

**For: Guildford Borough Council**

**Local Plan: DM Policies & Stage 1 Community  
Infrastructure Levy (CIL) Viability Assessment**



**Biodiversity Net Gain, Electric  
Vehicle Charging Points & First  
Homes Viability Addendum Note**

**Final v6 - October 2022  
DSP22794**

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# 1. Introduction

- 1.1 Guildford Borough Council (GBC) appointed Dixon Searle Partnership (DSP) to prepare a Viability Assessment to reflect the proposed addition of Local Plan Development Management policies to the Local Plan Strategy and Sites (LPSS) Development Plan Document (DPD) adopted in April 2019.
- 1.2 DSP carried out the viability assessment during 2021 with the report published in December of that year<sup>1</sup>. The publication of the assessment formed part of the evidence base supporting the council's proposed Local Plan: Development Management Policies (LPDMP).
- 1.3 As part of the 2021 assessment, DSP modelled the potential viability of various new policy options. This was conducted with a main focus on the likely viable scope of additional policy requirements for carbon reduction through sustainable construction and for Biodiversity Net Gain (BNG), applied in addition to the adopted LPSS policy requirements as well as including assumptions on other local or national policies (set locally) that may have development viability impacts; including in areas such as a requirement to provide First Homes on qualifying sites.
- 1.4 The 2021 assessment concluded that following an appropriate 2-way assessment, review and refinement process, the emerging LPDMP proposals alongside the policies of the adopted LPSS were considered to support reasonable prospects for developments to continue to come forward viably within the Guildford Borough Council local market context. Viewed and operated as a whole, the updated approach was considered to meet the criteria of the NPPF and be consistent with the national guidance within the PPG in viability terms.

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<sup>1</sup> Dixon Searle Partnership Ltd - Local Plan: Development Management Policies & Stage 1 Community Infrastructure Levy (CIL) Viability Assessment (December 2021)

## 2. Regulation 19 Consultation Responses: Viability

- 2.1 The Council carried out a Regulation 19 consultation on the proposed submission Plan between 7 January – 18 February 2022. On review of the representations received by the Council to the consultation, the Council identified comments raised in respect of the viability implications of a requirement for development to achieve a 20% net gain in biodiversity (BNG) (Policy P6/P7 – Biodiversity in New Developments) and requirements for electric vehicle charging points in new major development (Policy ID11 – Parking Standards and Parking Standards SPD). Comments were also made in relation to First Homes and in particular the level of developer return that should be assumed in a high level strategic assessment.
- 2.2 These requirements had been modelled within our assessment based on assumptions utilised by both DSP and others in viability strategic assessments. However, the consultation responses reflected some objectors claiming that the estimate of cost for BNG may have been an underestimate. DSPs modelling assumed costs in line with the Government's Impact Assessment<sup>2</sup> as part of its BNG consultation central Scenario B (i.e. that 75% of BNG requirements could be met on-site and 25% met through off-site contributions). The consultation comments suggested that the impacts of off-site costs may be underestimated by using Government's scenario B, and that the cost assumptions used for off-site works (based on previous impact assessment figures) are now out of date and too low in light of more recent published figures.<sup>3</sup>
- 2.3 In summary, the point being made through the consultation responses is that more recent DEFRA market testing analysis indicates that the average price of delivering net gain offsite is higher than when set out in the Government's impact assessment. The Impact Assessment used a price of £11,000 per biodiversity unit, but stakeholders informing the study considered that this price was too low to attract sufficient supply to meet expected demand. Consultees suggested that a range of between £15,000 and £25,000 per biodiversity unit was considered to be more reasonable to attract sufficient providers.
- 2.4 In addition to BNG, there was concern raised within the consultation that the cost of electric vehicle charging points had been underestimated within the modelling. In summary it commented that the viability assessment had included an allowance of £500 per dwelling. However, the evidence supporting the Government's response to the consultation on EVCPs estimated an installation cost of between £615 to £1,115 per EVCP for off-street parking and between £975 and £2,947 per charge point for multi-occupancy surface parking.

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<sup>2</sup> Biodiversity net gain and local nature recovery strategies: Impact Assessment (15/10/2019) – section 6.2.1

<sup>3</sup> Eftec: Biodiversity Net Gain: Market analysis study (February 2021)

- 2.5 Finally, comments were also made by within the consultation responses in relation to the level of developer return to assume in relation to First Homes and whether the allowance made within the viability assessment (12% on Gross Development Value - GDV) was sufficient.

### 3. Sensitivity Testing

- 3.1 Although a robust assessment of the likely viability of the emerging LPDMP policies was provided through our 2021 study, in order to address the issues raised through the Regulation 19 consultation, GBC have asked DSP to provide some updated modelling to sensitivity test for claimed changes to BNG and EVCP costs as well as the level of developer return allowed in relation to First Homes in order to test whether there would be a material impact on viability.
- 3.2 Although the assumptions set out in the 2021 assessment relating to BNG, EVP and First Homes were considered appropriate at the time of conducting the assessment and we are of the view that they remain appropriate, we have set out here details of the sensitivity testing undertaken for this Addendum Note.
- 3.3 DSP have carried out this additional sensitivity testing on three strategic site allocations that were tested as part of the original 2021 viability study. However, this addendum report does not set out the background, methodology and assumptions relating to the viability assessment again; the detail of which is contained within our 2021 assessment and which should be read in conjunction with this report.

#### Biodiversity Net Gain

- 3.4 To provide context, the Government's impact assessment in relation to the cost of delivering BNG assumes the following cost Scenarios:-
- Scenario A – assumes the developer is able to completely avoid the loss of distinctive habitats, providing mitigation and enhancement fully on-site.
  - Scenario B - assumes the developer cannot compensate all biodiversity impacts on-site but can secure local compensatory habitat creation including biodiversity credits.
  - Scenario C – assumes the developer cannot compensate on site or through local compensatory habitats and therefore 100% of the requirement is paid through biodiversity unit offsetting.
- 3.5 The impact assessment goes on to confirm that Scenarios A and C are “extremely unlikely” whereas Scenario B represents an appropriate blend of Scenario A (on-site provision) occurring 75% of the time and Scenario C (off-site provision via credits) occurring 25% of time. The 2021 Viability Assessment assumed Scenario B, being the more likely scenario (and therefore an appropriate assumption). For the purposes of this note, the DSP cost assumptions have been updated to be based on Scenario C of the Government's impact assessment (this

assumes a worst case in terms of BNG delivery in that it assumes that all BNG improvements are achieved through off-site credits). This has been used as a proxy for BNG cost given that for a high level study of this nature it isn't possible to state specifically how many BNG credits are required for the previous typology testing or the sensitivity testing carried out for this addendum note.

3.6 Alongside DSP's work, GBC has also commissioned Stantec to produce three studies<sup>4</sup> that consider the costs and feasibility of producing a habitat land bank (that could be used to purchase off-site credits at costs below those indicated within the DEFRA analysis) and that also look at three diverse sites in the Borough (with planning consent) to see how much BNG could have been achieved on those sites and therefore how many off-site credits would be needed.

3.7 Notwithstanding the points made above, DSP have cross-checked the cost assumption (per dwelling) that we have assumed within this addendum note with the cost of achieving 20% BNG that Stantec calculated for the three sites they tested as part of their work on BNG. The table below shows the number of credits assumed required for each of the sites tested by Stantec alongside the cost of those (we have assumed, for the purposes of the sensitivity test, that a BNG credit costs £20,000):

Table 1: Stantec BNG Calculations

Stantec Site	Number of dwellings	20% BNG Habitat Units	As designed BNG Habitat Units	Off-Site Credits	BNG total equivalent cost per dwelling*	BNG cost per dwelling off-site credits only
Just Tyres**	82 student units	0.00264	0.0974	0	£0	£0
Clockbarn	75	13.032	5.61	7.422	£3,475	£1,979
Keen's Lane	148 (plus 70-bed care home)	19.92	16.43	3.49	£2,692***	£472***

\*shown only to illustrate the overall cost were 100% of habitat units required off-site.

\*\*all BNG achievable on-site

\*\*\*based on 148 residential dwellings only; figure will be less per dwelling when taking into account care home spaces.

<sup>4</sup> The Stantec studies are:

- Tyting Farm Biodiversity Net Gain – Baseline Report
- Tyting Farm Biodiversity Net Gain Plan
- Biodiversity Net Gain Evidence Base for Policy Development: Biodiversity Net Gain Calculations for Approved Developments

- 3.8 Although it is not possible to carry out a direct comparison or take an average cost for BNG compliance given that all sites will have very specific requirements, the table above illustrates that in those cases the off-site cost of compliance ranges between £0 and £1,979 per dwelling.
- 3.9 In addition, we are aware that the Council has been carrying out work (as mentioned above via Stantec) in relation to the effect of Suitable Alternative Natural Greenspace (SANGS) on off-site BNG costs. As the Council have explained, there is a large amount of land in active management but for which BNG would not require a change of use or result in a loss of existing revenue. For example, an increasingly large land area is covered with SANGs which are a largely compatible use and adding BNG works to land management (as long as these qualify as BNG by being truly additional to SANG works) would not result in a loss in revenue from the existing use, but would share the costs of land management with the SANG works. Additionally, the borough contains large areas of land owned by private estates (e.g. the Hampton estate, the Onslow estate) which include land uses that could host BNG works without compromising the existing use and stack those payments on top of payments for stewardship. For large strategic developments that provide SANGs, the potential to host BNG works on SANGs likely means that the developments will not need to seek offsite credits and may be able to provide credits for other developments. As a result, the higher BNG cost projections are not considered to be applicable in Guildford Borough. It is therefore also considered that assuming £20,000 per habitat unit gain may be a significant over allowance locally.
- 3.10 DSP have sensitivity tested the viability of the three strategic site allocations used as part of the 2021 viability study with the published costs (Government BNG impact assessment) used as a proxy for compliance with the GBC proposed policy on BNG. Table 2 below shows a comparison of the cost allowance assumed within the 2021 assessment and this current addendum note.

Table 2: BNG Cost Assumptions

	BNG extra-over costs (% of base cost) - PDL	BNG extra-over costs (% of base cost) - Greenfield
DSP 2021 Assessment (assumes Scenario B)	0.12%	0.83%
DSP 2022 Addendum Note (assumes Scenario C)	0.60%	2.90%

- 3.11 Across the three strategic sites tested as part of this addendum note, the average cost allowance assumed for meeting BNG (in addition to allowances for on-site provision, infrastructure, site works, and multi-functional use of land within the development



appraisals) is equivalent to between £3,397 and £3,636 per residential dwelling and therefore meets or exceeds even the worst case (and unrealistic) scenario of 100% off-site provision being required as set out evidenced within the Stantec work and summarised in Table 1 above.

### Electric Vehicle Charging Points

3.12 Within the 2021 viability assessment DSP assumed a cost of £500 per dwelling to meet the requirement to provide electric vehicle charging points as set in the Council’s draft Parking Standards SPD<sup>5</sup> as referred to within Policy ID11 of the emerging LPDMP. This assumption was considered appropriate particularly when considering the economies of scale provided by major development and the fact that the EVPs will be designed in from the start of the process (rather than retrofitted). However, for the purposes of this addendum note we have considered the revised costs based on the mid-point of the range of costs set out within a 2019 Government impact assessment relating to residential charging infrastructure provision<sup>6</sup>. The costs are derived from *Table 5* of that document that indicates a range of costs for off-street private parking and multi-occupancy parking. Table 3 below shows the costs assumed within the 2021 viability assessment and those assumed for this addendum note.

Table 3: ECVP Cost per Dwelling Assumptions

	Houses	Flats
DSP 2021 Assessment	£500	£500
DSP 2022 Addendum Note	£865	£1,961

### First Homes

3.13 In both our original 2021 study and this addendum note, First Homes were included as dwellings as part of the overall housing mix on sites (both typologies and strategic site allocations testing) assuming a developer return on those of 12% of gross development value (GDV). This is considered within the range of assumptions for developer returns for First Home products that has been tested at both Appeal and put to DSP as part of our day to day site specific viability review caseload on planning applications by applicants and their viability advisors. It is considered appropriate to assume a higher rate than for rented and intermediate affordable housing products (such as affordable / social rent / shared ownership) but that the rate would not be as high as for market housing given that

<sup>5</sup> GBC: Draft Parking Supplementary Planning Document 2022

<sup>6</sup> [https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/817069/impact-assessment-residential.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/817069/impact-assessment-residential.pdf)

First Homes would carry a lower inherent risk than housing sold at full market value. However, in order to test the impact of a higher assumption, we have also carried out sensitivity testing on a higher developer return of 14% on GDV the results of which are discussed below.

## 4. Biodiversity Net Gain, Electric Vehicle Charging Points & First Homes – Viability Impact

- 4.1 In order to test the potential impact of increased cost assumptions relating to BNG and EVP provision within the emerging LP DMP, as well as increasing the developer return assumption on First Homes, we have undertaken sensitivity testing on a sample of appraisals carried out for the 2021 viability assessment.
- 4.2 This has included updating base costs to take account of build cost inflation and house price growth between the date of the original report and current addendum. We have used the RICS Build Cost Information Service (BCIS) latest data which suggests a cost rise in the region of 11.5% based on the All-in tender price index (TPI) or 15% when comparing the latest BCIS average price data with that assumed for the original study. For the purposes of this additional sensitivity testing we have assumed the higher level of cost.
- 4.3 Over the same period, house prices have grown by approximately 9.4% (increase between the date of the values research for the previous assessment and latest data<sup>7</sup>). This is probably something of an under allowance on values growth given that the latest available data from the Land Registry (and ONS house price index) is only available to June 2022. Wider reporting indicates that house prices have continued to grow in the meantime. All assumptions used within this addendum are included in Appendix I.

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<sup>7</sup> ONS HPI: May 2021 – June 2022 (latest available data)

Figure 1: RICS BCIS Build Cost Data



BCIS All-in TPI #101

Base date: 1985 mean = 100 | Updated: 16-Sep-2022 | #101

Date	Index	Equivalent sample	Percentage change		
			On year	On quarter	On month
1Q 2021	328	Provisional	-2.1%	0.0%	
2Q 2021	331	Provisional	-1.2%	0.9%	
3Q 2021	339	Provisional	2.7%	2.4%	
4Q 2021	344	Provisional	4.9%	1.5%	
1Q 2022	349	Provisional	6.4%	1.5%	
2Q 2022	361	Provisional	9.1%	3.4%	
3Q 2022	366	Provisional	8.0%	1.4%	

Figure 2: ONS HPI Data

Average price All property types	Period	Percentage change (monthly) All property types	House price index All property types
£470,484	2021-05	0.16	125.15
£478,699	2021-06	1.75	127.33
£472,324	2021-07	-1.33	125.64
£474,214	2021-08	0.4	126.14
£479,127	2021-09	1.04	127.45
£498,092	2021-10	3.96	132.49
£504,397	2021-11	1.27	134.17
£501,543	2021-12	-0.57	133.41
£500,782	2022-01	-0.15	133.21
£508,693	2022-02	1.58	135.31
£508,879	2022-03	0.04	135.36
£509,366	2022-04	0.1	135.49
£511,570	2022-05	0.43	136.08
£514,528	2022-06	0.58	136.86
<b>Increase:</b>			<b>9.4%</b>

4.4 All other development assumptions are set out in Appendix I to this addendum and are in line with the previous assessment with the First Homes developer return increased to 14% from 12% for the purposes of this addendum note only. The key changes (other than base build cost and value) relate to the assumptions for BNG and EVP. These are also set out in Appendix I but copied again here for ease:

- 4.5 The sensitivity testing for this addendum has used appraisals from the site allocations tested in the 2021 study with updated assumptions in line with the discussion above. The results are then compared to show the impact of the changes to base costs, values, BNG and EVP assumptions as shown in Appendix II. The results are then repeated in Appendix IIa but with a higher First Homes profit allowance.
- 4.6 The results shown in Appendix II indicate a broadly neutral viability impact or slight improvement moving from the results of the previous 2021 study to updated 2022 results even considering very much a worst case scenario in terms of BNG cost allowances.
- 4.7 The impact of increasing the First Homes profit allowance is shown in Appendix IIa to be around 0.3% of base build costs or 0.15% of total development costs (additional profit of c£600,000 on a scheme of 1,700 dwellings and a base build cost of c.£202,000,000 or a total development cost before finance and profit of c£485,000,000). This is shown to have a minimal impact on overall viability and in absolute terms does not make an otherwise viable site, unviable.
- 4.8 It is clear that the impact of allowing for additional BNG and EVP costs as well as a higher developer return assumption in relation to First Homes over and above that set out in the original 2021 viability assessment is marginal. From this updated exercise, as above, we can also see this broadly across the sample site typologies based on a consideration of increases in costs and values whereby at lower value levels we see a slight decrease in viability and at higher value levels a slight improvement. The greater viability impact is seen through movements to both base construction costs and sales values in the intervening period with sales price growth broadly cancelling out both the increase in base costs and the additional allowances made for BNG, EVPs and First Homes.

**Addendum Note Ends  
(October 2022)**

# **Appendix I: Development appraisal assumptions build up and overview**



**Appendix I: Guildford BC LP DMP Viability Assessment Addendum Note - Residential Assumptions - Updated Values & Costs: Table**

**1**

Residential Sales Value Level (VL) Assumptions - Indicative relevance by area within Borough										
	VL1	VL2	VL3	VL4	VL5	VL6	VL7	VL8	VL9+	VL10+
Market Values (MV)	Sensitivity test beneath typical values	Typical New Build values Range (Ash/Tongham Urban Area)		Typical New Build Values Range (all other areas of Borough)						Sensitivity test above typical values range
					Typical New Build Values Range (Guildford Urban Area generally)					
Indicative VL Locations Range	Ash, Ash Green, Tongham			Rural West (areas to the west and south of Guildford - Chilworth, Shalford, Tillingbourne)						
					Rural East (Clandons, Horsleys, Gomshall, Effingham)			North East (Send, Ripley) and Guildford Town Centre		
1-bed flat	£246,600	£274,000	£287,700	£301,400	£315,100	£328,800	£342,500	£356,200	£383,600	£411,000
2-bed flat	£300,852	£334,280	£350,994	£367,708	£384,422	£401,136	£417,850	£434,564	£467,992	£501,420
2-bed house	£389,628	£432,920	£454,566	£476,212	£497,858	£519,504	£541,150	£562,796	£606,088	£649,380
3-bed house	£458,676	£509,640	£535,122	£560,604	£586,086	£611,568	£637,050	£662,532	£713,496	£764,460
4-bed house	£641,160	£712,400	£748,020	£783,640	£819,260	£854,880	£890,500	£926,120	£997,360	£1,068,600
MV (£ / sq. m.)	£4,932	£5,480	£5,754	£6,028	£6,302	£6,576	£6,850	£7,124	£7,672	£8,220

Updated Development / Policy Costs	Guildford BC
<b>RESIDENTIAL BUILDING, MARKETING &amp; S106 COSTS</b>	
Build Costs Estate Housing - generally (£/sq. m) <sup>2</sup>	£1,520
Build Costs Mixed Developments - generally (£/sq. m) <sup>2</sup>	£1,561
Build Costs Flats - generally (£/sq. m) <sup>2</sup>	£1,726
Build Costs Flats - 3-5 Storeys (£/sq.m) <sup>2</sup>	£1,709
Build Costs Flats - 6+ Storey (£/sq. m) <sup>1</sup>	£1,965
Build Costs (Supported Housing - Generally) (£/sq.m) <sup>2</sup>	£1,856
Biodiversity Net Gain (BNG) (% of build cost) <sup>3</sup>	0.595% (PDL) 2.856% (Greenfield)
Parking Standards - EV charging requirement <sup>4</sup>	£865/unit (houses) £1,961 (flats)
First Homes Developer Return	Tested at 12% and 14%
<small><sup>1</sup> Updated according to Office of National Statistics (ONS) House Price Index (HPI) from May 2021 (main viability study) to date of Addendum (latest available data): 9.4% increase</small>	
<small><sup>2</sup> Build cost taken as "Median" figure from BCIS for that build type unless otherwise stated - e.g. flats ; houses storey heights etc. and then rounded. Median figure gives a better figure than the Mean as it is not so influenced by rogue figures that can distort the mean on small sample sizes. The BCIS figure for Guildford has been used and averaged across the area. Externals added separately at 10-15%. Site works added separately.</small>	
<small><sup>3</sup> Biodiversity Net Gain Impact Assessment - Natural England (Table 19-20)</small>	
<small><sup>4</sup> based on mid-point in range of costs identified within <a href="https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/817069/impact-assessment-residential.pdf">https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/817069/impact-assessment-residential.pdf</a></small>	

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## **Appendix II: Strategic site allocations**

### **- addendum test results**





**Appendix II: Guildford Borough Council LP DMP Viability Assessment Addendum Note**  
**Site Allocations Results Comparison: Table 2a - Gosden Hill Farm**

Site Area (ha):	89	
Indicative Residential Capacity:	1700	
Non-Residential Uses:	Multiple - See Appendix I for detail	
Affordable Housing %	40%	
Benchmark Land Value (BLV) Sensitivity Range:	£250,000/ha (gross)	£370,000/ha (gross)
	£22,250,000	£32,930,000

GBC LP DMP Viability Addendum (September 2022) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)					
	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£31,729,522	£67,555,856	£103,365,588	£31,729,522	£67,555,856	£103,365,588
-7.5%	£26,857,286	£62,688,772	£98,500,693	£26,857,286	£62,688,772	£98,500,693
-5.0%	£21,985,051	£57,821,006	£93,635,798	£21,985,051	£57,821,006	£93,635,798
-2.5%	£17,112,816	£52,951,478	£88,770,614	£17,112,816	£52,951,478	£88,770,614
0% (BASE)	£12,240,580	<b>£48,081,951</b>	£83,903,526	£12,240,580	<b>£48,081,951</b>	£83,903,526
2.5%	£7,368,345	£43,211,252	£79,036,442	£7,368,345	£43,211,252	£79,036,442
5.0%	£2,496,110	£38,339,016	£74,169,358	£2,496,110	£38,339,016	£74,169,358
7.5%	£-2,557,395	£33,466,781	£69,301,811	£-2,557,395	£33,466,781	£69,301,811
10.0%	£-7,805,812	£28,594,546	£64,432,284	£-7,805,812	£28,594,546	£64,432,284
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£9,479,522	£45,305,856	£81,115,588	£-1,200,478	£34,625,856
-7.5%	£4,607,286	£40,438,772	£76,250,693	£-6,072,714	£29,758,772	£65,570,693
-5.0%	£-264,949	£35,571,006	£71,385,798	£-10,944,949	£24,891,006	£60,705,798
-2.5%	£-5,137,184	£30,701,478	£66,520,614	£-15,817,184	£20,021,478	£55,840,614
0% (BASE)	£-10,009,420	<b>£25,831,951</b>	£61,653,526	£-20,689,420	<b>£15,151,951</b>	£50,973,526
2.5%	£-14,881,655	£20,961,252	£56,786,442	£-25,561,655	£10,281,252	£46,106,442
5.0%	£-19,753,890	£16,089,016	£51,919,358	£-30,433,890	£5,409,016	£41,239,358
7.5%	£-24,807,395	£11,216,781	£47,051,811	£-35,487,395	£536,781	£36,371,811
10.0%	£-30,055,812	£6,344,546	£42,182,284	£-40,735,812	£-4,335,454	£31,502,284
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£5,576	£26,651	£47,715	£-706	£20,368
-7.5%	£2,710	£23,788	£44,853	£-3,572	£17,505	£38,571
-5.0%	£-156	£20,924	£41,992	£-6,438	£14,642	£35,709
-2.5%	£-3,022	£18,060	£39,130	£-9,304	£11,777	£32,847
0% (BASE)	£-5,888	<b>£15,195</b>	£36,267	£-12,170	<b>£8,913</b>	£29,984
2.5%	£-8,754	£12,330	£33,404	£-15,036	£6,048	£27,121
5.0%	£-11,620	£9,464	£30,541	£-17,902	£3,182	£24,258
7.5%	£-14,593	£6,598	£27,678	£-20,875	£316	£21,395
10.0%	£-17,680	£3,732	£24,813	£-23,962	£-2,550	£18,531

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Local Plan DMP & Stage 1 CIL Viability Assessment (2021) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)					
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£29,509,662	£62,295,217	£95,066,968	£29,509,662	£62,295,217	£95,066,968
-7.5%	£25,311,080	£58,101,156	£90,874,828	£25,311,080	£58,101,156	£90,874,828
-5.0%	£21,112,498	£53,907,095	£86,682,687	£21,112,498	£53,907,095	£86,682,687
-2.5%	£16,913,915	£49,711,523	£82,490,545	£16,913,915	£49,711,523	£82,490,545
0% (BASE)	£12,715,333	<b>£45,515,317</b>	£78,297,388	£12,715,333	<b>£45,515,317</b>	£78,297,388
2.5%	£8,516,751	£41,319,111	£74,103,326	£8,516,751	£41,319,111	£74,103,326
5.0%	£4,318,169	£37,121,206	£69,909,265	£4,318,169	£37,121,206	£69,909,265
7.5%	£115,502	£32,922,624	£65,715,204	£115,502	£32,922,624	£65,715,204
10.0%	£-4,388,355	£28,724,041	£61,520,293	£-4,388,355	£28,724,041	£61,520,293
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£7,259,662	£40,045,217	£72,816,968	£-3,420,338	£29,365,217
-7.5%	£3,061,080	£35,851,156	£68,624,828	£-7,618,920	£25,171,156	£57,944,828
-5.0%	£-1,137,502	£31,657,095	£64,432,687	£-11,817,502	£20,977,095	£53,752,687
-2.5%	£-5,336,085	£27,461,523	£60,240,545	£-16,016,085	£16,781,523	£49,560,545
0% (BASE)	£-9,534,667	<b>£23,265,317</b>	£56,047,388	£-20,214,667	<b>£12,585,317</b>	£45,367,388
2.5%	£-13,733,249	£19,069,111	£51,853,326	£-24,413,249	£8,389,111	£41,173,326
5.0%	£-17,931,831	£14,871,206	£47,659,265	£-28,611,831	£4,191,206	£36,979,265
7.5%	£-22,134,498	£10,672,624	£43,465,204	£-32,814,498	£-7,376	£32,785,204
10.0%	£-26,638,355	£6,474,041	£39,270,293	£-37,318,355	£-4,205,959	£28,590,293
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£4,270	£23,556	£42,834	£-2,012	£17,274
-7.5%	£1,801	£21,089	£40,368	£-4,482	£14,807	£34,085
-5.0%	£-669	£18,622	£37,902	£-6,951	£12,339	£31,619
-2.5%	£-3,139	£16,154	£35,436	£-9,421	£9,871	£29,153
0% (BASE)	£-5,609	<b>£13,685</b>	£32,969	£-11,891	<b>£7,403</b>	£26,687
2.5%	£-8,078	£11,217	£30,502	£-14,361	£4,935	£24,220
5.0%	£-10,548	£8,748	£28,035	£-16,830	£2,465	£21,753
7.5%	£-13,020	£6,278	£25,568	£-19,303	£-4	£19,285
10.0%	£-15,670	£3,808	£23,100	£-21,952	£-2,474	£16,818

DSP 2021

**Appendix II: Guildford Borough Council LP DMP Viability Assessment Addendum Note  
Site Allocations Results Comparison: Table 2b - Blackwell Farm**

Site Area (ha):	86	
Indicative Residential Capacity:	1500	
Non-Residential Uses:	Multiple - See Appendix I for detail	
Affordable Housing %	40%	
Benchmark Land Value (BLV) Sensitivity Range:	£250,000/ha (gross)	£370,000/ha (gross)
	£21,500,000	£31,820,000

GBC LP DMP Viability Addendum (September 2022) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)			Residual Land Value (£)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£20,559,855	£52,919,888	£85,256,036	£20,559,855	£52,919,888	£85,256,036
-7.5%	£16,119,338	£48,488,312	£80,825,958	£16,119,338	£48,488,312	£80,825,958
-5.0%	£11,674,371	£44,056,735	£76,395,881	£11,674,371	£44,056,735	£76,395,881
-2.5%	£7,229,025	£39,623,714	£71,965,804	£7,229,025	£39,623,714	£71,965,804
0% (BASE)	£2,783,678	<b>£35,190,296</b>	£67,535,729	£2,783,678	<b>£35,190,296</b>	£67,535,729
2.5%	-£1,791,139	£30,756,789	£63,105,653	-£1,791,139	£30,756,789	£63,105,653
5.0%	-£6,575,961	£26,321,593	£58,674,455	-£6,575,961	£26,321,593	£58,674,455
7.5%	-£11,370,271	£21,885,460	£54,242,878	-£11,370,271	£21,885,460	£54,242,878
10.0%	-£16,189,559	£17,447,417	£49,811,301	-£16,189,559	£17,447,417	£49,811,301
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	-£940,145	£31,419,888	£63,756,036	-£11,260,145	£21,099,888
-7.5%	-£5,380,662	£26,988,312	£59,325,958	-£15,700,662	£16,668,312	£49,005,958
-5.0%	-£9,825,629	£22,556,735	£54,895,881	-£20,145,629	£12,236,735	£44,575,881
-2.5%	-£14,270,975	£18,123,714	£50,465,804	-£24,590,975	£7,803,714	£40,145,804
0% (BASE)	-£18,716,322	<b>£13,690,296</b>	£46,035,729	-£29,036,322	<b>£3,370,296</b>	£35,715,729
2.5%	-£23,291,139	£9,256,789	£41,605,653	-£33,611,139	-£1,063,211	£31,285,653
5.0%	-£28,075,961	£4,821,593	£37,174,455	-£38,395,961	-£5,498,407	£26,854,455
7.5%	-£32,870,271	£385,460	£32,742,878	-£43,190,271	-£9,934,540	£22,422,878
10.0%	-£37,689,559	-£4,052,583	£28,311,301	-£48,009,559	-£14,372,583	£17,991,301
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	-£627	£20,947	£42,504	-£7,507	£14,067
-7.5%	-£3,587	£17,992	£39,551	-£10,467	£11,112	£32,671
-5.0%	-£6,550	£15,038	£36,597	-£13,430	£8,158	£29,717
-2.5%	-£9,514	£12,082	£33,644	-£16,394	£5,202	£26,764
0% (BASE)	-£12,478	<b>£9,127</b>	£30,690	-£19,358	<b>£2,247</b>	£23,810
2.5%	-£15,527	£6,171	£27,737	-£22,407	-£709	£20,857
5.0%	-£18,717	£3,214	£24,783	-£25,597	-£3,666	£17,903
7.5%	-£21,914	£257	£21,829	-£28,794	-£6,623	£14,949
10.0%	-£25,126	-£2,702	£18,874	-£32,006	-£9,582	£11,994

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Local Plan DMP & Stage 1 CIL Viability Assessment (2021) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)			Residual Land Value (£)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£18,656,809	£48,286,095	£77,882,020	£18,656,809	£48,286,095	£77,882,020
-7.5%	£14,823,767	£44,464,640	£74,062,377	£14,823,767	£44,464,640	£74,062,377
-5.0%	£10,990,724	£40,642,201	£70,242,735	£10,990,724	£40,642,201	£70,242,735
-2.5%	£7,157,682	£36,819,761	£66,423,093	£7,157,682	£36,819,761	£66,423,093
0% (BASE)	£3,324,640	<b>£32,996,377</b>	£62,603,325	£3,324,640	<b>£32,996,377</b>	£62,603,325
2.5%	-£554,262	£29,172,212	£58,782,366	-£554,262	£29,172,212	£58,782,366
5.0%	-£4,672,185	£25,346,813	£54,961,408	-£4,672,185	£25,346,813	£54,961,408
7.5%	-£8,805,271	£21,519,774	£51,140,451	-£8,805,271	£21,519,774	£51,140,451
10.0%	-£12,947,851	£17,689,529	£47,319,493	-£12,947,851	£17,689,529	£47,319,493
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	-£2,843,191	£26,786,095	£56,382,020	-£13,163,191	£16,466,095
-7.5%	-£6,676,233	£22,964,640	£52,562,377	-£16,996,233	£12,644,640	£42,242,377
-5.0%	-£10,509,276	£19,142,201	£48,742,735	-£20,829,276	£8,822,201	£38,422,735
-2.5%	-£14,342,318	£15,319,761	£44,923,093	-£24,662,318	£4,999,761	£34,603,093
0% (BASE)	-£18,175,360	<b>£11,496,377</b>	£41,103,325	-£28,495,360	<b>£1,176,377</b>	£30,783,325
2.5%	-£22,054,262	£7,672,212	£37,282,366	-£32,374,262	-£2,647,788	£26,962,366
5.0%	-£26,172,185	£3,846,813	£33,461,408	-£36,492,185	-£6,473,187	£23,141,408
7.5%	-£30,305,271	£19,774	£29,640,451	-£40,625,271	-£10,300,226	£19,320,451
10.0%	-£34,447,851	-£3,810,471	£25,819,493	-£44,767,851	-£14,130,471	£15,499,493
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	-£1,895	£17,857	£37,588	-£8,775	£10,977
-7.5%	-£4,451	£15,310	£35,042	-£11,331	£8,430	£28,162
-5.0%	-£7,006	£12,761	£32,495	-£13,886	£5,881	£25,615
-2.5%	-£9,562	£10,213	£29,949	-£16,442	£3,333	£23,069
0% (BASE)	-£12,117	<b>£7,664</b>	£27,402	-£18,997	<b>£784</b>	£20,522
2.5%	-£14,703	£5,115	£24,855	-£21,583	-£1,765	£17,975
5.0%	-£17,448	£2,565	£22,308	-£24,328	-£4,315	£15,428
7.5%	-£20,204	£13	£19,760	-£27,084	-£6,867	£12,880
10.0%	-£22,965	-£2,540	£17,213	-£29,845	-£9,420	£10,333

DSP 2021

**Appendix II: Guildford Borough Council LP DMP Viability Assessment Addendum Note  
Site Allocations Results Comparison: Table 2c - Former Wisley Airfield**

Site Area (ha):	95.9	
Indicative Residential Capacity:	2000	
Non-Residential Uses:	Multiple - See Appendix I for detail	
Affordable Housing %	40%	
Benchmark Land Value (BLV) Sensitivity Range:	£250,000/ha (gross)	£370,000/ha (gross)
	£23,975,000	£35,483,000

GBC LP DMP Viability Addendum (September 2022) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)			Residual Land Value (£)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£45,835,799	£89,147,781	£132,455,906	£45,835,799	£89,147,781	£132,455,906
-7.5%	£39,842,104	£83,155,157	£126,463,280	£39,842,104	£83,155,157	£126,463,280
-5.0%	£33,848,368	£77,161,825	£120,470,653	£33,848,368	£77,161,825	£120,470,653
-2.5%	£27,854,704	£71,168,122	£114,478,029	£27,854,704	£71,168,122	£114,478,029
0% (BASE)	£21,860,914	<b>£65,174,424</b>	£108,485,406	£21,860,914	<b>£65,174,424</b>	£108,485,406
2.5%	£15,865,960	£59,180,730	£102,492,782	£15,865,960	£59,180,730	£102,492,782
5.0%	£9,871,003	£53,187,038	£96,500,159	£9,871,003	£53,187,038	£96,500,159
7.5%	£3,876,047	£47,193,344	£90,506,762	£3,876,047	£47,193,344	£90,506,762
10.0%	-£2,281,530	£41,199,649	£84,513,062	-£2,281,530	£41,199,649	£84,513,062
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£21,860,799	£65,172,781	£108,480,906	£10,352,799	£53,664,781
-7.5%	£15,867,104	£59,180,157	£102,488,280	£4,359,104	£47,672,157	£90,980,280
-5.0%	£9,873,368	£53,186,825	£96,495,653	-£1,634,632	£41,678,825	£84,987,653
-2.5%	£3,879,704	£47,193,122	£90,503,029	-£7,628,296	£35,685,122	£78,995,029
0% (BASE)	-£2,114,086	<b>£41,199,424</b>	£84,510,406	-£13,622,086	<b>£29,691,424</b>	£73,002,406
2.5%	-£8,109,040	£35,205,730	£78,517,782	-£19,617,040	£23,697,730	£67,009,782
5.0%	-£14,103,997	£29,212,038	£72,525,159	-£25,611,997	£17,704,038	£61,017,159
7.5%	-£20,098,953	£23,218,344	£66,531,762	-£31,606,953	£11,710,344	£55,023,762
10.0%	-£26,256,530	£17,224,649	£60,538,062	-£37,764,530	£5,716,649	£49,030,062
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£10,930	£32,586	£54,240	£5,176	£26,832
-7.5%	£7,934	£29,590	£51,244	£2,180	£23,836	£45,490
-5.0%	£4,937	£26,593	£48,248	-£817	£20,839	£42,494
-2.5%	£1,940	£23,597	£45,252	-£3,814	£17,843	£39,498
0% (BASE)	-£1,057	<b>£20,600</b>	£42,255	-£6,811	<b>£14,846</b>	£36,501
2.5%	-£4,055	£17,603	£39,259	-£9,809	£11,849	£33,505
5.0%	-£7,052	£14,606	£36,263	-£12,806	£8,852	£30,509
7.5%	-£10,049	£11,609	£33,266	-£15,803	£5,855	£27,512
10.0%	-£13,128	£8,612	£30,269	-£18,882	£2,858	£24,515

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Local Plan DMP & Stage 1 CIL Viability Assessment (2021) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)			Residual Land Value (£)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£43,670,430	£83,305,051	£122,936,763	£43,670,430	£83,305,051	£122,936,763
-7.5%	£38,507,632	£78,143,192	£117,774,903	£38,507,632	£78,143,192	£117,774,903
-5.0%	£33,344,758	£72,981,333	£112,613,042	£33,344,758	£72,981,333	£112,613,042
-2.5%	£28,182,025	£67,818,592	£107,451,183	£28,182,025	£67,818,592	£107,451,183
0% (BASE)	£23,019,227	<b>£62,655,790</b>	£102,289,325	£23,019,227	<b>£62,655,790</b>	£102,289,325
2.5%	£17,856,172	£57,492,990	£97,127,466	£17,856,172	£57,492,990	£97,127,466
5.0%	£12,692,266	£52,330,193	£91,965,608	£12,692,266	£52,330,193	£91,965,608
7.5%	£7,528,188	£47,167,396	£86,803,749	£7,528,188	£47,167,396	£86,803,749
10.0%	£2,364,454	£42,004,598	£81,641,162	£2,364,454	£42,004,598	£81,641,162
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£19,695,430	£59,330,051	£98,961,763	£8,187,430	£47,822,051
-7.5%	£14,532,632	£54,168,192	£93,799,903	£3,024,632	£42,660,192	£82,291,903
-5.0%	£9,369,758	£49,006,333	£88,638,042	-£2,138,242	£37,498,333	£77,130,042
-2.5%	£4,207,025	£43,843,592	£83,476,183	-£7,300,975	£32,335,592	£71,968,183
0% (BASE)	-£955,773	<b>£38,680,790</b>	£78,314,325	-£12,463,773	<b>£27,172,790</b>	£66,806,325
2.5%	-£6,118,828	£33,517,990	£73,152,466	-£17,626,828	£22,009,990	£61,644,466
5.0%	-£11,282,734	£28,355,193	£67,990,608	-£22,790,734	£16,847,193	£56,482,608
7.5%	-£16,446,812	£23,192,396	£62,828,749	-£27,954,812	£11,684,396	£51,320,749
10.0%	-£21,610,546	£18,029,598	£57,666,162	-£33,118,546	£6,521,598	£46,158,162
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£9,848	£29,665	£49,481	£4,094	£23,911
-7.5%	£7,266	£27,084	£46,900	£1,512	£21,330	£41,146
-5.0%	£4,685	£24,503	£44,319	-£1,069	£18,749	£38,565
-2.5%	£2,104	£21,922	£41,738	-£3,650	£16,168	£35,984
0% (BASE)	-£478	<b>£19,340</b>	£39,157	-£6,232	<b>£13,586</b>	£33,403
2.5%	-£3,059	£16,759	£36,576	-£8,813	£11,005	£30,822
5.0%	-£5,641	£14,178	£33,995	-£11,395	£8,424	£28,241
7.5%	-£8,223	£11,596	£31,414	-£13,977	£5,842	£25,660
10.0%	-£10,805	£9,015	£28,833	-£16,559	£3,261	£23,079

DSP 2021

## **Appendix IIa: Strategic site allocations**

- addendum test results – First Homes Profit**



**Appendix IIa: Guildford Borough Council LP DMP Viability Assessment Addendum Note**  
**Site Allocations Results Comparison: Table 3a - Gosden Hill Farm - First Homes Developer Return Sensitivity Test**

Site Area (ha):	89	
Indicative Residential Capacity:	1700	
Non-Residential Uses:	Multiple - See Appendix I for detail	
Affordable Housing %	40%	
Benchmark Land Value (BLV) Sensitivity Range:	£250,000/ha (gross)	£370,000/ha (gross)
	£22,250,000	£32,930,000

GBC LP DMP Viability Addendum (September 2022) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)			Residual Land Value (£)		
	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£31,350,264	£67,138,976	£102,909,466	£31,350,264	£67,138,976	£102,909,466
-7.5%	£26,478,028	£62,271,406	£98,044,570	£26,478,028	£62,271,406	£98,044,570
-5.0%	£21,605,793	£57,401,879	£93,179,131	£21,605,793	£57,401,879	£93,179,131
-2.5%	£16,733,558	£52,532,351	£88,312,042	£16,733,558	£52,532,351	£88,312,042
0% (BASE)	£11,861,322	<b>£47,662,089</b>	£83,444,957	£11,861,322	<b>£47,662,089</b>	£83,444,957
2.5%	£6,989,087	£42,789,854	£78,577,874	£6,989,087	£42,789,854	£78,577,874
5.0%	£2,116,852	£37,917,619	£73,710,299	£2,116,852	£37,917,619	£73,710,299
7.5%	£-2,964,149	£33,045,383	£68,840,771	£-2,964,149	£33,045,383	£68,840,771
10.0%	£-8,214,757	£28,173,148	£63,971,244	£-8,214,757	£28,173,148	£63,971,244
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£9,100,264	£44,888,976	£80,659,466	£-1,579,736	£34,208,976
-7.5%	£4,228,028	£40,021,406	£75,794,570	£-6,451,972	£29,341,406	£65,114,570
-5.0%	£-644,207	£35,151,879	£70,929,131	£-11,324,207	£24,471,879	£60,249,131
-2.5%	£-5,516,442	£30,282,351	£66,062,042	£-16,196,442	£19,602,351	£55,382,042
0% (BASE)	£-10,388,678	<b>£25,412,089</b>	£61,194,957	£-21,068,678	<b>£14,732,089</b>	£50,514,957
2.5%	£-15,260,913	£20,539,854	£56,327,874	£-25,940,913	£9,859,854	£45,647,874
5.0%	£-20,133,148	£15,667,619	£51,460,299	£-30,813,148	£4,987,619	£40,780,299
7.5%	£-25,214,149	£10,795,383	£46,590,771	£-35,894,149	£115,383	£35,910,771
10.0%	£-30,464,757	£5,923,148	£41,721,244	£-41,144,757	£-4,756,852	£31,041,244
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,744/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£5,353	£26,405	£47,447	£-929	£20,123
-7.5%	£2,487	£23,542	£44,585	£-3,795	£17,260	£38,303
-5.0%	£-379	£20,678	£41,723	£-6,661	£14,395	£35,441
-2.5%	£-3,245	£17,813	£38,860	£-9,527	£11,531	£32,578
0% (BASE)	£-6,111	<b>£14,948</b>	£35,997	£-12,393	<b>£8,666</b>	£29,715
2.5%	£-8,977	£12,082	£33,134	£-15,259	£5,800	£26,852
5.0%	£-11,843	£9,216	£30,271	£-18,125	£2,934	£23,988
7.5%	£-14,832	£6,350	£27,406	£-21,114	£68	£21,124
10.0%	£-17,920	£3,484	£24,542	£-24,203	£-2,798	£18,260

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Local Plan DMP & Stage 1 CIL Viability Assessment (2021) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)			Residual Land Value (£)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£29,509,662	£62,295,217	£95,066,968	£29,509,662	£62,295,217	£95,066,968
-7.5%	£25,311,080	£58,101,156	£90,874,828	£25,311,080	£58,101,156	£90,874,828
-5.0%	£21,112,498	£53,907,095	£86,682,687	£21,112,498	£53,907,095	£86,682,687
-2.5%	£16,913,915	£49,711,523	£82,490,545	£16,913,915	£49,711,523	£82,490,545
0% (BASE)	£12,715,333	<b>£45,515,317</b>	£78,297,388	£12,715,333	<b>£45,515,317</b>	£78,297,388
2.5%	£8,516,751	£41,319,111	£74,103,326	£8,516,751	£41,319,111	£74,103,326
5.0%	£4,318,169	£37,121,206	£69,909,265	£4,318,169	£37,121,206	£69,909,265
7.5%	£115,502	£32,922,624	£65,715,204	£115,502	£32,922,624	£65,715,204
10.0%	£-4,388,355	£28,724,041	£61,520,293	£-4,388,355	£28,724,041	£61,520,293
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£7,259,662	£40,045,217	£72,816,968	£-3,420,338	£29,365,217
-7.5%	£3,061,080	£35,851,156	£68,624,828	£-7,618,920	£25,171,156	£57,944,828
-5.0%	£-1,137,502	£31,657,095	£64,432,687	£-11,817,502	£20,977,095	£53,752,687
-2.5%	£-5,336,085	£27,461,523	£60,240,545	£-16,016,085	£16,781,523	£49,560,545
0% (BASE)	£-9,534,667	<b>£23,265,317</b>	£56,047,388	£-20,214,667	<b>£12,585,317</b>	£45,367,388
2.5%	£-13,733,249	£19,069,111	£51,853,326	£-24,413,249	£8,389,111	£41,173,326
5.0%	£-17,931,831	£14,871,206	£47,659,265	£-28,611,831	£4,191,206	£36,979,265
7.5%	£-22,134,498	£10,672,624	£43,465,204	£-32,814,498	£-7,376	£32,785,204
10.0%	£-26,638,355	£6,474,041	£39,270,293	£-37,318,355	£-4,205,959	£28,590,293
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£4,270	£23,556	£42,834	£-2,012	£17,274
-7.5%	£1,801	£21,089	£40,368	£-4,482	£14,807	£34,085
-5.0%	£-669	£18,622	£37,902	£-6,951	£12,339	£31,619
-2.5%	£-3,139	£16,154	£35,436	£-9,421	£9,871	£29,153
0% (BASE)	£-5,609	<b>£13,685</b>	£32,969	£-11,891	<b>£7,403</b>	£26,687
2.5%	£-8,078	£11,217	£30,502	£-14,361	£4,935	£24,220
5.0%	£-10,548	£8,748	£28,035	£-16,830	£2,465	£21,753
7.5%	£-13,020	£6,278	£25,568	£-19,303	£-4	£19,285
10.0%	£-15,670	£3,808	£23,100	£-21,952	£-2,474	£16,818

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**Appendix IIa: Guildford Borough Council LP DMP Viability Assessment Addendum Note**  
**Site Allocations Results Comparison: Table 3b - Blackwell Farm - First Homes Developer Return Sensitivity Test**

Site Area (ha):	86	
Indicative Residential Capacity:	1500	
Non-Residential Uses:	Multiple - See Appendix I for detail	
Affordable Housing %	40%	
Benchmark Land Value (BLV) Sensitivity Range:	£250,000/ha (gross)	£370,000/ha (gross)
	£21,500,000	£31,820,000

GBC LP DMP Viability Addendum (September 2022) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)			Residual Land Value (£)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£20,206,739	£52,535,887	£84,835,911	£20,206,739	£52,535,887	£84,835,911
-7.5%	£15,762,790	£48,104,186	£80,405,832	£15,762,790	£48,104,186	£80,405,832
-5.0%	£11,317,444	£43,670,921	£75,975,756	£11,317,444	£43,670,921	£75,975,756
-2.5%	£6,872,098	£39,237,654	£71,545,678	£6,872,098	£39,237,654	£71,545,678
0% (BASE)	£2,426,751	<b>£34,803,712</b>	£67,115,208	£2,426,751	<b>£34,803,712</b>	£67,115,208
2.5%	-£2,173,943	£30,368,651	£62,683,630	-£2,173,943	£30,368,651	£62,683,630
5.0%	-£6,960,827	£25,932,580	£58,252,053	-£6,960,827	£25,932,580	£58,252,053
7.5%	-£11,757,222	£21,494,827	£53,820,476	-£11,757,222	£21,494,827	£53,820,476
10.0%	-£16,576,510	£17,054,165	£49,388,900	-£16,576,510	£17,054,165	£49,388,900
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	-£1,293,261	£31,035,887	£63,335,911	-£11,613,261	£20,715,887
-7.5%	-£5,737,210	£26,604,186	£58,905,832	-£16,057,210	£16,284,186	£48,585,832
-5.0%	-£10,182,556	£22,170,921	£54,475,756	-£20,502,556	£11,850,921	£44,155,756
-2.5%	-£14,627,902	£17,737,654	£50,045,678	-£24,947,902	£7,417,654	£39,725,678
0% (BASE)	-£19,073,249	<b>£13,303,712</b>	£45,615,208	-£29,393,249	<b>£2,983,712</b>	£35,295,208
2.5%	-£23,673,943	£8,868,651	£41,183,630	-£33,993,943	-£1,451,349	£30,863,630
5.0%	-£28,460,827	£4,432,580	£36,752,053	-£38,780,827	-£5,887,420	£26,432,053
7.5%	-£33,257,222	-£5,173	£32,320,476	-£43,577,222	-£10,325,173	£22,000,476
10.0%	-£38,076,510	-£4,445,835	£27,888,900	-£48,396,510	-£14,765,835	£17,568,900
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	-£862	£20,691	£42,224	-£7,742	£13,811
-7.5%	-£3,825	£17,736	£39,271	-£10,705	£10,856	£32,391
-5.0%	-£6,788	£14,781	£36,317	-£13,668	£7,901	£29,437
-2.5%	-£9,752	£11,825	£33,364	-£16,632	£4,945	£26,484
0% (BASE)	-£12,715	<b>£8,869</b>	£30,410	-£19,595	<b>£1,989</b>	£23,530
2.5%	-£15,783	£5,912	£27,456	-£22,663	-£968	£20,576
5.0%	-£18,974	£2,955	£24,501	-£25,854	-£3,925	£17,621
7.5%	-£22,171	-£3	£21,547	-£29,051	-£6,883	£14,667
10.0%	-£25,384	-£2,964	£18,593	-£32,264	-£9,844	£11,713

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Local Plan DMP & Stage 1 CIL Viability Assessment (2021) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)			Residual Land Value (£)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£18,656,809	£48,286,095	£77,882,020	£18,656,809	£48,286,095	£77,882,020
-7.5%	£14,823,767	£44,464,640	£74,062,377	£14,823,767	£44,464,640	£74,062,377
-5.0%	£10,990,724	£40,642,201	£70,242,735	£10,990,724	£40,642,201	£70,242,735
-2.5%	£7,157,682	£36,819,761	£66,423,093	£7,157,682	£36,819,761	£66,423,093
0% (BASE)	£3,324,640	<b>£32,996,377</b>	£62,603,325	£3,324,640	<b>£32,996,377</b>	£62,603,325
2.5%	-£554,262	£29,172,212	£58,782,366	-£554,262	£29,172,212	£58,782,366
5.0%	-£4,672,185	£25,346,813	£54,961,408	-£4,672,185	£25,346,813	£54,961,408
7.5%	-£8,805,271	£21,519,774	£51,140,451	-£8,805,271	£21,519,774	£51,140,451
10.0%	-£12,947,851	£17,689,529	£47,319,493	-£12,947,851	£17,689,529	£47,319,493
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	-£2,843,191	£26,786,095	£56,382,020	-£13,163,191	£16,466,095
-7.5%	-£6,676,233	£22,964,640	£52,562,377	-£16,996,233	£12,644,640	£42,242,377
-5.0%	-£10,509,276	£19,142,201	£48,742,735	-£20,829,276	£8,822,201	£38,422,735
-2.5%	-£14,342,318	£15,319,761	£44,923,093	-£24,662,318	£4,999,761	£34,603,093
0% (BASE)	-£18,175,360	<b>£11,496,377</b>	£41,103,325	-£28,495,360	<b>£1,176,377</b>	£30,783,325
2.5%	-£22,054,262	£7,672,212	£37,282,366	-£32,374,262	-£2,647,788	£26,962,366
5.0%	-£26,172,185	£3,846,813	£33,461,408	-£36,492,185	-£6,473,187	£23,141,408
7.5%	-£30,305,271	£19,774	£29,640,451	-£40,625,271	-£10,300,226	£19,320,451
10.0%	-£34,447,851	-£3,810,471	£25,819,493	-£44,767,851	-£14,130,471	£15,499,493
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	-£1,895	£17,857	£37,588	-£8,775	£10,977
-7.5%	-£4,451	£15,310	£35,042	-£11,331	£8,430	£28,162
-5.0%	-£7,006	£12,761	£32,495	-£13,886	£5,881	£25,615
-2.5%	-£9,562	£10,213	£29,949	-£16,442	£3,333	£23,069
0% (BASE)	-£12,117	<b>£7,664</b>	£27,402	-£18,997	<b>£784</b>	£20,522
2.5%	-£14,703	£5,115	£24,855	-£21,583	-£1,765	£17,975
5.0%	-£17,448	£2,565	£22,308	-£24,328	-£4,315	£15,428
7.5%	-£20,204	£13	£19,760	-£27,084	-£6,867	£12,880
10.0%	-£22,965	-£2,540	£17,213	-£29,845	-£9,420	£10,333

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**Appendix IIa: Guildford Borough Council LP DMP Viability Assessment Addendum Note**  
**Site Allocations Results Comparison: Table 3c - Former Wisley Airfield - First Homes Developer Return Sensitivity Test**

Site Area (ha):	95.9	
Indicative Residential Capacity:	2000	
Non-Residential Uses:	Multiple - See Appendix I for detail	
Affordable Housing %	40%	
Benchmark Land Value (BLV) Sensitivity Range:	£250,000/ha (gross)	£370,000/ha (gross)
	£23,975,000	£35,483,000

GBC LP DMP Viability Addendum (September 2022) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)			Residual Land Value (£)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£45,426,383	£88,694,309	£131,958,201	£45,426,383	£88,694,309	£131,958,201
-7.5%	£39,432,687	£82,700,610	£125,965,574	£39,432,687	£82,700,610	£125,965,574
-5.0%	£33,438,951	£76,706,916	£119,972,946	£33,438,951	£76,706,916	£119,972,946
-2.5%	£27,444,227	£70,713,218	£113,980,323	£27,444,227	£70,713,218	£113,980,323
0% (BASE)	£21,449,278	<b>£64,719,518</b>	£107,987,457	£21,449,278	<b>£64,719,518</b>	£107,987,457
2.5%	£15,454,325	£58,725,824	£101,993,752	£15,454,325	£58,725,824	£101,993,752
5.0%	£9,459,367	£52,732,131	£96,000,055	£9,459,367	£52,732,131	£96,000,055
7.5%	£3,464,411	£46,738,437	£90,006,362	£3,464,411	£46,738,437	£90,006,362
10.0%	-£2,723,696	£40,744,161	£84,012,669	-£2,723,696	£40,744,161	£84,012,669
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£21,451,383	£64,719,309	£107,983,201	£9,943,383	£53,211,309
-7.5%	£15,457,687	£58,725,610	£101,990,574	£3,949,687	£47,217,610	£90,482,574
-5.0%	£9,463,951	£52,731,916	£95,997,946	-£2,044,049	£41,223,916	£84,489,946
-2.5%	£3,469,227	£46,738,218	£90,005,323	-£8,038,773	£35,230,218	£78,497,323
0% (BASE)	-£2,525,722	<b>£40,744,518</b>	£84,012,457	-£14,033,722	<b>£29,236,518</b>	£72,504,457
2.5%	-£8,520,675	£34,750,824	£78,018,752	-£20,028,675	£23,242,824	£66,510,752
5.0%	-£14,515,633	£28,757,131	£72,025,055	-£26,023,633	£17,249,131	£60,517,055
7.5%	-£20,510,589	£22,763,437	£66,031,362	-£32,018,589	£11,255,437	£54,523,362
10.0%	-£26,698,696	£16,769,161	£60,037,669	-£38,206,696	£5,261,161	£48,529,669
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£10,726	£32,360	£53,992	£4,972	£26,606
-7.5%	£7,729	£29,363	£50,995	£1,975	£23,609	£45,241
-5.0%	£4,732	£26,366	£47,999	-£1,022	£20,612	£42,245
-2.5%	£1,735	£23,369	£45,003	-£4,019	£17,615	£39,249
0% (BASE)	-£1,263	<b>£20,372</b>	£42,006	-£7,017	<b>£14,618</b>	£36,252
2.5%	-£4,260	£17,375	£39,009	-£10,014	£11,621	£33,255
5.0%	-£7,258	£14,379	£36,013	-£13,012	£8,625	£30,259
7.5%	-£10,255	£11,382	£33,016	-£16,009	£5,628	£27,262
10.0%	-£13,349	£8,385	£30,019	-£19,103	£2,631	£24,265

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Local Plan DMP & Stage 1 CIL Viability Assessment (2021) Results						
Construction / Sales Rate: %	BLV @ £250,000/ha			BLV @ £370,000/ha		
	Residual Land Value (£)			Residual Land Value (£)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
-10.0%	£43,670,430	£83,305,051	£122,936,763	£43,670,430	£83,305,051	£122,936,763
-7.5%	£38,507,632	£78,143,192	£117,774,903	£38,507,632	£78,143,192	£117,774,903
-5.0%	£33,344,758	£72,981,333	£112,613,042	£33,344,758	£72,981,333	£112,613,042
-2.5%	£28,182,025	£67,818,592	£107,451,183	£28,182,025	£67,818,592	£107,451,183
0% (BASE)	£23,019,227	<b>£62,655,790</b>	£102,289,325	£23,019,227	<b>£62,655,790</b>	£102,289,325
2.5%	£17,856,172	£57,492,990	£97,127,466	£17,856,172	£57,492,990	£97,127,466
5.0%	£12,692,266	£52,330,193	£91,965,608	£12,692,266	£52,330,193	£91,965,608
7.5%	£7,528,188	£47,167,396	£86,803,749	£7,528,188	£47,167,396	£86,803,749
10.0%	£2,364,454	£42,004,598	£81,641,162	£2,364,454	£42,004,598	£81,641,162
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (Total)			Estimated (likely max.) Potential Surplus / Deficit (Total)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£19,695,430	£59,330,051	£98,961,763	£8,187,430	£47,822,051
-7.5%	£14,532,632	£54,168,192	£93,799,903	£3,024,632	£42,660,192	£82,291,903
-5.0%	£9,369,758	£49,006,333	£88,638,042	-£2,138,242	£37,498,333	£77,130,042
-2.5%	£4,207,025	£43,843,592	£83,476,183	-£7,300,975	£32,335,592	£71,968,183
0% (BASE)	-£955,773	<b>£38,680,790</b>	£78,314,325	-£12,463,773	<b>£27,172,790</b>	£66,806,325
2.5%	-£6,118,828	£33,517,990	£73,152,466	-£17,626,828	£22,009,990	£61,644,466
5.0%	-£11,282,734	£28,355,193	£67,990,608	-£22,790,734	£16,847,193	£56,482,608
7.5%	-£16,446,812	£23,192,396	£62,828,749	-£27,954,812	£11,684,396	£51,320,749
10.0%	-£21,610,546	£18,029,598	£57,666,162	-£33,118,546	£6,521,598	£46,158,162
Construction / Sales Rate: %	Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)			Estimated (likely max.) Potential Surplus / Deficit (per/dwelling)		
	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.	-10% £4,725/sq. m.	£5,250/sq.m (BASE)	+10% £5,775/sq. m.
	-10.0%	£9,848	£29,665	£49,481	£4,094	£23,911
-7.5%	£7,266	£27,084	£46,900	£1,512	£21,330	£41,146
-5.0%	£4,685	£24,503	£44,319	-£1,069	£18,749	£38,565
-2.5%	£2,104	£21,922	£41,738	-£3,650	£16,168	£35,984
0% (BASE)	-£478	<b>£19,340</b>	£39,157	-£6,232	<b>£13,586</b>	£33,403
2.5%	-£3,059	£16,759	£36,576	-£8,813	£11,005	£30,822
5.0%	-£5,641	£14,178	£33,995	-£11,395	£8,424	£28,241
7.5%	-£8,223	£11,596	£31,414	-£13,977	£5,842	£25,660
10.0%	-£10,805	£9,015	£28,833	-£16,559	£3,261	£23,079

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