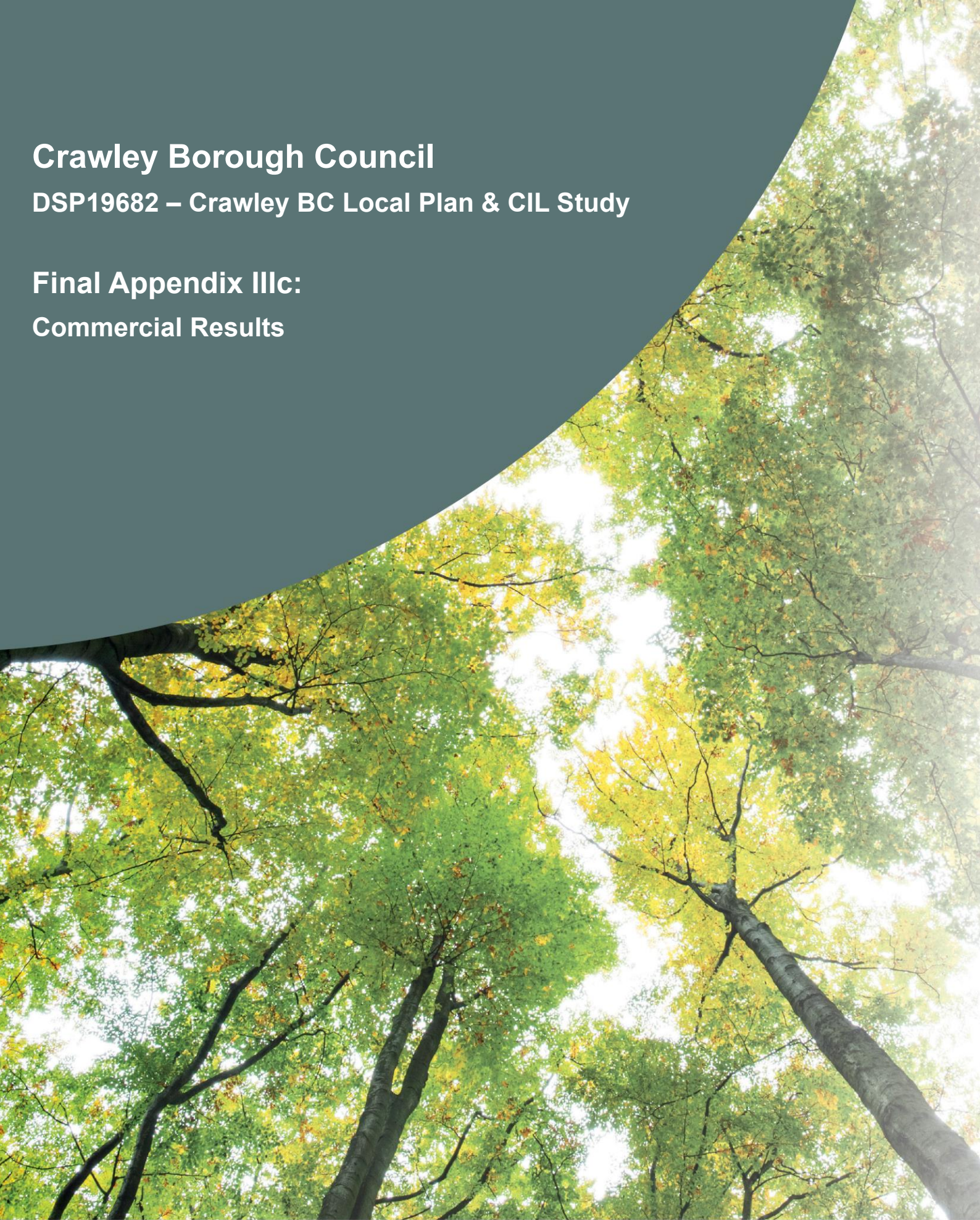


Crawley Borough Council

DSP19682 – Crawley BC Local Plan & CIL Study

Final Appendix IIIc:

Commercial Results



Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5a - Large Retail - Large Supermarket (Foodstore) - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)									
				Indexed CIL Rate £123.25/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Large Format Retail	Foodstore / Supermarket	L	0.43	£1,440,709	£1,615,750	£1,572,013	£1,528,277	£1,484,540	£1,440,804	£1,397,067	£1,353,331	£1,309,594	£1,265,858
		M	0.43	£1,877,541	£2,052,582	£2,008,845	£1,965,109	£1,921,372	£1,877,636	£1,833,899	£1,790,163	£1,746,426	£1,702,690
		H	0.43	£2,314,373	£2,489,414	£2,445,677	£2,401,941	£2,358,204	£2,314,468	£2,270,731	£2,226,995	£2,183,258	£2,139,522

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)									
				Indexed CIL Rate £123.25/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Large Format Retail	Foodstore / Supermarket	L	0.43	£1,021,716	£1,196,756	£1,153,019	£1,109,283	£1,065,546	£1,021,810	£978,073	£934,337	£890,600	£846,864
		M	0.43	£1,416,648	£1,591,688	£1,547,952	£1,504,215	£1,460,479	£1,416,742	£1,373,006	£1,329,269	£1,285,533	£1,241,796
		H	0.43	£1,811,580	£1,986,621	£1,942,884	£1,899,148	£1,855,411	£1,811,675	£1,767,938	£1,724,202	£1,680,465	£1,636,729

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)									
				Indexed CIL Rate £123.25/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Large Format Retail	Foodstore / Supermarket	L	0.43	£672,718	£847,758	£804,022	£760,285	£716,549	£672,812	£629,076	£585,339	£541,603	£497,866
		M	0.43	£1,032,751	£1,207,791	£1,164,054	£1,120,318	£1,076,581	£1,032,845	£989,108	£945,372	£901,636	£857,899
		H	0.43	£1,392,783	£1,567,824	£1,524,087	£1,480,351	£1,436,614	£1,392,878	£1,349,141	£1,305,405	£1,261,668	£1,217,932

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)									
				Indexed CIL Rate £123.25/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Large Format Retail	Foodstore / Supermarket	L	0.43	£377,561	£552,602	£508,865	£465,129	£421,392	£377,656	£333,919	£290,183	£246,446	£202,710
		M	0.43	£708,078	£883,119	£839,382	£795,646	£751,909	£708,173	£664,436	£620,700	£576,963	£533,227
		H	0.43	£1,038,595	£1,213,636	£1,169,899	£1,126,163	£1,082,426	£1,038,690	£994,953	£951,217	£907,480	£863,744

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)									
				Indexed CIL Rate £123.25/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Large Format Retail	Foodstore / Supermarket	L	0.43	£124,707	£299,747	£256,011	£212,274	£168,538	£124,801	£81,065	£37,328	Negative RLV	
		M	0.43	£429,938	£604,979	£561,242	£517,506	£473,769	£430,033	£386,296	£342,560	£298,823	£255,087
		H	0.43	£735,170	£910,210	£866,474	£822,737	£779,001	£735,264	£691,528	£647,791	£604,055	£560,318

Key:

RLV beneath Viability Test 1 (RLV <£250,000/ha)
Viability Test 1 (RLV £250,000 to £500,000/ha)
Viability Test 2 (RLV £500,000 to £850,000/ha)
Viability Test 3 (RLV £850,000 to £1,500,000/ha)
Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

ELV+ £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	-Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5b - Large Retail - Large Retail Warehouse - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)									
				Indexed CIL Rate £61.62/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Large Format Retail	Retail Warehouse	L	0.25	£1,507,948	£1,615,750	£1,572,013	£1,528,277	£1,484,540	£1,440,804	£1,397,067	£1,353,331	£1,309,594	£1,265,858
		M	0.25	£1,879,961	£1,954,090	£1,924,015	£1,893,940	£1,863,865	£1,833,789	£1,803,714	£1,773,639	£1,743,564	£1,713,489
		H	0.25	£2,189,012	£2,263,141	£2,233,066	£2,202,991	£2,172,915	£2,142,840	£2,112,765	£2,082,690	£2,052,615	£2,022,539
E Large Format Retail	Retail Warehouse	L	0.25	£6,031,792	£6,462,999	£6,288,053	£6,113,108	£5,938,162	£5,763,216	£5,588,270	£5,413,324	£5,238,378	£5,063,432
		M	0.25	£7,519,844	£7,816,360	£7,696,060	£7,575,759	£7,455,458	£7,335,157	£7,214,857	£7,094,556	£6,974,255	£6,853,955
		H	0.25	£8,756,048	£9,052,563	£8,932,263	£8,811,962	£8,691,661	£8,571,361	£8,451,060	£8,330,759	£8,210,459	£8,090,158

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)									
				Indexed CIL Rate £61.62/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Large Format Retail	Retail Warehouse	L	0.25	£1,088,954	£1,196,756	£1,153,019	£1,109,283	£1,065,546	£1,021,810	£978,073	£934,337	£890,600	£846,864
		M	0.25	£1,583,530	£1,657,659	£1,627,584	£1,597,509	£1,567,434	£1,537,359	£1,507,283	£1,477,208	£1,447,133	£1,417,058
		H	0.25	£1,862,938	£1,937,067	£1,906,992	£1,876,917	£1,846,841	£1,816,766	£1,786,691	£1,756,616	£1,726,541	£1,696,466
E Large Format Retail	Retail Warehouse	L	0.25	£4,355,816	£4,787,024	£4,612,078	£4,437,132	£4,262,186	£4,087,240	£3,912,294	£3,737,348	£3,562,402	£3,387,456
		M	0.25	£6,334,120	£6,630,637	£6,510,336	£6,390,036	£6,269,735	£6,149,434	£6,029,133	£5,908,833	£5,788,532	£5,668,231
		H	0.25	£7,451,752	£7,748,268	£7,627,967	£7,507,667	£7,387,366	£7,267,065	£7,146,764	£7,026,464	£6,906,163	£6,785,862

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)									
				Indexed CIL Rate £61.62/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Large Format Retail	Retail Warehouse	L	0.25	£739,957	£847,758	£804,022	£760,285	£716,549	£672,812	£629,076	£585,339	£541,603	£497,866
		M	0.25	£1,352,407	£1,410,750	£1,380,674	£1,350,599	£1,320,524	£1,290,449	£1,260,374	£1,230,299	£1,200,223	£1,170,148
		H	0.25	£1,591,337	£1,665,466	£1,635,391	£1,605,316	£1,575,241	£1,545,166	£1,515,090	£1,485,015	£1,454,940	£1,424,865
E Large Format Retail	Retail Warehouse	L	0.25	£2,959,828	£3,391,033	£3,216,087	£3,041,141	£2,866,195	£2,691,249	£2,516,303	£2,341,357	£2,166,411	£1,991,465
		M	0.25	£5,409,630	£5,642,998	£5,522,698	£5,402,397	£5,282,096	£5,161,795	£5,041,495	£4,921,194	£4,800,893	£4,680,593
		H	0.25	£6,365,348	£6,661,865	£6,541,565	£6,421,264	£6,300,963	£6,180,663	£6,060,362	£5,940,061	£5,819,760	£5,699,460

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)									
				Indexed CIL Rate £61.62/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Large Format Retail	Retail Warehouse	L	0.25	£444,800	£552,602	£508,865	£465,129	£421,392	£377,656	£333,919	£290,183	£246,446	£202,710
		M	0.25	£1,127,802	£1,201,932	£1,171,856	£1,141,781	£1,111,706	£1,081,631	£1,051,556	£1,021,481	£991,405	£961,330
		H	0.25	£1,361,637	£1,435,767	£1,405,691	£1,375,616	£1,345,541	£1,315,466	£1,285,391	£1,255,315	£1,225,240	£1,195,165
E Large Format Retail	Retail Warehouse	L	0.25	£1,779,200	£2,210,407	£2,035,461	£1,860,515	£1,685,569	£1,510,623	£1,335,677	£1,160,731	£985,785	£810,839
		M	0.25	£4,511,208	£4,807,726	£4,687,426	£4,567,125	£4,446,824	£4,326,523	£4,206,223	£4,085,922	£3,965,621	£3,845,321
		H	0.25	£5,446,548	£5,743,066	£5,622,765	£5,502,465	£5,382,164	£5,261,863	£5,141,563	£5,021,262	£4,900,961	£4,780,660

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)									
				Indexed CIL Rate £61.62/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Large Format Retail	Retail Warehouse	L	0.25	£191,945	£299,747	£256,011	£212,274	£168,538	£124,801	£81,065	£37,328	Negative RLV	
		M	0.25	£948,912	£1,023,041	£992,966	£962,891	£932,816	£902,741	£872,665	£842,590	£812,515	£782,440
		H	0.25	£1,164,858	£1,238,987	£1,208,912	£1,178,837	£1,148,762	£1,118,687	£1,088,611	£1,058,536	£1,028,461	£998,386
E Large Format Retail	Retail Warehouse	L	0.25	£767,780	£1,198,989	£1,024,043	£849,097	£674,151	£499,205	£324,259	£149,313	Negative RLV	
		M	0.25	£3,795,648	£4,092,165	£3,971,865	£3,851,564	£3,731,263	£3,610,963	£3,490,662	£3,370,361	£3,250,060	£3,129,760
		H	0.25	£4,659,432	£4,955,949	£4,835,648	£4,715,348	£4,595,047	£4,474,746	£4,354,446	£4,234,145	£4,113,844	£3,993,544

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	Viability Test 1 (RLV £250,000 to £500,000/ha)
	Viability Test 2 (RLV £500,000 to £850,000/ha)
	Viability Test 3 (RLV £850,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
	Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
	Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5c - Town Centre Retail - Comparison Shops - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)									
				CIL Rate £61.62/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Town Centre Retail	Comparison Shops	L	0.03	£64,234	£84,020	£76,109	£68,199	£60,288	£52,378	£44,467	£36,557	£28,646	£20,735
		M	0.03	£188,543	£208,310	£200,399	£192,489	£184,578	£176,668	£168,757	£160,846	£152,936	£145,025
		H	0.03	£312,843	£332,600	£324,689	£316,779	£308,868	£300,957	£293,047	£285,136	£277,226	£269,315
E Town Centre Retail	Comparison Shops	L	0.03	£2,141,133	£2,800,657	£2,536,973	£2,273,288	£2,009,604	£1,745,919	£1,482,235	£1,218,551	£954,866	£691,182
		M	0.03	£6,284,767	£6,943,655	£6,679,970	£6,416,286	£6,152,602	£5,888,917	£5,625,233	£5,361,548	£5,097,864	£4,834,179
		H	0.03	£10,428,100	£11,086,653	£10,822,968	£10,559,284	£10,295,599	£10,031,915	£9,768,231	£9,504,546	£9,240,862	£8,977,177

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)									
				CIL Rate £61.62/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Town Centre Retail	Comparison Shops	L	0.03	£21,335	£41,102	£33,192	£25,281	£17,371	£9,460	£1,550	Negative RLV		
		M	0.03	£133,694	£153,471	£145,560	£137,650	£129,739	£121,829	£113,918	£106,008	£98,097	£90,187
		H	0.03	£246,062	£265,839	£257,929	£250,018	£242,108	£234,197	£226,287	£218,376	£210,466	£202,555
E Town Centre Retail	Comparison Shops	L	0.03	£711,167	£1,370,082	£1,106,398	£842,713	£579,029	£315,344	£51,660	Negative RLV		
		M	0.03	£4,456,467	£5,115,698	£4,852,013	£4,588,329	£4,324,645	£4,060,960	£3,797,276	£3,533,591	£3,269,907	£3,006,222
		H	0.03	£8,202,067	£8,861,314	£8,597,629	£8,333,945	£8,070,260	£7,806,576	£7,542,892	£7,279,207	£7,015,523	£6,751,838

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)									
				CIL Rate £61.62/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Town Centre Retail	Comparison Shops	L	0.03	Negative RLV	£5,355	Negative RLV							
		M	0.03	£88,016	£107,793	£99,883	£91,972	£84,062	£76,151	£68,241	£60,330	£52,420	£44,509
		H	0.03	£190,455	£210,232	£202,322	£194,411	£186,500	£178,590	£170,679	£162,769	£154,858	£146,948
E Town Centre Retail	Comparison Shops	L	0.03	Negative RLV	£178,496	Negative RLV							
		M	0.03	£2,933,867	£3,593,116	£3,329,431	£3,065,747	£2,802,062	£2,538,378	£2,274,693	£2,011,009	£1,747,325	£1,483,640
		H	0.03	£6,348,500	£7,007,735	£6,744,051	£6,480,366	£6,216,682	£5,952,998	£5,689,313	£5,425,629	£5,161,944	£4,898,260

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)									
				CIL Rate £61.62/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Town Centre Retail	Comparison Shops	L	0.03	Negative RLV	Negative RLV								
		M	0.03	£57,494	£69,163	£61,252	£53,342	£45,431	£37,521	£29,610	£21,700	£13,789	£5,879
		H	0.03	£143,426	£163,203	£155,293	£147,382	£139,472	£131,561	£123,651	£115,740	£107,830	£99,919
E Town Centre Retail	Comparison Shops	L	0.03	Negative RLV	Negative RLV								
		M	0.03	£1,916,467	£2,305,428	£2,041,743	£1,778,059	£1,514,374	£1,250,690	£987,006	£723,321	£459,637	£195,952
		H	0.03	£4,780,867	£5,440,115	£5,176,431	£4,912,746	£4,649,062	£4,385,378	£4,121,693	£3,858,009	£3,594,324	£3,330,640

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)									
				CIL Rate £61.62/m2	CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Town Centre Retail	Comparison Shops	L	0.03	Negative RLV	Negative RLV								
		M	0.03	£36,069	£28,158	£20,248	£12,337	£4,427	Negative RLV				
		H	0.03	£103,138	£122,915	£115,004	£107,094	£99,183	£91,273	£83,362	£75,452	£67,541	£59,631
E Town Centre Retail	Comparison Shops	L	0.03	Negative RLV	Negative RLV								
		M	0.03	£1,202,291	£938,607	£674,922	£411,238	£147,554	Negative RLV				
		H	0.03	£3,437,933	£4,097,166	£3,833,482	£3,569,798	£3,306,113	£3,042,429	£2,778,744	£2,515,060	£2,251,376	£1,987,691

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	Viability Test 1 (RLV £250,000 to £500,000/ha)
	Viability Test 2 (RLV £500,000 to £850,000/ha)
	Viability Test 3 (RLV £850,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
	Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
	Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

EUVA £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5d - Small Retail - Convenience Store Various Locations - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)										
				CIL Rate £61.62/m ²	CIL Rate £0/m ²	CIL Rate £25/m ²	CIL Rate £50/m ²	CIL Rate £75/m ²	CIL Rate £100/m ²	CIL Rate £125/m ²	CIL Rate £150/m ²	CIL Rate £175/m ²	CIL Rate £200/m ²	
E Small Retail	Convenience Store	L	0.04	£120,204	£142,506	£133,458	£124,410	£115,362	£106,314	£97,266	£88,218	£79,169	£70,121	
		M	0.04	£250,709	£273,011	£263,963	£254,914	£245,866	£236,818	£227,770	£218,722	£209,674	£200,626	
		H	0.04	£381,213	£403,515	£394,467	£385,419	£376,371	£367,323	£358,275	£349,226	£340,178	£331,130	
				5% Yield - Residual Land Value (£/ha)										
E Small Retail	Convenience Store	L	0.04	£3,005,100	£3,562,655	£3,336,452	£3,110,250	£2,884,047	£2,657,844	£2,431,641	£2,205,439	£1,979,236	£1,753,033	
		M	0.04	£6,267,725	£6,825,266	£6,599,063	£6,372,860	£6,146,658	£5,920,455	£5,694,252	£5,468,049	£5,241,847	£5,015,644	
		H	0.04	£9,530,325	£10,087,877	£9,861,674	£9,635,471	£9,409,268	£9,183,066	£8,956,863	£8,730,660	£8,504,457	£8,278,255	
				5.5% Yield - Residual Land Value (£)										
E Small Retail	Convenience Store	L	0.04	£66,558	£88,860	£79,812	£70,763	£61,715	£52,667	£43,619	£34,571	£25,523	£16,475	
		M	0.04	£184,545	£206,847	£197,798	£188,750	£179,702	£170,654	£161,606	£152,558	£143,510	£134,462	
		H	0.04	£302,532	£324,833	£315,785	£306,737	£297,689	£288,641	£279,593	£270,545	£261,497	£252,449	
				5.5% Yield - Residual Land Value (£/ha)										
E Small Retail	Convenience Store	L	0.04	£1,663,950	£2,221,491	£1,995,288	£1,769,085	£1,542,883	£1,316,680	£1,090,477	£864,274	£638,072	£411,869	
		M	0.04	£4,613,625	£5,171,163	£4,944,961	£4,718,758	£4,492,555	£4,266,352	£4,040,150	£3,813,947	£3,587,744	£3,361,541	
		H	0.04	£7,563,300	£8,120,836	£7,894,633	£7,668,430	£7,442,228	£7,216,025	£6,989,822	£6,763,619	£6,537,417	£6,311,214	
				6% Yield - Residual Land Value (£)										
E Small Retail	Convenience Store	L	0.04	Negative RLV	£44,175	£35,127	£26,079	£17,031	£7,983	Negative RLV				£79,351
		M	0.04	£129,434	£151,736	£142,688	£133,639	£124,591	£115,543	£106,495	£97,447	£88,399	£79,351	
		H	0.04	£236,994	£259,296	£250,248	£241,200	£232,152	£223,104	£214,056	£205,008	£195,959	£186,911	
				6% Yield - Residual Land Value (£/ha)										
E Small Retail	Convenience Store	L	0.04	Negative RLV	£1,104,379	£878,176	£651,973	£425,771	£199,568	Negative RLV				£1,983,770
		M	0.04	£3,235,850	£3,793,392	£3,567,189	£3,340,986	£3,114,784	£2,888,581	£2,662,378	£2,436,175	£2,209,973	£1,983,770	
		H	0.04	£5,924,850	£6,482,405	£6,256,202	£6,029,999	£5,803,797	£5,577,594	£5,351,391	£5,125,188	£4,898,986	£4,672,783	
				6.5% Yield - Residual Land Value (£)										
E Small Retail	Convenience Store	L	0.04	Negative RLV	£6,384	Negative RLV							£41,790	£32,742
		M	0.04	£87,624	£105,127	£96,079	£87,031	£77,983	£68,935	£59,886	£50,838	£41,790	£32,742	
		H	0.04	£181,568	£203,870	£194,822	£185,773	£176,725	£167,677	£158,629	£149,581	£140,533	£131,485	
				6.5% Yield - Residual Land Value (£/ha)										
E Small Retail	Convenience Store	L	0.04	Negative RLV	£159,608	Negative RLV							£1,270,958	£818,552
		M	0.04	£2,190,600	£2,628,174	£2,401,972	£2,175,769	£1,949,566	£1,723,363	£1,497,161	£1,270,958	£1,044,755	£818,552	
		H	0.04	£4,539,200	£5,096,741	£4,870,538	£4,644,335	£4,418,133	£4,191,930	£3,965,727	£3,739,524	£3,513,322	£3,287,119	
				7% Yield - Residual Land Value (£)										
E Small Retail	Convenience Store	L	0.04	Negative RLV	Negative RLV							£10,910	£1,861	Negative RLV
		M	0.04	£42,896	£65,198	£56,150	£47,102	£38,054	£29,006	£19,958	£10,910	£1,861	Negative RLV	
		H	0.04	£134,085	£156,387	£147,339	£138,291	£129,242	£120,194	£111,146	£102,098	£93,050	£84,002	
				7% Yield - Residual Land Value (£/ha)										
E Small Retail	Convenience Store	L	0.04	Negative RLV	Negative RLV							£272,739	£46,537	Negative RLV
		M	0.04	£1,072,400	£1,629,956	£1,403,753	£1,177,550	£951,348	£725,145	£498,942	£272,739	£46,537	Negative RLV	
		H	0.04	£3,352,125	£3,909,670	£3,683,467	£3,457,265	£3,231,062	£3,004,859	£2,778,656	£2,552,454	£2,326,251	£2,100,048	

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	Viability Test 1 (RLV £250,000 to £500,000/ha)
	Viability Test 2 (RLV £500,000 to £850,000/ha)
	Viability Test 3 (RLV £850,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
	Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
	Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5e - Business - Office Building Town Centre - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Business	Office Town Centre	L	0.03	Negative RLV								
		M	0.03	£109,195	£94,368	£79,541	£64,714	£49,887	£35,061	£20,234	£5,407	Negative RLV
		H	0.03	£319,766	£304,939	£290,112	£275,285	£260,458	£245,631	£230,804	£215,977	£201,150
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£/ha)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Business	Office Town Centre	L	0.03	Negative RLV								
		M	0.03	£3,639,834	£3,145,605	£2,651,375	£2,157,145	£1,662,915	£1,168,685	£674,456	£180,226	Negative RLV
		H	0.03	£10,658,851	£10,164,621	£9,670,391	£9,176,162	£8,681,932	£8,187,702	£7,693,472	£7,199,242	£6,705,013

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Business	Office Town Centre	L	0.03	Negative RLV								
		M	0.03	£175,500	£160,673	£145,846	£131,019	£116,192	£101,365	£86,539	£71,712	£56,885
		H	0.03	5.5% Yield - Residual Land Value (£/ha)								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£/ha)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Business	Office Town Centre	L	0.03	Negative RLV								
		M	0.03	£5,849,996	£5,355,766	£4,861,536	£4,367,306	£3,873,077	£3,378,847	£2,884,617	£2,390,387	£1,896,158
		H	0.03	5.5% Yield - Residual Land Value (£/ha)								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)									
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2	
E Business	Office Town Centre	L	0.03	Negative RLV									
		M	0.03	£55,335	£40,508	£25,681	£10,854	Negative RLV					
		H	0.03	6% Yield - Residual Land Value (£/ha)									
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£/ha)									
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2	
E Business	Office Town Centre	L	0.03	Negative RLV									
		M	0.03	£1,844,498	£1,350,269	£856,039	£361,809	Negative RLV					
		H	0.03	6% Yield - Residual Land Value (£/ha)									

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Business	Office Town Centre	L	0.03	Negative RLV								
		M	0.03	6.5% Yield - Residual Land Value (£/ha)								
		H	0.03	6.5% Yield - Residual Land Value (£/ha)								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£/ha)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Business	Office Town Centre	L	0.03	Negative RLV								
		M	0.03	6.5% Yield - Residual Land Value (£/ha)								
		H	0.03	6.5% Yield - Residual Land Value (£/ha)								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Business	Office Town Centre	L	0.03	Negative RLV								
		M	0.03	7% Yield - Residual Land Value (£)								
		H	0.03	7% Yield - Residual Land Value (£)								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Business	Office Town Centre	L	0.03	Negative RLV								
		M	0.03	7.5% Yield - Residual Land Value (£)								
		H	0.03	7.5% Yield - Residual Land Value (£)								

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	Viability Test 1 (RLV £250,000 to £500,000/ha)
	Viability Test 2 (RLV £500,000 to £850,000/ha)
	Viability Test 3 (RLV £850,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
	Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
	Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5f - Business - Office Building Out of Town - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Business	Office Out of Town	L	0.25	Negative RLV								
		M	0.25	£440,993	£411,340	£381,686	£352,032	£322,378	£292,724	£263,071	£233,417	£203,763
		H	0.25	£862,134	£832,481	£802,827	£773,173	£743,519	£713,865	£684,212	£654,558	£624,904
E Business	Office Out of Town	L	0.25	Negative RLV								
		M	0.25	£1,763,974	£1,645,359	£1,526,743	£1,408,128	£1,289,513	£1,170,898	£1,052,283	£933,668	£815,052
		H	0.25	£3,448,538	£3,329,923	£3,211,307	£3,092,692	£2,974,077	£2,855,462	£2,736,847	£2,618,232	£2,499,616

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
E Business	Office Out of Town	L	0.25	Negative RLV								
		M	0.25	£192,856	£163,203	£133,549	£103,895	£74,241	£44,588	£14,934	Negative RLV	
		H	0.25	£573,603	£543,949	£514,296	£484,642	£454,988	£425,334	£395,680	£366,027	£336,373
E Business	Office Out of Town	L	0.25	Negative RLV								
		M	0.25	£771,426	£652,811	£534,196	£415,581	£296,965	£178,350	£59,735	Negative RLV	
		H	0.25	£2,294,412	£2,175,797	£2,057,182	£1,938,567	£1,819,952	£1,701,337	£1,582,722	£1,464,106	£1,345,491

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
E Business	Office Out of Town	L	0.25	Negative RLV							
		M	0.25	Negative RLV							
		H	0.25	£333,273	£303,619	£273,966	£244,312	£214,658	£185,004	£155,351	£125,697
E Business	Office Out of Town	L	0.25	Negative RLV							
		M	0.25	Negative RLV							
		H	0.25	£1,333,093	£1,214,478	£1,095,863	£977,248	£858,632	£740,017	£621,402	£502,787

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
E Business	Office Out of Town	L	0.25	Negative RLV							
		M	0.25	Negative RLV							
		H	0.25	£130,020	£100,366	£70,712	£41,059	£11,405	Negative RLV		
E Business	Office Out of Town	L	0.25	Negative RLV							
		M	0.25	Negative RLV							
		H	0.25	£520,080	£401,465	£282,850	£164,234	£45,619	Negative RLV		

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
E Business	Office Out of Town	L	0.25	Negative RLV							
		M	0.25	Negative RLV							
		H	0.25	Negative RLV							
E Business	Office Out of Town	L	0.25	Negative RLV							
		M	0.25	Negative RLV							
		H	0.25	Negative RLV							

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	Viability Test 1 (RLV £250,000 to £500,000/ha)
	Viability Test 2 (RLV £500,000 to £850,000/ha)
	Viability Test 3 (RLV £850,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
	Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
	Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5g - Industrial / Warehousing - Distribution Centre (Gatwick Airport / Manor Royal) - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
B2/B8 Industrial / Warehouse	Distribution Centre	L	2.00	Negative RLV								
		M	2.00	£484,618	£251,357	£18,096	£1,648,650	£1,415,389	£1,182,127	£948,866	£715,605	£482,343
		H	2.00	£2,348,434	£2,115,173	£1,881,911	£3,512,466	£3,279,204	£3,045,943	£2,812,682	£2,579,420	£2,346,159
B2/B8 Industrial / Warehouse	Distribution Centre	L	2.00	Negative RLV								
		M	2.00	£242,309	£125,678	£9,048	£824,325	£707,694	£591,064	£474,433	£357,802	£241,172
		H	2.00	£1,174,217	£1,057,586	£940,956	£1,756,233	£1,639,602	£1,522,972	£1,406,341	£1,289,710	£1,173,080

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
B2/B8 Industrial / Warehouse	Distribution Centre	L	2.00	Negative RLV								
		M	2.00	£1,365,195	£1,131,934	£898,672	£665,411	£432,150	£198,888	Negative RLV		
		H	2.00	£3,050,240	£2,816,979	£2,583,717	£2,350,456	£2,117,195	£1,883,933	£1,650,672	£1,417,411	£1,184,149
B2/B8 Industrial / Warehouse	Distribution Centre	L	2.00	Negative RLV								
		M	2.00	£682,597	£565,967	£449,336	£332,705	£216,075	£99,444	Negative RLV		
		H	2.00	£1,525,120	£1,408,489	£1,291,859	£1,175,228	£1,058,597	£941,967	£825,336	£708,705	£592,075

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
B2/B8 Industrial / Warehouse	Distribution Centre	L	2.00	Negative RLV								
		M	2.00	£546,214	£312,952	£79,691	£1,382,569	£1,149,308	£916,046	£682,785	£449,524	£216,263
		H	2.00	£2,082,353	£1,849,092	£1,615,830	£1,382,569	£1,149,308	£916,046	£682,785	£449,524	£216,263
B2/B8 Industrial / Warehouse	Distribution Centre	L	2.00	Negative RLV								
		M	2.00	£273,107	£156,476	£39,846	£691,285	£574,654	£458,023	£341,393	£224,762	£108,131
		H	2.00	£1,041,177	£924,546	£807,915	£691,285	£574,654	£458,023	£341,393	£224,762	£108,131

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
B2/B8 Industrial / Warehouse	Distribution Centre	L	2.00	Negative RLV								
		M	2.00	Negative RLV								
		H	2.00	£1,263,786	£1,030,524	£797,263	£564,002	£330,740	£97,479	Negative RLV		
B2/B8 Industrial / Warehouse	Distribution Centre	L	2.00	Negative RLV								
		M	2.00	Negative RLV								
		H	2.00	£631,893	£515,262	£398,632	£282,001	£165,370	£48,740	Negative RLV		

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
B2/B8 Industrial / Warehouse	Distribution Centre	L	2.00	Negative RLV								
		M	2.00	Negative RLV								
		H	2.00	£562,535	£329,274	£96,013	Negative RLV					
B2/B8 Industrial / Warehouse	Distribution Centre	L	2.00	Negative RLV								
		M	2.00	Negative RLV								
		H	2.00	£281,268	£164,637	£48,006	Negative RLV					

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	Viability Test 1 (RLV £250,000 to £500,000/ha)
	Viability Test 2 (RLV £500,000 to £850,000/ha)
	Viability Test 3 (RLV £850,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
	Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
	Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5h - Industrial / Warehousing - Smaller / Move-on Industrial Unit - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
B2 Industrial / Warehouse	Smaller Industrial	L	0.13	Negative RLV							
		M	0.13								
		H	0.13								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£/ha)							
B2 Industrial / Warehouse	Smaller Industrial	L	0.13	Negative RLV							
		M	0.13								
		H	0.13								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
B2 Industrial / Warehouse	Smaller Industrial	L	0.13	Negative RLV							
		M	0.13								
		H	0.13								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£/ha)							
B2 Industrial / Warehouse	Smaller Industrial	L	0.13	Negative RLV							
		M	0.13								
		H	0.13								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
B2 Industrial / Warehouse	Smaller Industrial	L	0.13	Negative RLV							
		M	0.13								
		H	0.13								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£/ha)							
B2 Industrial / Warehouse	Smaller Industrial	L	0.13	Negative RLV							
		M	0.13								
		H	0.13								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
B2 Industrial / Warehouse	Smaller Industrial	L	0.13	Negative RLV							
		M	0.13								
		H	0.13								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£/ha)							
B2 Industrial / Warehouse	Smaller Industrial	L	0.13	Negative RLV							
		M	0.13								
		H	0.13								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
B2 Industrial / Warehouse	Smaller Industrial	L	0.13	Negative RLV							
		M	0.13								
		H	0.13								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£/ha)							
B2 Industrial / Warehouse	Smaller Industrial	L	0.13	Negative RLV							
		M	0.13								
		H	0.13								

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	Viability Test 1 (RLV £250,000 to £500,000/ha)
	Viability Test 2 (RLV £500,000 to £850,000/ha)
	Viability Test 3 (RLV £850,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
	Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
	Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5i - Industrial / Warehousing - Larger Industrial Unit - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
B2 Industrial / Warehouse	Larger Industrial	L	0.63	Negative RLV								
		M	0.63	Negative RLV								
		H	0.63	£160,133	£85,998	£11,864	Negative RLV					
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£/ha)								
B2 Industrial / Warehouse	Larger Industrial	L	0.63	Negative RLV								
		M	0.63	Negative RLV								
		H	0.63	£254,179	£136,505	£18,831	Negative RLV					

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
B2 Industrial / Warehouse	Larger Industrial	L	0.63	Negative RLV								
		M	0.63	Negative RLV								
		H	0.63	Negative RLV								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£/ha)								
B2 Industrial / Warehouse	Larger Industrial	L	0.63	Negative RLV								
		M	0.63	Negative RLV								
		H	0.63	Negative RLV								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
B2 Industrial / Warehouse	Larger Industrial	L	0.63	Negative RLV								
		M	0.63	Negative RLV								
		H	0.63	Negative RLV								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£/ha)								
B2 Industrial / Warehouse	Larger Industrial	L	0.63	Negative RLV								
		M	0.63	Negative RLV								
		H	0.63	Negative RLV								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
B2 Industrial / Warehouse	Larger Industrial	L	0.63	Negative RLV								
		M	0.63	Negative RLV								
		H	0.63	Negative RLV								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£/ha)								
B2 Industrial / Warehouse	Larger Industrial	L	0.63	Negative RLV								
		M	0.63	Negative RLV								
		H	0.63	Negative RLV								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
B2 Industrial / Warehouse	Larger Industrial	L	0.63	Negative RLV								
		M	0.63	Negative RLV								
		H	0.63	Negative RLV								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£/ha)								
B2 Industrial / Warehouse	Larger Industrial	L	0.63	Negative RLV								
		M	0.63	Negative RLV								
		H	0.63	Negative RLV								

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	Viability Test 1 (RLV £250,000 to £500,000/ha)
	Viability Test 2 (RLV £500,000 to £850,000/ha)
	Viability Test 3 (RLV £850,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
	Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
	Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5j - Hotel (Town Centre / Gatwick Airport) - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
C1 Hotel	Town Centre / Gatwick Airport	L	0.42	Negative RLV							
		M	0.42								
		H	0.42								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£/ha)							
C1 Hotel	Town Centre / Gatwick Airport	L	0.42	Negative RLV							
		M	0.42								
		H	0.42								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
C1 Hotel	Town Centre / Gatwick Airport	L	0.42	Negative RLV							
		M	0.42								
		H	0.42								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£/ha)							
C1 Hotel	Town Centre / Gatwick Airport	L	0.42	Negative RLV							
		M	0.42								
		H	0.42								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
C1 Hotel	Town Centre / Gatwick Airport	L	0.42	Negative RLV							
		M	0.42								
		H	0.42								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£/ha)							
C1 Hotel	Town Centre / Gatwick Airport	L	0.42	Negative RLV							
		M	0.42								
		H	0.42								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
C1 Hotel	Town Centre / Gatwick Airport	L	0.42	Negative RLV							
		M	0.42								
		H	0.42								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£/ha)							
C1 Hotel	Town Centre / Gatwick Airport	L	0.42	Negative RLV							
		M	0.42								
		H	0.42								

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)							
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2
C1 Hotel	Town Centre / Gatwick Airport	L	0.42	Negative RLV							
		M	0.42								
		H	0.42								
Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£/ha)							
C1 Hotel	Town Centre / Gatwick Airport	L	0.42	Negative RLV							
		M	0.42								
		H	0.42								

Key:

	RLV beneath Viability Test 1 (RLV <£250,000/ha)
	Viability Test 1 (RLV £250,000 to £500,000/ha)
	Viability Test 2 (RLV £500,000 to £850,000/ha)
	Viability Test 3 (RLV £850,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
	Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
	Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

EUVA £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5k - Residential Institution - Nursing Home - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
C2 Residential Institution	Nursing Home	L	0.32	£692,791	£632,750	£572,708	£512,666	£452,624	£392,583	£332,541	£272,499	£212,457
		M	0.32	£1,424,502	£1,364,460	£1,304,418	£1,244,376	£1,184,335	£1,124,293	£1,064,251	£1,004,209	£944,168
		H	0.32	£2,156,212	£2,096,170	£2,036,129	£1,976,087	£1,916,045	£1,856,003	£1,795,962	£1,735,920	£1,675,878
C2 Residential Institution	Nursing Home	L	0.32	£2,164,973	£1,977,343	£1,789,712	£1,602,082	£1,414,451	£1,226,821	£1,039,190	£851,560	£663,929
		M	0.32	£4,451,568	£4,263,937	£4,076,307	£3,888,676	£3,701,046	£3,513,415	£3,325,785	£3,138,154	£2,950,524
		H	0.32	£6,738,163	£6,550,532	£6,362,902	£6,175,271	£5,987,641	£5,800,010	£5,612,380	£5,424,749	£5,237,119

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
C2 Residential Institution	Nursing Home	L	0.32	£223,790	£163,749	£103,707	£43,665	Negative RLV				£408,193
		M	0.32	£888,527	£768,486	£708,444	£648,402	£588,360	£528,318	£468,277	£408,235	£348,193
		H	0.32	£1,553,264	£1,493,223	£1,433,181	£1,373,139	£1,313,097	£1,253,055	£1,193,014	£1,132,972	£1,072,930
C2 Residential Institution	Nursing Home	L	0.32	£699,345	£511,714	£324,084	£136,453	Negative RLV				£1,275,604
		M	0.32	£2,776,648	£2,589,017	£2,401,387	£2,213,756	£2,026,126	£1,838,495	£1,650,865	£1,463,234	£1,275,604
		H	0.32	£4,853,951	£4,666,320	£4,478,690	£4,291,059	£4,103,429	£3,915,798	£3,728,168	£3,540,537	£3,352,907

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
C2 Residential Institution	Nursing Home	L	0.32	Negative RLV								
		M	0.32	£441,882	£381,840	£321,798	£261,757	£201,715	£141,673	£81,631	£21,590	Negative RLV
		H	0.32	£1,050,808	£990,766	£930,724	£870,682	£810,641	£750,599	£690,557	£630,515	£570,474
C2 Residential Institution	Nursing Home	L	0.32	Negative RLV								
		M	0.32	£1,380,881	£1,193,250	£1,005,620	£817,989	£630,359	£442,728	£255,098	£67,467	Negative RLV
		H	0.32	£3,283,774	£3,096,144	£2,908,513	£2,720,883	£2,533,252	£2,345,622	£2,157,991	£1,970,361	£1,782,730

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
C2 Residential Institution	Nursing Home	L	0.32	Negative RLV								
		M	0.32	£63,951	£3,909	Negative RLV				£205,360	£145,318	
		H	0.32	£625,652	£565,610	£505,569	£445,527	£385,485	£325,443	£265,402	£205,360	£145,318
C2 Residential Institution	Nursing Home	L	0.32	Negative RLV								
		M	0.32	£199,848	£12,217	Negative RLV				£641,750	£454,119	
		H	0.32	£1,955,163	£1,767,533	£1,579,902	£1,392,272	£1,204,641	£1,017,011	£829,380	£641,750	£454,119

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
C2 Residential Institution	Nursing Home	L	0.32	Negative RLV								
		M	0.32	Negative RLV								
		H	0.32	£261,233	£201,191	£141,150	£81,108	£21,066	Negative RLV			
C2 Residential Institution	Nursing Home	L	0.32	Negative RLV								
		M	0.32	Negative RLV								
		H	0.32	£816,354	£628,723	£441,093	£253,462	£65,832	Negative RLV			

Key:

RLV beneath Viability Test 1 (RLV <£250,000/ha)
Viability Test 1 (RLV £250,000 to £500,000/ha)
Viability Test 2 (RLV £500,000 to £850,000/ha)
Viability Test 3 (RLV £850,000 to £1,500,000/ha)
Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
Viability Test 6 (RLV >£2,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council - Appendix IIIc - Local Plan & CIL Viability Assessment - Commercial Results
Table 5I - Student Accommodation (Cluster) - 5% to 7% Yield

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
Student Accommodation	100% Cluster (400 rooms)	L	0.92	£11,049,756	£10,850,143	£10,650,531	£10,450,919	£10,251,306	£10,051,694	£9,852,082	£9,652,469	£9,452,857
		M	0.92	£14,709,551	£14,509,938	£14,310,326	£14,110,714	£13,911,101	£13,711,489	£13,511,877	£13,312,264	£13,112,652
		H	0.92	£18,356,549	£18,156,937	£17,957,325	£17,757,712	£17,558,100	£17,358,488	£17,158,875	£16,959,263	£16,759,651

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	5.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
Student Accommodation	100% Cluster (400 rooms)	L	0.92	£8,538,918	£8,339,305	£8,139,693	£7,940,081	£7,740,468	£7,540,856	£7,341,244	£7,141,631	£6,942,019
		M	0.92	£11,863,622	£11,664,010	£11,464,397	£11,264,785	£11,065,172	£10,865,560	£10,665,948	£10,466,335	£10,266,723
		H	0.92	£15,176,701	£14,977,089	£14,777,476	£14,577,864	£14,378,252	£14,178,639	£13,979,027	£13,779,415	£13,579,802

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
Student Accommodation	100% Cluster (400 rooms)	L	0.92	£6,446,553	£6,246,940	£6,047,328	£5,847,716	£5,648,103	£5,448,491	£5,248,878	£5,049,266	£4,849,654
		M	0.92	£9,492,014	£9,292,402	£9,092,790	£8,893,177	£8,693,565	£8,493,953	£8,294,340	£8,094,728	£7,895,116
		H	0.92	£12,526,828	£12,327,215	£12,127,603	£11,927,991	£11,728,378	£11,528,766	£11,329,154	£11,129,541	£10,929,929

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	6.5% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
Student Accommodation	100% Cluster (400 rooms)	L	0.92	£7,007,122	£6,790,152	£6,573,183	£6,356,213	£6,139,243	£5,922,273	£5,705,303	£5,488,333	£5,271,363
		M	0.92	£10,317,407	£10,100,437	£9,883,467	£9,666,497	£9,449,527	£9,232,557	£9,015,587	£8,798,617	£8,581,647
		H	0.92	£13,616,117	£13,399,147	£13,182,177	£12,965,207	£12,748,237	£12,531,267	£12,314,297	£12,097,327	£11,880,357

Use Class / Type	Scheme Type	Value Level	Site Size (Ha)	7% Yield - Residual Land Value (£)								
				CIL Rate £0/m2	CIL Rate £25/m2	CIL Rate £50/m2	CIL Rate £75/m2	CIL Rate £100/m2	CIL Rate £125/m2	CIL Rate £150/m2	CIL Rate £175/m2	CIL Rate £200/m2
Student Accommodation	100% Cluster (400 rooms)	L	0.92	£4,676,090	£4,476,477	£4,276,865	£4,077,253	£3,877,640	£3,678,028	£3,478,416	£3,278,803	£3,079,191
		M	0.92	£7,485,270	£7,285,657	£7,086,045	£6,886,433	£6,686,820	£6,487,208	£6,287,596	£6,087,983	£5,888,371
		H	0.92	£10,284,627	£10,085,015	£9,885,402	£9,685,790	£9,486,178	£9,286,565	£9,086,953	£8,887,341	£8,687,728

Key:

RLV beneath Viability Test 1 (RLV <£250,000/ha)
Viability Test 1 (RLV £250,000 to £500,000/ha)
Viability Test 2 (RLV £500,000 to £850,000/ha)
Viability Test 3 (RLV £850,000 to £1,500,000/ha)
Viability Test 4 (RLV £1,500,000 to £2,000,000/ha)
Viability Test 5 (RLV £2,000,000 to £2,500,000/ha)
Viability Test 6 (RLV >£2,500,000/ha)

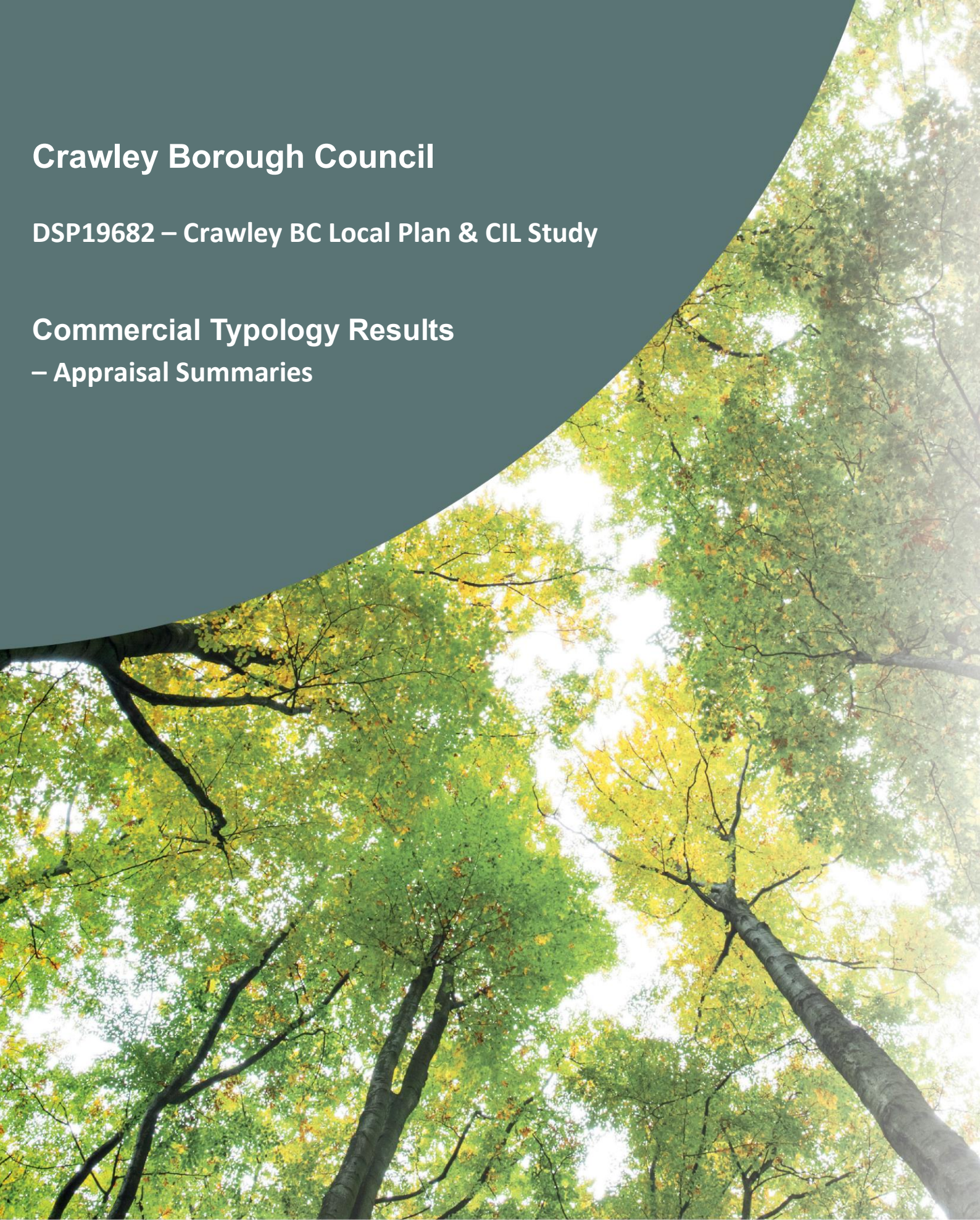
EUV+ £/ha	Notes
£250,000	Greenfield Enhancement
£500,000	Greenfield Enhancement (Upper)
£850,000	Low-grade former industrial/commercial land values
£1,500,000	Key PDL land values
£2,000,000	- Industrial Upper / Commercial CBD
£2,500,000	Upper PDL benchmark/Residential land values

Source Dixon Searle Partnership (2020)

Crawley Borough Council

DSP19682 – Crawley BC Local Plan & CIL Study

**Commercial Typology Results
– Appraisal Summaries**



Crawley Borough Council

Supermarket (Foodstore)
Medium Value @ 5% Yield
Indexed CIL @ £123.25/sqm

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m ²	Rent Rate m ²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Large Retail - Supermarket OOT	1	1,350.00	275.00	371,250	371,250	371,250

Investment Valuation

Large Retail - Supermarket OOT

Market Rent	371,250	YP @	5.0000%	20.0000		
(1yr Rent Free)		PV 1yr @	5.0000%	0.9524	7,071,429	

GROSS DEVELOPMENT VALUE

7,071,429

Purchaser's Costs		5.75%	406,607			
Effective Purchaser's Costs Rate		5.75%				406,607

NET DEVELOPMENT VALUE

6,664,821

NET REALISATION

6,664,821

OUTLAY

ACQUISITION COSTS

Residualised Price (0.71 Ha @ 2,644,424.30 /Hect)				1,877,541		
Agent Fee		1.50%	28,163			1,877,541
Legal Fee		0.75%	14,082			
Site Prep & s106 Costs	0.71 ha	200,000.00 /ha	142,000			184,245

CONSTRUCTION COSTS

Construction

	m ²	Build Rate m ²	Cost	
Large Retail - Supermarket OOT	1,500.00	1,494.00	2,241,000	
Contingency		5.00%	112,050	
Sustainability / Other enhancements		5.00%	128,857	
CIL		1.00%	184,875	
				2,666,782

Other Construction

Site Works		15.00%	336,150		
Planning/Building Regs/Insurances		2.00%	44,820		
					380,970

PROFESSIONAL FEES

All Professional		10.00%	33,615		
					33,615

MARKETING & LETTING

Letting Agent Fee		10.00%	37,125		
Letting Legal Fee		1.00%	3,713		
					40,838

FINANCE

Debit Rate 6.500%, Credit Rate 0.500% (Nominal)					
Total Finance Cost					420,116

TOTAL COSTS

5,604,107

PROFIT

1,060,714

Performance Measures

Crawley Borough Council

Retail Warehouse
Medium Value @ 6% Yield
Indexed CIL @ £61.62/sqm

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m ²	Rent Rate m ²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Large Retail Warehouse	1	900.00	250.00	225,000	225,000	225,000

Investment Valuation

Large Retail Warehouse

Market Rent	225,000	YP @	6.0000%	16.6667		
(1yr Rent Free)		PV 1yr @	6.0000%	0.9434	3,537,736	

GROSS DEVELOPMENT VALUE

Purchaser's Costs		5.75%	203,420			
Effective Purchaser's Costs Rate		5.75%				203,420

NET DEVELOPMENT VALUE

3,334,316

NET REALISATION

3,334,316

OUTLAY

ACQUISITION COSTS

Residualised Price (0.25 Ha @ 5,409,629.95 /Hect)			1,352,407			1,352,407
Agent Fee		1.50%	20,286			
Legal Fee		0.75%	10,143			
Site Prep & s106 Costs	0.25 ha	200,000.00 /ha	50,000			80,429

CONSTRUCTION COSTS

Construction

	m ²	Build Rate m ²	Cost	
Large Retail Warehouse	1,000.00	904.00	904,000	
Contingency		5.00%	45,200	
Sustainability / Other enhancements		5.00%	51,980	
CIL		1.00%	61,620	
				1,062,800

Other Construction

Site Works		15.00%	135,600	
Planning/Building Regs/Insurances		2.00%	18,080	
				153,680

PROFESSIONAL FEES

All Professional		10.00%	13,560	
				13,560

MARKETING & LETTING

Letting Agent Fee		10.00%	22,500	
Letting Legal Fee		1.00%	2,250	
				24,750

FINANCE

Debit Rate 6.500%, Credit Rate 0.500% (Nominal)				
Total Finance Cost				116,029

TOTAL COSTS

2,803,656

PROFIT

530,660

Performance Measures

Crawley Borough Council

Comparison Shops (Town Centre Retail)
Medium Value @ 6.5% Yield
Indexed CIL @ £61.62/sqm

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m²	Rent Rate m²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Comparison Shops (200sqm)	1	180.00	230.00	41,400	41,400	41,400

Investment Valuation

Comparison Shops (200sqm)

Market Rent	41,400	YP @	6.5000%	15.3846		
(1yr Rent Free)		PV 1yr @	6.5000%	0.9390	598,050	

GROSS DEVELOPMENT VALUE

Purchaser's Costs		5.75%	34,388			
Effective Purchaser's Costs Rate		5.75%			34,388	

NET DEVELOPMENT VALUE

563,662

NET REALISATION

563,662

OUTLAY

ACQUISITION COSTS

Residualised Price (0.03 Ha @ 1,916,480.50 /Hect)			57,494		57,494	
Agent Fee		1.50%	862			
Legal Fee		0.75%	431			
Site Prep & s106 Costs	0.03 ha	200,000.00 /ha	6,000		7,294	

CONSTRUCTION COSTS

Construction

	m²	Build Rate m²	Cost	
Comparison Shops (200sqm)	200.00	1,130.00	226,000	
Contingency		5.00%	11,300	
Sustainability / Other enhancements		5.00%	16,950	
CIL		1.00%	12,324	266,574

Other Construction

Site Works		50.00%	113,000	
Planning/Building Regs/Insurances		2.00%	4,520	117,520

PROFESSIONAL FEES

All Professional		10.00%	11,300	11,300
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MARKETING & LETTING

Letting Agent Fee		10.00%	4,140	
Letting Legal Fee		1.00%	414	4,554

FINANCE

Debit Rate 6.500%, Credit Rate 0.500% (Nominal)				
Total Finance Cost				9,218

TOTAL COSTS

473,954

PROFIT

89,707

Performance Measures

Crawley Borough Council

Convenience Store (Small Retail)
Medium Value @ 6.5% Yield
Indexed CIL @ 61.62/sqm

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m ²	Rent Rate m ²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Convenience Store	1	270.00	185.00	49,950	49,950	49,950

Investment Valuation

Convenience Store

Market Rent	49,950	YP @	6.5000%	15.3846		
(1yr Rent Free)		PV 1yr @	6.5000%	0.9390	721,560	

GROSS DEVELOPMENT VALUE

721,560

Purchaser's Costs		5.75%	41,490			
Effective Purchaser's Costs Rate		5.75%		41,490		

NET DEVELOPMENT VALUE

680,070

NET REALISATION

680,070

OUTLAY

ACQUISITION COSTS

Residualised Price (0.04 Ha @ 2,190,608.73 /Hect)			87,624		87,624	
Agent Fee		1.50%	1,314			
Legal Fee		0.75%	657			
Site Prep & s106 Costs	0.04 ha	200,000.00 /ha	8,000		9,972	

CONSTRUCTION COSTS

Construction

	m ²	Build Rate m ²	Cost	
Convenience Store	300.00	1,130.00	339,000	
Contingency		5.00%	16,950	
Sustainability / Other enhancements		5.00%	19,493	
CIL		1.00%	18,486	393,928

Other Construction

Site Works		15.00%	50,850	
Planning/Building Regs/Insurances		2.00%	6,780	57,630

PROFESSIONAL FEES

All Professional		10.00%	5,085	5,085
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MARKETING & LETTING

Letting Agent Fee		10.00%	4,995	
Letting Legal Fee		1.00%	500	5,495

FINANCE

Debit Rate 6.500%, Credit Rate 0.500% (Nominal)				
Total Finance Cost				12,103

TOTAL COSTS

571,836

PROFIT

108,234

Performance Measures

Crawley Borough Council

Offices (Town Centre)
Medium Value @ 6% Yield
£0 CIL

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m ²	Rent Rate m ²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Business - Offices - TC	1	450.00	215.00	96,750	96,750	96,750

Investment Valuation

Business - Offices - TC

Market Rent	96,750	YP @	6.0000%	16.6667		
(1yr Rent Free)		PV 1yr @	6.0000%	0.9434	1,521,226	

GROSS DEVELOPMENT VALUE

1,521,226

Purchaser's Costs
Effective Purchaser's Costs Rate

5.75%
5.75%

87,471

87,471

NET DEVELOPMENT VALUE

1,433,756

NET REALISATION

1,433,756

OUTLAY

ACQUISITION COSTS

Residualised Price (Negative land)

124,945

Site Prep & s106 Costs

0.03 ha 200,000.00 /ha

6,000

124,945

6,000

CONSTRUCTION COSTS

Construction

	m ²	Build Rate m ²	Cost	
Business - Offices - TC	500.00	1,987.00	993,500	993,500

Contingency
Sustainability / Other enhancements

5.00%
5.00%

49,675
57,126

106,801

Other Construction

Site Works
Planning/Building Regs/Insurances

15.00%
2.00%

149,025
19,870

168,895

PROFESSIONAL FEES

All Professional

10.00%

14,902

14,902

MARKETING & LETTING

Letting Agent Fee
Letting Legal Fee

10.00%
1.00%

9,675
968

10,643

FINANCE

Debit Rate 6.500%, Credit Rate 0.500% (Nominal)
Total Finance Cost

29,775

TOTAL COSTS

1,205,572

PROFIT

228,184

Performance Measures

Crawley Borough Council

Offices (Out of Town)
Medium Value @ 6% Yield
£0 CIL

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m ²	Rent Rate m ²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Business - Offices - OOT	1	900.00	215.00	193,500	193,500	193,500

Investment Valuation

Business - Offices - OOT

Market Rent	193,500	YP @	6.0000%	16.6667		
(1yr Rent Free)		PV 1yr @	6.0000%	0.9434	3,042,453	

GROSS DEVELOPMENT VALUE

3,042,453

Purchaser's Costs
Effective Purchaser's Costs Rate

5.75%
5.75%

174,941

174,941

NET DEVELOPMENT VALUE

2,867,512

NET REALISATION

2,867,512

OUTLAY

ACQUISITION COSTS

Residualised Price (Negative land)

14,138

14,138

Site Prep & s106 Costs

0.25 ha 200,000.00 /ha

50,000

50,000

CONSTRUCTION COSTS

Construction

	m ²	Build Rate m ²	Cost	
Business - Offices - OOT	1,000.00	1,768.00	1,768,000	1,768,000

Contingency
Sustainability / Other enhancements

5.00%
5.00%

88,400
101,660

190,060

Other Construction

Site Works
Planning/Building Regs/Insurances

15.00%
2.00%

265,200
35,360

300,560

PROFESSIONAL FEES

All Professional

10.00%

26,520

26,520

MARKETING & LETTING

Letting Agent Fee
Letting Legal Fee

10.00%
1.00%

19,350
1,935

21,285

FINANCE

Debit Rate 6.500%, Credit Rate 0.500% (Nominal)
Total Finance Cost

68,857

TOTAL COSTS

2,411,144

PROFIT

456,368

Performance Measures

Crawley Borough Council

Industrial - Distribution Centre
Medium Value @ 5% Yield
£0 CIL

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m²	Rent Rate m²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Distribution	1	7,200.00	110.00	792,000	792,000	792,000

Investment Valuation

Distribution

Market Rent	792,000	YP @	5.0000%	20.0000		
(1yr Rent Free)		PV 1yr @	5.0000%	0.9524	15,085,714	

GROSS DEVELOPMENT VALUE

15,085,714

Purchaser's Costs		5.75%	867,429			
Effective Purchaser's Costs Rate		5.75%		867,429		

NET DEVELOPMENT VALUE

14,218,286

NET REALISATION

14,218,286

OUTLAY

ACQUISITION COSTS

Residualised Price (1.00 Ha @ 2,348,433.89 /Hect)			2,348,434			2,348,434
Agent Fee		1.50%	35,227			
Legal Fee		0.75%	17,613			
Site Prep & s106 Costs	1.00 ha	200,000.00 /ha	200,000			252,840

CONSTRUCTION COSTS

Construction

	m²	Build Rate m²	Cost			
Distribution	8,000.00	826.00	6,608,000			
Contingency		5.00%	330,400			
Sustainability / Other enhancements		5.00%	379,960			
						7,318,360

Other Construction

Site Works		15.00%	991,200			
Planning/Building Regs/Insurances		2.00%	132,160			
						1,123,360

PROFESSIONAL FEES

All Professional		10.00%	99,120			99,120
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MARKETING & LETTING

Letting Agent Fee		10.00%	79,200			
Letting Legal Fee		1.00%	7,920			
						87,120

FINANCE

Debit Rate 6.500%, Credit Rate 0.500% (Nominal)						
Total Finance Cost						726,195

TOTAL COSTS

11,955,429

PROFIT

2,262,857

Performance Measures

Crawley Borough Council

Industrial / Warehouse (Small/Move-on)
Medium Value @ 6% Yield
£0 CIL

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m²	Rent Rate m²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Distribution - Smaller/move-on	1	450.00	110.00	49,500	49,500	49,500

Investment Valuation

Distribution - Smaller/move-on
Market Rent
(1yr Rent Free)

49,500	YP @	6.0000%	16.6667	
	PV 1yr @	6.0000%	0.9434	778,302

GROSS DEVELOPMENT VALUE

778,302

Purchaser's Costs
Effective Purchaser's Costs Rate

5.75%	44,752	
5.75%		44,752

NET DEVELOPMENT VALUE

733,550

NET REALISATION

733,550

OUTLAY

ACQUISITION COSTS

Residualised Price (Negative land)

226,907	226,907
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Site Prep & s106 Costs

0.13 ha	200,000.00 /ha	26,000	26,000
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CONSTRUCTION COSTS

Construction

Distribution - Smaller/move-on

m²	Build Rate m²	Cost	
500.00	1,249.00	624,500	624,500

Contingency
Sustainability / Other enhancements

5.00%	31,225	
5.00%	35,909	67,134

Other Construction

Site Works
Planning/Building Regs/Insurances

15.00%	93,675	
2.00%	12,490	106,165

PROFESSIONAL FEES

All Professional

10.00%	9,368	9,368
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MARKETING & LETTING

Letting Agent Fee
Letting Legal Fee

10.00%	4,950	
1.00%	495	5,445

FINANCE

Debit Rate 6.500%, Credit Rate 0.500% (Nominal)
Total Finance Cost

5,100

TOTAL COSTS

616,804

PROFIT

116,745

Performance Measures

Crawley Borough Council

Industrial/Warehousing
- Larger inc offices/industrial estate
Medium Value @ 6% Yield
£0 CIL

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m ²	Rent Rate m ²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Distribution - Larger ind	1	2,250.00	80.00	180,000	180,000	180,000

Investment Valuation

Distribution - Larger ind

Market Rent	180,000	YP @	6.0000%	16.6667		
(1yr Rent Free)		PV 1yr @	6.0000%	0.9434	2,830,189	

GROSS DEVELOPMENT VALUE

2,830,189

Purchaser's Costs		5.75%	162,736			
Effective Purchaser's Costs Rate		5.75%		162,736		

NET DEVELOPMENT VALUE

2,667,453

NET REALISATION

2,667,453

OUTLAY

ACQUISITION COSTS

Residualised Price (Negative land)			595,092	595,092		
Site Prep & s106 Costs	0.50 ha	200,000.00 /ha	100,000	100,000		

CONSTRUCTION COSTS

Construction

	m ²	Build Rate m ²	Cost	
Distribution - Larger ind	2,500.00	826.00	2,065,000	2,065,000
Contingency		5.00%	103,250	
Sustainability / Other enhancements		5.00%	118,738	221,988

Other Construction

Site Works		15.00%	309,750	
Planning/Building Regs/Insurances		2.00%	41,300	351,050

PROFESSIONAL FEES

All Professional		10.00%	30,975	30,975
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MARKETING & LETTING

Letting Agent Fee		10.00%	18,000	
Letting Legal Fee		1.00%	1,800	19,800

FINANCE

Debit Rate 6.500%, Credit Rate 0.500% (Nominal)				49,204
Total Finance Cost				49,204

TOTAL COSTS

2,242,925

PROFIT

424,528

Performance Measures

Crawley Borough Council

Hotel (Town Centre / Gatwick Airport)
Medium Value @ 5% Yield
£0 CIL

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m²	Rent Rate m²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Hotel	60	1,500.00	22.83	5,000	300,000	300,000

Investment Valuation

Hotel						
Current Rent	300,000	YP @	5.0000%	20.0000	6,000,000	

GROSS DEVELOPMENT VALUE

6,000,000

Purchaser's Costs		5.75%	345,000			
Effective Purchaser's Costs Rate		5.75%		345,000		

NET DEVELOPMENT VALUE

5,655,000

NET REALISATION

5,655,000

OUTLAY

ACQUISITION COSTS

Residualised Price (Negative land)			1,539,196	1,539,196		
Site Survey & Prep Costs	0.42 ha	200,000.00 /ha	84,000	84,000		

CONSTRUCTION COSTS

Construction

	m²	Build Rate m²	Cost	
Hotel	2,100.00	2,072.00	4,351,200	4,351,200
Contingency		5.00%	217,560	217,560

Other Construction

Site Works		15.00%	652,680	
Sustainability Allowance		5.00%	217,560	
Planning/building regs/insurance		2.00%	87,024	
				957,264

PROFESSIONAL FEES

All Professional		10.00%	500,388	500,388
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MARKETING & LETTING

Letting Agent Fee		10.00%	30,000	
Letting Legal Fee		0.75%	2,250	
				32,250

FINANCE

Debit Rate 6.500%, Credit Rate 0.500% (Nominal)				
Total Finance Cost				151,534

TOTAL COSTS

4,755,000

PROFIT

900,000

Performance Measures

Crawley Borough Council

Residential Institution - Nursing Home
Medium Value @ 5% Yield
£0 CIL

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m²	Rent Rate m²	Initial MRV/Unit	Net Rent at Sale	Initial MRV	Net MRV at Sale
Care Home	60	1,235.00	28.57	9,385	422,336	563,115	422,336

Investment Valuation

Care Home							
Current Rent	422,336	YP @	5.0000%	20.0000	8,446,721		

GROSS DEVELOPMENT VALUE

8,446,721

Purchaser's Costs		5.75%	485,686				
Effective Purchaser's Costs Rate		5.75%			485,686		

NET DEVELOPMENT VALUE

7,961,034

NET REALISATION

7,961,034

OUTLAY

ACQUISITION COSTS

Residualised Price (0.32 Ha @ 4,451,568.00 /Hect)				1,424,502			
					1,424,502		
Agent Fee		1.50%	21,368				
Legal Fee		0.75%	10,684				
Site Survey & Prep Costs	0.32 ha	200,000.00 /ha	64,000				
					96,051		

CONSTRUCTION COSTS

Construction	m²	Build Rate m²	Cost				
Care Home	1,900.00	1,819.00	3,456,100				
Contingency		5.00%	172,805				
					3,628,905		
Other Construction							
Site Works		15.00%	518,415				
Sustainability		5.00%	172,805				
					691,220		

PROFESSIONAL FEES

All Professional		10.00%	397,451				
					397,451		

MARKETING & LETTING

Letting Agent Fee		10.00%	42,234				
Letting Legal Fee		0.75%	3,168				
					45,401		

MISCELLANEOUS FEES

Planning / Insurances		2.00%	69,122				
					69,122		

FINANCE

Debit Rate 6.000%, Credit Rate 0.500% (Nominal)							
Total Finance Cost					341,373		

TOTAL COSTS

6,694,026

PROFIT

1,267,008

Performance Measures

Crawley Borough Council

Student Accommodation (Cluster)
Medium Value @ 5% Yield
£0 CIL

Crawley Borough Council

Appraisal Summary for Phase 1

Currency in £

REVENUE

Rental Area Summary

	Units	m²	Rent Rate m²	Initial MRV/Unit	Net Rent at Sale	Initial MRV	Net MRV at Sale
Student Accommodation	400	4,430.40	24.29	8,263	2,479,037	3,305,383	2,479,037

Investment Valuation

Student Accommodation

Current Rent	2,479,037	YP @	5.0000%	20.0000	49,580,748		
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GROSS DEVELOPMENT VALUE

49,580,748

Purchaser's Costs

Effective Purchaser's Costs Rate

5.75%

5.75%

2,850,893

2,850,893

NET DEVELOPMENT VALUE

46,729,855

NET REALISATION

46,729,855

OUTLAY

ACQUISITION COSTS

Residualised Price (0.92 Ha @ 15,988,642.17 /Hect)

14,709,551

14,709,551

Stamp Duty

Effective Stamp Duty Rate

4.93%

Agent Fee

1.50%

Legal Fee

0.75%

Site Survey & Prep Costs

0.92 ha

200,000.00 /ha

724,977

220,643

110,322

184,000

1,239,942

CONSTRUCTION COSTS

Construction

Student Accommodation

Contingency

m²
7,384.00

Build Rate m²
2,031.00

5.00%

Cost
14,996,904

787,337

15,784,241

Other Construction

Site Works

5.00%

749,845

749,845

PROFESSIONAL FEES

All Professional

10.00%

1,499,690

1,499,690

MARKETING & LETTING

Letting Agent Fee

10.00%

247,904

Letting Legal Fee

1.00%

24,790

272,694

DISPOSAL FEES

Sales Agent Fee

1.50%

700,948

Sales Legal Fee

0.50%

233,649

934,597

Additional Costs

Arrangement Fee

2.00%

294,191

294,191

MISCELLANEOUS FEES

Planning / Insurances

2.00%

299,938

Sustainability Allowance

5.00%

749,845

1,049,783

FINANCE

Debit Rate 6.000%, Credit Rate 0.500% (Nominal)

Total Finance Cost

2,758,207

TOTAL COSTS

39,292,743

PROFIT

7,437,112

Performance Measures