	-£14,145,266	-£14,714,780	-£14,164,287
100%	70%	-£24,497,094	-£24,497,094	-£24,505,502	-£24,505,502

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£159,002	£1,207,818	£95,393	£1,178,661
10%	70%	-£1,773,167	-£829,231	-£1,831,241	-£856,300
15%	70%	-£2,739,250	-£1,847,756	-£2,794,558	-£1,873,781
20%	70%	-£3,705,334	-£2,866,280	-£3,757,875	-£2,891,261
25%	70%	-£4,671,418	-£3,884,805	-£4,721,191	-£3,908,741
30%	70%	-£5,637,501	-£4,903,330	-£5,684,509	-£4,926,222
35%	70%	-£6,603,585	-£5,921,854	-£6,647,825	-£5,943,702
40%	70%	-£7,569,670	-£6,940,379	-£7,611,143	-£6,961,183
45%	70%	-£8,535,753	-£7,958,904	-£8,574,459	-£7,978,663
50%	70%	-£9,515,774	-£8,982,788	-£9,552,302	-£9,001,809
100%	70%	-£19,334,616	-£19,334,616	-£19,343,023	-£19,343,023

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,071,766	£3,120,583	£2,008,157	£3,091,425
10%	70%	£139,597	£1,083,533	£81,523	£1,056,464
15%	70%	-£826,486	£65,009	-£881,794	£38,983
20%	70%	-£1,792,570	-£953,516	-£1,845,111	-£978,496
25%	70%	-£2,758,654	-£1,972,041	-£2,808,427	-£1,995,977
30%	70%	-£3,724,737	-£2,990,565	-£3,771,745	-£3,013,458
35%	70%	-£4,690,821	-£4,009,090	-£4,735,061	-£4,030,938
40%	70%	-£5,656,906	-£5,027,615	-£5,698,379	-£5,048,419
45%	70%	-£6,622,989	-£6,046,140	-£6,661,695	-£6,065,898
50%	70%	-£7,603,009	-£7,070,024	-£7,639,537	-£7,089,045
100%	70%	-£17,421,852	-£17,421,852	-£17,430,259	-£17,430,259

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,529,990	£7,578,807	£6,466,382	£7,549,649
10%	70%	£4,597,822	£5,541,758	£4,539,748	£5,514,689
15%	70%	£3,631,738	£4,523,233	£3,576,431	£4,497,208
20%	70%	£2,665,655	£3,504,709	£2,613,114	£3,479,728
25%	70%	£1,699,571	£2,486,184	£1,649,798	£2,462,247
30%	70%	£733,488	£1,467,659	£686,480	£1,444,767
35%	70%	-£232,596	£449,135	-£276,837	£427,287
40%	70%	-£1,198,681	-£589,990	-£1,240,154	-£590,194
45%	70%	-£2,164,764	-£1,587,915	-£2,203,471	-£1,607,674
50%	70%	-£3,144,785	-£2,611,799	-£3,181,313	-£2,630,820
100%	70%	-£12,963,627	-£12,963,627	-£12,972,035	-£12,972,035

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T4 - 100 Flats with 2,000 sq m retail</b>		<b>Value Area</b>	<b>£700 pst</b>
<b>No Units</b>	<b>100</b>	<b>Sales value inflation</b>	<b>0%</b>
<b>Site Area</b>	<b>0.5 Ha</b>	<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,664,280	£8,713,097	£7,600,672	£8,683,939
10%	70%	£5,838,686	£6,782,622	£5,780,612	£6,755,553
15%	70%	£4,925,889	£5,817,384	£4,870,583	£5,791,359
20%	70%	£4,013,093	£4,852,147	£3,960,552	£4,827,166
25%	70%	£3,100,296	£3,886,909	£3,050,522	£3,862,972
30%	70%	£2,187,499	£2,921,671	£2,140,492	£2,898,779
35%	70%	£1,274,703	£1,956,434	£1,230,462	£1,934,586
40%	70%	£361,906	£991,196	£320,433	£970,393
45%	70%	£-559,900	£25,959	£-599,241	£6,199
50%	70%	£-1,487,626	£-954,641	£-1,524,154	£-973,663
100%	70%	£-10,764,883	£-10,764,883	£-10,773,291	£-10,773,291

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-6,147,911	£-5,099,094	£-6,211,519	£-5,128,252
10%	70%	£-7,973,506	£-7,029,570	£-8,031,580	£-7,056,639
15%	70%	£-8,886,302	£-7,994,807	£-8,941,609	£-8,020,833
20%	70%	£-9,799,099	£-8,960,045	£-9,851,640	£-8,985,026
25%	70%	£-10,711,896	£-9,925,282	£-10,761,669	£-9,949,219
30%	70%	£-11,624,692	£-10,890,521	£-11,671,700	£-10,913,412
35%	70%	£-12,537,489	£-11,855,758	£-12,581,729	£-11,877,606
40%	70%	£-13,450,286	£-12,820,995	£-13,491,759	£-12,841,799
45%	70%	£-14,372,092	£-13,786,233	£-14,411,432	£-13,805,993
50%	70%	£-15,299,818	£-14,766,833	£-15,336,346	£-14,785,854
100%	70%	£-24,577,075	£-24,577,075	£-24,585,482	£-24,585,482

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-985,433	£63,384	£-1,049,041	£34,226
10%	70%	£-2,811,027	£-1,867,092	£-2,869,101	£-1,894,160
15%	70%	£-3,723,824	£-2,832,329	£-3,779,131	£-2,858,354
20%	70%	£-4,636,621	£-3,797,566	£-4,689,161	£-3,822,547
25%	70%	£-5,549,417	£-4,762,804	£-5,599,191	£-4,786,741
30%	70%	£-6,462,214	£-5,728,042	£-6,509,221	£-5,750,934
35%	70%	£-7,375,011	£-6,693,280	£-7,419,251	£-6,715,128
40%	70%	£-8,287,807	£-7,658,517	£-8,329,281	£-7,679,320
45%	70%	£-9,209,614	£-8,623,754	£-9,248,954	£-8,643,514
50%	70%	£-10,137,340	£-9,604,355	£-10,173,868	£-9,623,376
100%	70%	£-19,414,597	£-19,414,597	£-19,423,004	£-19,423,004

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£927,331	£1,976,148	£863,723	£1,946,990
10%	70%	£-898,263	£45,672	£-956,337	£18,604
15%	70%	£-1,811,060	£-919,565	£-1,866,367	£-945,590
20%	70%	£-2,723,856	£-1,884,802	£-2,776,397	£-1,909,783
25%	70%	£-3,636,653	£-2,850,040	£-3,686,427	£-2,873,977
30%	70%	£-4,549,450	£-3,815,278	£-4,596,457	£-3,838,170
35%	70%	£-5,462,247	£-4,780,516	£-5,506,487	£-4,802,364
40%	70%	£-6,375,043	£-5,745,753	£-6,416,516	£-5,766,556
45%	70%	£-7,296,850	£-6,710,990	£-7,336,190	£-6,730,750
50%	70%	£-8,224,575	£-7,691,591	£-8,261,103	£-7,710,612
100%	70%	£-17,501,832	£-17,501,832	£-17,510,240	£-17,510,240

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,385,556	£6,434,373	£5,321,948	£6,405,215
10%	70%	£3,559,962	£4,503,897	£3,501,888	£4,476,828
15%	70%	£2,647,165	£3,538,660	£2,591,858	£3,512,634
20%	70%	£1,734,368	£2,573,422	£1,681,828	£2,548,442
25%	70%	£821,572	£1,608,185	£771,798	£1,584,248
30%	70%	£-91,225	£642,947	£-138,233	£620,055
35%	70%	£-1,004,022	£-322,291	£-1,048,262	£-344,139
40%	70%	£-1,916,819	£-1,287,528	£-1,958,292	£-1,308,332
45%	70%	£-2,838,625	£-2,252,766	£-2,877,965	£-2,272,526
50%	70%	£-3,766,351	£-3,233,366	£-3,802,879	£-3,252,387
100%	70%	£-13,043,608	£-13,043,608	£-13,052,015	£-13,052,015

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail

Grant Available	Yes
Value Area	£650 psf

No Units	100
Site Area	0.5 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,375,412	£6,424,229	£5,311,803	£6,395,071
10%	70%	£3,758,666	£4,702,602	£3,700,591	£4,675,532
15%	70%	£2,950,293	£3,841,788	£2,894,985	£3,815,762
20%	70%	£2,141,921	£2,980,974	£2,089,380	£2,955,993
25%	70%	£1,333,547	£2,120,160	£1,283,774	£2,096,224
30%	70%	£525,174	£1,259,347	£478,167	£1,236,454
35%	70%	£287,830	£398,533	£332,794	£376,685
40%	70%	£1,109,425	£469,842	£1,151,576	£490,985
45%	70%	£1,931,018	£1,344,734	£1,970,358	£1,364,817
50%	70%	£2,752,612	£2,219,627	£2,789,140	£2,238,648
100%	70%	£10,968,551	£10,968,551	£10,976,959	£10,976,959

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,436,780	£7,387,963	£8,500,388	£7,417,121
10%	70%	£10,053,525	£9,109,590	£10,111,600	£9,136,660
15%	70%	£10,861,899	£9,970,404	£10,917,207	£9,996,429
20%	70%	£11,670,271	£10,831,218	£11,722,812	£10,856,199
25%	70%	£12,478,644	£11,692,032	£12,528,418	£11,715,968
30%	70%	£13,287,018	£12,552,845	£13,334,024	£12,575,738
35%	70%	£14,100,022	£13,413,659	£14,144,985	£13,435,507
40%	70%	£14,921,616	£14,282,033	£14,963,768	£14,303,177
45%	70%	£15,743,210	£15,156,926	£15,782,550	£15,177,009
50%	70%	£16,564,804	£16,031,818	£16,601,332	£16,050,840
100%	70%	£24,780,743	£24,780,743	£24,789,150	£24,789,150

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,274,302	£2,225,485	£3,337,910	£2,254,643
10%	70%	£4,891,047	£3,947,112	£4,949,122	£3,974,181
15%	70%	£5,699,420	£4,807,926	£5,754,728	£4,833,951
20%	70%	£6,507,793	£5,668,740	£6,560,333	£5,693,720
25%	70%	£7,316,166	£6,529,554	£7,365,940	£6,553,490
30%	70%	£8,124,539	£7,390,367	£8,171,546	£7,413,259
35%	70%	£8,937,544	£8,251,181	£8,982,507	£8,273,029
40%	70%	£9,759,138	£9,119,555	£9,801,289	£9,140,698
45%	70%	£10,580,731	£9,994,447	£10,620,071	£10,014,530
50%	70%	£11,402,326	£10,869,340	£11,438,854	£10,888,361
100%	70%	£19,618,265	£19,618,265	£19,626,672	£19,626,672

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,361,537	£312,721	£1,425,146	£341,878
10%	70%	£2,978,283	£2,034,348	£3,036,358	£2,061,417
15%	70%	£3,786,656	£2,895,162	£3,841,964	£2,921,187
20%	70%	£4,595,029	£3,755,976	£4,647,569	£3,780,956
25%	70%	£5,403,402	£4,616,790	£5,453,176	£4,640,726
30%	70%	£6,211,775	£5,477,603	£6,258,782	£5,500,495
35%	70%	£7,024,779	£6,338,417	£7,069,743	£6,360,265
40%	70%	£7,846,374	£7,206,791	£7,888,525	£7,227,934
45%	70%	£8,667,967	£8,081,683	£8,707,307	£8,101,766
50%	70%	£9,489,562	£8,956,576	£9,526,090	£8,975,597
100%	70%	£17,705,501	£17,705,501	£17,713,908	£17,713,908

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,096,687	£4,145,504	£3,033,079	£4,116,346
10%	70%	£1,479,942	£2,423,877	£1,421,867	£2,396,807
15%	70%	£671,568	£1,563,063	£616,261	£1,537,038
20%	70%	£136,804	£702,249	£189,345	£677,269
25%	70%	£945,177	£158,565	£994,951	£182,501
30%	70%	£1,753,551	£1,019,378	£1,800,557	£1,042,270
35%	70%	£2,566,555	£1,880,192	£2,611,518	£1,902,040
40%	70%	£3,388,149	£2,748,566	£3,430,300	£2,769,710
45%	70%	£4,209,743	£3,623,459	£4,249,083	£3,643,542
50%	70%	£5,031,337	£4,498,351	£5,067,865	£4,517,372
100%	70%	£13,247,276	£13,247,276	£13,255,683	£13,255,683

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail

Grant Available	Yes
Value Area	£625 psf

No Units	100
Site Area	0.5 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,230,977	£5,279,794	£4,167,369	£5,250,636
10%	70%	£2,718,680	£3,662,615	£2,660,606	£3,635,545
15%	70%	£1,962,531	£2,854,025	£1,907,223	£2,828,001
20%	70%	£1,206,382	£2,045,435	£1,153,841	£2,020,455
25%	70%	£450,233	£1,236,846	£400,459	£1,212,910
30%	70%	£-310,919	£428,256	£-358,695	£405,364
35%	70%	£-1,079,435	£-386,554	£-1,124,399	£-408,759
40%	70%	£-1,847,951	£-1,208,368	£-1,890,102	£-1,229,512
45%	70%	£-2,616,466	£-2,030,182	£-2,655,806	£-2,050,265
50%	70%	£-3,384,982	£-2,851,996	£-3,421,510	£-2,871,018
100%	70%	£-11,070,140	£-11,070,140	£-11,078,547	£-11,078,547

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-9,581,214	£-8,532,397	£-9,644,823	£-8,561,555
10%	70%	£-11,093,512	£-10,149,576	£-11,151,586	£-10,176,646
15%	70%	£-11,849,661	£-10,958,167	£-11,904,968	£-10,984,191
20%	70%	£-12,605,809	£-11,766,756	£-12,658,350	£-11,791,737
25%	70%	£-13,361,958	£-12,575,346	£-13,411,733	£-12,599,282
30%	70%	£-14,123,110	£-13,383,935	£-14,170,887	£-13,406,828
35%	70%	£-14,891,626	£-14,198,745	£-14,936,591	£-14,220,950
40%	70%	£-15,660,143	£-15,020,559	£-15,702,294	£-15,041,704
45%	70%	£-16,428,658	£-15,842,374	£-16,467,998	£-15,862,457
50%	70%	£-17,197,174	£-16,664,188	£-17,233,702	£-16,683,209
100%	70%	£-24,882,331	£-24,882,331	£-24,890,739	£-24,890,739

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-4,418,736	£-3,369,919	£-4,482,344	£-3,399,077
10%	70%	£-5,931,033	£-4,987,098	£-5,989,107	£-4,914,168
15%	70%	£-6,687,182	£-5,795,688	£-6,742,490	£-5,821,713
20%	70%	£-7,443,331	£-6,604,278	£-7,495,872	£-6,629,259
25%	70%	£-8,199,480	£-7,412,867	£-8,249,254	£-7,436,804
30%	70%	£-8,960,632	£-8,221,457	£-9,008,409	£-8,244,349
35%	70%	£-9,729,148	£-9,036,267	£-9,774,113	£-9,058,472
40%	70%	£-10,497,664	£-9,850,081	£-10,539,816	£-9,879,226
45%	70%	£-11,266,179	£-10,679,895	£-11,305,520	£-10,699,978
50%	70%	£-12,034,696	£-11,501,710	£-12,071,224	£-11,520,731
100%	70%	£-19,719,853	£-19,719,853	£-19,728,260	£-19,728,260

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-2,505,972	£-1,457,155	£-2,569,580	£-1,486,313
10%	70%	£-4,018,269	£-3,074,334	£-4,076,343	£-3,101,404
15%	70%	£-4,774,418	£-3,882,924	£-4,829,726	£-3,908,949
20%	70%	£-5,530,567	£-4,691,514	£-5,583,108	£-4,716,494
25%	70%	£-6,286,716	£-5,500,103	£-6,336,490	£-5,524,039
30%	70%	£-7,042,865	£-6,308,693	£-7,095,644	£-6,331,585
35%	70%	£-7,816,384	£-7,123,503	£-7,861,348	£-7,145,708
40%	70%	£-8,584,900	£-7,945,317	£-8,627,051	£-7,966,462
45%	70%	£-9,353,415	£-8,767,131	£-9,392,755	£-8,787,214
50%	70%	£-10,121,931	£-9,588,946	£-10,158,459	£-9,607,967
100%	70%	£-17,807,089	£-17,807,089	£-17,815,496	£-17,815,496

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,952,253	£3,001,070	£1,888,645	£2,971,912
10%	70%	£439,955	£1,383,891	£381,881	£1,356,821
15%	70%	£-316,193	£575,300	£-371,501	£549,276
20%	70%	£-1,072,342	£-233,289	£-1,124,883	£-258,270
25%	70%	£-1,828,491	£-1,041,879	£-1,878,266	£-1,065,815
30%	70%	£-2,589,643	£-1,850,468	£-2,637,420	£-1,873,361
35%	70%	£-3,358,159	£-2,665,278	£-3,403,124	£-2,687,483
40%	70%	£-4,126,675	£-3,487,092	£-4,168,827	£-3,508,237
45%	70%	£-4,895,191	£-4,308,907	£-4,934,531	£-4,328,990
50%	70%	£-5,663,707	£-5,130,721	£-5,700,235	£-5,149,742
100%	70%	£-13,348,864	£-13,348,864	£-13,357,272	£-13,357,272

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1		Grant Available	Yes
		Value Area	£900psf
No Units	180	Sales value inflation	0%
Site Area	0.7 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,923,619	£28,809,366	£26,822,094	£28,769,781
10%	70%	£22,139,017	£23,836,188	£22,047,440	£23,800,359
15%	70%	£19,746,716	£21,349,600	£19,660,114	£21,315,648
20%	70%	£17,354,414	£18,863,011	£17,272,787	£18,830,937
25%	70%	£14,962,113	£16,376,422	£14,885,460	£16,346,225
30%	70%	£12,569,812	£13,889,834	£12,498,134	£13,861,515
35%	70%	£10,177,510	£11,403,245	£10,110,807	£11,376,803
40%	70%	£7,785,209	£8,916,656	£7,723,481	£8,892,093
45%	70%	£5,392,908	£6,430,068	£5,336,153	£6,407,381
50%	70%	£3,000,606	£3,943,480	£2,948,826	£3,922,671
100%	70%	-£21,264,596	-£21,264,596	-£21,266,663	-£21,266,663

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,586,336	£9,472,083	£7,484,811	£9,432,497
10%	70%	£2,801,734	£4,498,905	£2,710,157	£4,463,075
15%	70%	£409,433	£2,012,317	£322,831	£1,978,365
20%	70%	-£1,982,869	-£474,272	-£2,064,496	-£506,347
25%	70%	-£4,375,170	-£2,960,861	-£4,451,823	-£2,991,058
30%	70%	-£6,767,471	-£5,447,449	-£6,839,149	-£5,475,769
35%	70%	-£9,159,773	-£7,934,038	-£9,226,476	-£7,960,480
40%	70%	-£11,552,074	-£10,420,627	-£11,613,803	-£10,445,191
45%	70%	-£13,944,375	-£12,907,215	-£14,001,130	-£12,929,902
50%	70%	-£16,336,677	-£15,393,803	-£16,388,457	-£15,414,613
100%	70%	-£40,601,879	-£40,601,879	-£40,603,946	-£40,603,946

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,813,886	£16,699,633	£14,712,361	£16,660,048
10%	70%	£10,029,284	£11,726,455	£9,937,707	£11,690,625
15%	70%	£7,636,983	£9,239,867	£7,550,381	£9,205,915
20%	70%	£5,244,681	£6,753,278	£5,163,054	£6,721,203
25%	70%	£2,852,380	£4,266,689	£2,775,727	£4,236,492
30%	70%	£460,079	£1,780,101	£388,401	£1,751,781
35%	70%	-£1,932,223	-£706,488	-£1,998,926	-£732,930
40%	70%	-£4,324,524	-£3,193,077	-£4,386,253	-£3,217,641
45%	70%	-£6,716,825	-£5,679,665	-£6,773,580	-£5,702,352
50%	70%	-£9,109,127	-£8,166,253	-£9,160,907	-£8,187,063
100%	70%	-£33,374,329	-£33,374,329	-£33,376,396	-£33,376,396

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,491,785	£19,377,532	£17,390,261	£19,337,947
10%	70%	£12,707,183	£14,404,355	£12,615,607	£14,368,525
15%	70%	£10,314,882	£11,917,766	£10,228,280	£11,883,814
20%	70%	£7,922,580	£9,431,177	£7,840,953	£9,399,103
25%	70%	£5,530,279	£6,944,589	£5,453,626	£6,914,391
30%	70%	£3,137,978	£4,458,000	£3,066,300	£4,429,681
35%	70%	£745,676	£1,971,411	£678,973	£1,944,969
40%	70%	-£1,646,625	-£515,177	-£1,708,353	-£539,741
45%	70%	-£4,038,926	-£3,001,766	-£4,095,680	-£3,024,453
50%	70%	-£6,431,228	-£5,488,354	-£6,483,007	-£5,509,163
100%	70%	-£30,696,429	-£30,696,429	-£30,698,496	-£30,698,496

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£23,733,369	£25,619,116	£23,631,845	£25,579,531
10%	70%	£18,948,767	£20,645,939	£18,857,190	£20,610,109
15%	70%	£16,556,466	£18,159,350	£16,469,864	£18,125,398
20%	70%	£14,164,164	£15,672,761	£14,082,537	£15,640,687
25%	70%	£11,771,863	£13,186,173	£11,695,210	£13,155,975
30%	70%	£9,379,562	£10,699,584	£9,307,884	£10,671,265
35%	70%	£6,987,260	£8,212,995	£6,920,557	£8,186,553
40%	70%	£4,594,959	£5,726,407	£4,533,231	£5,701,843
45%	70%	£2,202,658	£3,239,818	£2,145,904	£3,217,131
50%	70%	-£189,644	£753,230	-£241,423	£732,421
100%	70%	-£24,454,845	-£24,454,845	-£24,456,912	-£24,456,912

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£865 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£24,066,068	£25,951,815	£23,964,543	£25,912,230
10%	70%	£19,558,034	£21,255,205	£19,466,457	£21,219,375
15%	70%	£17,304,016	£18,906,901	£17,217,414	£18,872,948
20%	70%	£15,049,999	£16,558,596	£14,968,372	£16,526,521
25%	70%	£12,795,982	£14,210,291	£12,719,330	£14,180,095
30%	70%	£10,541,964	£11,861,987	£10,470,287	£11,833,668
35%	70%	£8,287,947	£9,513,682	£8,221,244	£9,487,240
40%	70%	£6,033,929	£7,165,378	£5,972,201	£7,140,813
45%	70%	£3,779,913	£4,817,072	£3,723,158	£4,794,386
50%	70%	£1,525,895	£2,468,768	£1,474,115	£2,447,959
100%	70%	£-21,357,970	£-21,357,970	£-21,360,037	£-21,360,037

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,728,785	£6,614,532	£4,627,259	£6,574,947
10%	70%	£220,750	£1,917,922	£129,174	£1,882,092
15%	70%	£-2,033,267	£-430,382	£-2,119,869	£-464,335
20%	70%	£-4,287,284	£-2,778,687	£-4,368,911	£-2,810,762
25%	70%	£-6,541,302	£-5,126,992	£-6,617,954	£-5,157,188
30%	70%	£-8,795,319	£-7,475,296	£-8,866,996	£-7,503,616
35%	70%	£-11,049,336	£-9,823,601	£-11,116,039	£-9,850,043
40%	70%	£-13,303,354	£-12,171,905	£-13,365,082	£-12,196,470
45%	70%	£-15,557,370	£-14,520,211	£-15,614,125	£-14,542,897
50%	70%	£-17,811,388	£-16,868,515	£-17,863,168	£-16,889,325
100%	70%	£-40,695,253	£-40,695,253	£-40,697,320	£-40,697,320

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,956,335	£13,842,082	£11,854,809	£13,802,497
10%	70%	£7,448,300	£9,145,472	£7,356,724	£9,109,642
15%	70%	£5,194,283	£6,797,168	£5,107,681	£6,763,215
20%	70%	£2,940,266	£4,448,863	£2,858,639	£4,416,788
25%	70%	£686,248	£2,100,558	£609,596	£2,070,362
30%	70%	£-1,567,769	£-247,746	£-1,639,446	£-276,066
35%	70%	£-3,821,786	£-2,596,051	£-3,888,489	£-2,622,493
40%	70%	£-6,075,804	£-4,944,355	£-6,137,532	£-4,968,920
45%	70%	£-8,329,820	£-7,292,661	£-8,386,575	£-7,315,347
50%	70%	£-10,583,838	£-9,640,965	£-10,635,618	£-9,661,774
100%	70%	£-33,467,703	£-33,467,703	£-33,469,770	£-33,469,770

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,634,234	£16,519,981	£14,532,709	£16,480,396
10%	70%	£10,126,200	£11,823,372	£10,034,623	£11,787,542
15%	70%	£7,872,182	£9,475,067	£7,785,581	£9,441,115
20%	70%	£5,618,166	£7,126,763	£5,536,539	£7,094,687
25%	70%	£3,364,148	£4,778,457	£3,287,496	£4,748,261
30%	70%	£1,110,130	£2,430,153	£1,038,453	£2,401,834
35%	70%	£-1,143,886	£81,849	£-1,210,590	£55,407
40%	70%	£-3,397,904	£-2,266,456	£-3,459,633	£-2,291,021
45%	70%	£-5,651,921	£-4,614,761	£-5,708,675	£-4,637,448
50%	70%	£-7,905,938	£-6,963,065	£-7,957,718	£-6,983,875
100%	70%	£-30,789,803	£-30,789,803	£-30,791,870	£-30,791,870

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,875,818	£22,761,565	£20,774,293	£22,721,980
10%	70%	£16,367,784	£18,064,956	£16,276,207	£18,029,126
15%	70%	£14,113,766	£15,716,651	£14,027,164	£15,682,699
20%	70%	£11,859,750	£13,368,347	£11,778,123	£13,336,271
25%	70%	£9,605,732	£11,020,041	£9,529,080	£11,089,845
30%	70%	£7,351,714	£8,671,737	£7,280,037	£8,643,418
35%	70%	£5,097,698	£6,323,433	£5,030,994	£6,296,991
40%	70%	£2,843,680	£3,975,128	£2,781,951	£3,950,563
45%	70%	£589,663	£1,626,823	£532,909	£1,604,136
50%	70%	£-1,664,355	£-721,482	£-1,716,134	£-742,291
100%	70%	£-24,548,219	£-24,548,219	£-24,550,287	£-24,550,287



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£825 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,800,295	£22,686,042	£20,698,770	£22,646,457
10%	70%	£16,605,351	£18,302,522	£16,513,774	£18,266,693
15%	70%	£14,507,879	£16,110,763	£14,421,277	£16,076,811
20%	70%	£12,410,406	£13,919,003	£12,328,779	£13,886,928
25%	70%	£10,312,934	£11,727,243	£10,236,282	£11,697,047
30%	70%	£8,215,461	£9,535,484	£8,143,783	£9,507,164
35%	70%	£6,117,989	£7,343,724	£6,051,286	£7,317,283
40%	70%	£4,020,516	£5,151,965	£3,958,788	£5,127,400
45%	70%	£1,923,044	£2,960,205	£1,866,290	£2,937,518
50%	70%	£-177,281	£768,445	£-229,907	£747,636
100%	70%	£-21,495,049	£-21,495,049	£-21,497,115	£-21,497,115

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,463,012	£3,348,759	£1,361,486	£3,309,174
10%	70%	£-2,731,932	£-1,034,761	£-2,823,509	£-1,070,590
15%	70%	£-4,829,404	£-3,226,521	£-4,916,006	£-3,260,472
20%	70%	£-6,926,877	£-5,418,280	£-7,008,504	£-5,450,355
25%	70%	£-9,024,350	£-7,610,040	£-9,101,002	£-7,640,236
30%	70%	£-11,121,822	£-9,801,799	£-11,193,500	£-9,830,119
35%	70%	£-13,219,294	£-11,993,559	£-13,285,997	£-12,020,001
40%	70%	£-15,316,767	£-14,185,318	£-15,378,495	£-14,209,883
45%	70%	£-17,414,239	£-16,377,078	£-17,470,993	£-16,399,765
50%	70%	£-19,511,711	£-18,568,838	£-19,567,190	£-18,589,647
100%	70%	£-40,832,332	£-40,832,332	£-40,834,399	£-40,834,399

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,690,562	£10,576,309	£8,589,036	£10,536,724
10%	70%	£4,495,618	£6,192,789	£4,404,041	£6,156,960
15%	70%	£2,398,146	£4,001,030	£2,311,544	£3,967,078
20%	70%	£300,673	£1,809,270	£219,046	£1,777,195
25%	70%	£-1,796,800	£-382,490	£-1,873,452	£-412,686
30%	70%	£-3,894,272	£-2,574,249	£-3,965,950	£-2,602,569
35%	70%	£-5,991,744	£-4,766,009	£-6,058,447	£-4,792,451
40%	70%	£-8,089,217	£-6,957,768	£-8,150,945	£-6,982,333
45%	70%	£-10,186,689	£-9,149,528	£-10,243,443	£-9,172,215
50%	70%	£-12,284,161	£-11,341,288	£-12,339,640	£-11,362,097
100%	70%	£-33,604,782	£-33,604,782	£-33,606,849	£-33,606,849

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,368,461	£13,254,208	£11,266,936	£13,214,623
10%	70%	£7,173,517	£8,870,689	£7,081,941	£8,834,859
15%	70%	£5,076,045	£6,678,929	£4,989,443	£6,644,977
20%	70%	£2,978,572	£4,487,169	£2,896,945	£4,455,095
25%	70%	£881,100	£2,295,409	£804,448	£2,265,213
30%	70%	£-1,216,372	£103,651	£-1,288,050	£75,331
35%	70%	£-3,313,844	£-2,088,109	£-3,380,547	£-2,114,551
40%	70%	£-5,411,317	£-4,279,869	£-5,473,046	£-4,304,434
45%	70%	£-7,508,789	£-6,471,629	£-7,565,544	£-6,494,315
50%	70%	£-9,606,261	£-8,663,388	£-9,661,741	£-8,684,198
100%	70%	£-30,926,883	£-30,926,883	£-30,928,949	£-30,928,949

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,610,045	£19,495,792	£17,508,520	£19,456,207
10%	70%	£13,415,101	£15,112,273	£13,323,525	£15,076,443
15%	70%	£11,317,629	£12,920,513	£11,231,027	£12,886,561
20%	70%	£9,220,156	£10,728,753	£9,138,529	£10,696,679
25%	70%	£7,122,684	£8,536,993	£7,046,032	£8,506,797
30%	70%	£5,025,212	£6,345,235	£4,953,534	£6,316,914
35%	70%	£2,927,740	£4,153,475	£2,861,036	£4,127,033
40%	70%	£830,267	£1,961,715	£768,538	£1,937,150
45%	70%	£-1,267,205	£-230,045	£-1,323,960	£-252,731
50%	70%	£-3,367,531	£-2,421,805	£-3,420,157	£-2,442,614
100%	70%	£-24,685,299	£-24,685,299	£-24,687,365	£-24,687,365

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£800 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£18,759,188	£20,644,934	£18,657,662	£20,605,349
10%	70%	£14,756,540	£16,453,712	£14,664,965	£16,417,882
15%	70%	£12,755,217	£14,358,102	£12,668,615	£14,324,149
20%	70%	£10,753,894	£12,262,491	£10,672,267	£12,230,417
25%	70%	£8,752,570	£10,166,880	£8,675,918	£10,136,683
30%	70%	£6,751,247	£8,071,269	£6,679,568	£8,042,950
35%	70%	£4,749,923	£5,975,659	£4,683,220	£5,949,217
40%	70%	£2,748,600	£3,880,048	£2,686,871	£3,855,484
45%	70%	£747,276	£1,784,437	£690,523	£1,761,750
50%	70%	£-1,274,557	£-316,263	£-1,327,184	£-337,413
100%	70%	£-21,615,111	£-21,615,111	£-21,617,178	£-21,617,178

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-578,095	£1,307,651	£-679,821	£1,268,066
10%	70%	£-4,580,743	£-2,883,571	£-4,672,318	£-2,919,401
15%	70%	£-6,582,066	£-4,979,181	£-6,668,668	£-5,013,134
20%	70%	£-8,583,389	£-7,074,792	£-8,665,016	£-7,106,866
25%	70%	£-10,584,713	£-9,170,403	£-10,661,365	£-9,200,600
30%	70%	£-12,586,037	£-11,266,014	£-12,657,715	£-11,294,333
35%	70%	£-14,587,360	£-13,361,625	£-14,654,063	£-13,388,067
40%	70%	£-16,588,683	£-15,457,236	£-16,650,412	£-15,481,799
45%	70%	£-18,590,007	£-17,552,846	£-18,646,761	£-17,575,533
50%	70%	£-20,611,840	£-19,653,546	£-20,664,467	£-19,674,696
100%	70%	£-40,952,394	£-40,952,394	£-40,954,461	£-40,954,461

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,649,455	£8,535,201	£6,547,929	£8,495,616
10%	70%	£2,646,807	£4,343,979	£2,555,232	£4,308,149
15%	70%	£645,484	£2,248,369	£558,882	£2,214,416
20%	70%	£-1,355,839	£152,758	£-1,437,466	£120,684
25%	70%	£-3,357,163	£-1,942,853	£-3,433,815	£-1,973,050
30%	70%	£-5,358,486	£-4,038,464	£-5,430,165	£-4,066,783
35%	70%	£-7,359,810	£-6,134,075	£-7,426,513	£-6,160,517
40%	70%	£-9,361,133	£-8,229,685	£-9,422,862	£-8,254,249
45%	70%	£-11,362,457	£-10,325,296	£-11,419,211	£-10,347,983
50%	70%	£-13,384,290	£-12,425,996	£-13,436,917	£-12,447,146
100%	70%	£-33,724,844	£-33,724,844	£-33,726,911	£-33,726,911

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,327,354	£11,213,100	£9,225,829	£11,173,515
10%	70%	£5,324,707	£7,021,878	£5,233,131	£6,986,049
15%	70%	£3,323,384	£4,926,268	£3,236,782	£4,892,316
20%	70%	£1,322,060	£2,830,658	£1,240,433	£2,798,583
25%	70%	£-679,264	£735,047	£-755,916	£704,849
30%	70%	£-2,680,587	£-1,360,564	£-2,752,265	£-1,388,883
35%	70%	£-4,681,910	£-3,456,175	£-4,748,613	£-3,482,617
40%	70%	£-6,683,233	£-5,551,786	£-6,744,963	£-5,576,350
45%	70%	£-8,684,558	£-7,647,397	£-8,741,311	£-7,670,083
50%	70%	£-10,706,391	£-9,748,096	£-10,759,017	£-9,769,246
100%	70%	£-31,046,944	£-31,046,944	£-31,049,011	£-31,049,011

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,568,938	£17,454,684	£15,467,413	£17,415,099
10%	70%	£11,566,291	£13,263,462	£11,474,715	£13,227,633
15%	70%	£9,564,968	£11,167,852	£9,478,366	£11,133,900
20%	70%	£7,563,644	£9,072,242	£7,482,017	£9,040,167
25%	70%	£5,562,320	£6,976,631	£5,485,668	£6,946,433
30%	70%	£3,560,997	£4,881,020	£3,489,319	£4,852,701
35%	70%	£1,559,674	£2,785,409	£1,492,971	£2,758,967
40%	70%	£-441,649	£689,798	£-503,379	£665,234
45%	70%	£-2,442,974	£-1,405,813	£-2,499,727	£-1,428,500
50%	70%	£-4,464,807	£-3,506,512	£-4,517,433	£-3,527,662
100%	70%	£-24,805,360	£-24,805,360	£-24,807,427	£-24,807,427

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£750 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,676,971	£16,562,718	£14,575,446	£16,523,133
10%	70%	£11,059,014	£12,756,186	£10,967,438	£12,720,356
15%	70%	£9,250,035	£10,852,920	£9,163,434	£10,818,968
20%	70%	£7,441,057	£8,949,654	£7,359,430	£8,917,579
25%	70%	£5,632,078	£7,046,388	£5,555,425	£7,016,190
30%	70%	£3,823,098	£5,143,121	£3,751,421	£5,114,802
35%	70%	£2,014,120	£3,239,855	£1,947,417	£3,213,414
40%	70%	£205,141	£1,336,590	£143,413	£1,312,025
45%	70%	£-1,630,068	£-575,944	£-1,687,750	£-599,003
50%	70%	£-3,468,633	£-2,510,340	£-3,521,259	£-2,531,488
100%	70%	£-21,854,282	£-21,854,282	£-21,856,349	£-21,856,349

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-4,660,312	£-2,774,565	£-4,761,837	£-2,814,150
10%	70%	£-8,278,269	£-6,581,098	£-8,369,845	£-6,616,927
15%	70%	£-10,087,248	£-8,484,363	£-10,173,850	£-8,518,315
20%	70%	£-11,896,226	£-10,387,629	£-11,977,853	£-10,419,704
25%	70%	£-13,705,205	£-12,290,896	£-13,781,858	£-12,321,093
30%	70%	£-15,514,185	£-14,194,162	£-15,585,862	£-14,222,481
35%	70%	£-17,323,163	£-16,097,428	£-17,389,867	£-16,123,869
40%	70%	£-19,132,142	£-18,000,694	£-19,193,870	£-18,025,258
45%	70%	£-20,967,352	£-19,913,228	£-21,025,033	£-19,936,286
50%	70%	£-22,805,916	£-21,847,623	£-22,858,543	£-21,868,771
100%	70%	£-41,191,565	£-41,191,565	£-41,193,632	£-41,193,632

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,567,238	£4,452,985	£2,465,713	£4,413,400
10%	70%	£-1,050,719	£646,452	£-1,142,295	£610,623
15%	70%	£-2,859,698	£-1,256,813	£-2,946,300	£-1,290,765
20%	70%	£-4,668,676	£-3,160,079	£-4,750,303	£-3,192,154
25%	70%	£-6,477,655	£-5,063,346	£-6,554,308	£-5,093,543
30%	70%	£-8,286,635	£-6,966,612	£-8,358,312	£-6,994,931
35%	70%	£-10,095,613	£-8,869,878	£-10,162,317	£-8,896,319
40%	70%	£-11,904,592	£-10,773,143	£-11,966,320	£-10,797,708
45%	70%	£-13,739,802	£-12,685,678	£-13,797,483	£-12,708,736
50%	70%	£-15,578,366	£-14,620,073	£-15,630,993	£-14,641,221
100%	70%	£-33,964,015	£-33,964,015	£-33,966,082	£-33,966,082

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,245,138	£7,130,885	£5,143,612	£7,091,300
10%	70%	£1,627,180	£3,324,352	£1,535,605	£3,288,522
15%	70%	£-181,798	£1,421,087	£-268,400	£1,387,134
20%	70%	£-1,990,777	£-482,180	£-2,072,404	£-514,254
25%	70%	£-3,799,755	£-2,385,446	£-3,876,408	£-2,415,643
30%	70%	£-5,608,735	£-4,288,712	£-5,680,412	£-4,317,031
35%	70%	£-7,417,714	£-6,191,979	£-7,484,417	£-6,218,420
40%	70%	£-9,226,692	£-8,095,244	£-9,288,421	£-8,119,809
45%	70%	£-11,061,902	£-10,007,778	£-11,119,584	£-10,030,837
50%	70%	£-12,900,466	£-11,942,173	£-12,953,093	£-11,963,322
100%	70%	£-31,286,115	£-31,286,115	£-31,288,182	£-31,288,182

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,486,722	£13,372,469	£11,385,196	£13,332,883
10%	70%	£7,868,764	£9,565,936	£7,777,189	£9,530,106
15%	70%	£6,059,786	£7,662,671	£5,973,184	£7,628,718
20%	70%	£4,250,807	£5,759,404	£4,169,180	£5,727,330
25%	70%	£2,441,828	£3,856,138	£2,365,175	£3,825,941
30%	70%	£632,849	£1,952,872	£561,172	£1,924,553
35%	70%	£-1,176,130	£49,605	£-1,242,833	£23,164
40%	70%	£-2,985,108	£-1,853,660	£-3,046,837	£-1,878,225
45%	70%	£-4,820,318	£-3,766,194	£-4,878,000	£-3,789,253
50%	70%	£-6,658,882	£-5,700,589	£-6,711,509	£-5,721,738
100%	70%	£-25,044,531	£-25,044,531	£-25,046,598	£-25,046,598

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£725 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,635,864	£14,521,610	£12,534,339	£14,482,025
10%	70%	£9,210,110	£10,907,282	£9,118,534	£10,871,452
15%	70%	£7,497,234	£9,100,118	£7,410,632	£9,066,166
20%	70%	£5,784,357	£7,292,954	£5,702,730	£7,260,879
25%	70%	£4,071,480	£5,485,790	£3,994,828	£5,455,593
30%	70%	£2,358,603	£3,678,626	£2,286,925	£3,650,307
35%	70%	£645,727	£1,871,462	£579,023	£1,845,020
40%	70%	£-1,084,604	£64,297	£-1,147,342	£39,734
45%	70%	£-2,825,495	£-1,771,372	£-2,883,178	£-1,794,429
50%	70%	£-4,566,385	£-3,608,092	£-4,619,012	£-3,629,242
100%	70%	£-21,975,297	£-21,975,297	£-21,977,364	£-21,977,364

Residual Land values compared to benchmark land values  
 Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-6,701,419	£-4,815,673	£-6,802,945	£-4,855,258
10%	70%	£-10,127,173	£-8,430,002	£-10,218,749	£-8,465,831
15%	70%	£-11,840,050	£-10,237,165	£-11,926,651	£-10,271,117
20%	70%	£-13,552,926	£-12,044,329	£-13,634,553	£-12,076,404
25%	70%	£-15,265,804	£-13,851,493	£-15,342,456	£-13,881,690
30%	70%	£-16,978,680	£-15,658,657	£-17,050,358	£-15,686,976
35%	70%	£-18,691,557	£-17,465,822	£-18,758,260	£-17,492,263
40%	70%	£-20,404,433	£-19,272,986	£-20,484,625	£-19,297,550
45%	70%	£-22,117,310	£-21,080,150	£-22,220,461	£-21,131,712
50%	70%	£-23,830,187	£-22,887,314	£-23,956,295	£-22,966,525
100%	70%	£-41,312,580	£-41,312,580	£-41,314,647	£-41,314,647

Residual Land values compared to benchmark land values  
 Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£526,131	£2,411,877	£424,605	£2,372,292
10%	70%	£-2,899,623	£-1,202,452	£-2,991,199	£-1,238,281
15%	70%	£-4,612,500	£-3,009,615	£-4,699,101	£-3,043,567
20%	70%	£-6,325,376	£-4,816,779	£-6,407,003	£-4,848,854
25%	70%	£-8,038,254	£-6,623,943	£-8,114,906	£-6,654,140
30%	70%	£-9,751,130	£-8,431,107	£-9,822,808	£-8,459,426
35%	70%	£-11,464,007	£-10,238,271	£-11,530,710	£-10,264,713
40%	70%	£-13,176,884	£-12,045,435	£-13,257,075	£-12,069,999
45%	70%	£-14,889,760	£-13,852,599	£-14,992,911	£-13,904,162
50%	70%	£-16,602,637	£-15,659,763	£-16,728,745	£-15,738,975
100%	70%	£-34,085,030	£-34,085,030	£-34,087,097	£-34,087,097

Residual Land values compared to benchmark land values  
 Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,204,030	£5,089,776	£3,102,505	£5,050,191
10%	70%	£-221,724	£1,475,448	£-313,299	£1,439,618
15%	70%	£-1,934,600	£-331,715	£-2,021,202	£-365,668
20%	70%	£-3,647,477	£-2,138,879	£-3,729,103	£-2,170,955
25%	70%	£-5,360,354	£-3,946,044	£-5,437,006	£-3,976,241
30%	70%	£-7,073,231	£-5,753,208	£-7,144,909	£-5,781,527
35%	70%	£-8,786,107	£-7,560,372	£-8,852,810	£-7,586,814
40%	70%	£-10,498,984	£-9,367,536	£-10,579,176	£-9,392,100
45%	70%	£-12,211,860	£-11,174,700	£-12,315,011	£-11,226,263
50%	70%	£-13,924,737	£-12,981,864	£-14,050,846	£-13,061,075
100%	70%	£-31,407,130	£-31,407,130	£-31,409,197	£-31,409,197

Residual Land values compared to benchmark land values  
 Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,445,614	£11,331,360	£9,344,089	£11,291,775
10%	70%	£6,019,860	£7,717,032	£5,928,285	£7,681,202
15%	70%	£4,306,984	£5,909,869	£4,220,382	£5,875,916
20%	70%	£2,594,107	£4,102,705	£2,512,480	£4,070,629
25%	70%	£881,230	£2,295,540	£804,578	£2,265,343
30%	70%	£-831,647	£488,376	£-903,325	£460,057
35%	70%	£-2,544,523	£-1,318,788	£-2,611,226	£-1,345,230
40%	70%	£-4,274,854	£-3,125,952	£-4,337,592	£-3,150,516
45%	70%	£-6,015,744	£-4,961,621	£-6,073,427	£-4,984,679
50%	70%	£-7,756,635	£-6,798,342	£-7,809,262	£-6,819,492
100%	70%	£-25,165,546	£-25,165,546	£-25,167,613	£-25,167,613

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T5 - 180 Flats and 2,000 sq m B1</b>		<b>Value Area</b>	<b>£700 pst</b>
<b>No Units</b>	<b>180</b>	<b>Sales value inflation</b>	<b>0%</b>
<b>Site Area</b>	<b>0.7 Ha</b>	<b>Build cost inflation</b>	<b>0%</b>
<b>Sensitivity testing Assumption</b>			<b>Grant</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,594,756	£12,480,502	£10,493,230	£12,440,918
10%	70%	£7,358,964	£9,056,136	£7,267,388	£9,020,307
15%	70%	£5,741,068	£7,343,953	£5,654,466	£7,310,001
20%	70%	£4,123,173	£5,631,770	£4,041,546	£5,599,694
25%	70%	£2,505,276	£3,919,587	£2,428,624	£3,889,389
30%	70%	£887,381	£2,207,403	£815,703	£2,179,083
35%	70%	£-742,463	£495,220	£-810,258	£468,778
40%	70%	£-2,386,820	£-1,236,867	£-2,449,558	£-1,261,833
45%	70%	£-4,031,176	£-2,977,053	£-4,088,858	£-3,000,111
50%	70%	£-5,675,533	£-4,717,239	£-5,728,160	£-4,738,389
100%	70%	£-22,119,101	£-22,119,101	£-22,121,168	£-22,121,168

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-8,742,527	£-6,856,781	£-8,844,053	£-6,896,365
10%	70%	£-11,978,319	£-10,281,147	£-12,069,895	£-10,316,977
15%	70%	£-13,596,215	£-11,993,330	£-13,682,817	£-12,027,283
20%	70%	£-15,214,110	£-13,705,513	£-15,295,737	£-13,737,589
25%	70%	£-16,832,007	£-15,417,696	£-16,908,659	£-15,447,894
30%	70%	£-18,449,902	£-17,129,880	£-18,521,581	£-17,158,200
35%	70%	£-20,079,746	£-18,842,063	£-20,147,541	£-18,868,505
40%	70%	£-21,724,103	£-20,574,150	£-21,786,841	£-20,599,116
45%	70%	£-23,368,460	£-22,314,337	£-23,426,141	£-22,337,394
50%	70%	£-25,012,816	£-24,054,522	£-25,065,443	£-24,075,672
100%	70%	£-41,456,384	£-41,456,384	£-41,458,451	£-41,458,451

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,514,977	£370,769	£-1,616,503	£331,185
10%	70%	£-4,750,769	£-3,053,597	£-4,842,345	£-3,089,427
15%	70%	£-6,368,665	£-4,765,780	£-6,455,267	£-4,799,733
20%	70%	£-7,986,560	£-6,477,963	£-8,068,187	£-6,510,039
25%	70%	£-9,604,457	£-8,190,146	£-9,681,109	£-8,220,344
30%	70%	£-11,222,352	£-9,902,330	£-11,294,031	£-9,930,650
35%	70%	£-12,852,196	£-11,614,513	£-12,919,991	£-11,640,955
40%	70%	£-14,496,553	£-13,346,600	£-14,559,291	£-13,371,566
45%	70%	£-16,140,910	£-15,086,787	£-16,198,591	£-15,109,844
50%	70%	£-17,785,266	£-16,826,972	£-17,837,893	£-16,848,122
100%	70%	£-34,228,834	£-34,228,834	£-34,230,901	£-34,230,901

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,162,922	£3,048,668	£1,061,397	£3,009,084
10%	70%	£-2,072,870	£-375,697	£-2,164,446	£-411,527
15%	70%	£-3,690,765	£-2,087,880	£-3,777,367	£-2,121,833
20%	70%	£-5,308,661	£-3,800,064	£-5,390,288	£-3,832,139
25%	70%	£-6,926,557	£-5,512,247	£-7,003,209	£-5,542,444
30%	70%	£-8,544,453	£-7,224,430	£-8,616,131	£-7,252,750
35%	70%	£-10,174,297	£-8,936,613	£-10,242,091	£-8,963,055
40%	70%	£-11,818,653	£-10,668,701	£-11,881,392	£-10,693,667
45%	70%	£-13,463,010	£-12,408,887	£-13,520,692	£-12,431,945
50%	70%	£-15,107,367	£-14,149,072	£-15,159,993	£-14,170,222
100%	70%	£-31,550,934	£-31,550,934	£-31,553,001	£-31,553,001

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,404,506	£9,290,252	£7,302,981	£9,250,668
10%	70%	£4,168,714	£5,865,887	£4,077,138	£5,830,057
15%	70%	£2,550,819	£4,153,703	£2,464,217	£4,119,751
20%	70%	£932,923	£2,441,520	£851,296	£2,409,445
25%	70%	£-684,973	£729,337	£-761,625	£699,140
30%	70%	£-2,302,869	£-982,846	£-2,374,547	£-1,011,166
35%	70%	£-3,932,713	£-2,695,029	£-4,000,507	£-2,721,471
40%	70%	£-5,577,069	£-4,427,117	£-5,639,808	£-4,452,083
45%	70%	£-7,221,426	£-6,167,303	£-7,279,108	£-6,190,361
50%	70%	£-8,865,783	£-7,907,488	£-8,918,409	£-7,928,638
100%	70%	£-25,309,350	£-25,309,350	£-25,311,417	£-25,311,417

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£650 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,512,540	£8,398,286	£6,411,015	£8,358,701
10%	70%	£3,648,940	£5,346,112	£3,557,364	£5,310,282
15%	70%	£2,217,140	£3,820,025	£2,130,538	£3,786,072
20%	70%	£785,341	£2,293,938	£703,714	£2,261,863
25%	70%	-£657,033	£767,851	-£734,939	£737,653
30%	70%	-£2,112,249	-£770,638	-£2,185,100	-£799,421
35%	70%	-£3,567,467	-£2,321,684	-£3,635,261	-£2,348,560
40%	70%	-£5,022,685	-£3,872,732	-£5,085,423	-£3,897,697
45%	70%	-£6,477,901	-£5,423,778	-£6,535,584	-£5,446,836
50%	70%	-£7,933,119	-£6,974,824	-£7,985,745	-£6,995,974
100%	70%	-£22,485,290	-£22,485,290	-£22,487,357	-£22,487,357

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£12,824,743	-£10,938,997	-£12,926,268	-£10,978,582
10%	70%	-£15,688,343	-£13,991,171	-£15,779,919	-£14,027,001
15%	70%	-£17,120,143	-£15,517,258	-£17,206,745	-£15,551,211
20%	70%	-£18,551,943	-£17,043,345	-£18,633,570	-£17,075,420
25%	70%	-£19,994,316	-£18,569,433	-£20,072,222	-£18,599,630
30%	70%	-£21,449,533	-£20,107,921	-£21,522,383	-£20,136,704
35%	70%	-£22,904,750	-£21,658,968	-£22,972,544	-£21,685,843
40%	70%	-£24,359,968	-£23,210,015	-£24,422,706	-£23,234,980
45%	70%	-£25,815,184	-£24,761,061	-£25,872,867	-£24,784,119
50%	70%	-£27,270,402	-£26,312,107	-£27,323,028	-£26,333,257
100%	70%	-£41,822,573	-£41,822,573	-£41,824,641	-£41,824,641

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£5,597,193	-£3,711,447	-£5,698,718	-£3,751,032
10%	70%	-£8,460,793	-£6,763,621	-£8,552,369	-£6,799,451
15%	70%	-£9,892,593	-£8,289,708	-£9,979,195	-£8,323,661
20%	70%	-£11,324,393	-£9,815,795	-£11,406,019	-£9,847,870
25%	70%	-£12,766,766	-£11,341,883	-£12,844,672	-£11,372,080
30%	70%	-£14,221,983	-£12,880,371	-£14,294,833	-£12,909,154
35%	70%	-£15,677,200	-£14,431,418	-£15,744,994	-£14,458,293
40%	70%	-£17,132,418	-£15,982,465	-£17,195,155	-£16,007,430
45%	70%	-£18,587,634	-£17,533,511	-£18,645,317	-£17,556,569
50%	70%	-£20,042,852	-£19,084,557	-£20,095,478	-£19,105,707
100%	70%	-£34,595,023	-£34,595,023	-£34,597,090	-£34,597,090

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£2,919,293	-£1,033,547	-£3,020,819	-£1,073,132
10%	70%	-£5,782,893	-£4,085,722	-£5,874,470	-£4,121,551
15%	70%	-£7,214,694	-£5,611,809	-£7,301,295	-£5,645,761
20%	70%	-£8,646,493	-£7,137,896	-£8,728,120	-£7,169,970
25%	70%	-£10,088,866	-£8,663,983	-£10,166,772	-£8,694,180
30%	70%	-£11,544,083	-£10,202,472	-£11,616,934	-£10,231,255
35%	70%	-£12,999,301	-£11,753,518	-£13,067,095	-£11,780,393
40%	70%	-£14,454,518	-£13,304,565	-£14,517,256	-£13,329,531
45%	70%	-£15,909,735	-£14,855,612	-£15,967,418	-£14,878,669
50%	70%	-£17,364,952	-£16,406,658	-£17,417,579	-£16,427,808
100%	70%	-£31,917,124	-£31,917,124	-£31,919,191	-£31,919,191

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,322,291	£5,208,037	£3,220,765	£5,168,452
10%	70%	£458,691	£2,155,862	£367,114	£2,120,033
15%	70%	-£973,110	£629,775	-£1,059,711	£595,823
20%	70%	-£2,404,909	-£896,312	-£2,486,536	-£898,386
25%	70%	-£3,847,283	-£2,422,399	-£3,925,188	-£2,452,596
30%	70%	-£5,302,499	-£3,960,888	-£5,375,350	-£3,989,671
35%	70%	-£6,757,717	-£5,511,934	-£6,825,511	-£5,538,809
40%	70%	-£8,212,934	-£7,062,981	-£8,275,672	-£7,087,947
45%	70%	-£9,668,151	-£8,614,028	-£9,725,834	-£8,637,085
50%	70%	-£11,123,368	-£10,165,074	-£11,175,995	-£10,186,224
100%	70%	-£25,675,540	-£25,675,540	-£25,677,607	-£25,677,607

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£625 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,471,432	£6,357,178	£4,369,907	£6,317,594
10%	70%	£1,793,971	£3,491,143	£1,702,396	£3,455,313
15%	70%	£455,241	£2,058,126	£368,639	£2,024,173
20%	70%	-£897,939	£625,108	-£980,901	£593,033
25%	70%	-£2,258,564	-£821,123	-£2,336,470	-£851,814
30%	70%	-£3,619,189	-£2,277,578	-£3,692,039	-£2,306,360
35%	70%	-£4,979,814	-£3,734,032	-£5,047,609	-£3,760,907
40%	70%	-£6,340,440	-£5,190,487	-£6,403,178	-£5,215,453
45%	70%	-£7,701,066	-£6,646,942	-£7,758,747	-£6,670,000
50%	70%	-£9,061,691	-£8,103,397	-£9,114,317	-£8,124,547
100%	70%	-£22,667,944	-£22,667,944	-£22,670,011	-£22,670,011

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£14,885,851	-£12,980,105	-£14,967,377	-£13,019,689
10%	70%	-£17,543,312	-£15,846,140	-£17,634,887	-£15,881,970
15%	70%	-£18,882,042	-£17,279,157	-£18,968,644	-£17,313,110
20%	70%	-£20,235,222	-£18,712,175	-£20,318,184	-£18,744,250
25%	70%	-£21,595,847	-£20,158,406	-£21,673,753	-£20,189,097
30%	70%	-£22,956,472	-£21,614,861	-£23,029,323	-£21,643,644
35%	70%	-£24,317,098	-£23,071,315	-£24,384,892	-£23,098,190
40%	70%	-£25,677,723	-£24,527,770	-£25,740,461	-£24,552,737
45%	70%	-£27,038,349	-£25,984,225	-£27,096,031	-£26,007,283
50%	70%	-£28,398,974	-£27,440,680	-£28,451,600	-£27,461,830
100%	70%	-£42,005,227	-£42,005,227	-£42,007,294	-£42,007,294

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£7,638,301	-£5,752,555	-£7,739,826	-£5,792,139
10%	70%	-£10,315,762	-£8,618,590	-£10,407,337	-£8,654,420
15%	70%	-£11,654,492	-£10,051,607	-£11,741,094	-£10,085,560
20%	70%	-£13,007,672	-£11,484,625	-£13,090,634	-£11,516,700
25%	70%	-£14,368,297	-£12,930,856	-£14,446,203	-£12,961,547
30%	70%	-£15,728,922	-£14,387,311	-£15,801,773	-£14,416,093
35%	70%	-£17,089,547	-£15,843,765	-£17,157,342	-£15,870,640
40%	70%	-£18,450,173	-£17,300,220	-£18,512,911	-£17,325,187
45%	70%	-£19,810,799	-£18,756,675	-£19,868,481	-£18,779,733
50%	70%	-£21,171,424	-£20,213,130	-£21,224,050	-£20,234,280
100%	70%	-£34,777,677	-£34,777,677	-£34,779,744	-£34,779,744

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£4,960,402	-£3,074,658	-£5,061,927	-£3,114,240
10%	70%	-£7,637,862	-£5,940,691	-£7,729,438	-£5,976,520
15%	70%	-£8,976,593	-£7,373,708	-£9,063,194	-£7,407,660
20%	70%	-£10,329,772	-£8,806,726	-£10,412,734	-£8,838,800
25%	70%	-£11,690,398	-£10,252,957	-£11,768,304	-£10,283,647
30%	70%	-£13,051,022	-£11,709,411	-£13,123,873	-£11,738,194
35%	70%	-£14,411,648	-£13,165,865	-£14,479,442	-£13,192,741
40%	70%	-£15,772,274	-£14,622,321	-£15,835,012	-£14,647,287
45%	70%	-£17,132,899	-£16,078,775	-£17,190,581	-£16,101,834
50%	70%	-£18,493,525	-£17,535,230	-£18,546,150	-£17,556,380
100%	70%	-£32,099,777	-£32,099,777	-£32,101,845	-£32,101,845

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,281,182	£3,166,928	£1,179,657	£3,127,344
10%	70%	-£1,396,278	£300,893	-£1,487,854	£265,063
15%	70%	-£2,735,009	-£1,132,124	-£2,821,610	-£1,166,076
20%	70%	-£4,088,188	-£2,565,142	-£4,171,150	-£2,597,216
25%	70%	-£5,448,814	-£4,011,373	-£5,526,720	-£4,042,063
30%	70%	-£6,809,438	-£5,467,827	-£6,882,289	-£5,496,610
35%	70%	-£8,170,064	-£6,924,282	-£8,237,858	-£6,951,157
40%	70%	-£9,530,690	-£8,380,737	-£9,593,428	-£8,405,703
45%	70%	-£10,891,315	-£9,837,191	-£10,948,997	-£9,860,250
50%	70%	-£12,251,941	-£11,293,646	-£12,304,566	-£11,314,796
100%	70%	-£25,858,194	-£25,858,194	-£25,860,261	-£25,860,261

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use		Grant Available	Yes
		Value Area	£900psf
No Units	300	Sales value inflation	0%
Site Area	1.1 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£40,965,246	£44,047,155	£40,799,653	£43,982,793
10%	70%	£33,482,206	£36,277,047	£33,330,431	£36,218,823
15%	70%	£29,721,778	£32,384,244	£29,578,266	£32,328,186
20%	70%	£25,961,349	£28,467,199	£25,826,100	£28,414,260
25%	70%	£22,200,920	£24,550,156	£22,073,935	£24,500,335
30%	70%	£18,440,492	£20,633,112	£18,321,770	£20,586,410
35%	70%	£14,680,064	£16,716,068	£14,569,604	£16,672,484
40%	70%	£10,919,635	£12,799,024	£10,817,439	£12,758,559
45%	70%	£7,159,207	£8,881,980	£7,065,273	£8,844,633
50%	70%	£3,398,778	£4,964,935	£3,313,108	£4,930,708
100%	70%	-£34,764,941	-£34,764,941	-£34,768,031	-£34,768,031

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,578,729	£13,660,637	£10,413,135	£13,596,275
10%	70%	£3,095,688	£5,890,529	£2,943,914	£5,832,305
15%	70%	-£664,740	£1,997,727	-£808,252	£1,941,668
20%	70%	-£4,425,168	-£1,919,318	-£4,560,417	-£1,972,257
25%	70%	-£8,185,598	-£5,836,362	-£8,312,583	-£5,886,183
30%	70%	-£11,946,026	-£9,753,406	-£12,064,748	-£9,800,108
35%	70%	-£15,706,454	-£13,670,450	-£15,816,914	-£13,714,034
40%	70%	-£19,466,882	-£17,587,494	-£19,569,079	-£17,627,959
45%	70%	-£23,227,311	-£21,504,538	-£23,321,245	-£21,541,884
50%	70%	-£26,987,740	-£25,421,583	-£27,073,410	-£25,455,810
100%	70%	-£65,151,459	-£65,151,459	-£65,154,549	-£65,154,549

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,936,067	£25,017,976	£21,770,474	£24,953,614
10%	70%	£14,453,027	£17,247,868	£14,301,252	£17,189,644
15%	70%	£10,692,599	£13,355,066	£10,549,087	£13,299,007
20%	70%	£6,932,171	£9,438,021	£6,796,922	£9,385,081
25%	70%	£3,171,741	£5,520,977	£3,044,756	£5,471,156
30%	70%	-£588,687	£1,603,933	-£707,409	£1,557,231
35%	70%	-£4,349,115	-£2,313,111	-£4,459,575	-£2,356,695
40%	70%	-£8,109,543	-£6,230,155	-£8,211,740	-£6,270,620
45%	70%	-£11,869,972	-£10,147,199	-£11,963,906	-£10,184,546
50%	70%	-£15,630,401	-£14,064,244	-£15,716,071	-£14,098,471
100%	70%	-£53,794,120	-£53,794,120	-£53,797,210	-£53,797,210

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,144,106	£29,226,015	£25,978,513	£29,161,653
10%	70%	£18,661,066	£21,455,907	£18,509,291	£21,397,683
15%	70%	£14,900,638	£17,563,104	£14,757,126	£17,507,046
20%	70%	£11,140,209	£13,646,060	£11,004,961	£13,593,120
25%	70%	£7,379,780	£9,729,016	£7,252,795	£9,679,195
30%	70%	£3,619,352	£5,811,972	£3,500,630	£5,765,270
35%	70%	-£141,076	£1,894,928	-£251,536	£1,851,344
40%	70%	-£3,901,504	-£2,022,116	-£4,003,701	-£2,062,581
45%	70%	-£7,661,933	-£5,939,160	-£7,756,867	-£5,976,507
50%	70%	-£11,422,362	-£9,856,205	-£11,508,032	-£9,890,432
100%	70%	-£49,586,081	-£49,586,081	-£49,589,171	-£49,589,171

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£35,952,103	£39,034,011	£35,786,510	£38,969,649
10%	70%	£28,469,062	£31,263,904	£28,317,288	£31,205,679
15%	70%	£24,708,634	£27,371,101	£24,565,122	£27,315,042
20%	70%	£20,948,206	£23,454,056	£20,812,957	£23,401,117
25%	70%	£17,187,777	£19,537,012	£17,060,791	£19,487,192
30%	70%	£13,427,348	£15,619,968	£13,308,626	£15,573,266
35%	70%	£9,666,920	£11,702,924	£9,556,460	£11,659,340
40%	70%	£5,906,492	£7,785,880	£5,804,295	£7,745,415
45%	70%	£2,146,064	£3,868,836	£2,052,130	£3,831,490
50%	70%	-£1,614,366	-£48,209	-£1,700,036	-£82,435
100%	70%	-£39,778,085	-£39,778,085	-£39,781,175	-£39,781,175



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£865 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£36,444,939	£39,538,327	£36,276,639	£39,473,965
10%	70%	£29,364,875	£32,183,957	£29,213,100	£32,124,779
15%	70%	£25,824,841	£28,487,308	£25,681,331	£28,431,250
20%	70%	£22,284,809	£24,790,660	£22,149,561	£24,737,721
25%	70%	£18,744,776	£21,094,012	£18,617,791	£21,044,190
30%	70%	£15,204,744	£17,397,364	£15,086,022	£17,350,661
35%	70%	£11,664,712	£13,700,716	£11,554,252	£13,657,132
40%	70%	£8,124,678	£10,004,067	£8,022,483	£9,963,602
45%	70%	£4,584,646	£6,307,419	£4,490,713	£6,270,073
50%	70%	£1,044,614	£2,610,771	£958,943	£2,576,543
100%	70%	£-34,917,605	£-34,917,605	£-34,920,695	£-34,920,695

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,058,422	£9,151,809	£5,890,122	£9,087,447
10%	70%	£-1,021,643	£1,797,439	£-1,173,418	£1,738,262
15%	70%	£-4,561,676	£-1,899,210	£-4,705,187	£-1,955,268
20%	70%	£-8,101,709	£-5,595,858	£-8,236,957	£-5,648,797
25%	70%	£-11,641,741	£-9,292,506	£-11,768,726	£-9,342,327
30%	70%	£-15,181,774	£-12,989,154	£-15,300,496	£-13,035,857
35%	70%	£-18,721,806	£-16,685,802	£-18,832,266	£-16,729,386
40%	70%	£-22,261,839	£-20,382,451	£-22,364,035	£-20,422,915
45%	70%	£-25,801,872	£-24,079,099	£-25,895,805	£-24,116,445
50%	70%	£-29,341,904	£-27,775,747	£-29,427,574	£-27,809,975
100%	70%	£-65,304,123	£-65,304,123	£-65,307,213	£-65,307,213

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,415,760	£20,509,148	£17,247,460	£20,444,786
10%	70%	£10,335,696	£13,154,778	£10,183,921	£13,095,601
15%	70%	£6,795,662	£9,458,129	£6,652,152	£9,402,071
20%	70%	£3,255,630	£5,761,481	£3,120,382	£5,708,542
25%	70%	£-284,402	£2,064,833	£-411,388	£2,015,012
30%	70%	£-3,824,435	£-1,631,815	£-3,943,157	£-1,678,518
35%	70%	£-7,364,467	£-5,328,463	£-7,474,927	£-5,372,047
40%	70%	£-10,904,501	£-9,025,112	£-11,006,696	£-9,065,576
45%	70%	£-14,444,533	£-12,721,760	£-14,538,466	£-12,759,106
50%	70%	£-17,984,565	£-16,418,408	£-18,070,235	£-16,452,636
100%	70%	£-53,946,784	£-53,946,784	£-53,949,874	£-53,949,874

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,623,799	£24,717,187	£21,455,499	£24,652,825
10%	70%	£14,543,735	£17,362,817	£14,391,960	£17,303,640
15%	70%	£11,003,701	£13,666,168	£10,860,191	£13,610,110
20%	70%	£7,463,669	£9,969,520	£7,328,421	£9,916,581
25%	70%	£3,923,637	£6,272,872	£3,796,651	£6,223,051
30%	70%	£383,604	£2,576,224	£264,882	£2,529,521
35%	70%	£-3,156,428	£-1,120,424	£-3,266,888	£-1,164,008
40%	70%	£-6,696,462	£-4,817,073	£-6,798,657	£-4,857,537
45%	70%	£-10,236,494	£-8,513,721	£-10,330,427	£-8,551,067
50%	70%	£-13,776,526	£-12,210,369	£-13,862,197	£-12,244,597
100%	70%	£-49,738,745	£-49,738,745	£-49,741,835	£-49,741,835

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£31,431,796	£34,525,183	£31,263,496	£34,460,821
10%	70%	£24,351,731	£27,170,813	£24,199,956	£27,111,636
15%	70%	£20,811,698	£23,474,164	£20,668,187	£23,418,107
20%	70%	£17,271,665	£19,777,516	£17,136,417	£19,724,577
25%	70%	£13,731,633	£16,080,868	£13,604,648	£16,031,047
30%	70%	£10,191,600	£12,384,220	£10,072,878	£12,337,518
35%	70%	£6,651,568	£8,687,572	£6,541,109	£8,643,988
40%	70%	£3,111,535	£4,990,923	£3,009,339	£4,950,459
45%	70%	£-428,498	£1,294,275	£-522,431	£1,256,930
50%	70%	£-3,968,530	£-2,402,373	£-4,054,200	£-2,436,601
100%	70%	£-39,930,749	£-39,930,749	£-39,933,839	£-39,933,839

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£825 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£31,235,656	£34,367,969	£31,067,355	£34,302,555
10%	70%	£24,654,468	£27,473,550	£24,502,693	£27,414,373
15%	70%	£21,363,873	£24,026,340	£21,220,362	£23,970,282
20%	70%	£18,073,280	£20,579,131	£17,938,031	£20,526,191
25%	70%	£14,782,685	£17,131,920	£14,655,700	£17,082,100
30%	70%	£11,492,091	£13,684,711	£11,373,369	£13,638,008
35%	70%	£8,201,498	£10,237,502	£8,091,038	£10,193,918
40%	70%	£4,910,903	£6,790,291	£4,808,707	£6,749,827
45%	70%	£1,620,309	£3,343,082	£1,526,375	£3,305,736
50%	70%	£-1,697,603	£-105,831	£-1,784,675	£-140,618
100%	70%	£-35,141,724	£-35,141,724	£-35,144,814	£-35,144,814

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£849,139	£3,981,451	£680,837	£3,916,037
10%	70%	£-5,732,050	£-2,912,967	£-5,883,824	£-2,972,145
15%	70%	£-9,022,644	£-6,360,178	£-9,166,156	£-6,416,235
20%	70%	£-12,313,238	£-9,807,387	£-12,448,487	£-9,860,327
25%	70%	£-15,603,833	£-13,254,597	£-15,730,818	£-13,304,418
30%	70%	£-18,894,426	£-16,701,807	£-19,013,149	£-16,748,509
35%	70%	£-22,185,020	£-20,149,016	£-22,295,480	£-20,192,600
40%	70%	£-25,475,615	£-23,596,226	£-25,577,810	£-23,636,691
45%	70%	£-28,766,208	£-27,043,436	£-28,860,142	£-27,080,782
50%	70%	£-32,056,801	£-30,490,646	£-32,171,192	£-30,527,136
100%	70%	£-65,528,242	£-65,528,242	£-65,531,332	£-65,531,332

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,206,477	£15,338,790	£12,038,176	£15,273,376
10%	70%	£5,625,289	£8,444,372	£5,473,515	£8,385,194
15%	70%	£2,334,694	£4,997,161	£2,191,183	£4,941,103
20%	70%	£-955,899	£1,549,952	£-1,091,148	£1,497,012
25%	70%	£-4,246,494	£-1,897,258	£-4,373,479	£-1,947,079
30%	70%	£-7,537,087	£-5,344,468	£-7,655,810	£-5,391,170
35%	70%	£-10,827,681	£-8,791,677	£-10,938,141	£-8,835,261
40%	70%	£-14,118,276	£-12,238,887	£-14,220,472	£-12,279,352
45%	70%	£-17,408,869	£-15,686,097	£-17,502,803	£-15,723,443
50%	70%	£-20,726,782	£-19,135,010	£-20,813,853	£-19,169,797
100%	70%	£-54,170,903	£-54,170,903	£-54,173,993	£-54,173,993

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,414,516	£19,546,829	£16,246,215	£19,481,415
10%	70%	£9,833,328	£12,652,411	£9,681,554	£12,593,233
15%	70%	£6,542,733	£9,205,200	£6,399,222	£9,149,142
20%	70%	£3,252,140	£5,757,991	£3,116,891	£5,705,051
25%	70%	£-38,455	£2,310,781	£-165,440	£2,260,960
30%	70%	£-3,329,049	£-1,136,429	£-3,447,771	£-1,183,131
35%	70%	£-6,619,642	£-4,583,638	£-6,730,102	£-4,627,222
40%	70%	£-9,910,237	£-8,030,849	£-10,012,433	£-8,071,313
45%	70%	£-13,200,830	£-11,478,058	£-13,294,764	£-11,515,404
50%	70%	£-16,518,743	£-14,926,971	£-16,605,815	£-14,961,758
100%	70%	£-49,962,864	£-49,962,864	£-49,965,954	£-49,965,954

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,222,513	£29,354,825	£26,054,212	£29,289,411
10%	70%	£19,641,324	£22,460,407	£19,489,550	£22,401,229
15%	70%	£16,350,730	£19,013,196	£16,207,218	£18,957,139
20%	70%	£13,060,136	£15,565,987	£12,924,887	£15,513,047
25%	70%	£9,769,541	£12,118,777	£9,642,556	£12,068,956
30%	70%	£6,478,948	£8,671,567	£6,360,225	£8,624,865
35%	70%	£3,188,354	£5,224,358	£3,077,895	£5,180,774
40%	70%	£-102,241	£1,777,148	£-204,436	£1,736,684
45%	70%	£-3,392,834	£-1,670,062	£-3,486,768	£-1,707,408
50%	70%	£-6,710,747	£-5,118,975	£-6,797,818	£-5,153,762
100%	70%	£-40,154,868	£-40,154,868	£-40,157,958	£-40,157,958

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use

Grant Available	Yes
Value Area	£800 psf

No Units	300
Site Area	1.1 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£27,979,854	£31,112,167	£27,811,552	£31,046,752
10%	70%	£21,704,932	£24,524,014	£21,553,157	£24,464,837
15%	70%	£18,567,471	£21,229,938	£18,423,959	£21,173,879
20%	70%	£15,430,010	£17,935,861	£15,294,761	£17,882,921
25%	70%	£12,292,549	£14,641,785	£12,165,564	£14,591,963
30%	70%	£9,155,088	£11,347,708	£9,036,366	£11,301,006
35%	70%	£6,017,628	£8,053,632	£5,907,168	£8,010,048
40%	70%	£2,880,167	£4,759,555	£2,777,970	£4,719,090
45%	70%	£-261,502	£1,465,479	£-356,972	£1,428,132
50%	70%	£-3,450,277	£-1,858,505	£-3,537,348	£-1,893,292
100%	70%	£-35,338,021	£-35,338,021	£-35,341,111	£-35,341,111

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-2,406,664	£725,650	£-2,574,965	£660,235
10%	70%	£-8,681,586	£-5,862,503	£-8,833,360	£-5,921,681
15%	70%	£-11,819,047	£-9,156,580	£-11,962,558	£-9,212,639
20%	70%	£-14,956,508	£-12,450,656	£-15,091,756	£-12,503,597
25%	70%	£-18,093,968	£-15,744,733	£-18,220,954	£-15,794,554
30%	70%	£-21,231,429	£-19,038,810	£-21,350,152	£-19,085,512
35%	70%	£-24,368,890	£-22,332,886	£-24,479,350	£-22,376,470
40%	70%	£-27,506,351	£-25,626,963	£-27,608,548	£-25,667,428
45%	70%	£-30,643,812	£-28,921,039	£-30,743,490	£-28,958,386
50%	70%	£-33,781,273	£-32,215,116	£-33,923,866	£-32,279,810
100%	70%	£-65,724,539	£-65,724,539	£-65,727,629	£-65,727,629

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,950,675	£12,082,989	£8,782,374	£12,017,574
10%	70%	£2,675,753	£5,494,835	£2,523,978	£5,435,658
15%	70%	£-461,708	£2,200,759	£-605,220	£2,144,700
20%	70%	£-3,599,169	£-1,093,318	£-3,734,418	£-1,146,258
25%	70%	£-6,736,630	£-4,387,394	£-6,863,615	£-4,437,216
30%	70%	£-9,874,090	£-7,681,471	£-9,992,813	£-7,728,173
35%	70%	£-13,011,551	£-10,975,547	£-13,122,011	£-11,019,131
40%	70%	£-16,149,012	£-14,269,624	£-16,251,209	£-14,310,089
45%	70%	£-19,290,681	£-17,563,700	£-19,386,151	£-17,601,047
50%	70%	£-22,432,350	£-20,857,776	£-22,566,527	£-20,922,471
100%	70%	£-54,367,200	£-54,367,200	£-54,370,290	£-54,370,290

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,158,714	£16,291,028	£12,990,413	£16,225,612
10%	70%	£6,883,792	£9,702,874	£6,732,017	£9,643,697
15%	70%	£3,746,331	£6,408,798	£3,602,819	£6,352,739
20%	70%	£608,870	£3,114,721	£473,621	£3,061,781
25%	70%	£-2,528,591	£-179,355	£-2,655,576	£-229,177
30%	70%	£-5,666,051	£-3,473,432	£-5,784,774	£-3,520,134
35%	70%	£-8,803,512	£-6,767,508	£-8,913,972	£-6,811,092
40%	70%	£-11,940,973	£-10,061,585	£-12,043,170	£-10,102,050
45%	70%	£-15,082,642	£-13,355,661	£-15,178,112	£-13,393,008
50%	70%	£-18,221,417	£-16,649,737	£-18,358,488	£-16,714,432
100%	70%	£-50,159,161	£-50,159,161	£-50,162,251	£-50,162,251

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£22,966,710	£26,099,024	£22,798,409	£26,033,609
10%	70%	£16,691,788	£19,510,871	£16,540,014	£19,451,693
15%	70%	£13,554,327	£16,216,794	£13,410,816	£16,160,735
20%	70%	£10,416,867	£12,922,718	£10,281,618	£12,869,778
25%	70%	£7,279,406	£9,628,641	£7,152,421	£9,578,820
30%	70%	£4,141,945	£6,334,565	£4,023,222	£6,287,862
35%	70%	£1,004,484	£3,040,488	£894,024	£2,996,904
40%	70%	£-2,132,977	£-253,589	£-2,235,174	£-294,054
45%	70%	£-5,274,646	£-3,547,665	£-5,370,116	£-3,585,012
50%	70%	£-8,416,315	£-6,851,741	£-8,550,491	£-6,906,436
100%	70%	£-40,351,165	£-40,351,165	£-40,354,255	£-40,354,255

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£750 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,468,249	£24,600,563	£21,299,948	£24,535,148
10%	70%	£15,806,013	£18,625,096	£15,654,239	£18,565,918
15%	70%	£12,974,896	£15,637,362	£12,831,384	£15,581,304
20%	70%	£10,143,778	£12,649,629	£10,008,530	£12,596,690
25%	70%	£7,312,660	£9,661,895	£7,185,675	£9,612,075
30%	70%	£4,481,542	£6,674,162	£4,362,820	£6,627,460
35%	70%	£1,650,425	£3,686,428	£1,539,965	£3,642,845
40%	70%	£-1,200,003	£698,695	£-1,303,871	£658,230
45%	70%	£-4,077,424	£-2,326,476	£-4,172,894	£-2,364,433
50%	70%	£-6,954,846	£-5,363,074	£-7,041,917	£-5,397,862
100%	70%	£-35,729,057	£-35,729,057	£-35,732,147	£-35,732,147

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-8,918,268	£-5,785,955	£-9,086,570	£-5,851,370
10%	70%	£-14,580,504	£-11,761,422	£-14,732,279	£-11,820,599
15%	70%	£-17,411,622	£-14,749,155	£-17,555,134	£-14,805,213
20%	70%	£-20,242,740	£-17,736,889	£-20,377,988	£-17,789,828
25%	70%	£-23,073,858	£-20,724,623	£-23,200,843	£-20,774,443
30%	70%	£-25,904,976	£-23,712,356	£-26,023,698	£-23,759,058
35%	70%	£-28,736,093	£-26,700,090	£-28,846,552	£-26,743,673
40%	70%	£-31,566,211	£-29,687,822	£-31,690,389	£-29,728,287
45%	70%	£-34,396,328	£-32,675,554	£-34,534,226	£-32,712,901
50%	70%	£-37,226,445	£-35,663,286	£-37,478,063	£-35,707,515
100%	70%	£-66,115,575	£-66,115,575	£-66,118,665	£-66,118,665

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,439,070	£5,571,384	£2,270,769	£5,505,969
10%	70%	£-3,223,165	£-404,083	£-3,374,940	£-463,261
15%	70%	£-6,054,283	£-3,391,817	£-6,197,795	£-3,447,874
20%	70%	£-8,885,401	£-6,379,550	£-9,020,649	£-6,432,489
25%	70%	£-11,716,519	£-9,367,284	£-11,843,504	£-9,417,104
30%	70%	£-14,547,637	£-12,355,017	£-14,666,359	£-12,401,719
35%	70%	£-17,378,755	£-15,342,751	£-17,489,213	£-15,386,334
40%	70%	£-20,209,873	£-18,330,483	£-20,333,050	£-18,370,949
45%	70%	£-23,040,991	£-21,318,215	£-23,202,073	£-21,393,611
50%	70%	£-25,872,109	£-24,305,947	£-26,071,096	£-24,427,041
100%	70%	£-54,758,236	£-54,758,236	£-54,761,326	£-54,761,326

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,647,109	£9,779,423	£6,478,808	£9,714,008
10%	70%	£984,874	£3,803,956	£833,099	£3,744,778
15%	70%	£-1,846,244	£816,222	£-1,989,756	£760,165
20%	70%	£-4,677,362	£-2,171,511	£-4,812,610	£-2,224,450
25%	70%	£-7,508,480	£-5,159,245	£-7,635,465	£-5,209,065
30%	70%	£-10,339,598	£-8,146,978	£-10,458,320	£-8,193,680
35%	70%	£-13,170,715	£-11,134,712	£-13,281,174	£-11,178,295
40%	70%	£-16,001,833	£-14,122,444	£-16,125,011	£-14,162,910
45%	70%	£-18,832,951	£-17,110,176	£-18,994,034	£-17,185,573
50%	70%	£-21,664,069	£-20,097,908	£-21,863,057	£-20,219,002
100%	70%	£-50,550,197	£-50,550,197	£-50,553,287	£-50,553,287

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,455,106	£19,587,419	£16,286,804	£19,522,004
10%	70%	£10,792,870	£13,611,952	£10,641,095	£13,552,775
15%	70%	£7,961,752	£10,624,219	£7,818,240	£10,568,161
20%	70%	£5,130,634	£7,636,485	£4,995,386	£7,583,546
25%	70%	£2,299,516	£4,648,752	£2,172,531	£4,598,931
30%	70%	£-531,602	£1,661,018	£-660,324	£1,614,316
35%	70%	£-3,362,719	£-1,326,716	£-3,473,178	£-1,370,299
40%	70%	£-6,213,147	£-4,314,448	£-6,317,015	£-4,354,913
45%	70%	£-9,063,575	£-7,339,819	£-9,186,038	£-7,377,576
50%	70%	£-11,914,003	£-10,376,217	£-12,055,061	£-10,411,005
100%	70%	£-40,742,201	£-40,742,201	£-40,745,291	£-40,745,291

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£725 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>0%</b>
		<b>Build cost inflation</b>	<b>0%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£18,212,447	£21,344,760	£18,044,146	£21,279,346
10%	70%	£12,856,325	£15,675,407	£12,704,550	£15,616,230
15%	70%	£10,178,263	£12,840,730	£10,034,751	£12,784,671
20%	70%	£7,500,202	£10,006,053	£7,364,954	£9,953,114
25%	70%	£4,822,140	£7,171,376	£4,695,155	£7,121,555
30%	70%	£2,144,080	£4,336,699	£2,025,356	£4,289,997
35%	70%	£-542,715	£1,502,022	£-654,981	£1,458,438
40%	70%	£-3,264,576	£-1,354,451	£-3,368,444	£-1,395,577
45%	70%	£-5,986,437	£-4,235,489	£-6,081,907	£-4,273,446
50%	70%	£-8,708,299	£-7,116,527	£-8,795,370	£-7,151,315
100%	70%	£-35,926,912	£-35,926,912	£-35,930,001	£-35,930,001

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-12,174,071	£-9,041,757	£-12,342,371	£-9,107,171
10%	70%	£-17,530,193	£-14,711,111	£-17,681,968	£-14,770,288
15%	70%	£-20,208,255	£-17,545,788	£-20,351,766	£-17,601,847
20%	70%	£-22,886,316	£-20,380,465	£-23,021,564	£-20,433,404
25%	70%	£-25,564,377	£-23,215,142	£-25,691,363	£-23,264,962
30%	70%	£-28,242,438	£-26,049,818	£-28,361,161	£-26,096,521
35%	70%	£-30,929,232	£-28,884,495	£-31,041,499	£-28,928,079
40%	70%	£-33,651,094	£-31,740,968	£-33,754,962	£-31,782,095
45%	70%	£-36,372,955	£-34,622,007	£-36,468,425	£-34,659,963
50%	70%	£-39,094,817	£-37,503,045	£-39,181,888	£-37,537,833
100%	70%	£-66,313,430	£-66,313,430	£-66,316,519	£-66,316,519

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-816,732	£2,315,582	£-985,032	£2,250,167
10%	70%	£-6,172,854	£-3,353,772	£-6,324,629	£-3,412,949
15%	70%	£-8,850,916	£-6,188,449	£-8,994,427	£-6,244,508
20%	70%	£-11,528,977	£-9,023,126	£-11,664,225	£-9,076,065
25%	70%	£-14,207,039	£-11,857,803	£-14,334,024	£-11,907,624
30%	70%	£-16,885,099	£-14,692,479	£-17,003,822	£-14,739,182
35%	70%	£-19,571,894	£-17,527,157	£-19,684,160	£-17,570,740
40%	70%	£-22,293,755	£-20,383,629	£-22,397,623	£-20,424,756
45%	70%	£-25,015,616	£-23,264,668	£-25,111,086	£-23,302,625
50%	70%	£-27,737,478	£-26,145,706	£-27,824,549	£-26,180,494
100%	70%	£-54,956,091	£-54,956,091	£-54,959,180	£-54,959,180

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,391,307	£6,523,620	£3,223,007	£6,458,206
10%	70%	£-1,964,815	£854,267	£-2,116,590	£795,090
15%	70%	£-4,642,877	£-1,980,410	£-4,786,388	£-2,036,469
20%	70%	£-7,320,938	£-4,815,087	£-7,456,186	£-4,868,026
25%	70%	£-9,999,000	£-7,649,764	£-10,125,985	£-7,699,585
30%	70%	£-12,677,060	£-10,484,440	£-12,795,783	£-10,531,143
35%	70%	£-15,363,855	£-13,319,118	£-15,476,121	£-13,362,701
40%	70%	£-18,085,716	£-16,175,590	£-18,189,584	£-16,216,717
45%	70%	£-20,807,577	£-19,056,629	£-20,903,047	£-19,094,586
50%	70%	£-23,529,439	£-21,937,667	£-23,616,510	£-21,972,455
100%	70%	£-50,748,052	£-50,748,052	£-50,751,141	£-50,751,141

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,199,303	£16,331,617	£13,031,003	£16,266,203
10%	70%	£7,843,181	£10,662,263	£7,691,406	£10,603,086
15%	70%	£5,165,120	£7,827,586	£5,021,608	£7,771,527
20%	70%	£2,487,058	£4,992,909	£2,351,810	£4,939,970
25%	70%	£-191,003	£2,158,232	£-317,989	£2,108,412
30%	70%	£-2,869,064	£-676,444	£-2,987,787	£-723,147
35%	70%	£-5,555,858	£-3,511,121	£-5,668,125	£-3,554,705
40%	70%	£-8,277,720	£-6,367,594	£-8,381,588	£-6,408,721
45%	70%	£-10,999,581	£-9,248,632	£-11,095,051	£-9,286,589
50%	70%	£-13,721,442	£-12,129,671	£-13,808,514	£-12,164,459
100%	70%	£-40,940,056	£-40,940,056	£-40,943,145	£-40,943,145

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use		Value Area	£700 pst
No Units	300	Sales value inflation	0%
Site Area	1.1 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,956,645	£18,088,958	£14,788,344	£18,023,544
10%	70%	£9,902,969	£12,722,052	£9,751,195	£12,662,875
15%	70%	£7,376,131	£10,038,598	£7,232,620	£9,982,540
20%	70%	£4,849,294	£7,355,144	£4,714,045	£7,302,205
25%	70%	£2,322,456	£4,671,692	£2,195,470	£4,621,870
30%	70%	£-207,724	£1,988,238	£-328,389	£1,941,536
35%	70%	£-2,775,888	£-706,586	£-2,888,154	£-750,881
40%	70%	£-5,344,053	£-3,433,927	£-5,447,920	£-3,475,053
45%	70%	£-7,912,217	£-6,161,269	£-8,007,687	£-6,199,226
50%	70%	£-10,480,382	£-8,888,610	£-10,567,453	£-8,923,397
100%	70%	£-36,162,026	£-36,162,026	£-36,165,116	£-36,165,116

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-15,429,873	£-12,297,560	£-15,598,174	£-12,362,974
10%	70%	£-20,483,549	£-17,664,466	£-20,635,323	£-17,723,643
15%	70%	£-23,010,386	£-20,347,920	£-23,153,898	£-20,403,978
20%	70%	£-25,537,223	£-23,031,373	£-25,672,472	£-23,084,312
25%	70%	£-28,064,061	£-25,714,826	£-28,191,047	£-25,764,647
30%	70%	£-30,594,242	£-28,398,279	£-30,714,906	£-28,444,982
35%	70%	£-33,124,406	£-31,093,103	£-33,274,672	£-31,137,399
40%	70%	£-35,730,571	£-33,820,444	£-35,834,438	£-33,861,571
45%	70%	£-38,298,735	£-36,547,787	£-38,394,205	£-36,585,743
50%	70%	£-40,866,899	£-39,275,128	£-40,953,971	£-39,309,915
100%	70%	£-66,548,543	£-66,548,543	£-66,551,633	£-66,551,633

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-4,072,534	£-940,221	£-4,240,835	£-1,005,635
10%	70%	£-9,126,210	£-6,307,127	£-9,277,984	£-6,366,304
15%	70%	£-11,653,048	£-8,990,581	£-11,796,559	£-9,046,639
20%	70%	£-14,179,884	£-11,674,034	£-14,315,133	£-11,726,974
25%	70%	£-16,706,722	£-14,357,487	£-16,833,709	£-14,407,308
30%	70%	£-19,236,903	£-17,040,941	£-19,357,567	£-17,087,643
35%	70%	£-21,805,067	£-19,735,765	£-21,917,333	£-19,780,060
40%	70%	£-24,373,232	£-22,463,106	£-24,477,099	£-22,504,232
45%	70%	£-26,941,396	£-25,190,448	£-27,036,866	£-25,228,405
50%	70%	£-29,509,561	£-27,917,789	£-29,596,632	£-27,952,576
100%	70%	£-55,191,204	£-55,191,204	£-55,194,295	£-55,194,295

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£135,505	£3,267,818	£-32,796	£3,202,404
10%	70%	£-4,918,171	£-2,099,088	£-5,069,945	£-2,158,265
15%	70%	£-7,445,009	£-4,782,542	£-7,588,520	£-4,838,600
20%	70%	£-9,971,846	£-7,465,995	£-10,107,094	£-7,518,935
25%	70%	£-12,498,683	£-10,149,448	£-12,625,670	£-10,199,269
30%	70%	£-15,028,864	£-12,832,902	£-15,149,528	£-12,879,604
35%	70%	£-17,597,028	£-15,527,726	£-17,709,294	£-15,572,021
40%	70%	£-20,165,193	£-18,255,067	£-20,269,060	£-18,296,193
45%	70%	£-22,733,357	£-20,982,409	£-22,828,827	£-21,020,366
50%	70%	£-25,301,522	£-23,709,750	£-25,388,593	£-23,744,537
100%	70%	£-50,983,165	£-50,983,165	£-50,986,256	£-50,986,256

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,943,501	£13,075,814	£9,775,200	£13,010,400
10%	70%	£4,889,825	£7,708,908	£4,738,051	£7,649,731
15%	70%	£2,362,988	£5,025,454	£2,219,476	£4,969,397
20%	70%	£-163,849	£2,342,001	£-299,098	£2,289,062
25%	70%	£-2,690,687	£-341,452	£-2,817,673	£-391,273
30%	70%	£-5,220,868	£-3,024,905	£-5,341,532	£-3,071,608
35%	70%	£-7,789,032	£-5,719,729	£-7,901,298	£-5,764,025
40%	70%	£-10,357,197	£-8,447,070	£-10,461,064	£-8,488,197
45%	70%	£-12,925,361	£-11,174,412	£-13,020,831	£-11,212,369
50%	70%	£-15,493,525	£-13,901,754	£-15,580,597	£-13,936,540
100%	70%	£-41,175,169	£-41,175,169	£-41,178,259	£-41,178,259

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use

Grant Available	Yes
Value Area	£650 psf

No Units	300
Site Area	1.1 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,445,040	£11,577,353	£8,276,739	£11,511,939
10%	70%	£3,983,618	£6,802,700	£3,831,843	£6,743,524
15%	70%	£1,752,907	£4,415,373	£1,609,396	£4,359,315
20%	70%	£485,619	£2,028,047	£623,079	£1,975,107
25%	70%	£2,752,813	£365,156	£2,881,876	£415,791
30%	70%	£5,020,008	£2,791,527	£5,140,672	£2,838,994
35%	70%	£7,287,203	£5,217,900	£7,399,468	£5,262,196
40%	70%	£9,554,397	£7,644,272	£9,658,265	£7,685,397
45%	70%	£11,821,592	£10,070,643	£11,917,062	£10,108,600
50%	70%	£14,088,787	£12,497,015	£14,175,858	£12,531,802
100%	70%	£36,760,732	£36,760,732	£36,763,823	£36,763,823

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,941,478	£18,809,164	£22,109,778	£18,874,578
10%	70%	£26,402,900	£23,583,818	£26,554,675	£23,642,994
15%	70%	£28,633,610	£25,971,145	£28,777,122	£26,027,203
20%	70%	£30,872,137	£28,358,471	£31,009,597	£28,411,411
25%	70%	£33,139,331	£30,751,674	£33,268,394	£30,802,309
30%	70%	£35,406,525	£33,178,045	£35,527,190	£33,225,512
35%	70%	£37,673,721	£35,604,417	£37,785,986	£35,648,714
40%	70%	£39,940,915	£38,030,789	£40,044,783	£38,071,915
45%	70%	£42,208,109	£40,457,161	£42,303,579	£40,495,116
50%	70%	£44,475,305	£42,883,533	£44,562,375	£42,918,320
100%	70%	£67,147,250	£67,147,250	£67,150,340	£67,150,340

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,584,139	£7,451,826	£10,752,439	£7,517,240
10%	70%	£15,045,561	£12,226,479	£15,197,336	£12,285,655
15%	70%	£17,276,272	£14,613,806	£17,419,783	£14,669,864
20%	70%	£19,514,798	£17,001,132	£19,652,258	£17,054,072
25%	70%	£21,781,992	£19,394,335	£21,911,055	£19,444,970
30%	70%	£24,049,186	£21,820,706	£24,169,851	£21,868,173
35%	70%	£26,316,382	£24,247,078	£26,428,647	£24,291,375
40%	70%	£28,583,576	£26,673,451	£28,687,444	£26,714,576
45%	70%	£30,850,770	£29,099,822	£30,946,240	£29,137,779
50%	70%	£33,117,966	£31,526,194	£33,205,036	£31,560,981
100%	70%	£55,789,911	£55,789,911	£55,793,001	£55,793,001

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,376,100	£3,243,787	£6,544,400	£3,309,201
10%	70%	£10,837,522	£8,018,440	£10,989,297	£8,077,616
15%	70%	£13,068,233	£10,405,767	£13,211,744	£10,461,825
20%	70%	£15,306,759	£12,793,093	£15,444,219	£12,846,033
25%	70%	£17,573,953	£15,186,296	£17,703,016	£15,236,931
30%	70%	£19,841,147	£17,612,667	£19,961,812	£17,660,134
35%	70%	£22,108,343	£20,039,039	£22,220,608	£20,083,336
40%	70%	£24,375,537	£22,465,412	£24,479,405	£22,506,537
45%	70%	£26,642,731	£24,891,783	£26,738,201	£24,929,740
50%	70%	£28,909,927	£27,318,155	£28,996,998	£27,352,942
100%	70%	£51,581,872	£51,581,872	£51,584,962	£51,584,962

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,431,896	£6,564,210	£3,263,596	£6,498,796
10%	70%	£1,029,526	£1,789,557	£1,181,300	£1,730,380
15%	70%	£3,260,236	£597,771	£3,403,748	£653,828
20%	70%	£5,498,763	£2,985,097	£5,636,223	£3,038,037
25%	70%	£7,765,957	£5,376,300	£7,895,020	£5,426,935
30%	70%	£10,033,151	£7,804,671	£10,153,816	£7,852,137
35%	70%	£12,300,347	£10,231,043	£12,412,612	£10,275,340
40%	70%	£14,567,541	£12,657,415	£14,671,409	£12,698,541
45%	70%	£16,834,735	£15,083,787	£16,930,205	£15,121,743
50%	70%	£19,101,931	£17,510,159	£19,189,001	£17,544,946
100%	70%	£41,773,876	£41,773,876	£41,776,966	£41,776,966

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use

Grant Available	Yes
Value Area	£625 psf

No Units	300
Site Area	1.1 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,189,238	£8,321,552	£5,020,937	£8,256,137
10%	70%	£1,024,013	£3,843,095	£872,238	£3,783,919
15%	70%	-£1,075,913	£1,603,868	-£1,221,771	£1,547,810
20%	70%	-£3,192,586	-£645,751	-£3,330,046	-£699,557
25%	70%	-£5,309,260	-£2,921,603	-£5,438,322	-£2,972,238
30%	70%	-£7,425,934	-£5,197,453	-£7,546,597	-£5,244,919
35%	70%	-£9,542,607	-£7,473,304	-£9,654,874	-£7,517,600
40%	70%	-£11,659,281	-£9,749,155	-£11,763,149	-£9,790,281
45%	70%	-£13,775,954	-£12,025,006	-£13,871,424	-£12,062,963
50%	70%	-£15,892,628	-£14,300,856	-£15,979,700	-£14,335,643
100%	70%	-£37,059,364	-£37,059,364	-£37,062,454	-£37,062,454

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£25,197,280	-£22,064,966	-£25,365,581	-£22,130,381
10%	70%	-£29,362,505	-£26,543,422	-£29,514,279	-£26,602,599
15%	70%	-£31,462,430	-£28,782,650	-£31,608,289	-£28,838,708
20%	70%	-£33,579,104	-£31,032,269	-£33,716,564	-£31,086,074
25%	70%	-£35,695,778	-£33,308,121	-£35,824,840	-£33,358,756
30%	70%	-£37,812,451	-£35,583,971	-£37,933,115	-£35,631,437
35%	70%	-£39,929,125	-£37,859,821	-£40,041,391	-£37,904,118
40%	70%	-£42,045,799	-£40,135,673	-£42,149,667	-£40,176,799
45%	70%	-£44,162,472	-£42,411,523	-£44,257,942	-£42,449,480
50%	70%	-£46,279,146	-£44,687,374	-£46,366,217	-£44,722,161
100%	70%	-£67,445,882	-£67,445,882	-£67,448,972	-£67,448,972

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£13,839,941	-£10,707,627	-£14,008,242	-£10,773,042
10%	70%	-£18,005,166	-£15,186,084	-£18,156,941	-£15,245,260
15%	70%	-£20,105,092	-£17,425,311	-£20,250,950	-£17,481,369
20%	70%	-£22,221,765	-£19,674,930	-£22,359,225	-£19,728,735
25%	70%	-£24,338,439	-£21,950,782	-£24,467,501	-£22,001,417
30%	70%	-£26,455,112	-£24,226,632	-£26,575,776	-£24,274,098
35%	70%	-£28,571,786	-£26,502,483	-£28,684,052	-£26,546,779
40%	70%	-£30,688,460	-£28,778,334	-£30,792,328	-£28,819,460
45%	70%	-£32,805,133	-£31,054,185	-£32,900,603	-£31,092,141
50%	70%	-£34,921,807	-£33,330,035	-£35,008,879	-£33,364,822
100%	70%	-£56,088,543	-£56,088,543	-£56,091,633	-£56,091,633

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£9,631,902	-£6,499,588	-£9,800,203	-£6,565,003
10%	70%	-£13,797,127	-£10,978,045	-£13,948,902	-£11,037,221
15%	70%	-£15,897,053	-£13,217,272	-£16,042,911	-£13,273,330
20%	70%	-£18,013,726	-£15,466,891	-£18,151,186	-£15,520,696
25%	70%	-£20,130,400	-£17,742,743	-£20,259,462	-£17,793,378
30%	70%	-£22,247,073	-£20,018,593	-£22,367,737	-£20,066,059
35%	70%	-£24,363,747	-£22,294,444	-£24,476,013	-£22,338,740
40%	70%	-£26,480,421	-£24,570,295	-£26,584,289	-£24,611,421
45%	70%	-£28,597,094	-£26,846,146	-£28,692,564	-£26,884,103
50%	70%	-£30,713,768	-£29,121,996	-£30,800,840	-£29,156,783
100%	70%	-£51,880,504	-£51,880,504	-£51,883,594	-£51,883,594

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£176,094	£3,308,408	£7,793	£3,242,993
10%	70%	-£3,989,131	-£1,170,048	-£4,140,905	-£1,229,225
15%	70%	-£6,089,056	-£3,409,276	-£6,234,915	-£3,465,334
20%	70%	-£8,205,730	-£5,658,895	-£8,343,190	-£5,712,700
25%	70%	-£10,322,404	-£7,934,746	-£10,451,465	-£7,985,382
30%	70%	-£12,439,077	-£10,210,597	-£12,559,741	-£10,258,062
35%	70%	-£14,555,751	-£12,486,447	-£14,668,017	-£12,530,744
40%	70%	-£16,672,424	-£14,762,299	-£16,776,293	-£14,803,425
45%	70%	-£18,789,098	-£17,038,149	-£18,884,568	-£17,076,106
50%	70%	-£20,905,772	-£19,314,000	-£20,992,843	-£19,348,787
100%	70%	-£42,072,508	-£42,072,508	-£42,075,598	-£42,075,598



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail		Grant Available	Yes
No Units	450	Value Area	£900psf
Site Area	1.26 Ha	Sales value inflation	0%
		Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£33,124,292	£37,806,920	£32,868,083	£37,704,521
10%	70%	£22,491,434	£26,705,801	£22,259,932	£26,612,726
15%	70%	£17,175,006	£21,155,240	£16,955,856	£21,066,828
20%	70%	£11,858,577	£15,604,680	£11,651,780	£15,520,930
25%	70%	£6,542,149	£10,054,121	£6,347,704	£9,975,032
30%	70%	£1,225,720	£4,503,561	£1,043,628	£4,429,134
35%	70%	£-4,157,613	£-1,064,124	£-4,330,128	£-1,135,028
40%	70%	£-9,560,992	£-6,705,464	£-9,720,953	£-6,771,630
45%	70%	£-14,964,372	£-12,346,804	£-15,111,778	£-12,408,231
50%	70%	£-20,367,752	£-17,988,145	£-20,502,603	£-18,044,833
100%	70%	£-74,401,547	£-74,401,547	£-74,410,850	£-74,410,850

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,769,666	£2,912,962	£-2,025,875	£2,810,563
10%	70%	£-12,402,523	£-8,188,157	£-12,634,026	£-8,281,232
15%	70%	£-17,718,951	£-13,738,718	£-17,938,102	£-13,827,130
20%	70%	£-23,035,381	£-19,289,278	£-23,242,178	£-19,373,028
25%	70%	£-28,351,809	£-24,839,837	£-28,546,254	£-24,918,926
30%	70%	£-33,668,238	£-30,390,397	£-33,850,329	£-30,464,824
35%	70%	£-39,051,570	£-35,958,082	£-39,224,086	£-36,028,986
40%	70%	£-44,454,950	£-41,599,422	£-44,614,911	£-41,665,587
45%	70%	£-49,858,330	£-47,240,762	£-50,005,735	£-47,302,189
50%	70%	£-55,261,709	£-52,882,102	£-55,396,560	£-52,938,791
100%	70%	£-109,295,504	£-109,295,504	£-109,304,807	£-109,304,807

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,272,384	£15,955,013	£11,016,176	£15,852,614
10%	70%	£639,527	£4,853,893	£408,024	£4,760,819
15%	70%	£-4,676,901	£-696,667	£-4,896,051	£-785,079
20%	70%	£-9,993,330	£-6,247,227	£-10,200,127	£-6,330,977
25%	70%	£-15,309,758	£-11,797,786	£-15,504,203	£-11,876,875
30%	70%	£-20,626,187	£-17,348,347	£-20,808,279	£-17,422,773
35%	70%	£-26,009,520	£-22,916,031	£-26,182,035	£-22,986,935
40%	70%	£-31,412,899	£-28,557,371	£-31,572,860	£-28,623,537
45%	70%	£-36,816,279	£-34,198,711	£-36,963,685	£-34,260,138
50%	70%	£-42,219,659	£-39,840,052	£-42,354,510	£-39,896,740
100%	70%	£-96,253,454	£-96,253,454	£-96,262,757	£-96,262,757

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,104,631	£20,787,259	£15,848,422	£20,684,860
10%	70%	£5,471,773	£9,686,140	£5,240,271	£9,593,065
15%	70%	£155,345	£4,135,579	£-63,805	£4,047,167
20%	70%	£-5,161,084	£-1,414,981	£-5,367,881	£-1,498,731
25%	70%	£-10,477,512	£-6,965,540	£-10,671,957	£-7,044,629
30%	70%	£-15,793,941	£-12,516,100	£-15,976,033	£-12,590,527
35%	70%	£-21,177,273	£-18,083,785	£-21,349,789	£-18,154,689
40%	70%	£-26,580,653	£-23,725,125	£-26,740,614	£-23,791,291
45%	70%	£-31,984,033	£-29,366,465	£-32,131,439	£-29,427,892
50%	70%	£-37,387,413	£-35,007,806	£-37,522,264	£-35,064,494
100%	70%	£-91,421,208	£-91,421,208	£-91,430,511	£-91,430,511

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£27,367,514	£32,050,143	£27,111,306	£31,947,743
10%	70%	£16,734,657	£20,949,023	£16,503,154	£20,855,948
15%	70%	£11,418,229	£15,398,463	£11,199,078	£15,310,050
20%	70%	£6,101,800	£9,847,903	£5,895,002	£9,764,153
25%	70%	£785,372	£4,297,343	£590,927	£4,218,255
30%	70%	£-4,531,057	£-1,253,217	£-4,713,149	£-1,327,643
35%	70%	£-9,914,390	£-6,820,901	£-10,086,905	£-6,891,806
40%	70%	£-15,317,770	£-12,462,241	£-15,477,730	£-12,528,407
45%	70%	£-20,721,149	£-18,103,581	£-20,868,555	£-18,165,009
50%	70%	£-26,124,529	£-23,744,922	£-26,259,380	£-23,801,610
100%	70%	£-80,158,324	£-80,158,324	£-80,167,627	£-80,167,627

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£865 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,580,489	£31,263,119	£26,324,281	£31,160,719
10%	70%	£16,579,908	£20,794,274	£16,348,405	£20,701,200
15%	70%	£11,579,618	£15,559,852	£11,360,467	£15,471,440
20%	70%	£6,579,327	£10,325,431	£6,372,530	£10,241,680
25%	70%	£1,579,037	£5,091,008	£1,384,592	£5,011,920
30%	70%	£-3,477,209	£-145,759	£-3,662,279	£-221,403
35%	70%	£-8,559,280	£-5,465,791	£-8,731,796	£-5,536,695
40%	70%	£-13,641,352	£-10,785,823	£-13,801,312	£-10,851,989
45%	70%	£-18,723,423	£-16,105,855	£-18,870,829	£-16,167,282
50%	70%	£-23,805,494	£-21,425,887	£-23,940,345	£-21,482,576
100%	70%	£-74,626,205	£-74,626,205	£-74,635,508	£-74,635,508

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-8,313,468	£-3,630,839	£-8,569,677	£-3,733,239
10%	70%	£-18,314,050	£-14,099,684	£-18,545,553	£-14,192,758
15%	70%	£-23,314,340	£-19,334,106	£-23,533,490	£-19,422,518
20%	70%	£-28,314,631	£-24,568,527	£-28,521,428	£-24,652,278
25%	70%	£-33,314,921	£-29,802,950	£-33,509,366	£-29,882,038
30%	70%	£-38,314,167	£-35,039,717	£-38,556,237	£-35,115,360
35%	70%	£-43,453,238	£-40,359,749	£-43,625,754	£-40,430,653
40%	70%	£-48,535,310	£-45,679,781	£-48,695,270	£-45,745,947
45%	70%	£-53,617,381	£-50,999,812	£-53,764,786	£-51,061,240
50%	70%	£-58,699,451	£-56,319,844	£-58,834,302	£-56,376,534
100%	70%	£-109,520,163	£-109,520,163	£-109,529,466	£-109,529,466

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,728,582	£9,411,212	£4,472,374	£9,308,811
10%	70%	£-5,271,999	£-1,057,633	£-5,503,502	£-1,150,708
15%	70%	£-10,272,289	£-6,292,055	£-10,491,440	£-6,380,468
20%	70%	£-15,272,580	£-11,526,477	£-15,479,378	£-11,610,228
25%	70%	£-20,272,871	£-16,760,899	£-20,467,316	£-16,839,988
30%	70%	£-25,272,116	£-21,997,666	£-25,514,186	£-22,073,310
35%	70%	£-30,411,187	£-27,317,698	£-30,583,703	£-27,388,603
40%	70%	£-35,493,259	£-32,637,731	£-35,653,220	£-32,703,896
45%	70%	£-40,575,330	£-37,957,762	£-40,722,736	£-38,019,189
50%	70%	£-45,657,401	£-43,277,794	£-45,792,252	£-43,334,483
100%	70%	£-96,478,112	£-96,478,112	£-96,487,415	£-96,487,415

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,560,829	£14,243,458	£9,304,620	£14,141,058
10%	70%	£-439,753	£3,774,613	£-671,256	£3,681,539
15%	70%	£-5,440,043	£-1,459,809	£-5,659,194	£-1,548,221
20%	70%	£-10,440,334	£-6,694,230	£-10,647,131	£-6,777,981
25%	70%	£-15,440,624	£-11,928,653	£-15,635,069	£-12,007,741
30%	70%	£-20,496,870	£-17,165,420	£-20,681,940	£-17,241,064
35%	70%	£-25,578,941	£-22,485,452	£-25,751,457	£-22,556,356
40%	70%	£-30,661,013	£-27,805,484	£-30,820,973	£-27,871,650
45%	70%	£-35,743,084	£-33,125,516	£-35,890,490	£-33,186,943
50%	70%	£-40,825,155	£-38,445,548	£-40,960,006	£-38,502,237
100%	70%	£-91,645,866	£-91,645,866	£-91,655,169	£-91,655,169

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,823,712	£25,506,341	£20,567,503	£25,403,941
10%	70%	£10,823,131	£15,037,497	£10,591,628	£14,944,422
15%	70%	£5,822,840	£9,803,074	£5,603,690	£9,714,662
20%	70%	£822,549	£4,568,653	£615,752	£4,484,902
25%	70%	£-4,177,741	£-665,769	£-4,372,186	£-744,858
30%	70%	£-9,233,986	£-5,902,537	£-9,419,057	£-5,978,180
35%	70%	£-14,316,057	£-11,222,569	£-14,488,574	£-11,293,473
40%	70%	£-19,398,129	£-16,542,601	£-19,558,090	£-16,608,767
45%	70%	£-24,480,200	£-21,862,632	£-24,627,606	£-21,924,060
50%	70%	£-29,562,271	£-27,182,664	£-29,697,122	£-27,239,353
100%	70%	£-80,382,983	£-80,382,983	£-80,392,286	£-80,392,286

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£825 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£19,101,859	£23,784,488	£18,845,651	£23,682,088
10%	70%	£9,816,690	£14,031,056	£9,585,187	£13,937,981
15%	70%	£5,174,105	£9,154,340	£4,954,956	£9,065,928
20%	70%	£531,522	£4,277,625	£324,723	£4,193,874
25%	70%	£4,178,300	£608,890	£4,375,925	£689,271
30%	70%	£8,896,815	£5,565,365	£9,081,885	£5,641,008
35%	70%	£13,615,329	£10,521,840	£13,787,845	£10,592,745
40%	70%	£18,333,844	£15,478,316	£18,493,805	£15,544,482
45%	70%	£23,052,358	£20,434,791	£23,199,764	£20,496,218
50%	70%	£27,770,873	£25,391,266	£27,905,724	£25,447,955
100%	70%	£74,956,019	£74,956,019	£74,965,322	£74,965,322

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,792,099	£11,109,470	£16,048,307	£11,211,870
10%	70%	£25,077,268	£20,862,902	£25,308,771	£20,955,976
15%	70%	£29,719,852	£25,739,618	£29,939,002	£25,828,030
20%	70%	£34,362,436	£30,616,333	£34,569,234	£30,700,084
25%	70%	£39,072,258	£35,502,848	£39,269,882	£35,583,229
30%	70%	£43,790,772	£40,459,323	£43,975,843	£40,534,966
35%	70%	£48,509,287	£45,415,798	£48,681,803	£45,486,703
40%	70%	£53,227,802	£50,372,274	£53,387,763	£50,438,439
45%	70%	£57,946,316	£55,328,749	£58,093,722	£55,390,176
50%	70%	£62,664,831	£60,285,224	£62,799,682	£60,341,913
100%	70%	£109,849,977	£109,849,977	£109,859,280	£109,859,280

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,750,048	£1,932,580	£3,006,257	£1,830,181
10%	70%	£12,035,217	£7,820,851	£12,266,720	£7,913,926
15%	70%	£16,677,802	£12,697,567	£16,896,951	£12,785,979
20%	70%	£21,320,385	£17,574,283	£21,527,184	£17,658,034
25%	70%	£26,030,207	£22,460,797	£26,227,832	£22,541,179
30%	70%	£30,748,722	£27,417,272	£30,933,792	£27,492,915
35%	70%	£35,467,237	£32,373,747	£35,639,752	£32,444,652
40%	70%	£40,185,751	£37,330,223	£40,345,712	£37,396,389
45%	70%	£44,904,265	£42,286,698	£45,051,671	£42,348,125
50%	70%	£49,622,780	£47,243,173	£49,757,631	£47,299,862
100%	70%	£96,807,926	£96,807,926	£96,817,229	£96,817,229

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,082,198	£6,764,827	£1,825,990	£6,662,427
10%	70%	£7,202,971	£2,988,605	£7,434,474	£3,081,680
15%	70%	£11,845,556	£7,865,321	£12,064,705	£7,953,733
20%	70%	£16,488,139	£12,742,036	£16,694,938	£12,825,787
25%	70%	£21,197,961	£17,628,551	£21,395,586	£17,708,932
30%	70%	£25,916,476	£22,585,026	£26,101,546	£22,660,669
35%	70%	£30,634,990	£27,541,501	£30,807,506	£27,612,406
40%	70%	£35,353,505	£32,497,977	£35,513,466	£32,564,143
45%	70%	£40,072,019	£37,454,452	£40,219,425	£37,515,879
50%	70%	£44,790,534	£42,410,927	£44,925,385	£42,467,616
100%	70%	£91,975,680	£91,975,680	£91,984,983	£91,984,983

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,345,082	£18,027,710	£13,088,873	£17,925,311
10%	70%	£4,059,912	£8,274,279	£3,828,409	£8,181,204
15%	70%	£582,672	£3,397,563	£801,822	£3,309,150
20%	70%	£5,225,256	£1,479,153	£5,432,054	£1,562,804
25%	70%	£9,935,077	£6,365,667	£10,132,702	£6,446,049
30%	70%	£14,653,592	£11,322,142	£14,838,662	£11,397,786
35%	70%	£19,372,107	£16,278,617	£19,544,622	£16,349,522
40%	70%	£24,090,622	£21,235,093	£24,250,582	£21,301,259
45%	70%	£28,809,136	£26,191,568	£28,956,541	£26,252,996
50%	70%	£33,527,650	£31,148,043	£33,662,501	£31,204,733
100%	70%	£80,712,796	£80,712,796	£80,722,100	£80,722,100

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£800 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,427,715	£19,110,344	£14,171,506	£19,007,944
10%	70%	£5,581,538	£9,795,904	£5,350,035	£9,702,829
15%	70%	£1,158,450	£5,138,684	£939,300	£5,050,272
20%	70%	-£3,318,032	£481,465	-£3,528,211	£397,714
25%	70%	-£7,813,460	-£4,244,050	-£8,011,085	-£4,324,432
30%	70%	-£12,308,889	-£8,977,439	-£12,493,959	-£9,053,083
35%	70%	-£16,804,317	-£13,710,829	-£16,976,832	-£13,781,733
40%	70%	-£21,299,746	-£18,444,218	-£21,459,707	-£18,510,384
45%	70%	-£25,795,174	-£23,177,607	-£25,942,580	-£23,239,035
50%	70%	-£30,290,602	-£27,910,996	-£30,425,454	-£27,967,685
100%	70%	-£75,244,888	-£75,244,888	-£75,254,192	-£75,254,192

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£20,466,243	-£15,783,614	-£20,722,452	-£15,886,014
10%	70%	-£29,312,420	-£25,098,054	-£29,543,923	-£25,191,128
15%	70%	-£33,735,508	-£29,755,274	-£33,954,658	-£29,843,686
20%	70%	-£38,211,990	-£34,412,493	-£38,422,169	-£34,496,244
25%	70%	-£42,707,418	-£39,138,008	-£42,905,043	-£39,218,389
30%	70%	-£47,202,847	-£43,871,397	-£47,387,917	-£43,947,040
35%	70%	-£51,698,275	-£48,604,786	-£51,870,790	-£48,675,690
40%	70%	-£56,193,704	-£53,338,176	-£56,353,665	-£53,404,341
45%	70%	-£60,689,132	-£58,071,565	-£60,836,538	-£58,132,992
50%	70%	-£65,184,560	-£62,804,954	-£65,319,412	-£62,861,642
100%	70%	-£110,138,846	-£110,138,846	-£110,148,149	-£110,148,149

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£7,424,193	-£2,741,563	-£7,680,401	-£2,843,963
10%	70%	-£16,270,369	-£12,056,003	-£16,501,872	-£12,149,078
15%	70%	-£20,693,457	-£16,713,223	-£20,912,608	-£16,801,635
20%	70%	-£25,169,939	-£21,370,442	-£25,380,119	-£21,454,193
25%	70%	-£29,665,367	-£26,095,957	-£29,862,992	-£26,176,339
30%	70%	-£34,160,796	-£30,829,346	-£34,345,866	-£30,904,990
35%	70%	-£38,656,224	-£35,562,736	-£38,828,740	-£35,633,640
40%	70%	-£43,151,653	-£40,296,125	-£43,311,614	-£40,362,291
45%	70%	-£47,647,081	-£45,029,514	-£47,794,487	-£45,090,942
50%	70%	-£52,142,510	-£49,762,904	-£52,277,362	-£49,819,592
100%	70%	-£97,096,796	-£97,096,796	-£97,106,099	-£97,106,099

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£2,591,946	£2,090,683	-£2,848,155	£1,988,283
10%	70%	-£11,438,123	-£7,223,757	-£11,669,626	-£7,316,832
15%	70%	-£15,861,211	-£11,880,977	-£16,080,361	-£11,969,389
20%	70%	-£20,337,693	-£16,538,196	-£20,547,872	-£16,621,947
25%	70%	-£24,833,121	-£21,263,711	-£25,030,746	-£21,344,093
30%	70%	-£29,328,550	-£25,997,100	-£29,513,620	-£26,072,744
35%	70%	-£33,823,978	-£30,730,489	-£33,996,493	-£30,801,394
40%	70%	-£38,319,407	-£35,463,879	-£38,479,368	-£35,530,045
45%	70%	-£42,814,835	-£40,197,268	-£42,962,241	-£40,258,696
50%	70%	-£47,310,263	-£44,930,657	-£47,445,115	-£44,987,346
100%	70%	-£92,264,549	-£92,264,549	-£92,273,853	-£92,273,853

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,670,937	£13,353,567	£8,414,728	£13,251,166
10%	70%	-£175,240	£4,039,127	-£406,742	£3,946,052
15%	70%	-£4,598,327	£618,093	-£4,817,478	-£706,506
20%	70%	-£9,074,809	-£5,275,312	-£9,284,989	-£5,359,063
25%	70%	-£13,570,237	-£10,000,827	-£13,767,862	-£10,081,209
30%	70%	-£18,065,667	-£14,734,217	-£18,250,737	-£14,809,860
35%	70%	-£22,561,095	-£19,467,606	-£22,733,610	-£19,538,510
40%	70%	-£27,056,524	-£24,200,995	-£27,216,484	-£24,267,161
45%	70%	-£31,551,952	-£28,934,385	-£31,699,358	-£28,995,812
50%	70%	-£36,047,380	-£33,667,774	-£36,182,232	-£33,724,462
100%	70%	-£81,001,666	-£81,001,666	-£81,010,969	-£81,010,969

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£750 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,079,427	£9,762,055	£4,823,218	£9,659,656
10%	70%	£2,935,783	£1,325,826	£3,171,072	£1,232,751
15%	70%	£6,984,924	£2,939,592	£7,207,658	£3,029,451
20%	70%	£11,034,066	£7,226,694	£11,244,245	£7,311,815
25%	70%	£15,083,208	£11,513,798	£15,280,833	£11,594,178
30%	70%	£19,132,350	£15,800,900	£19,317,420	£15,876,542
35%	70%	£23,181,492	£20,088,002	£23,354,007	£20,158,906
40%	70%	£27,230,633	£24,375,104	£27,390,593	£24,441,270
45%	70%	£31,279,775	£28,662,207	£31,427,180	£28,723,635
50%	70%	£35,328,917	£32,949,310	£35,463,768	£33,005,999
100%	70%	£75,820,334	£75,820,334	£75,829,638	£75,829,638

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£29,814,531	£25,131,903	£30,070,740	£25,234,302
10%	70%	£37,829,741	£33,568,132	£38,065,030	£33,661,207
15%	70%	£41,878,881	£37,833,550	£42,101,616	£37,923,408
20%	70%	£45,928,023	£42,120,652	£46,138,203	£42,205,772
25%	70%	£49,977,165	£46,407,755	£50,174,790	£46,488,136
30%	70%	£54,026,307	£50,694,858	£54,211,378	£50,770,500
35%	70%	£58,075,449	£54,981,960	£58,247,965	£55,052,864
40%	70%	£62,124,590	£59,269,062	£62,284,551	£59,335,228
45%	70%	£66,173,732	£63,556,165	£66,321,138	£63,617,593
50%	70%	£70,222,874	£67,843,267	£70,357,725	£67,899,957
100%	70%	£110,714,292	£110,714,292	£110,723,595	£110,723,595

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,772,481	£12,089,852	£17,028,689	£12,192,252
10%	70%	£24,787,690	£20,526,081	£25,022,979	£20,619,156
15%	70%	£28,836,831	£24,791,499	£29,059,565	£24,881,358
20%	70%	£32,885,973	£29,078,602	£33,096,153	£29,163,722
25%	70%	£36,935,115	£33,365,705	£37,132,740	£33,446,086
30%	70%	£40,984,257	£37,652,807	£41,169,327	£37,728,449
35%	70%	£45,033,399	£41,939,909	£45,205,914	£42,010,813
40%	70%	£49,082,540	£46,227,011	£49,242,500	£46,293,177
45%	70%	£53,131,682	£50,514,115	£53,279,088	£50,575,542
50%	70%	£57,180,824	£54,801,217	£57,315,675	£54,857,906
100%	70%	£97,672,242	£97,672,242	£97,681,545	£97,681,545

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,940,234	£7,257,806	£12,196,443	£7,360,005
10%	70%	£19,955,444	£15,693,835	£20,190,733	£15,786,910
15%	70%	£24,004,585	£19,959,253	£24,227,319	£20,049,112
20%	70%	£28,053,727	£24,246,355	£28,263,906	£24,331,476
25%	70%	£32,102,869	£28,533,459	£32,300,494	£28,613,839
30%	70%	£36,152,011	£32,820,561	£36,337,081	£32,896,203
35%	70%	£40,201,153	£37,107,663	£40,373,668	£37,178,567
40%	70%	£44,250,294	£41,394,765	£44,410,254	£41,460,931
45%	70%	£48,299,436	£45,681,868	£48,446,841	£45,743,296
50%	70%	£52,348,578	£49,968,971	£52,483,429	£50,025,660
100%	70%	£92,839,995	£92,839,995	£92,849,299	£92,849,299

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£677,351	£4,005,277	£933,560	£3,902,878
10%	70%	£8,692,560	£4,430,952	£8,927,850	£4,524,026
15%	70%	£12,741,701	£8,696,370	£12,964,436	£8,786,228
20%	70%	£16,790,843	£12,983,472	£17,001,023	£13,068,592
25%	70%	£20,839,985	£17,270,575	£21,037,610	£17,350,956
30%	70%	£24,889,127	£21,557,677	£25,074,197	£21,633,320
35%	70%	£28,938,269	£25,844,780	£29,110,785	£25,915,684
40%	70%	£32,987,410	£30,131,882	£33,147,371	£30,198,048
45%	70%	£37,036,552	£34,418,985	£37,183,958	£34,480,412
50%	70%	£41,085,694	£38,706,087	£41,220,545	£38,762,776
100%	70%	£81,577,112	£81,577,112	£81,586,415	£81,586,415

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£725 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£405,282	£5,087,911	£149,073	£4,985,511
10%	70%	-£7,240,430	-£2,957,138	-£7,475,720	-£3,051,734
15%	70%	-£11,066,600	-£7,021,269	-£11,289,335	-£7,111,127
20%	70%	-£14,892,770	-£11,085,399	-£15,102,950	-£11,170,520
25%	70%	-£18,718,941	-£15,149,530	-£18,916,566	-£15,229,912
30%	70%	-£22,545,111	-£19,213,661	-£22,730,181	-£19,289,305
35%	70%	-£26,371,282	-£23,277,793	-£26,543,798	-£23,348,697
40%	70%	-£30,197,452	-£27,341,924	-£30,357,413	-£27,408,090
45%	70%	-£34,023,622	-£31,406,055	-£34,171,028	-£31,467,483
50%	70%	-£37,849,793	-£35,470,186	-£37,984,644	-£35,526,874
100%	70%	-£76,111,497	-£76,111,497	-£76,120,800	-£76,120,800

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£34,488,676	-£29,806,046	-£34,744,884	-£29,908,447
10%	70%	-£42,134,388	-£37,851,096	-£42,369,677	-£37,945,692
15%	70%	-£45,960,558	-£41,915,227	-£46,183,293	-£42,005,085
20%	70%	-£49,786,728	-£45,979,357	-£49,996,908	-£46,064,478
25%	70%	-£53,612,899	-£50,043,488	-£53,810,524	-£50,123,870
30%	70%	-£57,439,069	-£54,107,619	-£57,624,139	-£54,183,263
35%	70%	-£61,265,240	-£58,171,750	-£61,437,755	-£58,242,655
40%	70%	-£65,091,410	-£62,235,882	-£65,251,371	-£62,302,047
45%	70%	-£68,917,580	-£66,300,013	-£69,064,986	-£66,361,440
50%	70%	-£72,743,751	-£70,364,144	-£72,878,602	-£70,420,832
100%	70%	-£111,005,455	-£111,005,455	-£111,014,758	-£111,014,758

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£21,446,625	-£16,763,996	-£21,702,834	-£16,866,396
10%	70%	-£29,092,338	-£24,809,045	-£29,327,627	-£24,903,642
15%	70%	-£32,918,508	-£28,873,176	-£33,141,242	-£28,963,034
20%	70%	-£36,744,677	-£32,937,306	-£36,954,857	-£33,022,427
25%	70%	-£40,570,848	-£37,001,437	-£40,768,473	-£37,081,819
30%	70%	-£44,397,018	-£41,065,569	-£44,582,089	-£41,141,212
35%	70%	-£48,223,189	-£45,129,700	-£48,395,705	-£45,200,604
40%	70%	-£52,049,359	-£49,193,831	-£52,209,320	-£49,259,997
45%	70%	-£55,875,529	-£53,257,962	-£56,022,935	-£53,319,390
50%	70%	-£59,701,700	-£57,322,093	-£59,836,551	-£57,378,782
100%	70%	-£97,963,404	-£97,963,404	-£97,972,707	-£97,972,707

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£16,614,379	-£11,931,749	-£16,870,588	-£12,034,150
10%	70%	-£24,260,091	-£19,976,799	-£24,495,381	-£20,071,395
15%	70%	-£28,086,261	-£24,040,930	-£28,308,996	-£24,130,788
20%	70%	-£31,912,431	-£28,105,060	-£32,122,611	-£28,190,181
25%	70%	-£35,738,602	-£32,169,191	-£35,936,227	-£32,249,573
30%	70%	-£39,564,772	-£36,233,322	-£39,749,842	-£36,308,966
35%	70%	-£43,390,943	-£40,297,454	-£43,563,459	-£40,368,358
40%	70%	-£47,217,113	-£44,361,585	-£47,377,074	-£44,427,751
45%	70%	-£51,043,283	-£48,425,716	-£51,190,689	-£48,487,143
50%	70%	-£54,869,454	-£52,489,847	-£55,004,305	-£52,546,535
100%	70%	-£93,131,158	-£93,131,158	-£93,140,461	-£93,140,461

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£5,351,496	-£668,866	-£5,607,704	-£771,266
10%	70%	-£12,997,208	-£8,713,915	-£13,232,497	-£8,808,512
15%	70%	-£16,823,378	-£12,778,046	-£17,046,112	-£12,867,905
20%	70%	-£20,649,548	-£16,842,177	-£20,859,728	-£16,927,298
25%	70%	-£24,475,719	-£20,906,308	-£24,673,344	-£20,986,690
30%	70%	-£28,301,889	-£24,970,439	-£28,486,959	-£25,046,082
35%	70%	-£32,128,060	-£29,034,570	-£32,300,575	-£29,105,474
40%	70%	-£35,954,230	-£33,098,701	-£36,114,190	-£33,164,867
45%	70%	-£39,780,400	-£37,162,833	-£39,927,805	-£37,224,260
50%	70%	-£43,606,571	-£41,226,964	-£43,741,422	-£41,283,652
100%	70%	-£81,868,274	-£81,868,274	-£81,877,578	-£81,877,578

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Value Area

£700 pst

No Units	450
Site Area	1.26 Ha

Sales value inflation		0%
Build cost inflation		0%
Sensitivity testing Assumption		Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,338,680	£413,767	£4,599,079	£311,368
10%	70%	£11,550,561	£7,267,268	£11,785,850	£7,361,866
15%	70%	£15,156,501	£11,111,170	£15,379,235	£11,201,028
20%	70%	£18,762,441	£14,955,070	£18,972,621	£15,040,191
25%	70%	£22,368,383	£18,798,972	£22,566,007	£18,879,353
30%	70%	£25,974,323	£22,642,873	£26,159,393	£22,718,515
35%	70%	£29,580,263	£26,486,775	£29,752,778	£26,557,679
40%	70%	£33,186,203	£30,330,675	£33,346,164	£30,396,841
45%	70%	£36,792,144	£34,174,577	£36,939,550	£34,236,004
50%	70%	£40,398,084	£38,018,478	£40,532,936	£38,075,166
100%	70%	£76,457,489	£76,457,489	£76,466,793	£76,466,793

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£39,232,638	£34,480,191	£39,493,037	£34,582,590
10%	70%	£46,444,518	£42,161,226	£46,679,808	£42,255,824
15%	70%	£50,050,459	£46,005,127	£50,273,193	£46,094,986
20%	70%	£53,656,399	£49,849,028	£53,866,579	£49,934,149
25%	70%	£57,262,340	£53,692,929	£57,459,965	£53,773,311
30%	70%	£60,868,281	£57,536,831	£61,053,351	£57,612,473
35%	70%	£64,474,221	£61,380,732	£64,646,736	£61,451,636
40%	70%	£68,080,161	£65,224,633	£68,240,122	£65,290,799
45%	70%	£71,686,102	£69,068,534	£71,833,507	£69,129,962
50%	70%	£75,292,042	£72,912,436	£75,426,894	£72,969,124
100%	70%	£111,351,447	£111,351,447	£111,360,751	£111,360,751

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,190,587	£21,438,140	£26,450,986	£21,540,540
10%	70%	£33,402,468	£29,119,175	£33,637,757	£29,213,773
15%	70%	£37,008,408	£32,963,077	£37,231,143	£33,052,935
20%	70%	£40,614,348	£36,806,977	£40,824,528	£36,892,098
25%	70%	£44,220,289	£40,650,879	£44,417,915	£40,731,260
30%	70%	£47,826,230	£44,494,780	£48,011,300	£44,570,423
35%	70%	£51,432,170	£48,338,682	£51,604,686	£48,409,586
40%	70%	£55,038,111	£52,182,582	£55,198,071	£52,248,748
45%	70%	£58,644,051	£56,026,484	£58,791,457	£56,087,911
50%	70%	£62,249,991	£59,870,385	£62,384,843	£59,927,073
100%	70%	£98,309,396	£98,309,396	£98,318,700	£98,318,700

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,358,341	£16,605,894	£21,618,740	£16,708,293
10%	70%	£28,570,222	£24,286,929	£28,805,511	£24,381,527
15%	70%	£32,176,162	£28,130,831	£32,398,896	£28,220,689
20%	70%	£35,782,102	£31,974,731	£35,992,282	£32,059,852
25%	70%	£39,388,044	£35,818,633	£39,585,668	£35,899,014
30%	70%	£42,993,984	£39,662,534	£43,179,054	£39,738,176
35%	70%	£46,599,924	£43,506,436	£46,772,439	£43,577,340
40%	70%	£50,205,864	£47,350,336	£50,365,825	£47,416,502
45%	70%	£53,811,805	£51,194,238	£53,959,210	£51,255,665
50%	70%	£57,417,745	£55,038,139	£57,552,597	£55,094,827
100%	70%	£93,477,150	£93,477,150	£93,486,454	£93,486,454

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,095,458	£5,343,011	£10,355,856	£5,445,410
10%	70%	£17,307,338	£13,024,046	£17,542,627	£13,118,643
15%	70%	£20,913,278	£16,867,947	£21,136,013	£16,957,805
20%	70%	£24,519,219	£20,711,848	£24,729,399	£20,796,969
25%	70%	£28,125,160	£24,555,749	£28,322,785	£24,636,131
30%	70%	£31,731,100	£28,399,651	£31,916,171	£28,475,293
35%	70%	£35,337,041	£32,243,552	£35,509,556	£32,314,456
40%	70%	£38,942,981	£36,087,453	£39,102,942	£36,153,618
45%	70%	£42,548,921	£39,931,354	£42,696,327	£39,992,782
50%	70%	£46,154,862	£43,775,256	£46,289,714	£43,831,944
100%	70%	£82,214,266	£82,214,266	£82,223,571	£82,223,571

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£650 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,839,860	£9,080,646	£14,100,259	£9,184,721
10%	70%	£20,189,729	£15,906,437	£20,425,019	£16,001,033
15%	70%	£23,364,663	£19,319,331	£23,587,397	£19,409,190
20%	70%	£26,539,597	£22,732,226	£26,749,777	£22,817,346
25%	70%	£29,714,531	£26,145,120	£29,912,156	£26,225,502
30%	70%	£32,889,466	£29,558,016	£33,074,536	£29,633,659
35%	70%	£36,064,399	£32,970,911	£36,236,915	£33,041,815
40%	70%	£39,239,334	£36,383,805	£39,399,294	£36,449,971
45%	70%	£42,414,268	£39,796,700	£42,561,674	£39,858,127
50%	70%	£45,589,202	£43,209,595	£45,724,053	£43,266,284
100%	70%	£77,338,543	£77,338,543	£77,347,847	£77,347,847

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£48,733,818	£43,974,604	£48,994,217	£44,078,679
10%	70%	£55,083,687	£50,800,395	£55,318,976	£50,894,991
15%	70%	£58,258,620	£54,213,289	£58,481,355	£54,303,147
20%	70%	£61,433,555	£57,626,184	£61,643,735	£57,711,304
25%	70%	£64,608,489	£61,039,078	£64,806,114	£61,119,460
30%	70%	£67,783,424	£64,451,974	£67,968,494	£64,527,616
35%	70%	£70,958,357	£67,864,869	£71,130,872	£67,935,773
40%	70%	£74,133,291	£71,277,763	£74,293,252	£71,343,929
45%	70%	£77,308,226	£74,690,658	£77,455,632	£74,752,085
50%	70%	£80,483,160	£78,103,553	£80,618,011	£78,160,241
100%	70%	£112,232,501	£112,232,501	£112,241,804	£112,241,804

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£35,691,768	£30,932,554	£35,952,166	£31,036,628
10%	70%	£42,041,636	£37,758,344	£42,276,926	£37,852,941
15%	70%	£45,216,570	£41,171,238	£45,439,304	£41,261,097
20%	70%	£48,391,504	£44,584,133	£48,601,684	£44,669,253
25%	70%	£51,566,439	£47,997,028	£51,764,064	£48,077,409
30%	70%	£54,741,373	£51,409,923	£54,926,443	£51,485,566
35%	70%	£57,916,306	£54,822,818	£58,088,822	£54,893,722
40%	70%	£61,091,241	£58,235,712	£61,251,201	£58,301,878
45%	70%	£64,266,175	£61,648,607	£64,413,581	£61,710,035
50%	70%	£67,441,110	£65,061,503	£67,575,961	£65,118,191
100%	70%	£99,190,451	£99,190,451	£99,199,754	£99,199,754

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£30,859,521	£26,100,307	£31,119,920	£26,204,382
10%	70%	£37,209,390	£32,926,098	£37,444,680	£33,020,694
15%	70%	£40,384,324	£36,338,992	£40,607,058	£36,428,851
20%	70%	£43,559,258	£39,751,887	£43,769,438	£39,837,007
25%	70%	£46,734,192	£43,164,781	£46,931,817	£43,245,163
30%	70%	£49,909,127	£46,577,677	£50,094,197	£46,653,319
35%	70%	£53,084,060	£49,990,572	£53,256,576	£50,061,476
40%	70%	£56,258,995	£53,403,466	£56,418,955	£53,469,632
45%	70%	£59,433,929	£56,816,361	£59,581,335	£56,877,788
50%	70%	£62,608,863	£60,229,256	£62,743,714	£60,285,945
100%	70%	£94,358,204	£94,358,204	£94,367,508	£94,367,508

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£19,596,638	£14,837,424	£19,857,037	£14,941,498
10%	70%	£25,946,507	£21,663,214	£26,181,796	£21,757,811
15%	70%	£29,121,440	£25,076,109	£29,344,175	£25,165,967
20%	70%	£32,296,375	£28,489,003	£32,506,554	£28,574,123
25%	70%	£35,471,309	£31,901,898	£35,668,934	£31,982,280
30%	70%	£38,646,243	£35,314,794	£38,831,314	£35,390,436
35%	70%	£41,821,177	£38,727,688	£41,993,692	£38,798,592
40%	70%	£44,996,111	£42,140,583	£45,156,072	£42,206,749
45%	70%	£48,171,046	£45,553,477	£48,318,451	£45,614,905
50%	70%	£51,345,980	£48,966,373	£51,480,831	£49,023,061
100%	70%	£83,095,321	£83,095,321	£83,104,624	£83,104,624



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£625 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	0%
Build cost inflation	0%
Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£18,590,451	-£13,831,237	-£18,850,850	-£13,935,311
10%	70%	-£24,509,207	-£20,225,915	-£24,744,497	-£20,320,511
15%	70%	-£27,468,584	-£23,423,253	-£27,691,319	-£23,513,111
20%	70%	-£30,427,962	-£26,620,591	-£30,638,142	-£26,705,711
25%	70%	-£33,387,341	-£29,817,930	-£33,584,965	-£29,898,311
30%	70%	-£36,346,719	-£33,015,269	-£36,531,789	-£33,090,911
35%	70%	-£39,306,096	-£36,212,607	-£39,478,611	-£36,283,511
40%	70%	-£42,265,474	-£39,409,945	-£42,425,434	-£39,476,111
45%	70%	-£45,224,852	-£42,607,285	-£45,372,258	-£42,668,711
50%	70%	-£48,184,230	-£45,804,623	-£48,319,081	-£45,861,311
100%	70%	-£77,778,009	-£77,778,009	-£77,787,312	-£77,787,312

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£53,484,409	-£48,725,195	-£53,744,808	-£48,829,269
10%	70%	-£59,403,165	-£55,119,873	-£59,638,454	-£55,214,469
15%	70%	-£62,362,542	-£58,317,211	-£62,585,277	-£58,407,069
20%	70%	-£65,321,920	-£61,514,549	-£65,532,100	-£61,599,669
25%	70%	-£68,281,298	-£64,711,887	-£68,478,923	-£64,792,269
30%	70%	-£71,240,676	-£67,909,227	-£71,425,747	-£67,984,869
35%	70%	-£74,200,054	-£71,106,565	-£74,372,569	-£71,177,469
40%	70%	-£77,159,432	-£74,303,903	-£77,319,392	-£74,370,069
45%	70%	-£80,118,810	-£77,501,243	-£80,266,215	-£77,562,669
50%	70%	-£83,078,188	-£80,698,581	-£83,213,039	-£80,755,269
100%	70%	-£112,671,967	-£112,671,967	-£112,681,270	-£112,681,270

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£40,442,358	-£35,683,144	-£40,702,757	-£35,787,219
10%	70%	-£46,361,114	-£42,077,822	-£46,596,404	-£42,172,419
15%	70%	-£49,320,492	-£45,275,160	-£49,543,226	-£45,365,019
20%	70%	-£52,279,870	-£48,472,498	-£52,490,049	-£48,557,618
25%	70%	-£55,239,248	-£51,669,837	-£55,436,873	-£51,750,218
30%	70%	-£58,198,626	-£54,867,176	-£58,383,696	-£54,942,818
35%	70%	-£61,158,004	-£58,064,514	-£61,330,519	-£58,135,418
40%	70%	-£64,117,382	-£61,261,853	-£64,277,342	-£61,328,018
45%	70%	-£67,076,760	-£64,459,192	-£67,224,165	-£64,520,618
50%	70%	-£70,036,138	-£67,656,530	-£70,170,988	-£67,713,218
100%	70%	-£99,629,916	-£99,629,916	-£99,639,219	-£99,639,219

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£35,610,112	-£30,850,898	-£35,870,511	-£30,954,972
10%	70%	-£41,528,868	-£37,245,576	-£41,764,158	-£37,340,172
15%	70%	-£44,488,246	-£40,442,914	-£44,710,980	-£40,532,772
20%	70%	-£47,447,624	-£43,640,252	-£47,657,803	-£43,725,372
25%	70%	-£50,407,002	-£46,837,591	-£50,604,626	-£46,917,972
30%	70%	-£53,366,380	-£50,034,930	-£53,551,450	-£50,110,572
35%	70%	-£56,325,758	-£53,232,268	-£56,498,272	-£53,303,172
40%	70%	-£59,285,136	-£56,429,606	-£59,445,096	-£56,495,772
45%	70%	-£62,244,514	-£59,626,944	-£62,391,919	-£59,688,372
50%	70%	-£65,203,892	-£62,824,282	-£65,338,742	-£62,880,972
100%	70%	-£94,797,670	-£94,797,670	-£94,806,973	-£94,806,973

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£24,347,229	-£19,588,015	-£24,607,628	-£19,692,089
10%	70%	-£30,265,985	-£25,982,692	-£30,501,274	-£26,077,289
15%	70%	-£33,225,362	-£29,180,031	-£33,448,096	-£29,269,889
20%	70%	-£36,184,740	-£32,377,369	-£36,394,920	-£32,462,489
25%	70%	-£39,144,118	-£35,574,707	-£39,341,743	-£35,655,089
30%	70%	-£42,103,496	-£38,772,046	-£42,288,566	-£38,847,689
35%	70%	-£45,062,874	-£41,969,385	-£45,235,389	-£42,040,289
40%	70%	-£48,022,252	-£45,166,723	-£48,182,212	-£45,232,889
45%	70%	-£50,981,630	-£48,364,062	-£51,129,035	-£48,425,489
50%	70%	-£53,941,008	-£51,561,401	-£54,075,858	-£51,618,089
100%	70%	-£83,534,786	-£83,534,786	-£83,544,089	-£83,544,089

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

		Grant Available	Yes
T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Value Area	£900psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£43,093,722	£49,703,875	£42,744,971	£49,572,246
10%	70%	£28,884,786	£34,904,135	£28,565,778	£34,785,668
15%	70%	£21,729,951	£27,440,474	£21,428,665	£27,326,760
20%	70%	£14,575,116	£19,949,726	£14,291,552	£19,842,701
25%	70%	£7,420,280	£12,458,977	£7,154,439	£12,358,641
30%	70%	£265,444	£4,968,229	£17,326	£4,874,581
35%	70%	£-7,002,069	£-2,563,776	£-7,236,232	£-2,652,157
40%	70%	£-14,273,923	£-10,177,037	£-14,490,074	£-10,258,619
45%	70%	£-21,545,776	£-17,790,299	£-21,743,915	£-17,865,082
50%	70%	£-28,817,630	£-25,403,560	£-28,997,757	£-25,471,544
100%	70%	£-101,536,170	£-101,536,170	£-101,536,170	£-101,536,170

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-6,339,765	£270,387	£-6,688,516	£138,759
10%	70%	£-20,548,701	£-14,529,353	£-20,867,710	£-14,647,819
15%	70%	£-27,703,537	£-21,993,013	£-28,004,823	£-22,106,727
20%	70%	£-34,858,371	£-29,483,761	£-35,141,936	£-29,590,786
25%	70%	£-42,013,207	£-36,974,510	£-42,279,048	£-37,074,846
30%	70%	£-49,168,043	£-44,465,259	£-49,416,161	£-44,558,906
35%	70%	£-56,335,556	£-51,997,264	£-56,669,719	£-52,085,645
40%	70%	£-63,707,410	£-59,610,525	£-63,923,561	£-59,692,107
45%	70%	£-70,979,263	£-67,223,786	£-71,177,402	£-67,298,570
50%	70%	£-78,251,117	£-74,837,047	£-78,431,244	£-74,905,032
100%	70%	£-150,969,657	£-150,969,657	£-150,969,657	£-150,969,657

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,136,616	£18,746,768	£11,787,865	£18,615,139
10%	70%	£-2,072,320	£3,947,028	£-2,391,329	£3,828,562
15%	70%	£-9,227,156	£-3,516,632	£-9,528,442	£-3,630,346
20%	70%	£-16,381,991	£-11,007,381	£-16,665,555	£-11,114,406
25%	70%	£-23,536,827	£-18,498,129	£-23,802,668	£-18,598,466
30%	70%	£-30,691,663	£-25,988,878	£-30,939,781	£-26,082,525
35%	70%	£-37,859,175	£-33,520,883	£-38,193,339	£-33,609,264
40%	70%	£-45,231,029	£-41,134,144	£-45,447,180	£-41,215,726
45%	70%	£-52,502,883	£-48,747,405	£-52,701,022	£-48,822,189
50%	70%	£-59,774,737	£-56,360,666	£-59,954,863	£-56,428,651
100%	70%	£-132,493,277	£-132,493,277	£-132,493,277	£-132,493,277

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£18,982,350	£25,592,503	£18,633,600	£25,460,874
10%	70%	£4,773,415	£10,792,763	£4,454,406	£10,674,297
15%	70%	£-2,381,421	£3,329,102	£-2,682,707	£3,215,388
20%	70%	£-9,536,256	£-4,161,646	£-9,819,820	£-4,268,671
25%	70%	£-16,691,092	£-11,652,395	£-16,956,933	£-11,752,731
30%	70%	£-23,845,928	£-19,143,143	£-24,094,046	£-19,236,791
35%	70%	£-31,113,441	£-26,675,148	£-31,347,604	£-26,763,529
40%	70%	£-38,385,295	£-34,288,409	£-38,601,445	£-34,369,991
45%	70%	£-45,657,148	£-41,901,670	£-45,855,287	£-41,976,454
50%	70%	£-52,929,002	£-49,514,931	£-53,109,129	£-49,582,916
100%	70%	£-125,647,542	£-125,647,542	£-125,647,542	£-125,647,542

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£34,938,225	£41,548,377	£34,589,474	£41,416,748
10%	70%	£20,729,289	£26,748,637	£20,410,280	£26,630,171
15%	70%	£13,574,453	£19,284,977	£13,273,167	£19,171,263
20%	70%	£6,419,618	£11,794,228	£6,136,054	£11,687,203
25%	70%	£-735,218	£4,303,480	£-1,001,059	£4,203,143
30%	70%	£-7,890,054	£-3,187,269	£-8,138,172	£-3,280,916
35%	70%	£-15,157,566	£-10,719,274	£-15,391,730	£-10,807,655
40%	70%	£-22,429,420	£-18,332,535	£-22,645,571	£-18,414,117
45%	70%	£-29,701,274	£-25,945,796	£-29,899,413	£-26,020,580
50%	70%	£-36,973,128	£-33,559,057	£-37,153,254	£-33,627,042
100%	70%	£-109,691,668	£-109,691,668	£-109,691,668	£-109,691,668

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£865 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£34,266,318	£40,896,422	£33,911,863	£40,764,793
10%	70%	£20,818,723	£26,865,159	£20,499,714	£26,744,755
15%	70%	£14,094,925	£19,805,447	£13,793,638	£19,691,733
20%	70%	£7,371,126	£12,745,737	£7,087,563	£12,638,711
25%	70%	£647,328	£5,686,025	£381,487	£5,585,689
30%	70%	£-6,175,851	£-1,396,152	£-6,428,027	£-1,491,331
35%	70%	£-13,009,618	£-8,571,326	£-13,243,781	£-8,659,707
40%	70%	£-19,843,384	£-15,746,500	£-20,059,536	£-15,828,082
45%	70%	£-26,677,151	£-22,921,674	£-26,875,290	£-22,996,457
50%	70%	£-33,510,918	£-30,096,847	£-33,691,044	£-30,164,832
100%	70%	£-101,848,585	£-101,848,585	£-101,848,585	£-101,848,585

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-15,167,169	£-8,537,065	£-15,521,624	£-8,668,694
10%	70%	£-28,614,765	£-22,568,328	£-28,933,774	£-22,688,732
15%	70%	£-35,338,562	£-29,628,040	£-35,639,849	£-29,741,754
20%	70%	£-42,062,361	£-36,687,750	£-42,345,924	£-36,794,776
25%	70%	£-48,786,159	£-43,747,462	£-49,052,000	£-43,847,798
30%	70%	£-55,509,958	£-50,807,174	£-55,861,515	£-50,924,818
35%	70%	£-62,233,756	£-57,866,886	£-62,677,268	£-58,093,194
40%	70%	£-68,957,555	£-64,926,598	£-69,493,023	£-65,261,569
45%	70%	£-75,681,353	£-71,986,310	£-76,308,777	£-72,429,944
50%	70%	£-82,405,152	£-79,046,022	£-83,124,531	£-79,598,319
100%	70%	£-151,282,072	£-151,282,072	£-151,282,072	£-151,282,072

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,309,212	£9,939,315	£2,954,757	£9,807,687
10%	70%	£-10,138,384	£-4,091,948	£-10,457,393	£-4,212,352
15%	70%	£-16,862,182	£-11,151,659	£-17,163,469	£-11,265,373
20%	70%	£-23,585,981	£-18,211,370	£-23,869,544	£-18,318,396
25%	70%	£-30,309,779	£-25,271,081	£-30,575,620	£-25,371,417
30%	70%	£-37,033,578	£-32,330,792	£-37,381,696	£-32,424,438
35%	70%	£-43,757,376	£-39,390,503	£-44,187,771	£-39,477,459
40%	70%	£-50,481,175	£-46,450,214	£-51,016,846	£-46,530,480
45%	70%	£-57,204,974	£-53,510,925	£-57,845,921	£-53,583,501
50%	70%	£-64,000,000	£-60,571,636	£-64,648,151	£-61,121,939
100%	70%	£-132,805,691	£-132,805,691	£-132,805,691	£-132,805,691

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,154,946	£16,785,050	£9,800,491	£16,653,421
10%	70%	£-3,292,649	£2,753,787	£-3,611,658	£2,633,383
15%	70%	£-10,016,447	£-4,305,924	£-10,317,734	£-4,419,638
20%	70%	£-16,740,246	£-11,365,635	£-17,023,809	£-11,472,661
25%	70%	£-23,464,044	£-18,425,346	£-23,729,885	£-18,525,683
30%	70%	£-30,187,843	£-25,485,057	£-30,539,960	£-25,678,704
35%	70%	£-36,911,642	£-32,544,768	£-37,350,035	£-32,729,726
40%	70%	£-43,635,441	£-39,604,479	£-44,160,110	£-39,780,747
45%	70%	£-50,359,240	£-46,664,190	£-50,970,185	£-46,831,768
50%	70%	£-57,083,039	£-53,723,901	£-57,780,260	£-53,882,789
100%	70%	£-125,959,956	£-125,959,956	£-125,959,956	£-125,959,956

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,110,821	£32,740,924	£25,756,366	£32,609,296
10%	70%	£12,663,225	£18,709,661	£12,344,216	£18,589,257
15%	70%	£5,939,427	£11,649,950	£5,638,140	£11,536,236
20%	70%	£-784,372	£4,590,239	£-1,067,935	£4,483,213
25%	70%	£-7,508,170	£-2,469,472	£-7,774,011	£-2,569,808
30%	70%	£-14,331,349	£-9,651,650	£-14,583,525	£-9,646,829
35%	70%	£-21,165,115	£-16,726,824	£-21,399,279	£-16,815,204
40%	70%	£-27,998,882	£-23,901,997	£-28,215,033	£-23,983,579
45%	70%	£-34,832,649	£-31,077,172	£-35,030,787	£-31,151,954
50%	70%	£-41,666,415	£-38,252,345	£-41,846,542	£-38,320,330
100%	70%	£-110,004,082	£-110,004,082	£-110,004,082	£-110,004,082

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£825 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£24,034,197	£30,752,460	£23,679,743	£30,618,679
10%	70%	£11,561,834	£17,608,270	£11,242,825	£17,487,866
15%	70%	£5,325,652	£11,036,175	£5,024,365	£10,922,461
20%	70%	-£925,422	£4,464,081	-£1,213,623	£4,357,055
25%	70%	-£7,263,597	-£2,142,491	-£7,533,786	-£2,244,470
30%	70%	-£13,601,773	-£8,822,074	-£13,853,949	-£8,917,253
35%	70%	-£19,939,949	-£15,501,657	-£20,174,112	-£15,590,037
40%	70%	-£26,278,124	-£22,181,239	-£26,494,275	-£22,262,821
45%	70%	-£32,616,300	-£28,860,822	-£32,814,438	-£28,935,605
50%	70%	-£38,954,475	-£35,540,404	-£39,134,601	-£35,608,389
100%	70%	-£102,336,230	-£102,336,230	-£102,336,230	-£102,336,230

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£25,399,290	-£18,681,027	-£25,753,744	-£18,814,808
10%	70%	-£37,871,653	-£31,825,217	-£38,190,662	-£31,945,621
15%	70%	-£44,107,835	-£38,397,312	-£44,409,122	-£38,511,026
20%	70%	-£50,358,909	-£44,969,406	-£50,647,111	-£45,076,433
25%	70%	-£56,697,084	-£51,575,978	-£56,967,273	-£51,677,957
30%	70%	-£63,035,261	-£58,255,561	-£63,287,437	-£58,350,741
35%	70%	-£69,373,436	-£64,935,144	-£69,607,599	-£65,023,524
40%	70%	-£75,711,611	-£71,614,726	-£75,927,763	-£71,696,308
45%	70%	-£82,049,787	-£78,294,309	-£82,247,925	-£78,369,092
50%	70%	-£88,387,962	-£84,973,891	-£88,568,089	-£85,041,876
100%	70%	-£151,769,717	-£151,769,717	-£151,769,717	-£151,769,717

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£6,922,909	-£204,647	-£7,277,363	-£338,427
10%	70%	-£19,395,273	-£13,348,836	-£19,714,282	-£13,469,240
15%	70%	-£25,631,454	-£19,920,932	-£25,932,741	-£20,034,646
20%	70%	-£31,882,529	-£26,493,026	-£32,170,730	-£26,600,052
25%	70%	-£38,220,704	-£33,099,598	-£38,490,893	-£33,201,576
30%	70%	-£44,558,880	-£39,779,181	-£44,811,056	-£39,874,360
35%	70%	-£50,897,055	-£46,458,764	-£51,131,219	-£46,547,144
40%	70%	-£57,235,230	-£53,138,346	-£57,451,382	-£53,219,928
45%	70%	-£63,573,406	-£59,817,929	-£63,771,545	-£59,892,712
50%	70%	-£69,911,582	-£66,497,511	-£70,091,708	-£66,565,496
100%	70%	-£133,293,337	-£133,293,337	-£133,293,337	-£133,293,337

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£77,175	£6,641,088	-£431,629	£6,507,307
10%	70%	-£12,549,538	-£6,503,102	-£12,868,547	-£6,623,506
15%	70%	-£18,785,720	-£13,075,197	-£19,087,007	-£13,188,911
20%	70%	-£25,036,794	-£19,647,291	-£25,324,995	-£19,754,317
25%	70%	-£31,374,969	-£26,253,863	-£31,645,158	-£26,355,841
30%	70%	-£37,713,145	-£32,933,446	-£37,965,321	-£33,028,625
35%	70%	-£44,051,320	-£39,613,029	-£44,285,484	-£39,701,409
40%	70%	-£50,389,496	-£46,292,611	-£50,605,647	-£46,374,193
45%	70%	-£56,727,672	-£52,972,194	-£56,925,810	-£53,046,977
50%	70%	-£63,065,847	-£59,651,776	-£63,245,973	-£59,719,761
100%	70%	-£126,447,602	-£126,447,602	-£126,447,602	-£126,447,602

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,878,700	£22,596,962	£15,524,246	£22,463,182
10%	70%	£3,406,336	£9,452,773	£3,087,327	£9,332,369
15%	70%	-£2,829,845	£2,880,677	-£3,131,132	£2,766,963
20%	70%	-£9,080,920	-£3,691,417	-£9,369,121	-£3,798,443
25%	70%	-£15,419,095	-£10,297,989	-£15,689,284	-£10,399,967
30%	70%	-£21,757,271	-£16,977,572	-£22,009,447	-£17,072,751
35%	70%	-£28,095,446	-£23,657,155	-£28,329,609	-£23,745,535
40%	70%	-£34,433,621	-£30,336,737	-£34,649,773	-£30,418,319
45%	70%	-£40,771,797	-£37,016,320	-£40,969,935	-£37,091,103
50%	70%	-£47,109,972	-£43,695,902	-£47,290,099	-£43,763,887
100%	70%	-£110,491,728	-£110,491,728	-£110,491,728	-£110,491,728

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

		Grant Available	Yes
T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Value Area	£800 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,656,955	£24,375,217	£17,302,501	£24,241,437
10%	70%	£5,782,791	£11,829,228	£5,463,782	£11,708,825
15%	70%	-£156,815	£5,556,233	-£463,029	£5,442,518
20%	70%	-£6,190,998	-£728,485	-£6,479,199	-£837,261
25%	70%	-£12,225,182	-£7,104,076	-£12,495,371	-£7,206,053
30%	70%	-£18,259,365	-£13,479,667	-£18,511,542	-£13,574,845
35%	70%	-£24,293,550	-£19,855,257	-£24,527,713	-£19,943,638
40%	70%	-£30,327,733	-£26,230,849	-£30,543,885	-£26,312,431
45%	70%	-£36,361,917	-£32,606,440	-£36,560,055	-£32,681,223
50%	70%	-£42,396,100	-£38,982,031	-£42,576,227	-£39,050,016
100%	70%	-£102,737,939	-£102,737,939	-£102,737,939	-£102,737,939

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£31,776,533	-£25,058,270	-£32,130,986	-£25,192,051
10%	70%	-£43,650,696	-£37,604,260	-£43,969,705	-£37,724,663
15%	70%	-£49,590,302	-£43,877,254	-£49,896,516	-£43,990,969
20%	70%	-£55,624,485	-£50,161,972	-£55,912,686	-£50,270,748
25%	70%	-£61,658,669	-£56,537,563	-£61,928,858	-£56,639,541
30%	70%	-£67,692,853	-£62,913,154	-£67,945,030	-£63,008,333
35%	70%	-£73,727,037	-£69,288,745	-£73,961,200	-£69,377,126
40%	70%	-£79,761,220	-£75,664,336	-£79,977,372	-£75,745,918
45%	70%	-£85,795,404	-£82,039,927	-£85,993,542	-£82,114,710
50%	70%	-£91,829,588	-£88,415,518	-£92,009,714	-£88,483,503
100%	70%	-£152,171,426	-£152,171,426	-£152,171,426	-£152,171,426

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£13,300,152	-£6,581,889	-£13,654,606	-£6,715,670
10%	70%	-£25,174,316	-£19,127,879	-£25,493,325	-£19,248,282
15%	70%	-£31,113,921	-£25,400,874	-£31,420,135	-£25,514,589
20%	70%	-£37,148,104	-£31,685,592	-£37,436,306	-£31,794,368
25%	70%	-£43,182,289	-£38,061,183	-£43,452,477	-£38,163,160
30%	70%	-£49,216,472	-£44,436,774	-£49,468,649	-£44,531,952
35%	70%	-£55,250,656	-£50,812,364	-£55,484,820	-£50,900,745
40%	70%	-£61,284,840	-£57,187,955	-£61,500,991	-£57,269,537
45%	70%	-£67,319,024	-£63,563,546	-£67,517,162	-£63,638,329
50%	70%	-£73,353,207	-£69,939,137	-£73,533,334	-£70,007,122
100%	70%	-£133,695,046	-£133,695,046	-£133,695,046	-£133,695,046

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£6,454,417	£263,846	-£6,808,871	£130,065
10%	70%	-£18,328,581	-£12,282,144	-£18,647,590	-£12,402,547
15%	70%	-£24,268,186	-£18,555,139	-£24,574,400	-£18,668,854
20%	70%	-£30,302,370	-£24,839,857	-£30,590,571	-£24,948,633
25%	70%	-£36,336,554	-£31,215,448	-£36,606,743	-£31,317,425
30%	70%	-£42,370,737	-£37,591,039	-£42,622,914	-£37,686,217
35%	70%	-£48,404,922	-£43,966,629	-£48,639,085	-£44,065,010
40%	70%	-£54,439,105	-£50,342,220	-£54,655,257	-£50,423,802
45%	70%	-£60,473,289	-£56,717,812	-£60,671,427	-£56,792,594
50%	70%	-£66,507,472	-£63,093,403	-£66,687,599	-£63,161,388
100%	70%	-£126,849,311	-£126,849,311	-£126,849,311	-£126,849,311

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,501,457	£16,219,720	£9,147,003	£16,085,939
10%	70%	-£2,372,707	£3,673,730	-£2,691,715	£3,553,327
15%	70%	-£8,312,312	-£2,599,265	-£8,618,526	-£2,712,980
20%	70%	-£14,346,495	-£8,883,983	-£14,634,697	-£8,992,759
25%	70%	-£20,380,680	-£15,259,574	-£20,650,868	-£15,361,551
30%	70%	-£26,414,863	-£21,635,165	-£26,667,040	-£21,730,343
35%	70%	-£32,449,047	-£28,010,755	-£32,683,211	-£28,099,136
40%	70%	-£38,483,231	-£34,386,346	-£38,699,382	-£34,467,928
45%	70%	-£44,517,415	-£40,761,937	-£44,715,553	-£40,836,720
50%	70%	-£50,551,598	-£47,137,528	-£50,731,725	-£47,205,513
100%	70%	-£110,893,437	-£110,893,437	-£110,893,437	-£110,893,437

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£750 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,799,666	£12,517,928	£5,445,211	£12,384,147
10%	70%	£4,957,561	£1,168,652	£5,281,788	£1,048,248
15%	70%	£10,383,603	£4,579,683	£10,689,817	£4,695,257
20%	70%	£15,809,643	£10,347,131	£16,097,845	£10,455,906
25%	70%	£21,235,684	£16,114,578	£21,505,873	£16,216,556
30%	70%	£26,661,726	£21,882,027	£26,913,902	£21,977,206
35%	70%	£32,087,766	£27,649,475	£32,321,929	£27,737,855
40%	70%	£37,513,807	£33,416,922	£37,729,958	£33,498,504
45%	70%	£42,939,848	£39,184,370	£43,137,987	£39,259,154
50%	70%	£48,365,889	£44,951,818	£48,546,014	£45,019,803
100%	70%	£102,626,297	£102,626,297	£102,626,297	£102,626,297

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£43,633,822	£36,915,559	£43,988,276	£37,049,341
10%	70%	£54,391,049	£48,264,835	£54,715,275	£48,385,239
15%	70%	£59,817,090	£54,013,170	£60,123,304	£54,128,745
20%	70%	£65,243,130	£59,780,618	£65,531,333	£59,889,394
25%	70%	£70,669,171	£65,548,066	£70,939,360	£65,650,043
30%	70%	£76,095,213	£71,315,514	£76,347,389	£71,410,693
35%	70%	£81,521,253	£77,082,962	£81,755,417	£77,171,342
40%	70%	£86,947,294	£82,850,409	£87,163,445	£82,931,991
45%	70%	£92,373,335	£88,617,857	£92,571,474	£88,692,641
50%	70%	£97,799,376	£94,385,305	£97,979,502	£94,453,290
100%	70%	£152,059,784	£152,059,784	£152,059,784	£152,059,784

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£25,157,441	£18,439,178	£25,511,896	£18,572,960
10%	70%	£35,914,668	£29,788,455	£36,238,895	£29,908,859
15%	70%	£41,340,709	£35,536,790	£41,646,923	£35,652,364
20%	70%	£46,766,750	£41,304,238	£47,054,952	£41,413,013
25%	70%	£52,192,791	£47,071,685	£52,462,980	£47,173,662
30%	70%	£57,618,832	£52,839,133	£57,871,008	£52,934,312
35%	70%	£63,044,873	£58,606,581	£63,279,036	£58,694,961
40%	70%	£68,470,914	£64,374,029	£68,687,065	£64,455,611
45%	70%	£73,896,954	£70,141,477	£74,095,093	£70,216,261
50%	70%	£79,322,996	£75,908,925	£79,503,121	£75,976,910
100%	70%	£133,583,404	£133,583,404	£133,583,404	£133,583,404

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£18,311,706	£11,593,443	£18,666,161	£11,727,225
10%	70%	£29,068,933	£22,942,720	£29,393,160	£23,063,124
15%	70%	£34,494,975	£28,691,055	£34,801,189	£28,806,629
20%	70%	£39,921,015	£34,439,390	£40,209,217	£34,567,278
25%	70%	£45,347,056	£40,187,725	£45,617,245	£40,327,927
30%	70%	£50,773,096	£45,936,060	£51,025,274	£46,088,576
35%	70%	£56,199,136	£51,684,395	£56,433,301	£51,849,225
40%	70%	£61,625,176	£57,432,730	£61,841,330	£57,609,874
45%	70%	£67,051,216	£63,181,065	£67,249,359	£63,370,523
50%	70%	£72,477,256	£68,929,400	£72,657,388	£69,131,172
100%	70%	£126,737,669	£126,737,669	£126,737,669	£126,737,669

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,355,832	£4,362,431	£2,710,287	£4,228,649
10%	70%	£13,113,059	£6,986,846	£13,437,286	£7,107,250
15%	70%	£18,539,100	£12,735,181	£18,845,314	£12,850,755
20%	70%	£23,965,141	£18,483,516	£24,253,343	£18,611,404
25%	70%	£29,391,182	£24,231,851	£29,661,371	£24,372,053
30%	70%	£34,817,223	£30,000,186	£35,069,399	£30,132,703
35%	70%	£40,243,264	£35,748,521	£40,477,427	£35,893,352
40%	70%	£45,669,305	£41,496,856	£45,885,456	£41,654,001
45%	70%	£51,095,345	£47,245,191	£51,293,484	£47,414,650
50%	70%	£56,521,386	£53,000,526	£56,701,512	£53,175,301
100%	70%	£110,781,795	£110,781,795	£110,781,795	£110,781,795

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£725 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£587,023	£6,140,686	£947,275	£6,006,904
10%	70%	£10,831,440	£4,686,114	£11,155,667	£4,808,486
15%	70%	£15,953,649	£10,149,729	£16,259,863	£10,265,304
20%	70%	£21,075,858	£15,613,345	£21,364,059	£15,722,120
25%	70%	£26,198,066	£21,076,960	£26,468,255	£21,178,938
30%	70%	£31,320,274	£26,540,576	£31,572,451	£26,635,755
35%	70%	£36,442,483	£32,004,192	£36,676,647	£32,092,572
40%	70%	£41,564,692	£37,467,807	£41,780,842	£37,549,389
45%	70%	£46,686,900	£42,931,423	£46,885,038	£43,006,206
50%	70%	£51,809,109	£48,395,038	£51,989,234	£48,463,023
100%	70%	£103,031,194	£103,031,194	£103,031,194	£103,031,194

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£50,020,510	£43,292,801	£50,380,762	£43,426,583
10%	70%	£60,264,927	£54,119,601	£60,589,154	£54,241,973
15%	70%	£65,387,136	£59,583,216	£65,693,350	£59,698,791
20%	70%	£70,509,345	£65,046,832	£70,797,546	£65,155,607
25%	70%	£75,631,554	£70,510,448	£75,901,742	£70,612,425
30%	70%	£80,753,761	£75,974,063	£81,005,938	£76,069,242
35%	70%	£85,875,970	£81,437,679	£86,110,134	£81,526,059
40%	70%	£90,998,179	£86,901,294	£91,214,329	£86,982,876
45%	70%	£96,120,387	£92,364,910	£96,318,525	£92,439,693
50%	70%	£101,242,596	£97,828,525	£101,422,722	£97,896,510
100%	70%	£152,464,681	£152,464,681	£152,464,681	£152,464,681

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£31,544,130	£24,816,421	£31,904,381	£24,950,203
10%	70%	£41,788,547	£35,643,220	£42,112,774	£35,765,593
15%	70%	£46,910,756	£41,106,836	£47,216,970	£41,222,410
20%	70%	£52,032,964	£46,570,451	£52,321,166	£46,679,227
25%	70%	£57,155,173	£52,034,067	£57,425,362	£52,136,044
30%	70%	£62,277,381	£57,497,683	£62,529,558	£57,592,862
35%	70%	£67,399,589	£62,961,298	£67,633,754	£63,049,678
40%	70%	£72,521,798	£68,424,914	£72,737,949	£68,506,496
45%	70%	£77,644,007	£73,888,529	£77,842,145	£73,963,312
50%	70%	£82,766,216	£79,352,145	£82,946,341	£79,420,130
100%	70%	£133,988,301	£133,988,301	£133,988,301	£133,988,301

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£24,698,395	£17,970,686	£25,058,647	£18,104,468
10%	70%	£34,942,812	£28,797,486	£35,267,039	£28,919,858
15%	70%	£40,065,021	£34,261,101	£40,371,235	£34,376,676
20%	70%	£45,187,230	£39,724,717	£45,475,431	£39,833,492
25%	70%	£50,309,438	£45,188,332	£50,579,627	£45,290,310
30%	70%	£55,431,646	£50,651,948	£55,683,823	£50,747,127
35%	70%	£60,553,855	£56,115,563	£60,788,019	£56,203,943
40%	70%	£65,676,063	£61,579,179	£65,892,214	£61,660,761
45%	70%	£70,798,272	£67,042,795	£70,996,410	£67,117,577
50%	70%	£75,920,481	£72,506,410	£76,100,606	£72,574,395
100%	70%	£127,142,566	£127,142,566	£127,142,566	£127,142,566

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,742,520	£2,014,812	£9,102,772	£2,148,594
10%	70%	£18,986,938	£12,841,611	£19,311,164	£12,963,984
15%	70%	£24,109,147	£18,305,227	£24,415,361	£18,420,801
20%	70%	£29,231,355	£23,768,842	£29,519,557	£23,877,618
25%	70%	£34,353,564	£29,232,458	£34,623,753	£29,334,435
30%	70%	£39,475,772	£34,696,074	£39,727,949	£34,791,253
35%	70%	£44,597,980	£40,159,689	£44,832,145	£40,248,069
40%	70%	£49,720,189	£45,623,305	£49,936,340	£45,704,887
45%	70%	£54,842,398	£51,086,920	£55,040,536	£51,161,703
50%	70%	£59,964,606	£56,550,536	£60,144,732	£56,618,521
100%	70%	£111,186,691	£111,186,691	£111,186,691	£111,186,691

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Value Area	£700 pst
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£7,068,566	-£240,426	-£7,428,818	-£376,395
10%	70%	-£16,712,944	-£10,567,617	-£17,037,170	-£10,689,989
15%	70%	-£21,535,133	-£15,731,213	-£21,841,347	-£15,846,786
20%	70%	-£26,357,321	-£20,894,808	-£26,645,522	-£21,003,584
25%	70%	-£31,179,509	-£26,058,404	-£31,449,699	-£26,160,382
30%	70%	-£36,001,699	-£31,221,999	-£36,253,875	-£31,317,179
35%	70%	-£40,823,887	-£36,385,596	-£41,058,051	-£36,473,976
40%	70%	-£45,646,076	-£41,549,192	-£45,862,227	-£41,630,773
45%	70%	-£50,468,264	-£46,712,787	-£50,666,403	-£46,787,571
50%	70%	-£55,290,454	-£51,876,383	-£55,470,579	-£51,944,368
100%	70%	-£103,512,340	-£103,512,340	-£103,512,340	-£103,512,340

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£56,502,053	-£49,673,913	-£56,862,305	-£49,809,882
10%	70%	-£66,146,431	-£60,001,104	-£66,470,657	-£60,123,477
15%	70%	-£70,968,620	-£65,164,700	-£71,274,834	-£65,280,274
20%	70%	-£75,790,808	-£70,328,295	-£76,079,009	-£70,437,072
25%	70%	-£80,612,996	-£75,491,891	-£80,883,186	-£75,593,869
30%	70%	-£85,435,186	-£80,655,487	-£85,687,362	-£80,750,666
35%	70%	-£90,257,374	-£85,819,083	-£90,491,538	-£85,907,463
40%	70%	-£95,079,563	-£90,982,679	-£95,295,714	-£91,064,260
45%	70%	-£99,901,751	-£96,146,274	-£100,099,891	-£96,221,058
50%	70%	-£104,723,941	-£101,309,870	-£104,904,066	-£101,377,855
100%	70%	-£152,945,827	-£152,945,827	-£152,945,827	-£152,945,827

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£38,025,673	-£31,197,532	-£38,385,925	-£31,333,502
10%	70%	-£47,670,050	-£41,524,724	-£47,994,277	-£41,647,096
15%	70%	-£52,492,239	-£46,688,320	-£52,798,453	-£46,803,893
20%	70%	-£57,314,428	-£51,851,915	-£57,602,629	-£51,960,691
25%	70%	-£62,136,616	-£57,015,511	-£62,406,806	-£57,117,488
30%	70%	-£66,958,805	-£62,179,106	-£67,210,981	-£62,274,285
35%	70%	-£71,780,993	-£67,342,702	-£72,015,158	-£67,431,082
40%	70%	-£76,603,183	-£72,506,298	-£76,819,333	-£72,587,879
45%	70%	-£81,425,371	-£77,669,893	-£81,623,510	-£77,744,677
50%	70%	-£86,247,560	-£82,833,489	-£86,427,686	-£82,901,474
100%	70%	-£134,469,447	-£134,469,447	-£134,469,447	-£134,469,447

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£31,179,938	-£24,351,798	-£31,540,190	-£24,487,767
10%	70%	-£40,824,315	-£34,678,989	-£41,148,542	-£34,801,361
15%	70%	-£45,646,505	-£39,842,585	-£45,952,719	-£39,958,158
20%	70%	-£50,468,693	-£45,006,180	-£50,756,894	-£45,114,956
25%	70%	-£55,290,881	-£50,169,776	-£55,561,071	-£50,271,753
30%	70%	-£60,113,070	-£55,333,371	-£60,365,246	-£55,428,550
35%	70%	-£64,935,259	-£60,496,967	-£65,169,423	-£60,585,347
40%	70%	-£69,757,448	-£65,660,564	-£69,973,599	-£65,742,144
45%	70%	-£74,579,636	-£70,824,159	-£74,777,775	-£70,898,942
50%	70%	-£79,401,825	-£75,987,755	-£79,581,951	-£76,055,740
100%	70%	-£127,623,712	-£127,623,712	-£127,623,712	-£127,623,712

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£15,224,064	-£8,395,923	-£15,584,316	-£8,531,893
10%	70%	-£24,868,441	-£18,723,115	-£25,192,668	-£18,845,487
15%	70%	-£29,690,630	-£23,886,711	-£29,996,844	-£24,002,284
20%	70%	-£34,512,819	-£29,050,306	-£34,801,020	-£29,159,082
25%	70%	-£39,335,007	-£34,213,902	-£39,605,197	-£34,315,879
30%	70%	-£44,157,196	-£39,377,497	-£44,409,372	-£39,472,676
35%	70%	-£48,979,384	-£44,541,093	-£49,213,549	-£44,629,473
40%	70%	-£53,801,574	-£49,704,689	-£54,017,724	-£49,786,270
45%	70%	-£58,623,762	-£54,868,284	-£58,821,901	-£54,943,068
50%	70%	-£63,445,951	-£60,031,880	-£63,626,077	-£60,099,865
100%	70%	-£111,667,838	-£111,667,838	-£111,667,838	-£111,667,838



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£650 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,031,653	£13,203,512	£20,391,904	£13,339,482
10%	70%	£28,502,243	£22,356,917	£28,826,470	£22,479,289
15%	70%	£32,737,538	£26,933,618	£33,043,752	£27,049,193
20%	70%	£36,972,833	£31,510,320	£37,261,034	£31,619,096
25%	70%	£41,208,128	£36,087,022	£41,478,316	£36,189,000
30%	70%	£45,443,423	£40,663,725	£45,695,600	£40,758,903
35%	70%	£49,678,718	£45,240,426	£49,912,882	£45,328,806
40%	70%	£53,914,014	£49,817,128	£54,130,164	£49,898,710
45%	70%	£58,149,308	£54,393,831	£58,347,447	£54,468,614
50%	70%	£62,384,603	£58,970,533	£62,564,729	£59,038,517
100%	70%	£104,737,553	£104,737,553	£104,737,553	£104,737,553

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£69,465,140	£62,636,999	£69,825,391	£62,772,969
10%	70%	£77,935,730	£71,790,404	£78,259,957	£71,912,776
15%	70%	£82,171,025	£76,367,105	£82,477,239	£76,482,680
20%	70%	£86,406,320	£80,943,807	£86,694,521	£81,052,584
25%	70%	£90,641,615	£85,520,509	£90,911,804	£85,622,487
30%	70%	£94,876,910	£90,097,212	£95,129,087	£90,192,390
35%	70%	£99,112,205	£94,673,914	£99,346,369	£94,762,294
40%	70%	£103,347,501	£99,250,615	£103,563,651	£99,332,197
45%	70%	£107,582,796	£103,827,318	£107,780,934	£103,902,101
50%	70%	£111,818,090	£108,404,020	£111,998,216	£108,472,005
100%	70%	£154,171,040	£154,171,040	£154,171,040	£154,171,040

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£50,988,760	£44,160,619	£51,349,011	£44,296,588
10%	70%	£59,459,350	£53,314,023	£59,783,576	£53,436,396
15%	70%	£63,694,645	£57,890,725	£64,000,859	£58,006,299
20%	70%	£67,929,940	£62,467,427	£68,218,141	£62,576,203
25%	70%	£72,165,234	£67,044,128	£72,435,423	£67,146,107
30%	70%	£76,400,529	£71,620,831	£76,652,706	£71,716,009
35%	70%	£80,635,824	£76,197,533	£80,869,989	£76,285,913
40%	70%	£84,871,120	£80,774,235	£85,087,271	£80,855,817
45%	70%	£89,106,415	£85,350,938	£89,304,553	£85,425,720
50%	70%	£93,341,710	£89,927,639	£93,521,835	£89,995,624
100%	70%	£135,694,660	£135,694,660	£135,694,660	£135,694,660

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£44,143,025	£37,314,884	£44,503,276	£37,450,854
10%	70%	£52,613,615	£46,468,288	£52,937,842	£46,590,661
15%	70%	£56,848,910	£51,044,990	£57,155,124	£51,160,565
20%	70%	£61,084,205	£55,621,692	£61,372,406	£55,730,468
25%	70%	£65,319,500	£60,198,394	£65,589,688	£60,300,372
30%	70%	£69,554,795	£64,775,096	£69,806,972	£64,870,275
35%	70%	£73,790,089	£69,351,798	£74,024,254	£69,440,178
40%	70%	£78,025,385	£73,928,500	£78,241,536	£74,010,082
45%	70%	£82,260,680	£78,505,203	£82,458,818	£78,579,986
50%	70%	£86,495,975	£83,081,905	£86,676,101	£83,149,889
100%	70%	£128,848,925	£128,848,925	£128,848,925	£128,848,925

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£28,187,151	£21,359,010	£28,547,402	£21,494,979
10%	70%	£36,657,741	£30,512,414	£36,981,967	£30,634,787
15%	70%	£40,893,036	£35,089,116	£41,199,250	£35,204,690
20%	70%	£45,128,330	£39,665,818	£45,416,532	£39,774,594
25%	70%	£49,363,625	£44,242,519	£49,633,814	£44,344,498
30%	70%	£53,598,920	£48,819,222	£53,851,097	£48,914,400
35%	70%	£57,834,215	£53,395,924	£58,068,380	£53,484,304
40%	70%	£62,069,510	£57,972,626	£62,285,662	£58,054,208
45%	70%	£66,304,805	£62,549,328	£66,502,944	£62,624,111
50%	70%	£70,540,101	£67,126,030	£70,720,226	£67,194,015
100%	70%	£112,893,051	£112,893,051	£112,893,051	£112,893,051

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£625 psf
No Units	650	Sales value inflation	0%
Site Area	1.79 Ha	Build cost inflation	0%
		Sensitivity testing Assumption	Grant

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£26,513,196	£19,685,055	£26,873,448	£19,821,025
10%	70%	£34,396,745	£28,251,418	£34,720,972	£28,373,791
15%	70%	£38,338,519	£32,534,599	£38,644,733	£32,650,174
20%	70%	£42,280,294	£36,817,781	£42,568,495	£36,926,556
25%	70%	£46,222,068	£41,100,963	£46,492,256	£41,202,940
30%	70%	£50,163,842	£45,384,143	£50,416,018	£45,479,322
35%	70%	£54,105,616	£49,667,325	£54,339,781	£49,755,705
40%	70%	£58,047,391	£53,950,507	£58,263,542	£54,032,089
45%	70%	£61,989,165	£58,233,687	£62,187,304	£58,308,471
50%	70%	£65,930,940	£62,516,869	£66,111,065	£62,584,854
100%	70%	£105,348,683	£105,348,683	£105,348,683	£105,348,683

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£75,946,684	£69,118,542	£76,306,936	£69,254,512
10%	70%	£83,830,232	£77,684,905	£84,154,459	£77,807,278
15%	70%	£87,772,006	£81,968,086	£88,078,220	£82,083,661
20%	70%	£91,713,781	£86,251,268	£92,001,982	£86,360,043
25%	70%	£95,655,555	£90,534,450	£95,925,743	£90,636,427
30%	70%	£99,597,330	£94,817,630	£99,849,506	£94,912,810
35%	70%	£103,539,103	£99,100,812	£103,773,268	£99,189,192
40%	70%	£107,480,878	£103,383,994	£107,697,029	£103,465,576
45%	70%	£111,422,652	£107,667,175	£111,620,791	£107,741,958
50%	70%	£115,364,427	£111,950,356	£115,544,552	£112,018,341
100%	70%	£154,782,170	£154,782,170	£154,782,170	£154,782,170

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£57,470,303	£50,642,162	£57,830,555	£50,778,131
10%	70%	£65,353,852	£59,208,524	£65,678,078	£59,330,898
15%	70%	£69,295,626	£63,491,706	£69,601,840	£63,607,280
20%	70%	£73,237,400	£67,774,888	£73,525,602	£67,883,663
25%	70%	£77,179,174	£72,058,069	£77,449,363	£72,160,046
30%	70%	£81,120,949	£76,341,250	£81,373,125	£76,436,429
35%	70%	£85,062,723	£80,624,432	£85,296,887	£80,712,812
40%	70%	£89,004,498	£84,907,613	£89,220,648	£84,989,195
45%	70%	£92,946,272	£89,190,794	£93,144,411	£89,265,578
50%	70%	£96,888,046	£93,473,976	£97,068,172	£93,541,961
100%	70%	£136,305,790	£136,305,790	£136,305,790	£136,305,790

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£50,624,568	£43,796,427	£50,984,820	£43,932,397
10%	70%	£58,508,117	£52,362,789	£58,832,344	£52,485,163
15%	70%	£62,449,891	£56,645,971	£62,756,105	£56,761,545
20%	70%	£66,391,666	£60,929,153	£66,679,867	£61,037,928
25%	70%	£70,333,439	£65,212,334	£70,603,628	£65,314,312
30%	70%	£74,275,214	£69,495,515	£74,527,390	£69,590,694
35%	70%	£78,216,988	£73,778,697	£78,451,153	£73,867,077
40%	70%	£82,158,763	£78,061,879	£82,374,914	£78,143,461
45%	70%	£86,100,537	£82,345,059	£86,298,676	£82,419,843
50%	70%	£90,042,312	£86,628,241	£90,222,437	£86,696,226
100%	70%	£129,460,055	£129,460,055	£129,460,055	£129,460,055

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£34,668,694	£27,840,553	£35,028,946	£27,976,522
10%	70%	£42,552,243	£36,406,915	£42,876,469	£36,529,289
15%	70%	£46,494,017	£40,690,097	£46,800,230	£40,805,671
20%	70%	£50,435,791	£44,973,278	£50,723,993	£45,082,054
25%	70%	£54,377,565	£49,256,460	£54,647,754	£49,358,437
30%	70%	£58,319,340	£53,539,641	£58,571,516	£53,634,820
35%	70%	£62,261,114	£57,822,823	£62,495,278	£57,911,203
40%	70%	£66,202,889	£62,106,004	£66,419,039	£62,187,586
45%	70%	£70,144,662	£66,389,185	£70,342,802	£66,463,969
50%	70%	£74,086,437	£70,672,367	£74,266,563	£70,740,351
100%	70%	£113,504,181	£113,504,181	£113,504,181	£113,504,181

## Appendix 8 - Notional sites appraisal results (Grant, growth and regeneration)

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£900psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,951,540	£2,061,949	£1,924,603	£2,038,640
10%	70%	£1,524,857	£1,624,226	£1,498,503	£1,601,135
15%	70%	£1,311,515	£1,405,363	£1,285,452	£1,382,383
20%	70%	£1,098,173	£1,186,501	£1,072,402	£1,163,631
25%	70%	£884,831	£967,638	£859,351	£944,879
30%	70%	£671,490	£748,777	£646,301	£726,127
35%	70%	£458,148	£529,915	£433,250	£507,374
40%	70%	£244,806	£311,052	£220,200	£288,622
45%	70%	£31,465	£92,190	£7,150	£69,870
50%	70%	£-184,851	£-128,744	£-209,268	£-151,317
100%	70%	£-2,353,160	£-2,353,160	£-2,374,617	£-2,374,617

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£294,047	£404,456	£267,110	£381,147
10%	70%	£-132,637	£-33,267	£-158,990	£-56,358
15%	70%	£-345,978	£-252,130	£-372,041	£-275,110
20%	70%	£-559,320	£-470,992	£-585,092	£-493,862
25%	70%	£-772,662	£-689,855	£-798,142	£-712,614
30%	70%	£-986,003	£-908,716	£-1,011,192	£-931,366
35%	70%	£-1,199,345	£-1,127,578	£-1,224,243	£-1,150,119
40%	70%	£-1,412,687	£-1,346,441	£-1,437,293	£-1,368,872
45%	70%	£-1,626,028	£-1,565,303	£-1,650,343	£-1,587,624
50%	70%	£-1,842,344	£-1,786,237	£-1,866,761	£-1,808,811
100%	70%	£-4,010,654	£-4,010,654	£-4,032,110	£-4,032,110

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£913,556	£1,023,965	£886,619	£1,000,656
10%	70%	£486,872	£586,241	£460,518	£563,150
15%	70%	£273,531	£367,378	£247,467	£344,398
20%	70%	£60,188	£148,517	£34,417	£125,646
25%	70%	£-153,153	£-70,346	£-178,633	£-93,106
30%	70%	£-366,494	£-289,208	£-391,683	£-311,858
35%	70%	£-579,837	£-508,070	£-604,734	£-530,611
40%	70%	£-793,178	£-726,932	£-817,785	£-749,363
45%	70%	£-1,006,519	£-945,794	£-1,030,835	£-968,115
50%	70%	£-1,222,836	£-1,166,728	£-1,247,253	£-1,189,302
100%	70%	£-3,391,145	£-3,391,145	£-3,412,602	£-3,412,602

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,143,092	£1,253,501	£1,116,155	£1,230,191
10%	70%	£716,408	£815,777	£690,054	£792,686
15%	70%	£503,067	£596,914	£477,003	£573,934
20%	70%	£289,724	£378,053	£263,953	£355,182
25%	70%	£76,383	£159,190	£50,903	£136,430
30%	70%	£-136,958	£-59,672	£-162,147	£-82,322
35%	70%	£-350,301	£-278,534	£-375,199	£-301,075
40%	70%	£-563,642	£-497,396	£-588,249	£-519,827
45%	70%	£-776,984	£-716,258	£-801,299	£-738,579
50%	70%	£-993,300	£-937,192	£-1,017,717	£-959,766
100%	70%	£-3,161,609	£-3,161,609	£-3,183,066	£-3,183,066

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,678,088	£1,788,497	£1,651,151	£1,765,188
10%	70%	£1,251,405	£1,350,774	£1,225,051	£1,327,683
15%	70%	£1,038,063	£1,131,911	£1,012,000	£1,108,931
20%	70%	£824,721	£913,049	£798,950	£890,179
25%	70%	£611,380	£694,186	£585,900	£671,427
30%	70%	£398,038	£475,325	£372,849	£452,675
35%	70%	£184,696	£256,463	£159,798	£233,922
40%	70%	£-28,646	£37,600	£-53,252	£15,170
45%	70%	£-241,987	£-181,262	£-266,302	£-203,582
50%	70%	£-458,303	£-402,196	£-482,720	£-424,769
100%	70%	£-2,626,612	£-2,626,612	£-2,648,069	£-2,648,069

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£865 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,722,961	£1,833,371	£1,696,025	£1,810,061
10%	70%	£1,318,553	£1,417,922	£1,292,199	£1,394,832
15%	70%	£1,116,349	£1,210,198	£1,090,286	£1,187,218
20%	70%	£914,145	£1,002,473	£888,373	£979,603
25%	70%	£711,941	£794,747	£686,460	£771,988
30%	70%	£509,736	£587,023	£484,547	£564,373
35%	70%	£307,532	£379,298	£282,635	£356,758
40%	70%	£105,328	£171,574	£80,722	£149,143
45%	70%	£-98,461	£-36,742	£-123,174	£-59,428
50%	70%	£-303,972	£-247,865	£-328,389	£-270,438
100%	70%	£-2,359,085	£-2,359,085	£-2,380,541	£-2,380,541

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£65,468	£175,878	£38,532	£152,568
10%	70%	£-338,940	£-239,571	£-365,294	£-262,661
15%	70%	£-541,144	£-447,296	£-567,207	£-470,276
20%	70%	£-743,348	£-655,020	£-769,120	£-677,890
25%	70%	£-945,553	£-862,746	£-971,033	£-885,505
30%	70%	£-1,147,757	£-1,070,470	£-1,172,946	£-1,093,120
35%	70%	£-1,349,961	£-1,278,195	£-1,374,859	£-1,300,735
40%	70%	£-1,552,165	£-1,485,919	£-1,576,772	£-1,508,350
45%	70%	£-1,755,954	£-1,694,236	£-1,780,667	£-1,716,921
50%	70%	£-1,961,465	£-1,905,358	£-1,985,882	£-1,927,931
100%	70%	£-4,016,578	£-4,016,578	£-4,038,035	£-4,038,035

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£684,977	£795,387	£658,041	£772,077
10%	70%	£280,569	£379,938	£254,215	£356,848
15%	70%	£78,364	£172,213	£52,302	£149,233
20%	70%	£-123,840	£-35,511	£-149,611	£-58,382
25%	70%	£-326,044	£-243,237	£-351,524	£-265,997
30%	70%	£-528,248	£-450,962	£-553,437	£-473,612
35%	70%	£-730,452	£-658,686	£-755,350	£-681,226
40%	70%	£-932,656	£-866,411	£-957,263	£-888,841
45%	70%	£-1,136,446	£-1,074,727	£-1,161,158	£-1,097,412
50%	70%	£-1,341,956	£-1,285,849	£-1,366,374	£-1,308,423
100%	70%	£-3,397,069	£-3,397,069	£-3,418,526	£-3,418,526

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£914,513	£1,024,923	£887,577	£1,001,613
10%	70%	£510,104	£609,474	£483,751	£586,384
15%	70%	£307,900	£401,749	£281,838	£378,769
20%	70%	£105,696	£194,024	£79,925	£171,154
25%	70%	£-96,508	£-13,701	£-121,988	£-36,461
30%	70%	£-298,712	£-221,426	£-323,901	£-244,076
35%	70%	£-500,916	£-429,150	£-525,814	£-451,691
40%	70%	£-703,121	£-636,875	£-727,727	£-659,305
45%	70%	£-906,910	£-845,191	£-931,622	£-867,876
50%	70%	£-1,112,421	£-1,056,313	£-1,136,838	£-1,078,887
100%	70%	£-3,167,533	£-3,167,533	£-3,188,990	£-3,188,990

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,449,509	£1,559,919	£1,422,573	£1,536,609
10%	70%	£1,045,101	£1,144,470	£1,018,747	£1,121,380
15%	70%	£842,897	£936,746	£816,834	£913,766
20%	70%	£640,693	£729,021	£614,922	£706,151
25%	70%	£438,489	£521,296	£413,009	£498,536
30%	70%	£236,284	£313,571	£211,096	£290,921
35%	70%	£34,080	£105,846	£9,183	£83,306
40%	70%	£-168,124	£-101,878	£-192,730	£-124,309
45%	70%	£-371,913	£-310,194	£-396,625	£-332,880
50%	70%	£-577,424	£-521,316	£-601,841	£-543,890
100%	70%	£-2,632,537	£-2,632,537	£-2,653,993	£-2,653,993

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£825 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,461,730	£1,572,140	£1,434,793	£1,548,830
10%	70%	£1,082,589	£1,181,958	£1,056,234	£1,158,867
15%	70%	£893,018	£986,867	£866,956	£963,886
20%	70%	£703,448	£791,775	£677,676	£768,906
25%	70%	£513,877	£596,684	£488,397	£573,924
30%	70%	£324,306	£401,593	£299,118	£378,943
35%	70%	£134,736	£206,502	£109,838	£183,962
40%	70%	£-55,732	£11,411	£-80,740	£-11,199
45%	70%	£-248,403	£-186,684	£-273,115	£-209,369
50%	70%	£-441,074	£-384,965	£-465,490	£-407,539
100%	70%	£-2,367,783	£-2,367,783	£-2,389,240	£-2,389,240

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-195,763	£-85,353	£-222,700	£-108,663
10%	70%	£-574,904	£-475,535	£-601,259	£-498,626
15%	70%	£-764,475	£-670,626	£-790,537	£-693,607
20%	70%	£-954,046	£-865,718	£-979,817	£-888,588
25%	70%	£-1,143,616	£-1,060,809	£-1,169,096	£-1,083,569
30%	70%	£-1,333,187	£-1,255,900	£-1,358,376	£-1,278,550
35%	70%	£-1,522,757	£-1,450,991	£-1,547,655	£-1,473,531
40%	70%	£-1,713,225	£-1,646,082	£-1,738,234	£-1,668,692
45%	70%	£-1,905,896	£-1,844,177	£-1,930,608	£-1,866,863
50%	70%	£-2,098,567	£-2,042,458	£-2,122,983	£-2,065,032
100%	70%	£-4,025,276	£-4,025,276	£-4,046,733	£-4,046,733

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£423,745	£534,155	£396,808	£510,845
10%	70%	£44,604	£143,973	£18,250	£120,883
15%	70%	£-144,966	£-51,118	£-171,029	£-74,099
20%	70%	£-334,537	£-246,210	£-360,308	£-269,079
25%	70%	£-524,107	£-441,301	£-549,587	£-464,060
30%	70%	£-713,678	£-636,391	£-738,867	£-659,041
35%	70%	£-903,249	£-831,482	£-928,146	£-854,023
40%	70%	£-1,093,716	£-1,026,573	£-1,118,725	£-1,049,183
45%	70%	£-1,286,387	£-1,224,668	£-1,311,100	£-1,247,354
50%	70%	£-1,479,058	£-1,422,950	£-1,503,474	£-1,445,523
100%	70%	£-3,405,767	£-3,405,767	£-3,427,224	£-3,427,224

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£653,281	£763,691	£626,344	£740,381
10%	70%	£274,140	£373,509	£247,786	£350,419
15%	70%	£84,570	£178,418	£58,507	£155,437
20%	70%	£-105,001	£-16,674	£-130,772	£-39,543
25%	70%	£-294,572	£-211,765	£-320,052	£-234,524
30%	70%	£-484,142	£-406,856	£-509,331	£-429,506
35%	70%	£-673,713	£-601,947	£-698,610	£-624,487
40%	70%	£-864,180	£-797,038	£-889,189	£-819,647
45%	70%	£-1,056,851	£-995,133	£-1,081,564	£-1,017,818
50%	70%	£-1,249,522	£-1,193,414	£-1,273,938	£-1,215,988
100%	70%	£-3,176,231	£-3,176,231	£-3,197,688	£-3,197,688

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,188,278	£1,298,688	£1,161,341	£1,275,378
10%	70%	£809,137	£908,506	£782,782	£885,415
15%	70%	£619,566	£713,415	£593,504	£690,434
20%	70%	£429,996	£518,323	£404,224	£495,454
25%	70%	£240,425	£323,232	£214,945	£300,472
30%	70%	£50,855	£128,141	£25,666	£105,491
35%	70%	£-138,716	£-66,950	£-163,614	£-89,490
40%	70%	£-329,184	£-262,041	£-354,192	£-284,651
45%	70%	£-521,855	£-460,136	£-546,567	£-482,821
50%	70%	£-714,525	£-658,417	£-738,942	£-680,991
100%	70%	£-2,641,235	£-2,641,235	£-2,662,691	£-2,662,691

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£800 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,298,459	£1,408,869	£1,271,523	£1,385,560
10%	70%	£934,896	£1,034,265	£908,542	£1,011,175
15%	70%	£753,114	£846,963	£727,052	£823,982
20%	70%	£571,332	£659,660	£545,561	£636,790
25%	70%	£389,551	£472,358	£364,071	£449,598
30%	70%	£207,768	£285,056	£182,580	£262,405
35%	70%	£25,987	£97,753	£1,090	£75,213
40%	70%	£-158,343	£-91,013	£-183,352	£-113,811
45%	70%	£-343,097	£-281,379	£-367,811	£-304,064
50%	70%	£-527,853	£-471,744	£-552,269	£-494,318
100%	70%	£-2,375,401	£-2,375,401	£-2,396,857	£-2,396,857

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-359,034	£-248,624	£-385,970	£-271,933
10%	70%	£-722,598	£-623,228	£-748,951	£-646,318
15%	70%	£-904,379	£-810,530	£-930,441	£-833,511
20%	70%	£-1,086,161	£-997,833	£-1,111,932	£-1,020,703
25%	70%	£-1,267,942	£-1,185,135	£-1,293,422	£-1,207,895
30%	70%	£-1,449,725	£-1,372,437	£-1,474,914	£-1,395,088
35%	70%	£-1,631,506	£-1,559,740	£-1,656,404	£-1,582,280
40%	70%	£-1,815,836	£-1,748,506	£-1,840,845	£-1,771,304
45%	70%	£-2,000,591	£-1,938,872	£-2,025,304	£-1,961,557
50%	70%	£-2,185,346	£-2,129,237	£-2,209,762	£-2,151,811
100%	70%	£-4,032,894	£-4,032,894	£-4,054,351	£-4,054,351

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£260,475	£370,885	£233,539	£347,575
10%	70%	£-103,089	£-3,720	£-129,443	£-26,810
15%	70%	£-284,870	£-191,021	£-310,933	£-214,003
20%	70%	£-466,652	£-378,324	£-492,424	£-401,194
25%	70%	£-648,434	£-565,627	£-673,914	£-588,386
30%	70%	£-830,216	£-752,928	£-855,405	£-775,579
35%	70%	£-1,011,997	£-940,231	£-1,036,895	£-962,771
40%	70%	£-1,196,327	£-1,128,998	£-1,221,336	£-1,151,796
45%	70%	£-1,381,082	£-1,319,363	£-1,405,795	£-1,342,049
50%	70%	£-1,565,837	£-1,509,729	£-1,590,253	£-1,532,303
100%	70%	£-3,413,385	£-3,413,385	£-3,434,842	£-3,434,842

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£490,011	£600,420	£463,074	£577,111
10%	70%	£126,447	£225,816	£100,093	£202,726
15%	70%	£-55,334	£38,514	£-81,397	£15,533
20%	70%	£-237,117	£-148,788	£-262,888	£-171,659
25%	70%	£-418,898	£-336,091	£-444,378	£-358,851
30%	70%	£-600,680	£-523,393	£-625,869	£-546,044
35%	70%	£-782,461	£-710,695	£-807,359	£-733,236
40%	70%	£-966,792	£-899,462	£-991,800	£-922,260
45%	70%	£-1,151,546	£-1,089,827	£-1,176,259	£-1,112,513
50%	70%	£-1,336,301	£-1,280,193	£-1,360,718	£-1,302,767
100%	70%	£-3,183,849	£-3,183,849	£-3,205,306	£-3,205,306

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,025,007	£1,135,417	£998,071	£1,112,108
10%	70%	£661,444	£760,813	£635,090	£737,723
15%	70%	£479,662	£573,511	£453,600	£550,530
20%	70%	£297,880	£386,208	£272,109	£363,338
25%	70%	£116,099	£198,906	£90,619	£176,146
30%	70%	£-65,883	£11,604	£-90,872	£-11,047
35%	70%	£-247,465	£-175,699	£-272,362	£-198,239
40%	70%	£-431,795	£-364,465	£-456,804	£-387,263
45%	70%	£-616,549	£-554,831	£-641,263	£-577,516
50%	70%	£-801,305	£-745,196	£-825,721	£-767,770
100%	70%	£-2,648,853	£-2,648,853	£-2,670,309	£-2,670,309

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

No Units 11  
 Site Area 0.06 Ha

Grant Available Yes  
 Value Area £750 psf

Sales value inflation 21%  
 Build cost inflation 25%  
 Sensitivity testing Assumption Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£971,920	£1,082,329	£944,982	£1,059,019
10%	70%	£639,517	£738,886	£613,163	£715,796
15%	70%	£473,315	£567,164	£447,253	£544,184
20%	70%	£307,114	£395,442	£281,342	£372,571
25%	70%	£140,913	£223,720	£115,433	£200,960
30%	70%	£-25,702	£51,998	£-51,303	£29,348
35%	70%	£-194,622	£-121,682	£-219,927	£-144,590
40%	70%	£-363,541	£-296,212	£-388,551	£-319,009
45%	70%	£-532,461	£-470,742	£-557,173	£-493,428
50%	70%	£-701,380	£-645,273	£-725,797	£-667,846
100%	70%	£-2,390,576	£-2,390,576	£-2,412,032	£-2,412,032

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-885,574	£-575,164	£-712,511	£-598,474
10%	70%	£-1,017,977	£-918,608	£-1,044,330	£-941,697
15%	70%	£-1,184,178	£-1,090,329	£-1,210,241	£-1,113,309
20%	70%	£-1,350,379	£-1,262,051	£-1,376,151	£-1,284,922
25%	70%	£-1,516,580	£-1,433,773	£-1,542,060	£-1,456,533
30%	70%	£-1,683,195	£-1,605,495	£-1,708,796	£-1,628,145
35%	70%	£-1,852,115	£-1,779,175	£-1,877,420	£-1,802,083
40%	70%	£-2,021,034	£-1,953,705	£-2,046,044	£-1,976,502
45%	70%	£-2,189,954	£-2,128,235	£-2,214,667	£-2,150,921
50%	70%	£-2,358,873	£-2,302,766	£-2,383,290	£-2,325,340
100%	70%	£-4,048,069	£-4,048,069	£-4,069,525	£-4,069,525

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-66,065	£44,345	£-93,002	£21,035
10%	70%	£-398,468	£-299,099	£-424,822	£-322,189
15%	70%	£-564,669	£-470,821	£-590,732	£-493,801
20%	70%	£-730,870	£-642,543	£-756,642	£-665,413
25%	70%	£-897,071	£-814,265	£-922,552	£-837,024
30%	70%	£-1,063,686	£-985,986	£-1,089,287	£-1,008,636
35%	70%	£-1,232,606	£-1,159,666	£-1,257,911	£-1,182,575
40%	70%	£-1,401,525	£-1,334,196	£-1,426,535	£-1,356,993
45%	70%	£-1,570,445	£-1,508,727	£-1,595,158	£-1,531,412
50%	70%	£-1,739,365	£-1,683,257	£-1,763,782	£-1,705,831
100%	70%	£-3,428,561	£-3,428,561	£-3,450,016	£-3,450,016

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£163,471	£273,881	£136,534	£250,571
10%	70%	£-168,932	£-69,563	£-195,286	£-92,653
15%	70%	£-335,134	£-241,285	£-361,196	£-264,265
20%	70%	£-501,334	£-413,007	£-527,106	£-435,877
25%	70%	£-667,536	£-584,729	£-693,016	£-607,488
30%	70%	£-834,150	£-756,451	£-859,751	£-779,101
35%	70%	£-1,003,070	£-930,130	£-1,028,375	£-953,039
40%	70%	£-1,171,989	£-1,104,661	£-1,196,999	£-1,127,458
45%	70%	£-1,340,910	£-1,279,191	£-1,365,622	£-1,301,876
50%	70%	£-1,509,829	£-1,453,721	£-1,534,246	£-1,476,295
100%	70%	£-3,199,025	£-3,199,025	£-3,220,481	£-3,220,481

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£698,468	£808,878	£671,531	£785,567
10%	70%	£366,065	£465,434	£339,711	£442,344
15%	70%	£199,863	£293,712	£173,801	£270,732
20%	70%	£33,663	£121,990	£7,890	£99,120
25%	70%	£-132,539	£-49,732	£-158,019	£-72,492
30%	70%	£-299,154	£-221,454	£-324,755	£-244,104
35%	70%	£-468,074	£-395,133	£-493,379	£-418,042
40%	70%	£-636,993	£-569,664	£-662,002	£-592,461
45%	70%	£-805,913	£-744,194	£-830,625	£-766,880
50%	70%	£-974,832	£-918,725	£-999,249	£-941,298
100%	70%	£-2,664,028	£-2,664,028	£-2,685,484	£-2,685,484



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£725 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£808,650	£919,059	£781,713	£895,749
10%	70%	£491,818	£591,187	£465,464	£568,097
15%	70%	£333,403	£427,251	£307,340	£404,271
20%	70%	£174,987	£263,315	£149,216	£240,445
25%	70%	£16,572	£99,379	£9,055	£76,619
30%	70%	£-144,164	£-65,613	£-169,764	£-88,634
35%	70%	£-305,170	£-232,230	£-330,475	£-255,139
40%	70%	£-466,177	£-398,848	£-491,185	£-421,645
45%	70%	£-627,184	£-565,465	£-651,896	£-588,150
50%	70%	£-788,189	£-732,082	£-812,607	£-754,656
100%	70%	£-2,398,254	£-2,398,254	£-2,419,711	£-2,419,711

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-848,843	£-738,435	£-875,780	£-761,744
10%	70%	£-1,165,675	£-1,066,306	£-1,192,029	£-1,089,396
15%	70%	£-1,324,091	£-1,230,242	£-1,350,153	£-1,253,222
20%	70%	£-1,482,506	£-1,394,179	£-1,508,277	£-1,417,048
25%	70%	£-1,640,921	£-1,558,114	£-1,666,548	£-1,580,874
30%	70%	£-1,801,657	£-1,723,106	£-1,827,258	£-1,746,127
35%	70%	£-1,962,663	£-1,889,723	£-1,987,968	£-1,912,633
40%	70%	£-2,123,670	£-2,056,341	£-2,148,679	£-2,079,138
45%	70%	£-2,284,677	£-2,222,958	£-2,309,389	£-2,245,643
50%	70%	£-2,445,683	£-2,389,575	£-2,470,100	£-2,412,149
100%	70%	£-4,055,748	£-4,055,748	£-4,077,204	£-4,077,204

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-229,335	£-118,926	£-256,272	£-142,235
10%	70%	£-546,166	£-446,797	£-572,520	£-469,887
15%	70%	£-704,582	£-610,733	£-730,644	£-633,713
20%	70%	£-862,997	£-774,670	£-888,768	£-797,539
25%	70%	£-1,021,413	£-938,606	£-1,047,039	£-961,365
30%	70%	£-1,182,149	£-1,103,597	£-1,207,749	£-1,126,618
35%	70%	£-1,343,154	£-1,270,214	£-1,368,459	£-1,293,124
40%	70%	£-1,504,161	£-1,436,832	£-1,529,170	£-1,459,629
45%	70%	£-1,665,168	£-1,603,449	£-1,689,881	£-1,626,135
50%	70%	£-1,826,174	£-1,770,066	£-1,850,591	£-1,792,640
100%	70%	£-3,436,239	£-3,436,239	£-3,457,696	£-3,457,696

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£201	£110,610	£-26,736	£87,301
10%	70%	£-316,631	£-217,261	£-342,984	£-240,351
15%	70%	£-475,046	£-381,197	£-501,108	£-404,177
20%	70%	£-633,461	£-545,134	£-659,233	£-568,003
25%	70%	£-791,877	£-709,070	£-817,503	£-731,829
30%	70%	£-952,613	£-874,061	£-978,213	£-897,083
35%	70%	£-1,113,619	£-1,040,678	£-1,138,924	£-1,063,588
40%	70%	£-1,274,625	£-1,207,296	£-1,299,634	£-1,230,093
45%	70%	£-1,435,632	£-1,373,914	£-1,460,345	£-1,396,599
50%	70%	£-1,596,638	£-1,540,531	£-1,621,055	£-1,563,104
100%	70%	£-3,206,703	£-3,206,703	£-3,228,160	£-3,228,160

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£535,198	£645,607	£508,261	£622,298
10%	70%	£218,366	£317,735	£192,012	£294,645
15%	70%	£59,951	£153,799	£33,888	£130,819
20%	70%	£-98,465	£-10,137	£-124,236	£-33,007
25%	70%	£-256,880	£-174,073	£-282,507	£-196,833
30%	70%	£-417,616	£-339,065	£-443,216	£-362,086
35%	70%	£-578,622	£-505,682	£-603,927	£-528,591
40%	70%	£-739,629	£-672,300	£-764,637	£-695,097
45%	70%	£-900,635	£-838,917	£-925,348	£-861,602
50%	70%	£-1,061,641	£-1,005,534	£-1,086,058	£-1,028,108
100%	70%	£-2,671,706	£-2,671,706	£-2,693,163	£-2,693,163

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

Value Area £700 pst

No Units	11
Site Area	0.06 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£645,379	£755,789	£618,443	£732,479
10%	70%	£343,977	£443,347	£317,624	£420,256
15%	70%	£193,277	£287,124	£167,213	£264,144
20%	70%	£42,576	£130,903	£16,804	£108,033
25%	70%	-£109,894	-£25,732	-£135,790	-£48,864
30%	70%	-£263,059	-£184,509	-£288,660	-£207,529
35%	70%	-£416,225	-£343,285	-£441,530	-£366,194
40%	70%	-£569,391	-£502,062	-£594,399	-£524,859
45%	70%	-£722,556	-£660,837	-£747,269	-£683,524
50%	70%	-£875,722	-£819,614	-£900,138	-£842,189
100%	70%	-£2,407,378	-£2,407,378	-£2,428,835	-£2,428,835

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,012,114	-£901,704	-£1,039,050	-£925,014
10%	70%	-£1,313,516	-£1,214,147	-£1,339,869	-£1,237,237
15%	70%	-£1,464,216	-£1,370,369	-£1,490,280	-£1,393,349
20%	70%	-£1,614,917	-£1,526,590	-£1,640,689	-£1,549,460
25%	70%	-£1,767,387	-£1,683,226	-£1,793,284	-£1,706,357
30%	70%	-£1,920,552	-£1,842,002	-£1,946,154	-£1,865,022
35%	70%	-£2,073,719	-£2,000,778	-£2,099,024	-£2,023,687
40%	70%	-£2,226,884	-£2,159,555	-£2,251,893	-£2,182,352
45%	70%	-£2,380,049	-£2,318,330	-£2,404,763	-£2,341,017
50%	70%	-£2,533,215	-£2,477,107	-£2,557,632	-£2,499,682
100%	70%	-£4,064,872	-£4,064,872	-£4,086,328	-£4,086,328

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£392,606	-£282,196	-£419,542	-£305,506
10%	70%	-£694,007	-£594,638	-£720,361	-£617,729
15%	70%	-£844,708	-£750,860	-£870,771	-£773,840
20%	70%	-£995,408	-£907,081	-£1,021,181	-£929,952
25%	70%	-£1,147,878	-£1,063,717	-£1,173,775	-£1,086,849
30%	70%	-£1,301,044	-£1,222,493	-£1,326,645	-£1,245,514
35%	70%	-£1,454,210	-£1,381,270	-£1,479,515	-£1,404,178
40%	70%	-£1,607,375	-£1,540,046	-£1,632,384	-£1,562,843
45%	70%	-£1,760,540	-£1,698,822	-£1,785,254	-£1,721,508
50%	70%	-£1,913,707	-£1,857,598	-£1,938,123	-£1,880,173
100%	70%	-£3,445,363	-£3,445,363	-£3,466,820	-£3,466,820

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£163,070	-£52,660	-£190,006	-£75,970
10%	70%	-£464,471	-£365,102	-£490,825	-£388,193
15%	70%	-£615,172	-£521,324	-£641,235	-£544,304
20%	70%	-£765,873	-£677,545	-£791,645	-£700,416
25%	70%	-£918,343	-£834,181	-£944,239	-£857,313
30%	70%	-£1,071,508	-£992,957	-£1,097,109	-£1,015,978
35%	70%	-£1,224,674	-£1,151,734	-£1,249,979	-£1,174,643
40%	70%	-£1,377,839	-£1,310,510	-£1,402,848	-£1,333,307
45%	70%	-£1,531,005	-£1,469,286	-£1,555,718	-£1,491,972
50%	70%	-£1,684,171	-£1,628,062	-£1,708,587	-£1,650,637
100%	70%	-£3,215,827	-£3,215,827	-£3,237,284	-£3,237,284

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£371,927	£482,337	£344,991	£459,027
10%	70%	£70,526	£169,895	£44,172	£146,804
15%	70%	-£80,175	£13,673	-£106,239	-£9,308
20%	70%	-£230,876	-£142,549	-£256,648	-£165,419
25%	70%	-£383,346	-£299,184	-£409,242	-£322,316
30%	70%	-£536,511	-£457,961	-£562,112	-£480,981
35%	70%	-£689,677	-£616,737	-£714,982	-£639,646
40%	70%	-£842,843	-£775,514	-£867,851	-£798,311
45%	70%	-£996,008	-£934,289	-£1,020,721	-£956,976
50%	70%	-£1,149,174	-£1,093,066	-£1,173,590	-£1,115,640
100%	70%	-£2,680,830	-£2,680,830	-£2,702,287	-£2,702,287

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sq m retail

No Units	11
Site Area	0.06 Ha

Grant Available	Yes
Value Area	£650 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£318,839	£429,249	£291,902	£405,939
10%	70%	£47,806	£147,174	£21,451	£124,084
15%	70%	-£89,146	£6,136	-£115,635	-£17,119
20%	70%	-£226,880	-£137,107	-£253,073	-£160,351
25%	70%	-£364,613	-£280,451	-£390,510	-£303,584
30%	70%	-£502,346	-£423,795	-£527,948	-£446,816
35%	70%	-£640,080	-£567,140	-£665,385	-£590,048
40%	70%	-£777,813	-£710,484	-£802,821	-£733,281
45%	70%	-£915,546	-£853,828	-£940,259	-£876,513
50%	70%	-£1,053,279	-£997,172	-£1,077,696	-£1,019,746
100%	70%	-£2,430,613	-£2,430,613	-£2,452,069	-£2,452,069

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,338,654	-£1,228,244	-£1,365,591	-£1,251,554
10%	70%	-£1,609,688	-£1,510,319	-£1,636,042	-£1,533,409
15%	70%	-£1,746,639	-£1,651,357	-£1,773,128	-£1,674,612
20%	70%	-£1,884,373	-£1,794,600	-£1,910,566	-£1,817,845
25%	70%	-£2,022,106	-£1,937,944	-£2,048,003	-£1,961,077
30%	70%	-£2,159,839	-£2,081,288	-£2,185,441	-£2,104,309
35%	70%	-£2,297,573	-£2,224,633	-£2,322,878	-£2,247,542
40%	70%	-£2,435,306	-£2,367,977	-£2,460,315	-£2,390,774
45%	70%	-£2,573,040	-£2,511,321	-£2,597,752	-£2,534,006
50%	70%	-£2,710,772	-£2,654,665	-£2,735,190	-£2,677,239
100%	70%	-£4,088,106	-£4,088,106	-£4,109,562	-£4,109,562

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£719,145	-£608,735	-£746,082	-£632,045
10%	70%	-£990,179	-£890,811	-£1,016,533	-£913,900
15%	70%	-£1,127,131	-£1,031,848	-£1,153,620	-£1,055,103
20%	70%	-£1,264,864	-£1,175,091	-£1,291,057	-£1,198,336
25%	70%	-£1,402,597	-£1,318,435	-£1,428,494	-£1,341,568
30%	70%	-£1,540,331	-£1,461,779	-£1,565,932	-£1,484,801
35%	70%	-£1,678,064	-£1,605,124	-£1,703,369	-£1,628,033
40%	70%	-£1,815,797	-£1,748,468	-£1,840,806	-£1,771,265
45%	70%	-£1,953,531	-£1,891,812	-£1,978,243	-£1,914,498
50%	70%	-£2,091,264	-£2,035,156	-£2,115,681	-£2,057,730
100%	70%	-£3,468,597	-£3,468,597	-£3,490,054	-£3,490,054

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£489,609	-£379,199	-£516,546	-£402,509
10%	70%	-£760,643	-£661,275	-£786,998	-£684,365
15%	70%	-£897,595	-£802,312	-£924,084	-£825,568
20%	70%	-£1,035,328	-£945,556	-£1,061,521	-£968,800
25%	70%	-£1,173,061	-£1,088,900	-£1,198,959	-£1,112,032
30%	70%	-£1,310,795	-£1,232,244	-£1,336,396	-£1,255,265
35%	70%	-£1,448,529	-£1,375,588	-£1,473,834	-£1,398,497
40%	70%	-£1,586,261	-£1,518,932	-£1,611,270	-£1,541,729
45%	70%	-£1,723,995	-£1,662,276	-£1,748,708	-£1,684,962
50%	70%	-£1,861,728	-£1,805,620	-£1,886,145	-£1,828,194
100%	70%	-£3,239,061	-£3,239,061	-£3,260,518	-£3,260,518

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£45,387	£155,797	£18,450	£132,487
10%	70%	-£225,646	-£126,278	-£252,001	-£149,368
15%	70%	-£362,598	-£267,315	-£389,087	-£290,571
20%	70%	-£500,332	-£410,559	-£526,524	-£433,803
25%	70%	-£638,064	-£553,903	-£665,962	-£577,036
30%	70%	-£775,798	-£697,247	-£801,399	-£720,268
35%	70%	-£913,532	-£840,592	-£938,837	-£863,500
40%	70%	-£1,051,265	-£983,936	-£1,076,273	-£1,006,733
45%	70%	-£1,188,998	-£1,127,280	-£1,213,711	-£1,149,965
50%	70%	-£1,326,731	-£1,270,624	-£1,351,148	-£1,293,197
100%	70%	-£2,704,064	-£2,704,064	-£2,725,521	-£2,725,521

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T1 - 11 Flats and 500sqm retail

Grant Available	Yes
Value Area	£625 psf

No Units	11
Site Area	0.06 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£155,569	£265,978	£128,633	£242,669
10%	70%	-£101,918	-£924	-£128,704	-£24,392
15%	70%	-£231,934	-£136,550	-£258,423	-£159,906
20%	70%	-£361,949	-£272,178	-£388,143	-£295,422
25%	70%	-£491,965	-£407,804	-£517,863	-£430,937
30%	70%	-£621,981	-£543,430	-£647,583	-£566,451
35%	70%	-£751,997	-£679,057	-£777,302	-£701,966
40%	70%	-£882,012	-£814,683	-£907,022	-£837,480
45%	70%	-£1,012,028	-£950,310	-£1,036,742	-£972,996
50%	70%	-£1,142,044	-£1,085,937	-£1,166,462	-£1,108,511
100%	70%	-£2,442,202	-£2,442,202	-£2,463,659	-£2,463,659

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,501,925	-£1,391,515	-£1,528,861	-£1,414,824
10%	70%	-£1,759,412	-£1,658,417	-£1,786,197	-£1,681,885
15%	70%	-£1,889,428	-£1,794,043	-£1,915,917	-£1,817,399
20%	70%	-£2,019,443	-£1,929,671	-£2,045,636	-£1,952,915
25%	70%	-£2,149,459	-£2,065,297	-£2,175,356	-£2,088,430
30%	70%	-£2,279,475	-£2,200,923	-£2,305,076	-£2,223,944
35%	70%	-£2,409,491	-£2,336,550	-£2,434,795	-£2,359,459
40%	70%	-£2,539,506	-£2,472,177	-£2,564,515	-£2,494,974
45%	70%	-£2,669,522	-£2,607,803	-£2,694,235	-£2,630,489
50%	70%	-£2,799,538	-£2,743,430	-£2,823,955	-£2,766,004
100%	70%	-£4,099,695	-£4,099,695	-£4,121,152	-£4,121,152

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£882,416	-£772,006	-£909,352	-£795,315
10%	70%	-£1,139,903	-£1,038,909	-£1,166,688	-£1,062,376
15%	70%	-£1,269,919	-£1,174,535	-£1,296,408	-£1,197,891
20%	70%	-£1,399,934	-£1,310,162	-£1,426,128	-£1,333,406
25%	70%	-£1,529,950	-£1,445,788	-£1,555,847	-£1,468,921
30%	70%	-£1,659,966	-£1,581,414	-£1,685,567	-£1,604,436
35%	70%	-£1,789,982	-£1,717,042	-£1,815,287	-£1,739,950
40%	70%	-£1,919,997	-£1,852,668	-£1,945,007	-£1,875,465
45%	70%	-£2,050,013	-£1,988,294	-£2,074,726	-£2,010,981
50%	70%	-£2,180,029	-£2,123,921	-£2,204,446	-£2,146,495
100%	70%	-£3,480,187	-£3,480,187	-£3,501,644	-£3,501,644

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£652,880	-£542,470	-£679,816	-£565,779
10%	70%	-£910,367	-£809,373	-£937,152	-£832,840
15%	70%	-£1,040,383	-£944,999	-£1,066,872	-£968,355
20%	70%	-£1,170,398	-£1,080,626	-£1,196,592	-£1,103,871
25%	70%	-£1,300,414	-£1,216,252	-£1,326,311	-£1,239,385
30%	70%	-£1,430,430	-£1,351,879	-£1,456,031	-£1,374,900
35%	70%	-£1,560,446	-£1,487,506	-£1,585,751	-£1,510,414
40%	70%	-£1,690,461	-£1,623,132	-£1,715,471	-£1,645,929
45%	70%	-£1,820,477	-£1,758,758	-£1,845,190	-£1,781,445
50%	70%	-£1,950,493	-£1,894,386	-£1,974,910	-£1,916,959
100%	70%	-£3,250,651	-£3,250,651	-£3,272,108	-£3,272,108

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£117,883	-£7,473	-£144,819	-£30,783
10%	70%	-£375,370	-£274,376	-£402,156	-£297,844
15%	70%	-£505,386	-£410,002	-£531,875	-£433,358
20%	70%	-£635,401	-£545,629	-£661,595	-£568,874
25%	70%	-£765,417	-£681,256	-£791,315	-£704,388
30%	70%	-£895,433	-£816,882	-£921,035	-£839,903
35%	70%	-£1,025,449	-£952,509	-£1,050,754	-£975,418
40%	70%	-£1,155,464	-£1,088,135	-£1,180,474	-£1,110,932
45%	70%	-£1,285,480	-£1,223,762	-£1,310,194	-£1,246,448
50%	70%	-£1,415,496	-£1,359,389	-£1,439,913	-£1,381,963
100%	70%	-£2,715,654	-£2,715,654	-£2,737,111	-£2,737,111

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T2 - 30 Flats</b>	
No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£900psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,919,427	£8,225,125	£7,903,298	£8,219,038
10%	70%	£6,783,777	£7,058,905	£6,769,261	£7,053,427
15%	70%	£6,215,952	£6,475,796	£6,202,243	£6,470,622
20%	70%	£5,648,127	£5,892,686	£5,635,224	£5,887,816
25%	70%	£5,080,302	£5,309,576	£5,068,206	£5,305,011
30%	70%	£4,512,478	£4,726,466	£4,501,188	£4,722,205
35%	70%	£3,944,652	£4,143,356	£3,934,169	£4,139,400
40%	70%	£3,376,828	£3,560,247	£3,367,151	£3,556,594
45%	70%	£2,809,003	£2,977,136	£2,800,132	£2,973,788
50%	70%	£2,241,178	£2,394,027	£2,233,114	£2,390,983
100%	70%	£-3,493,285	£-3,493,285	£-3,493,285	£-3,493,285

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,775,769	£4,081,468	£3,759,641	£4,075,381
10%	70%	£2,640,119	£2,915,248	£2,625,604	£2,909,770
15%	70%	£2,072,295	£2,332,138	£2,058,585	£2,326,964
20%	70%	£1,504,469	£1,749,029	£1,491,567	£1,744,159
25%	70%	£936,645	£1,165,918	£924,549	£1,161,353
30%	70%	£368,820	£582,808	£357,530	£578,548
35%	70%	£-199,005	£-301	£-209,488	£-4,258
40%	70%	£-766,830	£-583,411	£-776,507	£-587,063
45%	70%	£-1,334,654	£-1,166,521	£-1,343,525	£-1,169,869
50%	70%	£-1,902,480	£-1,749,631	£-1,910,544	£-1,752,675
100%	70%	£-7,636,942	£-7,636,942	£-7,636,942	£-7,636,942

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,324,513	£5,630,211	£5,308,384	£5,624,124
10%	70%	£4,188,863	£4,463,991	£4,174,347	£4,458,513
15%	70%	£3,621,038	£3,880,882	£3,607,329	£3,875,708
20%	70%	£3,053,213	£3,297,772	£3,040,310	£3,292,902
25%	70%	£2,485,388	£2,714,662	£2,473,292	£2,710,097
30%	70%	£1,917,564	£2,131,552	£1,906,274	£2,127,291
35%	70%	£1,349,738	£1,548,442	£1,339,255	£1,544,486
40%	70%	£781,914	£965,333	£772,237	£961,681
45%	70%	£214,089	£382,222	£205,218	£378,874
50%	70%	£-353,736	£-200,887	£-361,800	£-203,931
100%	70%	£-6,088,199	£-6,088,199	£-6,088,199	£-6,088,199

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,898,342	£6,204,041	£5,882,214	£6,197,953
10%	70%	£4,762,692	£5,037,820	£4,748,177	£5,032,342
15%	70%	£4,194,868	£4,454,711	£4,181,158	£4,449,537
20%	70%	£3,627,042	£3,871,601	£3,614,140	£3,866,732
25%	70%	£3,059,217	£3,288,491	£3,047,121	£3,283,926
30%	70%	£2,491,393	£2,705,381	£2,480,103	£2,701,121
35%	70%	£1,923,567	£2,122,272	£1,913,084	£2,118,315
40%	70%	£1,355,743	£1,539,162	£1,346,066	£1,535,510
45%	70%	£787,918	£956,052	£779,047	£952,703
50%	70%	£220,093	£372,942	£212,029	£369,898
100%	70%	£-5,514,370	£-5,514,370	£-5,514,370	£-5,514,370

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,235,810	£7,541,508	£7,219,681	£7,535,421
10%	70%	£6,100,160	£6,375,288	£6,085,644	£6,369,810
15%	70%	£5,532,335	£5,792,178	£5,518,626	£5,787,004
20%	70%	£4,964,509	£5,209,069	£4,951,607	£5,204,199
25%	70%	£4,396,685	£4,625,958	£4,384,589	£4,621,394
30%	70%	£3,828,860	£4,042,849	£3,817,570	£4,038,588
35%	70%	£3,261,035	£3,459,739	£3,250,552	£3,455,783
40%	70%	£2,693,210	£2,876,629	£2,683,533	£2,872,977
45%	70%	£2,125,386	£2,293,519	£2,116,515	£2,290,171
50%	70%	£1,557,560	£1,710,409	£1,549,496	£1,707,365
100%	70%	£-4,176,902	£-4,176,902	£-4,176,902	£-4,176,902

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£865 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,306,754	£7,612,452	£7,290,625	£7,606,365
10%	70%	£6,230,783	£6,505,912	£6,216,267	£6,500,433
15%	70%	£5,692,798	£5,952,641	£5,679,088	£5,947,467
20%	70%	£5,154,812	£5,399,371	£5,141,909	£5,394,501
25%	70%	£4,616,827	£4,846,100	£4,604,731	£4,841,535
30%	70%	£4,078,841	£4,292,830	£4,067,551	£4,288,569
35%	70%	£3,540,856	£3,739,560	£3,530,372	£3,735,603
40%	70%	£3,002,870	£3,186,290	£2,993,193	£3,182,636
45%	70%	£2,464,885	£2,633,019	£2,456,014	£2,629,671
50%	70%	£1,926,900	£2,079,749	£1,918,835	£2,076,705
100%	70%	£-3,509,429	£-3,509,429	£-3,509,429	£-3,509,429

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,163,096	£3,468,795	£3,146,968	£3,462,708
10%	70%	£2,087,126	£2,362,254	£2,072,609	£2,356,775
15%	70%	£1,549,140	£1,808,983	£1,535,431	£1,803,809
20%	70%	£1,011,154	£1,255,714	£998,252	£1,250,844
25%	70%	£473,169	£702,443	£461,073	£697,877
30%	70%	£-64,816	£149,173	£-76,107	£144,911
35%	70%	£-602,801	£-404,098	£-613,285	£-408,054
40%	70%	£-1,140,787	£-957,368	£-1,150,464	£-961,021
45%	70%	£-1,678,773	£-1,510,639	£-1,687,644	£-1,513,987
50%	70%	£-2,216,758	£-2,063,908	£-2,224,822	£-2,066,953
100%	70%	£-7,653,086	£-7,653,086	£-7,653,086	£-7,653,086

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,711,840	£5,017,538	£4,695,711	£5,011,451
10%	70%	£3,635,869	£3,910,998	£3,621,353	£3,905,519
15%	70%	£3,097,884	£3,357,727	£3,084,174	£3,352,553
20%	70%	£2,559,898	£2,804,457	£2,546,995	£2,799,587
25%	70%	£2,021,913	£2,251,186	£2,009,817	£2,246,621
30%	70%	£1,483,927	£1,697,916	£1,472,637	£1,693,655
35%	70%	£945,942	£1,144,646	£935,458	£1,140,689
40%	70%	£407,956	£591,376	£398,280	£587,722
45%	70%	£-130,029	£38,105	£-138,900	£34,757
50%	70%	£-668,014	£-515,165	£-676,079	£-518,209
100%	70%	£-6,104,343	£-6,104,343	£-6,104,343	£-6,104,343

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,285,669	£5,591,368	£5,269,541	£5,585,280
10%	70%	£4,209,699	£4,484,827	£4,195,182	£4,479,348
15%	70%	£3,671,713	£3,931,556	£3,658,003	£3,926,382
20%	70%	£3,133,727	£3,378,286	£3,120,825	£3,373,416
25%	70%	£2,595,742	£2,825,015	£2,583,646	£2,820,450
30%	70%	£2,057,756	£2,271,746	£2,046,466	£2,267,484
35%	70%	£1,519,772	£1,718,475	£1,509,287	£1,714,518
40%	70%	£981,786	£1,165,205	£972,109	£1,161,552
45%	70%	£443,800	£611,934	£434,929	£608,586
50%	70%	£-94,185	£58,664	£-102,250	£55,620
100%	70%	£-5,530,514	£-5,530,514	£-5,530,514	£-5,530,514

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,623,137	£6,928,835	£6,607,008	£6,922,748
10%	70%	£5,547,166	£5,822,294	£5,532,650	£5,816,815
15%	70%	£5,009,180	£5,269,024	£4,995,471	£5,263,850
20%	70%	£4,471,194	£4,715,754	£4,458,292	£4,710,884
25%	70%	£3,933,210	£4,162,483	£3,921,113	£4,157,917
30%	70%	£3,395,224	£3,609,213	£3,383,934	£3,604,951
35%	70%	£2,857,239	£3,055,942	£2,846,755	£3,051,986
40%	70%	£2,319,253	£2,502,672	£2,309,576	£2,499,019
45%	70%	£1,781,267	£1,949,402	£1,772,396	£1,946,053
50%	70%	£1,243,283	£1,396,132	£1,235,218	£1,393,088
100%	70%	£-4,193,046	£-4,193,046	£-4,193,046	£-4,193,046

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£825 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,606,556	£6,912,255	£6,590,428	£6,906,167
10%	70%	£5,598,273	£5,873,402	£5,583,758	£5,867,923
15%	70%	£5,094,132	£5,353,976	£5,080,423	£5,348,801
20%	70%	£4,589,990	£4,834,549	£4,577,088	£4,829,679
25%	70%	£4,085,849	£4,315,122	£4,073,752	£4,310,557
30%	70%	£3,581,707	£3,795,696	£3,570,417	£3,791,435
35%	70%	£3,077,566	£3,276,269	£3,067,082	£3,272,313
40%	70%	£2,573,424	£2,756,843	£2,563,747	£2,753,191
45%	70%	£2,069,283	£2,237,417	£2,060,412	£2,234,069
50%	70%	£1,565,141	£1,717,990	£1,557,077	£1,714,947
100%	70%	£-3,533,127	£-3,533,127	£-3,533,127	£-3,533,127

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,462,899	£2,768,597	£2,446,770	£2,762,510
10%	70%	£1,454,616	£1,729,744	£1,440,100	£1,724,265
15%	70%	£950,475	£1,210,318	£936,765	£1,205,143
20%	70%	£446,333	£690,891	£433,430	£686,021
25%	70%	£-57,808	£171,465	£-69,906	£166,899
30%	70%	£-561,950	£-347,961	£-573,240	£-352,223
35%	70%	£-1,066,091	£-867,388	£-1,076,575	£-871,344
40%	70%	£-1,570,233	£-1,386,814	£-1,579,910	£-1,390,466
45%	70%	£-2,074,374	£-1,906,240	£-2,083,245	£-1,909,588
50%	70%	£-2,578,516	£-2,425,667	£-2,586,580	£-2,428,710
100%	70%	£-7,676,785	£-7,676,785	£-7,676,785	£-7,676,785

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,011,642	£4,317,341	£3,995,514	£4,311,253
10%	70%	£3,003,359	£3,278,488	£2,988,844	£3,273,009
15%	70%	£2,499,218	£2,759,062	£2,485,509	£2,753,887
20%	70%	£1,995,076	£2,239,635	£1,982,174	£2,234,765
25%	70%	£1,490,935	£1,720,209	£1,478,838	£1,715,643
30%	70%	£986,793	£1,200,782	£975,503	£1,196,521
35%	70%	£482,652	£681,355	£472,168	£677,399
40%	70%	£-21,490	£161,929	£-31,167	£158,277
45%	70%	£-525,631	£-357,497	£-534,502	£-360,845
50%	70%	£-1,029,773	£-876,924	£-1,037,837	£-879,967
100%	70%	£-6,128,041	£-6,128,041	£-6,128,041	£-6,128,041

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,585,471	£4,891,170	£4,569,343	£4,885,083
10%	70%	£3,577,188	£3,852,317	£3,562,673	£3,846,838
15%	70%	£3,073,047	£3,332,891	£3,059,338	£3,327,716
20%	70%	£2,568,905	£2,813,464	£2,556,003	£2,808,594
25%	70%	£2,064,764	£2,294,038	£2,052,667	£2,289,472
30%	70%	£1,560,622	£1,774,612	£1,549,332	£1,770,350
35%	70%	£1,056,481	£1,255,185	£1,045,997	£1,251,228
40%	70%	£552,339	£735,759	£542,662	£732,106
45%	70%	£48,198	£216,333	£39,328	£212,984
50%	70%	£-455,944	£-303,094	£-464,007	£-306,137
100%	70%	£-5,554,212	£-5,554,212	£-5,554,212	£-5,554,212

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,922,939	£6,228,637	£5,906,810	£6,222,550
10%	70%	£4,914,656	£5,189,784	£4,900,140	£5,184,305
15%	70%	£4,410,515	£4,670,358	£4,396,805	£4,665,183
20%	70%	£3,906,373	£4,150,931	£3,893,471	£4,146,061
25%	70%	£3,402,232	£3,631,505	£3,390,135	£3,626,939
30%	70%	£2,898,090	£3,112,079	£2,886,800	£3,107,818
35%	70%	£2,393,949	£2,592,652	£2,383,465	£2,588,696
40%	70%	£1,889,807	£2,073,226	£1,880,130	£2,069,574
45%	70%	£1,385,666	£1,553,800	£1,376,795	£1,550,452
50%	70%	£881,524	£1,034,373	£873,460	£1,031,330
100%	70%	£-4,216,745	£-4,216,745	£-4,216,745	£-4,216,745

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T2 - 30 Flats</b>	
No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£800 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,168,933	£6,474,631	£6,152,804	£6,468,544
10%	70%	£5,202,369	£5,477,498	£5,187,854	£5,472,020
15%	70%	£4,719,088	£4,978,932	£4,705,379	£4,973,757
20%	70%	£4,235,807	£4,480,366	£4,222,904	£4,475,496
25%	70%	£3,752,526	£3,981,799	£3,740,429	£3,977,233
30%	70%	£3,269,244	£3,483,232	£3,257,954	£3,478,972
35%	70%	£2,785,962	£2,984,667	£2,775,479	£2,980,709
40%	70%	£2,302,681	£2,486,100	£2,293,004	£2,482,448
45%	70%	£1,819,400	£1,987,533	£1,810,529	£1,984,185
50%	70%	£1,336,119	£1,488,966	£1,328,054	£1,485,924
100%	70%	£-3,553,885	£-3,553,885	£-3,553,885	£-3,553,885

Residual Land values compared to benchmark land values  
 Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,025,275	£2,330,974	£2,009,147	£2,324,886
10%	70%	£1,058,712	£1,333,840	£1,044,196	£1,328,362
15%	70%	£575,430	£835,275	£561,722	£830,100
20%	70%	£92,150	£336,708	£79,246	£331,838
25%	70%	£-391,132	£-161,859	£-403,228	£-166,424
30%	70%	£-874,413	£-660,425	£-885,704	£-664,686
35%	70%	£-1,357,695	£-1,158,991	£-1,368,178	£-1,162,948
40%	70%	£-1,840,977	£-1,657,557	£-1,850,654	£-1,661,210
45%	70%	£-2,324,257	£-2,156,124	£-2,333,128	£-2,159,472
50%	70%	£-2,807,539	£-2,654,690	£-2,815,604	£-2,657,734
100%	70%	£-7,697,542	£-7,697,542	£-7,697,542	£-7,697,542

Residual Land values compared to benchmark land values  
 Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,574,019	£3,879,717	£3,557,890	£3,873,630
10%	70%	£2,607,455	£2,882,584	£2,592,940	£2,877,106
15%	70%	£2,124,174	£2,384,018	£2,110,465	£2,378,843
20%	70%	£1,640,893	£1,885,452	£1,627,990	£1,880,582
25%	70%	£1,157,612	£1,386,885	£1,145,515	£1,382,319
30%	70%	£674,330	£888,318	£663,040	£884,058
35%	70%	£191,048	£389,753	£180,565	£385,795
40%	70%	£-292,233	£-108,814	£-301,910	£-112,466
45%	70%	£-775,514	£-607,381	£-784,385	£-610,729
50%	70%	£-1,258,795	£-1,105,946	£-1,266,860	£-1,108,990
100%	70%	£-6,148,799	£-6,148,799	£-6,148,799	£-6,148,799

Residual Land values compared to benchmark land values  
 Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,147,848	£4,453,546	£4,131,719	£4,447,459
10%	70%	£3,181,285	£3,456,413	£3,166,769	£3,450,935
15%	70%	£2,698,003	£2,957,847	£2,684,295	£2,952,673
20%	70%	£2,214,722	£2,459,281	£2,201,819	£2,454,411
25%	70%	£1,731,441	£1,960,714	£1,719,345	£1,956,149
30%	70%	£1,248,159	£1,462,148	£1,236,869	£1,457,887
35%	70%	£764,878	£963,582	£754,395	£959,624
40%	70%	£281,596	£465,015	£271,919	£461,363
45%	70%	£-201,685	£-33,551	£-210,555	£-36,900
50%	70%	£-684,966	£-532,117	£-693,031	£-535,161
100%	70%	£-5,574,969	£-5,574,969	£-5,574,969	£-5,574,969

Residual Land values compared to benchmark land values  
 Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,485,315	£5,791,014	£5,469,187	£5,784,926
10%	70%	£4,518,752	£4,793,880	£4,504,237	£4,788,402
15%	70%	£4,035,471	£4,295,315	£4,021,762	£4,290,140
20%	70%	£3,552,190	£3,796,748	£3,539,287	£3,791,878
25%	70%	£3,068,908	£3,298,182	£3,056,812	£3,293,616
30%	70%	£2,585,627	£2,799,615	£2,574,337	£2,795,354
35%	70%	£2,102,345	£2,301,049	£2,091,862	£2,297,092
40%	70%	£1,619,063	£1,802,483	£1,609,387	£1,798,830
45%	70%	£1,135,783	£1,303,916	£1,126,912	£1,300,568
50%	70%	£652,501	£805,350	£644,436	£802,306
100%	70%	£-4,237,502	£-4,237,502	£-4,237,502	£-4,237,502



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£750 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,293,685	£5,599,384	£5,277,557	£5,593,296
10%	70%	£4,410,579	£4,685,707	£4,396,063	£4,680,228
15%	70%	£3,969,026	£4,228,869	£3,955,316	£4,223,694
20%	70%	£3,527,473	£3,772,031	£3,514,569	£3,767,161
25%	70%	£3,085,918	£3,315,193	£3,073,822	£3,310,627
30%	70%	£2,644,365	£2,858,355	£2,633,076	£2,854,093
35%	70%	£2,202,812	£2,401,516	£2,192,329	£2,397,560
40%	70%	£1,761,259	£1,944,678	£1,751,582	£1,941,026
45%	70%	£1,319,706	£1,487,840	£1,310,835	£1,484,492
50%	70%	£878,152	£1,031,002	£870,089	£1,027,958
100%	70%	£-3,595,234	£-3,595,234	£-3,595,234	£-3,595,234

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,150,028	£1,455,726	£1,133,899	£1,449,638
10%	70%	£266,922	£542,050	£252,405	£536,571
15%	70%	£-174,632	£85,212	£-188,341	£80,037
20%	70%	£-616,185	£-371,626	£-629,088	£-376,496
25%	70%	£-1,057,739	£-828,465	£-1,069,835	£-833,030
30%	70%	£-1,499,292	£-1,285,303	£-1,510,581	£-1,289,564
35%	70%	£-1,940,845	£-1,742,141	£-1,951,328	£-1,746,098
40%	70%	£-2,382,399	£-2,198,979	£-2,392,076	£-2,202,632
45%	70%	£-2,823,952	£-2,655,818	£-2,832,823	£-2,659,166
50%	70%	£-3,265,505	£-3,112,656	£-3,273,569	£-3,115,700
100%	70%	£-7,738,891	£-7,738,891	£-7,738,891	£-7,738,891

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,698,772	£3,004,470	£2,682,643	£2,998,382
10%	70%	£1,815,665	£2,090,793	£1,801,149	£2,085,314
15%	70%	£1,374,112	£1,633,955	£1,360,403	£1,628,780
20%	70%	£932,559	£1,177,117	£919,655	£1,172,247
25%	70%	£491,005	£720,279	£478,908	£715,713
30%	70%	£49,451	£263,441	£38,162	£259,179
35%	70%	£-392,102	£-193,398	£-402,585	£-197,354
40%	70%	£-833,655	£-650,236	£-843,332	£-663,888
45%	70%	£-1,275,208	£-1,107,074	£-1,284,079	£-1,110,422
50%	70%	£-1,716,761	£-1,563,912	£-1,724,825	£-1,566,956
100%	70%	£-6,190,148	£-6,190,148	£-6,190,148	£-6,190,148

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,272,601	£3,578,299	£3,256,472	£3,572,211
10%	70%	£2,389,494	£2,664,623	£2,374,978	£2,659,144
15%	70%	£1,947,941	£2,207,784	£1,934,232	£2,202,610
20%	70%	£1,506,388	£1,750,946	£1,493,485	£1,746,076
25%	70%	£1,064,834	£1,294,108	£1,052,738	£1,289,542
30%	70%	£623,281	£837,270	£611,991	£833,008
35%	70%	£181,727	£380,432	£171,244	£376,475
40%	70%	£-259,826	£-176,407	£-269,503	£-180,059
45%	70%	£-701,379	£-533,245	£-710,250	£-536,593
50%	70%	£-1,142,932	£-990,083	£-1,150,996	£-993,127
100%	70%	£-5,616,319	£-5,616,319	£-5,616,319	£-5,616,319

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,610,068	£4,915,767	£4,593,940	£4,909,678
10%	70%	£3,726,962	£4,002,090	£3,712,445	£3,996,611
15%	70%	£3,285,409	£3,545,252	£3,271,699	£3,540,077
20%	70%	£2,843,855	£3,088,414	£2,830,952	£3,083,544
25%	70%	£2,402,301	£2,631,575	£2,390,205	£2,627,010
30%	70%	£1,960,748	£2,174,737	£1,949,459	£2,170,476
35%	70%	£1,519,195	£1,717,899	£1,508,712	£1,713,943
40%	70%	£1,077,642	£1,261,061	£1,067,965	£1,257,408
45%	70%	£636,088	£804,223	£627,217	£800,874
50%	70%	£194,535	£347,384	£186,471	£344,340
100%	70%	£-4,278,851	£-4,278,851	£-4,278,851	£-4,278,851

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£725 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,856,062	£5,161,760	£4,839,933	£5,155,672
10%	70%	£4,014,659	£4,289,787	£4,000,144	£4,284,308
15%	70%	£3,593,958	£3,853,801	£3,580,248	£3,848,627
20%	70%	£3,173,256	£3,417,815	£3,160,353	£3,412,945
25%	70%	£2,752,555	£2,981,828	£2,740,459	£2,977,264
30%	70%	£2,331,853	£2,545,843	£2,320,563	£2,541,581
35%	70%	£1,911,152	£2,109,856	£1,900,669	£2,105,899
40%	70%	£1,490,451	£1,673,870	£1,480,774	£1,670,218
45%	70%	£1,069,749	£1,237,883	£1,060,878	£1,234,535
50%	70%	£649,048	£801,897	£640,984	£798,854
100%	70%	£-3,616,156	£-3,616,156	£-3,616,156	£-3,616,156

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£712,404	£1,018,103	£696,276	£1,012,015
10%	70%	£-128,998	£146,130	£-143,514	£140,651
15%	70%	£-549,700	£-289,856	£-563,409	£-295,030
20%	70%	£-970,401	£-725,843	£-983,305	£-730,713
25%	70%	£-1,391,103	£-1,161,829	£-1,403,199	£-1,166,394
30%	70%	£-1,811,804	£-1,597,815	£-1,823,094	£-1,602,076
35%	70%	£-2,232,505	£-2,033,801	£-2,242,988	£-2,037,759
40%	70%	£-2,653,207	£-2,469,788	£-2,662,884	£-2,473,440
45%	70%	£-3,073,908	£-2,905,774	£-3,082,779	£-2,909,122
50%	70%	£-3,494,610	£-3,341,760	£-3,502,673	£-3,344,804
100%	70%	£-7,759,814	£-7,759,814	£-7,759,814	£-7,759,814

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,261,148	£2,566,846	£2,245,019	£2,560,758
10%	70%	£1,419,745	£1,694,873	£1,405,230	£1,689,394
15%	70%	£999,044	£1,258,887	£985,334	£1,253,713
20%	70%	£578,342	£822,901	£565,439	£818,031
25%	70%	£157,641	£386,914	£145,545	£382,350
30%	70%	£-263,060	£-49,071	£-274,351	£-53,333
35%	70%	£-683,762	£-485,058	£-694,245	£-489,015
40%	70%	£-1,104,463	£-921,044	£-1,114,140	£-924,696
45%	70%	£-1,525,165	£-1,357,030	£-1,534,036	£-1,360,379
50%	70%	£-1,945,866	£-1,793,017	£-1,953,930	£-1,796,060
100%	70%	£-6,211,070	£-6,211,070	£-6,211,070	£-6,211,070

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,834,977	£3,140,676	£2,818,849	£3,134,587
10%	70%	£1,993,574	£2,268,703	£1,979,059	£2,263,224
15%	70%	£1,572,873	£1,832,716	£1,559,164	£1,827,542
20%	70%	£1,152,172	£1,396,730	£1,139,268	£1,391,860
25%	70%	£731,470	£960,743	£719,374	£956,179
30%	70%	£310,769	£524,758	£299,479	£520,496
35%	70%	£-109,933	£88,772	£-120,416	£84,814
40%	70%	£-530,634	£-347,215	£-540,311	£-350,867
45%	70%	£-951,335	£-783,201	£-960,206	£-786,549
50%	70%	£-1,372,037	£-1,219,188	£-1,380,101	£-1,222,231
100%	70%	£-5,637,241	£-5,637,241	£-5,637,241	£-5,637,241

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,172,445	£4,478,143	£4,156,316	£4,472,055
10%	70%	£3,331,042	£3,606,170	£3,316,526	£3,600,691
15%	70%	£2,910,340	£3,170,184	£2,896,631	£3,165,010
20%	70%	£2,489,639	£2,734,197	£2,476,736	£2,729,327
25%	70%	£2,068,938	£2,298,211	£2,056,841	£2,293,646
30%	70%	£1,648,236	£1,862,225	£1,636,946	£1,857,964
35%	70%	£1,227,535	£1,426,239	£1,217,052	£1,422,282
40%	70%	£806,833	£990,253	£797,156	£986,600
45%	70%	£386,132	£554,266	£377,261	£550,918
50%	70%	£-34,569	£118,280	£-42,633	£115,237
100%	70%	£-4,299,773	£-4,299,773	£-4,299,773	£-4,299,773

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T2 - 30 Flats</b>	
No Units	<b>30</b>
Site Area	<b>0.15 Ha</b>

Value Area	<b>£700 pst</b>
Sales value inflation	<b>21%</b>
Build cost inflation	<b>25%</b>
Sensitivity testing Assumption	<b>Grant and Growth</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,418,438	£4,724,137	£4,402,310	£4,718,049
10%	70%	£3,618,352	£3,893,480	£3,603,836	£3,888,001
15%	70%	£3,218,308	£3,478,152	£3,204,599	£3,472,978
20%	70%	£2,818,265	£3,062,824	£2,805,363	£3,057,953
25%	70%	£2,418,221	£2,647,496	£2,406,125	£2,642,930
30%	70%	£2,018,178	£2,232,167	£2,006,889	£2,227,906
35%	70%	£1,618,136	£1,816,839	£1,607,652	£1,812,883
40%	70%	£1,218,092	£1,401,511	£1,208,415	£1,397,858
45%	70%	£818,049	£986,183	£809,178	£982,835
50%	70%	£418,006	£570,855	£409,941	£567,811
100%	70%	-£3,641,018	-£3,641,018	-£3,641,018	-£3,641,018

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

**£27,624,383**

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£274,781	£580,479	£258,652	£574,391
10%	70%	-£525,306	-£250,178	-£539,821	-£255,657
15%	70%	-£925,349	-£665,506	-£939,059	-£670,680
20%	70%	-£1,325,393	-£1,080,833	-£1,338,295	-£1,085,704
25%	70%	-£1,725,436	-£1,486,162	-£1,737,532	-£1,500,727
30%	70%	-£2,125,479	-£1,911,490	-£2,136,769	-£1,915,752
35%	70%	-£2,525,522	-£2,326,818	-£2,536,006	-£2,330,775
40%	70%	-£2,925,565	-£2,742,147	-£2,935,242	-£2,745,799
45%	70%	-£3,325,608	-£3,157,474	-£3,334,479	-£3,160,822
50%	70%	-£3,725,652	-£3,572,803	-£3,733,717	-£3,575,847
100%	70%	-£7,784,675	-£7,784,675	-£7,784,675	-£7,784,675

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

**£17,299,427**

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,823,524	£2,129,223	£1,807,396	£2,123,135
10%	70%	£1,023,438	£1,298,566	£1,008,922	£1,293,087
15%	70%	£623,394	£883,238	£609,685	£878,064
20%	70%	£223,351	£467,910	£210,449	£463,039
25%	70%	-£176,692	£52,582	-£188,789	£48,016
30%	70%	-£576,736	-£362,747	-£588,025	-£367,008
35%	70%	-£976,778	-£778,075	-£987,262	-£782,031
40%	70%	-£1,376,822	-£1,193,403	-£1,386,499	-£1,197,056
45%	70%	-£1,776,865	-£1,608,731	-£1,785,736	-£1,612,079
50%	70%	-£2,176,908	-£2,024,059	-£2,184,973	-£2,027,103
100%	70%	-£6,235,932	-£6,235,932	-£6,235,932	-£6,235,932

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

**£13,473,898**

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,397,354	£2,703,052	£2,381,225	£2,696,964
10%	70%	£1,597,267	£1,872,395	£1,582,751	£1,866,916
15%	70%	£1,197,223	£1,457,067	£1,183,514	£1,451,893
20%	70%	£797,180	£1,041,739	£784,278	£1,036,869
25%	70%	£397,137	£626,411	£385,041	£621,845
30%	70%	-£2,907	£211,083	-£14,196	£206,821
35%	70%	-£402,949	-£204,246	-£413,433	-£208,202
40%	70%	-£802,992	-£619,574	-£812,669	-£623,226
45%	70%	-£1,203,036	-£1,034,902	-£1,211,907	-£1,038,250
50%	70%	-£1,603,079	-£1,450,230	-£1,611,144	-£1,453,274
100%	70%	-£5,662,102	-£5,662,102	-£5,662,102	-£5,662,102

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

**£4,557,449**

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,734,821	£4,040,519	£3,718,692	£4,034,431
10%	70%	£2,934,734	£3,209,863	£2,920,219	£3,204,384
15%	70%	£2,534,691	£2,794,534	£2,520,982	£2,789,360
20%	70%	£2,134,648	£2,379,207	£2,121,745	£2,374,336
25%	70%	£1,734,604	£1,963,878	£1,722,508	£1,959,313
30%	70%	£1,334,561	£1,548,550	£1,323,272	£1,544,289
35%	70%	£934,518	£1,133,222	£924,034	£1,129,265
40%	70%	£534,475	£717,893	£524,798	£714,241
45%	70%	£134,432	£302,566	£125,561	£299,218
50%	70%	-£265,612	-£112,763	-£273,677	-£115,807
100%	70%	-£4,324,635	-£4,324,635	-£4,324,635	-£4,324,635

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T2 - 30 Flats</b>	
No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£650 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,543,191	£3,848,890	£3,527,063	£3,842,801
10%	70%	£2,824,401	£3,099,529	£2,809,884	£3,094,050
15%	70%	£2,465,005	£2,724,848	£2,451,295	£2,719,674
20%	70%	£2,105,609	£2,350,168	£2,092,707	£2,345,297
25%	70%	£1,746,214	£1,975,487	£1,734,117	£1,970,922
30%	70%	£1,386,818	£1,600,808	£1,375,528	£1,596,546
35%	70%	£1,027,423	£1,226,127	£1,016,939	£1,222,170
40%	70%	£668,028	£851,446	£658,351	£847,794
45%	70%	£308,632	£476,766	£299,761	£473,418
50%	70%	£-51,593	£102,085	£-59,790	£99,042
100%	70%	£-3,704,327	£-3,704,327	£-3,704,327	£-3,704,327

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-600,466	£-294,768	£-616,595	£-300,856
10%	70%	£-1,319,257	£-1,044,129	£-1,333,773	£-1,049,608
15%	70%	£-1,678,653	£-1,418,809	£-1,692,362	£-1,423,983
20%	70%	£-2,038,049	£-1,793,489	£-2,050,951	£-1,798,360
25%	70%	£-2,397,443	£-2,168,170	£-2,409,541	£-2,172,736
30%	70%	£-2,756,839	£-2,542,850	£-2,768,129	£-2,547,111
35%	70%	£-3,116,235	£-2,917,531	£-3,126,718	£-2,921,487
40%	70%	£-3,475,630	£-3,292,212	£-3,485,307	£-3,295,864
45%	70%	£-3,835,026	£-3,666,891	£-3,843,897	£-3,670,240
50%	70%	£-4,195,251	£-4,041,572	£-4,203,448	£-4,044,615
100%	70%	£-7,847,985	£-7,847,985	£-7,847,985	£-7,847,985

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£948,277	£1,253,976	£932,149	£1,247,887
10%	70%	£229,487	£504,615	£214,970	£499,136
15%	70%	£-129,909	£129,934	£-143,619	£124,760
20%	70%	£-489,305	£-244,746	£-502,207	£-249,616
25%	70%	£-848,700	£-619,427	£-860,797	£-623,992
30%	70%	£-1,208,096	£-994,106	£-1,219,386	£-998,368
35%	70%	£-1,567,491	£-1,368,787	£-1,577,975	£-1,372,744
40%	70%	£-1,926,886	£-1,743,468	£-1,936,563	£-1,747,120
45%	70%	£-2,286,282	£-2,118,148	£-2,295,153	£-2,121,496
50%	70%	£-2,645,677	£-2,492,829	£-2,654,704	£-2,495,872
100%	70%	£-6,299,241	£-6,299,241	£-6,299,241	£-6,299,241

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,522,106	£1,827,805	£1,505,978	£1,821,717
10%	70%	£803,316	£1,078,444	£788,799	£1,072,965
15%	70%	£443,920	£703,763	£430,211	£698,589
20%	70%	£84,524	£329,084	£71,622	£324,213
25%	70%	£-274,871	£-45,597	£-286,968	£-50,163
30%	70%	£-634,266	£-420,277	£-645,557	£-424,539
35%	70%	£-993,662	£-794,958	£-1,004,145	£-798,914
40%	70%	£-1,353,057	£-1,169,639	£-1,362,734	£-1,173,291
45%	70%	£-1,712,453	£-1,544,319	£-1,721,324	£-1,547,667
50%	70%	£-2,072,848	£-1,918,999	£-2,080,875	£-1,922,043
100%	70%	£-5,725,412	£-5,725,412	£-5,725,412	£-5,725,412

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,859,574	£3,165,272	£2,843,445	£3,159,184
10%	70%	£2,140,783	£2,415,912	£2,126,267	£2,410,433
15%	70%	£1,781,387	£2,041,231	£1,767,678	£2,036,057
20%	70%	£1,421,992	£1,666,551	£1,409,089	£1,661,680
25%	70%	£1,062,597	£1,291,870	£1,050,500	£1,287,304
30%	70%	£703,201	£917,190	£691,911	£912,929
35%	70%	£343,805	£542,509	£333,322	£538,553
40%	70%	£-15,590	£167,829	£-25,267	£164,176
45%	70%	£-374,985	£-206,851	£-383,856	£-210,199
50%	70%	£-735,211	£-581,532	£-743,407	£-584,575
100%	70%	£-4,387,944	£-4,387,944	£-4,387,944	£-4,387,944

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T2 - 30 Flats

No Units	30
Site Area	0.15 Ha

Grant Available	Yes
Value Area	£625 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,105,568	£3,411,266	£3,089,439	£3,405,178
10%	70%	£2,427,432	£2,702,560	£2,412,916	£2,697,082
15%	70%	£2,088,364	£2,348,207	£2,074,655	£2,343,033
20%	70%	£1,749,296	£1,993,855	£1,736,393	£1,988,985
25%	70%	£1,410,229	£1,639,502	£1,398,132	£1,634,937
30%	70%	£1,071,160	£1,285,150	£1,059,871	£1,280,888
35%	70%	£732,093	£930,797	£721,610	£926,840
40%	70%	£393,025	£576,444	£383,348	£572,792
45%	70%	£53,958	£222,092	£45,087	£218,744
50%	70%	-£289,773	-£134,424	-£297,970	-£137,518
100%	70%	-£3,735,906	-£3,735,906	-£3,735,906	-£3,735,906

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,038,090	-£732,391	-£1,054,219	-£738,480
10%	70%	-£1,716,226	-£1,441,098	-£1,730,741	-£1,446,576
15%	70%	-£2,055,294	-£1,795,450	-£2,069,003	-£1,800,624
20%	70%	-£2,394,361	-£2,149,803	-£2,407,264	-£2,154,673
25%	70%	-£2,733,429	-£2,504,155	-£2,745,526	-£2,508,721
30%	70%	-£3,072,497	-£2,858,508	-£3,083,786	-£2,862,769
35%	70%	-£3,411,565	-£3,212,860	-£3,422,048	-£3,216,818
40%	70%	-£3,750,632	-£3,567,213	-£3,760,309	-£3,570,865
45%	70%	-£4,089,700	-£3,921,566	-£4,098,571	-£3,924,914
50%	70%	-£4,433,430	-£4,278,081	-£4,441,627	-£4,281,175
100%	70%	-£7,879,563	-£7,879,563	-£7,879,563	-£7,879,563

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£510,654	£816,352	£494,525	£810,264
10%	70%	-£167,482	£107,646	-£181,998	£102,168
15%	70%	-£506,550	-£246,707	-£520,259	-£251,881
20%	70%	-£845,618	-£601,059	-£858,521	-£605,929
25%	70%	-£1,184,685	-£955,412	-£1,196,782	-£959,977
30%	70%	-£1,523,754	-£1,309,764	-£1,535,043	-£1,314,026
35%	70%	-£1,862,821	-£1,664,117	-£1,873,304	-£1,668,074
40%	70%	-£2,201,889	-£2,018,469	-£2,211,566	-£2,022,122
45%	70%	-£2,540,956	-£2,372,822	-£2,549,827	-£2,376,170
50%	70%	-£2,884,687	-£2,729,338	-£2,892,884	-£2,732,432
100%	70%	-£6,330,820	-£6,330,820	-£6,330,820	-£6,330,820

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,084,483	£1,390,181	£1,068,354	£1,384,093
10%	70%	£406,347	£681,475	£391,831	£675,997
15%	70%	£67,279	£327,123	£53,570	£321,949
20%	70%	-£271,788	-£27,230	-£284,692	-£32,100
25%	70%	-£610,856	-£381,583	-£622,953	-£386,148
30%	70%	-£949,924	-£735,935	-£961,214	-£740,197
35%	70%	-£1,288,992	-£1,090,288	-£1,299,475	-£1,094,245
40%	70%	-£1,628,059	-£1,444,640	-£1,637,736	-£1,448,293
45%	70%	-£1,967,127	-£1,798,993	-£1,975,998	-£1,802,341
50%	70%	-£2,310,858	-£2,155,509	-£2,319,055	-£2,158,603
100%	70%	-£5,756,991	-£5,756,991	-£5,756,991	-£5,756,991

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,421,950	£2,727,649	£2,405,822	£2,721,560
10%	70%	£1,743,814	£2,018,943	£1,729,299	£2,013,465
15%	70%	£1,404,747	£1,664,590	£1,391,037	£1,659,416
20%	70%	£1,065,679	£1,310,237	£1,052,776	£1,305,368
25%	70%	£726,612	£955,885	£714,514	£951,319
30%	70%	£387,543	£601,532	£376,254	£597,271
35%	70%	£48,475	£247,180	£37,992	£243,222
40%	70%	-£290,592	-£107,173	-£300,269	-£110,825
45%	70%	-£629,660	-£461,525	-£638,531	-£464,874
50%	70%	-£973,390	-£818,041	-£981,587	-£821,135
100%	70%	-£4,419,523	-£4,419,523	-£4,419,523	-£4,419,523

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T3 - 65 Flats</b>	
<b>No Units</b>	<b>65</b>
<b>Site Area</b>	<b>0.3 Ha</b>

<b>Grant Available</b>	<b>Yes</b>
<b>Value Area</b>	<b>£900psf</b>

<b>Sales value inflation</b>	<b>21%</b>
<b>Build cost inflation</b>	<b>25%</b>
<b>Sensitivity testing Assumption</b>	<b>Grant and Growth</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,926,341	£13,620,783	£12,889,702	£13,606,955
10%	70%	£10,522,048	£11,147,047	£10,489,073	£11,134,601
15%	70%	£9,319,902	£9,910,178	£9,288,759	£9,898,424
20%	70%	£8,117,756	£8,673,310	£8,088,445	£8,662,247
25%	70%	£6,915,610	£7,436,442	£6,888,131	£7,426,070
30%	70%	£5,713,464	£6,199,573	£5,687,817	£6,189,893
35%	70%	£4,511,317	£4,962,706	£4,487,502	£4,953,717
40%	70%	£3,309,172	£3,725,837	£3,287,188	£3,717,540
45%	70%	£2,107,025	£2,488,968	£2,086,874	£2,481,363
50%	70%	£904,880	£1,252,101	£886,560	£1,245,186
100%	70%	-£11,298,395	-£11,298,395	-£11,298,395	-£11,298,395

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,639,153	£5,333,595	£4,602,514	£5,319,767
10%	70%	£2,234,861	£2,859,859	£2,201,886	£2,847,413
15%	70%	£1,032,714	£1,622,991	£1,001,572	£1,611,237
20%	70%	-£169,431	£386,123	-£198,743	£375,060
25%	70%	-£1,371,578	-£850,746	-£1,399,057	-£861,118
30%	70%	-£2,573,723	-£2,087,614	-£2,599,371	-£2,097,294
35%	70%	-£3,775,870	-£3,324,482	-£3,799,686	-£3,333,471
40%	70%	-£4,978,016	-£4,561,350	-£4,999,999	-£4,569,647
45%	70%	-£6,180,162	-£5,798,219	-£6,200,313	-£5,805,824
50%	70%	-£7,382,308	-£7,035,087	-£7,400,627	-£7,042,002
100%	70%	-£19,585,582	-£19,585,582	-£19,585,582	-£19,585,582

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,736,592	£8,431,035	£7,699,954	£8,417,207
10%	70%	£5,332,300	£5,957,299	£5,299,325	£5,944,853
15%	70%	£4,130,154	£4,720,430	£4,099,011	£4,708,676
20%	70%	£2,928,008	£3,483,562	£2,898,696	£3,472,499
25%	70%	£1,725,861	£2,246,694	£1,698,383	£2,236,322
30%	70%	£523,716	£1,009,825	£498,069	£1,000,145
35%	70%	-£678,431	-£227,042	-£702,246	-£236,031
40%	70%	-£1,880,576	-£1,463,911	-£1,902,560	-£1,472,208
45%	70%	-£3,082,723	-£2,700,780	-£3,102,874	-£2,708,385
50%	70%	-£4,284,868	-£3,937,647	-£4,303,188	-£3,944,562
100%	70%	-£16,488,143	-£16,488,143	-£16,488,143	-£16,488,143

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,884,233	£9,578,676	£8,847,595	£9,564,848
10%	70%	£6,479,941	£7,104,939	£6,446,966	£7,092,493
15%	70%	£5,277,794	£5,868,071	£5,246,652	£5,856,317
20%	70%	£4,075,649	£4,631,203	£4,046,337	£4,620,140
25%	70%	£2,873,502	£3,394,335	£2,846,023	£3,383,963
30%	70%	£1,671,357	£2,157,466	£1,645,709	£2,147,786
35%	70%	£469,210	£920,598	£445,395	£911,609
40%	70%	-£732,935	-£316,270	-£754,919	-£324,567
45%	70%	-£1,935,082	-£1,553,139	-£1,955,233	-£1,560,744
50%	70%	-£3,137,228	-£2,790,006	-£3,155,547	-£2,796,921
100%	70%	-£15,340,502	-£15,340,502	-£15,340,502	-£15,340,502

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,559,127	£12,253,569	£11,522,488	£12,239,741
10%	70%	£9,154,835	£9,779,833	£9,121,860	£9,767,387
15%	70%	£7,952,688	£8,542,964	£7,921,546	£8,531,210
20%	70%	£6,750,543	£7,306,097	£6,721,231	£7,295,034
25%	70%	£5,548,396	£6,069,228	£5,520,917	£6,058,856
30%	70%	£4,346,250	£4,832,360	£4,320,603	£4,822,680
35%	70%	£3,144,104	£3,595,492	£3,120,288	£3,586,503
40%	70%	£1,941,958	£2,358,623	£1,919,974	£2,350,326
45%	70%	£739,812	£1,121,755	£719,661	£1,114,150
50%	70%	-£462,334	-£115,113	-£480,653	-£122,028
100%	70%	-£12,665,609	-£12,665,609	-£12,665,609	-£12,665,609

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T3 - 65 Flats</b>	
<b>No Units</b>	<b>65</b>
<b>Site Area</b>	<b>0.3 Ha</b>

<b>Grant Available</b>	<b>Yes</b>
<b>Value Area</b>	<b>£865 psf</b>

<b>Sales value inflation</b>	<b>21%</b>
<b>Build cost inflation</b>	<b>25%</b>
<b>Sensitivity testing Assumption</b>	<b>Grant and Growth</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,621,713	£12,316,155	£11,585,074	£12,302,327
10%	70%	£9,344,473	£9,969,471	£9,311,499	£9,957,026
15%	70%	£8,205,853	£8,796,129	£8,174,711	£8,784,375
20%	70%	£7,067,233	£7,622,787	£7,037,922	£7,611,725
25%	70%	£5,928,614	£6,449,445	£5,901,134	£6,439,074
30%	70%	£4,789,994	£5,276,103	£4,764,347	£5,266,423
35%	70%	£3,651,374	£4,102,761	£3,627,559	£4,093,773
40%	70%	£2,512,754	£2,929,419	£2,490,770	£2,921,122
45%	70%	£1,374,134	£1,756,077	£1,353,983	£1,748,472
50%	70%	£235,514	£582,735	£217,195	£575,821
100%	70%	-£11,333,055	-£11,333,055	-£11,333,055	-£11,333,055

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,334,525	£4,028,968	£3,297,887	£4,015,140
10%	70%	£1,057,286	£1,682,284	£1,024,311	£1,669,839
15%	70%	-£81,334	£508,942	-£112,477	£497,188
20%	70%	-£1,219,954	-£664,400	-£1,249,265	-£675,462
25%	70%	-£2,358,573	-£1,837,742	-£2,386,053	-£1,848,113
30%	70%	-£3,497,193	-£3,011,084	-£3,522,841	-£3,020,764
35%	70%	-£4,635,813	-£4,184,426	-£4,659,629	-£4,193,414
40%	70%	-£5,774,433	-£5,357,768	-£5,796,417	-£5,366,065
45%	70%	-£6,913,053	-£6,531,110	-£6,933,204	-£6,538,715
50%	70%	-£8,051,673	-£7,704,452	-£8,069,993	-£7,711,366
100%	70%	-£19,620,243	-£19,620,243	-£19,620,243	-£19,620,243

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,431,965	£7,126,407	£6,395,326	£7,112,579
10%	70%	£4,154,725	£4,779,723	£4,121,751	£4,767,278
15%	70%	£3,016,105	£3,606,381	£2,984,963	£3,594,627
20%	70%	£1,877,485	£2,433,039	£1,848,174	£2,421,977
25%	70%	£738,866	£1,259,697	£711,386	£1,249,326
30%	70%	-£399,754	£86,355	-£425,401	£76,675
35%	70%	-£1,538,374	-£1,086,987	-£1,562,189	-£1,095,975
40%	70%	-£2,676,994	-£2,260,329	-£2,698,978	-£2,268,626
45%	70%	-£3,815,614	-£3,433,671	-£3,835,765	-£3,441,276
50%	70%	-£4,954,234	-£4,607,013	-£4,972,553	-£4,613,927
100%	70%	-£16,522,803	-£16,522,803	-£16,522,803	-£16,522,803

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,579,606	£8,274,048	£7,542,967	£8,260,220
10%	70%	£5,302,366	£5,927,364	£5,269,392	£5,914,919
15%	70%	£4,163,746	£4,754,022	£4,132,603	£4,742,268
20%	70%	£3,025,126	£3,580,680	£2,995,815	£3,569,618
25%	70%	£1,886,507	£2,407,338	£1,859,027	£2,396,967
30%	70%	£747,887	£1,233,996	£722,240	£1,224,316
35%	70%	-£390,733	£60,654	-£414,549	£51,666
40%	70%	-£1,529,353	-£1,112,688	-£1,551,337	-£1,120,985
45%	70%	-£2,667,973	-£2,286,030	-£2,688,124	-£2,293,635
50%	70%	-£3,806,593	-£3,459,372	-£3,824,912	-£3,466,286
100%	70%	-£15,375,163	-£15,375,163	-£15,375,163	-£15,375,163

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,254,499	£10,948,942	£10,217,861	£10,935,114
10%	70%	£7,977,259	£8,602,258	£7,944,285	£8,589,813
15%	70%	£6,838,639	£7,428,916	£6,807,497	£7,417,162
20%	70%	£5,700,019	£6,255,574	£5,670,709	£6,244,512
25%	70%	£4,561,400	£5,082,232	£4,533,921	£5,071,861
30%	70%	£3,422,780	£3,908,890	£3,397,133	£3,899,210
35%	70%	£2,284,161	£2,735,548	£2,260,345	£2,726,560
40%	70%	£1,145,541	£1,562,206	£1,123,557	£1,553,909
45%	70%	£6,921	£388,864	-£13,230	£381,259
50%	70%	-£1,131,699	-£784,478	-£1,150,019	-£791,392
100%	70%	-£12,700,269	-£12,700,269	-£12,700,269	-£12,700,269

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£825 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,130,711	£10,825,153	£10,094,072	£10,811,325
10%	70%	£7,997,565	£8,622,563	£7,964,589	£8,610,117
15%	70%	£6,930,991	£7,521,268	£6,899,849	£7,509,514
20%	70%	£5,864,418	£6,419,973	£5,835,108	£6,408,910
25%	70%	£4,797,845	£5,318,678	£4,770,366	£5,308,307
30%	70%	£3,731,272	£4,217,382	£3,705,625	£4,207,702
35%	70%	£2,664,699	£3,116,087	£2,640,885	£3,107,098
40%	70%	£1,598,127	£2,014,792	£1,576,143	£2,006,495
45%	70%	£531,554	£913,497	£511,402	£905,891
50%	70%	£-543,769	£-190,869	£-562,388	£-197,896
100%	70%	£-11,383,939	£-11,383,939	£-11,383,939	£-11,383,939

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,843,523	£2,537,965	£1,806,885	£2,524,138
10%	70%	£-289,623	£335,375	£-322,598	£322,929
15%	70%	£-1,356,196	£-765,920	£-1,387,338	£-777,674
20%	70%	£-2,422,769	£-1,867,215	£-2,452,080	£-1,878,278
25%	70%	£-3,489,342	£-2,968,510	£-3,516,821	£-2,978,881
30%	70%	£-4,555,915	£-4,069,805	£-4,581,562	£-4,079,485
35%	70%	£-5,622,488	£-5,171,100	£-5,646,303	£-5,180,089
40%	70%	£-6,689,060	£-6,272,395	£-6,711,044	£-6,280,692
45%	70%	£-7,755,633	£-7,373,690	£-7,775,785	£-7,381,296
50%	70%	£-8,830,957	£-8,478,057	£-8,849,576	£-8,485,084
100%	70%	£-19,671,126	£-19,671,126	£-19,671,126	£-19,671,126

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,940,963	£5,635,405	£4,904,324	£5,621,577
10%	70%	£2,807,816	£3,432,815	£2,774,841	£3,420,369
15%	70%	£1,741,243	£2,331,520	£1,710,101	£2,319,766
20%	70%	£674,670	£1,230,225	£645,360	£1,219,162
25%	70%	£-391,903	£128,929	£-419,382	£118,558
30%	70%	£-1,458,476	£-972,366	£-1,484,123	£-982,046
35%	70%	£-2,525,049	£-2,073,661	£-2,548,863	£-2,082,650
40%	70%	£-3,591,621	£-3,174,956	£-3,613,605	£-3,183,253
45%	70%	£-4,658,194	£-4,276,251	£-4,678,346	£-4,283,857
50%	70%	£-5,733,517	£-5,380,618	£-5,752,137	£-5,387,645
100%	70%	£-16,573,687	£-16,573,687	£-16,573,687	£-16,573,687

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,088,603	£6,783,046	£6,051,965	£6,769,218
10%	70%	£3,955,457	£4,580,456	£3,922,482	£4,568,010
15%	70%	£2,888,884	£3,479,160	£2,857,742	£3,467,406
20%	70%	£1,822,311	£2,377,865	£1,793,000	£2,366,802
25%	70%	£755,738	£1,276,570	£728,259	£1,266,199
30%	70%	£-310,835	£175,275	£-336,482	£165,595
35%	70%	£-1,377,408	£-926,020	£-1,401,223	£-935,009
40%	70%	£-2,443,980	£-2,027,315	£-2,465,964	£-2,035,612
45%	70%	£-3,510,553	£-3,128,610	£-3,530,705	£-3,136,216
50%	70%	£-4,585,876	£-4,232,977	£-4,604,496	£-4,240,004
100%	70%	£-15,426,046	£-15,426,046	£-15,426,046	£-15,426,046

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,763,497	£9,457,939	£8,726,858	£9,444,111
10%	70%	£6,630,351	£7,255,349	£6,597,376	£7,242,903
15%	70%	£5,563,778	£6,154,054	£5,532,635	£6,142,300
20%	70%	£4,497,205	£5,052,759	£4,467,894	£5,041,696
25%	70%	£3,430,632	£3,951,464	£3,403,153	£3,941,093
30%	70%	£2,364,059	£2,850,169	£2,338,411	£2,840,489
35%	70%	£1,297,486	£1,748,874	£1,273,671	£1,739,885
40%	70%	£230,913	£647,579	£208,930	£639,282
45%	70%	£-835,660	£-453,716	£-855,812	£-461,322
50%	70%	£-1,910,983	£-1,558,083	£-1,929,602	£-1,565,110
100%	70%	£-12,751,152	£-12,751,152	£-12,751,152	£-12,751,152



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£800 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,198,833	£9,893,277	£9,162,195	£9,879,448
10%	70%	£7,154,491	£7,779,489	£7,121,515	£7,767,043
15%	70%	£6,132,319	£6,722,595	£6,101,176	£6,710,841
20%	70%	£5,110,147	£5,665,701	£5,080,836	£5,654,639
25%	70%	£4,087,976	£4,608,808	£4,060,497	£4,598,436
30%	70%	£3,065,804	£3,551,914	£3,040,157	£3,542,234
35%	70%	£2,043,632	£2,495,020	£2,019,818	£2,486,032
40%	70%	£1,021,461	£1,438,127	£999,478	£1,429,830
45%	70%	£-723	£381,233	£-21,203	£373,627
50%	70%	£-1,039,612	£-686,711	£-1,058,231	£-693,739
100%	70%	£-11,428,505	£-11,428,505	£-11,428,505	£-11,428,505

Residual Land values compared to benchmark land values  
 Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£911,646	£1,606,089	£875,007	£1,592,260
10%	70%	£-1,132,697	£-507,699	£-1,165,672	£-520,145
15%	70%	£-2,154,869	£-1,564,592	£-2,186,011	£-1,576,346
20%	70%	£-3,177,041	£-2,621,486	£-3,206,351	£-2,632,548
25%	70%	£-4,199,211	£-3,678,379	£-4,226,690	£-3,688,751
30%	70%	£-5,221,383	£-4,735,273	£-5,247,031	£-4,744,953
35%	70%	£-6,243,555	£-5,792,167	£-6,267,370	£-5,801,156
40%	70%	£-7,265,726	£-6,849,061	£-7,287,710	£-6,857,358
45%	70%	£-8,287,910	£-7,905,955	£-8,308,390	£-7,913,561
50%	70%	£-9,309,799	£-8,973,899	£-9,345,419	£-8,980,827
100%	70%	£-19,715,693	£-19,715,693	£-19,715,693	£-19,715,693

Residual Land values compared to benchmark land values  
 Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,009,085	£4,703,529	£3,972,447	£4,689,700
10%	70%	£1,964,742	£2,589,741	£1,931,767	£2,577,295
15%	70%	£942,571	£1,532,847	£911,428	£1,521,093
20%	70%	£-79,601	£475,953	£-108,912	£464,891
25%	70%	£-1,101,772	£-580,940	£-1,129,251	£-591,312
30%	70%	£-2,123,944	£-1,637,834	£-2,149,591	£-1,647,514
35%	70%	£-3,146,116	£-2,694,728	£-3,169,930	£-2,703,717
40%	70%	£-4,168,287	£-3,751,622	£-4,190,270	£-3,759,918
45%	70%	£-5,190,471	£-4,808,515	£-5,210,951	£-4,816,121
50%	70%	£-6,229,360	£-5,876,459	£-6,247,979	£-5,883,487
100%	70%	£-16,618,253	£-16,618,253	£-16,618,253	£-16,618,253

Residual Land values compared to benchmark land values  
 Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,156,726	£5,851,169	£5,120,087	£5,837,340
10%	70%	£3,112,383	£3,737,382	£3,079,408	£3,724,936
15%	70%	£2,090,211	£2,680,488	£2,059,069	£2,668,734
20%	70%	£1,068,040	£1,623,594	£1,038,729	£1,612,532
25%	70%	£45,869	£566,701	£18,390	£556,329
30%	70%	£-976,303	£-490,193	£-1,001,950	£-499,873
35%	70%	£-1,998,475	£-1,547,087	£-2,022,290	£-1,556,076
40%	70%	£-3,020,646	£-2,603,981	£-3,042,630	£-2,612,278
45%	70%	£-4,042,830	£-3,660,875	£-4,063,310	£-3,668,481
50%	70%	£-5,081,719	£-4,728,818	£-5,100,338	£-4,735,846
100%	70%	£-15,470,613	£-15,470,613	£-15,470,613	£-15,470,613

Residual Land values compared to benchmark land values  
 Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,831,620	£8,526,063	£7,794,981	£8,512,234
10%	70%	£5,787,277	£6,412,275	£5,754,302	£6,399,829
15%	70%	£4,765,105	£5,355,381	£4,733,963	£5,343,627
20%	70%	£3,742,933	£4,298,488	£3,713,623	£4,287,426
25%	70%	£2,720,762	£3,241,595	£2,693,283	£3,231,223
30%	70%	£1,698,591	£2,184,701	£1,672,943	£2,175,021
35%	70%	£676,419	£1,127,807	£652,604	£1,118,818
40%	70%	£-345,752	£70,913	£-367,736	£62,616
45%	70%	£-1,367,936	£-985,981	£-1,388,416	£-993,587
50%	70%	£-2,406,825	£-2,053,925	£-2,425,445	£-2,060,963
100%	70%	£-12,795,719	£-12,795,719	£-12,795,719	£-12,795,719

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£750 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,335,081	£8,029,523	£7,298,442	£8,015,695
10%	70%	£5,468,378	£6,093,376	£5,435,403	£6,080,930
15%	70%	£4,535,026	£5,125,302	£4,503,883	£5,113,548
20%	70%	£3,601,675	£4,157,229	£3,572,364	£4,146,166
25%	70%	£2,668,323	£3,189,155	£2,640,844	£3,178,784
30%	70%	£1,734,972	£2,221,082	£1,709,325	£2,211,402
35%	70%	£801,620	£1,253,008	£777,805	£1,244,019
40%	70%	£-133,885	£284,934	£-156,229	£276,637
45%	70%	£-1,082,502	£-694,312	£-1,102,983	£-702,042
50%	70%	£-2,031,119	£-1,678,219	£-2,049,738	£-1,685,246
100%	70%	£-11,517,285	£-11,517,285	£-11,517,285	£-11,517,285

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-952,107	£-257,664	£-988,745	£-271,492
10%	70%	£-2,818,810	£-2,193,811	£-2,851,785	£-2,206,257
15%	70%	£-3,752,162	£-3,161,885	£-3,783,304	£-3,173,639
20%	70%	£-4,685,513	£-4,129,958	£-4,714,823	£-4,141,021
25%	70%	£-5,618,865	£-5,098,032	£-5,646,344	£-5,108,403
30%	70%	£-6,552,216	£-6,066,106	£-6,577,863	£-6,075,785
35%	70%	£-7,485,568	£-7,034,180	£-7,509,382	£-7,043,169
40%	70%	£-8,421,073	£-8,002,254	£-8,443,416	£-8,010,551
45%	70%	£-9,369,690	£-8,981,499	£-9,390,171	£-8,989,229
50%	70%	£-10,318,307	£-9,965,406	£-10,336,925	£-9,972,433
100%	70%	£-19,804,473	£-19,804,473	£-19,804,473	£-19,804,473

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,145,333	£2,839,775	£2,108,694	£2,825,947
10%	70%	£278,630	£903,628	£245,654	£891,182
15%	70%	£-654,722	£-64,446	£-685,865	£-76,200
20%	70%	£-1,588,073	£-1,032,519	£-1,617,384	£-1,043,582
25%	70%	£-2,521,425	£-2,000,593	£-2,548,904	£-2,010,964
30%	70%	£-3,454,776	£-2,968,666	£-3,480,424	£-2,978,346
35%	70%	£-4,388,128	£-3,936,740	£-4,411,943	£-3,945,729
40%	70%	£-5,323,633	£-4,904,814	£-5,345,977	£-4,913,111
45%	70%	£-6,272,250	£-5,884,060	£-6,292,731	£-5,891,790
50%	70%	£-7,220,867	£-6,867,967	£-7,239,486	£-6,874,994
100%	70%	£-16,707,033	£-16,707,033	£-16,707,033	£-16,707,033

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,292,973	£3,987,416	£3,256,335	£3,973,588
10%	70%	£1,426,270	£2,051,269	£1,393,295	£2,038,823
15%	70%	£492,918	£1,083,195	£461,776	£1,071,441
20%	70%	£-440,433	£115,122	£-469,743	£104,059
25%	70%	£-1,373,785	£-652,952	£-1,401,264	£-663,323
30%	70%	£-2,307,136	£-1,621,025	£-2,332,783	£-1,630,705
35%	70%	£-3,240,488	£-2,769,099	£-3,264,302	£-2,798,088
40%	70%	£-4,175,993	£-3,757,173	£-4,198,336	£-3,765,470
45%	70%	£-5,124,610	£-4,736,419	£-5,145,091	£-4,744,149
50%	70%	£-6,073,227	£-5,720,326	£-6,091,845	£-5,727,353
100%	70%	£-15,559,392	£-15,559,392	£-15,559,392	£-15,559,392

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,967,867	£6,662,309	£5,931,228	£6,648,481
10%	70%	£4,101,164	£4,726,162	£4,068,189	£4,713,716
15%	70%	£3,167,812	£3,758,088	£3,136,670	£3,746,334
20%	70%	£2,234,461	£2,790,015	£2,205,150	£2,778,952
25%	70%	£1,301,109	£1,821,941	£1,273,630	£1,811,570
30%	70%	£367,758	£853,868	£342,111	£844,188
35%	70%	£-565,594	£-114,206	£-589,408	£-123,195
40%	70%	£-1,501,099	£-1,082,280	£-1,523,442	£-1,090,577
45%	70%	£-2,449,716	£-2,061,525	£-2,470,197	£-2,069,255
50%	70%	£-3,398,333	£-3,045,432	£-3,416,951	£-3,052,459
100%	70%	£-12,884,499	£-12,884,499	£-12,884,499	£-12,884,499

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T3 - 65 Flats

No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£725 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,403,204	£7,097,647	£6,366,565	£7,083,818
10%	70%	£4,625,269	£5,250,267	£4,592,294	£5,237,821
15%	70%	£3,736,302	£4,326,578	£3,705,158	£4,314,823
20%	70%	£2,847,333	£3,402,888	£2,818,023	£3,391,826
25%	70%	£1,958,366	£2,479,198	£1,930,887	£2,468,827
30%	70%	£1,069,399	£1,555,509	£1,043,752	£1,545,829
35%	70%	£180,432	£631,819	£156,616	£622,831
40%	70%	-£720,124	-£296,644	-£742,467	-£305,077
45%	70%	-£1,623,631	-£1,235,442	-£1,644,112	-£1,243,172
50%	70%	-£2,527,138	-£2,174,238	-£2,545,757	-£2,181,265
100%	70%	-£11,562,205	-£11,562,205	-£11,562,205	-£11,562,205

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,883,983	-£1,189,541	-£1,920,623	-£1,203,370
10%	70%	-£3,661,919	-£3,036,920	-£3,694,894	-£3,049,366
15%	70%	-£4,550,886	-£3,960,610	-£4,582,029	-£3,972,365
20%	70%	-£5,439,854	-£4,884,300	-£5,469,165	-£4,895,362
25%	70%	-£6,328,821	-£5,807,989	-£6,356,300	-£5,818,360
30%	70%	-£7,217,789	-£6,731,678	-£7,243,436	-£6,741,358
35%	70%	-£8,106,756	-£7,655,369	-£8,130,571	-£7,664,357
40%	70%	-£9,007,312	-£8,583,832	-£9,029,654	-£8,592,265
45%	70%	-£9,910,819	-£9,522,629	-£9,931,299	-£9,530,359
50%	70%	-£10,814,325	-£10,461,426	-£10,832,945	-£10,468,453
100%	70%	-£19,849,393	-£19,849,393	-£19,849,393	-£19,849,393

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,213,456	£1,907,899	£1,176,817	£1,894,070
10%	70%	-£564,479	£60,519	-£597,454	£48,073
15%	70%	-£1,453,447	-£863,170	-£1,484,590	-£874,925
20%	70%	-£2,342,415	-£1,786,861	-£2,371,725	-£1,797,923
25%	70%	-£3,231,382	-£2,710,550	-£3,258,861	-£2,720,921
30%	70%	-£4,120,349	-£3,634,239	-£4,145,997	-£3,643,919
35%	70%	-£5,009,317	-£4,557,929	-£5,033,132	-£4,566,917
40%	70%	-£5,909,873	-£5,486,392	-£5,932,215	-£5,494,825
45%	70%	-£6,813,379	-£6,425,190	-£6,833,860	-£6,432,920
50%	70%	-£7,716,886	-£7,363,986	-£7,735,505	-£7,371,013
100%	70%	-£16,751,953	-£16,751,953	-£16,751,953	-£16,751,953

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,361,097	£3,055,539	£2,324,457	£3,041,710
10%	70%	£583,162	£1,208,160	£550,186	£1,195,714
15%	70%	-£305,806	£284,471	-£336,949	£272,716
20%	70%	-£1,194,774	-£639,220	-£1,224,085	-£650,282
25%	70%	-£2,083,741	-£1,562,909	-£2,111,220	-£1,573,280
30%	70%	-£2,972,709	-£2,486,598	-£2,998,356	-£2,496,278
35%	70%	-£3,861,676	-£3,410,289	-£3,885,491	-£3,419,277
40%	70%	-£4,762,232	-£4,338,751	-£4,784,574	-£4,347,184
45%	70%	-£5,665,738	-£5,277,549	-£5,686,219	-£5,285,279
50%	70%	-£6,569,245	-£6,216,345	-£6,587,864	-£6,223,372
100%	70%	-£15,604,313	-£15,604,313	-£15,604,313	-£15,604,313

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,035,991	£5,730,433	£4,999,351	£5,716,604
10%	70%	£3,258,055	£3,883,054	£3,225,080	£3,870,608
15%	70%	£2,369,088	£2,959,364	£2,337,945	£2,947,609
20%	70%	£1,480,120	£2,035,674	£1,450,809	£2,024,612
25%	70%	£591,152	£1,111,985	£563,673	£1,101,614
30%	70%	-£297,815	£188,295	-£323,462	£178,615
35%	70%	-£1,186,782	-£735,395	-£1,210,598	-£744,383
40%	70%	-£2,087,338	-£1,663,858	-£2,109,681	-£1,672,291
45%	70%	-£2,990,845	-£2,602,655	-£3,011,326	-£2,610,385
50%	70%	-£3,894,351	-£3,541,452	-£3,912,971	-£3,548,479
100%	70%	-£12,929,419	-£12,929,419	-£12,929,419	-£12,929,419

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T3 - 65 Flats</b>	
No Units	65
Site Area	0.3 Ha

Value Area	£700 pst
Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,471,327	£6,165,770	£5,434,688	£6,151,941
10%	70%	£3,781,327	£4,406,327	£3,748,353	£4,393,881
15%	70%	£2,936,328	£3,526,604	£2,905,185	£3,514,850
20%	70%	£2,091,329	£2,646,882	£2,062,017	£2,635,820
25%	70%	£1,246,328	£1,767,161	£1,218,850	£1,756,790
30%	70%	£401,329	£887,438	£375,682	£877,758
35%	70%	£-450,927	£7,717	£-475,132	£-1,292
40%	70%	£-1,309,747	£-886,267	£-1,332,090	£-894,699
45%	70%	£-2,168,567	£-1,780,376	£-2,189,048	£-1,788,106
50%	70%	£-3,027,386	£-2,674,487	£-3,046,006	£-2,681,514
100%	70%	£-11,615,585	£-11,615,585	£-11,615,585	£-11,615,585

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-2,815,860	£-2,121,417	£-2,852,499	£-2,135,246
10%	70%	£-4,505,860	£-3,880,861	£-4,538,834	£-3,893,307
15%	70%	£-5,350,859	£-4,760,583	£-5,382,003	£-4,772,337
20%	70%	£-6,195,859	£-5,640,305	£-6,225,170	£-5,651,367
25%	70%	£-7,040,859	£-6,520,027	£-7,068,338	£-6,530,398
30%	70%	£-7,885,858	£-7,399,749	£-7,911,506	£-7,409,429
35%	70%	£-8,738,115	£-8,279,470	£-8,762,320	£-8,288,479
40%	70%	£-9,596,934	£-9,173,455	£-9,619,277	£-9,181,887
45%	70%	£-10,455,754	£-10,067,564	£-10,476,235	£-10,075,294
50%	70%	£-11,314,574	£-10,961,674	£-11,333,193	£-10,968,701
100%	70%	£-19,902,772	£-19,902,772	£-19,902,772	£-19,902,772

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£281,579	£976,022	£244,940	£962,193
10%	70%	£-1,408,421	£-783,421	£-1,441,395	£-795,867
15%	70%	£-2,253,420	£-1,663,144	£-2,284,563	£-1,674,898
20%	70%	£-3,098,419	£-2,542,866	£-3,127,731	£-2,553,928
25%	70%	£-3,943,420	£-3,422,587	£-3,970,899	£-3,432,958
30%	70%	£-4,788,419	£-4,302,310	£-4,814,066	£-4,311,990
35%	70%	£-5,640,675	£-5,182,031	£-5,664,880	£-5,191,040
40%	70%	£-6,499,495	£-6,076,015	£-6,521,838	£-6,084,447
45%	70%	£-7,358,315	£-6,970,124	£-7,378,796	£-6,977,855
50%	70%	£-8,217,134	£-7,864,235	£-8,235,754	£-7,871,262
100%	70%	£-16,805,333	£-16,805,333	£-16,805,333	£-16,805,333

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,429,220	£2,123,663	£1,392,581	£2,109,834
10%	70%	£-260,780	£364,219	£-293,754	£351,773
15%	70%	£-1,105,779	£-515,503	£-1,136,923	£-527,257
20%	70%	£-1,950,779	£-1,395,225	£-1,980,090	£-1,406,287
25%	70%	£-2,795,779	£-2,274,947	£-2,823,258	£-2,285,318
30%	70%	£-3,640,778	£-3,154,669	£-3,666,425	£-3,164,349
35%	70%	£-4,493,035	£-4,034,390	£-4,517,240	£-4,043,399
40%	70%	£-5,351,854	£-4,928,374	£-5,374,197	£-4,936,807
45%	70%	£-6,210,674	£-5,822,484	£-6,231,155	£-5,830,214
50%	70%	£-7,069,494	£-6,716,594	£-7,088,113	£-6,723,621
100%	70%	£-15,657,692	£-15,657,692	£-15,657,692	£-15,657,692

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,104,113	£4,798,557	£4,067,475	£4,784,728
10%	70%	£2,414,114	£3,039,113	£2,381,140	£3,026,667
15%	70%	£1,569,114	£2,159,391	£1,537,971	£2,147,637
20%	70%	£724,115	£1,279,668	£694,803	£1,268,606
25%	70%	£-120,885	£399,947	£-148,364	£389,576
30%	70%	£-965,884	£-479,775	£-991,532	£-489,455
35%	70%	£-1,818,141	£-1,359,497	£-1,842,346	£-1,368,506
40%	70%	£-2,676,960	£-2,253,481	£-2,699,304	£-2,261,913
45%	70%	£-3,535,781	£-3,147,590	£-3,556,261	£-3,155,320
50%	70%	£-4,394,600	£-4,041,700	£-4,413,219	£-4,048,727
100%	70%	£-12,982,798	£-12,982,798	£-12,982,798	£-12,982,798

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T3 - 65 Flats</b>	
No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£650 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,607,574	£4,302,017	£3,570,935	£4,288,188
10%	70%	£2,090,576	£2,715,574	£2,057,601	£2,703,128
15%	70%	£1,332,077	£1,922,353	£1,300,934	£1,910,598
20%	70%	£573,577	£1,129,132	£544,267	£1,118,069
25%	70%	£187,946	£335,911	£215,874	£325,539
30%	70%	£958,850	£464,790	£984,918	£474,629
35%	70%	£1,729,755	£1,270,985	£1,753,960	£1,280,121
40%	70%	£2,500,660	£2,077,180	£2,523,002	£2,085,613
45%	70%	£3,271,564	£2,883,373	£3,292,045	£2,891,103
50%	70%	£4,042,469	£3,689,568	£4,061,087	£3,696,595
100%	70%	£11,751,513	£11,751,513	£11,751,513	£11,751,513

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,679,613	£3,985,171	£4,716,253	£3,999,000
10%	70%	£6,196,612	£5,571,613	£6,229,587	£5,584,059
15%	70%	£6,955,110	£6,364,834	£6,986,254	£6,376,589
20%	70%	£7,713,610	£7,158,056	£7,742,921	£7,169,119
25%	70%	£8,475,134	£7,951,277	£8,503,062	£7,961,649
30%	70%	£9,246,038	£8,751,977	£9,272,105	£8,761,816
35%	70%	£10,016,942	£9,558,172	£10,041,147	£9,567,308
40%	70%	£10,787,847	£10,364,367	£10,810,190	£10,372,800
45%	70%	£11,558,751	£11,170,561	£11,579,232	£11,178,291
50%	70%	£12,329,656	£11,976,756	£12,348,275	£11,983,783
100%	70%	£20,038,701	£20,038,701	£20,038,701	£20,038,701

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,582,174	£887,731	£1,618,813	£901,560
10%	70%	£3,099,172	£2,474,174	£3,132,147	£2,486,620
15%	70%	£3,857,671	£3,267,395	£3,888,814	£3,279,150
20%	70%	£4,616,171	£4,060,617	£4,645,481	£4,071,679
25%	70%	£5,377,694	£4,853,837	£5,405,622	£4,864,209
30%	70%	£6,148,598	£5,654,538	£6,174,666	£5,664,377
35%	70%	£6,919,503	£6,460,733	£6,943,708	£6,469,869
40%	70%	£7,690,408	£7,266,928	£7,712,750	£7,275,361
45%	70%	£8,461,312	£8,073,121	£8,481,793	£8,080,851
50%	70%	£9,232,217	£8,879,316	£9,250,835	£8,886,343
100%	70%	£16,941,261	£16,941,261	£16,941,261	£16,941,261

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£434,533	£259,909	£471,172	£246,081
10%	70%	£1,951,531	£1,326,533	£1,984,507	£1,338,979
15%	70%	£2,710,030	£2,119,754	£2,741,174	£2,131,509
20%	70%	£3,468,530	£2,912,976	£3,497,841	£2,924,039
25%	70%	£4,230,053	£3,706,196	£4,257,981	£3,716,568
30%	70%	£5,000,957	£4,506,897	£5,027,025	£4,516,736
35%	70%	£5,771,862	£5,313,092	£5,796,067	£5,322,228
40%	70%	£6,542,767	£6,119,287	£6,565,110	£6,127,720
45%	70%	£7,313,671	£6,925,481	£7,334,152	£6,933,211
50%	70%	£8,084,576	£7,731,675	£8,103,194	£7,738,702
100%	70%	£15,793,621	£15,793,621	£15,793,621	£15,793,621

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,240,361	£2,934,803	£2,203,721	£2,920,974
10%	70%	£723,362	£1,348,361	£690,387	£1,335,915
15%	70%	£35,137	£555,140	£66,280	£543,385
20%	70%	£793,636	£238,082	£822,947	£249,145
25%	70%	£1,555,160	£1,031,303	£1,583,088	£1,041,675
30%	70%	£2,326,064	£1,832,004	£2,352,131	£1,841,843
35%	70%	£3,096,969	£2,638,198	£3,121,174	£2,647,334
40%	70%	£3,867,874	£3,444,393	£3,890,216	£3,452,826
45%	70%	£4,638,778	£4,250,587	£4,659,258	£4,258,317
50%	70%	£5,409,682	£5,056,782	£5,428,301	£5,063,809
100%	70%	£13,118,727	£13,118,727	£13,118,727	£13,118,727

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T3 - 65 Flats</b>	
No Units	65
Site Area	0.3 Ha

Grant Available	Yes
Value Area	£625 psf

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,675,697	£3,370,140	£2,639,059	£3,356,312
10%	70%	£1,245,216	£1,870,215	£1,212,241	£1,857,769
15%	70%	£529,975	£1,120,252	£498,832	£1,108,498
20%	70%	£188,295	£370,289	£218,086	£359,226
25%	70%	£915,234	£385,884	£943,162	£396,425
30%	70%	£1,642,173	£1,148,112	£1,668,240	£1,157,951
35%	70%	£2,369,111	£1,910,341	£2,393,316	£1,919,477
40%	70%	£3,096,051	£2,672,570	£3,118,393	£2,681,003
45%	70%	£3,822,989	£3,434,799	£3,843,469	£3,442,529
50%	70%	£4,549,928	£4,197,027	£4,568,546	£4,204,055
100%	70%	£11,819,314	£11,819,314	£11,819,314	£11,819,314

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,611,490	£4,917,047	£5,648,129	£4,930,876
10%	70%	£7,041,971	£6,416,973	£7,074,946	£6,429,419
15%	70%	£7,757,212	£7,166,936	£7,788,356	£7,178,690
20%	70%	£8,475,483	£7,916,899	£8,505,273	£7,927,962
25%	70%	£9,202,422	£8,673,072	£9,230,350	£8,683,613
30%	70%	£9,929,361	£9,435,300	£9,955,427	£9,445,139
35%	70%	£10,656,299	£10,197,529	£10,680,504	£10,206,665
40%	70%	£11,383,238	£10,959,758	£11,405,580	£10,968,191
45%	70%	£12,110,176	£11,721,987	£12,130,657	£11,729,717
50%	70%	£12,837,115	£12,484,214	£12,855,734	£12,491,243
100%	70%	£20,106,502	£20,106,502	£20,106,502	£20,106,502

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,514,051	£1,819,608	£2,550,690	£1,833,437
10%	70%	£3,944,532	£3,319,534	£3,977,507	£3,331,980
15%	70%	£4,659,773	£4,069,497	£4,690,916	£4,081,251
20%	70%	£5,378,043	£4,819,460	£5,407,834	£4,830,522
25%	70%	£6,104,982	£5,575,632	£6,132,910	£5,586,173
30%	70%	£6,831,922	£6,337,860	£6,857,988	£6,347,699
35%	70%	£7,558,860	£7,100,089	£7,583,065	£7,109,225
40%	70%	£8,285,799	£7,862,318	£8,308,141	£7,870,751
45%	70%	£9,012,737	£8,624,547	£9,033,218	£8,632,277
50%	70%	£9,739,676	£9,386,775	£9,758,294	£9,393,803
100%	70%	£17,009,062	£17,009,062	£17,009,062	£17,009,062

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,366,410	£671,967	£1,403,049	£685,796
10%	70%	£2,796,891	£2,171,893	£2,829,866	£2,184,339
15%	70%	£3,512,132	£2,921,856	£3,543,275	£2,933,610
20%	70%	£4,230,403	£3,671,819	£4,260,193	£3,682,882
25%	70%	£4,957,342	£4,427,992	£4,985,270	£4,438,533
30%	70%	£5,684,281	£5,190,220	£5,710,347	£5,200,059
35%	70%	£6,411,219	£5,952,448	£6,435,424	£5,961,585
40%	70%	£7,138,158	£6,714,677	£7,160,500	£6,723,110
45%	70%	£7,865,096	£7,476,906	£7,885,577	£7,484,636
50%	70%	£8,592,035	£8,239,134	£8,610,653	£8,246,162
100%	70%	£15,861,422	£15,861,422	£15,861,422	£15,861,422

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,308,484	£2,002,927	£1,271,845	£1,989,098
10%	70%	£121,997	£503,001	£154,973	£490,555
15%	70%	£837,238	£246,962	£868,382	£258,716
20%	70%	£1,555,509	£996,925	£1,585,299	£1,007,988
25%	70%	£2,282,448	£1,753,098	£2,310,376	£1,763,639
30%	70%	£3,009,387	£2,515,326	£3,035,454	£2,525,165
35%	70%	£3,736,325	£3,277,555	£3,760,530	£3,286,691
40%	70%	£4,463,264	£4,039,784	£4,485,607	£4,048,217
45%	70%	£5,190,202	£4,802,013	£5,210,683	£4,809,743
50%	70%	£5,917,141	£5,564,241	£5,935,760	£5,571,269
100%	70%	£13,186,528	£13,186,528	£13,186,528	£13,186,528

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail		Grant Available	Yes
		Value Area	£900psf
No Units	100	Sales value inflation	21%
Site Area	0.5 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£19,586,058	£20,634,876	£19,522,451	£20,605,718
10%	70%	£16,026,486	£16,970,422	£15,968,412	£16,943,353
15%	70%	£14,246,701	£15,138,194	£14,191,393	£15,112,170
20%	70%	£12,466,914	£13,305,968	£12,414,373	£13,280,988
25%	70%	£10,687,128	£11,473,741	£10,637,354	£11,449,805
30%	70%	£8,907,342	£9,641,514	£8,860,335	£9,618,622
35%	70%	£7,127,556	£7,809,287	£7,083,315	£7,787,440
40%	70%	£5,347,770	£5,977,061	£5,306,296	£5,956,257
45%	70%	£3,567,984	£4,144,834	£3,529,277	£4,125,075
50%	70%	£1,788,198	£2,312,606	£1,752,258	£2,293,892
100%	70%	-£16,271,502	-£16,271,502	-£16,279,911	-£16,279,911

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,773,866	£6,822,684	£5,710,259	£6,793,526
10%	70%	£2,214,295	£3,158,230	£2,156,221	£3,131,161
15%	70%	£434,509	£1,326,003	£379,201	£1,299,979
20%	70%	-£1,345,277	-£506,223	-£1,397,818	-£531,204
25%	70%	-£3,125,064	-£2,338,450	-£3,174,837	-£2,362,387
30%	70%	-£4,904,849	-£4,170,678	-£4,951,857	-£4,193,569
35%	70%	-£6,684,636	-£6,002,905	-£6,728,876	-£6,024,752
40%	70%	-£8,464,421	-£7,835,131	-£8,505,895	-£7,855,934
45%	70%	-£10,244,208	-£9,667,358	-£10,282,915	-£9,687,117
50%	70%	-£12,023,993	-£11,499,585	-£12,059,933	-£11,518,300
100%	70%	-£30,083,694	-£30,083,694	-£30,092,102	-£30,092,102

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,936,345	£11,985,163	£10,872,738	£11,956,005
10%	70%	£7,376,773	£8,320,708	£7,318,699	£8,293,640
15%	70%	£5,596,987	£6,488,481	£5,541,680	£6,462,457
20%	70%	£3,817,201	£4,656,255	£3,764,660	£4,631,274
25%	70%	£2,037,415	£2,824,028	£1,987,641	£2,800,092
30%	70%	£257,629	£991,801	£210,622	£968,909
35%	70%	-£1,522,157	-£840,426	-£1,566,398	-£862,273
40%	70%	-£3,301,943	-£2,672,653	-£3,343,417	-£2,693,456
45%	70%	-£5,081,729	-£4,504,880	-£5,120,436	-£4,524,639
50%	70%	-£6,861,515	-£6,337,107	-£6,897,455	-£6,355,821
100%	70%	-£24,921,215	-£24,921,215	-£24,929,624	-£24,929,624

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,849,109	£13,897,927	£12,785,502	£13,868,769
10%	70%	£9,289,537	£10,233,472	£9,231,463	£10,206,404
15%	70%	£7,509,752	£8,401,245	£7,454,444	£8,375,221
20%	70%	£5,729,965	£6,569,019	£5,677,424	£6,544,038
25%	70%	£3,950,179	£4,736,792	£3,900,405	£4,712,856
30%	70%	£2,170,393	£2,904,565	£2,123,386	£2,881,673
35%	70%	£390,607	£1,072,338	£346,366	£1,050,491
40%	70%	-£1,389,179	-£759,888	-£1,430,653	-£780,692
45%	70%	-£3,168,965	-£2,592,116	-£3,207,672	-£2,611,874
50%	70%	-£4,948,751	-£4,424,343	-£4,984,691	-£4,443,057
100%	70%	-£23,008,451	-£23,008,451	-£23,016,860	-£23,016,860

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,307,334	£18,356,151	£17,243,726	£18,326,994
10%	70%	£13,747,762	£14,691,697	£13,689,688	£14,664,628
15%	70%	£11,967,976	£12,859,470	£11,912,668	£12,833,446
20%	70%	£10,188,190	£11,027,244	£10,135,649	£11,002,263
25%	70%	£8,408,403	£9,195,017	£8,358,630	£9,171,081
30%	70%	£6,628,618	£7,362,790	£6,581,610	£7,339,898
35%	70%	£4,848,831	£5,530,562	£4,804,591	£5,508,715
40%	70%	£3,069,046	£3,698,336	£3,027,572	£3,677,533
45%	70%	£1,289,259	£1,866,109	£1,250,552	£1,846,350
50%	70%	-£490,526	£33,882	-£526,466	£15,168
100%	70%	-£18,550,227	-£18,550,227	-£18,558,635	-£18,558,635

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T4 - 100 Flats with 2,000 sq m retail</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>100</b>	<b>Value Area</b>	<b>£865 psf</b>
<b>Site Area</b>	<b>0.5 Ha</b>	<b>Sales value inflation</b>	<b>21%</b>
		<b>Build cost inflation</b>	<b>25%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant and Growth</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,647,387	£18,696,204	£17,583,779	£18,667,046
10%	70%	£14,276,572	£15,220,507	£14,218,498	£15,193,438
15%	70%	£12,591,165	£13,482,659	£12,535,857	£13,456,635
20%	70%	£10,905,757	£11,744,811	£10,853,217	£11,719,831
25%	70%	£9,220,351	£10,006,963	£9,170,576	£9,983,027
30%	70%	£7,534,943	£8,269,115	£7,487,935	£8,246,223
35%	70%	£5,849,536	£6,531,267	£5,805,295	£6,509,419
40%	70%	£4,164,128	£4,793,419	£4,122,655	£4,772,615
45%	70%	£2,478,721	£3,055,570	£2,440,015	£3,035,811
50%	70%	£793,314	£1,317,722	£757,374	£1,299,008
100%	70%	-£16,323,436	-£16,323,436	-£16,331,843	-£16,331,843

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,835,196	£4,884,012	£3,771,587	£4,854,855
10%	70%	£464,380	£1,408,316	£406,306	£1,381,247
15%	70%	-£1,221,027	-£329,533	-£1,276,334	-£355,557
20%	70%	-£2,906,434	-£2,067,380	-£2,958,975	-£2,092,361
25%	70%	-£4,591,841	-£3,805,229	-£4,641,616	-£3,829,165
30%	70%	-£6,277,249	-£5,543,077	-£6,324,256	-£5,565,969
35%	70%	-£7,962,656	-£7,280,925	-£8,006,897	-£7,302,773
40%	70%	-£9,648,063	-£9,018,773	-£9,689,537	-£9,039,576
45%	70%	-£11,333,471	-£10,756,621	-£11,372,177	-£10,776,380
50%	70%	-£13,018,878	-£12,494,470	-£13,054,818	-£12,513,184
100%	70%	-£30,135,627	-£30,135,627	-£30,144,035	-£30,144,035

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,997,674	£10,046,491	£8,934,066	£10,017,333
10%	70%	£5,626,859	£6,570,794	£5,568,785	£6,543,725
15%	70%	£3,941,452	£4,832,946	£3,886,144	£4,806,921
20%	70%	£2,256,044	£3,095,098	£2,203,503	£3,070,117
25%	70%	£570,637	£1,357,250	£520,863	£1,333,314
30%	70%	-£1,114,770	-£380,599	-£1,161,778	-£403,490
35%	70%	-£2,800,177	-£2,118,446	-£2,844,419	-£2,140,294
40%	70%	-£4,485,585	-£3,856,295	-£4,527,058	-£3,877,098
45%	70%	-£6,170,993	-£5,594,143	-£6,209,699	-£5,613,902
50%	70%	-£7,856,399	-£7,331,991	-£7,892,339	-£7,350,706
100%	70%	-£24,973,149	-£24,973,149	-£24,981,556	-£24,981,556

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,910,438	£11,959,255	£10,846,830	£11,930,097
10%	70%	£7,539,623	£8,483,558	£7,481,549	£8,456,489
15%	70%	£5,854,216	£6,745,710	£5,798,908	£6,719,685
20%	70%	£4,168,808	£5,007,862	£4,116,267	£4,982,882
25%	70%	£2,483,401	£3,270,014	£2,433,627	£3,246,078
30%	70%	£797,994	£1,532,165	£750,986	£1,509,274
35%	70%	-£887,413	-£205,682	-£931,654	-£227,530
40%	70%	-£2,572,821	-£1,943,530	-£2,614,294	-£1,964,334
45%	70%	-£4,258,229	-£3,681,379	-£4,296,935	-£3,701,138
50%	70%	-£5,943,635	-£5,419,227	-£5,979,575	-£5,437,942
100%	70%	-£23,060,385	-£23,060,385	-£23,068,792	-£23,068,792

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,368,663	£16,417,480	£15,305,055	£16,388,322
10%	70%	£11,997,847	£12,941,783	£11,939,773	£12,914,714
15%	70%	£10,312,441	£11,203,934	£10,257,133	£11,177,910
20%	70%	£8,627,033	£9,466,087	£8,574,492	£9,441,106
25%	70%	£6,941,626	£7,728,239	£6,891,852	£7,704,302
30%	70%	£5,256,218	£5,990,390	£5,209,211	£5,967,499
35%	70%	£3,570,812	£4,252,543	£3,526,570	£4,230,695
40%	70%	£1,885,404	£2,514,694	£1,843,931	£2,493,891
45%	70%	£199,996	£776,846	£161,290	£757,087
50%	70%	-£1,485,411	-£961,003	-£1,521,351	-£979,717
100%	70%	-£18,602,160	-£18,602,160	-£18,610,567	-£18,610,567



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail		Grant Available	Yes
No Units	100	Value Area	£825 psf
Site Area	0.5 Ha	Sales value inflation	21%
		Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,431,762	£16,480,579	£15,368,154	£16,451,421
10%	70%	£12,275,009	£13,218,944	£12,216,935	£13,191,874
15%	70%	£10,696,631	£11,588,126	£10,641,324	£11,562,101
20%	70%	£9,118,255	£9,957,308	£9,065,714	£9,932,328
25%	70%	£7,539,878	£8,326,491	£7,490,104	£8,302,554
30%	70%	£5,961,502	£6,695,673	£5,914,494	£6,672,781
35%	70%	£4,383,124	£5,064,855	£4,338,884	£5,043,007
40%	70%	£2,804,748	£3,434,038	£2,763,274	£3,413,234
45%	70%	£1,226,371	£1,803,221	£1,187,664	£1,783,461
50%	70%	£-357,763	£172,403	£-394,291	£153,687
100%	70%	£-16,399,676	£-16,399,676	£-16,408,084	£-16,408,084

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,619,570	£2,668,387	£1,555,962	£2,639,229
10%	70%	£-1,537,183	£-593,248	£-1,595,257	£-620,317
15%	70%	£-3,115,560	£-2,224,066	£-3,170,867	£-2,250,091
20%	70%	£-4,693,937	£-3,854,883	£-4,746,477	£-3,879,864
25%	70%	£-6,272,314	£-5,485,700	£-6,322,087	£-5,509,637
30%	70%	£-7,850,690	£-7,116,518	£-7,897,697	£-7,139,411
35%	70%	£-9,429,067	£-8,747,336	£-9,473,308	£-8,769,184
40%	70%	£-11,007,443	£-10,378,154	£-11,048,918	£-10,398,958
45%	70%	£-12,585,821	£-12,008,971	£-12,624,528	£-12,028,731
50%	70%	£-14,169,954	£-13,639,789	£-14,206,482	£-13,658,504
100%	70%	£-30,211,868	£-30,211,868	£-30,220,276	£-30,220,276

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,782,049	£7,830,866	£6,718,440	£7,801,708
10%	70%	£3,625,295	£4,569,231	£3,567,221	£4,542,161
15%	70%	£2,046,918	£2,938,413	£1,991,611	£2,912,388
20%	70%	£468,542	£1,307,595	£416,001	£1,282,614
25%	70%	£-1,109,835	£-323,222	£-1,159,609	£-347,159
30%	70%	£-2,688,212	£-1,954,040	£-2,735,219	£-1,976,932
35%	70%	£-4,266,589	£-3,584,858	£-4,310,829	£-3,606,706
40%	70%	£-5,844,965	£-5,215,676	£-5,886,439	£-5,236,479
45%	70%	£-7,423,342	£-6,846,493	£-7,462,049	£-6,866,252
50%	70%	£-9,007,476	£-8,477,311	£-9,044,004	£-8,496,026
100%	70%	£-25,049,389	£-25,049,389	£-25,057,798	£-25,057,798

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,694,813	£9,743,630	£8,631,205	£9,714,472
10%	70%	£5,538,059	£6,481,995	£5,479,985	£6,454,925
15%	70%	£3,959,682	£4,851,177	£3,904,375	£4,825,152
20%	70%	£2,381,306	£3,220,359	£2,328,765	£3,195,378
25%	70%	£802,929	£1,589,542	£753,155	£1,565,605
30%	70%	£-775,447	£-41,276	£-822,455	£-64,166
35%	70%	£-2,353,825	£-1,672,094	£-2,398,065	£-1,693,942
40%	70%	£-3,932,201	£-3,302,912	£-3,973,675	£-3,323,715
45%	70%	£-5,510,578	£-4,933,728	£-5,549,285	£-4,953,488
50%	70%	£-7,094,712	£-6,564,546	£-7,131,240	£-6,583,262
100%	70%	£-23,136,625	£-23,136,625	£-23,145,033	£-23,145,033

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,153,038	£14,201,854	£13,089,429	£14,172,696
10%	70%	£9,996,284	£10,940,220	£9,938,210	£10,913,150
15%	70%	£8,417,907	£9,309,402	£8,362,600	£9,283,376
20%	70%	£6,839,531	£7,678,584	£6,786,990	£7,653,603
25%	70%	£5,261,153	£6,047,767	£5,211,380	£6,023,830
30%	70%	£3,682,777	£4,416,949	£3,635,770	£4,394,056
35%	70%	£2,104,400	£2,786,131	£2,060,160	£2,764,283
40%	70%	£526,024	£1,155,313	£484,550	£1,134,510
45%	70%	£-1,052,353	£-475,504	£-1,091,061	£-495,264
50%	70%	£-2,636,487	£-2,106,322	£-2,673,015	£-2,125,037
100%	70%	£-18,678,400	£-18,678,400	£-18,686,809	£-18,686,809

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail

Grant Available	Yes
Value Area	£800 psf

No Units	100
Site Area	0.5 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,046,997	£15,095,814	£13,983,389	£15,066,656
10%	70%	£11,022,150	£11,966,085	£10,964,076	£11,939,015
15%	70%	£9,509,725	£10,401,220	£9,454,418	£10,375,196
20%	70%	£7,997,302	£8,836,356	£7,944,761	£8,811,376
25%	70%	£6,484,879	£7,271,491	£6,435,104	£7,247,555
30%	70%	£4,972,455	£5,706,627	£4,925,448	£5,683,735
35%	70%	£3,460,031	£4,141,762	£3,415,791	£4,119,914
40%	70%	£1,947,608	£2,576,898	£1,906,134	£2,556,094
45%	70%	£435,184	£1,012,034	£396,477	£992,275
50%	70%	£-1,094,857	£-561,873	£-1,131,385	£-580,894
100%	70%	£-16,466,453	£-16,466,453	£-16,474,860	£-16,474,860

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£234,805	£1,283,622	£171,197	£1,254,464
10%	70%	£-2,790,042	£-1,846,107	£-2,848,116	£-1,873,176
15%	70%	£-4,302,466	£-3,410,972	£-4,357,773	£-3,436,996
20%	70%	£-5,814,890	£-4,975,835	£-5,867,430	£-5,000,816
25%	70%	£-7,327,313	£-6,540,700	£-7,377,087	£-6,564,636
30%	70%	£-8,839,737	£-8,105,564	£-8,886,743	£-8,128,457
35%	70%	£-10,352,160	£-9,670,429	£-10,396,401	£-9,692,277
40%	70%	£-11,864,583	£-11,235,294	£-11,906,058	£-11,256,098
45%	70%	£-13,377,008	£-12,800,158	£-13,415,715	£-12,819,917
50%	70%	£-14,907,049	£-14,374,064	£-14,943,577	£-14,393,085
100%	70%	£-30,278,644	£-30,278,644	£-30,287,052	£-30,287,052

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,397,284	£6,446,101	£5,333,675	£6,416,943
10%	70%	£2,372,436	£3,316,372	£2,314,362	£3,289,302
15%	70%	£860,012	£1,751,507	£804,705	£1,725,483
20%	70%	£-652,411	£186,643	£-704,952	£161,662
25%	70%	£-2,164,834	£-1,378,222	£-2,214,609	£-1,402,158
30%	70%	£-3,677,259	£-2,943,086	£-3,724,265	£-2,965,978
35%	70%	£-5,189,682	£-4,507,951	£-5,233,922	£-4,529,799
40%	70%	£-6,702,105	£-6,072,816	£-6,743,579	£-6,093,619
45%	70%	£-8,214,529	£-7,637,680	£-8,253,236	£-7,657,438
50%	70%	£-9,744,571	£-9,211,586	£-9,781,099	£-9,230,607
100%	70%	£-25,116,166	£-25,116,166	£-25,124,573	£-25,124,573

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,310,048	£8,358,865	£7,246,440	£8,329,707
10%	70%	£4,285,200	£5,229,136	£4,227,126	£5,202,066
15%	70%	£2,772,776	£3,664,271	£2,717,469	£3,638,247
20%	70%	£1,260,353	£2,099,407	£1,207,812	£2,074,426
25%	70%	£-252,070	£534,542	£-301,845	£510,606
30%	70%	£-1,764,494	£-1,030,322	£-1,811,501	£-1,053,214
35%	70%	£-3,276,918	£-2,595,187	£-3,321,158	£-2,617,035
40%	70%	£-4,789,341	£-4,160,052	£-4,830,815	£-4,180,855
45%	70%	£-6,301,765	£-5,724,915	£-6,340,472	£-5,744,674
50%	70%	£-7,831,807	£-7,298,822	£-7,868,334	£-7,317,843
100%	70%	£-23,203,402	£-23,203,402	£-23,211,809	£-23,211,809

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,768,273	£12,817,089	£11,704,664	£12,787,931
10%	70%	£8,743,425	£9,687,361	£8,685,351	£9,660,291
15%	70%	£7,231,001	£8,122,496	£7,175,694	£8,096,471
20%	70%	£5,718,578	£6,557,632	£5,666,037	£6,532,651
25%	70%	£4,206,154	£4,992,767	£4,156,380	£4,968,831
30%	70%	£2,693,730	£3,427,903	£2,646,724	£3,405,010
35%	70%	£1,181,307	£1,863,038	£1,137,067	£1,841,190
40%	70%	£-331,116	£298,173	£-372,590	£277,370
45%	70%	£-1,843,540	£-1,266,691	£-1,882,248	£-1,286,450
50%	70%	£-3,373,582	£-2,840,597	£-3,410,110	£-2,859,618
100%	70%	£-18,745,177	£-18,745,177	£-18,753,584	£-18,753,584

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail

Grant Available	Yes
Value Area	£750 psf

No Units	100
Site Area	0.5 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,277,466	£12,326,283	£11,213,858	£12,297,125
10%	70%	£8,516,484	£9,460,418	£8,458,409	£9,433,350
15%	70%	£7,135,992	£8,027,487	£7,080,684	£8,001,462
20%	70%	£5,755,501	£6,594,555	£5,702,960	£6,569,574
25%	70%	£4,375,010	£5,161,623	£4,325,236	£5,137,687
30%	70%	£2,994,519	£3,728,690	£2,947,511	£3,705,799
35%	70%	£1,614,027	£2,295,759	£1,569,787	£2,273,911
40%	70%	£233,537	£862,827	£192,062	£842,024
45%	70%	£-1,165,713	£-579,429	£-1,205,054	£-599,511
50%	70%	£-2,568,782	£-2,035,797	£-2,605,310	£-2,054,819
100%	70%	£-16,599,475	£-16,599,475	£-16,607,883	£-16,607,883

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-2,534,726	£-1,485,909	£-2,598,334	£-1,515,067
10%	70%	£-5,295,708	£-4,351,773	£-5,353,783	£-4,378,842
15%	70%	£-6,676,199	£-5,784,705	£-6,731,507	£-5,810,730
20%	70%	£-8,056,691	£-7,217,637	£-8,109,232	£-7,242,617
25%	70%	£-9,437,181	£-8,650,569	£-9,486,956	£-8,674,505
30%	70%	£-10,817,673	£-10,083,501	£-10,864,680	£-10,106,393
35%	70%	£-12,198,164	£-11,516,432	£-12,242,405	£-11,538,280
40%	70%	£-13,578,655	£-12,949,365	£-13,620,129	£-12,970,168
45%	70%	£-14,959,146	£-14,382,297	£-15,017,245	£-14,411,703
50%	70%	£-16,339,637	£-15,815,229	£-16,417,502	£-15,867,010
100%	70%	£-30,411,667	£-30,411,667	£-30,420,074	£-30,420,074

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,627,753	£3,676,569	£2,564,144	£3,647,412
10%	70%	£-133,229	£810,705	£-191,304	£783,636
15%	70%	£-1,513,721	£-622,226	£-1,569,029	£-648,251
20%	70%	£-2,894,212	£-2,055,158	£-2,946,753	£-2,080,139
25%	70%	£-4,274,703	£-3,488,091	£-4,324,478	£-3,512,027
30%	70%	£-5,655,195	£-4,921,023	£-5,702,202	£-4,943,914
35%	70%	£-7,035,686	£-6,353,954	£-7,079,926	£-6,375,802
40%	70%	£-8,416,177	£-7,786,886	£-8,457,651	£-7,807,690
45%	70%	£-9,796,668	£-9,219,818	£-9,834,767	£-9,249,225
50%	70%	£-11,177,159	£-10,652,750	£-11,255,024	£-10,704,532
100%	70%	£-25,249,189	£-25,249,189	£-25,257,596	£-25,257,596

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,540,517	£5,589,334	£4,476,909	£5,560,176
10%	70%	£1,779,535	£2,723,469	£1,721,460	£2,696,400
15%	70%	£399,043	£1,290,538	£343,735	£1,264,513
20%	70%	£-981,448	£-142,394	£-1,033,989	£-167,375
25%	70%	£-2,361,939	£-1,575,326	£-2,411,714	£-1,599,263
30%	70%	£-3,742,430	£-3,008,259	£-3,789,438	£-3,031,150
35%	70%	£-5,122,922	£-4,441,190	£-5,167,162	£-4,463,038
40%	70%	£-6,503,412	£-5,874,122	£-6,544,887	£-5,894,926
45%	70%	£-7,883,903	£-7,307,054	£-7,922,003	£-7,336,461
50%	70%	£-9,264,394	£-8,740,000	£-9,302,259	£-8,771,768
100%	70%	£-23,336,425	£-23,336,425	£-23,344,832	£-23,344,832

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,998,741	£10,047,558	£8,935,133	£10,018,400
10%	70%	£6,237,759	£7,181,694	£6,179,684	£7,154,625
15%	70%	£4,857,268	£5,748,763	£4,801,960	£5,722,737
20%	70%	£3,476,776	£4,315,830	£3,424,236	£4,290,850
25%	70%	£2,096,286	£2,882,898	£2,046,511	£2,858,962
30%	70%	£715,794	£1,449,966	£668,787	£1,427,074
35%	70%	£-664,697	£17,035	£-708,938	£-4,813
40%	70%	£-2,045,188	£-1,415,897	£-2,086,662	£-1,436,701
45%	70%	£-3,425,679	£-2,858,154	£-3,467,386	£-2,878,236
50%	70%	£-4,806,170	£-4,314,522	£-4,848,035	£-4,333,543
100%	70%	£-18,878,200	£-18,878,200	£-18,886,607	£-18,886,607

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail		Grant Available	Yes
No Units	100	Value Area	£725 psf
Site Area	0.5 Ha	Sales value inflation	21%
		Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,892,700	£10,941,517	£9,829,093	£10,912,360
10%	70%	£7,263,572	£8,207,508	£7,205,497	£8,180,438
15%	70%	£5,949,008	£6,840,503	£5,893,700	£6,814,478
20%	70%	£4,634,444	£5,473,498	£4,581,903	£5,448,517
25%	70%	£3,319,880	£4,106,493	£3,270,106	£4,082,556
30%	70%	£2,005,316	£2,739,488	£1,958,309	£2,716,596
35%	70%	£690,752	£1,372,483	£646,512	£1,350,635
40%	70%	-£634,014	£5,479	-£676,167	-£15,576
45%	70%	-£1,970,078	-£1,383,794	-£2,009,419	-£1,403,877
50%	70%	-£3,306,142	-£2,773,157	-£3,342,670	-£2,792,178
100%	70%	-£16,666,782	-£16,666,782	-£16,675,189	-£16,675,189

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£3,919,492	-£2,870,675	-£3,983,099	-£2,899,832
10%	70%	-£6,548,619	-£5,604,684	-£6,606,694	-£5,631,754
15%	70%	-£7,863,183	-£6,971,689	-£7,918,491	-£6,997,714
20%	70%	-£9,177,748	-£8,338,694	-£9,230,288	-£8,363,674
25%	70%	-£10,492,312	-£9,705,698	-£10,542,085	-£9,729,636
30%	70%	-£11,806,876	-£11,072,703	-£11,853,882	-£11,095,596
35%	70%	-£13,121,439	-£12,439,708	-£13,165,680	-£12,461,556
40%	70%	-£14,446,206	-£13,806,713	-£14,488,358	-£13,827,768
45%	70%	-£15,782,270	-£15,195,986	-£15,821,610	-£15,216,069
50%	70%	-£17,118,334	-£16,585,349	-£17,154,862	-£16,604,369
100%	70%	-£30,478,973	-£30,478,973	-£30,487,381	-£30,487,381

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,242,987	£2,291,803	£1,179,379	£2,262,647
10%	70%	-£1,386,141	-£442,205	-£1,444,216	-£469,275
15%	70%	-£2,700,705	-£1,809,210	-£2,756,013	-£1,835,235
20%	70%	-£4,015,269	-£3,176,215	-£4,067,810	-£3,201,196
25%	70%	-£5,329,833	-£4,543,220	-£5,379,607	-£4,567,157
30%	70%	-£6,644,398	-£5,910,225	-£6,691,404	-£5,933,117
35%	70%	-£7,958,961	-£7,277,230	-£8,003,201	-£7,299,078
40%	70%	-£9,283,728	-£8,644,235	-£9,325,880	-£8,665,289
45%	70%	-£10,619,792	-£10,033,508	-£10,659,132	-£10,053,591
50%	70%	-£11,955,855	-£11,422,871	-£11,992,383	-£11,441,891
100%	70%	-£25,316,495	-£25,316,495	-£25,324,902	-£25,324,902

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,155,751	£4,204,568	£3,092,143	£4,175,411
10%	70%	£526,623	£1,470,559	£468,548	£1,443,489
15%	70%	-£787,941	£103,554	-£843,249	£77,529
20%	70%	-£2,102,505	-£1,263,451	-£2,155,046	-£1,288,432
25%	70%	-£3,417,069	-£2,630,456	-£3,466,843	-£2,654,393
30%	70%	-£4,731,634	-£3,997,461	-£4,778,640	-£4,020,353
35%	70%	-£6,046,197	-£5,364,466	-£6,090,437	-£5,386,314
40%	70%	-£7,370,964	-£6,731,471	-£7,413,116	-£6,752,525
45%	70%	-£8,707,027	-£8,120,744	-£8,746,368	-£8,140,826
50%	70%	-£10,043,091	-£9,510,107	-£10,079,619	-£9,529,127
100%	70%	-£23,403,731	-£23,403,731	-£23,412,138	-£23,412,138

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,613,975	£8,662,792	£7,550,368	£8,633,635
10%	70%	£4,984,848	£5,928,783	£4,926,773	£5,901,714
15%	70%	£3,670,284	£4,561,779	£3,614,976	£4,535,753
20%	70%	£2,355,720	£3,194,774	£2,303,179	£3,169,793
25%	70%	£1,041,155	£1,827,769	£991,382	£1,803,832
30%	70%	-£273,409	£460,764	-£320,415	£437,871
35%	70%	-£1,587,972	-£906,241	-£1,632,212	-£928,089
40%	70%	-£2,912,739	-£2,273,246	-£2,964,891	-£2,294,300
45%	70%	-£4,248,803	-£3,662,519	-£4,288,143	-£3,682,602
50%	70%	-£5,584,867	-£5,051,882	-£5,621,395	-£5,070,902
100%	70%	-£18,945,506	-£18,945,506	-£18,953,914	-£18,953,914

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T4 - 100 Flats with 2,000 sq m retail</b>		<b>Value Area</b>	<b>£700 pst</b>
<b>No Units</b>	<b>100</b>	<b>Sales value inflation</b>	<b>21%</b>
<b>Site Area</b>	<b>0.5 Ha</b>	<b>Build cost inflation</b>	<b>25%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant and Growth</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,507,935	£9,556,752	£8,444,327	£9,527,594
10%	70%	£6,009,414	£6,953,349	£5,951,339	£6,926,280
15%	70%	£4,760,153	£5,651,648	£4,704,846	£5,625,623
20%	70%	£3,510,893	£4,349,947	£3,458,352	£4,324,966
25%	70%	£2,261,633	£3,048,245	£2,211,858	£3,024,309
30%	70%	£1,012,372	£1,746,544	£965,364	£1,723,652
35%	70%	£-240,763	£444,843	£-285,726	£422,995
40%	70%	£-1,510,455	£-870,872	£-1,552,607	£-892,017
45%	70%	£-2,780,147	£-2,193,863	£-2,819,487	£-2,213,946
50%	70%	£-4,049,840	£-3,516,854	£-4,086,368	£-3,535,875
100%	70%	£-16,746,762	£-16,746,762	£-16,755,170	£-16,755,170

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-5,304,257	£-4,255,440	£-5,367,865	£-4,284,598
10%	70%	£-7,802,777	£-6,858,843	£-7,860,852	£-6,885,912
15%	70%	£-9,052,038	£-8,160,543	£-9,107,346	£-8,186,569
20%	70%	£-10,301,299	£-9,462,245	£-10,353,840	£-9,487,226
25%	70%	£-11,550,559	£-10,763,947	£-11,600,334	£-10,787,883
30%	70%	£-12,799,820	£-12,065,648	£-12,846,827	£-12,088,540
35%	70%	£-14,048,081	£-13,367,349	£-14,097,918	£-13,389,197
40%	70%	£-15,296,342	£-14,669,050	£-15,349,009	£-14,690,854
45%	70%	£-16,544,603	£-15,970,751	£-16,600,099	£-15,992,511
50%	70%	£-17,792,864	£-17,272,452	£-17,851,190	£-17,293,168
100%	70%	£-30,558,954	£-30,558,954	£-30,567,361	£-30,567,361

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-141,778	£907,038	£-205,387	£877,881
10%	70%	£-2,640,299	£-1,696,365	£-2,698,374	£-1,723,433
15%	70%	£-3,889,560	£-2,998,065	£-3,944,868	£-3,024,090
20%	70%	£-5,138,821	£-4,299,767	£-5,191,361	£-4,324,747
25%	70%	£-6,388,081	£-5,601,468	£-6,437,855	£-5,625,404
30%	70%	£-7,637,341	£-6,903,170	£-7,684,349	£-6,926,061
35%	70%	£-8,886,601	£-8,204,871	£-8,935,440	£-8,226,718
40%	70%	£-10,135,861	£-9,506,572	£-10,202,320	£-9,541,730
45%	70%	£-11,385,121	£-10,808,273	£-11,459,201	£-10,863,659
50%	70%	£-12,634,381	£-12,109,974	£-12,716,081	£-12,185,589
100%	70%	£-25,396,476	£-25,396,476	£-25,404,883	£-25,404,883

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,770,986	£2,819,803	£1,707,377	£2,790,645
10%	70%	£-727,535	£216,400	£-785,610	£189,331
15%	70%	£-1,976,796	£-1,085,301	£-2,032,104	£-1,111,326
20%	70%	£-3,226,057	£-2,387,002	£-3,278,597	£-2,411,983
25%	70%	£-4,475,316	£-3,688,704	£-4,525,091	£-3,712,640
30%	70%	£-5,724,577	£-4,990,406	£-5,771,585	£-5,013,297
35%	70%	£-6,973,837	£-6,292,106	£-7,022,675	£-6,313,954
40%	70%	£-8,223,097	£-7,593,807	£-8,273,765	£-7,614,611
45%	70%	£-9,472,357	£-8,895,508	£-9,524,855	£-8,915,268
50%	70%	£-10,721,617	£-10,197,209	£-10,775,945	£-10,215,925
100%	70%	£-23,483,712	£-23,483,712	£-23,492,119	£-23,492,119

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,229,210	£7,278,027	£6,165,602	£7,248,869
10%	70%	£3,730,690	£4,674,624	£3,672,615	£4,647,555
15%	70%	£2,481,429	£3,372,924	£2,426,121	£3,346,898
20%	70%	£1,232,168	£2,071,222	£1,179,627	£2,046,242
25%	70%	£-17,092	£769,521	£-66,866	£745,585
30%	70%	£-1,266,353	£-532,181	£-1,313,360	£-555,072
35%	70%	£-2,519,487	£-1,833,881	£-2,564,451	£-1,855,729
40%	70%	£-3,772,621	£-3,335,581	£-3,813,311	£-3,356,386
45%	70%	£-5,025,755	£-4,837,281	£-5,074,451	£-4,857,043
50%	70%	£-6,278,889	£-6,338,981	£-6,329,591	£-6,338,981
100%	70%	£-19,025,487	£-19,025,487	£-19,033,894	£-19,033,894

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T4 - 100 Flats with 2,000 sq m retail</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>100</b>	<b>Value Area</b>	<b>£650 psf</b>
<b>Site Area</b>	<b>0.5 Ha</b>	<b>Sales value inflation</b>	<b>21%</b>
		<b>Build cost inflation</b>	<b>25%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant and Growth</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,738,404	£6,787,221	£5,674,796	£6,758,063
10%	70%	£3,496,797	£4,440,732	£3,438,723	£4,413,663
15%	70%	£2,375,993	£3,267,488	£2,320,686	£3,241,463
20%	70%	£1,255,191	£2,094,244	£1,202,650	£2,069,263
25%	70%	£134,387	£920,999	£84,612	£897,063
30%	70%	£-1,002,550	£-256,370	£-1,050,326	£-279,636
35%	70%	£-2,141,684	£-1,448,804	£-2,186,648	£-1,471,008
40%	70%	£-3,280,818	£-2,641,236	£-3,322,970	£-2,662,380
45%	70%	£-4,419,953	£-3,833,669	£-4,459,292	£-3,853,751
50%	70%	£-5,559,087	£-5,026,102	£-5,595,615	£-5,045,123
100%	70%	£-16,950,430	£-16,950,430	£-16,958,838	£-16,958,838

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-8,073,788	£-7,024,971	£-8,137,396	£-7,054,129
10%	70%	£-10,315,395	£-9,371,459	£-10,373,469	£-9,398,528
15%	70%	£-11,436,199	£-10,544,704	£-11,491,505	£-10,570,729
20%	70%	£-12,557,001	£-11,717,948	£-12,609,542	£-11,742,929
25%	70%	£-13,677,805	£-12,891,192	£-13,727,579	£-12,915,128
30%	70%	£-14,814,742	£-14,068,562	£-14,862,517	£-14,091,828
35%	70%	£-15,953,876	£-15,260,995	£-15,998,840	£-15,283,200
40%	70%	£-17,093,010	£-16,453,428	£-17,135,162	£-16,474,571
45%	70%	£-18,232,145	£-17,645,861	£-18,271,484	£-17,665,943
50%	70%	£-19,371,279	£-18,838,293	£-19,407,807	£-18,857,314
100%	70%	£-30,762,622	£-30,762,622	£-30,771,029	£-30,771,029

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-2,911,309	£-1,862,493	£-2,974,918	£-1,891,651
10%	70%	£-5,152,917	£-4,208,981	£-5,210,991	£-4,236,050
15%	70%	£-6,273,720	£-5,382,225	£-6,329,027	£-5,408,251
20%	70%	£-7,394,523	£-6,555,470	£-7,447,063	£-6,580,450
25%	70%	£-8,515,326	£-7,728,714	£-8,565,101	£-7,752,650
30%	70%	£-9,652,263	£-8,906,084	£-9,700,039	£-8,929,350
35%	70%	£-10,791,397	£-10,098,517	£-10,836,362	£-10,120,721
40%	70%	£-11,930,531	£-11,290,949	£-11,972,684	£-11,312,093
45%	70%	£-13,069,666	£-12,483,383	£-13,109,006	£-12,503,464
50%	70%	£-14,208,801	£-13,675,815	£-14,245,329	£-13,694,836
100%	70%	£-25,600,144	£-25,600,144	£-25,608,551	£-25,608,551

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-998,545	£50,271	£-1,062,154	£21,114
10%	70%	£-3,240,152	£-2,296,217	£-3,298,226	£-2,323,286
15%	70%	£-4,360,956	£-3,469,461	£-4,416,263	£-3,495,486
20%	70%	£-5,481,759	£-4,642,706	£-5,534,299	£-4,667,686
25%	70%	£-6,602,562	£-5,815,950	£-6,652,337	£-5,839,886
30%	70%	£-7,739,499	£-6,993,320	£-7,787,275	£-7,016,586
35%	70%	£-8,878,633	£-8,185,753	£-8,923,598	£-8,207,957
40%	70%	£-10,017,767	£-9,378,185	£-10,059,920	£-9,399,329
45%	70%	£-11,156,902	£-10,570,618	£-11,196,242	£-10,590,700
50%	70%	£-12,296,036	£-11,763,051	£-12,332,564	£-11,782,072
100%	70%	£-23,687,380	£-23,687,380	£-23,695,787	£-23,695,787

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,459,679	£4,508,496	£3,396,071	£4,479,338
10%	70%	£1,218,072	£2,162,008	£1,159,998	£2,134,939
15%	70%	£97,269	£988,763	£41,962	£962,738
20%	70%	£-1,023,534	£-184,481	£-1,076,075	£-209,461
25%	70%	£-2,144,337	£-1,357,725	£-2,194,112	£-1,381,661
30%	70%	£-3,281,274	£-2,535,095	£-3,329,050	£-2,558,361
35%	70%	£-4,420,408	£-3,727,528	£-4,465,373	£-3,749,732
40%	70%	£-5,559,543	£-4,919,960	£-5,601,695	£-4,941,104
45%	70%	£-6,698,678	£-6,112,394	£-6,738,017	£-6,132,476
50%	70%	£-7,837,812	£-7,304,826	£-7,874,340	£-7,323,847
100%	70%	£-19,229,155	£-19,229,155	£-19,237,562	£-19,237,562

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T4 - 100 Flats with 2,000 sq m retail		Grant Available	Yes
No Units	100	Value Area	£625 psf
Site Area	0.5 Ha	Sales value inflation	21%
		Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,353,639	£5,402,456	£4,290,031	£5,373,298
10%	70%	£2,240,513	£3,184,448	£2,182,439	£3,157,379
15%	70%	£1,183,950	£2,075,445	£1,128,642	£2,049,419
20%	70%	£127,387	£966,440	£74,847	£941,460
25%	70%	£-944,373	£-144,895	£-994,961	£-169,223
30%	70%	£-2,018,216	£-1,272,036	£-2,065,992	£-1,295,303
35%	70%	£-3,092,058	£-2,399,178	£-3,137,023	£-2,421,383
40%	70%	£-4,165,902	£-3,526,320	£-4,208,053	£-3,547,464
45%	70%	£-5,239,745	£-4,653,461	£-5,279,085	£-4,673,544
50%	70%	£-6,313,588	£-5,780,603	£-6,350,116	£-5,799,624
100%	70%	£-17,052,019	£-17,052,019	£-17,060,426	£-17,060,426

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-9,458,553	£-8,409,736	£-9,522,161	£-8,438,894
10%	70%	£-11,571,679	£-10,627,744	£-11,629,753	£-10,654,812
15%	70%	£-12,628,242	£-11,736,747	£-12,683,550	£-11,762,772
20%	70%	£-13,684,804	£-12,845,751	£-13,737,345	£-12,870,732
25%	70%	£-14,756,564	£-13,957,087	£-14,807,152	£-13,981,414
30%	70%	£-15,830,407	£-15,084,228	£-15,878,184	£-15,107,495
35%	70%	£-16,904,250	£-16,211,370	£-16,949,214	£-16,233,575
40%	70%	£-17,978,094	£-17,338,512	£-18,020,245	£-17,359,655
45%	70%	£-19,051,937	£-18,465,653	£-19,091,277	£-18,485,736
50%	70%	£-20,125,779	£-19,592,795	£-20,162,307	£-19,611,816
100%	70%	£-30,864,210	£-30,864,210	£-30,872,618	£-30,872,618

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-4,296,075	£-3,247,258	£-4,359,683	£-3,276,416
10%	70%	£-6,409,201	£-5,465,265	£-6,467,275	£-5,492,334
15%	70%	£-7,465,763	£-6,574,269	£-7,521,071	£-6,600,294
20%	70%	£-8,522,326	£-7,683,273	£-8,574,867	£-7,708,254
25%	70%	£-9,594,086	£-8,794,608	£-9,644,674	£-8,818,936
30%	70%	£-10,667,929	£-9,921,749	£-10,715,705	£-9,945,016
35%	70%	£-11,741,772	£-11,048,891	£-11,786,736	£-11,071,097
40%	70%	£-12,815,615	£-12,176,033	£-12,857,767	£-12,197,177
45%	70%	£-13,889,458	£-13,303,174	£-13,928,798	£-13,323,257
50%	70%	£-14,963,301	£-14,430,316	£-14,999,829	£-14,449,338
100%	70%	£-25,701,732	£-25,701,732	£-25,710,139	£-25,710,139

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-2,383,310	£-1,334,494	£-2,446,919	£-1,363,651
10%	70%	£-4,496,437	£-3,552,501	£-4,554,511	£-3,579,570
15%	70%	£-5,552,999	£-4,661,504	£-5,608,307	£-4,687,530
20%	70%	£-6,609,562	£-5,770,509	£-6,662,103	£-5,795,489
25%	70%	£-7,681,322	£-6,881,844	£-7,731,910	£-6,906,172
30%	70%	£-8,755,165	£-8,008,985	£-8,802,941	£-8,032,252
35%	70%	£-9,829,008	£-9,136,127	£-9,873,972	£-9,158,333
40%	70%	£-10,902,851	£-10,263,269	£-10,945,003	£-10,284,413
45%	70%	£-11,976,694	£-11,390,410	£-12,016,034	£-11,410,493
50%	70%	£-13,050,537	£-12,517,552	£-13,087,065	£-12,536,573
100%	70%	£-23,788,968	£-23,788,968	£-23,797,375	£-23,797,375

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,074,914	£3,123,731	£2,011,306	£3,094,573
10%	70%	£-38,212	£905,724	£-96,286	£878,655
15%	70%	£-1,094,775	£-203,280	£-1,150,082	£-229,305
20%	70%	£-2,151,337	£-1,312,284	£-2,203,878	£-1,337,265
25%	70%	£-3,223,097	£-2,423,620	£-3,273,685	£-2,447,947
30%	70%	£-4,296,940	£-3,550,761	£-4,344,717	£-3,574,028
35%	70%	£-5,370,783	£-4,677,902	£-5,415,747	£-4,700,108
40%	70%	£-6,444,627	£-5,805,044	£-6,486,778	£-5,826,188
45%	70%	£-7,518,469	£-6,932,185	£-7,557,810	£-6,952,268
50%	70%	£-8,592,312	£-8,059,327	£-8,628,840	£-8,078,349
100%	70%	£-19,330,743	£-19,330,743	£-19,339,151	£-19,339,151

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1		Grant Available	Yes
		Value Area	£900psf
No Units	180	Sales value inflation	21%
Site Area	0.7 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£31,772,202	£33,657,948	£31,670,676	£33,618,363
10%	70%	£25,444,521	£27,141,693	£25,352,945	£27,105,863
15%	70%	£22,280,681	£23,883,566	£22,194,080	£23,849,613
20%	70%	£19,116,841	£20,625,439	£19,035,213	£20,593,363
25%	70%	£15,953,001	£17,367,311	£15,876,348	£17,337,113
30%	70%	£12,789,161	£14,109,184	£12,717,483	£14,080,863
35%	70%	£9,625,321	£10,851,056	£9,558,617	£10,824,614
40%	70%	£6,461,480	£7,592,929	£6,399,752	£7,568,364
45%	70%	£3,297,641	£4,334,801	£3,240,886	£4,312,114
50%	70%	£133,801	£1,076,674	£82,021	£1,055,864
100%	70%	-£32,019,863	-£32,019,863	-£32,021,930	-£32,021,930

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,434,918	£14,320,664	£12,333,393	£14,281,080
10%	70%	£6,107,238	£7,804,409	£6,015,662	£7,768,580
15%	70%	£2,943,398	£4,546,282	£2,856,797	£4,512,330
20%	70%	-£220,442	£1,288,155	-£302,070	£1,256,080
25%	70%	-£3,384,282	-£1,969,973	-£3,460,935	-£2,000,170
30%	70%	-£6,548,122	-£5,228,100	-£6,619,800	-£5,256,420
35%	70%	-£9,711,963	-£8,486,228	-£9,778,666	-£8,512,669
40%	70%	-£12,875,803	-£11,744,354	-£12,937,531	-£11,768,919
45%	70%	-£16,039,642	-£15,002,482	-£16,096,397	-£15,025,169
50%	70%	-£19,203,482	-£18,260,609	-£19,255,262	-£18,281,419
100%	70%	-£51,357,146	-£51,357,146	-£51,359,213	-£51,359,213

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£19,662,468	£21,548,214	£19,560,943	£21,508,630
10%	70%	£13,334,788	£15,031,959	£13,243,212	£14,996,130
15%	70%	£10,170,948	£11,773,832	£10,084,347	£11,739,880
20%	70%	£7,007,108	£8,515,705	£6,925,480	£8,483,630
25%	70%	£3,843,268	£5,257,577	£3,766,615	£5,227,380
30%	70%	£679,428	£1,999,451	£607,750	£1,971,130
35%	70%	-£2,484,413	-£1,258,677	-£2,551,116	-£1,285,119
40%	70%	-£5,648,253	-£4,516,804	-£5,709,981	-£4,541,369
45%	70%	-£8,812,092	-£7,774,932	-£8,868,847	-£7,797,619
50%	70%	-£11,975,932	-£11,033,059	-£12,027,712	-£11,053,869
100%	70%	-£44,129,596	-£44,129,596	-£44,131,663	-£44,131,663

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£22,340,368	£24,226,114	£22,238,843	£24,186,530
10%	70%	£16,012,687	£17,709,859	£15,921,112	£17,674,029
15%	70%	£12,848,847	£14,451,732	£12,762,246	£14,417,779
20%	70%	£9,685,008	£11,193,605	£9,603,380	£11,161,530
25%	70%	£6,521,168	£7,935,477	£6,444,514	£7,905,280
30%	70%	£3,357,327	£4,677,350	£3,285,649	£4,649,030
35%	70%	£193,487	£1,419,222	£126,784	£1,392,780
40%	70%	-£2,970,353	-£1,838,905	-£3,032,082	-£1,863,470
45%	70%	-£6,134,193	-£5,097,033	-£6,190,947	-£5,119,720
50%	70%	-£9,298,033	-£8,355,160	-£9,349,813	-£8,375,969
100%	70%	-£41,451,696	-£41,451,696	-£41,453,763	-£41,453,763

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£28,581,952	£30,467,698	£28,480,426	£30,428,114
10%	70%	£22,254,271	£23,951,443	£22,162,696	£23,915,613
15%	70%	£19,090,431	£20,693,316	£19,003,830	£20,659,363
20%	70%	£15,926,592	£17,435,189	£15,844,964	£17,403,113
25%	70%	£12,762,751	£14,177,061	£12,686,098	£14,146,864
30%	70%	£9,598,911	£10,918,934	£9,527,233	£10,890,614
35%	70%	£6,435,071	£7,660,806	£6,368,368	£7,634,364
40%	70%	£3,271,231	£4,402,679	£3,209,502	£4,378,114
45%	70%	£107,391	£1,144,551	£50,637	£1,121,864
50%	70%	-£3,056,449	-£2,113,576	-£3,108,229	-£2,134,385
100%	70%	-£35,210,112	-£35,210,112	-£35,212,179	-£35,212,179



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£865 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£28,314,564	£30,200,311	£28,213,039	£30,160,726
10%	70%	£22,323,460	£24,020,633	£22,231,885	£23,984,803
15%	70%	£19,327,909	£20,930,793	£19,241,307	£20,896,841
20%	70%	£16,332,357	£17,840,954	£16,250,730	£17,808,880
25%	70%	£13,336,806	£14,751,115	£13,260,152	£14,720,918
30%	70%	£10,341,253	£11,661,276	£10,269,576	£11,632,957
35%	70%	£7,345,702	£8,571,437	£7,278,999	£8,544,995
40%	70%	£4,350,150	£5,481,598	£4,288,421	£5,457,033
45%	70%	£1,354,598	£2,391,759	£1,297,844	£2,369,072
50%	70%	£-1,667,792	£-709,497	£-1,720,418	£-730,647
100%	70%	£-32,113,237	£-32,113,237	£-32,115,304	£-32,115,304

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,977,281	£10,863,028	£8,875,756	£10,823,443
10%	70%	£2,986,177	£4,683,350	£2,894,602	£4,647,520
15%	70%	£-9,374	£1,593,510	£-95,976	£1,559,558
20%	70%	£-3,004,926	£-1,496,329	£-3,086,553	£-1,528,404
25%	70%	£-6,000,478	£-4,586,168	£-6,077,131	£-4,616,365
30%	70%	£-8,996,030	£-7,676,007	£-9,067,707	£-7,704,326
35%	70%	£-11,991,581	£-10,765,846	£-12,058,285	£-10,792,288
40%	70%	£-14,987,134	£-13,855,685	£-15,048,862	£-13,880,250
45%	70%	£-17,982,685	£-16,945,524	£-18,039,439	£-16,968,211
50%	70%	£-21,005,075	£-20,046,780	£-21,057,701	£-20,067,930
100%	70%	£-51,450,520	£-51,450,520	£-51,452,587	£-51,452,587

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,204,831	£18,090,578	£16,103,306	£18,050,993
10%	70%	£10,213,727	£11,910,900	£10,122,152	£11,875,070
15%	70%	£7,218,176	£8,821,060	£7,131,574	£8,787,108
20%	70%	£4,222,624	£5,731,221	£4,140,997	£5,699,146
25%	70%	£1,227,072	£2,641,382	£1,150,419	£2,611,185
30%	70%	£-1,768,480	£-448,457	£-1,840,157	£-476,776
35%	70%	£-4,764,031	£-3,538,296	£-4,830,734	£-3,564,738
40%	70%	£-7,759,584	£-6,628,135	£-7,821,312	£-6,652,700
45%	70%	£-10,755,135	£-9,717,974	£-10,811,889	£-9,740,661
50%	70%	£-13,777,525	£-12,819,230	£-13,830,151	£-12,840,380
100%	70%	£-44,222,970	£-44,222,970	£-44,225,037	£-44,225,037

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£18,882,730	£20,768,477	£18,781,205	£20,728,892
10%	70%	£12,891,627	£14,588,799	£12,800,051	£14,552,970
15%	70%	£9,896,076	£11,498,959	£9,809,474	£11,465,008
20%	70%	£6,900,523	£8,409,120	£6,818,896	£8,377,046
25%	70%	£3,904,972	£5,319,281	£3,828,319	£5,289,084
30%	70%	£909,420	£2,229,442	£837,742	£2,201,123
35%	70%	£-2,086,132	£-860,397	£-2,152,835	£-886,839
40%	70%	£-5,081,684	£-3,950,236	£-5,143,412	£-3,974,800
45%	70%	£-8,077,235	£-6,840,075	£-8,133,990	£-6,862,761
50%	70%	£-11,099,625	£-9,711,331	£-11,152,252	£-9,730,681
100%	70%	£-41,545,070	£-41,545,070	£-41,547,137	£-41,547,137

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£25,124,314	£27,010,061	£25,022,789	£26,970,476
10%	70%	£19,133,211	£20,830,383	£19,041,635	£20,794,554
15%	70%	£16,137,659	£17,740,543	£16,051,058	£17,706,592
20%	70%	£13,142,107	£14,650,704	£13,060,480	£14,618,630
25%	70%	£10,146,556	£11,560,865	£10,069,903	£11,530,668
30%	70%	£7,151,004	£8,471,026	£7,079,326	£8,442,707
35%	70%	£4,155,452	£5,381,187	£4,088,749	£5,354,745
40%	70%	£1,159,900	£2,291,348	£1,098,172	£2,266,784
45%	70%	£-1,835,651	£-798,491	£-1,892,406	£-821,177
50%	70%	£-4,858,041	£-3,899,747	£-4,910,668	£-3,920,897
100%	70%	£-35,303,486	£-35,303,486	£-35,305,554	£-35,305,554

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£825 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£24,362,980	£26,248,726	£24,261,454	£26,209,142
10%	70%	£18,753,547	£20,450,719	£18,661,970	£20,414,889
15%	70%	£15,948,831	£17,551,715	£15,862,229	£17,517,764
20%	70%	£13,144,114	£14,652,712	£13,062,488	£14,620,637
25%	70%	£10,339,399	£11,753,708	£10,262,746	£11,723,511
30%	70%	£7,534,682	£8,854,705	£7,463,004	£8,826,386
35%	70%	£4,729,966	£5,955,701	£4,663,263	£5,929,259
40%	70%	£1,925,249	£3,056,698	£1,863,521	£3,032,133
45%	70%	-£893,851	£157,694	-£951,533	£135,007
50%	70%	-£3,744,439	-£2,786,144	-£3,797,064	-£2,807,294
100%	70%	-£32,250,316	-£32,250,316	-£32,252,382	-£32,252,382

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,025,696	£6,911,442	£4,924,171	£6,871,858
10%	70%	-£583,736	£1,113,435	-£675,313	£1,077,606
15%	70%	-£3,388,452	-£1,785,568	-£3,475,054	-£1,819,520
20%	70%	-£6,193,169	-£4,684,571	-£6,274,796	-£4,716,646
25%	70%	-£8,997,884	-£7,583,575	-£9,074,537	-£7,613,772
30%	70%	-£11,802,601	-£10,482,578	-£11,874,279	-£10,510,898
35%	70%	-£14,607,317	-£13,381,582	-£14,674,020	-£13,408,024
40%	70%	-£17,412,034	-£16,280,585	-£17,473,762	-£16,305,150
45%	70%	-£20,216,750	-£19,179,589	-£20,288,816	-£19,202,277
50%	70%	-£23,021,467	-£22,078,592	-£23,094,872	-£22,109,404
100%	70%	-£51,587,599	-£51,587,599	-£51,589,666	-£51,589,666

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,253,246	£14,138,992	£12,151,721	£14,099,408
10%	70%	£6,643,814	£8,340,986	£6,552,237	£8,305,156
15%	70%	£3,839,098	£5,441,982	£3,752,496	£5,408,030
20%	70%	£1,034,381	£2,542,979	£952,754	£2,510,904
25%	70%	-£1,770,334	-£356,025	-£1,846,987	-£386,222
30%	70%	-£4,575,051	-£3,255,028	-£4,646,729	-£3,283,348
35%	70%	-£7,379,767	-£6,154,032	-£7,446,470	-£6,180,474
40%	70%	-£10,184,484	-£9,053,035	-£10,246,212	-£9,077,600
45%	70%	-£13,003,584	-£11,952,039	-£13,061,266	-£11,974,727
50%	70%	-£15,854,172	-£14,895,877	-£15,906,797	-£14,917,027
100%	70%	-£44,360,049	-£44,360,049	-£44,362,116	-£44,362,116

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,931,146	£16,816,892	£14,829,621	£16,777,308
10%	70%	£9,321,713	£11,018,885	£9,230,137	£10,983,055
15%	70%	£6,516,998	£8,119,882	£6,430,396	£8,085,930
20%	70%	£3,712,281	£5,220,878	£3,630,654	£5,188,804
25%	70%	£907,565	£2,321,875	£830,912	£2,291,677
30%	70%	-£1,897,152	-£577,129	-£1,968,830	-£605,448
35%	70%	-£4,701,867	-£3,476,132	-£4,768,571	-£3,502,574
40%	70%	-£7,506,584	-£6,375,136	-£7,568,313	-£6,399,701
45%	70%	-£10,325,684	-£9,274,139	-£10,383,366	-£9,296,827
50%	70%	-£13,176,272	-£12,217,978	-£13,228,898	-£12,239,128
100%	70%	-£41,682,150	-£41,682,150	-£41,684,216	-£41,684,216

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,172,730	£23,058,476	£21,071,205	£23,018,892
10%	70%	£15,563,297	£17,260,469	£15,471,721	£17,224,639
15%	70%	£12,758,582	£14,361,465	£12,671,980	£14,327,514
20%	70%	£9,953,865	£11,462,462	£9,872,238	£11,430,388
25%	70%	£7,149,149	£8,563,458	£7,072,496	£8,533,261
30%	70%	£4,344,432	£5,664,455	£4,272,754	£5,636,136
35%	70%	£1,539,716	£2,765,452	£1,473,013	£2,739,010
40%	70%	-£1,265,000	-£133,552	-£1,326,729	-£158,117
45%	70%	-£4,084,101	-£3,032,555	-£4,141,782	-£3,055,243
50%	70%	-£6,934,688	-£5,976,394	-£6,987,314	-£5,997,544
100%	70%	-£35,440,566	-£35,440,566	-£35,442,632	-£35,442,632

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£800 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,893,239	£23,778,985	£21,791,714	£23,739,400
10%	70%	£16,518,968	£18,216,140	£16,427,391	£18,180,310
15%	70%	£13,831,832	£15,434,716	£13,745,230	£15,400,765
20%	70%	£11,144,697	£12,653,293	£11,063,069	£12,621,218
25%	70%	£8,457,560	£9,871,870	£8,380,908	£9,841,673
30%	70%	£5,770,424	£7,090,447	£5,698,747	£7,062,128
35%	70%	£3,083,288	£4,309,025	£3,016,585	£4,282,583
40%	70%	£396,153	£1,527,601	£334,424	£1,503,036
45%	70%	£-2,328,452	£-1,274,328	£-2,386,134	£-1,297,386
50%	70%	£-5,059,536	£-4,101,242	£-5,112,162	£-4,122,392
100%	70%	£-32,370,378	£-32,370,378	£-32,372,445	£-32,372,445

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,555,956	£4,441,702	£2,454,431	£4,402,117
10%	70%	£-2,818,315	£-1,121,144	£-2,909,892	£-1,156,973
15%	70%	£-5,505,451	£-3,902,567	£-5,592,053	£-3,936,519
20%	70%	£-8,192,587	£-6,683,990	£-8,274,214	£-6,716,065
25%	70%	£-10,879,723	£-9,465,413	£-10,956,375	£-9,495,610
30%	70%	£-13,566,859	£-12,246,836	£-13,638,536	£-12,275,155
35%	70%	£-16,253,995	£-15,028,259	£-16,320,698	£-15,054,701
40%	70%	£-18,941,130	£-17,809,682	£-19,002,859	£-17,834,247
45%	70%	£-21,628,266	£-20,591,105	£-21,723,417	£-20,634,669
50%	70%	£-24,315,401	£-23,372,528	£-24,449,445	£-23,459,675
100%	70%	£-51,707,661	£-51,707,661	£-51,709,728	£-51,709,728

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,783,506	£11,669,252	£9,681,981	£11,629,667
10%	70%	£4,409,235	£6,106,406	£4,317,658	£6,070,577
15%	70%	£1,722,099	£3,324,983	£1,635,497	£3,291,031
20%	70%	£-965,037	£543,560	£-1,046,664	£511,485
25%	70%	£-3,652,173	£-2,237,863	£-3,728,825	£-2,268,060
30%	70%	£-6,339,309	£-5,019,286	£-6,410,986	£-5,047,605
35%	70%	£-9,026,445	£-7,800,709	£-9,093,148	£-7,827,150
40%	70%	£-11,713,580	£-10,582,132	£-11,775,309	£-10,606,697
45%	70%	£-14,400,715	£-13,364,555	£-14,495,867	£-13,407,119
50%	70%	£-17,087,850	£-16,146,978	£-17,221,895	£-16,232,125
100%	70%	£-44,480,111	£-44,480,111	£-44,482,178	£-44,482,178

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,461,406	£14,347,152	£12,359,880	£14,307,567
10%	70%	£7,087,134	£8,784,306	£6,995,558	£8,748,476
15%	70%	£4,399,999	£6,002,883	£4,313,397	£5,968,931
20%	70%	£1,712,863	£3,221,459	£1,631,235	£3,189,385
25%	70%	£-974,274	£440,037	£-1,050,926	£409,839
30%	70%	£-3,661,409	£-2,341,387	£-3,733,087	£-2,369,706
35%	70%	£-6,348,545	£-5,122,809	£-6,415,248	£-5,149,251
40%	70%	£-9,035,681	£-7,904,232	£-9,097,409	£-7,928,797
45%	70%	£-11,722,817	£-10,685,654	£-11,817,968	£-10,729,219
50%	70%	£-14,409,953	£-13,467,076	£-14,543,996	£-13,554,225
100%	70%	£-41,802,211	£-41,802,211	£-41,804,278	£-41,804,278

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£18,702,990	£20,588,736	£18,601,464	£20,549,151
10%	70%	£13,328,718	£15,025,890	£13,237,142	£14,990,060
15%	70%	£10,641,583	£12,244,466	£10,554,981	£12,210,515
20%	70%	£7,954,447	£9,463,043	£7,872,819	£9,430,969
25%	70%	£5,267,310	£6,681,621	£5,190,658	£6,651,423
30%	70%	£2,580,175	£3,900,197	£2,508,497	£3,871,878
35%	70%	£-106,961	£1,118,775	£-173,664	£1,092,333
40%	70%	£-2,794,097	£-1,662,648	£-2,855,825	£-1,687,213
45%	70%	£-5,518,702	£-4,464,578	£-5,576,384	£-4,487,635
50%	70%	£-8,243,786	£-7,291,492	£-8,302,412	£-7,312,642
100%	70%	£-35,560,627	£-35,560,627	£-35,562,694	£-35,562,694

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£750 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,953,758	£18,839,505	£16,852,232	£18,799,920
10%	70%	£12,049,902	£13,747,074	£11,958,326	£13,711,244
15%	70%	£9,597,975	£11,200,859	£9,511,373	£11,166,907
20%	70%	£7,146,047	£8,654,644	£7,064,420	£8,622,570
25%	70%	£4,694,119	£6,108,429	£4,617,466	£6,078,231
30%	70%	£2,242,191	£3,562,213	£2,170,513	£3,533,894
35%	70%	£-213,167	£1,015,999	£-280,961	£989,557
40%	70%	£-2,705,196	£-1,555,244	£-2,767,934	£-1,580,210
45%	70%	£-5,197,226	£-4,143,103	£-5,254,908	£-4,166,160
50%	70%	£-7,689,255	£-6,730,961	£-7,741,882	£-6,752,111
100%	70%	£-32,609,549	£-32,609,549	£-32,611,616	£-32,611,616

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-2,383,525	£-497,778	£-2,485,051	£-537,364
10%	70%	£-7,287,381	£-5,590,209	£-7,378,958	£-5,626,039
15%	70%	£-9,739,309	£-8,136,424	£-9,825,910	£-8,170,376
20%	70%	£-12,191,236	£-10,682,639	£-12,272,863	£-10,714,714
25%	70%	£-14,643,164	£-13,228,855	£-14,719,817	£-13,259,052
30%	70%	£-17,095,092	£-15,775,070	£-17,166,770	£-15,803,389
35%	70%	£-19,550,450	£-18,321,284	£-19,618,244	£-18,347,726
40%	70%	£-22,042,479	£-20,892,527	£-22,105,218	£-20,917,493
45%	70%	£-24,534,509	£-23,480,386	£-24,592,191	£-23,503,443
50%	70%	£-27,026,538	£-26,068,244	£-27,079,165	£-26,089,394
100%	70%	£-51,946,832	£-51,946,832	£-51,948,899	£-51,948,899

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,844,025	£6,729,772	£4,742,499	£6,690,186
10%	70%	£-9,831	£1,637,341	£-151,408	£1,601,511
15%	70%	£-2,511,759	£-908,874	£-2,598,360	£-942,826
20%	70%	£-4,963,686	£-3,455,089	£-5,045,313	£-3,487,164
25%	70%	£-7,415,614	£-6,001,305	£-7,492,267	£-6,031,502
30%	70%	£-9,867,542	£-8,547,520	£-9,939,220	£-8,575,839
35%	70%	£-12,322,900	£-11,093,734	£-12,390,694	£-11,120,176
40%	70%	£-14,814,929	£-13,664,977	£-14,877,668	£-13,689,943
45%	70%	£-17,306,959	£-16,252,836	£-17,364,641	£-16,275,893
50%	70%	£-19,798,988	£-18,840,694	£-19,851,615	£-18,861,844
100%	70%	£-44,719,282	£-44,719,282	£-44,721,349	£-44,721,349

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,521,924	£9,407,671	£7,420,399	£9,368,086
10%	70%	£2,618,069	£4,315,240	£2,526,492	£4,279,410
15%	70%	£166,141	£1,769,026	£79,539	£1,735,073
20%	70%	£-2,285,787	£-777,190	£-2,367,414	£-809,264
25%	70%	£-4,737,715	£-3,323,405	£-4,814,368	£-3,353,602
30%	70%	£-7,189,642	£-5,869,620	£-7,261,320	£-5,897,940
35%	70%	£-9,645,000	£-8,415,835	£-9,712,795	£-8,442,277
40%	70%	£-12,137,030	£-10,987,077	£-12,199,768	£-11,012,043
45%	70%	£-14,629,059	£-13,574,936	£-14,686,741	£-13,597,994
50%	70%	£-17,121,089	£-16,162,794	£-17,173,715	£-16,183,944
100%	70%	£-42,041,382	£-42,041,382	£-42,043,449	£-42,043,449

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,763,508	£15,649,255	£13,661,983	£15,609,670
10%	70%	£8,859,653	£10,556,824	£8,768,076	£10,520,994
15%	70%	£6,407,725	£8,010,610	£6,321,123	£7,976,657
20%	70%	£3,955,797	£5,464,394	£3,874,170	£5,432,320
25%	70%	£1,503,869	£2,918,179	£1,427,216	£2,887,982
30%	70%	£-948,058	£371,963	£-1,019,736	£343,644
35%	70%	£-3,403,416	£-2,174,251	£-3,471,211	£-2,200,693
40%	70%	£-5,895,446	£-4,745,493	£-5,958,184	£-4,770,459
45%	70%	£-8,387,475	£-7,333,352	£-8,445,157	£-7,356,410
50%	70%	£-10,879,505	£-9,921,211	£-10,932,131	£-9,942,360
100%	70%	£-35,799,798	£-35,799,798	£-35,801,865	£-35,801,865

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£725 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,484,017	£16,369,763	£14,382,492	£16,330,179
10%	70%	£9,815,229	£11,512,401	£9,723,653	£11,476,571
15%	70%	£7,480,835	£9,083,719	£7,394,233	£9,049,768
20%	70%	£5,146,441	£6,655,038	£5,064,814	£6,622,964
25%	70%	£2,812,046	£4,226,356	£2,735,394	£4,196,160
30%	70%	£477,652	£1,797,675	£405,975	£1,769,356
35%	70%	£-1,887,109	£-641,327	£-1,954,903	£-668,201
40%	70%	£-4,259,683	£-3,109,729	£-4,322,421	£-3,134,695
45%	70%	£-6,632,256	£-5,578,132	£-6,689,938	£-5,601,190
50%	70%	£-9,004,830	£-8,046,535	£-9,057,455	£-8,067,685
100%	70%	£-32,730,564	£-32,730,564	£-32,732,631	£-32,732,631

Residual Land values compared to benchmark land values  
 Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-4,853,266	£-2,967,520	£-4,954,791	£-3,007,104
10%	70%	£-9,522,055	£-7,824,882	£-9,613,630	£-7,860,712
15%	70%	£-11,856,448	£-10,253,564	£-11,943,050	£-10,287,516
20%	70%	£-14,190,842	£-12,682,245	£-14,272,469	£-12,714,320
25%	70%	£-16,525,237	£-15,110,927	£-16,601,889	£-15,141,123
30%	70%	£-18,859,631	£-17,539,608	£-18,931,308	£-17,567,927
35%	70%	£-21,224,392	£-19,978,610	£-21,292,186	£-20,005,484
40%	70%	£-23,596,966	£-22,447,012	£-23,659,704	£-22,471,978
45%	70%	£-25,969,539	£-24,915,415	£-26,027,221	£-24,938,473
50%	70%	£-28,342,113	£-27,383,819	£-28,394,739	£-27,404,968
100%	70%	£-52,067,847	£-52,067,847	£-52,069,914	£-52,069,914

Residual Land values compared to benchmark land values  
 Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,374,284	£4,260,030	£2,272,759	£4,220,446
10%	70%	£-2,294,505	£-597,332	£-2,386,080	£-633,162
15%	70%	£-4,628,898	£-3,026,014	£-4,715,500	£-3,059,966
20%	70%	£-6,963,292	£-5,454,695	£-7,044,919	£-5,486,770
25%	70%	£-9,297,687	£-7,883,377	£-9,374,339	£-7,913,573
30%	70%	£-11,632,081	£-10,312,058	£-11,703,758	£-10,340,377
35%	70%	£-13,996,842	£-12,751,060	£-14,064,636	£-12,777,934
40%	70%	£-16,369,416	£-15,219,462	£-16,432,154	£-15,244,428
45%	70%	£-18,741,989	£-17,687,865	£-18,799,671	£-17,710,923
50%	70%	£-21,114,563	£-20,156,269	£-21,167,189	£-20,177,418
100%	70%	£-44,840,297	£-44,840,297	£-44,842,364	£-44,842,364

Residual Land values compared to benchmark land values  
 Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,052,184	£6,937,930	£4,950,658	£6,898,346
10%	70%	£383,395	£2,080,568	£291,819	£2,044,738
15%	70%	£-1,950,998	£-348,114	£-2,037,600	£-382,066
20%	70%	£-4,285,393	£-2,776,796	£-4,367,020	£-2,808,870
25%	70%	£-6,619,787	£-5,205,478	£-6,696,439	£-5,235,674
30%	70%	£-8,954,182	£-7,634,159	£-9,025,859	£-7,662,478
35%	70%	£-11,318,943	£-10,073,160	£-11,386,736	£-10,100,035
40%	70%	£-13,691,516	£-12,541,563	£-13,754,255	£-12,566,529
45%	70%	£-16,064,090	£-15,009,966	£-16,121,772	£-15,033,023
50%	70%	£-18,436,663	£-17,478,369	£-18,489,289	£-17,499,519
100%	70%	£-42,162,397	£-42,162,397	£-42,164,464	£-42,164,464

Residual Land values compared to benchmark land values  
 Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,293,768	£13,179,514	£11,192,242	£13,139,930
10%	70%	£6,624,979	£8,322,152	£6,533,403	£8,286,322
15%	70%	£4,290,586	£5,893,469	£4,203,984	£5,859,518
20%	70%	£1,956,191	£3,464,788	£1,874,564	£3,432,714
25%	70%	£-378,203	£1,036,106	£-454,855	£1,005,910
30%	70%	£-2,712,598	£-1,392,575	£-2,784,275	£-1,420,894
35%	70%	£-5,077,359	£-3,831,577	£-5,145,152	£-3,858,451
40%	70%	£-7,449,932	£-6,299,979	£-7,512,671	£-6,324,945
45%	70%	£-9,822,506	£-8,768,382	£-9,880,188	£-8,791,439
50%	70%	£-12,195,079	£-11,236,785	£-12,247,705	£-11,257,935
100%	70%	£-35,920,813	£-35,920,813	£-35,922,880	£-35,922,880

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Value Area

£700 pst

No Units	180
Site Area	0.7 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,014,276	£13,900,023	£11,912,752	£13,860,438
10%	70%	£7,578,314	£9,275,485	£7,486,737	£9,239,655
15%	70%	£5,360,331	£6,963,216	£5,273,730	£6,929,264
20%	70%	£3,142,350	£4,650,947	£3,060,723	£4,618,873
25%	70%	£924,369	£2,338,679	£847,716	£2,308,481
30%	70%	£-1,314,770	£26,410	£-1,387,621	£-1,941
35%	70%	£-3,569,027	£-2,323,245	£-3,636,822	£-2,350,120
40%	70%	£-5,823,284	£-4,673,332	£-5,886,022	£-4,698,298
45%	70%	£-8,077,541	£-7,023,417	£-8,135,223	£-7,046,476
50%	70%	£-10,331,798	£-9,373,504	£-10,384,424	£-9,394,654
100%	70%	£-32,874,368	£-32,874,368	£-32,876,435	£-32,876,435

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-7,323,007	£-5,437,260	£-7,424,531	£-5,476,845
10%	70%	£-11,758,969	£-10,061,798	£-11,850,546	£-10,097,628
15%	70%	£-13,976,952	£-12,374,067	£-14,063,553	£-12,408,019
20%	70%	£-16,194,933	£-14,686,336	£-16,276,560	£-14,718,410
25%	70%	£-18,412,914	£-16,998,605	£-18,489,567	£-17,028,802
30%	70%	£-20,652,053	£-19,310,873	£-20,724,904	£-19,339,224
35%	70%	£-22,906,310	£-21,660,528	£-22,974,105	£-21,687,403
40%	70%	£-25,160,567	£-24,010,615	£-25,223,306	£-24,035,581
45%	70%	£-27,414,825	£-26,360,700	£-27,472,506	£-26,383,759
50%	70%	£-29,669,082	£-28,710,787	£-29,721,707	£-28,731,937
100%	70%	£-52,211,651	£-52,211,651	£-52,213,718	£-52,213,718

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-95,457	£1,790,290	£-196,981	£1,750,705
10%	70%	£-4,531,419	£-2,834,248	£-4,622,996	£-2,870,078
15%	70%	£-6,749,402	£-5,146,517	£-6,836,003	£-5,180,469
20%	70%	£-8,967,383	£-7,458,786	£-9,049,010	£-7,490,860
25%	70%	£-11,185,364	£-9,771,055	£-11,262,017	£-9,801,252
30%	70%	£-13,424,503	£-12,083,323	£-13,497,354	£-12,111,674
35%	70%	£-15,678,760	£-14,432,978	£-15,746,555	£-14,459,853
40%	70%	£-17,933,017	£-16,783,065	£-17,995,755	£-16,808,031
45%	70%	£-20,187,274	£-19,133,150	£-20,244,956	£-19,156,209
50%	70%	£-22,441,532	£-21,483,237	£-22,494,157	£-21,504,387
100%	70%	£-44,984,101	£-44,984,101	£-44,986,168	£-44,986,168

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,582,442	£4,468,189	£2,480,918	£4,428,604
10%	70%	£-1,853,520	£-1,156,348	£-1,945,097	£-1,192,178
15%	70%	£-4,071,502	£-2,468,617	£-4,158,104	£-2,502,570
20%	70%	£-6,289,483	£-4,780,886	£-6,371,110	£-4,812,961
25%	70%	£-8,507,465	£-7,093,155	£-8,584,118	£-7,123,352
30%	70%	£-10,746,604	£-9,405,424	£-10,819,454	£-9,433,774
35%	70%	£-13,000,861	£-11,755,078	£-13,068,655	£-11,781,953
40%	70%	£-15,255,118	£-14,105,165	£-15,317,856	£-14,130,131
45%	70%	£-17,509,375	£-16,455,251	£-17,567,057	£-16,478,309
50%	70%	£-19,763,632	£-18,805,338	£-19,816,258	£-18,826,488
100%	70%	£-42,306,201	£-42,306,201	£-42,308,268	£-42,308,268

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,824,026	£10,709,773	£8,722,502	£10,670,188
10%	70%	£4,388,064	£6,085,236	£4,296,487	£6,049,406
15%	70%	£2,170,082	£3,772,967	£2,083,480	£3,739,014
20%	70%	£-47,899	£1,460,698	£-129,526	£1,428,623
25%	70%	£-2,265,881	£-851,571	£-2,342,534	£-881,768
30%	70%	£-4,505,020	£-3,163,840	£-4,577,870	£-3,192,190
35%	70%	£-6,759,277	£-5,513,494	£-6,827,071	£-5,540,369
40%	70%	£-9,013,534	£-7,863,581	£-9,076,272	£-7,888,547
45%	70%	£-11,267,791	£-10,213,667	£-11,325,473	£-10,236,726
50%	70%	£-13,522,048	£-12,563,754	£-13,574,674	£-12,584,904
100%	70%	£-36,064,617	£-36,064,617	£-36,066,684	£-36,066,684

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£650 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,074,795	£8,960,541	£6,973,270	£8,920,957
10%	70%	£3,096,751	£4,793,923	£3,005,174	£4,758,093
15%	70%	£1,107,728	£2,710,613	£1,021,127	£2,676,661
20%	70%	-£895,708	£627,303	-£978,670	£595,228
25%	70%	-£2,917,261	-£1,479,820	-£2,995,167	-£1,510,511
30%	70%	-£4,938,814	-£3,597,202	-£5,011,664	-£3,625,985
35%	70%	-£6,960,367	-£5,714,585	-£7,028,161	-£5,741,459
40%	70%	-£8,981,920	-£7,831,967	-£9,044,658	-£7,856,934
45%	70%	-£11,003,474	-£9,949,350	-£11,061,156	-£9,972,408
50%	70%	-£13,025,026	-£12,066,733	-£13,077,653	-£12,087,883
100%	70%	-£33,240,557	-£33,240,557	-£33,242,624	-£33,242,624

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£12,262,488	-£10,376,742	-£12,364,013	-£10,416,326
10%	70%	-£16,240,532	-£14,543,361	-£16,332,109	-£14,579,190
15%	70%	-£18,229,555	-£16,626,670	-£18,316,157	-£16,660,623
20%	70%	-£20,232,991	-£18,709,980	-£20,315,953	-£18,742,055
25%	70%	-£22,254,544	-£20,817,103	-£22,332,450	-£20,847,794
30%	70%	-£24,276,098	-£22,934,485	-£24,348,947	-£22,963,268
35%	70%	-£26,297,650	-£25,051,868	-£26,365,444	-£25,078,743
40%	70%	-£28,319,203	-£27,169,251	-£28,381,942	-£27,194,217
45%	70%	-£30,340,757	-£29,286,633	-£30,398,439	-£29,309,691
50%	70%	-£32,362,309	-£31,404,016	-£32,414,936	-£31,425,166
100%	70%	-£52,577,840	-£52,577,840	-£52,579,908	-£52,579,908

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£5,034,938	-£3,149,192	-£5,136,463	-£3,188,776
10%	70%	-£9,012,982	-£7,315,811	-£9,104,559	-£7,351,640
15%	70%	-£11,002,005	-£9,399,120	-£11,088,607	-£9,433,073
20%	70%	-£13,005,441	-£11,482,430	-£13,088,403	-£11,514,505
25%	70%	-£15,026,994	-£13,589,553	-£15,104,900	-£13,620,244
30%	70%	-£17,048,548	-£15,706,935	-£17,121,397	-£15,735,718
35%	70%	-£19,070,100	-£17,824,318	-£19,137,894	-£17,851,192
40%	70%	-£21,091,653	-£19,941,701	-£21,154,391	-£19,966,667
45%	70%	-£23,113,207	-£22,059,083	-£23,170,889	-£22,082,141
50%	70%	-£25,134,759	-£24,176,466	-£25,187,386	-£24,197,616
100%	70%	-£45,350,290	-£45,350,290	-£45,352,357	-£45,352,357

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£2,357,038	-£471,292	-£2,458,564	-£510,876
10%	70%	-£6,335,083	-£4,637,911	-£6,426,659	-£4,673,741
15%	70%	-£8,324,105	-£6,721,220	-£8,410,707	-£6,755,173
20%	70%	-£10,327,541	-£8,804,531	-£10,410,503	-£8,836,605
25%	70%	-£12,349,095	-£10,911,654	-£12,427,000	-£10,942,344
30%	70%	-£14,370,648	-£13,029,036	-£14,443,498	-£13,057,819
35%	70%	-£16,392,200	-£15,146,419	-£16,459,995	-£15,173,293
40%	70%	-£18,413,754	-£17,263,801	-£18,476,492	-£17,288,767
45%	70%	-£20,435,307	-£19,381,183	-£20,492,989	-£19,404,242
50%	70%	-£22,456,860	-£21,498,566	-£22,509,486	-£21,519,716
100%	70%	-£42,672,391	-£42,672,391	-£42,674,458	-£42,674,458

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,884,546	£5,770,292	£3,783,020	£5,730,708
10%	70%	-£93,499	£1,603,673	-£185,075	£1,567,843
15%	70%	-£2,082,521	-£479,636	-£2,169,123	-£513,589
20%	70%	-£4,085,957	-£2,562,947	-£4,168,919	-£2,585,021
25%	70%	-£6,107,511	-£4,670,070	-£6,185,417	-£4,700,760
30%	70%	-£8,129,064	-£6,787,452	-£8,201,914	-£6,816,235
35%	70%	-£10,150,616	-£8,904,835	-£10,218,411	-£8,931,709
40%	70%	-£12,172,170	-£11,022,217	-£12,234,908	-£11,047,183
45%	70%	-£14,193,723	-£13,139,599	-£14,251,405	-£13,162,658
50%	70%	-£16,215,276	-£15,256,982	-£16,267,902	-£15,278,132
100%	70%	-£36,430,807	-£36,430,807	-£36,432,874	-£36,432,874

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T5 - 180 Flats and 2,000 sq m B1

Grant Available	Yes
Value Area	£625 psf

No Units	180
Site Area	0.7 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,605,055	£6,490,801	£4,503,530	£6,451,216
10%	70%	£856,012	£2,553,185	£764,437	£2,517,355
15%	70%	£1,035,167	£584,376	£1,123,184	£550,424
20%	70%	£2,940,346	£1,407,075	£3,023,308	£1,439,674
25%	70%	£4,845,525	£3,408,083	£4,923,431	£3,438,775
30%	70%	£6,750,704	£5,409,092	£6,823,554	£5,437,875
35%	70%	£8,655,883	£7,410,101	£8,723,677	£7,436,975
40%	70%	£10,561,062	£9,411,109	£10,623,800	£9,436,075
45%	70%	£12,466,241	£11,412,117	£12,523,923	£11,435,175
50%	70%	£14,371,420	£13,413,126	£14,424,046	£13,434,276
100%	70%	£33,423,211	£33,423,211	£33,425,278	£33,425,278

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,732,228	£12,846,482	£14,833,753	£12,886,067
10%	70%	£18,481,271	£16,784,098	£18,572,847	£16,819,928
15%	70%	£20,372,450	£18,752,907	£20,460,467	£18,786,859
20%	70%	£22,277,629	£20,744,358	£22,360,591	£20,776,958
25%	70%	£24,182,808	£22,745,366	£24,260,714	£22,776,058
30%	70%	£26,087,987	£24,746,375	£26,160,837	£24,775,158
35%	70%	£27,993,166	£26,747,384	£28,060,960	£26,774,258
40%	70%	£29,898,345	£28,748,392	£29,961,084	£28,773,358
45%	70%	£31,803,525	£30,749,401	£31,861,206	£30,772,458
50%	70%	£33,708,703	£32,750,409	£33,761,329	£32,771,559
100%	70%	£52,760,494	£52,760,494	£52,762,561	£52,762,561

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,504,678	£5,618,932	£7,606,203	£5,658,517
10%	70%	£11,253,721	£9,556,548	£11,345,296	£9,592,378
15%	70%	£13,144,900	£11,525,357	£13,232,917	£11,559,309
20%	70%	£15,050,079	£13,516,808	£15,133,041	£13,549,408
25%	70%	£16,955,258	£15,517,816	£17,033,164	£15,548,508
30%	70%	£18,860,437	£17,518,825	£18,933,287	£17,547,608
35%	70%	£20,765,616	£19,519,834	£20,833,410	£19,546,708
40%	70%	£22,670,795	£21,520,842	£22,733,534	£21,545,808
45%	70%	£24,575,975	£23,521,851	£24,633,656	£23,544,908
50%	70%	£26,481,153	£25,522,859	£26,533,779	£25,544,009
100%	70%	£45,532,944	£45,532,944	£45,535,011	£45,535,011

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,826,778	£2,941,032	£4,928,304	£2,980,618
10%	70%	£8,575,821	£6,878,649	£8,667,397	£6,914,478
15%	70%	£10,467,000	£8,847,458	£10,555,018	£8,881,409
20%	70%	£12,372,179	£10,838,909	£12,455,141	£10,871,508
25%	70%	£14,277,358	£12,839,917	£14,355,264	£12,870,608
30%	70%	£16,182,537	£14,840,925	£16,255,387	£14,869,708
35%	70%	£18,087,717	£16,841,934	£18,155,510	£16,868,808
40%	70%	£19,992,896	£18,842,942	£20,055,634	£18,867,908
45%	70%	£21,898,075	£20,843,951	£21,955,757	£20,867,009
50%	70%	£23,803,253	£22,844,960	£23,855,880	£22,866,110
100%	70%	£42,855,044	£42,855,044	£42,857,112	£42,857,112

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,414,805	£3,300,551	£1,313,280	£3,260,966
10%	70%	£2,334,237	£637,065	£2,425,813	£672,895
15%	70%	£4,225,416	£2,605,874	£4,313,434	£2,639,826
20%	70%	£6,130,595	£4,597,325	£6,213,558	£4,629,924
25%	70%	£8,035,775	£6,598,333	£8,113,680	£6,629,024
30%	70%	£9,940,954	£8,599,341	£10,013,803	£8,628,124
35%	70%	£11,846,133	£10,600,350	£11,913,926	£10,627,224
40%	70%	£13,751,312	£12,601,358	£13,814,050	£12,626,324
45%	70%	£15,656,491	£14,602,367	£15,714,173	£14,625,425
50%	70%	£17,561,669	£16,603,376	£17,614,296	£16,624,526
100%	70%	£36,613,461	£36,613,461	£36,615,528	£36,615,528



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use		Grant Available	Yes
		Value Area	£900psf
No Units	300	Sales value inflation	21%
Site Area	1.1 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£48,289,841	£51,371,750	£48,124,248	£51,307,387
10%	70%	£38,333,192	£41,152,274	£38,181,417	£41,093,098
15%	70%	£33,342,070	£36,004,537	£33,198,558	£35,948,479
20%	70%	£28,350,948	£30,856,799	£28,215,700	£30,803,860
25%	70%	£23,359,827	£25,709,062	£23,232,842	£25,659,242
30%	70%	£18,368,705	£20,561,325	£18,249,983	£20,514,623
35%	70%	£13,377,583	£15,413,587	£13,267,124	£15,370,004
40%	70%	£8,386,462	£10,265,850	£8,284,265	£10,225,386
45%	70%	£3,395,340	£5,118,113	£3,301,407	£5,080,766
50%	70%	£-1,621,881	£-30,109	£-1,708,952	£-64,896
100%	70%	£-52,349,402	£-52,349,402	£-52,352,492	£-52,352,492

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,903,323	£20,985,232	£17,737,731	£20,920,869
10%	70%	£7,946,674	£10,765,756	£7,794,899	£10,706,580
15%	70%	£2,955,552	£5,618,019	£2,812,041	£5,561,961
20%	70%	£-2,035,569	£470,282	£-2,170,817	£417,343
25%	70%	£-7,026,691	£-4,677,456	£-7,153,676	£-4,727,276
30%	70%	£-12,017,813	£-9,825,193	£-12,136,535	£-9,871,895
35%	70%	£-17,008,934	£-14,972,930	£-17,119,394	£-15,016,513
40%	70%	£-22,000,056	£-20,120,668	£-22,102,253	£-20,161,132
45%	70%	£-26,991,178	£-25,268,405	£-27,085,111	£-25,305,752
50%	70%	£-32,008,399	£-30,416,627	£-32,095,470	£-30,451,414
100%	70%	£-82,735,920	£-82,735,920	£-82,739,010	£-82,739,010

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£29,260,662	£32,342,571	£29,095,070	£32,278,208
10%	70%	£19,304,013	£22,123,095	£19,152,238	£22,063,919
15%	70%	£14,312,891	£16,975,358	£14,169,379	£16,919,300
20%	70%	£9,321,769	£11,827,621	£9,186,522	£11,774,681
25%	70%	£4,330,648	£6,679,883	£4,203,663	£6,630,063
30%	70%	£-660,474	£1,532,146	£-779,196	£1,485,444
35%	70%	£-5,651,596	£-3,615,592	£-5,762,055	£-3,659,174
40%	70%	£-10,642,717	£-8,763,329	£-10,744,914	£-8,803,793
45%	70%	£-15,633,839	£-13,911,066	£-15,727,772	£-13,948,413
50%	70%	£-20,651,060	£-19,059,288	£-20,738,131	£-19,094,075
100%	70%	£-71,378,581	£-71,378,581	£-71,381,671	£-71,381,671

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£33,468,701	£36,550,610	£33,303,109	£36,486,247
10%	70%	£23,512,052	£26,331,134	£23,360,277	£26,271,958
15%	70%	£18,520,930	£21,183,397	£18,377,418	£21,127,339
20%	70%	£13,529,808	£16,035,660	£13,394,560	£16,982,720
25%	70%	£8,538,687	£10,887,922	£8,411,702	£10,838,102
30%	70%	£3,547,565	£5,740,185	£3,428,843	£5,693,483
35%	70%	£-1,443,557	£592,447	£-1,554,016	£548,865
40%	70%	£-6,434,678	£-4,555,290	£-6,536,875	£-4,595,754
45%	70%	£-11,425,800	£-9,703,027	£-11,519,733	£-9,740,374
50%	70%	£-16,443,021	£-14,851,249	£-16,530,092	£-14,886,036
100%	70%	£-67,170,542	£-67,170,542	£-67,173,632	£-67,173,632

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£43,276,697	£46,358,606	£43,111,105	£46,294,244
10%	70%	£33,320,048	£36,139,130	£33,168,274	£36,079,954
15%	70%	£28,328,926	£30,991,393	£28,185,415	£30,935,335
20%	70%	£23,337,805	£25,843,656	£23,202,557	£25,790,717
25%	70%	£18,346,683	£20,695,918	£18,219,698	£20,646,098
30%	70%	£13,355,561	£15,548,181	£13,236,839	£15,501,479
35%	70%	£8,364,440	£10,400,444	£8,253,980	£10,356,861
40%	70%	£3,373,318	£5,252,706	£3,271,121	£5,212,242
45%	70%	£-1,617,804	£104,969	£-1,711,737	£67,623
50%	70%	£-6,635,024	£-5,043,253	£-6,722,096	£-5,078,040
100%	70%	£-57,362,546	£-57,362,546	£-57,365,636	£-57,365,636

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£865 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>21%</b>
		<b>Build cost inflation</b>	<b>25%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant and Growth</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£42,800,106	£45,916,067	£42,631,806	£45,851,706
10%	70%	£33,354,376	£36,173,458	£33,202,601	£36,114,280
15%	70%	£28,631,510	£31,293,977	£28,487,998	£31,237,918
20%	70%	£23,908,644	£26,414,495	£23,773,395	£26,361,555
25%	70%	£19,185,778	£21,535,014	£19,058,793	£21,485,192
30%	70%	£14,462,913	£16,655,532	£14,344,190	£16,608,831
35%	70%	£9,740,047	£11,776,051	£9,629,587	£11,732,468
40%	70%	£5,017,181	£6,896,570	£4,914,986	£6,856,105
45%	70%	£294,317	£2,017,089	£200,383	£1,979,743
50%	70%	£-4,500,979	£-2,909,207	£-4,588,051	£-2,943,994
100%	70%	£-52,502,066	£-52,502,066	£-52,505,155	£-52,505,155

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,413,588	£15,529,549	£12,245,288	£15,465,188
10%	70%	£2,967,858	£5,786,940	£2,816,083	£5,727,763
15%	70%	£-1,755,008	£907,459	£-1,898,520	£851,400
20%	70%	£-6,477,874	£-3,972,022	£-6,613,123	£-4,024,963
25%	70%	£-11,200,739	£-8,851,504	£-11,327,724	£-8,901,325
30%	70%	£-15,923,605	£-13,730,985	£-16,042,327	£-13,777,687
35%	70%	£-20,646,471	£-18,610,467	£-20,756,930	£-18,654,050
40%	70%	£-25,369,336	£-23,489,948	£-25,471,532	£-23,530,412
45%	70%	£-30,092,201	£-28,369,428	£-30,186,135	£-28,406,775
50%	70%	£-34,887,497	£-33,295,725	£-34,974,569	£-33,330,512
100%	70%	£-82,888,584	£-82,888,584	£-82,891,673	£-82,891,673

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£23,770,927	£26,886,888	£23,602,627	£26,822,527
10%	70%	£14,325,197	£17,144,279	£14,173,422	£17,085,102
15%	70%	£9,602,331	£12,264,798	£9,458,819	£12,208,739
20%	70%	£4,879,465	£7,385,316	£4,744,216	£7,332,376
25%	70%	£156,600	£2,505,835	£29,614	£2,456,014
30%	70%	£-4,566,266	£-2,373,646	£-4,684,988	£-2,420,348
35%	70%	£-9,289,132	£-7,253,128	£-9,399,591	£-7,296,711
40%	70%	£-14,011,998	£-12,132,609	£-14,114,193	£-12,173,073
45%	70%	£-18,734,862	£-17,012,090	£-18,828,796	£-17,049,436
50%	70%	£-23,530,158	£-21,938,386	£-23,617,230	£-21,973,173
100%	70%	£-71,531,245	£-71,531,245	£-71,534,334	£-71,534,334

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£27,978,966	£31,094,927	£27,810,666	£31,030,566
10%	70%	£18,533,236	£21,352,318	£18,381,461	£21,293,141
15%	70%	£13,810,370	£16,472,837	£13,666,858	£16,416,778
20%	70%	£9,087,504	£11,593,355	£8,952,255	£11,540,415
25%	70%	£4,364,639	£6,713,874	£4,237,653	£6,664,053
30%	70%	£-358,227	£1,834,393	£-476,950	£1,787,691
35%	70%	£-5,081,093	£-3,045,089	£-5,191,552	£-3,088,672
40%	70%	£-9,803,959	£-7,924,570	£-9,906,154	£-7,965,034
45%	70%	£-14,526,823	£-12,804,051	£-14,620,757	£-12,841,397
50%	70%	£-19,322,119	£-17,730,347	£-19,409,191	£-17,765,134
100%	70%	£-67,323,206	£-67,323,206	£-67,326,295	£-67,326,295

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£37,786,962	£40,902,924	£37,618,662	£40,838,562
10%	70%	£28,341,232	£31,160,314	£28,189,457	£31,101,137
15%	70%	£23,618,366	£26,280,833	£23,474,854	£26,224,774
20%	70%	£18,895,501	£21,401,352	£18,760,252	£21,348,411
25%	70%	£14,172,635	£16,521,870	£14,045,650	£16,472,049
30%	70%	£9,449,769	£11,642,389	£9,331,047	£11,595,687
35%	70%	£4,726,903	£6,762,907	£4,616,444	£6,719,325
40%	70%	£4,038	£1,883,426	£-98,158	£1,842,962
45%	70%	£-4,718,827	£-2,996,054	£-4,812,761	£-3,033,401
50%	70%	£-9,514,123	£-7,922,351	£-9,601,194	£-7,957,138
100%	70%	£-57,515,209	£-57,515,209	£-57,518,299	£-57,518,299

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£825 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>21%</b>
		<b>Build cost inflation</b>	<b>25%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant and Growth</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£36,496,873	£39,629,186	£36,328,572	£39,563,772
10%	70%	£27,659,414	£30,478,497	£27,507,640	£30,419,319
15%	70%	£23,240,684	£25,903,151	£23,097,173	£25,847,092
20%	70%	£18,821,955	£21,327,806	£18,686,706	£21,274,867
25%	70%	£14,403,225	£16,752,460	£14,276,240	£16,702,640
30%	70%	£9,984,495	£12,177,115	£9,865,773	£12,130,413
35%	70%	£5,565,767	£7,601,770	£5,455,307	£7,558,187
40%	70%	£1,147,037	£3,026,425	£1,044,840	£2,985,960
45%	70%	-£3,325,202	-£1,574,253	-£3,420,671	-£1,612,210
50%	70%	-£7,816,201	-£6,224,429	-£7,903,272	-£6,259,216
100%	70%	-£52,726,185	-£52,726,185	-£52,729,275	-£52,729,275

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,110,355	£9,242,669	£5,942,055	£9,177,255
10%	70%	-£2,727,104	£91,979	-£2,878,878	£32,801
15%	70%	-£7,145,833	-£4,483,367	-£7,289,345	-£4,539,425
20%	70%	-£11,564,563	-£9,058,712	-£11,699,812	-£9,111,651
25%	70%	-£15,983,293	-£13,634,057	-£16,110,278	-£13,683,878
30%	70%	-£20,402,022	-£18,209,403	-£20,520,745	-£18,256,104
35%	70%	-£24,820,751	-£22,784,748	-£24,931,211	-£22,828,331
40%	70%	-£29,239,481	-£27,360,093	-£29,341,678	-£27,400,558
45%	70%	-£33,711,720	-£31,960,770	-£33,807,189	-£31,998,727
50%	70%	-£38,202,718	-£36,610,947	-£38,289,790	-£36,645,734
100%	70%	-£83,112,703	-£83,112,703	-£83,115,793	-£83,115,793

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,467,694	£20,600,008	£17,299,394	£20,534,593
10%	70%	£8,630,235	£11,449,318	£8,478,461	£11,390,140
15%	70%	£4,211,506	£6,873,972	£4,067,994	£6,817,913
20%	70%	-£207,224	£2,298,627	-£342,473	£2,245,688
25%	70%	-£4,625,954	-£2,276,718	-£4,752,939	-£2,326,539
30%	70%	-£9,044,684	-£6,852,064	-£9,163,406	-£6,898,766
35%	70%	-£13,463,412	-£11,427,409	-£13,573,872	-£11,470,992
40%	70%	-£17,882,142	-£16,002,754	-£17,984,339	-£16,043,219
45%	70%	-£22,354,381	-£20,603,432	-£22,449,850	-£20,641,388
50%	70%	-£26,845,380	-£25,253,608	-£26,932,451	-£25,288,395
100%	70%	-£71,755,364	-£71,755,364	-£71,758,454	-£71,758,454

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,675,733	£24,808,047	£21,507,433	£24,742,632
10%	70%	£12,838,274	£15,657,357	£12,686,500	£15,598,179
15%	70%	£8,419,545	£11,082,011	£8,276,033	£11,025,952
20%	70%	£4,000,815	£6,506,666	£3,865,566	£6,453,727
25%	70%	-£417,915	£1,931,321	-£544,900	£1,881,500
30%	70%	-£4,836,645	-£2,644,025	-£4,955,367	-£2,690,727
35%	70%	-£9,255,373	-£7,219,370	-£9,365,833	-£7,262,963
40%	70%	-£13,674,103	-£11,794,715	-£13,776,300	-£11,835,180
45%	70%	-£18,146,342	-£16,395,393	-£18,241,811	-£16,433,350
50%	70%	-£22,637,341	-£21,045,569	-£22,724,412	-£21,080,356
100%	70%	-£67,547,325	-£67,547,325	-£67,550,415	-£67,550,415

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£31,483,729	£34,616,043	£31,315,429	£34,550,629
10%	70%	£22,646,271	£25,465,353	£22,494,496	£25,406,175
15%	70%	£18,227,541	£20,890,008	£18,084,029	£20,833,949
20%	70%	£13,808,811	£16,314,662	£13,673,562	£16,261,723
25%	70%	£9,390,081	£11,739,317	£9,263,096	£11,689,496
30%	70%	£4,971,352	£7,163,971	£4,852,629	£7,117,270
35%	70%	£552,623	£2,588,626	£442,163	£2,545,043
40%	70%	-£3,866,107	-£1,986,718	-£3,968,304	-£2,027,184
45%	70%	-£8,338,346	-£6,587,396	-£8,433,815	-£6,625,353
50%	70%	-£12,829,344	-£11,237,573	-£12,916,416	-£11,272,360
100%	70%	-£57,739,329	-£57,739,329	-£57,742,419	-£57,742,419

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use

Grant Available	Yes
Value Area	£800 psf

No Units	300
Site Area	1.1 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£32,557,352	£35,689,666	£32,389,052	£35,624,252
10%	70%	£24,094,532	£26,913,614	£23,942,757	£26,854,437
15%	70%	£19,863,121	£22,525,588	£19,719,609	£22,469,530
20%	70%	£15,631,711	£18,137,562	£15,496,462	£18,084,622
25%	70%	£11,400,300	£13,749,536	£11,273,314	£13,699,714
30%	70%	£7,168,889	£9,361,509	£7,050,167	£9,314,807
35%	70%	£2,937,479	£4,973,483	£2,827,020	£4,929,900
40%	70%	£-1,315,093	£585,457	£-1,418,961	£544,992
45%	70%	£-5,615,709	£-3,864,760	£-5,711,179	£-3,902,717
50%	70%	£-9,916,325	£-8,324,553	£-10,003,397	£-8,359,340
100%	70%	£-52,922,482	£-52,922,482	£-52,925,572	£-52,925,572

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,170,834	£5,303,148	£2,002,534	£5,237,734
10%	70%	£-6,291,986	£-3,472,903	£-6,443,760	£-3,532,081
15%	70%	£-10,523,397	£-7,860,930	£-10,666,909	£-7,916,988
20%	70%	£-14,754,807	£-12,248,956	£-14,890,056	£-12,301,896
25%	70%	£-18,986,217	£-16,636,982	£-19,113,203	£-16,686,803
30%	70%	£-23,217,628	£-21,025,009	£-23,336,351	£-21,071,710
35%	70%	£-27,449,038	£-25,413,034	£-27,559,498	£-25,456,617
40%	70%	£-31,701,611	£-29,801,060	£-31,805,479	£-29,841,525
45%	70%	£-36,002,226	£-34,251,278	£-36,097,696	£-34,289,235
50%	70%	£-40,302,843	£-38,711,071	£-40,389,915	£-38,745,858
100%	70%	£-83,309,000	£-83,309,000	£-83,312,090	£-83,312,090

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,528,173	£16,660,487	£13,359,873	£16,595,073
10%	70%	£5,065,353	£7,884,435	£4,913,578	£7,825,258
15%	70%	£833,942	£3,496,409	£690,430	£3,440,351
20%	70%	£-3,397,468	£-891,617	£-3,532,717	£-944,557
25%	70%	£-7,628,878	£-5,279,643	£-7,755,865	£-5,329,464
30%	70%	£-11,860,289	£-9,667,670	£-11,979,012	£-9,714,371
35%	70%	£-16,091,700	£-14,055,696	£-16,202,159	£-14,099,279
40%	70%	£-20,344,272	£-18,443,721	£-20,448,140	£-18,484,187
45%	70%	£-24,644,888	£-22,893,939	£-24,740,358	£-22,931,896
50%	70%	£-28,945,504	£-27,353,732	£-29,032,576	£-27,388,519
100%	70%	£-71,951,661	£-71,951,661	£-71,954,751	£-71,954,751

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,736,212	£20,868,526	£17,567,912	£20,803,112
10%	70%	£9,273,392	£12,092,474	£9,121,617	£12,033,297
15%	70%	£5,041,981	£7,704,448	£4,898,469	£7,648,390
20%	70%	£810,571	£3,316,422	£675,322	£3,263,482
25%	70%	£-3,420,839	£-1,071,604	£-3,547,826	£-1,121,425
30%	70%	£-7,652,251	£-5,459,631	£-7,770,973	£-5,506,332
35%	70%	£-11,883,661	£-9,847,657	£-11,994,120	£-9,891,240
40%	70%	£-16,136,233	£-14,235,682	£-16,240,101	£-14,276,148
45%	70%	£-20,436,849	£-18,685,900	£-20,532,319	£-18,723,857
50%	70%	£-24,737,465	£-23,145,693	£-24,824,537	£-23,180,480
100%	70%	£-67,743,622	£-67,743,622	£-67,746,712	£-67,746,712

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£27,544,208	£30,676,522	£27,375,908	£30,611,108
10%	70%	£19,081,388	£21,900,471	£18,929,614	£21,841,293
15%	70%	£14,849,977	£17,512,444	£14,706,465	£17,456,386
20%	70%	£10,618,567	£13,124,418	£10,483,318	£13,071,478
25%	70%	£6,387,157	£8,736,392	£6,260,171	£8,686,571
30%	70%	£2,155,746	£4,348,365	£2,037,023	£4,301,664
35%	70%	£-2,075,664	£-39,660	£-2,186,124	£-83,243
40%	70%	£-6,328,237	£-4,427,686	£-6,432,105	£-4,468,151
45%	70%	£-10,628,852	£-8,877,904	£-10,724,322	£-8,915,861
50%	70%	£-14,929,469	£-13,337,697	£-15,016,541	£-13,372,484
100%	70%	£-57,935,626	£-57,935,626	£-57,938,716	£-57,938,716

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£750 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>21%</b>
		<b>Build cost inflation</b>	<b>25%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant and Growth</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£24,678,311	£27,810,625	£24,510,010	£27,745,210
10%	70%	£16,964,920	£19,784,002	£16,813,145	£19,724,825
15%	70%	£13,108,224	£15,770,691	£12,964,713	£15,714,632
20%	70%	£9,251,529	£11,757,380	£9,116,280	£11,704,440
25%	70%	£5,394,833	£7,744,069	£5,267,848	£7,694,248
30%	70%	£1,538,138	£3,730,757	£1,419,415	£3,684,056
35%	70%	£-2,356,478	£-287,175	£-2,468,744	£-331,471
40%	70%	£-6,276,250	£-4,366,125	£-6,380,118	£-4,407,251
45%	70%	£-10,196,022	£-8,445,074	£-10,291,492	£-8,483,030
50%	70%	£-14,115,795	£-12,524,024	£-14,202,867	£-12,558,810
100%	70%	£-53,313,518	£-53,313,518	£-53,316,607	£-53,316,607

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-5,708,207	£-2,575,893	£-5,876,508	£-2,641,308
10%	70%	£-13,421,598	£-10,602,515	£-13,573,372	£-10,661,693
15%	70%	£-17,278,293	£-14,615,827	£-17,421,805	£-14,671,885
20%	70%	£-21,134,989	£-18,629,138	£-21,270,238	£-18,682,078
25%	70%	£-24,991,684	£-22,642,449	£-25,118,670	£-22,692,269
30%	70%	£-28,848,380	£-26,655,760	£-28,967,102	£-26,702,462
35%	70%	£-32,742,996	£-30,673,692	£-32,855,262	£-30,717,989
40%	70%	£-36,662,768	£-34,752,642	£-36,766,636	£-34,793,769
45%	70%	£-40,582,540	£-38,831,591	£-40,678,010	£-38,869,548
50%	70%	£-44,502,313	£-42,910,541	£-44,589,385	£-42,945,328
100%	70%	£-83,700,036	£-83,700,036	£-83,703,125	£-83,703,125

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,649,132	£8,781,446	£5,480,831	£8,716,031
10%	70%	£-2,064,259	£754,824	£-2,216,033	£695,646
15%	70%	£-5,920,954	£-3,258,488	£-6,064,466	£-3,314,547
20%	70%	£-9,777,650	£-7,271,799	£-9,912,899	£-7,324,739
25%	70%	£-13,634,346	£-11,285,110	£-13,761,331	£-11,334,931
30%	70%	£-17,491,041	£-15,298,421	£-17,609,764	£-15,345,123
35%	70%	£-21,385,657	£-19,316,354	£-21,497,923	£-19,360,650
40%	70%	£-25,305,429	£-23,395,303	£-25,409,297	£-23,436,430
45%	70%	£-29,225,201	£-27,474,252	£-29,320,671	£-27,512,209
50%	70%	£-33,144,974	£-31,553,202	£-33,232,046	£-31,587,989
100%	70%	£-72,342,697	£-72,342,697	£-72,345,786	£-72,345,786

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,857,171	£12,989,485	£9,688,870	£12,924,070
10%	70%	£2,143,780	£4,962,863	£1,992,006	£4,903,685
15%	70%	£-1,712,915	£949,551	£-1,856,427	£893,492
20%	70%	£-5,569,611	£-3,063,760	£-5,704,860	£-3,116,700
25%	70%	£-9,426,307	£-7,077,071	£-9,553,292	£-7,126,892
30%	70%	£-13,283,002	£-11,090,383	£-13,401,725	£-11,137,084
35%	70%	£-17,177,618	£-15,108,315	£-17,289,884	£-15,152,611
40%	70%	£-21,097,390	£-19,187,264	£-21,201,258	£-19,228,391
45%	70%	£-25,017,162	£-23,266,213	£-25,112,632	£-23,304,170
50%	70%	£-28,936,935	£-27,345,163	£-29,024,007	£-27,379,950
100%	70%	£-68,134,658	£-68,134,658	£-68,137,747	£-68,137,747

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£19,665,168	£22,797,481	£19,496,866	£22,732,066
10%	70%	£11,951,776	£14,770,859	£11,800,002	£14,711,681
15%	70%	£8,095,081	£10,757,548	£7,951,569	£10,701,489
20%	70%	£4,238,385	£6,744,236	£4,103,136	£6,691,296
25%	70%	£381,690	£2,730,925	£254,704	£2,681,105
30%	70%	£-3,475,006	£-1,282,386	£-3,593,728	£-1,329,088
35%	70%	£-7,369,622	£-5,300,318	£-7,481,888	£-5,344,615
40%	70%	£-11,289,394	£-9,379,268	£-11,393,262	£-9,420,395
45%	70%	£-15,209,166	£-13,458,217	£-15,304,636	£-13,496,174
50%	70%	£-19,128,939	£-17,537,167	£-19,216,011	£-17,571,954
100%	70%	£-58,326,662	£-58,326,662	£-58,329,751	£-58,329,751

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

<b>T6 - 300 flats and 3,000 sq m B1 use</b>		<b>Grant Available</b>	<b>Yes</b>
<b>No Units</b>	<b>300</b>	<b>Value Area</b>	<b>£725 psf</b>
<b>Site Area</b>	<b>1.1 Ha</b>	<b>Sales value inflation</b>	<b>21%</b>
		<b>Build cost inflation</b>	<b>25%</b>
		<b>Sensitivity testing Assumption</b>	<b>Grant and Growth</b>

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,738,790	£23,871,104	£20,570,490	£23,805,689
10%	70%	£13,399,884	£16,218,966	£13,248,109	£16,159,790
15%	70%	£9,730,431	£12,392,897	£9,586,920	£12,336,840
20%	70%	£6,060,978	£8,566,829	£5,925,729	£8,513,889
25%	70%	£2,391,525	£4,740,760	£2,264,540	£4,690,940
30%	70%	£-1,298,829	£914,691	£-1,419,493	£867,990
35%	70%	£-5,028,296	£-2,958,993	£-5,140,562	£-3,003,289
40%	70%	£-8,757,764	£-6,847,637	£-8,861,631	£-6,888,764
45%	70%	£-12,487,231	£-10,736,282	£-12,582,701	£-10,774,239
50%	70%	£-16,216,699	£-14,624,927	£-16,303,770	£-14,659,714
100%	70%	£-53,511,373	£-53,511,373	£-53,514,462	£-53,514,462

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-9,647,728	£-6,515,414	£-9,816,028	£-6,580,828
10%	70%	£-16,986,634	£-14,167,551	£-17,138,408	£-14,226,728
15%	70%	£-20,656,087	£-17,993,620	£-20,799,598	£-18,049,678
20%	70%	£-24,325,539	£-21,819,688	£-24,460,788	£-21,872,629
25%	70%	£-27,994,993	£-25,645,757	£-28,121,978	£-25,695,578
30%	70%	£-31,665,347	£-29,471,827	£-31,806,010	£-29,518,528
35%	70%	£-35,414,814	£-33,345,510	£-35,527,080	£-33,389,807
40%	70%	£-39,144,282	£-37,234,155	£-39,248,149	£-37,275,282
45%	70%	£-42,873,749	£-41,122,800	£-42,969,218	£-41,160,757
50%	70%	£-46,603,217	£-45,011,445	£-46,690,288	£-45,046,232
100%	70%	£-83,897,891	£-83,897,891	£-83,900,980	£-83,900,980

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,709,611	£4,841,925	£1,541,311	£4,776,511
10%	70%	£-5,629,295	£-2,810,212	£-5,781,069	£-2,869,389
15%	70%	£-9,298,748	£-6,636,282	£-9,442,259	£-6,692,339
20%	70%	£-12,968,201	£-10,462,350	£-13,103,450	£-10,515,290
25%	70%	£-16,637,654	£-14,288,419	£-16,764,639	£-14,338,239
30%	70%	£-20,328,008	£-18,114,488	£-20,448,672	£-18,161,189
35%	70%	£-24,057,475	£-21,988,171	£-24,169,741	£-22,032,468
40%	70%	£-27,786,943	£-25,876,816	£-27,890,810	£-25,917,943
45%	70%	£-31,516,410	£-29,765,461	£-31,611,880	£-29,803,418
50%	70%	£-35,245,878	£-33,654,106	£-35,332,949	£-33,688,893
100%	70%	£-72,540,552	£-72,540,552	£-72,543,641	£-72,543,641

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,917,650	£9,049,964	£5,749,350	£8,984,550
10%	70%	£-1,421,256	£1,397,827	£-1,573,030	£1,338,650
15%	70%	£-5,090,709	£-2,428,243	£-5,234,220	£-2,484,300
20%	70%	£-8,760,162	£-6,254,311	£-8,895,411	£-6,307,251
25%	70%	£-12,429,615	£-10,080,380	£-12,556,600	£-10,130,200
30%	70%	£-16,119,969	£-13,906,449	£-16,240,633	£-13,953,150
35%	70%	£-19,849,436	£-17,780,132	£-19,961,702	£-17,824,429
40%	70%	£-23,578,904	£-21,668,777	£-23,682,771	£-21,709,904
45%	70%	£-27,308,371	£-25,557,422	£-27,403,841	£-25,595,379
50%	70%	£-31,037,839	£-29,446,067	£-31,124,910	£-29,480,854
100%	70%	£-68,332,513	£-68,332,513	£-68,335,602	£-68,335,602

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,725,646	£18,857,960	£15,557,346	£18,792,546
10%	70%	£8,386,740	£11,205,823	£8,234,966	£11,146,646
15%	70%	£4,717,287	£7,379,754	£4,573,776	£7,323,696
20%	70%	£1,047,835	£3,553,686	£912,586	£3,500,746
25%	70%	£-2,621,619	£-272,383	£-2,748,604	£-322,204
30%	70%	£-6,311,973	£-4,098,452	£-6,432,636	£-4,145,154
35%	70%	£-10,041,440	£-7,972,136	£-10,153,706	£-8,016,433
40%	70%	£-13,770,908	£-11,860,781	£-13,874,775	£-11,901,908
45%	70%	£-17,500,374	£-15,749,426	£-17,595,844	£-15,787,383
50%	70%	£-21,229,842	£-19,638,071	£-21,316,914	£-19,672,858
100%	70%	£-58,524,517	£-58,524,517	£-58,527,606	£-58,527,606

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use		Value Area	£700 pst
No Units	300	Sales value inflation	21%
Site Area	1.1 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£16,799,269	£19,931,583	£16,630,969	£19,866,169
10%	70%	£9,831,182	£12,650,265	£9,679,408	£12,591,088
15%	70%	£6,347,139	£9,009,605	£6,203,628	£8,953,547
20%	70%	£2,863,095	£5,368,946	£2,727,846	£5,316,006
25%	70%	-£631,104	£1,728,287	-£760,167	£1,678,466
30%	70%	-£4,172,129	-£1,943,649	-£4,292,794	-£1,991,115
35%	70%	-£7,713,155	-£5,643,852	-£7,825,421	-£5,688,148
40%	70%	-£11,254,180	-£9,344,055	-£11,358,048	-£9,385,181
45%	70%	-£14,795,207	-£13,044,257	-£14,890,675	-£13,082,214
50%	70%	-£18,336,232	-£16,744,460	-£18,423,303	-£16,779,247
100%	70%	-£53,746,486	-£53,746,486	-£53,749,577	-£53,749,577

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£13,587,249	-£10,454,935	-£13,755,549	-£10,520,349
10%	70%	-£20,555,335	-£17,736,253	-£20,707,110	-£17,795,430
15%	70%	-£24,039,378	-£21,376,913	-£24,182,890	-£21,432,971
20%	70%	-£27,523,422	-£25,017,571	-£27,658,671	-£25,070,512
25%	70%	-£31,017,621	-£28,658,231	-£31,146,684	-£28,708,051
30%	70%	-£34,558,647	-£32,330,167	-£34,679,312	-£32,377,633
35%	70%	-£38,099,672	-£36,030,370	-£38,211,939	-£36,074,666
40%	70%	-£41,640,698	-£39,730,572	-£41,744,566	-£39,771,699
45%	70%	-£45,181,724	-£43,430,775	-£45,277,193	-£43,468,731
50%	70%	-£48,722,750	-£47,130,978	-£48,809,820	-£47,165,765
100%	70%	-£84,133,004	-£84,133,004	-£84,136,094	-£84,136,094

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£2,229,910	£902,404	-£2,398,210	£836,990
10%	70%	-£9,197,997	-£6,378,914	-£9,349,771	-£6,438,091
15%	70%	-£12,682,040	-£10,019,574	-£12,825,551	-£10,075,632
20%	70%	-£16,166,084	-£13,660,233	-£16,301,333	-£13,713,173
25%	70%	-£19,660,283	-£17,300,892	-£19,789,345	-£17,350,713
30%	70%	-£23,201,308	-£20,972,828	-£23,321,973	-£21,020,294
35%	70%	-£26,742,333	-£24,673,031	-£26,854,600	-£24,717,327
40%	70%	-£30,283,359	-£28,373,233	-£30,387,227	-£28,414,360
45%	70%	-£33,824,385	-£32,073,436	-£33,919,854	-£32,111,393
50%	70%	-£37,365,411	-£35,773,639	-£37,452,481	-£35,808,426
100%	70%	-£72,775,665	-£72,775,665	-£72,778,756	-£72,778,756

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,978,129	£5,110,443	£1,809,829	£5,045,029
10%	70%	-£4,989,958	-£2,170,875	-£5,141,732	-£2,230,052
15%	70%	-£8,474,001	-£5,811,535	-£8,617,512	-£5,867,593
20%	70%	-£11,958,045	-£9,452,194	-£12,093,294	-£9,505,134
25%	70%	-£15,452,244	-£13,092,853	-£15,581,307	-£13,142,674
30%	70%	-£18,993,269	-£16,764,789	-£19,113,934	-£16,812,255
35%	70%	-£22,534,295	-£20,464,992	-£22,646,561	-£20,509,288
40%	70%	-£26,075,320	-£24,165,194	-£26,179,188	-£24,206,321
45%	70%	-£29,616,346	-£27,865,397	-£29,711,815	-£27,903,354
50%	70%	-£33,157,372	-£31,565,600	-£33,244,443	-£31,600,387
100%	70%	-£68,567,626	-£68,567,626	-£68,570,717	-£68,570,717

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£11,786,126	£14,918,439	£11,617,825	£14,853,025
10%	70%	£4,818,039	£7,637,121	£4,666,264	£7,577,944
15%	70%	£1,333,996	£3,996,461	£1,190,484	£3,940,404
20%	70%	-£2,150,048	£355,803	-£2,285,297	£302,863
25%	70%	-£5,644,247	-£3,284,857	-£5,773,310	-£3,554,677
30%	70%	-£9,185,273	-£6,956,793	-£9,305,937	-£7,004,259
35%	70%	-£12,726,298	-£10,656,996	-£12,838,565	-£10,701,291
40%	70%	-£16,267,324	-£14,357,198	-£16,371,192	-£14,398,325
45%	70%	-£19,808,350	-£18,057,401	-£19,903,819	-£18,095,357
50%	70%	-£23,349,376	-£21,757,604	-£23,436,446	-£21,792,391
100%	70%	-£58,759,630	-£58,759,630	-£58,762,720	-£58,762,720

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use

Grant Available	Yes
Value Area	£650 psf

No Units	300
Site Area	1.1 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£8,920,228	£12,052,541	£8,751,927	£11,987,127
10%	70%	£2,681,137	£5,500,220	£2,529,363	£5,441,043
15%	70%	£445,577	£2,224,059	£591,437	£2,168,001
20%	70%	£3,616,143	£1,069,308	£3,753,603	£1,123,114
25%	70%	£6,786,709	£4,399,051	£6,915,771	£4,449,687
30%	70%	£9,957,274	£7,728,794	£10,077,939	£7,776,260
35%	70%	£13,127,840	£11,058,537	£13,240,106	£11,102,833
40%	70%	£16,298,406	£14,388,279	£16,402,274	£14,429,406
45%	70%	£19,468,972	£17,718,022	£19,564,441	£17,755,979
50%	70%	£22,639,537	£21,047,765	£22,726,609	£21,082,553
100%	70%	£54,345,193	£54,345,193	£54,348,283	£54,348,283

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,466,289	£18,333,977	£21,634,591	£18,399,391
10%	70%	£27,705,380	£24,886,298	£27,857,155	£24,945,474
15%	70%	£30,832,095	£28,162,459	£30,977,954	£28,218,516
20%	70%	£34,002,661	£31,455,826	£34,140,121	£31,509,632
25%	70%	£37,173,227	£34,785,569	£37,302,289	£34,836,205
30%	70%	£40,343,792	£38,115,312	£40,464,456	£38,162,778
35%	70%	£43,514,358	£41,445,054	£43,626,624	£41,489,351
40%	70%	£46,684,924	£44,774,797	£46,788,792	£44,815,924
45%	70%	£49,855,490	£48,104,540	£49,950,959	£48,142,497
50%	70%	£53,026,055	£51,434,283	£53,113,126	£51,469,071
100%	70%	£84,731,711	£84,731,711	£84,734,801	£84,734,801

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£10,108,951	£6,976,638	£10,277,252	£7,042,052
10%	70%	£16,348,042	£13,528,959	£16,499,816	£13,588,136
15%	70%	£19,474,756	£16,805,120	£19,620,616	£16,861,178
20%	70%	£22,645,322	£20,098,487	£22,782,782	£20,152,293
25%	70%	£25,815,888	£23,428,230	£25,944,950	£23,478,866
30%	70%	£28,986,453	£26,757,973	£29,107,118	£26,805,439
35%	70%	£32,157,019	£30,087,716	£32,269,285	£30,132,012
40%	70%	£35,327,585	£33,417,458	£35,431,453	£33,458,585
45%	70%	£38,498,151	£36,747,201	£38,593,620	£36,785,158
50%	70%	£41,668,716	£40,076,944	£41,755,787	£40,111,732
100%	70%	£73,374,372	£73,374,372	£73,377,462	£73,377,462

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,900,912	£2,768,599	£6,069,213	£2,834,013
10%	70%	£12,140,003	£9,320,920	£12,291,777	£9,380,097
15%	70%	£15,266,717	£12,597,081	£15,412,577	£12,653,139
20%	70%	£18,437,283	£15,890,448	£18,574,743	£15,944,254
25%	70%	£21,607,849	£19,220,191	£21,736,911	£19,270,827
30%	70%	£24,778,414	£22,549,934	£24,899,079	£22,597,400
35%	70%	£27,948,980	£25,879,677	£28,061,246	£25,923,973
40%	70%	£31,119,546	£29,209,419	£31,223,414	£29,250,546
45%	70%	£34,290,112	£32,539,162	£34,385,581	£32,577,119
50%	70%	£37,460,677	£35,868,905	£37,547,748	£35,903,693
100%	70%	£69,166,333	£69,166,333	£69,169,423	£69,169,423

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,907,085	£7,039,397	£3,738,784	£6,973,983
10%	70%	£2,332,006	£487,076	£2,483,781	£427,900
15%	70%	£5,458,721	£2,789,084	£5,604,580	£2,845,142
20%	70%	£8,629,287	£6,082,452	£8,766,747	£6,136,258
25%	70%	£11,799,853	£9,412,195	£11,928,915	£9,462,831
30%	70%	£14,970,418	£12,741,937	£15,091,082	£12,789,404
35%	70%	£18,140,984	£16,071,680	£18,253,250	£16,115,977
40%	70%	£21,311,550	£19,401,423	£21,415,418	£19,442,550
45%	70%	£24,482,116	£22,731,166	£24,577,584	£22,769,123
50%	70%	£27,652,681	£26,060,909	£27,739,752	£26,095,697
100%	70%	£59,358,337	£59,358,337	£59,361,427	£59,361,427



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T6 - 300 flats and 3,000 sq m B1 use	
No Units	300
Site Area	1.1 Ha

Grant Available	Yes
Value Area	£625 psf
Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,980,707	£8,113,021	£4,812,407	£8,047,607
10%	70%	-£908,432	£1,925,269	-£1,062,689	£1,866,092
15%	70%	-£3,893,732	-£1,187,720	-£4,039,591	-£1,244,695
20%	70%	-£6,879,031	-£4,332,197	-£7,016,492	-£4,386,002
25%	70%	-£9,864,331	-£7,476,674	-£9,993,394	-£7,527,309
30%	70%	-£12,849,631	-£10,621,150	-£12,970,294	-£10,668,616
35%	70%	-£15,834,931	-£13,765,627	-£15,947,196	-£13,809,923
40%	70%	-£18,820,229	-£16,910,104	-£18,924,098	-£16,951,231
45%	70%	-£21,805,529	-£20,054,581	-£21,900,999	-£20,092,538
50%	70%	-£24,790,829	-£23,199,057	-£24,877,901	-£23,233,844
100%	70%	-£54,643,825	-£54,643,825	-£54,646,915	-£54,646,915

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£25,405,811	-£22,273,497	-£25,574,111	-£22,338,911
10%	70%	-£31,294,950	-£28,461,249	-£31,449,207	-£28,520,426
15%	70%	-£34,280,250	-£31,574,238	-£34,426,108	-£31,631,213
20%	70%	-£37,265,549	-£34,718,715	-£37,403,010	-£34,772,520
25%	70%	-£40,250,849	-£37,863,191	-£40,379,911	-£37,913,827
30%	70%	-£43,236,148	-£41,007,668	-£43,356,812	-£41,055,134
35%	70%	-£46,221,448	-£44,152,145	-£46,333,714	-£44,196,441
40%	70%	-£49,206,747	-£47,296,622	-£49,310,615	-£47,337,748
45%	70%	-£52,192,047	-£50,441,098	-£52,287,517	-£50,479,055
50%	70%	-£55,177,347	-£53,585,575	-£55,264,419	-£53,620,362
100%	70%	-£85,030,343	-£85,030,343	-£85,033,433	-£85,033,433

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£14,048,472	-£10,916,158	-£14,216,772	-£10,981,572
10%	70%	-£19,937,611	-£17,103,910	-£20,091,868	-£17,163,087
15%	70%	-£22,922,911	-£20,216,899	-£23,068,769	-£20,273,874
20%	70%	-£25,908,210	-£23,361,376	-£26,045,671	-£23,415,181
25%	70%	-£28,893,510	-£26,505,853	-£29,022,573	-£26,556,488
30%	70%	-£31,878,810	-£29,650,329	-£31,999,473	-£29,697,795
35%	70%	-£34,864,109	-£32,794,806	-£34,976,375	-£32,839,102
40%	70%	-£37,849,408	-£35,939,283	-£37,953,277	-£35,980,410
45%	70%	-£40,834,708	-£39,083,760	-£40,930,178	-£39,121,716
50%	70%	-£43,820,008	-£42,228,236	-£43,907,080	-£42,263,023
100%	70%	-£73,673,004	-£73,673,004	-£73,676,094	-£73,676,094

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£9,840,433	-£6,708,119	-£10,008,733	-£6,773,533
10%	70%	-£15,729,572	-£12,895,871	-£15,883,829	-£12,955,048
15%	70%	-£18,714,872	-£16,008,860	-£18,860,730	-£16,065,835
20%	70%	-£21,700,171	-£19,153,337	-£21,837,632	-£19,207,142
25%	70%	-£24,685,471	-£22,297,814	-£24,814,534	-£22,348,449
30%	70%	-£27,670,771	-£25,442,290	-£27,791,434	-£25,489,756
35%	70%	-£30,656,071	-£28,586,767	-£30,768,336	-£28,631,063
40%	70%	-£33,641,369	-£31,731,244	-£33,745,238	-£31,772,371
45%	70%	-£36,626,669	-£34,875,721	-£36,722,139	-£34,913,677
50%	70%	-£39,611,969	-£38,020,197	-£39,699,041	-£38,054,984
100%	70%	-£69,464,965	-£69,464,965	-£69,468,055	-£69,468,055

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£32,437	£3,099,877	-£200,737	£3,034,463
10%	70%	-£5,921,576	-£3,087,875	-£6,075,833	-£3,147,051
15%	70%	-£8,906,876	-£6,200,864	-£9,052,734	-£6,257,839
20%	70%	-£11,892,175	-£9,345,341	-£12,029,636	-£9,399,146
25%	70%	-£14,877,474	-£12,489,817	-£15,006,537	-£12,540,453
30%	70%	-£17,862,774	-£15,634,294	-£17,983,438	-£15,681,760
35%	70%	-£20,848,074	-£18,778,771	-£20,960,340	-£18,823,066
40%	70%	-£23,833,373	-£21,923,248	-£23,937,241	-£21,964,374
45%	70%	-£26,818,673	-£25,067,724	-£26,914,143	-£25,105,681
50%	70%	-£29,803,973	-£28,212,201	-£29,891,045	-£28,246,988
100%	70%	-£59,656,969	-£59,656,969	-£59,660,059	-£59,660,059

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail		Grant Available	Yes
		Value Area	£900psf
No Units	450	Sales value inflation	21%
Site Area	1.26 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£37,518,045	£42,200,673	£37,261,836	£42,098,274
10%	70%	£23,351,535	£27,565,900	£23,120,032	£27,472,825
15%	70%	£16,268,280	£20,248,514	£16,049,129	£20,160,101
20%	70%	£9,185,025	£12,931,127	£8,978,226	£12,847,377
25%	70%	£2,101,769	£5,613,741	£1,907,324	£5,534,652
30%	70%	£-5,062,959	£-1,731,509	£-5,248,029	£-1,807,153
35%	70%	£-12,262,062	£-9,168,573	£-12,434,577	£-9,239,477
40%	70%	£-19,461,164	£-16,605,636	£-19,621,125	£-16,671,802
45%	70%	£-26,660,267	£-24,042,700	£-26,807,673	£-24,104,127
50%	70%	£-33,859,369	£-31,479,763	£-33,994,221	£-31,536,452
100%	70%	£-105,850,397	£-105,850,397	£-105,859,700	£-105,859,700

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,624,087	£7,306,716	£2,367,879	£7,204,316
10%	70%	£-11,542,423	£-7,328,058	£-11,773,926	£-7,421,133
15%	70%	£-18,625,678	£-14,645,444	£-18,844,829	£-14,733,857
20%	70%	£-25,708,933	£-21,962,830	£-25,915,732	£-22,046,580
25%	70%	£-32,792,188	£-29,280,217	£-32,986,633	£-29,359,305
30%	70%	£-39,875,443	£-36,625,467	£-40,141,987	£-36,701,110
35%	70%	£-47,156,019	£-44,062,531	£-47,328,535	£-44,133,435
40%	70%	£-54,436,595	£-51,499,594	£-54,615,083	£-51,565,759
45%	70%	£-61,717,171	£-58,936,657	£-61,901,630	£-58,998,085
50%	70%	£-68,997,747	£-66,373,721	£-69,186,179	£-66,430,409
100%	70%	£-140,744,355	£-140,744,355	£-140,753,658	£-140,753,658

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£15,666,138	£20,348,766	£15,409,929	£20,246,367
10%	70%	£1,499,628	£5,713,993	£1,268,125	£5,620,918
15%	70%	£-5,583,628	£-1,603,394	£-5,802,778	£-1,691,806
20%	70%	£-12,666,883	£-8,920,780	£-12,873,681	£-9,004,530
25%	70%	£-19,750,138	£-16,238,166	£-19,944,583	£-16,317,255
30%	70%	£-26,833,393	£-23,583,416	£-27,099,936	£-23,659,060
35%	70%	£-33,916,648	£-31,020,480	£-34,286,484	£-31,091,384
40%	70%	£-41,000,000	£-38,457,543	£-41,473,032	£-38,523,709
45%	70%	£-48,083,255	£-45,894,607	£-48,659,580	£-45,956,034
50%	70%	£-55,166,510	£-53,331,671	£-55,846,128	£-53,388,359
100%	70%	£-127,702,304	£-127,702,304	£-127,711,608	£-127,711,608

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,498,384	£25,181,012	£20,242,175	£25,078,613
10%	70%	£6,331,874	£10,546,239	£6,100,371	£10,453,164
15%	70%	£-751,381	£3,228,853	£-970,532	£3,140,440
20%	70%	£-7,834,636	£-4,088,534	£-8,041,435	£-4,172,284
25%	70%	£-14,917,892	£-11,405,920	£-15,112,337	£-11,485,009
30%	70%	£-22,001,148	£-18,751,170	£-22,267,690	£-18,826,814
35%	70%	£-29,084,404	£-26,188,234	£-29,454,238	£-26,259,138
40%	70%	£-36,167,660	£-33,625,297	£-36,640,786	£-33,691,463
45%	70%	£-43,250,916	£-41,062,361	£-43,827,333	£-41,123,788
50%	70%	£-50,334,172	£-48,499,424	£-51,013,882	£-48,556,113
100%	70%	£-122,870,058	£-122,870,058	£-122,879,361	£-122,879,361

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£31,761,267	£36,443,896	£31,505,059	£36,341,496
10%	70%	£17,594,757	£21,809,122	£17,363,254	£21,716,048
15%	70%	£10,511,502	£14,491,736	£10,292,352	£14,403,324
20%	70%	£3,428,247	£7,174,350	£3,221,449	£7,090,600
25%	70%	£-3,655,008	£-143,036	£-3,849,453	£-222,125
30%	70%	£-10,819,736	£-7,488,287	£-11,004,807	£-7,563,930
35%	70%	£-18,018,839	£-14,925,550	£-18,191,354	£-14,996,255
40%	70%	£-25,217,942	£-22,362,417	£-25,377,902	£-22,428,579
45%	70%	£-32,417,044	£-29,799,477	£-32,564,450	£-29,860,905
50%	70%	£-39,616,147	£-37,236,541	£-39,750,999	£-37,293,229
100%	70%	£-111,607,175	£-111,607,175	£-111,616,478	£-111,616,478

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£865 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£29,600,044	£34,282,673	£29,343,836	£34,180,274
10%	70%	£16,203,230	£20,417,596	£15,971,727	£20,324,521
15%	70%	£9,504,822	£13,485,057	£9,285,673	£13,396,645
20%	70%	£2,806,416	£6,552,518	£2,599,618	£6,468,768
25%	70%	-£3,955,645	-£386,235	-£4,153,270	-£466,617
30%	70%	-£10,763,607	-£7,432,157	-£10,948,677	-£7,507,800
35%	70%	-£17,571,567	-£14,478,078	-£17,744,083	-£14,548,983
40%	70%	-£24,379,528	-£21,523,999	-£24,539,488	-£21,590,165
45%	70%	-£31,187,488	-£28,569,921	-£31,334,894	-£28,631,348
50%	70%	-£37,995,449	-£35,615,843	-£38,130,301	-£35,672,531
100%	70%	-£106,075,055	-£106,075,055	-£106,084,359	-£106,084,359

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£5,293,913	-£811,285	-£5,550,122	-£713,684
10%	70%	-£18,690,728	-£14,476,362	-£18,922,231	-£14,569,437
15%	70%	-£25,389,135	-£21,408,901	-£25,608,285	-£21,497,313
20%	70%	-£32,087,542	-£28,341,439	-£32,294,339	-£28,425,189
25%	70%	-£38,849,603	-£35,280,193	-£39,047,228	-£35,360,575
30%	70%	-£45,657,565	-£42,326,115	-£45,842,635	-£42,401,757
35%	70%	-£52,465,525	-£49,372,036	-£52,638,040	-£49,442,941
40%	70%	-£59,273,486	-£56,417,957	-£59,433,446	-£56,484,123
45%	70%	-£66,081,446	-£63,463,879	-£66,228,852	-£63,525,306
50%	70%	-£72,889,406	-£70,509,800	-£73,024,258	-£70,566,489
100%	70%	-£140,969,013	-£140,969,013	-£140,978,317	-£140,978,317

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,748,137	£12,430,766	£7,491,929	£12,328,366
10%	70%	-£5,648,677	-£1,434,311	-£5,880,180	-£1,527,387
15%	70%	-£12,347,085	-£8,366,850	-£12,566,234	-£8,455,262
20%	70%	-£19,045,492	-£15,299,389	-£19,252,289	-£15,383,139
25%	70%	-£25,807,553	-£22,238,143	-£26,005,178	-£22,318,524
30%	70%	-£32,615,514	-£29,284,064	-£32,800,584	-£29,359,707
35%	70%	-£39,423,474	-£36,329,985	-£39,595,990	-£36,400,890
40%	70%	-£46,231,435	-£43,375,907	-£46,391,395	-£43,442,072
45%	70%	-£53,039,395	-£50,421,828	-£53,186,801	-£50,483,256
50%	70%	-£59,847,356	-£57,467,750	-£59,982,208	-£57,524,438
100%	70%	-£127,926,962	-£127,926,962	-£127,936,266	-£127,936,266

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£12,580,383	£17,263,012	£12,324,175	£17,160,613
10%	70%	-£816,431	£3,397,935	-£1,047,934	£3,304,860
15%	70%	-£7,514,839	-£3,534,604	-£7,733,988	-£3,623,016
20%	70%	-£14,213,245	-£10,467,143	-£14,420,043	-£10,550,893
25%	70%	-£20,975,306	-£17,405,896	-£21,172,931	-£17,486,278
30%	70%	-£27,783,268	-£24,451,818	-£27,968,338	-£24,527,460
35%	70%	-£34,591,228	-£31,497,739	-£34,763,744	-£31,568,644
40%	70%	-£41,399,189	-£38,543,660	-£41,559,149	-£38,609,826
45%	70%	-£48,207,149	-£45,589,582	-£48,354,555	-£45,651,009
50%	70%	-£55,015,110	-£52,635,504	-£55,149,962	-£52,692,192
100%	70%	-£123,094,716	-£123,094,716	-£123,104,020	-£123,104,020

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£23,843,267	£28,525,895	£23,587,058	£28,423,496
10%	70%	£10,446,452	£14,660,819	£10,214,950	£14,567,743
15%	70%	£3,748,045	£7,728,280	£3,528,895	£7,639,867
20%	70%	-£2,950,362	£795,741	-£3,157,159	£711,991
25%	70%	-£9,712,423	-£6,143,913	-£9,910,048	-£6,223,595
30%	70%	-£16,520,384	-£13,188,935	-£16,705,455	-£13,264,577
35%	70%	-£23,328,345	-£20,234,855	-£23,500,860	-£20,305,760
40%	70%	-£30,136,305	-£27,280,777	-£30,296,266	-£27,346,943
45%	70%	-£36,944,266	-£34,326,699	-£37,091,671	-£34,388,126
50%	70%	-£43,752,226	-£41,372,620	-£43,887,078	-£41,429,308
100%	70%	-£111,831,832	-£111,831,832	-£111,841,137	-£111,841,137

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£825 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£20,550,901	£25,233,530	£20,294,693	£25,131,130
10%	70%	£8,026,550	£12,240,916	£7,795,047	£12,147,842
15%	70%	£1,764,375	£5,744,610	£1,545,225	£5,656,197
20%	70%	-£4,571,362	-£763,991	-£4,781,542	-£849,111
25%	70%	-£10,935,957	-£7,366,546	-£11,133,582	-£7,446,928
30%	70%	-£17,300,551	-£13,969,101	-£17,485,621	-£14,044,744
35%	70%	-£23,665,145	-£20,571,656	-£23,837,660	-£20,642,560
40%	70%	-£30,029,739	-£27,174,211	-£30,189,700	-£27,240,376
45%	70%	-£36,394,333	-£33,776,766	-£36,541,739	-£33,838,193
50%	70%	-£42,758,928	-£40,379,321	-£42,893,779	-£40,436,009
100%	70%	-£106,404,869	-£106,404,869	-£106,414,173	-£106,414,173

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£14,343,056	-£9,660,428	-£14,599,265	-£9,762,827
10%	70%	-£26,867,408	-£22,653,041	-£27,098,911	-£22,746,116
15%	70%	-£33,129,583	-£29,149,348	-£33,348,733	-£29,237,761
20%	70%	-£39,465,320	-£35,657,949	-£39,675,500	-£35,743,069
25%	70%	-£45,829,915	-£42,260,504	-£46,027,540	-£42,340,885
30%	70%	-£52,194,509	-£48,863,059	-£52,379,579	-£48,938,702
35%	70%	-£58,559,102	-£55,465,614	-£58,731,618	-£55,536,518
40%	70%	-£64,923,697	-£62,068,168	-£65,083,657	-£62,134,334
45%	70%	-£71,288,291	-£68,670,724	-£71,435,697	-£68,732,151
50%	70%	-£77,652,886	-£75,273,279	-£77,787,737	-£75,329,967
100%	70%	-£141,298,826	-£141,298,826	-£141,308,131	-£141,308,131

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£1,301,006	£3,381,623	-£1,557,214	£3,279,223
10%	70%	-£13,825,357	-£9,610,991	-£14,056,860	-£9,704,066
15%	70%	-£20,087,533	-£16,107,298	-£20,306,682	-£16,195,710
20%	70%	-£26,423,270	-£22,615,898	-£26,633,449	-£22,701,018
25%	70%	-£32,787,864	-£29,218,453	-£32,985,489	-£29,298,835
30%	70%	-£39,152,458	-£35,821,009	-£39,337,529	-£35,896,651
35%	70%	-£45,517,052	-£42,423,563	-£45,689,567	-£42,494,467
40%	70%	-£51,881,646	-£49,026,118	-£52,041,607	-£49,092,284
45%	70%	-£58,246,241	-£55,628,673	-£58,393,646	-£55,690,100
50%	70%	-£64,610,835	-£62,231,228	-£64,745,686	-£62,287,916
100%	70%	-£128,256,776	-£128,256,776	-£128,266,080	-£128,266,080

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,531,240	£8,213,869	£3,275,032	£8,111,469
10%	70%	-£8,993,111	-£4,778,745	-£9,224,614	-£4,871,819
15%	70%	-£15,255,286	-£11,275,051	-£15,474,436	-£11,363,464
20%	70%	-£21,591,023	-£17,783,652	-£21,801,203	-£17,868,772
25%	70%	-£27,955,618	-£24,386,207	-£28,153,243	-£24,466,589
30%	70%	-£34,320,212	-£30,988,762	-£34,505,282	-£31,064,405
35%	70%	-£40,684,806	-£37,591,317	-£40,857,321	-£37,662,221
40%	70%	-£47,049,400	-£44,193,872	-£47,209,361	-£44,260,037
45%	70%	-£53,413,994	-£50,796,427	-£53,561,400	-£50,857,854
50%	70%	-£59,778,588	-£57,398,982	-£59,913,440	-£57,455,670
100%	70%	-£123,424,530	-£123,424,530	-£123,433,834	-£123,433,834

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,794,124	£19,476,752	£14,537,915	£19,374,353
10%	70%	£2,269,773	£6,484,139	£2,038,270	£6,391,064
15%	70%	-£3,992,403	-£12,168	-£4,211,553	-£100,580
20%	70%	-£10,328,140	-£6,520,769	-£10,538,320	-£6,605,889
25%	70%	-£16,692,734	-£13,123,323	-£16,890,359	-£13,203,705
30%	70%	-£23,057,329	-£19,725,879	-£23,242,399	-£19,801,521
35%	70%	-£29,421,922	-£26,328,434	-£29,594,438	-£26,399,338
40%	70%	-£35,786,517	-£32,930,988	-£35,946,477	-£32,997,154
45%	70%	-£42,151,111	-£39,533,544	-£42,298,517	-£39,594,970
50%	70%	-£48,515,705	-£46,136,098	-£48,650,556	-£46,192,787
100%	70%	-£112,161,646	-£112,161,646	-£112,170,950	-£112,170,950

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£800 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£14,895,187	£19,577,816	£14,638,979	£19,475,416
10%	70%	£2,907,985	£7,122,351	£2,676,482	£7,029,277
15%	70%	£3,136,081	£894,619	£3,358,816	£806,206
20%	70%	£9,227,708	£5,420,337	£9,437,888	£5,505,457
25%	70%	£15,319,335	£11,749,925	£15,516,960	£11,830,306
30%	70%	£21,410,962	£18,079,512	£21,596,032	£18,155,155
35%	70%	£27,502,589	£24,409,100	£27,675,104	£24,480,005
40%	70%	£33,594,215	£30,738,687	£33,754,176	£30,804,854
45%	70%	£39,685,843	£37,068,275	£39,833,248	£37,129,702
50%	70%	£45,777,470	£43,397,863	£45,912,321	£43,454,551
100%	70%	£106,693,738	£106,693,738	£106,703,042	£106,703,042

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£19,998,771	£15,316,142	£20,254,979	£15,418,542
10%	70%	£31,985,973	£27,771,606	£32,217,475	£27,864,681
15%	70%	£38,030,039	£33,999,339	£38,252,773	£34,087,751
20%	70%	£44,121,666	£40,314,295	£44,331,846	£40,399,415
25%	70%	£50,213,292	£46,643,882	£50,410,917	£46,724,264
30%	70%	£56,304,920	£52,973,470	£56,489,990	£53,049,113
35%	70%	£62,396,547	£59,303,057	£62,569,062	£59,373,962
40%	70%	£68,488,173	£65,632,645	£68,648,134	£65,698,812
45%	70%	£74,579,800	£71,962,233	£74,727,206	£72,023,660
50%	70%	£80,671,426	£78,291,821	£80,806,279	£78,348,509
100%	70%	£141,587,696	£141,587,696	£141,597,000	£141,597,000

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,956,720	£2,274,092	£7,212,929	£2,376,491
10%	70%	£18,943,922	£14,729,556	£19,175,425	£14,822,630
15%	70%	£24,987,988	£20,957,288	£25,210,723	£21,045,701
20%	70%	£31,079,616	£27,272,244	£31,289,795	£27,357,364
25%	70%	£37,171,242	£33,601,832	£37,368,867	£33,682,214
30%	70%	£43,262,869	£39,931,419	£43,447,939	£40,007,063
35%	70%	£49,354,496	£46,261,007	£49,527,012	£46,331,912
40%	70%	£55,446,122	£52,590,594	£55,606,083	£52,656,761
45%	70%	£61,537,750	£58,920,183	£61,685,156	£58,981,609
50%	70%	£67,629,377	£65,249,770	£67,764,228	£65,306,458
100%	70%	£128,545,645	£128,545,645	£128,554,949	£128,554,949

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,124,474	£2,558,155	£2,380,682	£2,455,755
10%	70%	£14,111,676	£9,897,310	£14,343,179	£9,990,384
15%	70%	£20,155,742	£16,125,042	£20,378,477	£16,213,455
20%	70%	£26,247,369	£22,439,998	£26,457,549	£22,525,118
25%	70%	£32,338,996	£28,769,586	£32,536,621	£28,849,967
30%	70%	£38,430,623	£35,099,173	£38,615,693	£35,174,816
35%	70%	£44,522,250	£41,428,760	£44,694,765	£41,499,666
40%	70%	£50,613,876	£47,758,348	£50,773,837	£47,824,515
45%	70%	£56,705,504	£54,087,936	£56,852,909	£54,149,363
50%	70%	£62,797,131	£60,417,524	£62,931,982	£60,474,212
100%	70%	£123,713,399	£123,713,399	£123,722,703	£123,722,703

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,138,410	£13,821,038	£8,882,201	£13,718,639
10%	70%	£2,848,792	£1,365,574	£3,080,295	£1,272,499
15%	70%	£8,892,859	£4,862,159	£9,115,593	£4,950,571
20%	70%	£14,984,486	£11,177,115	£15,194,666	£11,262,235
25%	70%	£21,076,112	£17,506,702	£21,273,737	£17,587,084
30%	70%	£27,167,739	£23,836,290	£27,352,810	£23,911,933
35%	70%	£33,259,367	£30,165,877	£33,431,882	£30,236,782
40%	70%	£39,350,993	£36,495,464	£39,510,953	£36,561,631
45%	70%	£45,442,620	£42,825,053	£45,590,026	£42,886,479
50%	70%	£51,534,247	£49,154,640	£51,669,098	£49,211,329
100%	70%	£112,450,516	£112,450,516	£112,459,820	£112,459,820

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£750 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£3,583,758	£8,266,386	£3,327,549	£8,163,987
10%	70%	-£7,448,785	-£3,165,492	-£7,684,074	-£3,260,090
15%	70%	-£12,994,362	-£8,949,031	-£13,217,097	-£9,038,889
20%	70%	-£18,539,940	-£14,732,569	-£18,750,120	-£14,817,689
25%	70%	-£24,085,519	-£20,516,108	-£24,283,144	-£20,596,489
30%	70%	-£29,631,096	-£26,299,646	-£29,816,166	-£26,375,289
35%	70%	-£35,176,674	-£32,083,185	-£35,349,189	-£32,154,090
40%	70%	-£40,722,251	-£37,866,723	-£40,882,212	-£37,932,889
45%	70%	-£46,267,830	-£43,650,261	-£46,415,235	-£43,711,689
50%	70%	-£51,813,407	-£49,433,800	-£51,948,258	-£49,490,489
100%	70%	-£107,269,185	-£107,269,185	-£107,278,488	-£107,278,488

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£31,310,200	-£26,627,572	-£31,566,409	-£26,729,971
10%	70%	-£42,342,743	-£38,059,450	-£42,578,032	-£38,154,048
15%	70%	-£47,888,320	-£43,842,989	-£48,111,054	-£43,932,847
20%	70%	-£53,433,898	-£49,626,527	-£53,644,078	-£49,711,647
25%	70%	-£58,979,476	-£55,410,065	-£59,177,101	-£55,490,447
30%	70%	-£64,525,054	-£61,193,604	-£64,710,124	-£61,269,247
35%	70%	-£70,070,632	-£66,977,142	-£70,243,147	-£67,048,047
40%	70%	-£75,616,209	-£72,760,681	-£75,776,170	-£72,826,847
45%	70%	-£81,161,787	-£78,544,219	-£81,309,193	-£78,605,647
50%	70%	-£86,707,365	-£84,327,758	-£86,842,216	-£84,384,447
100%	70%	-£142,163,143	-£142,163,143	-£142,172,446	-£142,172,446

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£18,268,149	-£13,585,521	-£18,524,358	-£13,687,920
10%	70%	-£29,300,692	-£25,017,400	-£29,535,981	-£25,111,997
15%	70%	-£34,846,269	-£30,800,938	-£35,069,004	-£30,890,796
20%	70%	-£40,391,848	-£36,584,476	-£40,602,027	-£36,669,596
25%	70%	-£45,937,426	-£42,368,015	-£46,135,051	-£42,448,397
30%	70%	-£51,483,003	-£48,151,553	-£51,668,073	-£48,227,197
35%	70%	-£57,028,581	-£53,935,092	-£57,201,097	-£54,005,997
40%	70%	-£62,574,158	-£59,718,630	-£62,734,119	-£59,784,796
45%	70%	-£68,119,737	-£65,502,169	-£68,267,143	-£65,563,596
50%	70%	-£73,665,314	-£71,285,707	-£73,800,165	-£71,342,396
100%	70%	-£129,121,092	-£129,121,092	-£129,130,395	-£129,130,395

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£13,435,903	-£8,763,275	-£13,692,112	-£8,855,674
10%	70%	-£24,468,446	-£20,185,153	-£24,703,735	-£20,279,751
15%	70%	-£30,014,023	-£25,968,692	-£30,236,758	-£26,058,550
20%	70%	-£35,559,601	-£31,752,230	-£35,769,781	-£31,837,350
25%	70%	-£41,105,180	-£37,535,769	-£41,302,805	-£37,616,150
30%	70%	-£46,650,757	-£43,319,307	-£46,835,827	-£43,394,950
35%	70%	-£52,196,335	-£49,102,846	-£52,368,850	-£49,173,751
40%	70%	-£57,741,912	-£54,886,384	-£57,901,873	-£54,952,550
45%	70%	-£63,287,491	-£60,669,922	-£63,434,896	-£60,731,350
50%	70%	-£68,833,068	-£66,453,461	-£68,967,919	-£66,510,150
100%	70%	-£124,288,846	-£124,288,846	-£124,298,149	-£124,298,149

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£2,173,020	£2,509,609	-£2,429,228	£2,407,209
10%	70%	-£13,205,562	-£8,922,270	-£13,440,852	-£9,016,868
15%	70%	-£18,751,140	-£14,705,808	-£18,973,874	-£14,795,667
20%	70%	-£24,296,718	-£20,489,347	-£24,506,898	-£20,574,467
25%	70%	-£29,842,296	-£26,272,885	-£30,039,921	-£26,353,267
30%	70%	-£35,387,873	-£32,056,424	-£35,572,944	-£32,132,067
35%	70%	-£40,933,452	-£37,839,962	-£41,105,967	-£37,910,867
40%	70%	-£46,479,029	-£43,623,500	-£46,638,989	-£43,689,666
45%	70%	-£52,024,607	-£49,407,039	-£52,172,013	-£49,468,466
50%	70%	-£57,570,184	-£55,190,577	-£57,705,035	-£55,247,267
100%	70%	-£113,025,963	-£113,025,963	-£113,035,266	-£113,035,266

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£725 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,105,844	£2,610,672	£2,366,243	£2,508,273
10%	70%	£12,651,295	£8,368,002	£12,886,584	£8,462,599
15%	70%	£17,924,019	£13,878,688	£18,146,754	£13,968,546
20%	70%	£23,196,744	£19,389,373	£23,406,924	£19,474,494
25%	70%	£28,469,470	£24,900,059	£28,667,095	£24,980,441
30%	70%	£33,742,195	£30,410,745	£33,927,265	£30,486,388
35%	70%	£39,014,919	£35,921,431	£39,187,436	£35,992,335
40%	70%	£44,287,645	£41,432,117	£44,447,606	£41,498,283
45%	70%	£49,560,370	£46,942,803	£49,707,776	£47,004,230
50%	70%	£54,833,096	£52,453,489	£54,967,947	£52,510,177
100%	70%	£107,560,347	£107,560,347	£107,569,651	£107,569,651

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£36,999,802	£32,283,286	£37,260,201	£32,385,685
10%	70%	£47,545,252	£43,219,960	£47,780,542	£43,356,556
15%	70%	£52,817,977	£48,772,646	£53,040,712	£48,862,504
20%	70%	£58,090,702	£54,283,331	£58,300,882	£54,368,452
25%	70%	£63,363,428	£59,794,017	£63,561,053	£59,874,398
30%	70%	£68,636,152	£65,304,703	£68,821,223	£65,380,346
35%	70%	£73,908,877	£70,815,389	£74,081,394	£70,886,293
40%	70%	£79,181,603	£76,326,075	£79,341,564	£76,392,240
45%	70%	£84,454,328	£81,836,761	£84,601,734	£81,898,188
50%	70%	£89,727,054	£87,347,447	£89,861,905	£87,404,135
100%	70%	£142,454,304	£142,454,304	£142,463,609	£142,463,609

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£23,957,751	£19,241,235	£24,218,150	£19,343,634
10%	70%	£34,503,202	£30,219,909	£34,738,491	£30,314,506
15%	70%	£39,775,926	£35,730,595	£39,998,661	£35,820,453
20%	70%	£45,048,651	£41,241,280	£45,258,831	£41,326,401
25%	70%	£50,321,377	£46,751,966	£50,519,002	£46,832,348
30%	70%	£55,594,102	£52,262,652	£55,779,172	£52,338,295
35%	70%	£60,866,827	£57,773,338	£61,039,343	£57,844,242
40%	70%	£66,139,552	£63,284,024	£66,299,513	£63,350,190
45%	70%	£71,412,277	£68,794,710	£71,559,683	£68,856,138
50%	70%	£76,685,003	£74,305,396	£76,819,854	£74,362,084
100%	70%	£129,412,254	£129,412,254	£129,421,558	£129,421,558

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£19,125,505	£14,408,989	£19,385,904	£14,511,388
10%	70%	£29,670,956	£25,387,663	£29,906,245	£25,482,260
15%	70%	£34,943,680	£30,898,349	£35,166,415	£30,988,207
20%	70%	£40,216,405	£36,409,034	£40,426,585	£36,494,155
25%	70%	£45,489,131	£41,919,720	£45,686,756	£42,000,102
30%	70%	£50,761,856	£47,430,406	£50,946,926	£47,506,049
35%	70%	£56,034,580	£52,941,092	£56,207,097	£53,011,996
40%	70%	£61,307,306	£58,451,778	£61,467,267	£58,517,944
45%	70%	£66,580,031	£63,962,464	£66,727,437	£64,023,891
50%	70%	£71,852,757	£69,473,150	£71,987,608	£69,529,838
100%	70%	£124,580,008	£124,580,008	£124,589,312	£124,589,312

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£7,862,622	£3,146,105	£8,123,020	£3,248,505
10%	70%	£18,408,072	£14,124,780	£18,643,361	£14,219,376
15%	70%	£23,680,797	£19,635,465	£23,903,531	£19,725,324
20%	70%	£28,953,522	£25,146,150	£29,163,701	£25,231,271
25%	70%	£34,226,247	£30,656,836	£34,423,872	£30,737,218
30%	70%	£39,498,972	£36,167,522	£39,684,042	£36,243,166
35%	70%	£44,771,697	£41,678,208	£44,944,213	£41,749,113
40%	70%	£50,044,423	£47,188,894	£50,204,383	£47,255,060
45%	70%	£55,317,148	£52,699,580	£55,464,553	£52,761,008
50%	70%	£60,589,873	£58,210,266	£60,724,724	£58,266,955
100%	70%	£113,317,124	£113,317,124	£113,326,428	£113,326,428

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Value Area

£700 pst

No Units	450
Site Area	1.26 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£7,854,058	-£3,094,845	-£8,114,457	-£3,198,919
10%	70%	-£17,859,287	-£13,575,994	-£18,094,576	-£13,670,591
15%	70%	-£22,861,900	-£18,816,569	-£23,084,635	-£18,906,427
20%	70%	-£27,864,514	-£24,057,144	-£28,074,694	-£24,142,264
25%	70%	-£32,867,129	-£29,297,719	-£33,064,754	-£29,378,100
30%	70%	-£37,869,742	-£34,538,293	-£38,054,813	-£34,613,936
35%	70%	-£42,872,357	-£39,778,868	-£43,044,872	-£39,849,773
40%	70%	-£47,874,971	-£45,019,442	-£48,034,931	-£45,085,608
45%	70%	-£52,877,585	-£50,260,017	-£53,024,991	-£50,321,445
50%	70%	-£57,880,199	-£55,500,592	-£58,015,050	-£55,557,281
100%	70%	-£107,906,340	-£107,906,340	-£107,915,643	-£107,915,643

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£42,748,016	-£37,988,802	-£43,008,415	-£38,092,877
10%	70%	-£52,753,245	-£48,469,952	-£52,988,534	-£48,564,549
15%	70%	-£57,755,858	-£53,710,527	-£57,978,593	-£53,800,385
20%	70%	-£62,758,472	-£58,951,102	-£62,968,652	-£59,036,222
25%	70%	-£67,761,087	-£64,191,677	-£67,958,712	-£64,272,057
30%	70%	-£72,763,700	-£69,432,250	-£72,948,770	-£69,507,894
35%	70%	-£77,766,315	-£74,672,825	-£77,938,830	-£74,743,730
40%	70%	-£82,768,929	-£79,913,400	-£82,928,889	-£79,979,566
45%	70%	-£87,771,543	-£85,153,975	-£87,918,949	-£85,215,403
50%	70%	-£92,774,157	-£90,394,550	-£92,909,008	-£90,451,239
100%	70%	-£142,800,297	-£142,800,297	-£142,809,601	-£142,809,601

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£29,705,966	-£24,946,752	-£29,966,365	-£25,050,826
10%	70%	-£39,711,194	-£35,427,901	-£39,946,483	-£35,522,498
15%	70%	-£44,713,808	-£40,668,476	-£44,936,542	-£40,758,335
20%	70%	-£49,716,421	-£45,909,051	-£49,926,601	-£45,994,171
25%	70%	-£54,719,036	-£51,149,626	-£54,916,661	-£51,230,007
30%	70%	-£59,721,650	-£56,390,200	-£59,906,720	-£56,465,843
35%	70%	-£64,724,264	-£61,630,775	-£64,896,780	-£61,701,680
40%	70%	-£69,726,878	-£66,871,350	-£69,886,838	-£66,937,515
45%	70%	-£74,729,493	-£72,111,924	-£74,876,898	-£72,173,352
50%	70%	-£79,732,106	-£77,352,499	-£79,866,957	-£77,409,188
100%	70%	-£129,758,247	-£129,758,247	-£129,767,550	-£129,767,550

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£24,873,719	-£20,114,506	-£25,134,118	-£20,218,580
10%	70%	-£34,878,948	-£30,595,655	-£35,114,237	-£30,690,252
15%	70%	-£39,881,561	-£35,836,230	-£40,104,296	-£35,926,088
20%	70%	-£44,884,175	-£41,076,805	-£45,094,355	-£41,161,925
25%	70%	-£49,886,790	-£46,317,380	-£50,084,415	-£46,397,761
30%	70%	-£54,889,403	-£51,557,954	-£55,074,474	-£51,633,597
35%	70%	-£59,892,018	-£56,798,529	-£60,064,533	-£56,869,434
40%	70%	-£64,894,632	-£62,039,103	-£65,054,592	-£62,105,269
45%	70%	-£69,897,246	-£67,279,678	-£70,044,652	-£67,341,106
50%	70%	-£74,899,860	-£72,520,253	-£75,034,711	-£72,576,942
100%	70%	-£124,926,001	-£124,926,001	-£124,935,304	-£124,935,304

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£13,610,836	-£8,851,622	-£13,871,235	-£8,955,636
10%	70%	-£23,616,064	-£19,332,772	-£23,851,354	-£19,427,368
15%	70%	-£28,618,678	-£24,573,347	-£28,841,412	-£24,663,205
20%	70%	-£33,621,292	-£29,813,921	-£33,831,471	-£29,899,042
25%	70%	-£38,623,906	-£35,054,496	-£38,821,531	-£35,134,877
30%	70%	-£43,626,520	-£40,295,070	-£43,811,590	-£40,370,714
35%	70%	-£48,629,135	-£45,535,645	-£48,801,650	-£45,606,550
40%	70%	-£53,631,748	-£50,776,220	-£53,791,709	-£50,842,386
45%	70%	-£58,634,363	-£56,016,795	-£58,781,769	-£56,078,222
50%	70%	-£63,636,977	-£61,257,370	-£63,771,828	-£61,314,059
100%	70%	-£113,663,117	-£113,663,117	-£113,672,420	-£113,672,420



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£650 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£19,350,488	£14,591,274	£19,610,886	£14,695,348
10%	70%	£28,294,178	£24,010,886	£28,529,468	£24,105,482
15%	70%	£32,766,023	£28,720,692	£32,988,758	£28,810,550
20%	70%	£37,237,869	£33,430,498	£37,448,049	£33,515,618
25%	70%	£41,709,714	£38,140,304	£41,907,339	£38,220,685
30%	70%	£46,181,559	£42,850,110	£46,366,629	£42,925,752
35%	70%	£50,653,405	£47,559,915	£50,825,920	£47,630,820
40%	70%	£55,125,250	£52,269,721	£55,285,210	£52,335,888
45%	70%	£59,597,095	£56,979,527	£59,744,501	£57,040,955
50%	70%	£64,068,940	£61,689,333	£64,203,791	£61,746,023
100%	70%	£108,787,394	£108,787,394	£108,796,697	£108,796,697

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£54,244,445	£49,485,231	£54,504,844	£49,589,306
10%	70%	£63,188,136	£58,904,844	£63,423,425	£58,999,440
15%	70%	£67,659,981	£63,614,650	£67,882,715	£63,704,508
20%	70%	£72,131,827	£68,324,456	£72,342,007	£68,409,576
25%	70%	£76,603,672	£73,034,262	£76,801,297	£73,114,642
30%	70%	£81,075,517	£77,744,068	£81,260,587	£77,819,710
35%	70%	£85,547,363	£82,453,873	£85,719,878	£82,524,778
40%	70%	£90,019,207	£87,163,679	£90,179,168	£87,229,846
45%	70%	£94,491,053	£91,873,485	£94,638,459	£91,934,913
50%	70%	£98,962,898	£96,583,291	£99,097,749	£96,639,980
100%	70%	£143,681,352	£143,681,352	£143,690,655	£143,690,655

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£41,202,395	£36,443,181	£41,462,794	£36,547,255
10%	70%	£50,146,085	£45,862,793	£50,381,375	£45,957,390
15%	70%	£54,617,930	£50,572,599	£54,840,665	£50,662,457
20%	70%	£59,089,776	£55,282,405	£59,299,956	£55,367,525
25%	70%	£63,561,621	£59,992,211	£63,759,246	£59,072,592
30%	70%	£68,033,466	£64,702,017	£68,218,536	£64,777,660
35%	70%	£72,505,312	£69,411,822	£72,677,827	£69,482,727
40%	70%	£76,977,157	£74,121,628	£77,137,117	£74,187,795
45%	70%	£81,449,003	£78,831,434	£81,596,408	£78,892,862
50%	70%	£85,920,848	£83,541,241	£86,055,699	£83,597,930
100%	70%	£130,639,301	£130,639,301	£130,648,605	£130,648,605

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£36,370,149	£31,610,935	£36,630,547	£31,715,009
10%	70%	£45,313,839	£41,030,547	£45,549,129	£41,125,143
15%	70%	£49,785,684	£45,740,353	£50,008,419	£45,830,211
20%	70%	£54,257,530	£50,450,159	£54,467,710	£50,535,279
25%	70%	£58,729,375	£55,159,965	£58,927,000	£55,240,346
30%	70%	£63,201,220	£59,869,771	£63,386,290	£59,945,413
35%	70%	£67,673,066	£64,579,576	£67,845,581	£64,650,481
40%	70%	£72,144,911	£69,289,382	£72,304,871	£69,355,549
45%	70%	£76,616,756	£73,999,188	£76,764,162	£74,060,616
50%	70%	£81,088,601	£78,708,994	£81,223,452	£78,765,684
100%	70%	£125,807,055	£125,807,055	£125,816,358	£125,816,358

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£25,107,265	£20,348,051	£25,367,664	£20,452,125
10%	70%	£34,050,956	£29,767,663	£34,286,245	£29,862,260
15%	70%	£38,522,801	£34,477,469	£38,745,535	£34,567,328
20%	70%	£42,994,647	£39,187,275	£43,204,826	£39,272,395
25%	70%	£47,466,491	£43,897,082	£47,664,116	£43,977,462
30%	70%	£51,938,336	£48,606,888	£52,123,407	£48,682,530
35%	70%	£56,410,182	£53,316,693	£56,582,698	£53,387,598
40%	70%	£60,882,027	£58,026,499	£61,041,988	£58,092,666
45%	70%	£65,353,873	£62,736,305	£65,501,279	£62,797,732
50%	70%	£69,825,718	£67,446,111	£69,960,569	£67,502,800
100%	70%	£114,544,172	£114,544,172	£114,553,475	£114,553,475

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T7 - 450 flats and 5,000 sq m B1, 1,000 sq m retail

Grant Available	Yes
Value Area	£625 psf

No Units	450
Site Area	1.26 Ha

Sales value inflation	21%
Build cost inflation	25%
Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£25,098,702	£20,339,488	£25,359,101	£20,443,562
10%	70%	£33,511,517	£29,228,225	£33,746,807	£29,322,822
15%	70%	£37,717,925	£33,672,594	£37,940,660	£33,762,452
20%	70%	£41,924,334	£38,116,962	£42,134,513	£38,202,082
25%	70%	£46,130,741	£42,561,331	£46,328,366	£42,641,712
30%	70%	£50,337,149	£47,005,699	£50,522,219	£47,081,342
35%	70%	£54,543,557	£51,450,067	£54,716,072	£51,520,972
40%	70%	£58,749,965	£55,894,437	£58,909,926	£55,960,602
45%	70%	£62,956,372	£60,338,805	£63,103,778	£60,400,232
50%	70%	£67,162,780	£64,783,173	£67,297,631	£64,839,862
100%	70%	£109,226,859	£109,226,859	£109,236,163	£109,236,163

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£59,992,660	£55,233,446	£60,253,059	£55,337,520
10%	70%	£68,405,475	£64,122,183	£68,640,764	£64,216,780
15%	70%	£72,611,883	£68,566,552	£72,834,618	£68,656,410
20%	70%	£76,818,291	£73,010,920	£77,028,471	£73,096,040
25%	70%	£81,024,698	£77,455,288	£81,222,323	£77,535,670
30%	70%	£85,231,107	£81,899,657	£85,416,177	£81,975,300
35%	70%	£89,437,515	£86,344,025	£89,610,030	£86,414,930
40%	70%	£93,643,923	£90,788,394	£93,803,883	£90,854,560
45%	70%	£97,850,330	£95,232,763	£97,997,736	£95,294,190
50%	70%	£102,056,738	£99,677,131	£102,191,589	£99,733,820
100%	70%	£144,120,816	£144,120,816	£144,130,120	£144,130,120

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£46,950,609	£42,191,395	£47,211,008	£42,295,469
10%	70%	£55,363,424	£51,080,132	£55,598,714	£51,174,730
15%	70%	£59,569,833	£55,524,501	£59,792,567	£55,614,360
20%	70%	£63,776,241	£59,968,870	£63,986,420	£60,053,990
25%	70%	£67,982,648	£64,413,238	£68,180,273	£64,493,620
30%	70%	£72,189,056	£68,857,606	£72,374,126	£68,933,250
35%	70%	£76,395,464	£73,301,975	£76,567,979	£73,372,880
40%	70%	£80,601,872	£77,746,344	£80,761,833	£77,812,510
45%	70%	£84,808,279	£82,190,712	£84,955,685	£82,252,140
50%	70%	£89,014,687	£86,635,080	£89,149,538	£86,691,770
100%	70%	£131,078,766	£131,078,766	£131,088,070	£131,088,070

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£42,118,363	£37,359,149	£42,378,762	£37,463,223
10%	70%	£50,531,178	£46,247,886	£50,766,468	£46,342,483
15%	70%	£54,737,586	£50,692,255	£54,960,321	£50,782,113
20%	70%	£58,943,995	£55,136,623	£59,154,174	£55,221,743
25%	70%	£63,150,402	£59,580,992	£63,348,027	£59,661,373
30%	70%	£67,356,810	£64,025,360	£67,541,880	£64,101,003
35%	70%	£71,563,218	£68,469,728	£71,735,733	£68,540,633
40%	70%	£75,769,626	£72,914,098	£75,929,587	£72,980,263
45%	70%	£79,976,033	£77,358,466	£80,123,439	£77,419,893
50%	70%	£84,182,441	£81,802,834	£84,317,292	£81,859,523
100%	70%	£126,246,520	£126,246,520	£126,255,824	£126,255,824

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£30,855,480	£26,096,266	£31,115,878	£26,200,340
10%	70%	£39,268,295	£34,985,002	£39,503,584	£35,079,600
15%	70%	£43,474,703	£39,429,372	£43,697,437	£39,519,230
20%	70%	£47,681,111	£43,873,740	£47,891,291	£43,958,860
25%	70%	£51,887,518	£48,318,108	£52,085,143	£48,398,490
30%	70%	£56,093,926	£52,762,477	£56,278,996	£52,838,120
35%	70%	£60,300,334	£57,206,845	£60,472,850	£57,277,750
40%	70%	£64,506,743	£61,651,214	£64,666,703	£61,717,380
45%	70%	£68,713,150	£66,095,583	£68,860,555	£66,157,010
50%	70%	£72,919,558	£70,539,951	£73,054,409	£70,596,640
100%	70%	£114,983,636	£114,983,636	£114,992,940	£114,992,940

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

		Grant Available	Yes
T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Value Area	£900psf
No Units	650	Sales value inflation	21%
Site Area	1.79 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£48,316,682	£54,926,836	£47,967,931	£54,795,206
10%	70%	£29,245,827	£35,292,264	£28,926,818	£35,171,860
15%	70%	£19,680,394	£25,390,917	£19,379,108	£25,277,202
20%	70%	£10,114,961	£15,489,571	£9,831,397	£15,382,545
25%	70%	£549,527	£5,588,224	£263,686	£5,487,888
30%	70%	£-9,163,362	£-4,383,664	£-9,415,539	£-4,478,843
35%	70%	£-18,885,240	£-14,446,948	£-19,119,404	£-14,535,328
40%	70%	£-28,607,118	£-24,510,232	£-28,823,268	£-24,591,814
45%	70%	£-38,328,995	£-34,573,517	£-38,527,133	£-34,648,300
50%	70%	£-48,050,872	£-44,636,801	£-48,230,998	£-44,704,786
100%	70%	£-145,269,644	£-145,269,644	£-145,269,644	£-145,269,644

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£-1,116,805	£5,493,349	£-1,465,556	£5,361,719
10%	70%	£-20,187,660	£-14,141,223	£-20,506,670	£-14,261,627
15%	70%	£-29,753,093	£-24,042,570	£-30,054,379	£-24,156,285
20%	70%	£-39,318,526	£-33,943,916	£-39,602,090	£-34,050,942
25%	70%	£-48,883,960	£-43,845,263	£-49,149,801	£-43,945,599
30%	70%	£-58,449,394	£-53,746,610	£-58,697,512	£-53,840,256
35%	70%	£-68,014,828	£-63,647,957	£-68,552,891	£-63,734,913
40%	70%	£-77,580,262	£-73,549,304	£-78,109,270	£-74,030,570
45%	70%	£-87,145,696	£-83,450,651	£-87,665,649	£-83,926,227
50%	70%	£-96,711,130	£-93,352,000	£-97,222,028	£-94,821,884
100%	70%	£-194,703,132	£-194,703,132	£-194,703,132	£-194,703,132

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,359,576	£23,969,729	£17,010,825	£23,838,100
10%	70%	£-1,711,279	£4,335,157	£-2,030,289	£4,214,753
15%	70%	£-11,276,713	£-5,566,189	£-11,577,999	£-5,679,904
20%	70%	£-20,842,146	£-15,467,536	£-21,125,710	£-15,574,562
25%	70%	£-30,407,580	£-25,368,882	£-30,673,421	£-25,469,218
30%	70%	£-40,120,469	£-35,270,229	£-40,372,646	£-35,363,874
35%	70%	£-49,833,358	£-45,171,576	£-50,076,510	£-45,258,530
40%	70%	£-59,546,247	£-55,072,923	£-59,780,375	£-55,153,186
45%	70%	£-69,259,136	£-64,974,270	£-69,484,240	£-65,047,842
50%	70%	£-78,972,025	£-74,875,617	£-79,188,104	£-75,942,498
100%	70%	£-176,226,751	£-176,226,751	£-176,226,751	£-176,226,751

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£24,205,310	£30,815,464	£23,856,560	£30,683,834
10%	70%	£5,134,456	£11,180,892	£4,815,446	£11,060,488
15%	70%	£-4,430,978	£1,279,546	£-4,732,264	£1,165,831
20%	70%	£-13,996,411	£-8,621,801	£-14,279,975	£-8,728,827
25%	70%	£-23,561,845	£-18,523,147	£-23,827,686	£-18,623,484
30%	70%	£-33,127,279	£-28,424,493	£-33,526,911	£-28,724,140
35%	70%	£-42,692,713	£-38,325,839	£-43,230,776	£-38,824,796
40%	70%	£-52,258,147	£-48,227,185	£-52,934,640	£-48,925,452
45%	70%	£-61,823,581	£-58,128,531	£-62,638,505	£-58,026,108
50%	70%	£-71,389,015	£-68,029,877	£-72,342,369	£-68,126,764
100%	70%	£-169,381,016	£-169,381,016	£-169,381,016	£-169,381,016

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£40,161,185	£46,771,338	£39,812,434	£46,639,709
10%	70%	£21,090,330	£27,136,766	£20,771,320	£27,016,362
15%	70%	£11,524,896	£17,235,420	£11,223,610	£17,121,705
20%	70%	£1,959,463	£7,334,073	£1,675,899	£7,227,047
25%	70%	£-7,605,971	£-2,567,273	£-7,871,812	£-2,667,609
30%	70%	£-17,318,860	£-12,539,162	£-17,571,037	£-12,634,341
35%	70%	£-27,040,750	£-22,602,446	£-27,274,901	£-22,690,826
40%	70%	£-36,762,640	£-32,665,730	£-36,978,766	£-32,747,312
45%	70%	£-46,484,530	£-42,729,015	£-46,682,631	£-42,803,798
50%	70%	£-56,206,420	£-52,792,299	£-56,386,495	£-52,860,284
100%	70%	£-153,425,142	£-153,425,142	£-153,425,142	£-153,425,142

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£865 psf
No Units	650	Sales value inflation	21%
Site Area	1.79 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£37,573,644	£44,269,818	£37,219,190	£44,138,188
10%	70%	£19,492,344	£25,538,781	£19,173,335	£25,418,377
15%	70%	£10,451,694	£16,162,217	£10,150,408	£16,048,503
20%	70%	£1,411,043	£6,785,654	£1,127,480	£6,678,628
25%	70%	-£7,754,390	-£2,633,284	-£8,024,579	-£2,735,261
30%	70%	-£16,942,901	-£12,163,202	-£17,195,078	-£12,258,382
35%	70%	-£26,131,413	-£21,693,121	-£26,365,576	-£21,781,501
40%	70%	-£35,319,924	-£31,223,039	-£35,536,075	-£31,304,621
45%	70%	-£44,508,435	-£40,752,958	-£44,706,574	-£40,827,741
50%	70%	-£53,696,947	-£50,282,876	-£53,877,072	-£50,350,861
100%	70%	-£145,582,060	-£145,582,060	-£145,582,060	-£145,582,060

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£11,859,843	-£5,163,669	-£12,214,297	-£5,295,299
10%	70%	-£29,941,143	-£23,894,706	-£30,260,152	-£24,015,110
15%	70%	-£38,981,794	-£33,271,270	-£39,283,080	-£33,384,984
20%	70%	-£48,022,444	-£42,647,833	-£48,306,007	-£42,754,859
25%	70%	-£57,187,877	-£52,066,771	-£57,458,066	-£52,168,749
30%	70%	-£66,376,389	-£61,596,690	-£66,628,565	-£61,691,869
35%	70%	-£75,564,900	-£71,126,608	-£75,799,063	-£71,214,988
40%	70%	-£84,753,411	-£80,656,526	-£84,969,562	-£80,738,108
45%	70%	-£93,941,923	-£90,186,445	-£94,140,061	-£90,261,228
50%	70%	-£103,130,434	-£99,716,363	-£103,310,559	-£99,784,348
100%	70%	-£195,015,547	-£195,015,547	-£195,015,547	-£195,015,547

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,616,538	£13,312,711	£6,262,084	£13,181,082
10%	70%	-£11,464,763	-£5,418,325	-£11,783,772	-£5,538,729
15%	70%	-£20,505,413	-£14,794,889	-£20,806,699	-£14,908,603
20%	70%	-£29,546,063	-£24,171,452	-£29,829,626	-£24,278,478
25%	70%	-£38,711,497	-£33,590,391	-£38,981,685	-£33,692,368
30%	70%	-£47,900,008	-£43,120,309	-£48,152,184	-£43,215,488
35%	70%	-£57,088,519	-£52,650,227	-£57,322,683	-£52,738,607
40%	70%	-£66,277,031	-£62,180,145	-£66,493,181	-£62,261,727
45%	70%	-£75,465,542	-£71,710,063	-£75,663,680	-£71,784,847
50%	70%	-£84,654,053	-£81,239,983	-£84,834,179	-£81,307,968
100%	70%	-£176,539,166	-£176,539,166	-£176,539,166	-£176,539,166

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,462,272	£20,158,446	£13,107,819	£20,026,817
10%	70%	-£4,619,028	£1,427,409	-£4,938,037	£1,307,005
15%	70%	-£13,659,678	-£7,949,154	-£13,960,964	-£8,062,869
20%	70%	-£22,700,328	-£17,325,717	-£22,983,892	-£17,432,744
25%	70%	-£31,865,762	-£26,744,656	-£32,135,951	-£26,846,633
30%	70%	-£41,054,273	-£36,274,574	-£41,306,449	-£36,369,753
35%	70%	-£50,242,785	-£45,804,492	-£50,476,948	-£45,892,872
40%	70%	-£59,431,296	-£55,334,411	-£59,647,447	-£55,415,993
45%	70%	-£68,619,807	-£64,864,330	-£68,817,945	-£64,939,113
50%	70%	-£77,808,319	-£74,394,248	-£77,988,444	-£74,462,233
100%	70%	-£169,693,432	-£169,693,432	-£169,693,432	-£169,693,432

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£29,418,147	£36,114,320	£29,063,693	£35,982,691
10%	70%	£11,336,846	£17,383,284	£11,017,837	£17,262,880
15%	70%	£2,296,196	£8,006,720	£1,994,910	£7,893,006
20%	70%	-£6,744,454	-£1,369,843	-£7,028,017	-£1,476,869
25%	70%	-£15,909,888	-£10,788,782	-£16,180,076	-£10,890,759
30%	70%	-£25,098,399	-£20,318,700	-£25,350,575	-£20,413,879
35%	70%	-£34,286,910	-£29,848,618	-£34,521,074	-£29,936,998
40%	70%	-£43,475,422	-£39,378,536	-£43,691,572	-£39,460,118
45%	70%	-£52,663,933	-£48,908,455	-£52,862,071	-£48,983,238
50%	70%	-£61,852,444	-£58,438,374	-£62,032,570	-£58,506,358
100%	70%	-£153,737,557	-£153,737,557	-£153,737,557	-£153,737,557

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£825 psf
No Units	650	Sales value inflation	21%
Site Area	1.79 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£25,198,770	£31,917,033	£24,844,316	£31,783,251
10%	70%	£8,306,978	£14,353,414	£7,987,969	£14,233,011
15%	70%	-£141,191	£5,571,605	-£447,405	£5,457,890
20%	70%	-£8,725,221	-£3,262,708	-£9,013,422	-£3,371,484
25%	70%	-£17,309,252	-£12,188,146	-£17,579,440	-£12,290,123
30%	70%	-£25,893,282	-£21,113,583	-£26,145,458	-£21,208,762
35%	70%	-£34,477,312	-£30,039,021	-£34,711,475	-£30,127,401
40%	70%	-£43,061,343	-£38,964,457	-£43,277,493	-£39,046,039
45%	70%	-£51,645,372	-£47,889,895	-£51,843,511	-£47,964,679
50%	70%	-£60,229,403	-£56,815,332	-£60,409,528	-£56,883,317
100%	70%	-£146,069,706	-£146,069,706	-£146,069,706	-£146,069,706

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£24,234,717	-£17,516,454	-£24,589,171	-£17,650,236
10%	70%	-£41,126,510	-£35,080,073	-£41,445,519	-£35,200,476
15%	70%	-£49,574,678	-£43,861,883	-£49,880,892	-£43,975,597
20%	70%	-£58,158,708	-£52,696,195	-£58,446,909	-£52,804,971
25%	70%	-£66,742,739	-£61,621,633	-£67,012,927	-£61,723,610
30%	70%	-£75,326,769	-£70,547,070	-£75,578,945	-£70,642,249
35%	70%	-£83,910,799	-£79,472,508	-£84,144,962	-£79,560,888
40%	70%	-£92,494,830	-£88,397,944	-£92,710,980	-£88,479,526
45%	70%	-£101,078,859	-£97,323,382	-£101,276,998	-£97,398,166
50%	70%	-£109,662,890	-£106,248,819	-£109,843,015	-£106,316,804
100%	70%	-£195,503,193	-£195,503,193	-£195,503,193	-£195,503,193

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£5,758,337	£959,926	-£6,112,790	£826,144
10%	70%	-£22,650,129	-£16,603,693	-£22,969,138	-£16,724,096
15%	70%	-£31,098,298	-£25,385,502	-£31,404,512	-£25,499,216
20%	70%	-£39,682,327	-£34,219,815	-£39,970,529	-£34,328,591
25%	70%	-£48,266,358	-£43,145,252	-£48,536,547	-£43,247,229
30%	70%	-£56,850,389	-£52,070,690	-£57,102,565	-£52,165,869
35%	70%	-£65,434,418	-£60,996,127	-£65,668,582	-£61,084,507
40%	70%	-£74,018,449	-£69,921,564	-£74,234,600	-£70,003,146
45%	70%	-£82,602,479	-£78,847,001	-£82,800,618	-£78,921,785
50%	70%	-£91,186,509	-£87,772,439	-£91,366,635	-£87,840,424
100%	70%	-£177,026,812	-£177,026,812	-£177,026,812	-£177,026,812

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£1,087,398	£7,805,661	£732,944	£7,671,879
10%	70%	-£15,804,394	-£9,757,958	-£16,123,403	-£9,878,361
15%	70%	-£24,252,563	-£18,539,767	-£24,558,777	-£18,653,481
20%	70%	-£32,836,593	-£27,374,080	-£33,124,794	-£27,482,856
25%	70%	-£41,420,623	-£36,299,517	-£41,690,812	-£36,401,495
30%	70%	-£50,004,654	-£45,224,955	-£50,256,830	-£45,320,134
35%	70%	-£58,588,684	-£54,150,392	-£58,822,847	-£54,238,773
40%	70%	-£67,172,714	-£63,075,829	-£67,388,865	-£63,157,411
45%	70%	-£75,756,744	-£72,001,267	-£75,954,883	-£72,076,050
50%	70%	-£84,340,775	-£80,926,704	-£84,520,900	-£80,994,689
100%	70%	-£170,181,077	-£170,181,077	-£170,181,077	-£170,181,077

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,043,273	£23,761,535	£16,688,819	£23,627,754
10%	70%	£151,480	£6,197,916	-£167,529	£6,077,513
15%	70%	-£8,296,689	-£2,583,893	-£8,602,903	-£2,697,607
20%	70%	-£16,880,718	-£11,418,206	-£17,168,920	-£11,526,982
25%	70%	-£25,464,749	-£20,343,643	-£25,734,938	-£20,445,620
30%	70%	-£34,048,780	-£29,269,081	-£34,300,956	-£29,364,260
35%	70%	-£42,632,809	-£38,194,518	-£42,866,973	-£38,282,898
40%	70%	-£51,216,840	-£47,119,955	-£51,432,991	-£47,201,537
45%	70%	-£59,800,870	-£56,045,392	-£59,999,009	-£56,120,176
50%	70%	-£68,384,900	-£64,970,830	-£68,565,026	-£65,038,815
100%	70%	-£154,225,203	-£154,225,203	-£154,225,203	-£154,225,203

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

		Grant Available	Yes
T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Value Area	£800 psf
No Units	650	Sales value inflation	21%
Site Area	1.79 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£17,482,307	£24,200,570	£17,127,852	£24,066,788
10%	70%	£1,322,636	£7,369,073	£1,003,627	£7,248,669
15%	70%	£6,867,714	£1,063,795	£7,173,928	£1,179,369
20%	70%	£15,079,697	£9,617,184	£15,367,898	£9,725,960
25%	70%	£23,291,679	£18,170,573	£23,561,868	£18,272,550
30%	70%	£31,503,661	£26,723,963	£31,755,837	£26,819,141
35%	70%	£39,715,644	£35,277,352	£39,949,807	£35,365,732
40%	70%	£47,927,626	£43,830,741	£48,143,777	£43,912,323
45%	70%	£56,139,608	£52,384,131	£56,337,747	£52,458,914
50%	70%	£64,351,590	£60,937,520	£64,531,717	£61,005,505
100%	70%	£146,471,413	£146,471,413	£146,471,413	£146,471,413

Residual Land values compared to benchmark land values  
 Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£31,951,180	£25,232,917	£32,305,635	£25,366,699
10%	70%	£48,110,851	£42,064,414	£48,429,860	£42,184,818
15%	70%	£56,301,201	£50,497,282	£56,607,415	£50,612,856
20%	70%	£64,513,184	£59,050,671	£64,801,385	£59,159,447
25%	70%	£72,725,166	£67,604,060	£72,995,355	£67,706,037
30%	70%	£80,937,148	£76,157,450	£81,189,324	£76,252,628
35%	70%	£89,149,131	£84,710,839	£89,383,294	£84,799,219
40%	70%	£97,361,113	£93,264,229	£97,577,264	£93,345,811
45%	70%	£105,573,095	£101,817,618	£105,771,234	£101,892,402
50%	70%	£113,785,078	£110,371,007	£113,965,204	£110,438,992
100%	70%	£195,904,901	£195,904,901	£195,904,901	£195,904,901

Residual Land values compared to benchmark land values  
 Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,474,799	£6,756,536	£13,829,254	£6,890,318
10%	70%	£29,634,470	£23,588,034	£29,953,479	£23,708,438
15%	70%	£37,824,821	£32,020,901	£38,131,035	£32,136,476
20%	70%	£46,036,803	£40,574,290	£46,325,005	£40,683,067
25%	70%	£54,248,786	£49,127,680	£54,518,974	£49,229,657
30%	70%	£62,460,768	£57,681,070	£62,712,944	£57,776,248
35%	70%	£70,672,750	£66,234,459	£70,906,914	£66,322,839
40%	70%	£78,884,732	£74,787,848	£79,100,883	£74,869,430
45%	70%	£87,096,715	£83,341,237	£87,294,854	£83,416,021
50%	70%	£95,308,697	£91,894,626	£95,488,824	£91,962,611
100%	70%	£177,428,520	£177,428,520	£177,428,520	£177,428,520

Residual Land values compared to benchmark land values  
 Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£6,629,065	£89,198	£6,983,519	£44,584
10%	70%	£22,788,736	£16,742,299	£23,107,745	£16,862,703
15%	70%	£30,979,086	£25,175,166	£31,285,300	£25,290,741
20%	70%	£39,191,068	£33,728,556	£39,479,270	£33,837,332
25%	70%	£47,403,051	£42,281,945	£47,673,239	£42,383,922
30%	70%	£55,615,033	£50,835,335	£55,867,209	£50,930,513
35%	70%	£63,827,015	£59,388,724	£64,061,179	£59,477,104
40%	70%	£72,039,998	£67,942,113	£72,255,148	£68,023,695
45%	70%	£80,251,980	£76,495,502	£80,449,119	£76,570,286
50%	70%	£88,463,962	£85,048,892	£88,643,089	£85,116,876
100%	70%	£170,582,785	£170,582,785	£170,582,785	£170,582,785

Residual Land values compared to benchmark land values  
 Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£9,326,810	£16,045,073	£8,972,355	£15,911,291
10%	70%	£6,832,861	£786,425	£7,151,870	£906,829
15%	70%	£15,023,212	£9,219,292	£15,329,426	£9,334,867
20%	70%	£23,235,194	£17,772,681	£23,523,395	£17,881,458
25%	70%	£31,447,176	£26,326,070	£31,717,365	£26,428,048
30%	70%	£39,659,159	£34,879,461	£39,911,335	£34,974,639
35%	70%	£47,871,141	£43,432,850	£48,105,304	£43,521,230
40%	70%	£56,083,123	£51,986,239	£56,299,274	£52,067,821
45%	70%	£64,295,106	£60,539,628	£64,493,245	£60,614,412
50%	70%	£72,507,088	£69,093,017	£72,687,214	£69,161,002
100%	70%	£154,626,911	£154,626,911	£154,626,911	£154,626,911

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£750 psf
No Units	650	Sales value inflation	21%
Site Area	1.79 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£2,946,576	£9,664,839	£2,592,121	£9,531,057
10%	70%	£11,940,686	£5,795,360	£12,264,913	£5,917,733
15%	70%	£19,408,413	£13,604,494	£19,714,627	£13,720,068
20%	70%	£26,876,141	£21,413,628	£27,164,342	£21,522,403
25%	70%	£34,343,867	£29,222,762	£34,614,057	£29,324,739
30%	70%	£41,811,594	£37,031,895	£42,063,771	£37,127,075
35%	70%	£49,279,322	£44,841,030	£49,513,485	£44,929,411
40%	70%	£56,747,048	£52,650,164	£56,963,200	£52,731,746
45%	70%	£64,214,776	£60,459,298	£64,412,914	£60,534,081
50%	70%	£71,682,503	£68,268,432	£71,862,628	£68,336,417
100%	70%	£146,359,772	£146,359,772	£146,359,772	£146,359,772

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£46,486,911	£39,768,649	£46,841,366	£39,902,430
10%	70%	£61,374,173	£55,228,847	£61,698,400	£55,351,220
15%	70%	£68,841,901	£63,037,981	£69,148,115	£63,153,555
20%	70%	£76,309,628	£70,847,115	£76,597,829	£70,955,890
25%	70%	£83,777,354	£78,656,249	£84,047,544	£78,758,227
30%	70%	£91,245,082	£86,465,383	£91,497,258	£86,560,562
35%	70%	£98,712,809	£94,274,517	£98,946,972	£94,362,898
40%	70%	£106,180,535	£102,083,651	£106,396,687	£102,165,233
45%	70%	£113,648,263	£109,892,785	£113,846,401	£109,967,568
50%	70%	£121,115,990	£117,701,919	£121,296,116	£117,769,904
100%	70%	£195,793,260	£195,793,260	£195,793,260	£195,793,260

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£28,010,531	£21,292,268	£28,364,986	£21,426,050
10%	70%	£42,897,793	£36,752,466	£43,222,019	£36,874,840
15%	70%	£50,365,520	£44,561,600	£50,671,734	£44,677,175
20%	70%	£57,833,247	£52,370,735	£58,121,449	£52,479,510
25%	70%	£65,300,974	£60,179,869	£65,571,163	£60,281,846
30%	70%	£72,768,701	£67,989,002	£73,020,877	£68,084,181
35%	70%	£80,236,428	£75,798,136	£80,470,592	£75,886,517
40%	70%	£87,704,155	£83,607,270	£87,920,307	£83,688,852
45%	70%	£95,171,882	£91,416,405	£95,370,020	£91,491,188
50%	70%	£102,639,610	£99,225,539	£102,819,735	£99,293,524
100%	70%	£177,316,879	£177,316,879	£177,316,879	£177,316,879

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£21,164,796	£14,446,533	£21,519,251	£14,580,315
10%	70%	£36,052,058	£29,906,731	£36,376,285	£30,029,105
15%	70%	£43,519,785	£37,715,866	£43,825,999	£37,831,440
20%	70%	£50,987,513	£45,525,000	£51,275,714	£45,633,775
25%	70%	£58,455,239	£53,334,134	£58,725,429	£53,436,111
30%	70%	£65,922,966	£61,143,267	£66,175,142	£61,238,446
35%	70%	£73,390,694	£68,952,401	£73,624,857	£69,040,783
40%	70%	£80,858,420	£76,761,536	£81,074,572	£76,843,118
45%	70%	£88,326,147	£84,570,670	£88,524,286	£84,645,453
50%	70%	£95,793,875	£92,379,804	£95,974,000	£92,447,789
100%	70%	£170,471,144	£170,471,144	£170,471,144	£170,471,144

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£5,208,922	£1,509,341	£5,563,377	£1,375,559
10%	70%	£20,096,184	£13,950,857	£20,420,410	£14,073,231
15%	70%	£27,563,911	£21,799,991	£27,870,125	£21,875,566
20%	70%	£35,031,638	£29,569,126	£35,319,840	£29,677,901
25%	70%	£42,499,365	£37,378,260	£42,769,554	£37,480,237
30%	70%	£49,967,092	£45,187,393	£50,219,268	£45,282,572
35%	70%	£57,434,819	£52,996,527	£57,668,983	£53,084,908
40%	70%	£64,902,546	£60,805,661	£65,118,698	£60,887,243
45%	70%	£72,370,273	£68,614,796	£72,568,411	£68,689,578
50%	70%	£79,838,000	£76,423,930	£80,018,126	£76,491,915
100%	70%	£154,515,270	£154,515,270	£154,515,270	£154,515,270

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£725 psf
No Units	650	Sales value inflation	21%
Site Area	1.79 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£4,847,900	£1,948,375	£5,208,151	£1,814,593
10%	70%	£19,039,577	£12,894,250	£19,363,804	£13,016,623
15%	70%	£26,135,415	£20,331,496	£26,441,629	£20,447,070
20%	70%	£33,231,253	£27,768,741	£33,519,455	£27,877,517
25%	70%	£40,327,093	£35,205,987	£40,597,281	£35,307,964
30%	70%	£47,422,931	£42,643,232	£47,675,107	£42,738,411
35%	70%	£54,518,769	£50,080,478	£54,752,933	£50,168,858
40%	70%	£61,614,607	£57,517,723	£61,830,759	£57,599,305
45%	70%	£68,710,447	£64,954,968	£68,908,585	£65,029,752
50%	70%	£75,806,285	£72,392,214	£75,986,410	£72,460,199
100%	70%	£146,764,669	£146,764,669	£146,764,669	£146,764,669

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£54,281,387	£47,485,112	£54,841,639	£47,618,894
10%	70%	£68,473,064	£62,327,738	£68,797,291	£62,450,110
15%	70%	£75,568,902	£69,764,983	£75,875,116	£69,880,557
20%	70%	£82,664,741	£77,202,228	£82,952,942	£77,311,004
25%	70%	£89,760,580	£84,639,474	£90,030,769	£84,741,451
30%	70%	£96,856,418	£92,076,719	£97,108,594	£92,171,898
35%	70%	£103,952,256	£99,513,965	£104,186,420	£99,602,345
40%	70%	£111,048,095	£106,951,210	£111,264,246	£107,032,792
45%	70%	£118,143,934	£114,388,455	£118,342,072	£114,463,239
50%	70%	£125,239,772	£121,825,701	£125,419,897	£121,893,686
100%	70%	£196,198,156	£196,198,156	£196,198,156	£196,198,156

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£35,805,006	£29,008,732	£36,165,258	£29,142,514
10%	70%	£49,996,684	£43,851,357	£50,320,910	£43,973,730
15%	70%	£57,092,522	£51,288,602	£57,398,736	£51,404,177
20%	70%	£64,188,360	£58,725,847	£64,476,561	£58,834,624
25%	70%	£71,284,199	£66,163,093	£71,554,388	£66,265,071
30%	70%	£78,380,038	£73,600,338	£78,632,214	£73,695,518
35%	70%	£85,475,876	£81,037,585	£85,710,039	£81,125,965
40%	70%	£92,571,714	£88,474,830	£92,787,866	£88,556,412
45%	70%	£99,667,553	£95,912,075	£99,865,691	£95,986,859
50%	70%	£106,763,391	£103,349,321	£106,943,517	£103,417,306
100%	70%	£177,721,776	£177,721,776	£177,721,776	£177,721,776

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£28,959,271	£22,162,997	£29,319,523	£22,296,779
10%	70%	£43,150,949	£37,005,622	£43,475,176	£37,127,995
15%	70%	£50,246,787	£44,442,867	£50,553,001	£44,558,442
20%	70%	£57,342,625	£51,880,113	£57,630,827	£51,988,889
25%	70%	£64,438,465	£59,317,359	£64,708,653	£59,419,336
30%	70%	£71,534,303	£66,754,604	£71,786,479	£66,849,783
35%	70%	£78,630,141	£74,191,850	£78,864,304	£74,280,230
40%	70%	£85,725,979	£81,629,095	£85,942,131	£81,710,677
45%	70%	£92,821,819	£89,066,340	£93,019,957	£89,141,124
50%	70%	£99,917,657	£96,503,586	£100,097,782	£96,571,571
100%	70%	£170,876,041	£170,876,041	£170,876,041	£170,876,041

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£13,003,397	£6,207,123	£13,363,649	£6,340,905
10%	70%	£27,195,075	£21,049,748	£27,519,301	£21,172,120
15%	70%	£34,290,913	£28,486,993	£34,597,127	£28,602,567
20%	70%	£41,386,751	£35,924,238	£41,674,952	£36,033,015
25%	70%	£48,482,590	£43,361,484	£48,752,779	£43,463,462
30%	70%	£55,578,429	£50,798,729	£55,830,605	£50,893,909
35%	70%	£62,674,267	£58,235,975	£62,908,430	£58,324,356
40%	70%	£69,770,105	£65,673,221	£69,986,257	£65,754,803
45%	70%	£76,865,944	£73,110,466	£77,064,082	£73,185,250
50%	70%	£83,961,782	£80,547,712	£84,141,908	£80,615,697
100%	70%	£154,920,167	£154,920,167	£154,920,167	£154,920,167



**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Value Area	£700 pst
No Units	650	Sales value inflation	21%
Site Area	1.79 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£12,690,567	-£5,862,426	-£13,050,819	-£5,998,396
10%	70%	-£26,146,092	-£20,000,765	-£26,470,319	-£20,123,138
15%	70%	-£32,873,855	-£27,069,935	-£33,180,069	-£27,185,509
20%	70%	-£39,601,617	-£34,139,104	-£39,889,818	-£34,247,880
25%	70%	-£46,329,379	-£41,208,273	-£46,599,568	-£41,310,250
30%	70%	-£53,057,141	-£48,277,443	-£53,309,317	-£48,372,621
35%	70%	-£59,784,904	-£55,346,612	-£60,019,067	-£55,434,992
40%	70%	-£66,512,666	-£62,415,782	-£66,728,818	-£62,497,364
45%	70%	-£73,240,428	-£69,484,951	-£73,438,567	-£69,559,735
50%	70%	-£79,968,190	-£76,554,121	-£80,148,317	-£76,622,106
100%	70%	-£147,245,814	-£147,245,814	-£147,245,814	-£147,245,814

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£62,124,054	-£55,295,914	-£62,484,306	-£55,431,883
10%	70%	-£75,579,579	-£69,434,252	-£75,903,806	-£69,556,625
15%	70%	-£82,307,342	-£76,503,422	-£82,613,556	-£76,618,996
20%	70%	-£89,035,104	-£83,572,591	-£89,323,305	-£83,681,367
25%	70%	-£95,762,866	-£90,641,760	-£96,033,055	-£90,743,737
30%	70%	-£102,490,629	-£97,710,930	-£102,742,805	-£97,806,109
35%	70%	-£109,218,391	-£104,780,100	-£109,452,554	-£104,868,480
40%	70%	-£115,946,153	-£111,849,269	-£116,162,305	-£111,930,851
45%	70%	-£122,673,915	-£118,918,438	-£122,872,054	-£118,993,222
50%	70%	-£129,401,678	-£125,987,608	-£129,581,804	-£126,055,593
100%	70%	-£196,679,301	-£196,679,301	-£196,679,301	-£196,679,301

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£43,647,673	-£36,819,533	-£44,007,925	-£36,955,503
10%	70%	-£57,103,199	-£50,957,871	-£57,427,426	-£51,080,245
15%	70%	-£63,830,961	-£58,027,041	-£64,137,175	-£58,142,616
20%	70%	-£70,558,723	-£65,096,211	-£70,846,925	-£65,204,987
25%	70%	-£77,286,486	-£72,165,380	-£77,556,674	-£72,267,357
30%	70%	-£84,014,248	-£79,234,550	-£84,266,424	-£79,329,728
35%	70%	-£90,742,010	-£86,303,719	-£90,976,174	-£86,392,099
40%	70%	-£97,469,773	-£93,372,888	-£97,685,924	-£93,454,470
45%	70%	-£104,197,535	-£100,442,057	-£104,395,674	-£100,516,841
50%	70%	-£110,925,297	-£107,511,227	-£111,105,424	-£107,579,212
100%	70%	-£178,202,921	-£178,202,921	-£178,202,921	-£178,202,921

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£36,801,939	-£29,973,798	-£37,162,191	-£30,109,768
10%	70%	-£50,257,464	-£44,112,137	-£50,581,691	-£44,234,510
15%	70%	-£56,985,226	-£51,181,307	-£57,291,440	-£51,296,881
20%	70%	-£63,712,989	-£58,250,476	-£64,001,190	-£58,359,252
25%	70%	-£70,440,751	-£65,319,645	-£70,710,940	-£65,421,622
30%	70%	-£77,168,513	-£72,388,815	-£77,420,689	-£72,483,993
35%	70%	-£83,896,276	-£79,457,984	-£84,130,439	-£79,546,364
40%	70%	-£90,624,038	-£86,527,153	-£90,840,190	-£86,608,735
45%	70%	-£97,351,800	-£93,596,323	-£97,549,939	-£93,671,106
50%	70%	-£104,079,562	-£100,665,493	-£104,259,689	-£100,733,478
100%	70%	-£171,357,186	-£171,357,186	-£171,357,186	-£171,357,186

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	-£20,846,064	-£14,017,924	-£21,206,316	-£14,153,894
10%	70%	-£34,301,590	-£28,156,262	-£34,625,816	-£28,278,636
15%	70%	-£41,029,352	-£35,225,432	-£41,335,566	-£35,341,007
20%	70%	-£47,757,114	-£42,294,602	-£48,045,316	-£42,403,378
25%	70%	-£54,484,877	-£49,363,771	-£54,755,066	-£49,465,748
30%	70%	-£61,212,639	-£56,432,941	-£61,464,816	-£56,528,119
35%	70%	-£67,940,401	-£63,502,110	-£68,174,566	-£63,590,490
40%	70%	-£74,668,163	-£70,571,279	-£74,884,316	-£70,652,861
45%	70%	-£81,395,926	-£77,640,448	-£81,594,066	-£77,715,232
50%	70%	-£88,123,688	-£84,709,618	-£88,303,816	-£84,777,603
100%	70%	-£155,401,312	-£155,401,312	-£155,401,312	-£155,401,312

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£650 psf
No Units	650	Sales value inflation	21%
Site Area	1.79 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£28,375,902	£21,547,761	£28,736,154	£21,683,730
10%	70%	£40,385,415	£34,240,087	£40,709,642	£34,362,461
15%	70%	£46,390,171	£40,586,251	£46,696,385	£40,701,825
20%	70%	£52,394,927	£46,932,414	£52,683,128	£47,041,190
25%	70%	£58,399,684	£53,278,578	£58,669,872	£53,380,555
30%	70%	£64,404,440	£59,624,741	£64,656,616	£59,719,920
35%	70%	£70,409,197	£65,970,904	£70,643,360	£66,059,284
40%	70%	£76,413,952	£72,317,068	£76,630,103	£72,398,650
45%	70%	£82,418,708	£78,663,231	£82,616,847	£78,738,015
50%	70%	£88,423,465	£85,009,395	£88,603,591	£85,077,379
100%	70%	£148,471,029	£148,471,029	£148,471,029	£148,471,029

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£77,809,389	£70,981,248	£78,169,841	£71,117,218
10%	70%	£89,818,902	£83,673,574	£90,143,129	£83,795,948
15%	70%	£95,823,658	£90,019,738	£96,129,872	£90,135,313
20%	70%	£101,828,414	£96,365,901	£102,116,615	£96,474,677
25%	70%	£107,833,171	£102,712,065	£108,103,360	£102,814,042
30%	70%	£113,837,927	£109,058,229	£114,090,103	£109,153,407
35%	70%	£119,842,684	£115,404,391	£120,076,847	£115,492,771
40%	70%	£125,847,440	£121,750,555	£126,063,590	£121,832,137
45%	70%	£131,852,196	£128,096,718	£132,050,335	£128,171,502
50%	70%	£137,856,952	£134,442,882	£138,037,078	£134,510,867
100%	70%	£197,904,516	£197,904,516	£197,904,516	£197,904,516

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£59,333,009	£52,504,867	£59,693,261	£52,640,837
10%	70%	£71,342,522	£65,197,194	£71,666,748	£65,319,567
15%	70%	£77,347,277	£71,543,358	£77,653,491	£71,658,932
20%	70%	£83,352,033	£77,889,521	£83,640,235	£77,998,297
25%	70%	£89,356,790	£84,235,684	£89,626,979	£84,337,662
30%	70%	£95,361,546	£90,581,848	£95,613,722	£90,677,026
35%	70%	£101,366,303	£96,928,011	£101,600,467	£97,016,391
40%	70%	£107,371,059	£103,274,175	£107,587,210	£103,355,757
45%	70%	£113,375,815	£109,620,337	£113,573,954	£109,695,121
50%	70%	£119,380,572	£115,966,501	£119,560,697	£116,034,486
100%	70%	£179,428,135	£179,428,135	£179,428,135	£179,428,135

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£52,487,274	£45,659,133	£52,847,526	£45,795,102
10%	70%	£64,496,787	£58,351,459	£64,821,013	£58,473,833
15%	70%	£70,501,543	£64,697,623	£70,807,757	£64,813,197
20%	70%	£76,506,299	£71,043,786	£76,794,500	£71,152,562
25%	70%	£82,511,055	£77,389,950	£82,781,244	£77,491,927
30%	70%	£88,515,811	£83,736,113	£88,767,988	£83,831,291
35%	70%	£94,520,568	£90,082,276	£94,754,732	£90,170,656
40%	70%	£100,525,324	£96,428,440	£100,741,475	£96,510,022
45%	70%	£106,530,080	£102,774,603	£106,728,219	£102,849,387
50%	70%	£112,534,837	£109,120,767	£112,714,963	£109,188,751
100%	70%	£172,582,400	£172,582,400	£172,582,400	£172,582,400

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£36,531,400	£29,703,258	£36,891,652	£29,839,228
10%	70%	£48,540,912	£42,395,585	£48,865,139	£42,517,958
15%	70%	£54,545,668	£48,741,749	£54,851,882	£48,857,323
20%	70%	£60,550,424	£55,087,911	£60,838,626	£55,196,688
25%	70%	£66,555,181	£61,434,075	£66,825,370	£61,536,052
30%	70%	£72,559,937	£67,780,239	£72,812,113	£67,875,417
35%	70%	£78,564,693	£74,126,402	£78,798,857	£74,214,782
40%	70%	£84,569,450	£80,472,566	£84,785,601	£80,554,148
45%	70%	£90,574,206	£86,818,728	£90,772,345	£86,893,512
50%	70%	£96,578,963	£93,164,892	£96,759,088	£93,232,877
100%	70%	£156,626,526	£156,626,526	£156,626,526	£156,626,526

**LB SOUTHWARK**  
**Old Kent Road Viability Study**

T8 - 650 flats and 3,000 sq m retail and 4,000 sq m leisure use		Grant Available	Yes
		Value Area	£625 psf
No Units	650	Sales value inflation	21%
Site Area	1.79 Ha	Build cost inflation	25%
		Sensitivity testing Assumption	Grant and Growth

Residual land values:

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£36,218,569	£29,390,428	£36,578,821	£29,526,398
10%	70%	£47,504,928	£41,359,601	£47,829,155	£41,481,974
15%	70%	£53,148,107	£47,344,188	£53,454,321	£47,459,762
20%	70%	£58,791,287	£53,328,774	£59,079,488	£53,437,550
25%	70%	£64,434,466	£59,313,361	£64,704,656	£59,415,338
30%	70%	£70,077,645	£65,297,947	£70,329,822	£65,393,126
35%	70%	£75,720,826	£71,282,533	£75,954,989	£71,370,914
40%	70%	£81,364,005	£77,267,120	£81,580,156	£77,348,702
45%	70%	£87,007,184	£83,251,707	£87,205,322	£83,326,490
50%	70%	£92,650,364	£89,236,293	£92,830,489	£89,304,278
100%	70%	£149,082,158	£149,082,158	£149,082,158	£149,082,158

Residual Land values compared to benchmark land values

Benchmark 1 - Highest

£27,624,383

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£85,652,056	£78,823,915	£86,012,308	£78,959,885
10%	70%	£96,938,415	£90,793,089	£97,262,642	£90,915,461
15%	70%	£102,581,594	£96,777,675	£102,887,808	£96,893,249
20%	70%	£108,224,774	£102,762,261	£108,512,975	£102,871,037
25%	70%	£113,867,953	£108,746,848	£114,138,143	£108,848,825
30%	70%	£119,511,132	£114,731,434	£119,763,310	£114,826,613
35%	70%	£125,154,313	£120,716,021	£125,388,476	£120,804,402
40%	70%	£130,797,492	£126,700,607	£131,013,643	£126,782,189
45%	70%	£136,440,672	£132,685,194	£136,638,810	£132,759,977
50%	70%	£142,083,851	£138,669,780	£142,263,976	£138,737,765
100%	70%	£198,515,645	£198,515,645	£198,515,645	£198,515,645

Residual Land values compared to benchmark land values

Benchmark 2 - Upper mid

£17,299,427

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£67,175,676	£60,347,535	£67,535,928	£60,483,504
10%	70%	£78,462,035	£72,316,708	£78,786,261	£72,439,080
15%	70%	£84,105,214	£78,301,294	£84,411,428	£78,416,869
20%	70%	£89,748,393	£84,285,880	£90,036,595	£84,394,657
25%	70%	£95,391,573	£90,270,468	£95,661,762	£90,372,445
30%	70%	£101,034,752	£96,255,054	£101,286,929	£96,350,233
35%	70%	£106,677,932	£102,239,640	£106,912,096	£102,328,021
40%	70%	£112,321,112	£108,224,226	£112,537,262	£108,305,808
45%	70%	£117,964,291	£114,208,813	£118,162,429	£114,283,596
50%	70%	£123,607,470	£120,193,400	£123,787,596	£120,261,385
100%	70%	£180,039,265	£180,039,265	£180,039,265	£180,039,265

Residual Land values compared to benchmark land values

Benchmark 3 - Lower Mid

£13,473,898

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£60,329,941	£53,501,800	£60,690,193	£53,637,769
10%	70%	£71,616,300	£65,470,973	£71,940,526	£65,593,346
15%	70%	£77,259,479	£71,455,559	£77,565,693	£71,571,134
20%	70%	£82,902,659	£77,440,146	£83,190,860	£77,548,922
25%	70%	£88,545,838	£83,424,733	£88,816,028	£83,526,710
30%	70%	£94,189,017	£89,409,319	£94,441,194	£89,504,498
35%	70%	£99,832,198	£95,393,905	£100,066,361	£95,482,286
40%	70%	£105,475,377	£101,378,492	£105,691,528	£101,460,073
45%	70%	£111,118,556	£107,363,079	£111,316,694	£107,437,862
50%	70%	£116,761,736	£113,347,665	£116,941,861	£113,415,650
100%	70%	£173,193,530	£173,193,530	£173,193,530	£173,193,530

Residual Land values compared to benchmark land values

Benchmark 4 - Lowest

£4,557,449

% of AH	% of AH as rented	2016 values and indexed CIL (£210.77)	2016 values and indexed CIL (£52.69)	2016 values and 2017 indexed CIL (£217.69)	2016 values and 2017 indexed CIL (£54.52)
0%	70%	£44,374,067	£37,545,925	£44,734,319	£37,681,895
10%	70%	£55,660,425	£49,515,099	£55,984,652	£49,637,471
15%	70%	£61,303,605	£55,499,685	£61,609,819	£55,615,260
20%	70%	£66,946,784	£61,484,271	£67,234,986	£61,593,048
25%	70%	£72,589,964	£67,468,859	£72,860,153	£67,570,836
30%	70%	£78,233,143	£73,453,445	£78,485,320	£73,548,624
35%	70%	£83,876,323	£79,438,031	£84,110,487	£79,526,412
40%	70%	£89,519,503	£85,422,617	£89,735,653	£85,504,199
45%	70%	£95,162,682	£91,407,204	£95,360,820	£91,481,987
50%	70%	£100,805,861	£97,391,791	£100,985,987	£97,459,775
100%	70%	£157,237,656	£157,237,656	£157,237,656	£157,237,656

## Appendix 9 - Real sites appraisal results summary and analysis

**LB Southwark Old Kent Road Opportunity Area Viability Testing**  
**Specific Sites results and analysis of viability testing**

Site details			Benchmark Land Value	Existing use	Proposed development	Residual Land Value Results						Analysis of Impact of CIL on schemes				
Site ref	Address	Site Area (ha)				2016 CIL relative to the site's location	Residential CIL at £217.70			GDV of 35% AH scheme at Base Values & no grant	2016 Borough CIL liability	CIL as % of scheme value	2017 Borough CIL liability assuming £200 per sq m as initial CIL on all Resi	CIL as % of scheme value		
			BLV	Existing use(s)	Proposed Use(s)	35% AH	35% AH Grant	0% AH	35% AH	35% AH Grant	0% AH					
Large Site 1	Block 2 (Unit 4 Mandela Way)	0.834	£13,083,642	B8 (Distribution centre)	Housing Business (B1a) Hotel Retail Health centre	-£23,821,558	-£17,331,584	£15,130,890	-£24,040,186	-£17,550,212	£14,850,583	£186,953,720	£6,130,691	3.28%	£6,331,740	3.39%
Large Site 2	Blocks 24, 25 and 96 (Cantium Retail Park, Old Kent Road)	1.923	£52,495,289	A1 (Retail warehouse)	Housing Business (B1c) Leisure Retail	-£72,050,449	-£59,561,124	-£7,387,694	-£81,122,488	-£67,444,595	-£18,476,482	£278,760,913	£3,423,927	1.23%	£11,705,356	4.20%
Large Site 3	Blocks 60 and 26 (Asda, Old Kent Road)	1.886	£52,700,544	A1 (Supermarket)	Housing Retail Business (B1c)	-£31,203,881	-£18,334,330	£29,360,893	-£39,132,557	-£26,546,179	£19,165,271	£264,617,344	£2,827,459	1.07%	£10,682,384	4.04%
Large Site 4	Blocks 14 and 15 (Southernwood Retail Park, Humphrey Street)	1.213	£21,951,163	A1 (Retail warehouse)	Housing Retail School	-£35,470,360	-£25,271,607	£19,346,984	-£42,013,182	-£31,814,492	£10,829,060	£218,836,528	£3,180,367	1.45%	£12,460,494	5.69%
Large Site 5	Blocks 88, 21 and 121 (Six Bridges Industrial Estate, Marlborough Grove)	1.508	£21,197,853	B2, B8 (Trading estate)	Housing Business (B1c) Retail	-£44,245,448	-£34,445,462	£618,476	-£49,919,498	-£40,119,469	-£7,004,795	£202,211,458	£2,608,797	1.29%	£10,392,491	5.14%

**LB Southwark Old Kent Road Opportunity Area Viability Testing**  
**Specific Sites results and analysis of viability testing**

Site details			Benchmark Land Value	Existing use	Proposed development	Residual Land Value Results						Analysis of Impact of CIL on schemes				
Site ref	Address	Site Area (ha)				2016 CIL relative to the site's location	Residential CIL at £217.70			GDV of 35% AH scheme at Base Values & no grant	2016 Borough CIL liability	CIL as % of scheme value	2017 Borough CIL liability assuming £200 per sq m as initial CIL on all Resi	CIL as % of scheme value		
			BLV	Existing use(s)	Proposed Use(s)	35% AH	35% AH Grant	0% AH	35% AH	35% AH Grant	0% AH					
Small Site 1	Block 136 (Sandgate Industrial Estate, 57 Sandgate Street and 16 Verney Road)	0.734	£14,992,364	B2, B8 (Trading estate)	Housing Business (B1c)	-£6,556,994	-£2,552,601	£12,455,671	-£8,368,987	-£4,354,581	£10,126,033	£82,080,789	£576,284	0.70%	£2,830,271	3.45%
Small Site 2	Block 115 (Sites bounded by Hatcham Road, Penarth Street, Ormside Street and Manor Grove)	0.922	£13,802,523	B1c, B2, B8 (Industrial buildings serviced from forecourt)	Housing Business (B1c)	-£15,266,014	-£9,645,647	£8,405,474	-£18,439,801	-£12,819,442	£4,323,632	£116,569,101	£1,393,536	1.20%	£5,756,944	4.94%
Small Site 3	Blocks 92, 106 and 107 (Joyner Truck depot, Ilderton Road)	0.456	£2,101,287	B8 (Truck parking)	Housing	-£12,453,967	-£8,054,833	£5,162,565	-£14,993,449	-£10,594,312	£1,885,697	£74,086,683	£1,116,871	1.51%	£4,613,988	6.23%
Small Site 4	Block 135 (636 Old Kent Road)	0.094	£1,070,480	B2 (Car repairs)	Housing Retail	-£1,839,172	-£1,362,096	£384,431	-£2,104,988	-£1,628,105	£44,003	£11,501,398	£203,563	1.77%	£567,478	4.93%
Small Site 5	Block 129 (Kwikfit, 684,698 Old Kent Road)	0.220	£988,135	B2 (Car repairs)	Student housing	£2,174,560	N/A	N/A	£2,140,984	N/A	N/A	£32,958,543	£410,719	1.25%	£442,188	1.34%

## Appendix 10 - Real sites appraisals current CIL relative to the site's location

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 1

Base Position Current CIL @ 35% AH

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 1**  
**Base Positon Current CIL @ 35% AH**

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	231	163,520	865.00	612,315	141,444,800
Affordable Housing Units	125	88,049	145.00	102,137	12,767,105
Hotel	<u>152</u>	<u>0</u>	0.00	150,000	<u>22,800,000</u>
<b>Totals</b>	<b>508</b>	<b>251,569</b>			<b>177,011,905</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents	231			250	57,750	57,750
Office	1	11,840	25.00	296,000	296,000	296,000
Retail	1	7,535	20.00	150,700	150,700	150,700
Health (Community)	<u>1</u>	<u>10,764</u>	17.00	182,988	<u>182,988</u>	<u>182,988</u>
<b>Totals</b>	<b>234</b>	<b>30,139</b>			<b>687,438</b>	<b>687,438</b>

**Investment Valuation**

<b>Ground Rents</b>					
Current Rent	57,750	YP @	5.0000%	20.0000	1,155,000
<b>Office</b>					
Market Rent	296,000	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	4,014,941
<b>Retail</b>					
Market Rent	150,700	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,410,043
<b>Health (Community)</b>					
Market Rent	182,988	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	2,361,831
					<b>9,941,815</b>

**GROSS DEVELOPMENT VALUE****186,953,720**

Purchaser's Costs 5.80% (576,625)

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 1**  
**Base Positon Current CIL @ 35% AH**

				(576,625)
<b>NET DEVELOPMENT VALUE</b>				<b>186,377,095</b>
<b>NET REALISATION</b>				<b>186,377,095</b>
<b>OUTLAY</b>				
<b>ACQUISITION COSTS</b>				
Residualised Price			(23,821,558)	(23,821,558)
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	131,277,836	131,277,836	<b>131,277,836</b>
Developers Contingency		5.00%	6,563,892	
CIL Instalment 1			3,752,461	
CIL Instalment 2			3,752,461	
S106 Payment			916,000	
				14,984,814
<b>PROFESSIONAL FEES</b>				
Professional Fees		12.00%	15,753,340	
				15,753,340
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	4,243,344	
Marketing Commercial		1.00%	315,868	
Letting Agent Fee		10.00%	878,682	
Letting Legal Fee		5.00%	439,341	
				5,877,234
<b>DISPOSAL FEES</b>				
Sales Agent Fee		1.00%	315,868	
Sales Legal Fee		0.50%	928,994	
				1,244,862
<b>Additional Costs</b>				
Developer Profit on Private		18.00%	31,353,591	

**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 1****Base Positon Current CIL @ 35% AH**

Developer Profit on Affordable	6.00%	766,026	32,119,617
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**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Land		(3,561,151)	
Construction		12,460,271	
Other		41,920	
Total Finance Cost			8,941,040

**TOTAL COSTS** **186,377,186**

**PROFIT** **(90)**

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.37%
Equivalent Yield% (Nominal)	6.28%
Equivalent Yield% (True)	6.54%
IRR	7.70%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 2

Base Position Current CIL @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 2**  
**Base Positon Current CIL @ 35% AH**

**Summary Appraisal for Merged Phases 1 2**

**Currency in £**

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	231	163,520	725.00	513,212	118,552,000
Affordable Housing Units Phase 1	125	88,049	139.00	97,910	12,238,811
Car Parking Phase 1	58	0	0.00	15,000	870,000
Private Residential Units Phase 2	214	151,119	725.00	511,969	109,561,275
Affordable Housing Units Phase 2	115	81,372	139.00	98,354	11,310,708
Car Parking Phase 2	<u>54</u>	<u>0</u>	0.00	15,000	<u>810,000</u>
<b>Totals</b>	<b>797</b>	<b>484,060</b>			<b>253,342,794</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	231			250	57,750	57,750
Ground Rents Phase 2	214			250	53,500	53,500
Office Phase 2	1	8,611	25.00	215,275	215,275	215,275
Retail Phase 2	1	26,910	20.00	538,200	538,200	538,200
Leisure Phase 2	<u>1</u>	<u>43,056</u>	20.00	861,120	<u>861,120</u>	<u>861,120</u>
<b>Totals</b>	<b>448</b>	<b>78,577</b>			<b>1,725,845</b>	<b>1,725,845</b>

**Investment Valuation**

<b>Ground Rents Phase 1</b>					
Current Rent	57,750	YP @	5.0000%	20.0000	1,155,000
<b>Ground Rents Phase 2</b>					
Current Rent	53,500	YP @	5.0000%	20.0000	1,070,000
<b>Office Phase 2</b>					
Market Rent	215,275	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,919,988
<b>Retail Phase 2</b>					
Market Rent	538,200	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,219,278
<b>Leisure Phase 2</b>					
Market Rent	861,120	YP @	6.5000%	15.3846	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 2****Base Positon Current CIL @ 35% AH**

(1yr 6mths Rent Free)	PV 1yr 6mths @	6.5000%	0.9099	12,053,853
				<b>25,418,119</b>

**GROSS DEVELOPMENT VALUE****278,760,913**

Purchaser's Costs	5.80%	(1,474,251)		(1,474,251)
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**NET DEVELOPMENT VALUE****277,286,662****NET REALISATION****277,286,662****OUTLAY****ACQUISITION COSTS**

Residualised Price		(72,050,449)		(72,050,449)
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**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	124,462,844	124,462,844	
Construction Costs Phase 2	<u>1 un</u>	110,325,167	<u>110,325,167</u>	
<b>Totals</b>			<b>234,788,011</b>	<b>234,788,011</b>

Developers Contingency	5.00%	11,739,401		
CIL Instalment 1 (Phase 1)		1,244,261		
CIL Instalment 2 (Phase 1)		1,244,261		
S106 Payment (Phase 1)		712,000		
CIL Instalment 1 (Phase 2)		1,687,375		
CIL Instalment 2 (Phase 2)		1,687,375		
S106 Payment (Phase 2)		877,000		
				19,191,673

**PROFESSIONAL FEES**

Professional Fees	12.00%	28,174,561		28,174,561
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**MARKETING & LETTING**

Marketing Resi	3.00%	6,843,398		
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**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 2****Base Positon Current CIL @ 35% AH**

Marketing Commercial	1.00%	231,931	
Letting Agent Fee	1.00%	231,931	
Letting Legal Fee	0.50%	115,966	
			7,423,226

**DISPOSAL FEES**

Sales Agent Fee	1.00%	231,931	
Sales Legal Fee	0.50%	1,258,314	
			1,490,245

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	21,547,260	
Dev Prof on Affordable (Phase 1)	6.00%	734,329	
Dev Prof on Private (Phase 2)	18.00%	24,088,391	
Dev Prof on Affordable (Phase 2)	6.00%	678,642	
			47,048,622

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			10,130,475

**TOTAL COSTS****276,196,364****PROFIT****1,090,298****Performance Measures**

Profit on Cost%	0.39%
Profit on GDV%	0.39%
Profit on NDV%	0.39%
Development Yield% (on Rent)	0.62%
Equivalent Yield% (Nominal)	6.22%
Equivalent Yield% (True)	6.47%

IRR 12.17%

Rent Cover	0 yrs 8 mths
Profit Erosion (finance rate 7.000%)	0 yrs 1 mths

**Old Kent Road OA Viability Study - Large Site 2**  
**Base Position Current CIL @ 35% AH**



# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 3

Base Position Current CIL @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 3**  
**Base Positon Current CIL @ 35% AH**

**Summary Appraisal for Merged Phases 1 2**

**Currency in £**

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	232	163,980	725.00	512,437	118,885,500
Affordable Housing Units Phase 1	125	88,297	139.00	98,186	12,273,283
Car Parking Phase 1	58	0	0.00	15,000	870,000
Private Residential Units Phase 2	198	139,635	725.00	511,290	101,235,375
Affordable Housing Units Phase 2	106	75,188	139.00	98,596	10,451,132
Car Parking Phase 2	<u>50</u>	<u>0</u>	0.00	15,000	<u>750,000</u>
<b>Totals</b>	<b>769</b>	<b>467,100</b>			<b>244,465,290</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	232			250	58,000	58,000
Ground Rents Phase 2	198			250	49,500	49,500
Office Phase 2	1	26,910	25.00	672,750	672,750	672,750
Retail Phase 2	<u>1</u>	<u>29,063</u>	20.00	581,260	<u>581,260</u>	<u>581,260</u>
<b>Totals</b>	<b>432</b>	<b>55,973</b>			<b>1,361,510</b>	<b>1,361,510</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	58,000	YP @	5.0000%	20.0000	1,160,000
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**Ground Rents Phase 2**

Current Rent	49,500	YP @	5.0000%	20.0000	990,000
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**Office Phase 2**

Market Rent	672,750	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	9,125,174

**Retail Phase 2**

Market Rent	581,260	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,876,881
					<b>20,152,054</b>

**GROSS DEVELOPMENT VALUE****264,617,344**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 3  
Base Positon Current CIL @ 35% AH**

Purchaser's Costs	5.80%	(1,168,819)		(1,168,819)
<b>NET DEVELOPMENT VALUE</b>				<b>263,448,525</b>
<b>NET REALISATION</b>				<b>263,448,525</b>
<b>OUTLAY</b>				
<b>ACQUISITION COSTS</b>				
Residualised Price		(31,203,881)		(31,203,881)
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	104,864,032	104,864,032	
Construction Costs Phase 2	<u>1 un</u>	86,526,864	<u>86,526,864</u>	
<b>Totals</b>			<b>191,390,896</b>	<b>191,390,896</b>
Developers Contingency	5.00%	9,569,545		
CIL Instalment 1 (Phase 1)		1,228,647		
CIL Instalment 2 (Phase 1)		1,228,647		
S106 Payment (Phase 1)		714,000		
CII Instalment 1 (Phase 2)		1,307,034		
CIL Instalment 2 (Phase 2)		1,307,034		
S106 Payment (Phase 2)		764,000		
				16,118,907
<b>PROFESSIONAL FEES</b>				
Professional Fees	12.00%	22,966,908		22,966,908
<b>MARKETING &amp; LETTING</b>				
Marketing Resi	3.00%	6,603,626		
Marketing Commercial	1.00%	180,021		
Letting Agent Fee	1.00%	180,021		
Letting Legal Fee	0.50%	90,010		
				7,053,678

**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 3****Base Position Current CIL @ 35% AH****DISPOSAL FEES**

Sales Agent Fee	1.00%	180,021	
Sales Legal Fee	0.50%	1,214,226	
			1,394,247

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	21,764,790	
Dev Prof on Affordable (Phase 1)	6.00%	736,397	
Dev Prof on Private (Phase 2)	18.00%	21,775,937	
Dev Prof on Affordable (Phase 2)	6.00%	627,068	
			44,904,192

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			10,407,082

**TOTAL COSTS****263,032,028****PROFIT****416,498****Performance Measures**

Profit on Cost%	0.16%
Profit on GDV%	0.16%
Profit on NDV%	0.16%
Development Yield% (on Rent)	0.52%
Equivalent Yield% (Nominal)	6.14%
Equivalent Yield% (True)	6.38%
IRR	7.81%
Rent Cover	0 yrs 4 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 4

Base Position Current CIL @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 4**  
**Base Positon Current CIL @ 35% AH**

**Summary Appraisal for Merged Phases 1 2**

**Currency in £**

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	173	122,181	800.00	564,999	97,744,800
Affordable Housing Units Phase 1	93	65,790	143.00	101,161	9,407,970
Car Parking Phase 1	43	0	0.00	15,000	645,000
Private Residential Units Phase 2	166	117,588	800.00	566,689	94,070,400
Affordable Housing Units Phase 2	90	63,316	143.00	100,602	9,054,188
Car Parking Phase 2	<u>42</u>	<u>0</u>	0.00	15,000	<u>630,000</u>
<b>Totals</b>	<b>607</b>	<b>368,875</b>			<b>211,552,358</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	173			250	43,250	43,250
Ground Rents Phase 2	166			250	41,500	41,500
Retail Phase 2	<u>1</u>	<u>18,299</u>	20.00	365,980	<u>365,980</u>	<u>365,980</u>
<b>Totals</b>	<b>340</b>	<b>18,299</b>			<b>450,730</b>	<b>450,730</b>

**Investment Valuation**

<b>Ground Rents Phase 1</b>					
Current Rent	43,250	YP @	5.0000%	20.0000	865,000
<b>Ground Rents Phase 2</b>					
Current Rent	41,500	YP @	5.0000%	20.0000	830,000
<b>Retail Phase 2</b>					
Market Rent	365,980	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	5,589,170
					<b>7,284,170</b>

**GROSS DEVELOPMENT VALUE****218,836,528**

Purchaser's Costs	5.80%	(422,482)	(422,482)
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 4****Base Positon Current CIL @ 35% AH****NET DEVELOPMENT VALUE****218,414,046****NET REALISATION****218,414,046****OUTLAY****ACQUISITION COSTS**

Residualised Price		(35,470,360)		(35,470,360)
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**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	87,532,710	87,532,710	
Construction Costs Phase 2	<u>1 un</u>	79,867,793	<u>79,867,793</u>	
<b>Totals</b>			<b>167,400,503</b>	<b>167,400,503</b>

Developers Contingency	5.00%	8,370,025		
CIL Instalment 1 (Phase 1)		986,653		
CIL Instalment 2 (Phase 1)		986,653		
S106 Payment (Phase 1)		532,000		
CII Instalment 1 (Phase 2)		1,094,724		
CIL Instalment 2 (Phase 2)		1,094,724		
S106 Payment (Phase 2)		563,000		
				13,627,779

**PROFESSIONAL FEES**

Professional Fees	12.00%	20,088,060		20,088,060
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**MARKETING & LETTING**

Marketing Resi	3.00%	5,754,456		
Marketing Commercial	1.00%	55,892		
Letting Agent Fee	1.00%	55,892		
Letting Legal Fee	0.50%	27,946		
				5,894,185

**DISPOSAL FEES**

Sales Agent Fee	1.00%	55,892		
Sales Legal Fee	0.50%	1,079,333		
				1,135,224

**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 4  
Base Positon Current CIL @ 35% AH****Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	17,865,864	
Dev Prof on Affordable (Phase 1)	6.00%	564,478	
Dev Prof on Private (Phase 2)	18.00%	18,201,523	
Dev Prof on Affordable (Phase 2)	6.00%	543,251	
			37,175,116

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			8,130,469

**TOTAL COSTS****217,980,977****PROFIT****433,069****Performance Measures**

Profit on Cost%	0.20%
Profit on GDV%	0.20%
Profit on NDV%	0.20%
Development Yield% (on Rent)	0.21%
Equivalent Yield% (Nominal)	5.78%
Equivalent Yield% (True)	6.00%
IRR	8.20%
Rent Cover	0 yrs 12 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths



# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 5

Base Position Current CIL @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 5**  
**Base Positon Current CIL @ 35% AH**

**Summary Appraisal for Merged Phases 1 2**

**Currency in £**

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	172	121,722	725.00	513,072	88,248,450
Affordable Housing Units Phase 1	93	65,542	141.00	99,370	9,241,422
Car Parking Phase 1	43	0	0.00	15,000	645,000
Private Residential Units Phase 2	153	107,942	725.00	511,490	78,257,950
Affordable Housing Units Phase 2	82	58,123	141.00	99,943	8,195,343
Car Parking Phase 2	<u>38</u>	<u>0</u>	0.00	15,000	<u>570,000</u>
<b>Totals</b>	<b>581</b>	<b>353,329</b>			<b>185,158,165</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	172			250	43,000	43,000
Ground Rents Phase 2	153			250	38,250	38,250
Office Phase 2	1	34,445	25.00	861,125	861,125	861,125
Retail Phase 2	<u>1</u>	<u>12,271</u>	20.00	245,420	<u>245,420</u>	<u>245,420</u>
<b>Totals</b>	<b>327</b>	<b>46,716</b>			<b>1,187,795</b>	<b>1,187,795</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	43,000	YP @	5.0000%	20.0000	860,000
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**Ground Rents Phase 2**

Current Rent	38,250	YP @	5.0000%	20.0000	765,000
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**Office Phase 2**

Market Rent	861,125	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	11,680,290

**Retail Phase 2**

Market Rent	245,420	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	3,748,003
					<b>17,053,293</b>

**GROSS DEVELOPMENT VALUE****202,211,458**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 5  
Base Positon Current CIL @ 35% AH**

Purchaser's Costs	5.80%	(989,091)		(989,091)
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<b>NET DEVELOPMENT VALUE</b>				<b>201,222,367</b>
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<b>NET REALISATION</b>				<b>201,222,367</b>
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**OUTLAY****ACQUISITION COSTS**

Residualised Price		(44,245,448)		(44,245,448)
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**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	89,016,000	89,016,000	
Construction Costs Phase 2	<u>1 un</u>	<u>75,933,776</u>	<u>75,933,776</u>	
<b>Totals</b>			<b>164,949,776</b>	<b>164,949,776</b>

Developers Contingency	5.00%	8,247,489		
CIL Instalment 1 (Phase 1)		860,933		
CIL Instalment 2 (Phase 1)		860,933		
S106 Payment		1,130,200		
CII Instalment 1 (Phase 2)		902,777		
CIL Instalment 2 (Phase 2)		902,777		
				12,905,109

**PROFESSIONAL FEES**

Professional Fees	12.00%	19,793,973		19,793,973
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**MARKETING & LETTING**

Marketing Resi	3.00%	4,995,192		
Marketing Commercial	1.00%	154,283		
Letting Agent Fee	1.00%	154,283		
Letting Legal Fee	0.50%	77,141		
				5,380,899

**DISPOSAL FEES**

**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 5****Base Position Current CIL @ 35% AH**

Sales Agent Fee	1.00%	154,283	
Sales Legal Fee	0.50%	996,857	
			1,151,140

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	16,155,621	
Dev Prof on Affordable (Phase 1)	6.00%	554,485	
Dev Prof on Private (Phase 2)	18.00%	17,103,824	
Dev Prof on Affordable (Phase 2)	6.00%	491,721	
			34,305,651

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			6,746,357

**TOTAL COSTS****200,987,457****PROFIT****234,909****Performance Measures**

Profit on Cost%	0.12%
Profit on GDV%	0.12%
Profit on NDV%	0.12%
Development Yield% (on Rent)	0.59%
Equivalent Yield% (Nominal)	6.26%
Equivalent Yield% (True)	6.52%
IRR	9.93%
Rent Cover	0 yrs 2 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 1

Base Position Current CIL & 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 1**  
**Base Position Current CIL & 35% AH**

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	135	95,081	725.00	510,620	68,933,725
Affordable Housing Units	72	51,197	139.00	98,839	7,116,383
Car Parking	<u>34</u>	<u>0</u>	0.00	15,000	<u>510,000</u>
<b>Totals</b>	<b>241</b>	<b>146,278</b>			<b>76,560,108</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground rents	135			250	33,750	33,750
Office	<u>1</u>	<u>13,993</u>	25.00	349,825	<u>349,825</u>	<u>349,825</u>
<b>Totals</b>	<b>136</b>	<b>13,993</b>			<b>383,575</b>	<b>383,575</b>

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	33,750	YP @	5.0000%	20.0000	675,000
<b>Office</b>					
Market Rent	349,825	YP @	6.5000%	15.3846	
(1yr 8mths Unexpired Rent Free)		PV 1yr 8mths @	6.5000%	0.9004	4,845,681
					<b>5,520,681</b>

**GROSS DEVELOPMENT VALUE**

				<b>82,080,789</b>
Purchaser's Costs		5.80%	(320,199)	(320,199)

**NET DEVELOPMENT VALUE**

				<b>81,760,589</b>
Income from Tenants				11,250

**NET REALISATION**

				<b>81,771,839</b>
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 1

Base Position Current CIL &amp; 35% AH

OUTLAY

**ACQUISITION COSTS**

Residualised Price			(6,556,994)	
				(6,556,994)

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs	1 un	57,282,918	57,282,918	<b>57,282,918</b>
Developers Contingency		5.00%	2,926,536	
Demolition			1,247,800	
CIL Instalment 1			541,267	
CIL Instalment 2			541,267	
S106 Payment			453,000	
				5,709,870

**PROFESSIONAL FEES**

Professional Fees		10.00%	5,853,072	
				5,853,072

**MARKETING & LETTING**

Marketing Resi		3.00%	2,068,012	
Marketing Commercial		1.00%	48,457	
Letting Agent Fee		10.00%	67,500	
Letting Legal Fee		5.00%	17,491	
				2,201,460

**DISPOSAL FEES**

Sales Agent Fee		1.00%	48,457	
Sales Legal Fee		0.50%	404,479	
				452,936

**Additional Costs**

Developer Profit on Private		18.00%	13,493,593	
Developer Profit on Affordable		6.00%	426,983	
				13,920,576

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			(683,307)	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 1****Base Position Current CIL & 35% AH**

Construction	3,494,427	
Other	96,882	
Total Finance Cost		2,908,002

**TOTAL COSTS** **81,771,839****PROFIT** **0****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.47%
Equivalent Yield% (Nominal)	6.33%
Equivalent Yield% (True)	6.59%
IRR	6.90%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A



# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 2

Base Position Current CIL & 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 2**  
**Base Position Current CIL & 35% AH**

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	191	135,042	650.00	459,567	87,777,300
Affordable Housing Units	103	72,711	137.00	96,713	9,961,407
Car Parking	<u>48</u>	<u>0</u>	0.00	15,000	<u>720,000</u>
<b>Totals</b>	<b>342</b>	<b>207,753</b>			<b>98,458,707</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground rents	191			250	47,750	47,750
Office	<u>1</u>	<u>50,591</u>	25.00	1,264,775	<u>1,264,775</u>	<u>1,264,775</u>
<b>Totals</b>	<b>192</b>	<b>50,591</b>			<b>1,312,525</b>	<b>1,312,525</b>

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	47,750	YP @	5.0000%	20.0000	955,000
<b>Office</b>					
Market Rent	1,264,775	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	17,155,394
					<b>18,110,394</b>

**GROSS DEVELOPMENT VALUE**

				<b>116,569,101</b>
Purchaser's Costs	5.80%	(1,050,403)		(1,050,403)

**NET DEVELOPMENT VALUE**

				<b>115,518,698</b>
Income from Tenants				23,875

**NET REALISATION**

				<b>115,542,573</b>
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 2

Base Position Current CIL &amp; 35% AH

OUTLAY

**ACQUISITION COSTS**

Residualised Price			(15,266,014)	
				(15,266,014)

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs	1 un	85,477,994	85,477,994	<b>85,477,994</b>
Developers Contingency		5.00%	4,352,227	
Demolition			1,566,550	
CIL Instalment 1			990,963	
CIL Instalment 2			990,963	
S106 Payment			729,000	
				8,629,703

**PROFESSIONAL FEES**

Professional Fees		10.00%	8,704,454	
				8,704,454

**MARKETING & LETTING**

Marketing Resi		3.00%	2,633,319	
Marketing Commercial		1.00%	171,554	
Letting Agent Fee		10.00%	126,478	
Letting Legal Fee		5.00%	63,239	
				2,994,589

**DISPOSAL FEES**

Sales Agent Fee		1.00%	171,554	
Sales Legal Fee		0.50%	574,471	
				746,024

**Additional Costs**

Developer Profit on Private		18.00%	19,189,385	
Developer Profit on Affordable		6.00%	597,684	
				19,787,069

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			(1,766,548)	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 2****Base Position Current CIL & 35% AH**

Construction	6,191,505	
Other	43,807	
Total Finance Cost		4,468,763

**TOTAL COSTS** **115,542,584****PROFIT** **(11)****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	1.14%
Equivalent Yield% (Nominal)	6.43%
Equivalent Yield% (True)	6.70%
IRR	7.77%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 3

Base Position Current CIL & 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 3**  
**Base Position Current CIL & 35% AH**

**Summary Appraisal for Phase 1**

**Currency in £**

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	147	103,808	625.00	441,361	64,880,000
Affordable Housing Units	79	55,897	139.00	98,350	7,769,683
Car Parking	<u>37</u>	<u>0</u>	0.00	15,000	<u>555,000</u>
<b>Totals</b>	<b>263</b>	<b>159,705</b>			<b>73,204,683</b>

**Rental Area Summary**

	<b>Units</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground rents	147	300	44,100	44,100

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	44,100	YP @	5.0000%	20.0000	882,000

**GROSS DEVELOPMENT VALUE**

**74,086,683**

Purchaser's Costs	5.80%	(51,156)	(51,156)
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**NET DEVELOPMENT VALUE**

**74,035,527**

Income from Tenants	18,375
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**NET REALISATION**

**74,053,902**

**OUTLAY****ACQUISITION COSTS**

Residualised Price	(12,453,967)	(12,453,967)
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**CONSTRUCTION COSTS**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 3****Base Position Current CIL & 35% AH**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	57,903,563	57,903,563	<b>57,903,563</b>
Developers Contingency		5.00%	2,933,896	
Demolition			774,350	
CIL Instalment 1			730,206	
CIL Instalment 2			730,206	
S106 Payment			452,000	
				5,620,658

**PROFESSIONAL FEES**

Professional Fees		10.00%	5,867,791	
				5,867,791

**MARKETING & LETTING**

Marketing Resi		3.00%	1,946,400	
				1,946,400

**DISPOSAL FEES**

Sales Legal Fee		0.50%	363,248	
				363,248

**Additional Costs**

Developer Profit on Private		18.00%	11,937,060	
Developer Profit on Affordable		6.00%	466,181	
				12,403,241

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			(1,185,074)	
Construction			3,527,703	
Other			60,340	
Total Finance Cost				2,402,968

**TOTAL COSTS****74,053,902****PROFIT****0****Performance Measures**

**Old Kent Road OA Viability Study - Small Site 3****Base Position Current CIL & 35% AH**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.06%
Equivalent Yield% (Nominal)	5.00%
Equivalent Yield% (True)	5.16%
IRR	8.22%
Profit Erosion (finance rate 7.000%)	N/A



# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 4

Base Position Current CIL & 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 4**  
**Base Position Current CIL & 35% AH**

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	16	11,024	700.00	482,300	7,716,800
Affordable Housing Units	8	5,936	150.00	111,300	890,400
Car Parking	<u>4</u>	<u>0</u>	0.00	15,000	<u>60,000</u>
<b>Totals</b>	<b>28</b>	<b>16,960</b>			<b>8,667,200</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground rents	16			250	4,000	4,000
Retail Unit	<u>1</u>	<u>8,611</u>	20.00	172,220	<u>172,220</u>	<u>172,220</u>
<b>Totals</b>	<b>17</b>	<b>8,611</b>			<b>176,220</b>	<b>176,220</b>

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	4,000	YP @	5.0000%	20.0000	80,000
<b>Retail Unit</b>					
Market Rent	172,220	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,754,198
					<b>2,834,198</b>

**GROSS DEVELOPMENT VALUE**

				<b>11,501,398</b>
Purchaser's Costs		5.80%	(164,383)	(164,383)

**NET DEVELOPMENT VALUE**

				<b>11,337,015</b>
Income from Tenants				333

**NET REALISATION**

				<b>11,337,348</b>
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 4****Base Position Current CIL & 35% AH****OUTLAY****ACQUISITION COSTS**

Residualised Price			(1,839,172)	
				(1,839,172)

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	8,741,925	8,741,925	<b>8,741,925</b>
Developers Contingency		5.00%	446,496	
Demolition			188,000	
CIL Payments			267,847	
S106 Payment			72,000	
				974,343

**PROFESSIONAL FEES**

Professional Fees		10.00%	892,992	
				892,992

**MARKETING & LETTING**

Marketing Resi		3.00%	231,504	
Marketing Commercial		1.00%	27,542	
Letting Agent Fee		10.00%	17,222	
Letting Legal Fee		5.00%	8,611	
				284,879

**DISPOSAL FEES**

Sales Agent Fee		1.00%	27,542	
Sales Legal Fee		0.50%	56,807	
				84,349

**Additional Costs**

Developer Profit on Private		18.00%	1,909,980	
Developer Profit on Affordable		6.00%	53,424	
				1,963,404

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			(117,257)	
Construction			351,549	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 4****Base Position Current CIL & 35% AH**

Other	335	
Total Finance Cost		234,628

**TOTAL COSTS** 11,337,348

**PROFIT** 0

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	1.55%
Equivalent Yield% (Nominal)	5.73%
Equivalent Yield% (True)	5.94%
IRR	6.72%
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 1

Base Position Current CIL @ 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 1  
 Base Positon Current CIL @ 35% AH & Grant

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	231	163,520	865.00	612,315	141,444,800
Affordable Housing Units	125	88,049	145.00	102,137	12,767,105
Hotel	<u>152</u>	<u>0</u>	0.00	150,000	<u>22,800,000</u>
<b>Totals</b>	<b>508</b>	<b>251,569</b>			<b>177,011,905</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents	231			250	57,750	57,750
Office	1	11,840	25.00	296,000	296,000	296,000
Retail	1	7,535	20.00	150,700	150,700	150,700
Health (Community)	<u>1</u>	<u>10,764</u>	17.00	182,988	<u>182,988</u>	<u>182,988</u>
<b>Totals</b>	<b>234</b>	<b>30,139</b>			<b>687,438</b>	<b>687,438</b>

**Investment Valuation**

<b>Ground Rents</b>					
Current Rent	57,750	YP @	5.0000%	20.0000	1,155,000
<b>Office</b>					
Market Rent	296,000	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	4,014,941
<b>Retail</b>					
Market Rent	150,700	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,410,043
<b>Health (Community)</b>					
Market Rent	182,988	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	2,361,831
					<b>9,941,815</b>

**GROSS DEVELOPMENT VALUE****186,953,720**

Purchaser's Costs	5.80%	(576,625)
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 1**  
**Base Positon Current CIL @ 35% AH & Grant**

				(576,625)
<b>NET DEVELOPMENT VALUE</b>				<b>186,377,095</b>
<b>Additional Revenue</b>				
Grant		7,326,480		7,326,480
<b>NET REALISATION</b>				<b>193,703,575</b>
<b>OUTLAY</b>				
<b>ACQUISITION COSTS</b>				
Residualised Price		(17,331,584)		(17,331,584)
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	131,277,836	131,277,836	<b>131,277,836</b>
Developers Contingency		5.00%	6,563,892	
CIL Instalment 1			3,752,461	
CIL Instalment 2			3,752,461	
S106 Payment			916,000	
				14,984,814
<b>PROFESSIONAL FEES</b>				
Professional Fees		12.00%	15,753,340	15,753,340
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	4,243,344	
Marketing Commercial		1.00%	315,868	
Letting Agent Fee		10.00%	878,682	
Letting Legal Fee		5.00%	439,341	
				5,877,234
<b>DISPOSAL FEES</b>				
Sales Agent Fee		1.00%	315,868	
Sales Legal Fee		0.50%	928,994	

**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 1  
Base Positon Current CIL @ 35% AH & Grant**

1,244,862

**Additional Costs**

Developer Profit on Private	18.00%	31,353,591
Developer Profit on Affordable	6.00%	766,026

32,119,617

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)		
Land		(2,724,235)
Construction		12,460,271
Other		41,429
Total Finance Cost		9,777,465

**TOTAL COSTS****193,703,584****PROFIT****(8)****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.35%
Equivalent Yield% (Nominal)	6.28%
Equivalent Yield% (True)	6.54%
IRR	7.26%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A



# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 2

Base Position Current CIL @ 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 2**  
**Base Positon Current CIL @ 35% AH & Grant**

**Summary Appraisal for Merged Phases 1 2**

**Currency in £**

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	231	163,520	725.00	513,212	118,552,000
Affordable Housing Units Phase 1	125	88,049	139.00	97,910	12,238,811
Car Parking Phase 1	58	0	0.00	15,000	870,000
Private Residential Units Phase 2	214	151,119	725.00	511,969	109,561,275
Affordable Housing Units Phase 2	115	81,372	139.00	98,354	11,310,708
Car Parking Phase 2	<u>54</u>	<u>0</u>	0.00	15,000	<u>810,000</u>
<b>Totals</b>	<b>797</b>	<b>484,060</b>			<b>253,342,794</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	231			250	57,750	57,750
Ground Rents Phase 2	214			250	53,500	53,500
Office Phase 2	1	8,611	25.00	215,275	215,275	215,275
Retail Phase 2	1	26,910	20.00	538,200	538,200	538,200
Leisure Phase 2	<u>1</u>	<u>43,056</u>	20.00	861,120	<u>861,120</u>	<u>861,120</u>
<b>Totals</b>	<b>448</b>	<b>78,577</b>			<b>1,725,845</b>	<b>1,725,845</b>

**Investment Valuation**

<b>Ground Rents Phase 1</b>					
Current Rent	57,750	YP @	5.0000%	20.0000	1,155,000
<b>Ground Rents Phase 2</b>					
Current Rent	53,500	YP @	5.0000%	20.0000	1,070,000
<b>Office Phase 2</b>					
Market Rent	215,275	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,919,988
<b>Retail Phase 2</b>					
Market Rent	538,200	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,219,278
<b>Leisure Phase 2</b>					
Market Rent	861,120	YP @	6.5000%	15.3846	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 2****Base Positon Current CIL @ 35% AH & Grant**

(1yr 6mths Rent Free)	PV 1yr 6mths @	6.5000%	0.9099	12,053,853
				<b>25,418,119</b>

**GROSS DEVELOPMENT VALUE****278,760,913**

Purchaser's Costs	5.80%	(1,474,251)		(1,474,251)
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**NET DEVELOPMENT VALUE****277,286,662****Additional Revenue**

Grant (Phase 1)		7,328,000		
Grant (Phase 2)		6,769,300		
			14,097,300	

**NET REALISATION****291,383,962****OUTLAY****ACQUISITION COSTS**

Residualised Price		(59,561,124)		(59,561,124)
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**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs Phase 1	1 un	124,862,531	124,862,531	
Construction Costs Phase 2	<u>1 un</u>	110,646,769	<u>110,646,769</u>	
<b>Totals</b>			<b>235,509,300</b>	<b>235,509,300</b>

Developers Contingency	5.00%	11,775,465		
CIL Instalment 1 (Phase 1)		1,244,261		
CIL Instalment 2 (Phase 1)		1,244,261		
S106 Payment		1,589,000		
CIL Instalment 1 (Phase 2)		1,687,375		
CIL Instalment 2 (Phase 2)		1,687,375		
				19,227,737

**PROFESSIONAL FEES**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 2****Base Positon Current CIL @ 35% AH & Grant**

Professional Fees	12.00%	28,261,116	
			28,261,116

**MARKETING & LETTING**

Marketing Resi	3.00%	6,843,398	
Marketing Commercial	1.00%	231,931	
Letting Agent Fee	1.00%	231,931	
Letting Legal Fee	0.50%	115,966	
			7,423,226

**DISPOSAL FEES**

Sales Agent Fee	1.00%	231,931	
Sales Legal Fee	0.50%	1,258,314	
			1,490,245

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	21,547,260	
Dev Prof on Affordable (Phase 1)	6.00%	734,329	
Dev Prof on Private (Phase 2)	18.00%	24,088,391	
Dev Prof on Affordable (Phase 2)	6.00%	678,642	
			47,048,622

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			11,017,315

**TOTAL COSTS****290,416,437****PROFIT****967,525****Performance Measures**

Profit on Cost%	0.33%
Profit on GDV%	0.35%
Profit on NDV%	0.35%
Development Yield% (on Rent)	0.59%
Equivalent Yield% (Nominal)	6.22%
Equivalent Yield% (True)	6.47%
IRR	9.70%

**Old Kent Road OA Viability Study - Large Site 2  
Base Position Current CIL @ 35% AH & Grant**

Rent Cover	0 yrs 7 mths
Profit Erosion (finance rate 7.000%)	0 yrs 1 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 3

Current CIL @ 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 3**  
**Current CIL @ 35% AH & Grant**

**Summary Appraisal for Merged Phases 1 2**

**Currency in £**

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	232	163,980	725.00	512,437	118,885,500
Affordable Housing Units Phase 1	125	88,297	139.00	98,186	12,273,283
Car Parking Phase 1	58	0	0.00	15,000	870,000
Private Residential Units Phase 2	198	139,635	725.00	511,290	101,235,375
Affordable Housing Units Phase 2	106	75,188	139.00	98,596	10,451,132
Car Parking Phase 2	<u>50</u>	<u>0</u>	0.00	15,000	<u>750,000</u>
<b>Totals</b>	<b>769</b>	<b>467,100</b>			<b>244,465,290</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	232			250	58,000	58,000
Ground Rents Phase 2	198			250	49,500	49,500
Office Phase 2	1	26,910	25.00	672,750	672,750	672,750
Retail Phase 2	<u>1</u>	<u>29,063</u>	20.00	581,260	<u>581,260</u>	<u>581,260</u>
<b>Totals</b>	<b>432</b>	<b>55,973</b>			<b>1,361,510</b>	<b>1,361,510</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	58,000	YP @	5.0000%	20.0000	1,160,000
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**Ground Rents Phase 2**

Current Rent	49,500	YP @	5.0000%	20.0000	990,000
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**Office Phase 2**

Market Rent	672,750	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	9,125,174

**Retail Phase 2**

Market Rent	581,260	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,876,881
					<b>20,152,054</b>

**GROSS DEVELOPMENT VALUE****264,617,344**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 3  
Current CIL @ 35% AH & Grant**

Purchaser's Costs	5.80%	(1,168,819)		(1,168,819)
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<b>NET DEVELOPMENT VALUE</b>				<b>263,448,525</b>
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**Additional Revenue**

Grant (Phase 1)		7,328,000		
Grant (Phase 2)		6,275,380		
				13,603,380

<b>NET REALISATION</b>				<b>277,051,905</b>
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**OUTLAY****ACQUISITION COSTS**

Residualised Price		(18,334,330)		(18,334,330)
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**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs Phase 1	1 un	104,550,381	104,550,381	
Construction Costs Phase 2	<u>1 un</u>	86,526,864	<u>86,526,864</u>	
<b>Totals</b>			<b>191,077,245</b>	<b>191,077,245</b>

Developers Contingency	5.00%	9,553,862		
CIL Instalment 1 (Phase 1)		1,228,647		
CIL Instalment 2 (Phase 1)		1,228,647		
S106 Payment (Phase 1)		714,000		
CIL Instalment 1 (Phase 2)		1,307,034		
CIL Instalment 2 (Phase 2)		1,307,034		
S106 Payment (Phase 2)		764,000		
				16,103,224

**PROFESSIONAL FEES**

Professional Fees	12.00%	22,929,269		22,929,269
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**MARKETING & LETTING**



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 3****Current CIL @ 35% AH & Grant**

Marketing Resi	3.00%	6,603,626	
Marketing Commercial	1.00%	180,021	
Letting Agent Fee	1.00%	180,021	
Letting Legal Fee	0.50%	90,010	
			7,053,678

**DISPOSAL FEES**

Sales Agent Fee	1.00%	180,021	
Sales Legal Fee	0.50%	1,214,226	
			1,394,247

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	21,764,790	
Dev Prof on Affordable (Phase 1)	6.00%	736,397	
Dev Prof on Private (Phase 2)	18.00%	21,775,937	
Dev Prof on Affordable (Phase 2)	6.00%	627,068	
			44,904,192

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			11,566,737

**TOTAL COSTS****276,694,262****PROFIT****357,643****Performance Measures**

Profit on Cost%	0.13%
Profit on GDV%	0.14%
Profit on NDV%	0.14%
Development Yield% (on Rent)	0.49%
Equivalent Yield% (Nominal)	6.14%
Equivalent Yield% (True)	6.38%

IRR 7.19%

Rent Cover 0 yrs 3 mths

Profit Erosion (finance rate 7.000%) 0 yrs 0 mths

**Old Kent Road OA Viability Study - Large Site 3**  
**Current CIL @ 35% AH & Grant**

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 4

Current CIL @ 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 4  
 Current CIL @ 35% AH & Grant

Summary Appraisal for Merged Phases 1 2

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units Phase 1	173	122,181	800.00	564,999	97,744,800
Affordable Housing Units Phase 1	93	65,790	143.00	101,161	9,407,970
Car Parking Phase 1	43	0	0.00	15,000	645,000
Private Residential Units Phase 2	166	117,588	800.00	566,689	94,070,400
Affordable Housing Units Phase 2	90	63,316	143.00	100,602	9,054,188
Car Parking Phase 2	<u>42</u>	<u>0</u>	0.00	15,000	<u>630,000</u>
<b>Totals</b>	<b>607</b>	<b>368,875</b>			<b>211,552,358</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents Phase 1	173			250	43,250	43,250
Ground Rents Phase 2	166			250	41,500	41,500
Retail Phase 2	<u>1</u>	<u>18,299</u>	20.00	365,980	<u>365,980</u>	<u>365,980</u>
<b>Totals</b>	<b>340</b>	<b>18,299</b>			<b>450,730</b>	<b>450,730</b>

**Investment Valuation**

<b>Ground Rents Phase 1</b>						
Current Rent	43,250	YP @	5.0000%	20.0000	865,000	
<b>Ground Rents Phase 2</b>						
Current Rent	41,500	YP @	5.0000%	20.0000	830,000	
<b>Retail Phase 2</b>						
Market Rent	365,980	YP @	6.0000%	16.6667		
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	5,589,170	
					<b>7,284,170</b>	

**GROSS DEVELOPMENT VALUE**

				<b>218,836,528</b>	
Purchaser's Costs		5.80%	(422,482)		
				(422,482)	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 4****Current CIL @ 35% AH & Grant****NET DEVELOPMENT VALUE****218,414,046****Additional Revenue**

Grant (Phase 1)	5,464,000	
Grant (Phase 2)	5,278,760	
		10,742,760

**NET REALISATION****229,156,806****OUTLAY****ACQUISITION COSTS**

Residualised Price	(25,271,607)	
		(25,271,607)

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	87,532,710	87,532,710	
Construction Costs Phase 2	<u>1 un</u>	<u>79,867,739</u>	<u>79,867,739</u>	
<b>Totals</b>			<b>167,400,449</b>	<b>167,400,449</b>

Developers Contingency	5.00%	8,370,022	
CIL Instalment 1 (Phase 1)		986,653	
CIL Instalment 2 (Phase 1)		986,653	
S106 Payment (Phase 1)		532,000	
CII Instalment 1 (Phase 2)		1,094,724	
CIL Instalment 2 (Phase 2)		1,094,724	
S106 Payment (Phase 2)		563,000	
			13,627,776

**PROFESSIONAL FEES**

Professional Fees	12.00%	20,088,054	
			20,088,054

**MARKETING & LETTING**

Marketing Resi	3.00%	5,754,456	
Marketing Commercial	1.00%	55,892	
Letting Agent Fee	1.00%	55,892	
Letting Legal Fee	0.50%	27,946	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 4  
Current CIL @ 35% AH & Grant**

			5,894,185
<b>DISPOSAL FEES</b>			
Sales Agent Fee	1.00%	55,892	
Sales Legal Fee	0.50%	1,079,333	
			1,135,224

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	17,865,864	
Dev Prof on Affordable (Phase 1)	6.00%	564,478	
Dev Prof on Private (Phase 2)	18.00%	18,201,523	
Dev Prof on Affordable (Phase 2)	6.00%	543,251	
			37,175,116

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			8,737,450

**TOTAL COSTS****228,786,649****PROFIT****370,157****Performance Measures**

Profit on Cost%	0.16%
Profit on GDV%	0.17%
Profit on NDV%	0.17%
Development Yield% (on Rent)	0.20%
Equivalent Yield% (Nominal)	5.78%
Equivalent Yield% (True)	6.00%
IRR	7.45%
Rent Cover	0 yrs 10 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 5

Current CIL @ 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 5**  
**Current CIL @ 35% AH & Grant**

**Summary Appraisal for Merged Phases 1 2**

**Currency in £**

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	172	121,722	725.00	513,072	88,248,450
Affordable Housing Units Phase 1	93	65,542	141.00	99,370	9,241,422
Car Parking Phase 1	43	0	0.00	15,000	645,000
Private Residential Units Phase 2	153	107,942	725.00	511,490	78,257,950
Affordable Housing Units Phase 2	82	58,123	141.00	99,943	8,195,343
Car Parking Phase 2	<u>38</u>	<u>0</u>	0.00	15,000	<u>570,000</u>
<b>Totals</b>	<b>581</b>	<b>353,329</b>			<b>185,158,165</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	172			250	43,000	43,000
Ground Rents Phase 2	153			250	38,250	38,250
Office Phase 2	1	34,445	25.00	861,125	861,125	861,125
Retail Phase 2	<u>1</u>	<u>12,271</u>	20.00	245,420	<u>245,420</u>	<u>245,420</u>
<b>Totals</b>	<b>327</b>	<b>46,716</b>			<b>1,187,795</b>	<b>1,187,795</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	43,000	YP @	5.0000%	20.0000	860,000
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**Ground Rents Phase 2**

Current Rent	38,250	YP @	5.0000%	20.0000	765,000
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**Office Phase 2**

Market Rent	861,125	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	11,680,290

**Retail Phase 2**

Market Rent	245,420	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	3,748,003
					<b>17,053,293</b>

**GROSS DEVELOPMENT VALUE****202,211,458**



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 5  
Current CIL @ 35% AH & Grant**

Purchaser's Costs	5.80%	(989,091)		(989,091)
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<b>NET DEVELOPMENT VALUE</b>				<b>201,222,367</b>
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**Additional Revenue**

Grant (Phase 1)		5,464,000		
Grant (Phase 2)		4,826,000		
				10,290,000

<b>NET REALISATION</b>				<b>211,512,367</b>
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**OUTLAY****ACQUISITION COSTS**

Residualised Price		(34,445,462)		(34,445,462)
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**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	89,016,000	89,016,000	
Construction Costs Phase 2	<u>1 un</u>	75,933,776	<u>75,933,776</u>	
<b>Totals</b>			<b>164,949,776</b>	<b>164,949,776</b>

Developers Contingency	5.00%	8,247,489		
CIL Instalment 1 (Phase 1)		860,933		
CIL Instalment 2 (Phase 1)		860,933		
S106 Payment (Phase 1)		530,000		
CIL Instalment 1 (Phase 2)		902,777		
CIL Instalment 2 (Phase 2)		902,777		
S106 Payment (Phase 2)		600,200		
				12,905,109

**PROFESSIONAL FEES**

Professional Fees	12.00%	19,793,973		19,793,973
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**MARKETING & LETTING**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 5****Current CIL @ 35% AH & Grant**

Marketing Resi	3.00%	4,995,192	
Marketing Commercial	1.00%	154,283	
Letting Agent Fee	1.00%	154,283	
Letting Legal Fee	0.50%	77,141	
			5,380,899

**DISPOSAL FEES**

Sales Agent Fee	1.00%	154,283	
Sales Legal Fee	0.50%	996,857	
			1,151,140

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	16,155,621	
Dev Prof on Affordable (Phase 1)	6.00%	554,485	
Dev Prof on Private (Phase 2)	18.00%	17,103,824	
Dev Prof on Affordable (Phase 2)	6.00%	491,721	
			34,305,651

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			7,280,944

**TOTAL COSTS****211,322,030****PROFIT****190,337****Performance Measures**

Profit on Cost%	0.09%
Profit on GDV%	0.09%
Profit on NDV%	0.09%
Development Yield% (on Rent)	0.56%
Equivalent Yield% (Nominal)	6.26%
Equivalent Yield% (True)	6.52%
IRR	8.45%
Rent Cover	0 yrs 2 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

**Old Kent Road OA Viability Study - Large Site 5**  
**Current CIL @ 35% AH & Grant**

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 1

Base Position Current CIL & 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 1**  
**Base Position Current CIL & 35% AH & Grant**

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	135	95,081	725.00	510,620	68,933,725
Affordable Housing Units	72	51,197	139.00	98,839	7,116,383
Car Parking	<u>34</u>	<u>0</u>	0.00	15,000	<u>510,000</u>
<b>Totals</b>	<b>241</b>	<b>146,278</b>			<b>76,560,108</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground rents	135			250	33,750	33,750
Office	<u>1</u>	<u>13,993</u>	25.00	349,825	<u>349,825</u>	<u>349,825</u>
<b>Totals</b>	<b>136</b>	<b>13,993</b>			<b>383,575</b>	<b>383,575</b>

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	33,750	YP @	5.0000%	20.0000	675,000
<b>Office</b>					
Market Rent	349,825	YP @	6.5000%	15.3846	
(1yr 8mths Unexpired Rent Free)		PV 1yr 8mths @	6.5000%	0.9004	4,845,681
					<b>5,520,681</b>

**GROSS DEVELOPMENT VALUE**

				<b>82,080,789</b>
Purchaser's Costs		5.80%	(320,199)	(320,199)

**NET DEVELOPMENT VALUE**

				<b>81,760,589</b>
Income from Tenants				11,250

**Additional Revenue**

Grant			4,260,060	
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 1**  
**Base Position Current CIL & 35% AH & Grant**

				4,260,060
<b>NET REALISATION</b>				<b>86,031,899</b>
<b>OUTLAY</b>				
<b>ACQUISITION COSTS</b>				
Residualised Price			(2,552,601)	(2,552,601)
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	57,282,918	57,282,918	<b>57,282,918</b>
Developers Contingency		5.00%	2,926,536	
Demolition			1,247,800	
CIL Instalment 1			541,267	
CIL Instalment 2			541,267	
S106 Payment			453,000	
				5,709,870
<b>PROFESSIONAL FEES</b>				
Professional Fees		10.00%	5,853,072	5,853,072
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	2,068,012	
Marketing Commercial		1.00%	48,457	
Letting Agent Fee		10.00%	67,500	
Letting Legal Fee		5.00%	17,491	
				2,201,460
<b>DISPOSAL FEES</b>				
Sales Agent Fee		1.00%	48,457	
Sales Legal Fee		0.50%	404,479	
				452,936
<b>Additional Costs</b>				
Developer Profit on Private		18.00%	13,493,593	
Developer Profit on Affordable		6.00%	426,983	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 1  
Base Position Current CIL & 35% AH & Grant**

		13,920,576
<b>FINANCE</b>		
Debit Rate 7.000% Credit Rate 0.000% (Nominal)		
Land	(302,518)	
Construction	3,369,305	
Other	96,882	
Total Finance Cost		3,163,669
<b>TOTAL COSTS</b>		<b>86,031,899</b>
<b>PROFIT</b>		<b>0</b>

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.45%
Equivalent Yield% (Nominal)	6.33%
Equivalent Yield% (True)	6.59%
IRR	6.49%
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 2

Base Position Current CIL & 35% AH & Grant

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 2**  
**Base Position Current CIL & 35% AH & Grant**

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	191	135,042	650.00	459,567	87,777,300
Affordable Housing Units	103	72,711	137.00	96,713	9,961,407
Car Parking	<u>48</u>	<u>0</u>	0.00	15,000	<u>720,000</u>
<b>Totals</b>	<b>342</b>	<b>207,753</b>			<b>98,458,707</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground rents	191			250	47,750	47,750
Office	<u>1</u>	<u>50,591</u>	25.00	1,264,775	<u>1,264,775</u>	<u>1,264,775</u>
<b>Totals</b>	<b>192</b>	<b>50,591</b>			<b>1,312,525</b>	<b>1,312,525</b>

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	47,750	YP @	5.0000%	20.0000	955,000
<b>Office</b>					
Market Rent	1,264,775	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	17,155,394
					<b>18,110,394</b>

**GROSS DEVELOPMENT VALUE**

				<b>116,569,101</b>
Purchaser's Costs	5.80%	(1,050,403)		(1,050,403)

**NET DEVELOPMENT VALUE**

				<b>115,518,698</b>
Income from Tenants				23,875

**Additional Revenue**

Grant			6,050,520	
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 2**  
**Base Position Current CIL & 35% AH & Grant**

				6,050,520
<b>NET REALISATION</b>				<b>121,593,093</b>
<b>OUTLAY</b>				
<b>ACQUISITION COSTS</b>				
Residualised Price			(9,645,647)	(9,645,647)
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	85,477,994	85,477,994	<b>85,477,994</b>
Developers Contingency		5.00%	4,352,227	
Demolition			1,566,550	
CIL Instalment 1			990,963	
CIL Instalment 2			990,963	
S106 Payment			729,000	
				8,629,703
<b>PROFESSIONAL FEES</b>				
Professional Fees		10.00%	8,704,454	
				8,704,454
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	2,633,319	
Marketing Commercial		1.00%	171,554	
Letting Agent Fee		10.00%	126,478	
Letting Legal Fee		5.00%	63,239	
				2,994,589
<b>DISPOSAL FEES</b>				
Sales Agent Fee		1.00%	171,554	
Sales Legal Fee		0.50%	574,471	
				746,024
<b>Additional Costs</b>				
Developer Profit on Private		18.00%	19,189,385	
Developer Profit on Affordable		6.00%	597,684	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 2  
Base Position Current CIL & 35% AH & Grant**

		19,787,069
<b>FINANCE</b>		
Debit Rate 7.000% Credit Rate 0.000% (Nominal)		
Land	(1,194,609)	
Construction	6,049,708	
Other	43,806	
Total Finance Cost		4,898,905
<b>TOTAL COSTS</b>		<b>121,593,093</b>
<b>PROFIT</b>		<b>0</b>

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	1.08%
Equivalent Yield% (Nominal)	6.43%
Equivalent Yield% (True)	6.70%
IRR	7.12%
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 3

Base Position Current CIL & 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 3**  
**Base Position Current CIL & 35% AH & Grant**

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	147	103,808	625.00	441,361	64,880,000
Affordable Housing Units	79	55,897	139.00	98,350	7,769,683
Car Parking	<u>37</u>	<u>0</u>	0.00	15,000	<u>555,000</u>
<b>Totals</b>	<b>263</b>	<b>159,705</b>			<b>73,204,683</b>

**Rental Area Summary**

	<b>Units</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>	
Ground rents	147	300	44,100	44,100	

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	44,100	YP @	5.0000%	20.0000	882,000

**GROSS DEVELOPMENT VALUE**

				<b>74,086,683</b>	
Purchaser's Costs		5.80%	(51,156)	(51,156)	

**NET DEVELOPMENT VALUE**

				<b>74,035,527</b>	
Income from Tenants				18,375	

**Additional Revenue**

Grant			4,651,080	4,651,080	
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**NET REALISATION**

				<b>78,704,982</b>	
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**OUTLAY**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 3****Base Position Current CIL & 35% AH & Grant****ACQUISITION COSTS**

Residualised Price			(8,054,833)	
				(8,054,833)

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	57,903,563	57,903,563	<b>57,903,563</b>
Developers Contingency		5.00%	2,933,896	
Demolition			774,350	
CIL Instalment 1			730,206	
CIL Instalment 2			730,206	
S106 Payment			452,000	
				5,620,658

**PROFESSIONAL FEES**

Professional Fees		10.00%	5,867,791	
				5,867,791

**MARKETING & LETTING**

Marketing Resi		3.00%	1,946,400	
				1,946,400

**DISPOSAL FEES**

Sales Legal Fee		0.50%	363,248	
				363,248

**Additional Costs**

Developer Profit on Private		18.00%	11,937,060	
Developer Profit on Affordable		6.00%	466,181	
				12,403,241

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			(824,123)	
Construction			3,418,703	
Other			60,340	
Total Finance Cost				2,654,919

**TOTAL COSTS****78,704,987**

**Old Kent Road OA Viability Study - Small Site 3**  
**Base Position Current CIL & 35% AH & Grant**  
**PROFIT**

(5)

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.06%
Equivalent Yield% (Nominal)	5.00%
Equivalent Yield% (True)	5.16%
IRR	7.19%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 4

Base Position Current CIL & 35% AH & Grant

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 4  
Base Position Current CIL & 35% AH & Grant****Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	16	11,024	700.00	482,300	7,716,800
Affordable Housing Units	8	5,936	150.00	111,300	890,400
Car Parking	<u>4</u>	<u>0</u>	0.00	15,000	<u>60,000</u>
<b>Totals</b>	<b>28</b>	<b>16,960</b>			<b>8,667,200</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground rents	16			250	4,000	4,000
Retail Unit	<u>1</u>	<u>8,611</u>	20.00	172,220	<u>172,220</u>	<u>172,220</u>
<b>Totals</b>	<b>17</b>	<b>8,611</b>			<b>176,220</b>	<b>176,220</b>

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	4,000	YP @	5.0000%	20.0000	80,000
<b>Retail Unit</b>					
Market Rent	172,220	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,754,198
					<b>2,834,198</b>

**GROSS DEVELOPMENT VALUE**

				<b>11,501,398</b>
Purchaser's Costs		5.80%	(164,383)	(164,383)

**NET DEVELOPMENT VALUE**

				<b>11,337,015</b>
Income from Tenants				333

**Additional Revenue**

Grant			493,920	
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 4**  
**Base Position Current CIL & 35% AH & Grant**

				493,920
<b>NET REALISATION</b>				<b>11,831,268</b>
<b>OUTLAY</b>				
<b>ACQUISITION COSTS</b>				
Residualised Price			(1,362,096)	(1,362,096)
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	8,741,925	8,741,925	<b>8,741,925</b>
Developers Contingency		5.00%	446,496	
Demolition			188,000	
CIL Payments			267,847	
S106 Payment			72,000	
				974,343
<b>PROFESSIONAL FEES</b>				
Professional Fees		10.00%	892,992	
				892,992
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	231,504	
Marketing Commercial		1.00%	27,542	
Letting Agent Fee		10.00%	17,222	
Letting Legal Fee		5.00%	8,611	
				284,879
<b>DISPOSAL FEES</b>				
Sales Agent Fee		1.00%	27,542	
Sales Legal Fee		0.50%	56,807	
				84,349
<b>Additional Costs</b>				
Developer Profit on Private		18.00%	1,909,980	
Developer Profit on Affordable		6.00%	53,424	
				1,963,404

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 4****Base Position Current CIL & 35% AH & Grant****FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)		
Land	(91,770)	
Construction	342,906	
Other	335	
Total Finance Cost		251,471

**TOTAL COSTS** **11,831,268****PROFIT** **0****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	1.49%
Equivalent Yield% (Nominal)	5.73%
Equivalent Yield% (True)	5.94%
IRR	6.32%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 2

Base Position Current CIL @ 0% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 2  
 Base Positon Current CIL @ 0% AH

Summary Appraisal for Merged Phases 1 2

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units Phase 1	356	251,570	725.00	512,327	182,388,250
Car Parking Phase 1	89	0	0.00	15,000	1,335,000
Private Residential Units Phase 2	329	232,490	725.00	512,326	168,555,250
Car Parking Phase 2	<u>82</u>	<u>0</u>	0.00	15,000	<u>1,230,000</u>
<b>Totals</b>	<b>856</b>	<b>484,060</b>			<b>353,508,500</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents Phase 1	356			250	89,000	89,000
Ground Rents Phase 2	329			250	82,250	82,250
Office Phase 2	1	8,611	25.00	215,275	215,275	215,275
Retail Phase 2	1	26,910	20.00	538,200	538,200	538,200
Leisure Phase 2	<u>1</u>	<u>43,056</u>	20.00	861,120	<u>861,120</u>	<u>861,120</u>
<b>Totals</b>	<b>688</b>	<b>78,577</b>			<b>1,785,845</b>	<b>1,785,845</b>

**Investment Valuation**

<b>Ground Rents Phase 1</b>						
Current Rent	89,000	YP @	5.0000%	20.0000	1,780,000	
<b>Ground Rents Phase 2</b>						
Current Rent	82,250	YP @	5.0000%	20.0000	1,645,000	
<b>Office Phase 2</b>						
Market Rent	215,275	YP @	6.5000%	15.3846		
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,919,988	
<b>Retail Phase 2</b>						
Market Rent	538,200	YP @	6.0000%	16.6667		
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,219,278	
<b>Leisure Phase 2</b>						
Market Rent	861,120	YP @	6.5000%	15.3846		
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.5000%	0.9099	12,053,853	
					<b>26,618,119</b>	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 2****Base Positon Current CIL @ 0% AH****GROSS DEVELOPMENT VALUE 380,126,619**

Purchaser's Costs	5.80%	(1,543,851)	
			(1,543,851)

**NET DEVELOPMENT VALUE 378,582,768****NET REALISATION 378,582,768****OUTLAY****ACQUISITION COSTS**

Residualised Price		(7,387,694)	
Stamp Duty	4.00%	242,808	
Agent Fee	1.00%	60,702	
Legal Fee	0.50%	30,351	
			(7,053,833)

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs Phase 1	1 un	124,862,531	124,862,531	
Construction Costs Phase 2	<u>1 un</u>	110,646,769	<u>110,646,769</u>	
<b>Totals</b>			<b>235,509,300</b>	<b>235,509,300</b>

Developers Contingency	5.00%	11,775,465	
CIL Instalment 1 (Phase 1)		1,728,140	
CIL Instalment 2 (Phase 1)		1,728,140	
S106 Payment (Phase 1)		712,000	
CIL Instalment 1 (Phase 2)		2,134,556	
CIL Instalment 2 (Phase 2)		2,134,556	
S106 Payment (Phase 2)		877,000	
			21,089,857

**PROFESSIONAL FEES**

Professional Fees	12.00%	28,261,116	
			28,261,116

**MARKETING & LETTING**

File: G:\Development &amp; Residential Consulting\Jobs\Affordable Housing\160468 - LB Southwark - Old Kent Road Viability\E - Deliverables\Specific Site Appraisals\Site Specific Appraisals @ 0% AH increased CIL

ARGUS Developer Version: 6.00.002

Date: 30/06/2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 2****Base Position Current CIL @ 0% AH**

Marketing Resi	3.00%	10,528,305	
Marketing Commercial	1.00%	231,931	
Letting Agent Fee	1.00%	231,931	
Letting Legal Fee	0.50%	115,966	
			11,108,133

**DISPOSAL FEES**

Sales Agent Fee	1.00%	231,931	
Sales Legal Fee	0.50%	1,754,718	
			1,986,649

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	33,150,285	
Dev Prof on Private (Phase 2)	18.00%	34,810,806	
			67,961,091

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			18,938,663

**TOTAL COSTS****377,800,976****PROFIT****781,791****Performance Measures**

Profit on Cost%	0.21%
Profit on GDV%	0.21%
Profit on NDV%	0.21%
Development Yield% (on Rent)	0.47%
Equivalent Yield% (Nominal)	6.17%
Equivalent Yield% (True)	6.41%
IRR	7.14%
Rent Cover	0 yrs 5 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 3

Current CIL @ 0% AH

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 3  
 Current CIL @ 0% AH

**Summary Appraisal for Merged Phases 1 2**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units Phase 1	357	252,276	725.00	512,325	182,900,100
Car Parking Phase 1	89	0	0.00	15,000	1,335,000
Private Residential Units Phase 2	304	214,824	725.00	512,327	155,747,400
Car Parking Phase 2	<u>76</u>	<u>0</u>	0.00	15,000	<u>1,140,000</u>
<b>Totals</b>	<b>826</b>	<b>467,100</b>			<b>341,122,500</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents Phase 1	357			250	89,250	89,250
Ground Rents Phase 2	304			250	76,000	76,000
Office Phase 2	1	26,910	25.00	672,750	672,750	672,750
Retail Phase 2	<u>1</u>	<u>29,063</u>	20.00	581,260	<u>581,260</u>	<u>581,260</u>
<b>Totals</b>	<b>663</b>	<b>55,973</b>			<b>1,419,260</b>	<b>1,419,260</b>

**Investment Valuation**

<b>Ground Rents Phase 1</b>					
Current Rent	89,250	YP @	5.0000%	20.0000	1,785,000
<b>Ground Rents Phase 2</b>					
Current Rent	76,000	YP @	5.0000%	20.0000	1,520,000
<b>Office Phase 2</b>					
Market Rent	672,750	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	9,125,174
<b>Retail Phase 2</b>					
Market Rent	581,260	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,876,881
					<b>21,307,054</b>

**GROSS DEVELOPMENT VALUE****362,429,554**

Purchaser's Costs 5.80% (1,235,809)

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 3****Current CIL @ 0% AH**

(1,235,809)

**NET DEVELOPMENT VALUE****361,193,745****NET REALISATION****361,193,745****OUTLAY****ACQUISITION COSTS**

Residualised Price		29,360,893	
Stamp Duty	4.00%	1,174,436	
Agent Fee	1.00%	293,609	
Legal Fee	0.50%	146,804	
			30,975,742

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	104,864,032	104,864,032	
Construction Costs Phase 2	<u>1 un</u>	86,526,864	<u>86,526,864</u>	
<b>Totals</b>			<b>191,390,896</b>	<b>191,390,896</b>

Developers Contingency	5.00%	9,569,545	
CIL Instalment 1 (Phase 1)		1,706,454	
CIL Instalment 2 (Phase 1)		1,706,454	
S106 Payment (Phase 1)		714,000	
CII Instalment 1 (Phase 2)		1,713,906	
CIL Instalment 2 (Phase 2)		1,713,906	
S106 Payment (Phase 2)		764,000	
			17,888,265

**PROFESSIONAL FEES**

Professional Fees	12.00%	22,966,908	
			22,966,908

**MARKETING & LETTING**

Marketing Resi	3.00%	10,159,425	
Marketing Commercial	1.00%	180,021	
Letting Agent Fee	1.00%	180,021	
Letting Legal Fee	0.50%	90,010	

**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 3****Current CIL @ 0% AH**

			10,609,476
<b>DISPOSAL FEES</b>			
Sales Agent Fee	1.00%	180,021	
Sales Legal Fee	0.50%	1,693,238	
			1,873,258
<b>Additional Costs</b>			
Dev Prof on Private (Phase 1)	18.00%	33,483,618	
Dev Prof on Private (Phase 2)	18.00%	31,753,702	
			65,237,320
<b>FINANCE</b>			
Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			19,465,584
<b>TOTAL COSTS</b>			<b>360,407,448</b>
<b>PROFIT</b>			<b>786,297</b>

**Performance Measures**

Profit on Cost%	0.22%
Profit on GDV%	0.22%
Profit on NDV%	0.22%
Development Yield% (on Rent)	0.39%
Equivalent Yield% (Nominal)	6.08%
Equivalent Yield% (True)	6.32%
 IRR	 6.93%
Rent Cover	0 yrs 7 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 4

Current CIL @ 0% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 4

Current CIL @ 0% AH

Summary Appraisal for Merged Phases 1 2

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	266	187,971	800.00	565,326	150,376,800
Car Parking Phase 1	67	0	0.00	15,000	1,005,000
Private Residential Units Phase 2	256	180,904	800.00	565,325	144,723,200
Car Parking Phase 2	<u>64</u>	<u>0</u>	0.00	15,000	<u>960,000</u>
<b>Totals</b>	<b>653</b>	<b>368,875</b>			<b>297,065,000</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	266			250	66,500	66,500
Ground Rents Phase 2	256			250	64,000	64,000
Retail Phase 2	<u>1</u>	<u>18,299</u>	20.00	365,980	<u>365,980</u>	<u>365,980</u>
<b>Totals</b>	<b>523</b>	<b>18,299</b>			<b>496,480</b>	<b>496,480</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	66,500	YP @	5.0000%	20.0000	1,330,000
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**Ground Rents Phase 2**

Current Rent	64,000	YP @	5.0000%	20.0000	1,280,000
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**Retail Phase 2**

Market Rent	365,980	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	5,589,170
					<b>8,199,170</b>

**GROSS DEVELOPMENT VALUE****305,264,170**

Purchaser's Costs

5.80% (475,552)

(475,552)

**NET DEVELOPMENT VALUE****304,788,618**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 4****Current CIL @ 0% AH****NET REALISATION** **304,788,618****OUTLAY****ACQUISITION COSTS**

Residualised Price		19,346,984	
Stamp Duty	4.00%	773,879	
Agent Fee	1.00%	193,470	
Legal Fee	0.50%	96,735	
			20,411,068

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	87,532,710	87,532,710	
Construction Costs Phase 2	<u>1 un</u>	79,867,793	<u>79,867,793</u>	
<b>Totals</b>			<b>167,400,503</b>	<b>167,400,503</b>

Developers Contingency	5.00%	8,370,025	
CIL Instalment 1 (Phase 1)		1,370,351	
CIL Instalment 2 (Phase 1)		1,370,351	
S106 Payment (Phase 1)		532,000	
CIL Instalment 1 (Phase 2)		1,463,997	
CIL Instalment 2 (Phase 2)		1,463,997	
S106 Payment (Phase 2)		563,000	
			15,133,721

**PROFESSIONAL FEES**

Professional Fees	12.00%	20,088,060	
			20,088,060

**MARKETING & LETTING**

Marketing Resi	3.00%	8,853,000	
Marketing Commercial	1.00%	55,892	
Letting Agent Fee	1.00%	55,892	
Letting Legal Fee	0.50%	27,946	
			8,992,729

**DISPOSAL FEES**

Sales Agent Fee	1.00%	55,892	
Sales Legal Fee	0.50%	1,503,446	

**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 4****Current CIL @ 0% AH**

1,559,338

**Additional Costs**

Dev Prof on Private (Phase 1)

18.00% 27,488,124

Dev Prof on Private (Phase 2)

18.00% 27,459,427

54,947,551

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)

Total Finance Cost

15,755,503

**TOTAL COSTS****304,288,472****PROFIT****500,145****Performance Measures**

Profit on Cost%

0.16%

Profit on GDV%

0.16%

Profit on NDV%

0.16%

Development Yield% (on Rent)

0.16%

Equivalent Yield% (Nominal)

5.70%

Equivalent Yield% (True)

5.91%

IRR

6.83%

Rent Cover

1 yr

Profit Erosion (finance rate 7.000%)

0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 5

Current CIL @ 0% AH

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 5

Current CIL @ 0% AH

Summary Appraisal for Merged Phases 1 2

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	265	180,904	725.00	494,926	131,155,400
Car Parking Phase 1	66	0	0.00	15,000	990,000
Private Residential Units Phase 2	235	166,064	725.00	512,325	120,396,400
Car Parking Phase 2	<u>59</u>	<u>0</u>	0.00	15,000	<u>885,000</u>
<b>Totals</b>	<b>625</b>	<b>346,968</b>			<b>253,426,800</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	265			250	66,250	66,250
Ground Rents Phase 2	235			250	58,750	58,750
Office Phase 2	1	34,445	25.00	861,125	861,125	861,125
Retail Phase 2	<u>1</u>	<u>12,271</u>	20.00	245,420	<u>245,420</u>	<u>245,420</u>
<b>Totals</b>	<b>502</b>	<b>46,716</b>			<b>1,231,545</b>	<b>1,231,545</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	66,250	YP @	5.0000%	20.0000	1,325,000
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**Ground Rents Phase 2**

Current Rent	58,750	YP @	5.0000%	20.0000	1,175,000
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**Office Phase 2**

Market Rent	861,125	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	11,680,290

**Retail Phase 2**

Market Rent	245,420	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	3,748,003
					<b>17,928,293</b>

**GROSS DEVELOPMENT VALUE****271,355,093**

Purchaser's Costs	5.80%	(1,039,841)
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 5

Current CIL @ 0% AH

(1,039,841)

**NET DEVELOPMENT VALUE****270,315,252****NET REALISATION****270,315,252****OUTLAY****ACQUISITION COSTS**

Residualised Price		618,476	
Stamp Duty	4.00%	337,142	
Agent Fee	1.00%	84,285	
Legal Fee	0.50%	42,143	
			1,082,046

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	89,016,000	89,016,000	
Construction Costs Phase 2	<u>1 un</u>	<u>75,933,776</u>	<u>75,933,776</u>	
<b>Totals</b>			<b>164,949,776</b>	<b>164,949,776</b>

Developers Contingency	5.00%	8,247,489	
CIL Instalment 1 (Phase 1)		1,195,741	
CIL Instalment 2 (Phase 1)		1,195,741	
S106 Payment		1,130,200	
CII Instalment 1 (Phase 2)		1,199,682	
CIL Instalment 2 (Phase 2)		1,199,682	
			14,168,535

**PROFESSIONAL FEES**

Professional Fees	12.00%	19,793,973	
			19,793,973

**MARKETING & LETTING**

Marketing Resi	3.00%	7,546,554	
Marketing Commercial	1.00%	154,283	
Letting Agent Fee	1.00%	154,283	
Letting Legal Fee	0.50%	77,141	
			7,932,261

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 5****Current CIL @ 0% AH**

<b>DISPOSAL FEES</b>			
Sales Agent Fee	1.00%	154,283	
Sales Legal Fee	0.50%	1,334,900	
			1,489,183

<b>Additional Costs</b>			
Dev Prof on Private (Phase 1)	18.00%	24,024,672	
Dev Prof on Private (Phase 2)	18.00%	24,819,245	
			48,843,917

<b>FINANCE</b>			
Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			11,618,111

**TOTAL COSTS** **269,877,801**

**PROFIT** **437,450**

<b>Performance Measures</b>			
Profit on Cost%	0.16%		
Profit on GDV%	0.16%		
Profit on NDV%	0.16%		
Development Yield% (on Rent)	0.46%		
Equivalent Yield% (Nominal)	6.21%		
Equivalent Yield% (True)	6.46%		
IRR	6.92%		
Rent Cover	0 yrs 4 mths		
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths		

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 1

Base Position Current CIL & 0% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 1  
 Base Position Current CIL & 0% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	207	146,278	725.00	512,326	106,051,550
Car Parking	<u>34</u>	<u>0</u>	0.00	15,000	<u>510,000</u>
<b>Totals</b>	<b>241</b>	<b>146,278</b>			<b>106,561,550</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	207			250	51,750	51,750
Office	<u>1</u>	<u>13,993</u>	25.00	349,825	<u>349,825</u>	<u>349,825</u>
<b>Totals</b>	<b>208</b>	<b>13,993</b>			<b>401,575</b>	<b>401,575</b>

**Investment Valuation**

Ground rents					
Current Rent	51,750	YP @	5.0000%	20.0000	1,035,000
<b>Office</b>					
Market Rent	349,825	YP @	6.5000%	15.3846	
(1yr 6mths Unexpired Rent Free)		PV 1yr 6mths @	6.5000%	0.9099	4,896,808
					<b>5,931,808</b>

**GROSS DEVELOPMENT VALUE****112,493,358**

Purchaser's Costs

5.80% (344,045)

(344,045)

**NET DEVELOPMENT VALUE****112,149,313**

Income from Tenants

25,875

**NET REALISATION****112,175,188****OUTLAY**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 1****Base Position Current CIL & 0% AH****ACQUISITION COSTS**

Residualised Price			12,455,671	
Stamp Duty		4.00%	498,227	
Agent Fee		1.00%	124,557	
Legal Fee		0.50%	62,278	
				13,140,733

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	57,282,918	57,282,918	<b>57,282,918</b>
Developers Contingency		5.00%	2,926,536	
Demolition			1,247,800	
CIL Instalment 1			744,771	
CIL Instalment 2			744,771	
S106 Payment			453,000	
				6,116,878

**PROFESSIONAL FEES**

Professional Fees		10.00%	5,853,072	
				5,853,072

**MARKETING & LETTING**

Marketing Resi		3.00%	3,181,547	
Marketing Commercial		1.00%	48,968	
Letting Agent Fee		10.00%	103,500	
Letting Legal Fee		5.00%	17,491	
				3,351,506

**DISPOSAL FEES**

Sales Agent Fee		1.00%	48,968	
Sales Legal Fee		0.50%	554,742	
				603,710

**Additional Costs**

Developer Profit on Private		18.00%	20,248,804	
				20,248,804

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)

**APPRAISAL SUMMARY**

**Old Kent Road OA Viability Study - Small Site 1**

**Base Position Current CIL & 0% AH**

Land	1,869,864	
Construction	3,539,280	
Other	168,429	
Total Finance Cost		5,577,573

**TOTAL COSTS** **112,175,194**

**PROFIT** **(6)**

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.36%
Equivalent Yield% (Nominal)	6.26%
Equivalent Yield% (True)	6.51%
IRR	6.66%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 2

Current CIL & 0% AH

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 2  
 Current CIL & 0% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	294	207,753	650.00	459,318	135,039,450
Car Parking	<u>48</u>	<u>0</u>	0.00	15,000	<u>720,000</u>
<b>Totals</b>	<b>342</b>	<b>207,753</b>			<b>135,759,450</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	294			250	73,500	73,500
Office	<u>1</u>	<u>50,591</u>	25.00	1,264,775	<u>1,264,775</u>	<u>1,264,775</u>
<b>Totals</b>	<b>295</b>	<b>50,591</b>			<b>1,338,275</b>	<b>1,338,275</b>

**Investment Valuation**

Ground rents					
Current Rent	73,500	YP @	5.0000%	20.0000	1,470,000
<b>Office</b>					
Market Rent	1,264,775	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	17,155,394
					<b>18,625,394</b>

**GROSS DEVELOPMENT VALUE****154,384,844**

Purchaser's Costs	5.80%	(1,080,273)	(1,080,273)
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**NET DEVELOPMENT VALUE****153,304,571**

Income from Tenants	36,750
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**NET REALISATION****153,341,321****OUTLAY**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 2****Current CIL & 0% AH****ACQUISITION COSTS**

Residualised Price			8,405,474	
Stamp Duty		4.00%	336,219	
Agent Fee		1.00%	84,055	
Legal Fee		0.50%	42,027	
				8,867,775

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	85,477,994	85,477,994	<b>85,477,994</b>
Developers Contingency		5.00%	4,352,227	
Demolition			1,566,550	
CIL Instalment 1			1,345,276	
CIL Instalment 2			1,345,276	
S106 Payment			729,000	
				9,338,329

**PROFESSIONAL FEES**

Professional Fees		10.00%	8,704,454	
				8,704,454

**MARKETING & LETTING**

Marketing Resi		3.00%	4,051,183	
Marketing Commercial		1.00%	171,554	
Letting Agent Fee		10.00%	126,478	
Letting Legal Fee		5.00%	63,239	
				4,412,454

**DISPOSAL FEES**

Sales Agent Fee		1.00%	171,554	
Sales Legal Fee		0.50%	760,974	
				932,528

**Additional Costs**

Developer Profit on Private		18.00%	27,789,272	
				27,789,272

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 2****Current CIL & 0% AH**

Land	1,439,110	
Construction	6,287,874	
Other	91,531	
Total Finance Cost		7,818,515

**TOTAL COSTS** **153,341,321****PROFIT** **0****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.87%
Equivalent Yield% (Nominal)	6.39%
Equivalent Yield% (True)	6.66%
IRR	6.76%
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 3

Base Position Current CIL @ 0% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 3**  
**Base Position Current CIL @ 0% AH**

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	226	159,705	625.00	441,662	99,815,625
Car Parking	<u>37</u>	<u>0</u>	0.00	15,000	<u>555,000</u>
<b>Totals</b>	<b>263</b>	<b>159,705</b>			<b>100,370,625</b>

**Rental Area Summary**

	<b>Units</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground rents	226	300	67,800	67,800

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	67,800	YP @	5.0000%	20.0000	1,356,000

**GROSS DEVELOPMENT VALUE**

				<b>101,726,625</b>
Purchaser's Costs		5.80%	(78,648)	(78,648)

**NET DEVELOPMENT VALUE**

				<b>101,647,977</b>
Income from Tenants				28,250

**NET REALISATION**

				<b>101,676,227</b>
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**OUTLAY****ACQUISITION COSTS**

Residualised Price			5,162,565
Stamp Duty		4.00%	206,503
Agent Fee		1.00%	51,626
Legal Fee		0.50%	25,813

**APPRAISAL SUMMARY**

**Old Kent Road OA Viability Study - Small Site 3**  
**Base Position Current CIL @ 0% AH**

				5,446,506
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	57,903,563	57,903,563	<b>57,903,563</b>
Developers Contingency		5.00%	2,933,896	
Demolition			774,350	
CIL Instalment 1			1,014,175	
CIL Instalment 2			1,014,175	
S106 Payment			452,000	
				6,188,596
<b>PROFESSIONAL FEES</b>				
Professional Fees		10.00%	5,867,791	
				5,867,791
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	2,994,469	
				2,994,469
<b>DISPOSAL FEES</b>				
Sales Legal Fee		0.50%	499,078	
				499,078
<b>Additional Costs</b>				
Developer Profit on Private		18.00%	18,310,793	
				18,310,793
<b>FINANCE</b>				
Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			775,012	
Construction			3,595,649	
Other			94,771	
Total Finance Cost				4,465,432
<b>TOTAL COSTS</b>				<b>101,676,227</b>
<b>PROFIT</b>				<b>0</b>

**Old Kent Road OA Viability Study - Small Site 3****Base Position Current CIL @ 0% AH****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.07%
Equivalent Yield% (Nominal)	5.00%
Equivalent Yield% (True)	5.16%
IRR	6.62%
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 4

Base Position Current CIL & 0% AH

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 4  
 Base Position Current CIL & 0% AH

Summary Appraisal for Phase 1

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	24	16,960	700.00	494,667	11,872,000
Car Parking	<u>4</u>	<u>0</u>	0.00	15,000	<u>60,000</u>
<b>Totals</b>	<b>28</b>	<b>16,960</b>			<b>11,932,000</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	24			250	6,000	6,000
Retail Unit	<u>1</u>	<u>8,611</u>	20.00	172,220	<u>172,220</u>	<u>172,220</u>
<b>Totals</b>	<b>25</b>	<b>8,611</b>			<b>178,220</b>	<b>178,220</b>

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	6,000	YP @	5.0000%	20.0000	120,000
<b>Retail Unit</b>					
Market Rent	172,220	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,754,198
					<b>2,874,198</b>

**GROSS DEVELOPMENT VALUE****14,806,198**

Purchaser's Costs

5.80% (166,703)

(166,703)

**NET DEVELOPMENT VALUE****14,639,495****NET REALISATION****14,639,495****OUTLAY****ACQUISITION COSTS**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 4****Base Position Current CIL & 0% AH**

Residualised Price			384,431	
Stamp Duty		4.00%	15,377	
Agent Fee		1.00%	3,844	
Legal Fee		0.50%	1,922	
				405,575

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs	1 un	8,741,925	8,741,925	<b>8,741,925</b>
Developers Contingency		5.00%	446,496	
Demolition			188,000	
CIL Payments			326,471	
S106 Payment			72,000	
				1,032,967

**PROFESSIONAL FEES**

Professional Fees		10.00%	892,992	
				892,992

**MARKETING & LETTING**

Marketing Resi		3.00%	356,160	
Marketing Commercial		1.00%	27,542	
Letting Agent Fee		10.00%	17,222	
Letting Legal Fee		5.00%	8,611	
				409,535

**DISPOSAL FEES**

Sales Agent Fee		1.00%	27,542	
Sales Legal Fee		0.50%	73,131	
				100,673

**Additional Costs**

Developer Profit on Private		18.00%	2,665,116	
				2,665,116

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			34,216	
Construction			356,495	
Total Finance Cost				390,711

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 4  
Base Position Current CIL & 0% AH****TOTAL COSTS** 14,639,495**PROFIT** 0**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	1.22%
Equivalent Yield% (Nominal)	5.72%
Equivalent Yield% (True)	5.93%
IRR	6.14%
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 1

Base Position Current CIL @ 0% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 1  
 Base Positon Current CIL @ 0% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	356	251,565	865.00	611,246	217,603,725
Hotel	152	0	0.00	150,000	22,800,000
Car Parking	<u>89</u>	<u>0</u>	0.00	15,000	<u>1,335,000</u>
<b>Totals</b>	<b>597</b>	<b>251,565</b>			<b>241,738,725</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents	356			250	89,000	89,000
Office	1	11,840	25.00	296,000	296,000	296,000
Retail	1	7,535	20.00	150,700	150,700	150,700
Health (Community)	<u>1</u>	<u>10,764</u>	17.00	182,988	<u>182,988</u>	<u>182,988</u>
<b>Totals</b>	<b>359</b>	<b>30,139</b>			<b>718,688</b>	<b>718,688</b>

**Investment Valuation**

<b>Ground Rents</b>					
Current Rent	89,000	YP @	5.0000%	20.0000	1,780,000
<b>Office</b>					
Market Rent	296,000	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	4,014,941
<b>Retail</b>					
Market Rent	150,700	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,410,043
<b>Health (Community)</b>					
Market Rent	182,988	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	2,361,831
					<b>10,566,815</b>

**GROSS DEVELOPMENT VALUE****252,305,540**

Purchaser's Costs 5.80% (612,875)

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 1  
 Base Positon Current CIL @ 0% AH

(612,875)

**NET DEVELOPMENT VALUE****251,692,665****NET REALISATION****251,692,665****OUTLAY****ACQUISITION COSTS**

Residualised Price			15,130,890	
Stamp Duty		4.00%	605,236	
Agent Fee		1.00%	151,309	
Legal Fee		0.50%	75,654	
				15,963,089

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs	1 un	131,277,836	131,277,836	<b>131,277,836</b>
Developers Contingency		5.00%	6,563,892	
CIL Instalment 1			5,031,922	
CIL Instalment 2			5,031,922	
S106 Payment			946,000	
				17,573,736

**PROFESSIONAL FEES**

Professional Fees		12.00%	15,753,340	
				15,753,340

**MARKETING & LETTING**

Marketing Resi		3.00%	6,528,112	
Marketing Commercial		1.00%	315,868	
Letting Agent Fee		10.00%	878,682	
Letting Legal Fee		5.00%	439,341	
				8,162,002

**DISPOSAL FEES**

Sales Agent Fee		1.00%	315,868	
Sales Legal Fee		0.50%	1,245,953	
				1,561,821

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 1  
Base Positon Current CIL @ 0% AH****Additional Costs**

Developer Profit on Private	18.00%	45,174,697	
			45,174,697

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Land		3,135,513	
Construction		12,899,540	
Other		191,091	
Total Finance Cost			16,226,144

**TOTAL COSTS****251,692,665****PROFIT****0****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.29%
Equivalent Yield% (Nominal)	6.21%
Equivalent Yield% (True)	6.46%
IRR	7.02%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

## Appendix 11 - Real sites appraisals at 2017 CIL at £217.70



# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 1

2017 CIL @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 1  
 2017 CIL @ 35% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	231	163,520	865.00	612,315	141,444,800
Affordable Housing Units	125	88,049	145.00	102,137	12,767,105
Hotel	<u>152</u>	<u>0</u>	0.00	150,000	<u>22,800,000</u>
<b>Totals</b>	<b>508</b>	<b>251,569</b>			<b>177,011,905</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents	231			250	57,750	57,750
Office	1	11,840	25.00	296,000	296,000	296,000
Retail	1	7,535	20.00	150,700	150,700	150,700
Health (Community)	<u>1</u>	<u>10,764</u>	17.00	182,988	<u>182,988</u>	<u>182,988</u>
<b>Totals</b>	<b>234</b>	<b>30,139</b>			<b>687,438</b>	<b>687,438</b>

**Investment Valuation**

<b>Ground Rents</b>					
Current Rent	57,750	YP @	5.0000%	20.0000	1,155,000
<b>Office</b>					
Market Rent	296,000	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	4,014,941
<b>Retail</b>					
Market Rent	150,700	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,410,043
<b>Health (Community)</b>					
Market Rent	182,988	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	2,361,831
					<b>9,941,815</b>

**GROSS DEVELOPMENT VALUE****186,953,720**

Purchaser's Costs	5.80%	(576,625)
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 1  
 2017 CIL @ 35% AH

(576,625)

**NET DEVELOPMENT VALUE****186,377,095****NET REALISATION****186,377,095****OUTLAY****ACQUISITION COSTS**

Residualised Price		(24,040,186)		(24,040,186)
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**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs	1 un	131,277,836	131,277,836	<b>131,277,836</b>

Developers Contingency		5.00%	6,563,892	
CIL Instalment 1			3,861,775	
CIL Instalment 2			3,861,775	
S106 Payment			916,000	15,203,442

**PROFESSIONAL FEES**

Professional Fees		12.00%	15,753,340	15,753,340
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**MARKETING & LETTING**

Marketing Resi		3.00%	4,243,344	
Marketing Commercial		1.00%	315,868	
Letting Agent Fee		10.00%	878,682	
Letting Legal Fee		5.00%	439,341	5,877,234

**DISPOSAL FEES**

Sales Agent Fee		1.00%	315,868	
Sales Legal Fee		0.50%	928,994	1,244,862

**Additional Costs**

Developer Profit on Private		18.00%	31,353,591	
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 1****2017 CIL @ 35% AH**

Developer Profit on Affordable	6.00%	766,026	
			32,119,617

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Land		(3,598,177)	
Construction		12,497,297	
Other		41,920	
Total Finance Cost			8,941,040

**TOTAL COSTS** **186,377,186**

**PROFIT** **(91)**

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.37%
Equivalent Yield% (Nominal)	6.28%
Equivalent Yield% (True)	6.54%
IRR	7.70%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 2

2017 CIL @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 2

2017 CIL @ 35% AH

**Summary Appraisal for Merged Phases 1 2**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	231	163,520	725.00	513,212	118,552,000
Affordable Housing Units Phase 1	125	88,049	139.00	97,910	12,238,811
Car Parking Phase 1	58	0	0.00	15,000	870,000
Private Residential Units Phase 2	214	151,119	725.00	511,969	109,561,275
Affordable Housing Units Phase 2	115	81,372	139.00	98,354	11,310,708
Car Parking Phase 2	<u>54</u>	<u>0</u>	0.00	15,000	<u>810,000</u>
<b>Totals</b>	<b>797</b>	<b>484,060</b>			<b>253,342,794</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	231			250	57,750	57,750
Ground Rents Phase 2	214			250	53,500	53,500
Office Phase 2	1	8,611	25.00	215,275	215,275	215,275
Retail Phase 2	1	26,910	20.00	538,200	538,200	538,200
Leisure Phase 2	<u>1</u>	<u>43,056</u>	20.00	861,120	<u>861,120</u>	<u>861,120</u>
<b>Totals</b>	<b>448</b>	<b>78,577</b>			<b>1,725,845</b>	<b>1,725,845</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	57,750	YP @	5.0000%	20.0000	1,155,000
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**Ground Rents Phase 2**

Current Rent	53,500	YP @	5.0000%	20.0000	1,070,000
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**Office Phase 2**

Market Rent	215,275	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,919,988

**Retail Phase 2**

Market Rent	538,200	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,219,278

**Leisure Phase 2**

Market Rent	861,120	YP @	6.5000%	15.3846	
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 2****2017 CIL @ 35% AH**

(1yr 6mths Rent Free)	PV 1yr 6mths @	6.5000%	0.9099	12,053,853
				<b>25,418,119</b>

**GROSS DEVELOPMENT VALUE****278,760,913**

Purchaser's Costs	5.80%	(1,474,251)		(1,474,251)
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**NET DEVELOPMENT VALUE****277,286,662****NET REALISATION****277,286,662****OUTLAY****ACQUISITION COSTS**

Residualised Price		(81,122,488)		(81,122,488)
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**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	124,862,531	124,862,531	
Construction Costs Phase 2	<u>1 un</u>	110,646,769	<u>110,646,769</u>	
<b>Totals</b>			<b>235,509,300</b>	<b>235,509,300</b>

Developers Contingency	5.00%	11,775,465		
CIL Instalment 1 (Phase 1)		3,407,879		
CIL Instalment 2 (Phase 1)		3,407,879		
S106 Payment (Phase 1)		712,000		
CIL Instalment 1 (Phase 2)		3,650,820		
CIL Instalment 2 (Phase 2)		3,650,820		
S106 Payment (Phase 2)		877,000		
				27,481,863

**PROFESSIONAL FEES**

Professional Fees	12.00%	28,261,116		28,261,116
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**MARKETING & LETTING**

Marketing Resi	3.00%	6,843,398		
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 2****2017 CIL @ 35% AH**

Marketing Commercial	1.00%	231,931	
Letting Agent Fee	1.00%	231,931	
Letting Legal Fee	0.50%	115,966	
			7,423,226

**DISPOSAL FEES**

Sales Agent Fee	1.00%	231,931	
Sales Legal Fee	0.50%	1,258,314	
			1,490,245

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	21,547,260	
Dev Prof on Affordable (Phase 1)	6.00%	734,329	
Dev Prof on Private (Phase 2)	18.00%	24,088,391	
Dev Prof on Affordable (Phase 2)	6.00%	678,642	
			47,048,622

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			10,017,250

**TOTAL COSTS****276,109,134****PROFIT****1,177,528****Performance Measures**

Profit on Cost%	0.43%
Profit on GDV%	0.42%
Profit on NDV%	0.42%
Development Yield% (on Rent)	0.63%
Equivalent Yield% (Nominal)	6.22%
Equivalent Yield% (True)	6.47%

IRR 12.99%

Rent Cover 0 yrs 8 mths

Profit Erosion (finance rate 7.000%) 0 yrs 1 mths



Old Kent Road OA Viability Study - Large Site 2  
2017 CIL @ 35% AH

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 3

2017 CIL @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 3****2017 CIL @ 35% AH****Summary Appraisal for Merged Phases 1 2****Currency in £****REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	232	163,980	725.00	512,437	118,885,500
Affordable Housing Units Phase 1	125	88,297	139.00	98,186	12,273,283
Car Parking Phase 1	58	0	0.00	15,000	870,000
Private Residential Units Phase 2	198	139,635	725.00	511,290	101,235,375
Affordable Housing Units Phase 2	106	75,188	139.00	98,596	10,451,132
Car Parking Phase 2	<u>50</u>	<u>0</u>	0.00	15,000	<u>750,000</u>
<b>Totals</b>	<b>769</b>	<b>467,100</b>			<b>244,465,290</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	232			250	58,000	58,000
Ground Rents Phase 2	198			250	49,500	49,500
Office Phase 2	1	26,910	25.00	672,750	672,750	672,750
Retail Phase 2	<u>1</u>	<u>29,063</u>	20.00	581,260	<u>581,260</u>	<u>581,260</u>
<b>Totals</b>	<b>432</b>	<b>55,973</b>			<b>1,361,510</b>	<b>1,361,510</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	58,000	YP @	5.0000%	20.0000	1,160,000
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**Ground Rents Phase 2**

Current Rent	49,500	YP @	5.0000%	20.0000	990,000
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**Office Phase 2**

Market Rent	672,750	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	9,125,174

**Retail Phase 2**

Market Rent	581,260	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,876,881
					<b>20,152,054</b>

**GROSS DEVELOPMENT VALUE****264,617,344**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 3  
2017 CIL @ 35% AH**

Purchaser's Costs	5.80%	(1,168,819)		(1,168,819)
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<b>NET DEVELOPMENT VALUE</b>				<b>263,448,525</b>
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<b>NET REALISATION</b>				<b>263,448,525</b>
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**OUTLAY****ACQUISITION COSTS**

Residualised Price		(39,132,557)		(39,132,557)
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**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs Phase 1	1 un	104,864,032	104,864,032	
Construction Costs Phase 2	<u>1 un</u>	86,526,864	<u>86,526,864</u>	
<b>Totals</b>			<b>191,390,896</b>	<b>191,390,896</b>

Developers Contingency	5.00%	9,569,545		
CIL Instalment 1 (Phase 1)		3,365,114		
CIL Instalment 2 (Phase 1)		3,365,114		
S106 Payment (Phase 1)		714,000		
CII Instalment 1 (Phase 2)		3,134,880		
CIL Instalment 2 (Phase 2)		3,134,880		
S106 Payment (Phase 2)		764,000		
				24,047,533

**PROFESSIONAL FEES**

Professional Fees	12.00%	22,966,908		22,966,908
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**MARKETING & LETTING**

Marketing Resi	3.00%	6,603,626		
Marketing Commercial	1.00%	180,021		
Letting Agent Fee	1.00%	180,021		
Letting Legal Fee	0.50%	90,010		
				7,053,678

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 3****2017 CIL @ 35% AH****DISPOSAL FEES**

Sales Agent Fee	1.00%	180,021	
Sales Legal Fee	0.50%	1,214,226	
			1,394,247

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	21,764,790	
Dev Prof on Affordable (Phase 1)	6.00%	736,397	
Dev Prof on Private (Phase 2)	18.00%	21,775,937	
Dev Prof on Affordable (Phase 2)	6.00%	627,068	
			44,904,192

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			10,335,508

**TOTAL COSTS****262,960,404****PROFIT****488,121****Performance Measures**

Profit on Cost%	0.19%
Profit on GDV%	0.18%
Profit on NDV%	0.19%
Development Yield% (on Rent)	0.52%
Equivalent Yield% (Nominal)	6.14%
Equivalent Yield% (True)	6.38%

IRR 7.99%

Rent Cover 0 yrs 4 mths

Profit Erosion (finance rate 7.000%) 0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 4

2017 CIL @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 4**  
**2017 CIL @ 35% AH**

**Summary Appraisal for Merged Phases 1 2**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	173	122,181	800.00	564,999	97,744,800
Affordable Housing Units Phase 1	93	65,790	143.00	101,161	9,407,970
Car Parking Phase 1	43	0	0.00	15,000	645,000
Private Residential Units Phase 2	166	117,588	800.00	566,689	94,070,400
Affordable Housing Units Phase 2	90	63,316	143.00	100,602	9,054,188
Car Parking Phase 2	<u>42</u>	<u>0</u>	0.00	15,000	<u>630,000</u>
<b>Totals</b>	<b>607</b>	<b>368,875</b>			<b>211,552,358</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	173			250	43,250	43,250
Ground Rents Phase 2	166			250	41,500	41,500
Retail Phase 2	<u>1</u>	<u>18,299</u>	20.00	365,980	<u>365,980</u>	<u>365,980</u>
<b>Totals</b>	<b>340</b>	<b>18,299</b>			<b>450,730</b>	<b>450,730</b>

**Investment Valuation**

<b>Ground Rents Phase 1</b>					
Current Rent	43,250	YP @	5.0000%	20.0000	865,000
<b>Ground Rents Phase 2</b>					
Current Rent	41,500	YP @	5.0000%	20.0000	830,000
<b>Retail Phase 2</b>					
Market Rent	365,980	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	5,589,170
					<b>7,284,170</b>

**GROSS DEVELOPMENT VALUE****218,836,528**

Purchaser's Costs	5.80%	(422,482)	(422,482)
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 4****2017 CIL @ 35% AH****NET DEVELOPMENT VALUE****218,414,046****NET REALISATION****218,414,046****OUTLAY****ACQUISITION COSTS**

Residualised Price		(42,013,182)		(42,013,182)
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**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	87,532,710	87,532,710	
Construction Costs Phase 2	<u>1 un</u>	79,867,793	<u>79,867,793</u>	
<b>Totals</b>			<b>167,400,503</b>	<b>167,400,503</b>

Developers Contingency	5.00%	8,370,025		
CIL Instalment 1 (Phase 1)		2,702,322		
CIL Instalment 2 (Phase 1)		2,702,322		
S106 Payment (Phase 1)		532,000		
CIL Instalment 1 (Phase 2)		2,641,421		
CIL Instalment 2 (Phase 2)		2,641,421		
S106 Payment (Phase 2)		563,000		
				20,152,511

**PROFESSIONAL FEES**

Professional Fees	12.00%	20,088,060		20,088,060
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**MARKETING & LETTING**

Marketing Resi	3.00%	5,754,456		
Marketing Commercial	1.00%	55,892		
Letting Agent Fee	1.00%	55,892		
Letting Legal Fee	0.50%	27,946		
				5,894,185

**DISPOSAL FEES**

Sales Agent Fee	1.00%	55,892		
Sales Legal Fee	0.50%	1,079,333		
				1,135,224



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 4  
2017 CIL @ 35% AH****Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	17,865,864	
Dev Prof on Affordable (Phase 1)	6.00%	564,478	
Dev Prof on Private (Phase 2)	18.00%	18,201,523	
Dev Prof on Affordable (Phase 2)	6.00%	543,251	
			37,175,116

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			8,108,629

**TOTAL COSTS****217,941,047****PROFIT****472,999****Performance Measures**

Profit on Cost%	0.22%
Profit on GDV%	0.22%
Profit on NDV%	0.22%
Development Yield% (on Rent)	0.21%
Equivalent Yield% (Nominal)	5.78%
Equivalent Yield% (True)	6.00%
IRR	8.38%
Rent Cover	1 yr 1 mth
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 5

Base Position 2017 CIL @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 5  
 Base Positon 2017 CIL @ 35% AH

**Summary Appraisal for Merged Phases 1 2**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units Phase 1	172	121,722	725.00	513,072	88,248,450
Affordable Housing Units Phase 1	93	65,542	141.00	99,370	9,241,422
Car Parking Phase 1	43	0	0.00	15,000	645,000
Private Residential Units Phase 2	153	107,942	725.00	511,490	78,257,950
Affordable Housing Units Phase 2	82	58,123	141.00	99,943	8,195,343
Car Parking Phase 2	<u>38</u>	<u>0</u>	0.00	15,000	<u>570,000</u>
<b>Totals</b>	<b>581</b>	<b>353,329</b>			<b>185,158,165</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents Phase 1	172			250	43,000	43,000
Ground Rents Phase 2	153			250	38,250	38,250
Office Phase 2	1	34,445	25.00	861,125	861,125	861,125
Retail Phase 2	<u>1</u>	<u>12,271</u>	20.00	245,420	<u>245,420</u>	<u>245,420</u>
<b>Totals</b>	<b>327</b>	<b>46,716</b>			<b>1,187,795</b>	<b>1,187,795</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	43,000	YP @	5.0000%	20.0000	860,000
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**Ground Rents Phase 2**

Current Rent	38,250	YP @	5.0000%	20.0000	765,000
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**Office Phase 2**

Market Rent	861,125	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	11,680,290

**Retail Phase 2**

Market Rent	245,420	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	3,748,003
					<b>17,053,293</b>

**GROSS DEVELOPMENT VALUE****202,211,458**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 5  
Base Positon 2017 CIL @ 35% AH**

Purchaser's Costs	5.80%	(989,091)		(989,091)
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<b>NET DEVELOPMENT VALUE</b>				<b>201,222,367</b>
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<b>NET REALISATION</b>				<b>201,222,367</b>
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**OUTLAY****ACQUISITION COSTS**

Residualised Price		(49,919,498)		(49,919,498)
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**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs Phase 1	1 un	89,016,000	89,016,000	
Construction Costs Phase 2	<u>1 un</u>	75,933,776	<u>75,933,776</u>	
<b>Totals</b>			<b>164,949,776</b>	<b>164,949,776</b>

Developers Contingency	5.00%	8,247,489		
CIL Instalment 1 (Phase 1)		2,357,993		
CIL Instalment 2 (Phase 1)		2,357,993		
S106 Payment		1,130,200		
CII Instalment 1 (Phase 2)		2,234,930		
CIL Instalment 2 (Phase 2)		2,234,930		
				18,563,535

**PROFESSIONAL FEES**

Professional Fees	12.00%	19,793,973		19,793,973
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**MARKETING & LETTING**

Marketing Resi	3.00%	4,995,192		
Marketing Commercial	1.00%	154,283		
Letting Agent Fee	1.00%	154,283		
Letting Legal Fee	0.50%	77,141		
				5,380,899

**DISPOSAL FEES**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 5****Base Position 2017 CIL @ 35% AH**

Sales Agent Fee	1.00%	154,283	
Sales Legal Fee	0.50%	996,857	
			1,151,140

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	16,155,621	
Dev Prof on Affordable (Phase 1)	6.00%	554,485	
Dev Prof on Private (Phase 2)	18.00%	17,103,824	
Dev Prof on Affordable (Phase 2)	6.00%	491,721	
			34,305,651

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			6,744,689

**TOTAL COSTS****200,970,165****PROFIT****252,202****Performance Measures**

Profit on Cost%	0.13%
Profit on GDV%	0.12%
Profit on NDV%	0.13%
Development Yield% (on Rent)	0.59%
Equivalent Yield% (Nominal)	6.26%
Equivalent Yield% (True)	6.52%
IRR	10.24%
Rent Cover	0 yrs 3 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 1

2017 CIL & 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 1  
2017 CIL & 35% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	135	95,081	725.00	510,620	68,933,725
Affordable Housing Units	72	51,197	139.00	98,839	7,116,383
Car Parking	<u>34</u>	<u>0</u>	0.00	15,000	<u>510,000</u>
<b>Totals</b>	<b>241</b>	<b>146,278</b>			<b>76,560,108</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	135			250	33,750	33,750
Office	<u>1</u>	<u>13,993</u>	25.00	349,825	<u>349,825</u>	<u>349,825</u>
<b>Totals</b>	<b>136</b>	<b>13,993</b>			<b>383,575</b>	<b>383,575</b>

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	33,750	YP @	5.0000%	20.0000	675,000
<b>Office</b>					
Market Rent	349,825	YP @	6.5000%	15.3846	
(1yr 8mths Unexpired Rent Free)		PV 1yr 8mths @	6.5000%	0.9004	4,845,681
					<b>5,520,681</b>

**GROSS DEVELOPMENT VALUE**

				<b>82,080,789</b>
Purchaser's Costs		5.80%	(320,199)	(320,199)

**NET DEVELOPMENT VALUE**

				<b>81,760,589</b>
Income from Tenants				11,250

**NET REALISATION**

				<b>81,771,839</b>
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 1  
 2017 CIL & 35% AH  
 OUTLAY

**ACQUISITION COSTS**

Residualised Price			(8,368,987)	
				(8,368,987)

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs	1 un	57,282,918	57,282,918	<b>57,282,918</b>
Developers Contingency		5.00%	2,926,536	
Demolition			1,247,800	
CIL Instalment 1			1,451,805	
CIL Instalment 2			1,451,805	
S106 Payment			453,000	
				7,530,946

**PROFESSIONAL FEES**

Professional Fees		10.00%	5,853,072	
				5,853,072

**MARKETING & LETTING**

Marketing Resi		3.00%	2,068,012	
Marketing Commercial		1.00%	48,457	
Letting Agent Fee		10.00%	67,500	
Letting Legal Fee		5.00%	17,491	
				2,201,460

**DISPOSAL FEES**

Sales Agent Fee		1.00%	48,457	
Sales Legal Fee		0.50%	404,479	
				452,936

**Additional Costs**

Developer Profit on Private		18.00%	13,493,593	
Developer Profit on Affordable		6.00%	426,983	
				13,920,576

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			(893,072)	



**Old Kent Road OA Viability Study - Small Site 1****2017 CIL & 35% AH**

Construction	3,695,115	
Other	96,883	
Total Finance Cost		2,898,926

**TOTAL COSTS** **81,771,846**

**PROFIT** **(6)**

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.47%
Equivalent Yield% (Nominal)	6.33%
Equivalent Yield% (True)	6.59%
IRR	7.01%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 2

2017 CIL & 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 2  
 2017 CIL & 35% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	191	135,042	650.00	459,567	87,777,300
Affordable Housing Units	103	72,711	137.00	96,713	9,961,407
Car Parking	<u>48</u>	<u>0</u>	0.00	15,000	<u>720,000</u>
<b>Totals</b>	<b>342</b>	<b>207,753</b>			<b>98,458,707</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	191			250	47,750	47,750
Office	<u>1</u>	<u>50,591</u>	25.00	1,264,775	<u>1,264,775</u>	<u>1,264,775</u>
<b>Totals</b>	<b>192</b>	<b>50,591</b>			<b>1,312,525</b>	<b>1,312,525</b>

**Investment Valuation**

Ground rents					
Current Rent	47,750	YP @	5.0000%	20.0000	955,000
<b>Office</b>					
Market Rent	1,264,775	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	17,155,394
					<b>18,110,394</b>

**GROSS DEVELOPMENT VALUE**

				<b>116,569,101</b>
Purchaser's Costs	5.80%	(1,050,403)		(1,050,403)

**NET DEVELOPMENT VALUE**

				<b>115,518,698</b>
Income from Tenants				23,875

**NET REALISATION**

				<b>115,542,573</b>
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 2**  
**2017 CIL & 35% AH**  
**OUTLAY**

**ACQUISITION COSTS**

Residualised Price			(18,439,801)	
				(18,439,801)

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs	1 un	85,477,994	85,477,994	<b>85,477,994</b>
Developers Contingency		5.00%	4,352,227	
Demolition			1,566,550	
CIL Instalment 1			2,577,862	
CIL Instalment 2			2,577,862	
S106 Payment			729,000	
				11,803,501

**PROFESSIONAL FEES**

Professional Fees		10.00%	8,704,454	
				8,704,454

**MARKETING & LETTING**

Marketing Resi		3.00%	2,633,319	
Marketing Commercial		1.00%	171,554	
Letting Agent Fee		10.00%	126,478	
Letting Legal Fee		5.00%	63,239	
				2,994,589

**DISPOSAL FEES**

Sales Agent Fee		1.00%	171,554	
Sales Legal Fee		0.50%	574,471	
				746,024

**Additional Costs**

Developer Profit on Private		18.00%	19,189,385	
Developer Profit on Affordable		6.00%	597,684	
				19,787,069

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			(2,198,164)	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 2****2017 CIL & 35% AH**

Construction	6,623,122	
Other	43,807	
Total Finance Cost		4,468,764

**TOTAL COSTS** **115,542,595**

**PROFIT** **(22)**

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	1.14%
Equivalent Yield% (Nominal)	6.43%
Equivalent Yield% (True)	6.70%
IRR	7.94%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 3

2017 CIL @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 3  
 2017 CIL @ 35% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units	147	103,808	625.00	441,361	64,880,000
Affordable Housing Units	79	55,897	139.00	98,350	7,769,683
Car Parking	<u>37</u>	<u>0</u>	0.00	15,000	<u>555,000</u>
<b>Totals</b>	<b>263</b>	<b>159,705</b>			<b>73,204,683</b>

**Rental Area Summary**

	<b>Units</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>	
Ground rents	147	300	44,100	44,100	

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	44,100	YP @	5.0000%	20.0000	882,000

**GROSS DEVELOPMENT VALUE**

				<b>74,086,683</b>	
Purchaser's Costs		5.80%	(51,156)	(51,156)	

**NET DEVELOPMENT VALUE**

				<b>74,035,527</b>	
Income from Tenants				18,375	

**NET REALISATION**

				<b>74,053,902</b>	
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**OUTLAY****ACQUISITION COSTS**

Residualised Price			(14,993,449)	(14,993,449)	
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**CONSTRUCTION COSTS**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 3****2017 CIL @ 35% AH****Construction**

	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	57,903,563	57,903,563	<b>57,903,563</b>
Developers Contingency		5.00%	2,933,896	
Demolition			774,350	
CIL Instalment 1			1,999,947	
CIL Instalment 2			1,999,947	
S106 Payment			452,000	
				8,160,140

**PROFESSIONAL FEES**

Professional Fees		10.00%	5,867,791	
				5,867,791

**MARKETING & LETTING**

Marketing Resi		3.00%	1,946,400	
				1,946,400

**DISPOSAL FEES**

Sales Legal Fee		0.50%	363,248	
				363,248

**Additional Costs**

Developer Profit on Private		18.00%	11,937,060	
Developer Profit on Affordable		6.00%	466,181	
				12,403,241

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			(1,488,890)	
Construction			3,831,518	
Other			60,340	
Total Finance Cost				2,402,968

**TOTAL COSTS****74,053,902****PROFIT****0****Performance Measures**



**Old Kent Road OA Viability Study - Small Site 3****2017 CIL @ 35% AH**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.06%
Equivalent Yield% (Nominal)	5.00%
Equivalent Yield% (True)	5.16%
IRR	8.47%
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 4

2017 CIL & 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 4  
2017 CIL & 35% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	16	11,024	700.00	482,300	7,716,800
Affordable Housing Units	8	5,936	150.00	111,300	890,400
Car Parking	<u>4</u>	<u>0</u>	0.00	15,000	<u>60,000</u>
<b>Totals</b>	<b>28</b>	<b>16,960</b>			<b>8,667,200</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	16			250	4,000	4,000
Retail Unit	<u>1</u>	<u>8,611</u>	20.00	172,220	<u>172,220</u>	<u>172,220</u>
<b>Totals</b>	<b>17</b>	<b>8,611</b>			<b>176,220</b>	<b>176,220</b>

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	4,000	YP @	5.0000%	20.0000	80,000
<b>Retail Unit</b>					
Market Rent	172,220	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,754,198
					<b>2,834,198</b>

**GROSS DEVELOPMENT VALUE**

				<b>11,501,398</b>
Purchaser's Costs	5.80%	(164,383)		(164,383)

**NET DEVELOPMENT VALUE**

				<b>11,337,015</b>
Income from Tenants				333

**NET REALISATION**

				<b>11,337,348</b>
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 4  
 2017 CIL & 35% AH  
 OUTLAY

**ACQUISITION COSTS**

Residualised Price			(2,104,988)	
				(2,104,988)

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs	1 un	8,741,925	8,741,925	<b>8,741,925</b>
Developers Contingency		5.00%	446,496	
Demolition			188,000	
CIL Instalment 1			500,000	
CIL Instalment 2			33,857	
S106 Payment			72,000	
				1,240,353

**PROFESSIONAL FEES**

Professional Fees		10.00%	892,992	
				892,992

**MARKETING & LETTING**

Marketing Resi		3.00%	231,504	
Marketing Commercial		1.00%	27,542	
Letting Agent Fee		10.00%	17,222	
Letting Legal Fee		5.00%	8,611	
				284,879

**DISPOSAL FEES**

Sales Agent Fee		1.00%	27,542	
Sales Legal Fee		0.50%	56,807	
				84,349

**Additional Costs**

Developer Profit on Private		18.00%	1,909,980	
Developer Profit on Affordable		6.00%	53,424	
				1,963,404

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			(138,641)	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 4****2017 CIL & 35% AH**

Construction	372,739	
Other	335	
Total Finance Cost		234,433

**TOTAL COSTS** **11,337,348**

**PROFIT** **0**

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	1.55%
Equivalent Yield% (Nominal)	5.73%
Equivalent Yield% (True)	5.94%
IRR	6.75%
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 1

2017 CIL & @ 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 1  
 2017 CIL & @ 35% AH & Grant

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	231	163,520	865.00	612,315	141,444,800
Affordable Housing Units	125	88,049	145.00	102,137	12,767,105
Hotel	<u>152</u>	<u>0</u>	0.00	150,000	<u>22,800,000</u>
<b>Totals</b>	<b>508</b>	<b>251,569</b>			<b>177,011,905</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents	231			250	57,750	57,750
Office	1	11,840	25.00	296,000	296,000	296,000
Retail	1	7,535	20.00	150,700	150,700	150,700
Health (Community)	<u>1</u>	<u>10,764</u>	17.00	182,988	<u>182,988</u>	<u>182,988</u>
<b>Totals</b>	<b>234</b>	<b>30,139</b>			<b>687,438</b>	<b>687,438</b>

**Investment Valuation**

<b>Ground Rents</b>					
Current Rent	57,750	YP @	5.0000%	20.0000	1,155,000
<b>Office</b>					
Market Rent	296,000	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	4,014,941
<b>Retail</b>					
Market Rent	150,700	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,410,043
<b>Health (Community)</b>					
Market Rent	182,988	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	2,361,831
					<b>9,941,815</b>

**GROSS DEVELOPMENT VALUE****186,953,720**

Purchaser's Costs	5.80%	(576,625)
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 1  
2017 CIL & @ 35% AH & Grant**

				(576,625)
<b>NET DEVELOPMENT VALUE</b>				<b>186,377,095</b>
<b>Additional Revenue</b>				
Grant		7,326,480		7,326,480
<b>NET REALISATION</b>				<b>193,703,575</b>
<b>OUTLAY</b>				
<b>ACQUISITION COSTS</b>				
Residualised Price		(17,550,212)		(17,550,212)
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	131,277,836	131,277,836	<b>131,277,836</b>
Developers Contingency		5.00%	6,563,892	
CIL Instalment 1			3,861,775	
CIL Instalment 2			3,861,775	
S106 Payment			916,000	
				15,203,442
<b>PROFESSIONAL FEES</b>				
Professional Fees		12.00%	15,753,340	15,753,340
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	4,243,344	
Marketing Commercial		1.00%	315,868	
Letting Agent Fee		10.00%	878,682	
Letting Legal Fee		5.00%	439,341	
				5,877,234
<b>DISPOSAL FEES</b>				
Sales Agent Fee		1.00%	315,868	
Sales Legal Fee		0.50%	928,994	



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 1  
2017 CIL & @ 35% AH & Grant**

1,244,862

**Additional Costs**

Developer Profit on Private	18.00%	31,353,591	
Developer Profit on Affordable	6.00%	766,026	
			32,119,617

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Land		(2,761,262)	
Construction		12,497,297	
Other		41,429	
Total Finance Cost			9,777,465

**TOTAL COSTS****193,703,584****PROFIT****(9)****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.35%
Equivalent Yield% (Nominal)	6.28%
Equivalent Yield% (True)	6.54%
IRR	7.27%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 2

2017 CIL & grant @ 35% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 2  
 2017 CIL & grant @ 35% AH

**Summary Appraisal for Merged Phases 1 2**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units Phase 1	231	163,520	725.00	513,212	118,552,000
Affordable Housing Units Phase 1	125	88,049	139.00	97,910	12,238,811
Car Parking Phase 1	58	0	0.00	15,000	870,000
Private Residential Units Phase 2	214	151,119	725.00	511,969	109,561,275
Affordable Housing Units Phase 2	115	81,372	139.00	98,354	11,310,708
Car Parking Phase 2	<u>54</u>	<u>0</u>	0.00	15,000	<u>810,000</u>
<b>Totals</b>	<b>797</b>	<b>484,060</b>			<b>253,342,794</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents Phase 1	231			250	57,750	57,750
Ground Rents Phase 2	214			250	53,500	53,500
Office Phase 2	1	8,611	25.00	215,275	215,275	215,275
Retail Phase 2	1	26,910	20.00	538,200	538,200	538,200
Leisure Phase 2	<u>1</u>	<u>43,056</u>	20.00	861,120	<u>861,120</u>	<u>861,120</u>
<b>Totals</b>	<b>448</b>	<b>78,577</b>			<b>1,725,845</b>	<b>1,725,845</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	57,750	YP @	5.0000%	20.0000	1,155,000
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**Ground Rents Phase 2**

Current Rent	53,500	YP @	5.0000%	20.0000	1,070,000
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**Office Phase 2**

Market Rent	215,275	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,919,988

**Retail Phase 2**

Market Rent	538,200	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,219,278

**Leisure Phase 2**

Market Rent	861,120	YP @	6.5000%	15.3846	
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 2****2017 CIL & grant @ 35% AH**

(1yr 6mths Rent Free)	PV 1yr 6mths @	6.5000%	0.9099	12,053,853
				<b>25,418,119</b>

**GROSS DEVELOPMENT VALUE****278,760,913**

Purchaser's Costs	5.80%	(1,474,251)		(1,474,251)
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**NET DEVELOPMENT VALUE****277,286,662****Additional Revenue**

Grant (Phase 1)		7,328,000		
Grant (Phase 2)		6,769,300		
			14,097,300	

**NET REALISATION****291,383,962****OUTLAY****ACQUISITION COSTS**

Residualised Price		(67,444,595)		(67,444,595)
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**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs Phase 1	1 un	124,862,531	124,862,531	
Construction Costs Phase 2	<u>1 un</u>	110,315,821	<u>110,315,821</u>	
<b>Totals</b>			<b>235,178,352</b>	<b>235,178,352</b>

Developers Contingency	5.00%	11,758,918		
CIL Instalment 1 (Phase 1)		3,407,879		
CIL Instalment 2 (Phase 1)		3,407,879		
S106 Payment		1,589,000		
CIL Instalment 1 (Phase 2)		3,650,820		
CIL Instalment 2 (Phase 2)		3,650,820		
				27,465,316

**PROFESSIONAL FEES**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 2****2017 CIL & grant @ 35% AH**

Professional Fees	12.00%	28,221,402	
			28,221,402

**MARKETING & LETTING**

Marketing Resi	3.00%	6,843,398	
Marketing Commercial	1.00%	231,931	
Letting Agent Fee	1.00%	231,931	
Letting Legal Fee	0.50%	115,966	
			7,423,226

**DISPOSAL FEES**

Sales Agent Fee	1.00%	231,931	
Sales Legal Fee	0.50%	1,258,314	
			1,490,245

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	21,547,260	
Dev Prof on Affordable (Phase 1)	6.00%	734,329	
Dev Prof on Private (Phase 2)	18.00%	24,088,391	
Dev Prof on Affordable (Phase 2)	6.00%	678,642	
			47,048,622

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			10,965,299

**TOTAL COSTS****290,347,868****PROFIT****1,036,094****Performance Measures**

Profit on Cost%	0.36%
Profit on GDV%	0.37%
Profit on NDV%	0.37%
Development Yield% (on Rent)	0.59%
Equivalent Yield% (Nominal)	6.22%
Equivalent Yield% (True)	6.47%
IRR	9.95%

**Old Kent Road OA Viability Study - Large Site 2**  
**2017 CIL & grant @ 35% AH**

Rent Cover	0 yrs 7 mths
Profit Erosion (finance rate 7.000%)	0 yrs 1 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 3

2017 CIL @ 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 3**  
**2017 CIL @ 35% AH & Grant**

**Summary Appraisal for Merged Phases 1 2**

Currency in £

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	232	163,980	725.00	512,437	118,885,500
Affordable Housing Units Phase 1	125	88,297	139.00	98,186	12,273,283
Car Parking Phase 1	58	0	0.00	15,000	870,000
Private Residential Units Phase 2	198	139,635	725.00	511,290	101,235,375
Affordable Housing Units Phase 2	106	75,188	139.00	98,596	10,451,132
Car Parking Phase 2	<u>50</u>	<u>0</u>	0.00	15,000	<u>750,000</u>
<b>Totals</b>	<b>769</b>	<b>467,100</b>			<b>244,465,290</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft<sup>2</sup></b>	<b>Rate ft<sup>2</sup></b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	232			250	58,000	58,000
Ground Rents Phase 2	198			250	49,500	49,500
Office Phase 2	1	26,910	25.00	672,750	672,750	672,750
Retail Phase 2	<u>1</u>	<u>29,063</u>	20.00	581,260	<u>581,260</u>	<u>581,260</u>
<b>Totals</b>	<b>432</b>	<b>55,973</b>			<b>1,361,510</b>	<b>1,361,510</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	58,000	YP @	5.0000%	20.0000	1,160,000
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**Ground Rents Phase 2**

Current Rent	49,500	YP @	5.0000%	20.0000	990,000
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**Office Phase 2**

Market Rent	672,750	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	9,125,174

**Retail Phase 2**

Market Rent	581,260	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,876,881
					<b>20,152,054</b>

**GROSS DEVELOPMENT VALUE****264,617,344**



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 3  
2017 CIL @ 35% AH & Grant**

Purchaser's Costs	5.80%	(1,168,819)		(1,168,819)
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<b>NET DEVELOPMENT VALUE</b>				<b>263,448,525</b>
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**Additional Revenue**

Grant (Phase 1)		7,328,000		
Grant (Phase 2)		6,275,380		
				13,603,380

<b>NET REALISATION</b>				<b>277,051,905</b>
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**OUTLAY****ACQUISITION COSTS**

Residualised Price		(26,546,179)		(26,546,179)
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**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	104,864,032	104,864,032	
Construction Costs Phase 2	<u>1 un</u>	86,526,864	<u>86,526,864</u>	
<b>Totals</b>			<b>191,390,896</b>	<b>191,390,896</b>

Developers Contingency	5.00%	9,569,545		
CIL Instalment 1 (Phase 1)		3,365,114		
CIL Instalment 2 (Phase 1)		3,365,114		
S106 Payment (Phase 1)		714,000		
CIL Instalment 1 (Phase 2)		3,134,880		
CIL Instalment 2 (Phase 2)		3,134,880		
S106 Payment (Phase 2)		764,000		
				24,047,533

**PROFESSIONAL FEES**

Professional Fees	12.00%	22,966,908		22,966,908
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**MARKETING & LETTING**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 3****2017 CIL @ 35% AH & Grant**

Marketing Resi	3.00%	6,603,626	
Marketing Commercial	1.00%	180,021	
Letting Agent Fee	1.00%	180,021	
Letting Legal Fee	0.50%	90,010	
			7,053,678

**DISPOSAL FEES**

Sales Agent Fee	1.00%	180,021	
Sales Legal Fee	0.50%	1,214,226	
			1,394,247

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	21,764,790	
Dev Prof on Affordable (Phase 1)	6.00%	736,397	
Dev Prof on Private (Phase 2)	18.00%	21,775,937	
Dev Prof on Affordable (Phase 2)	6.00%	627,068	
			44,904,192

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			11,467,747

**TOTAL COSTS****276,679,021****PROFIT****372,884****Performance Measures**

Profit on Cost%	0.13%
Profit on GDV%	0.14%
Profit on NDV%	0.14%
Development Yield% (on Rent)	0.49%
Equivalent Yield% (Nominal)	6.14%
Equivalent Yield% (True)	6.38%

IRR 7.29%

Rent Cover 0 yrs 3 mths

Profit Erosion (finance rate 7.000%) 0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 4

2017 CIL @ 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 4  
 2017 CIL @ 35% AH & Grant

**Summary Appraisal for Merged Phases 1 2**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units Phase 1	173	122,181	800.00	564,999	97,744,800
Affordable Housing Units Phase 1	93	65,790	143.00	101,161	9,407,970
Car Parking Phase 1	43	0	0.00	15,000	645,000
Private Residential Units Phase 2	166	117,588	800.00	566,689	94,070,400
Affordable Housing Units Phase 2	90	63,316	143.00	100,602	9,054,188
Car Parking Phase 2	<u>42</u>	<u>0</u>	0.00	15,000	<u>630,000</u>
<b>Totals</b>	<b>607</b>	<b>368,875</b>			<b>211,552,358</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents Phase 1	173			250	43,250	43,250
Ground Rents Phase 2	166			250	41,500	41,500
Retail Phase 2	<u>1</u>	<u>18,299</u>	20.00	365,980	<u>365,980</u>	<u>365,980</u>
<b>Totals</b>	<b>340</b>	<b>18,299</b>			<b>450,730</b>	<b>450,730</b>

**Investment Valuation**

<b>Ground Rents Phase 1</b>						
Current Rent	43,250	YP @	5.0000%	20.0000	865,000	
<b>Ground Rents Phase 2</b>						
Current Rent	41,500	YP @	5.0000%	20.0000	830,000	
<b>Retail Phase 2</b>						
Market Rent	365,980	YP @	6.0000%	16.6667		
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	5,589,170	
					<b>7,284,170</b>	

**GROSS DEVELOPMENT VALUE****218,836,528**

Purchaser's Costs	5.80%	(422,482)		(422,482)
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 4****2017 CIL @ 35% AH & Grant****NET DEVELOPMENT VALUE****218,414,046****Additional Revenue**

Grant (Phase 1)	5,464,000	
Grant (Phase 2)	5,278,760	
		10,742,760

**NET REALISATION****229,156,806****OUTLAY****ACQUISITION COSTS**

Residualised Price	(31,814,492)	
		(31,814,492)

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs Phase 1	1 un	87,532,710	87,532,710	
Construction Costs Phase 2	<u>1 un</u>	<u>79,867,793</u>	<u>79,867,793</u>	
<b>Totals</b>			<b>167,400,503</b>	<b>167,400,503</b>

Developers Contingency	5.00%	8,370,025	
CIL Instalment 1 (Phase 1)		2,702,322	
CIL Instalment 2 (Phase 1)		2,702,322	
S106 Payment (Phase 1)		532,000	
CII Instalment 1 (Phase 2)		2,641,421	
CIL Instalment 2 (Phase 2)		2,641,421	
S106 Payment (Phase 2)		563,000	
			20,152,511

**PROFESSIONAL FEES**

Professional Fees	12.00%	20,088,060	
			20,088,060

**MARKETING & LETTING**

Marketing Resi	3.00%	5,754,456	
Marketing Commercial	1.00%	55,892	
Letting Agent Fee	1.00%	55,892	
Letting Legal Fee	0.50%	27,946	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 4  
2017 CIL @ 35% AH & Grant**

			5,894,185
<b>DISPOSAL FEES</b>			
Sales Agent Fee	1.00%	55,892	
Sales Legal Fee	0.50%	1,079,333	
			1,135,224

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	17,865,864	
Dev Prof on Affordable (Phase 1)	6.00%	564,478	
Dev Prof on Private (Phase 2)	18.00%	18,201,523	
Dev Prof on Affordable (Phase 2)	6.00%	543,251	
			37,175,116

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			8,696,476

**TOTAL COSTS****228,727,585****PROFIT****429,221****Performance Measures**

Profit on Cost%	0.19%
Profit on GDV%	0.20%
Profit on NDV%	0.20%
Development Yield% (on Rent)	0.20%
Equivalent Yield% (Nominal)	5.78%
Equivalent Yield% (True)	6.00%
IRR	7.58%
Rent Cover	0 yrs 11 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 5

Base Position 2017 CIL @ 35% AH & grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Large Site 5**  
**Base Positon 2017 CIL @ 35% AH & grant**

**Summary Appraisal for Merged Phases 1 2**

**Currency in £**

**REVENUE**

<b>Sales Valuation</b>	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Unit Price</b>	<b>Gross Sales</b>
Private Residential Units Phase 1	172	121,722	725.00	513,072	88,248,450
Affordable Housing Units Phase 1	93	65,542	141.00	99,370	9,241,422
Car Parking Phase 1	43	0	0.00	15,000	645,000
Private Residential Units Phase 2	153	107,942	725.00	511,490	78,257,950
Affordable Housing Units Phase 2	82	58,123	141.00	99,943	8,195,343
Car Parking Phase 2	<u>38</u>	<u>0</u>	0.00	15,000	<u>570,000</u>
<b>Totals</b>	<b>581</b>	<b>353,329</b>			<b>185,158,165</b>

**Rental Area Summary**

	<b>Units</b>	<b>ft²</b>	<b>Rate ft²</b>	<b>Initial MRV/Unit</b>	<b>Net Rent at Sale</b>	<b>Initial MRV</b>
Ground Rents Phase 1	172			250	43,000	43,000
Ground Rents Phase 2	153			250	38,250	38,250
Office Phase 2	1	34,445	25.00	861,125	861,125	861,125
Retail Phase 2	<u>1</u>	<u>12,271</u>	20.00	245,420	<u>245,420</u>	<u>245,420</u>
<b>Totals</b>	<b>327</b>	<b>46,716</b>			<b>1,187,795</b>	<b>1,187,795</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	43,000	YP @	5.0000%	20.0000	860,000
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**Ground Rents Phase 2**

Current Rent	38,250	YP @	5.0000%	20.0000	765,000
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**Office Phase 2**

Market Rent	861,125	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	11,680,290

**Retail Phase 2**

Market Rent	245,420	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	3,748,003
					<b>17,053,293</b>

**GROSS DEVELOPMENT VALUE****202,211,458**



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 5  
Base Positon 2017 CIL @ 35% AH & grant**

Purchaser's Costs	5.80%	(989,091)		(989,091)
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<b>NET DEVELOPMENT VALUE</b>				<b>201,222,367</b>
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**Additional Revenue**

Grant (Phase 1)		5,464,000		
Grant (Phase 2)		4,826,000		
				10,290,000

<b>NET REALISATION</b>				<b>211,512,367</b>
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**OUTLAY****ACQUISITION COSTS**

Residualised Price		(40,119,469)		(40,119,469)
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**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	89,016,000	89,016,000	
Construction Costs Phase 2	<u>1 un</u>	75,933,776	<u>75,933,776</u>	
<b>Totals</b>			<b>164,949,776</b>	<b>164,949,776</b>

Developers Contingency	5.00%	8,247,489		
CIL Instalment 1 (Phase 1)		2,357,993		
CIL Instalment 2 (Phase 1)		2,357,993		
S106 Payment		1,130,200		
CIL Instalment 1 (Phase 2)		2,234,930		
CIL Instalment 2 (Phase 2)		2,234,930		
				18,563,535

**PROFESSIONAL FEES**

Professional Fees	12.00%	19,793,973		19,793,973
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**MARKETING & LETTING**

Marketing Resi	3.00%	4,995,192		
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 5****Base Position 2017 CIL @ 35% AH & grant**

Marketing Commercial	1.00%	154,283	
Letting Agent Fee	1.00%	154,283	
Letting Legal Fee	0.50%	77,141	
			5,380,899

**DISPOSAL FEES**

Sales Agent Fee	1.00%	154,283	
Sales Legal Fee	0.50%	996,857	
			1,151,140

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	16,155,621	
Dev Prof on Affordable (Phase 1)	6.00%	554,485	
Dev Prof on Private (Phase 2)	18.00%	17,103,824	
Dev Prof on Affordable (Phase 2)	6.00%	491,721	
			34,305,651

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			7,279,284

**TOTAL COSTS****211,304,789****PROFIT****207,578****Performance Measures**

Profit on Cost%	0.10%
Profit on GDV%	0.10%
Profit on NDV%	0.10%
Development Yield% (on Rent)	0.56%
Equivalent Yield% (Nominal)	6.26%
Equivalent Yield% (True)	6.52%
IRR	8.64%
Rent Cover	0 yrs 2 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

**Old Kent Road OA Viability Study - Large Site 5  
Base Positon 2017 CIL @ 35% AH & grant**

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 1

2017 CIL & 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 1  
 2017 CIL & 35% AH & Grant

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	135	95,081	725.00	510,620	68,933,725
Affordable Housing Units	72	51,197	139.00	98,839	7,116,383
Car Parking	<u>34</u>	<u>0</u>	0.00	15,000	<u>510,000</u>
<b>Totals</b>	<b>241</b>	<b>146,278</b>			<b>76,560,108</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	135			250	33,750	33,750
Office	<u>1</u>	<u>13,993</u>	25.00	349,825	<u>349,825</u>	<u>349,825</u>
<b>Totals</b>	<b>136</b>	<b>13,993</b>			<b>383,575</b>	<b>383,575</b>

**Investment Valuation**

Ground rents					
Current Rent	33,750	YP @	5.0000%	20.0000	675,000
<b>Office</b>					
Market Rent	349,825	YP @	6.5000%	15.3846	
(1yr 8mths Unexpired Rent Free)		PV 1yr 8mths @	6.5000%	0.9004	4,845,681
					<b>5,520,681</b>

**GROSS DEVELOPMENT VALUE**

				<b>82,080,789</b>
Purchaser's Costs		5.80%	(320,199)	(320,199)

**NET DEVELOPMENT VALUE**

				<b>81,760,589</b>
Income from Tenants				11,250

**Additional Revenue**

Grant			4,260,060	
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 1  
 2017 CIL & 35% AH & Grant

				4,260,060
<b>NET REALISATION</b>				<b>86,031,899</b>
<b>OUTLAY</b>				
<b>ACQUISITION COSTS</b>				
Residualised Price		(4,354,581)		(4,354,581)
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	57,282,918	57,282,918	<b>57,282,918</b>
Developers Contingency		5.00%	2,926,536	
Demolition			1,247,800	
CIL Instalment 1			1,451,805	
CIL Instalment 2			1,451,805	
S106 Payment			453,000	
				7,530,946
<b>PROFESSIONAL FEES</b>				
Professional Fees		10.00%	5,853,072	
				5,853,072
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	2,068,012	
Marketing Commercial		1.00%	48,457	
Letting Agent Fee		10.00%	67,500	
Letting Legal Fee		5.00%	17,491	
				2,201,460
<b>DISPOSAL FEES</b>				
Sales Agent Fee		1.00%	48,457	
Sales Legal Fee		0.50%	404,479	
				452,936
<b>Additional Costs</b>				
Developer Profit on Private		18.00%	13,493,593	
Developer Profit on Affordable		6.00%	426,983	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 1  
2017 CIL & 35% AH & Grant**

		13,920,576
<b>FINANCE</b>		
Debit Rate 7.000% Credit Rate 0.000% (Nominal)		
Land	(522,303)	
Construction	3,569,994	
Other	96,882	
Total Finance Cost		3,144,574
<b>TOTAL COSTS</b>		<b>86,031,900</b>
<b>PROFIT</b>		<b>(1)</b>

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.45%
Equivalent Yield% (Nominal)	6.33%
Equivalent Yield% (True)	6.59%
IRR	6.56%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 2

2017 CIL & 35% AH & Grant

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 2  
 2017 CIL & 35% AH & Grant

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	191	135,042	650.00	459,567	87,777,300
Affordable Housing Units	103	72,711	137.00	96,713	9,961,407
Car Parking	<u>48</u>	<u>0</u>	0.00	15,000	<u>720,000</u>
<b>Totals</b>	<b>342</b>	<b>207,753</b>			<b>98,458,707</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	191			250	47,750	47,750
Office	<u>1</u>	<u>50,591</u>	25.00	1,264,775	<u>1,264,775</u>	<u>1,264,775</u>
<b>Totals</b>	<b>192</b>	<b>50,591</b>			<b>1,312,525</b>	<b>1,312,525</b>

**Investment Valuation**

Ground rents					
Current Rent	47,750	YP @	5.0000%	20.0000	955,000
<b>Office</b>					
Market Rent	1,264,775	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	17,155,394
					<b>18,110,394</b>

**GROSS DEVELOPMENT VALUE**

				<b>116,569,101</b>
Purchaser's Costs	5.80%	(1,050,403)		(1,050,403)

**NET DEVELOPMENT VALUE**

				<b>115,518,698</b>
Income from Tenants				23,875

**Additional Revenue**

Grant			6,050,520	
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 2  
 2017 CIL & 35% AH & Grant

				6,050,520
<b>NET REALISATION</b>				<b>121,593,093</b>
<b>OUTLAY</b>				
<b>ACQUISITION COSTS</b>				
Residualised Price			(12,819,442)	(12,819,442)
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	85,477,994	85,477,994	<b>85,477,994</b>
Developers Contingency		5.00%	4,352,227	
Demolition			1,566,550	
CIL Instalment 1			2,577,862	
CIL Instalment 2			2,577,862	
S106 Payment			729,000	
				11,803,501
<b>PROFESSIONAL FEES</b>				
Professional Fees		10.00%	8,704,454	
				8,704,454
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	2,633,319	
Marketing Commercial		1.00%	171,554	
Letting Agent Fee		10.00%	126,478	
Letting Legal Fee		5.00%	63,239	
				2,994,589
<b>DISPOSAL FEES</b>				
Sales Agent Fee		1.00%	171,554	
Sales Legal Fee		0.50%	574,471	
				746,024
<b>Additional Costs</b>				
Developer Profit on Private		18.00%	19,189,385	
Developer Profit on Affordable		6.00%	597,684	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 2  
2017 CIL & 35% AH & Grant**

		19,787,069
<b>FINANCE</b>		
Debit Rate 7.000% Credit Rate 0.000% (Nominal)		
Land	(1,626,226)	
Construction	6,481,325	
Other	43,806	
Total Finance Cost		4,898,906
<b>TOTAL COSTS</b>		<b>121,593,096</b>
<b>PROFIT</b>		<b>(3)</b>

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	1.08%
Equivalent Yield% (Nominal)	6.43%
Equivalent Yield% (True)	6.70%
IRR	7.24%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 3

2017 CIL @ 35% AH & Grant

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 3  
 2017 CIL @ 35% AH & Grant

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	147	103,808	625.00	441,361	64,880,000
Affordable Housing Units	79	55,897	139.00	98,350	7,769,683
Car Parking	<u>37</u>	<u>0</u>	0.00	15,000	<u>555,000</u>
<b>Totals</b>	<b>263</b>	<b>159,705</b>			<b>73,204,683</b>

**Rental Area Summary**

	Units	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	147	300	44,100	44,100

**Investment Valuation**

Ground rents	Units	YP @	5.0000%	20.0000	882,000
Current Rent	44,100	YP @	5.0000%	20.0000	882,000

**GROSS DEVELOPMENT VALUE**

				<b>74,086,683</b>
Purchaser's Costs		5.80%	(51,156)	(51,156)

**NET DEVELOPMENT VALUE**

				<b>74,035,527</b>
Income from Tenants				18,375

**Additional Revenue**

Grant			4,651,080	4,651,080
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**NET REALISATION**

				<b>78,704,982</b>
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**OUTLAY**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 3****2017 CIL @ 35% AH & Grant****ACQUISITION COSTS**

Residualised Price			(10,594,312)	
				(10,594,312)

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	57,903,563	57,903,563	<b>57,903,563</b>
Developers Contingency		5.00%	2,933,896	
Demolition			774,350	
CIL Instalment 1			1,999,947	
CIL Instalment 2			1,999,947	
S106 Payment			452,000	
				8,160,140

**PROFESSIONAL FEES**

Professional Fees		10.00%	5,867,791	
				5,867,791

**MARKETING & LETTING**

Marketing Resi		3.00%	1,946,400	
				1,946,400

**DISPOSAL FEES**

Sales Legal Fee		0.50%	363,248	
				363,248

**Additional Costs**

Developer Profit on Private		18.00%	11,937,060	
Developer Profit on Affordable		6.00%	466,181	
				12,403,241

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			(1,127,938)	
Construction			3,722,518	
Other			60,340	
Total Finance Cost				2,654,919

**TOTAL COSTS****78,704,990**

**Old Kent Road OA Viability Study - Small Site 3**  
**2017 CIL @ 35% AH & Grant**  
**PROFIT**

**(8)**

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.06%
Equivalent Yield% (Nominal)	5.00%
Equivalent Yield% (True)	5.16%
IRR	7.35%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 4

2017 CIL & 35% AH & Grant

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 4  
 2017 CIL & 35% AH & Grant

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	16	11,024	700.00	482,300	7,716,800
Affordable Housing Units	8	5,936	150.00	111,300	890,400
Car Parking	<u>4</u>	<u>0</u>	0.00	15,000	<u>60,000</u>
<b>Totals</b>	<b>28</b>	<b>16,960</b>			<b>8,667,200</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	16			250	4,000	4,000
Retail Unit	<u>1</u>	<u>8,611</u>	20.00	172,220	<u>172,220</u>	<u>172,220</u>
<b>Totals</b>	<b>17</b>	<b>8,611</b>			<b>176,220</b>	<b>176,220</b>

**Investment Valuation**

<b>Ground rents</b>					
Current Rent	4,000	YP @	5.0000%	20.0000	80,000
<b>Retail Unit</b>					
Market Rent	172,220	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,754,198
					<b>2,834,198</b>

**GROSS DEVELOPMENT VALUE**

				<b>11,501,398</b>
Purchaser's Costs		5.80%	(164,383)	(164,383)

**NET DEVELOPMENT VALUE**

				<b>11,337,015</b>
Income from Tenants				333

**Additional Revenue**

Grant			493,920	
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 4**  
**2017 CIL & 35% AH & Grant**

				493,920
<b>NET REALISATION</b>				<b>11,831,268</b>
<b>OUTLAY</b>				
<b>ACQUISITION COSTS</b>				
Residualised Price			(1,628,105)	(1,628,105)
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	8,741,925	8,741,925	<b>8,741,925</b>
Developers Contingency		5.00%	446,496	
Demolition			188,000	
CIL Instalment 1			500,000	
CIL Instalment 2			33,857	
S106 Payments			72,000	
				1,240,353
<b>PROFESSIONAL FEES</b>				
Professional Fees		10.00%	892,992	
				892,992
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	231,504	
Marketing Commercial		1.00%	27,542	
Letting Agent Fee		10.00%	17,222	
Letting Legal Fee		5.00%	8,611	
				284,879
<b>DISPOSAL FEES</b>				
Sales Agent Fee		1.00%	27,542	
Sales Legal Fee		0.50%	56,807	
				84,349
<b>Additional Costs</b>				
Developer Profit on Private		18.00%	1,909,980	
Developer Profit on Affordable		6.00%	53,424	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 4  
2017 CIL & 35% AH & Grant**

		1,963,404
<b>FINANCE</b>		
Debit Rate 7.000% Credit Rate 0.000% (Nominal)		
Land	(113,580)	
Construction	364,716	
Other	335	
Total Finance Cost		251,471
<b>TOTAL COSTS</b>		<b>11,831,268</b>
<b>PROFIT</b>		<b>0</b>

**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	1.49%
Equivalent Yield% (Nominal)	5.73%
Equivalent Yield% (True)	5.94%
IRR	6.34%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 1

2017 CIL @ 0% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 1  
 2017 CIL @ 0% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	356	251,565	865.00	611,246	217,603,725
Hotel	152	0	0.00	150,000	22,800,000
Car Parking	<u>89</u>	<u>0</u>	0.00	15,000	<u>1,335,000</u>
<b>Totals</b>	<b>597</b>	<b>251,565</b>			<b>241,738,725</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents	356			250	89,000	89,000
Office	1	11,840	25.00	296,000	296,000	296,000
Retail	1	7,535	20.00	150,700	150,700	150,700
Health (Community)	<u>1</u>	<u>10,764</u>	17.00	182,988	<u>182,988</u>	<u>182,988</u>
<b>Totals</b>	<b>359</b>	<b>30,139</b>			<b>718,688</b>	<b>718,688</b>

**Investment Valuation**

<b>Ground Rents</b>					
Current Rent	89,000	YP @	5.0000%	20.0000	1,780,000
<b>Office</b>					
Market Rent	296,000	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	4,014,941
<b>Retail</b>					
Market Rent	150,700	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,410,043
<b>Health (Community)</b>					
Market Rent	182,988	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	2,361,831
					<b>10,566,815</b>

**GROSS DEVELOPMENT VALUE****252,305,540**

Purchaser's Costs	5.80%	(612,875)
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 1****2017 CIL @ 0% AH**

(612,875)

**NET DEVELOPMENT VALUE****251,692,665****NET REALISATION****251,692,665****OUTLAY****ACQUISITION COSTS**

Residualised Price			14,850,583	
Stamp Duty		4.00%	594,023	
Agent Fee		1.00%	148,506	
Legal Fee		0.50%	74,253	
				15,667,365

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	131,277,836	131,277,836	<b>131,277,836</b>
Developers Contingency		5.00%	6,563,892	
CIL Instalment 1			5,183,206	
CIL Instalment 2			5,183,206	
S106 Payment			946,000	
				17,876,304

**PROFESSIONAL FEES**

Professional Fees		12.00%	15,753,340	
				15,753,340

**MARKETING & LETTING**

Marketing Resi		3.00%	6,528,112	
Marketing Commercial		1.00%	315,868	
Letting Agent Fee		10.00%	878,682	
Letting Legal Fee		5.00%	439,341	
				8,162,002

**DISPOSAL FEES**

Sales Agent Fee		1.00%	315,868	
Sales Legal Fee		0.50%	1,245,953	
				1,561,821

**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 1  
2017 CIL @ 0% AH****Additional Costs**

Developer Profit on Private	18.00%	45,174,697	
			45,174,697

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Land		3,077,426	
Construction		12,950,782	
Other		191,091	
Total Finance Cost			16,219,300

**TOTAL COSTS****251,692,665****PROFIT****0****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.29%
Equivalent Yield% (Nominal)	6.21%
Equivalent Yield% (True)	6.46%
IRR	7.02%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 2

2017 CIL @ 0% AH

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 2  
 2017 CIL @ 0% AH

**Summary Appraisal for Merged Phases 1 2**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units Phase 1	356	251,570	725.00	512,327	182,388,250
Car Parking Phase 1	89	0	0.00	15,000	1,335,000
Private Residential Units Phase 2	329	232,490	725.00	512,326	168,555,250
Car Parking Phase 2	<u>82</u>	<u>0</u>	0.00	15,000	<u>1,230,000</u>
<b>Totals</b>	<b>856</b>	<b>484,060</b>			<b>353,508,500</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents Phase 1	356			250	89,000	89,000
Ground Rents Phase 2	329			250	82,250	82,250
Office Phase 2	1	8,611	25.00	215,275	215,275	215,275
Retail Phase 2	1	26,910	20.00	538,200	538,200	538,200
Leisure Phase 2	<u>1</u>	<u>43,056</u>	20.00	861,120	<u>861,120</u>	<u>861,120</u>
<b>Totals</b>	<b>688</b>	<b>78,577</b>			<b>1,785,845</b>	<b>1,785,845</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	89,000	YP @	5.0000%	20.0000	1,780,000
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**Ground Rents Phase 2**

Current Rent	82,250	YP @	5.0000%	20.0000	1,645,000
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**Office Phase 2**

Market Rent	215,275	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,919,988

**Retail Phase 2**

Market Rent	538,200	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,219,278

**Leisure Phase 2**

Market Rent	861,120	YP @	6.5000%	15.3846	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.5000%	0.9099	12,053,853
					<b>26,618,119</b>

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 2

2017 CIL @ 0% AH

**GROSS DEVELOPMENT VALUE** **380,126,619**

Purchaser's Costs	5.80%	(1,543,851)	
			(1,543,851)

**NET DEVELOPMENT VALUE** **378,582,768****NET REALISATION** **378,582,768****OUTLAY****ACQUISITION COSTS**

Residualised Price		(18,476,482)	
Stamp Duty	4.00%	39,659	
Agent Fee	1.00%	9,915	
Legal Fee	0.50%	4,957	
			(18,421,951)

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs Phase 1	1 un	124,862,531	124,862,531	
Construction Costs Phase 2	<u>1 un</u>	110,646,769	<u>110,646,769</u>	
<b>Totals</b>			<b>235,509,300</b>	<b>235,509,300</b>

Developers Contingency	5.00%	11,775,465	
CIL Instalment 1 (Phase 1)		4,733,166	
CIL Instalment 2 (Phase 1)		4,733,166	
S106 Payment (Phase 1)		712,000	
CIL Instalment 1 (Phase 2)		4,875,593	
CIL Instalment 2 (Phase 2)		4,875,593	
S106 Payment (Phase 2)		877,000	
			32,581,983

**PROFESSIONAL FEES**

Professional Fees	12.00%	28,261,116	
			28,261,116

**MARKETING & LETTING**

File: G:\DEVELO~1\Jobs\AFFORD~1\160468 - LB Southwark - Old Kent Road Viability\E - Deliverables\Specific Site Appraisals\Site Specific Appraisals @ 0% AH increased CIL\Large Site 2 Development Appra

ARGUS Developer Version: 6.00.002

Date: 30/06/2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 2****2017 CIL @ 0% AH**

Marketing Resi	3.00%	10,528,305	
Marketing Commercial	1.00%	231,931	
Letting Agent Fee	1.00%	231,931	
Letting Legal Fee	0.50%	115,966	
			11,108,133

**DISPOSAL FEES**

Sales Agent Fee	1.00%	231,931	
Sales Legal Fee	0.50%	1,754,718	
			1,986,649

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	33,150,285	
Dev Prof on Private (Phase 2)	18.00%	34,810,806	
			67,961,091

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			18,814,655

**TOTAL COSTS****377,800,976****PROFIT****781,791****Performance Measures**

Profit on Cost%	0.21%
Profit on GDV%	0.21%
Profit on NDV%	0.21%
Development Yield% (on Rent)	0.47%
Equivalent Yield% (Nominal)	6.17%
Equivalent Yield% (True)	6.41%

IRR 7.20%

Rent Cover 0 yrs 5 mths

Profit Erosion (finance rate 7.000%) 0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 3

2017 CIL @ 0% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 3  
 2017 CIL @ 0% AH

**Summary Appraisal for Merged Phases 1 2**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units Phase 1	357	252,276	725.00	512,325	182,900,100
Car Parking Phase 1	89	0	0.00	15,000	1,335,000
Private Residential Units Phase 2	304	214,824	725.00	512,327	155,747,400
Car Parking Phase 2	<u>76</u>	<u>0</u>	0.00	15,000	<u>1,140,000</u>
<b>Totals</b>	<b>826</b>	<b>467,100</b>			<b>341,122,500</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents Phase 1	357			250	89,250	89,250
Ground Rents Phase 2	304			250	76,000	76,000
Office Phase 2	1	26,910	25.00	672,750	672,750	672,750
Retail Phase 2	<u>1</u>	<u>29,063</u>	20.00	581,260	<u>581,260</u>	<u>581,260</u>
<b>Totals</b>	<b>663</b>	<b>55,973</b>			<b>1,419,260</b>	<b>1,419,260</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	89,250	YP @	5.0000%	20.0000	1,785,000
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**Ground Rents Phase 2**

Current Rent	76,000	YP @	5.0000%	20.0000	1,520,000
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**Office Phase 2**

Market Rent	672,750	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	9,125,174

**Retail Phase 2**

Market Rent	581,260	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	8,876,881
					<b>21,307,054</b>

**GROSS DEVELOPMENT VALUE****362,429,554**

Purchaser's Costs	5.80%	(1,235,809)
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 3****2017 CIL @ 0% AH**

(1,235,809)

**NET DEVELOPMENT VALUE****361,193,745****NET REALISATION****361,193,745****OUTLAY****ACQUISITION COSTS**

Residualised Price		19,165,271	
Stamp Duty	4.00%	766,611	
Agent Fee	1.00%	191,653	
Legal Fee	0.50%	95,826	
			20,219,360

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	104,864,032	104,864,032	
Construction Costs Phase 2	<u>1 un</u>	86,526,864	<u>86,526,864</u>	
<b>Totals</b>			<b>191,390,896</b>	<b>191,390,896</b>

Developers Contingency	5.00%	9,569,545	
CIL Instalment 1 (Phase 1)		4,673,770	
CIL Instalment 2 (Phase 1)		4,673,770	
S106 Payment (Phase 1)		714,000	
CII Instalment 1 (Phase 2)		4,249,254	
CIL Instalment 2 (Phase 2)		4,249,254	
S106 Payment (Phase 2)		764,000	
			28,893,593

**PROFESSIONAL FEES**

Professional Fees	12.00%	22,966,908	
			22,966,908

**MARKETING & LETTING**

Marketing Resi	3.00%	10,159,425	
Marketing Commercial	1.00%	180,021	
Letting Agent Fee	1.00%	180,021	
Letting Legal Fee	0.50%	90,010	

**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 3****2017 CIL @ 0% AH**

			10,609,476
<b>DISPOSAL FEES</b>			
Sales Agent Fee	1.00%	180,021	
Sales Legal Fee	0.50%	1,693,238	
			1,873,258
<b>Additional Costs</b>			
Dev Prof on Private (Phase 1)	18.00%	33,483,618	
Dev Prof on Private (Phase 2)	18.00%	31,753,702	
			65,237,320
<b>FINANCE</b>			
Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			19,216,637
<b>TOTAL COSTS</b>			<b>360,407,448</b>
<b>PROFIT</b>			<b>786,297</b>

**Performance Measures**

Profit on Cost%	0.22%
Profit on GDV%	0.22%
Profit on NDV%	0.22%
Development Yield% (on Rent)	0.39%
Equivalent Yield% (Nominal)	6.08%
Equivalent Yield% (True)	6.32%
 IRR	 6.92%
 Rent Cover	 0 yrs 7 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 4

2017 CIL @ 0% AH

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 4  
 2017 CIL @ 0% AH

Summary Appraisal for Merged Phases 1 2

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units Phase 1	266	187,971	800.00	565,326	150,376,800
Car Parking Phase 1	67	0	0.00	15,000	1,005,000
Private Residential Units Phase 2	256	180,904	800.00	565,325	144,723,200
Car Parking Phase 2	<u>64</u>	<u>0</u>	0.00	15,000	<u>960,000</u>
<b>Totals</b>	<b>653</b>	<b>368,875</b>			<b>297,065,000</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents Phase 1	266			250	66,500	66,500
Ground Rents Phase 2	256			250	64,000	64,000
Retail Phase 2	<u>1</u>	<u>18,299</u>	20.00	365,980	<u>365,980</u>	<u>365,980</u>
<b>Totals</b>	<b>523</b>	<b>18,299</b>			<b>496,480</b>	<b>496,480</b>

**Investment Valuation**

<b>Ground Rents Phase 1</b>					
Current Rent	66,500	YP @	5.0000%	20.0000	1,330,000
<b>Ground Rents Phase 2</b>					
Current Rent	64,000	YP @	5.0000%	20.0000	1,280,000
<b>Retail Phase 2</b>					
Market Rent	365,980	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	5,589,170
					<b>8,199,170</b>

**GROSS DEVELOPMENT VALUE****305,264,170**

Purchaser's Costs	5.80%	(475,552)	(475,552)
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**NET DEVELOPMENT VALUE****304,788,618**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 4****2017 CIL @ 0% AH****NET REALISATION** **304,788,618****OUTLAY****ACQUISITION COSTS**

Residualised Price		10,829,060	
Stamp Duty	4.00%	433,162	
Agent Fee	1.00%	108,291	
Legal Fee	0.50%	54,145	
			11,424,658

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	87,532,710	87,532,710	
Construction Costs Phase 2	<u>1 un</u>	79,867,793	<u>79,867,793</u>	
<b>Totals</b>			<b>167,400,503</b>	<b>167,400,503</b>

Developers Contingency	5.00%	8,370,025	
CIL Instalment 1 (Phase 1)		3,753,225	
CIL Instalment 2 (Phase 1)		3,753,225	
S106 Payment (Phase 1)		532,000	
CIL Instalment 1 (Phase 2)		3,652,816	
CIL Instalment 2 (Phase 2)		3,652,816	
S106 Payment (Phase 2)		563,000	
			24,277,107

**PROFESSIONAL FEES**

Professional Fees	12.00%	20,088,060	
			20,088,060

**MARKETING & LETTING**

Marketing Resi	3.00%	8,853,000	
Marketing Commercial	1.00%	55,892	
Letting Agent Fee	1.00%	55,892	
Letting Legal Fee	0.50%	27,946	
			8,992,729

**DISPOSAL FEES**

Sales Agent Fee	1.00%	55,892	
Sales Legal Fee	0.50%	1,503,446	

**APPRAISAL SUMMARY****Old Kent Road OA Viability Study - Large Site 4****2017 CIL @ 0% AH**

1,559,338

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	27,488,124
Dev Prof on Private (Phase 2)	18.00%	27,459,427

54,947,551

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)

Total Finance Cost

15,598,515

**TOTAL COSTS****304,288,461****PROFIT****500,157****Performance Measures**

Profit on Cost%	0.16%
Profit on GDV%	0.16%
Profit on NDV%	0.16%
Development Yield% (on Rent)	0.16%
Equivalent Yield% (Nominal)	5.70%
Equivalent Yield% (True)	5.91%

IRR 6.83%

Rent Cover 1 yr

Profit Erosion (finance rate 7.000%) 0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Large Site 5

2017 CIL @ 0% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 5

2017 CIL @ 0% AH

Summary Appraisal for Merged Phases 1 2

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units Phase 1	265	180,904	725.00	494,926	131,155,400
Car Parking Phase 1	66	0	0.00	15,000	990,000
Private Residential Units Phase 2	235	166,064	725.00	512,325	120,396,400
Car Parking Phase 2	<u>59</u>	<u>0</u>	0.00	15,000	<u>885,000</u>
<b>Totals</b>	<b>625</b>	<b>346,968</b>			<b>253,426,800</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents Phase 1	265			250	66,250	66,250
Ground Rents Phase 2	235			250	58,750	58,750
Office Phase 2	1	34,445	25.00	861,125	861,125	861,125
Retail Phase 2	<u>1</u>	<u>12,271</u>	20.00	245,420	<u>245,420</u>	<u>245,420</u>
<b>Totals</b>	<b>502</b>	<b>46,716</b>			<b>1,231,545</b>	<b>1,231,545</b>

**Investment Valuation****Ground Rents Phase 1**

Current Rent	66,250	YP @	5.0000%	20.0000	1,325,000
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**Ground Rents Phase 2**

Current Rent	58,750	YP @	5.0000%	20.0000	1,175,000
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**Office Phase 2**

Market Rent	861,125	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	11,680,290

**Retail Phase 2**

Market Rent	245,420	YP @	6.0000%	16.6667	
(1yr 6mths Rent Free)		PV 1yr 6mths @	6.0000%	0.9163	3,748,003
					<b>17,928,293</b>

**GROSS DEVELOPMENT VALUE****271,355,093**

Purchaser's Costs	5.80%	(1,039,841)
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**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Large Site 5

2017 CIL @ 0% AH

(1,039,841)

**NET DEVELOPMENT VALUE****270,315,252****NET REALISATION****270,315,252****OUTLAY****ACQUISITION COSTS**

Residualised Price			(7,004,795)	
Stamp Duty		4.00%	198,551	
Agent Fee		1.00%	49,638	
Legal Fee		0.50%	24,819	
				(6,731,788)

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs Phase 1	1 un	89,016,000	89,016,000	
Construction Costs Phase 2	<u>1 un</u>	<u>75,933,776</u>	<u>75,933,776</u>	
<b>Totals</b>			<b>164,949,776</b>	<b>164,949,776</b>

Developers Contingency		5.00%	8,247,489	
CIL Instalment 1 (Phase 1)			3,274,990	
CIL Instalment 2 (Phase 1)			3,274,990	
S106 Payment			1,130,200	
CII Instalment 1 (Phase 2)			3,048,116	
CIL Instalment 2 (Phase 2)			3,048,116	
				22,023,901

**PROFESSIONAL FEES**

Professional Fees		12.00%	19,793,973	
				19,793,973

**MARKETING & LETTING**

Marketing Resi		3.00%	7,546,554	
Marketing Commercial		1.00%	154,283	
Letting Agent Fee		1.00%	154,283	
Letting Legal Fee		0.50%	77,141	
				7,932,261

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Large Site 5****2017 CIL @ 0% AH****DISPOSAL FEES**

Sales Agent Fee	1.00%	154,283	
Sales Legal Fee	0.50%	1,334,900	
			1,489,183

**Additional Costs**

Dev Prof on Private (Phase 1)	18.00%	24,024,672	
Dev Prof on Private (Phase 2)	18.00%	24,819,245	
			48,843,917

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)			
Total Finance Cost			11,576,578

**TOTAL COSTS****269,877,801****PROFIT****437,450****Performance Measures**

Profit on Cost%	0.16%
Profit on GDV%	0.16%
Profit on NDV%	0.16%
Development Yield% (on Rent)	0.46%
Equivalent Yield% (Nominal)	6.21%
Equivalent Yield% (True)	6.46%
IRR	6.99%
Rent Cover	0 yrs 4 mths
Profit Erosion (finance rate 7.000%)	0 yrs 0 mths

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 1

Base Position 2017 CIL & 0% AH

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 1  
 Base Position 2017 CIL & 0% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	207	146,278	725.00	512,326	106,051,550
Car Parking	<u>34</u>	<u>0</u>	0.00	15,000	<u>510,000</u>
<b>Totals</b>	<b>241</b>	<b>146,278</b>			<b>106,561,550</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	207			250	51,750	51,750
Office	<u>1</u>	<u>13,993</u>	25.00	349,825	<u>349,825</u>	<u>349,825</u>
<b>Totals</b>	<b>208</b>	<b>13,993</b>			<b>401,575</b>	<b>401,575</b>

**Investment Valuation**

Ground rents					
Current Rent	51,750	YP @	5.0000%	20.0000	1,035,000
<b>Office</b>					
Market Rent	349,825	YP @	6.5000%	15.3846	
(1yr 6mths Unexpired Rent Free)		PV 1yr 6mths @	6.5000%	0.9099	4,896,808
					<b>5,931,808</b>

**GROSS DEVELOPMENT VALUE****112,493,358**

Purchaser's Costs

5.80% (344,045)

(344,045)

**NET DEVELOPMENT VALUE****112,149,313**

Income from Tenants

25,875

**NET REALISATION****112,175,188****OUTLAY**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 1  
Base Position 2017 CIL & 0% AH****ACQUISITION COSTS**

Residualised Price			10,126,033	
Stamp Duty		4.00%	405,041	
Agent Fee		1.00%	101,260	
Legal Fee		0.50%	50,630	
				10,682,965

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	57,282,918	57,282,918	<b>57,282,918</b>
Developers Contingency		5.00%	2,926,536	
Demolition			1,247,800	
CIL Instalment 1			2,009,177	
CIL Instalment 2			2,009,177	
S106 Payment			453,000	
				8,645,690

**PROFESSIONAL FEES**

Professional Fees		10.00%	5,853,072	
				5,853,072

**MARKETING & LETTING**

Marketing Resi		3.00%	3,181,547	
Marketing Commercial		1.00%	48,968	
Letting Agent Fee		10.00%	103,500	
Letting Legal Fee		5.00%	17,491	
				3,351,506

**DISPOSAL FEES**

Sales Agent Fee		1.00%	48,968	
Sales Legal Fee		0.50%	554,742	
				603,710

**Additional Costs**

Developer Profit on Private		18.00%	20,248,804	
				20,248,804

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 1****Base Position 2017 CIL & 0% AH**

Land	1,520,135	
Construction	3,817,964	
Other	168,429	
Total Finance Cost		5,506,528
<b>TOTAL COSTS</b>		<b>112,175,192</b>

**PROFIT****(4)****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.36%
Equivalent Yield% (Nominal)	6.26%
Equivalent Yield% (True)	6.51%
IRR	6.65%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 2

2017 CIL @ 0% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 2  
 2017 CIL @ 0% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	294	207,753	650.00	459,318	135,039,450
Car Parking	<u>48</u>	<u>0</u>	0.00	15,000	<u>720,000</u>
<b>Totals</b>	<b>342</b>	<b>207,753</b>			<b>135,759,450</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	294			250	73,500	73,500
Office	<u>1</u>	<u>50,591</u>	25.00	1,264,775	<u>1,264,775</u>	<u>1,264,775</u>
<b>Totals</b>	<b>295</b>	<b>50,591</b>			<b>1,338,275</b>	<b>1,338,275</b>

**Investment Valuation**

Ground rents					
Current Rent	73,500	YP @	5.0000%	20.0000	1,470,000
<b>Office</b>					
Market Rent	1,264,775	YP @	6.5000%	15.3846	
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	17,155,394
					<b>18,625,394</b>

**GROSS DEVELOPMENT VALUE****154,384,844**

Purchaser's Costs	5.80%	(1,080,273)	(1,080,273)
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**NET DEVELOPMENT VALUE****153,304,571**

Income from Tenants	36,750
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**NET REALISATION****153,341,321****OUTLAY**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

**Old Kent Road OA Viability Study - Small Site 2**  
**2017 CIL @ 0% AH**

**ACQUISITION COSTS**

Residualised Price			4,323,632	
Stamp Duty		4.00%	172,945	
Agent Fee		1.00%	43,236	
Legal Fee		0.50%	21,618	
				4,561,431

**CONSTRUCTION COSTS**

<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	85,477,994	85,477,994	<b>85,477,994</b>
Developers Contingency		5.00%	4,352,227	
Demolition			1,566,550	
CIL Instalment 1			3,548,281	
CIL Instalment 2			3,548,281	
S106 Payment			729,000	
				13,744,339

**PROFESSIONAL FEES**

Professional Fees		10.00%	8,704,454	
				8,704,454

**MARKETING & LETTING**

Marketing Resi		3.00%	4,051,183	
Marketing Commercial		1.00%	171,554	
Letting Agent Fee		10.00%	126,478	
Letting Legal Fee		5.00%	63,239	
				4,412,454

**DISPOSAL FEES**

Sales Agent Fee		1.00%	171,554	
Sales Legal Fee		0.50%	760,974	
				932,528

**Additional Costs**

Developer Profit on Private		18.00%	27,789,272	
				27,789,272

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 2****2017 CIL @ 0% AH**

Land	740,254	
Construction	6,887,064	
Other	91,531	
Total Finance Cost		7,718,848

**TOTAL COSTS** **153,341,321****PROFIT** **0****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.87%
Equivalent Yield% (Nominal)	6.39%
Equivalent Yield% (True)	6.66%
IRR	6.76%
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 3

2017 CIL & 0% AH

Report Date: 30 June 2016



**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 3  
2017 CIL & 0% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	226	159,705	625.00	441,662	99,815,625
Car Parking	<u>37</u>	<u>0</u>	0.00	15,000	<u>555,000</u>
<b>Totals</b>	<b>263</b>	<b>159,705</b>			<b>100,370,625</b>

**Rental Area Summary**

	Units	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	226	300	67,800	67,800

**Investment Valuation**

Ground rents	Units	YP @	5.0000%	20.0000	1,356,000
Current Rent	67,800	YP @	5.0000%	20.0000	1,356,000

**GROSS DEVELOPMENT VALUE**

				<b>101,726,625</b>
Purchaser's Costs		5.80%	(78,648)	(78,648)

**NET DEVELOPMENT VALUE**

				<b>101,647,977</b>
Income from Tenants				28,250

**NET REALISATION**

				<b>101,676,227</b>
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**OUTLAY****ACQUISITION COSTS**

Residualised Price			1,885,697
Stamp Duty		4.00%	75,428
Agent Fee		1.00%	18,857
Legal Fee		0.50%	9,428

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 3  
2017 CIL & 0% AH**

				1,989,410
<b>CONSTRUCTION COSTS</b>				
<b>Construction</b>	<b>Units</b>	<b>Unit Amount</b>	<b>Cost</b>	
Construction Costs	1 un	57,903,563	57,903,563	<b>57,903,563</b>
Developers Contingency		5.00%	2,933,896	
Demolition			774,350	
CIL Instalment 1			2,777,704	
CIL Instalment 2			2,777,704	
S106 Payment			452,000	
				9,715,654
<b>PROFESSIONAL FEES</b>				
Professional Fees		10.00%	5,867,791	
				5,867,791
<b>MARKETING &amp; LETTING</b>				
Marketing Resi		3.00%	2,994,469	
				2,994,469
<b>DISPOSAL FEES</b>				
Sales Legal Fee		0.50%	499,078	
				499,078
<b>Additional Costs</b>				
Developer Profit on Private		18.00%	18,310,793	
				18,310,793
<b>FINANCE</b>				
Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			283,084	
Construction			4,017,615	
Other			94,771	
Total Finance Cost				4,395,470
<b>TOTAL COSTS</b>				<b>101,676,227</b>
<b>PROFIT</b>				<b>0</b>

**Old Kent Road OA Viability Study - Small Site 3****2017 CIL & 0% AH****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.07%
Equivalent Yield% (Nominal)	5.00%
Equivalent Yield% (True)	5.16%
IRR	6.61%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 7.000%)	N/A

# BNP Paribas Real Estate

## Development Appraisal

Old Kent Road OA Viability Study - Small Site 4

2017 CIL & 0% AH

Report Date: 30 June 2016

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE**

Old Kent Road OA Viability Study - Small Site 4  
2017 CIL & 0% AH

**Summary Appraisal for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Private Residential Units	24	16,960	700.00	494,667	11,872,000
Car Parking	<u>4</u>	<u>0</u>	0.00	15,000	<u>60,000</u>
<b>Totals</b>	<b>28</b>	<b>16,960</b>			<b>11,932,000</b>

**Rental Area Summary**

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground rents	24			250	6,000	6,000
Retail Unit	<u>1</u>	<u>8,611</u>	20.00	172,220	<u>172,220</u>	<u>172,220</u>
<b>Totals</b>	<b>25</b>	<b>8,611</b>			<b>178,220</b>	<b>178,220</b>

**Investment Valuation****Ground rents**

Current Rent	6,000	YP @	5.0000%	20.0000	120,000
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**Retail Unit**

Market Rent	172,220	YP @	5.7500%	17.3913	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.7500%	0.9196	2,754,198
					<b>2,874,198</b>

**GROSS DEVELOPMENT VALUE****14,806,198**

Purchaser's Costs

5.80% (166,703)

(166,703)

**NET DEVELOPMENT VALUE****14,639,495****NET REALISATION****14,639,495****OUTLAY****ACQUISITION COSTS**

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 4****2017 CIL & 0% AH**

Residualised Price		44,003		
Stamp Duty	4.00%	1,760		
Agent Fee	1.00%	440		
Legal Fee	0.50%	220		
				46,423

**CONSTRUCTION COSTS**

Construction	Units	Unit Amount	Cost	
Construction Costs	1 un	8,741,925	8,741,925	<b>8,741,925</b>
Developers Contingency		5.00%	446,496	
Demolition			188,000	
CIL Instalment 1			500,000	
CIL Instalment 2			194,424	
S106 Payment			72,000	
				1,400,920

**PROFESSIONAL FEES**

Professional Fees		10.00%	892,992	
				892,992

**MARKETING & LETTING**

Marketing Resi		3.00%	356,160	
Marketing Commercial		1.00%	27,542	
Letting Agent Fee		10.00%	17,222	
Letting Legal Fee		5.00%	8,611	
				409,535

**DISPOSAL FEES**

Sales Agent Fee		1.00%	27,542	
Sales Legal Fee		0.50%	73,131	
				100,673

**Additional Costs**

Developer Profit on Private		18.00%	2,665,116	
				2,665,116

**FINANCE**

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			3,916	
Construction			377,994	

**APPRAISAL SUMMARY****BNP PARIBAS REAL ESTATE****Old Kent Road OA Viability Study - Small Site 4****2017 CIL & 0% AH**

Total Finance Cost 381,910

**TOTAL COSTS 14,639,495****PROFIT 0****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	1.22%
Equivalent Yield% (Nominal)	5.72%
Equivalent Yield% (True)	5.93%
IRR	6.12%
Profit Erosion (finance rate 7.000%)	N/A