



# **Community Infrastructure Levy: Viability Study**

**DRAFT**

Prepared for  
London Borough of Harrow

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# 1 Executive Summary

- 1.1 This report tests the ability of a range of development types throughout the London Borough of Harrow to yield contributions to infrastructure requirements through the Community Infrastructure Levy ('CIL'). Levels of CIL have been tested in combination with the Council's other planning requirements, including the provision of affordable housing.

## Methodology

- 1.2 The study methodology compares the residual land values of a range of generic developments to a range of benchmark land values. If a development incorporating a given level of CIL generates a higher value than the benchmark land value, then it can be judged that the proposed level of CIL will be viable.
- 1.3 The study utilises the residual land value method of calculating the value of each development. This method is used by developers when determining how much to bid for land and involves calculating the value of the completed scheme and deducting development costs (construction, fees, finance and CIL) and developer's profit. The residual amount is the sum left after these costs have been deducted from the value of the development, and guides a developer in determining an appropriate offer price for the site.
- 1.4 The housing and commercial property markets are inherently cyclical and the Council is testing its proposed rates of CIL at a time when values have fallen below their peak but have subsequently recovered to some degree. Despite this recovery, there is some uncertainty as to the likely short term trajectory of house prices. We have allowed for this by running a sensitivity analysis which inflates sales values by 10% and build costs by 5%. This analysis is indicative only, but is intended to assist the Council in understanding the levels of CIL that are viable in today's terms but also the impact of changing markets on viability. We have also tested a fall in sales values of 5%, to enable the Council to take a view on the impact of any adverse movements in sales values in the short term. Our commercial appraisals incorporate sensitivity analyses on rent levels and yields.

## Key findings

- 1.5 The key findings of the study are as follows:
- The results of this study are reflective of current market conditions, which are likely to improve over the medium term. It is therefore important that the Council keeps the viability situation under review so that levels of CIL can be adjusted to reflect any future changes.
  - can be adjusted to reflect any future changes.
  - The ability of **residential schemes** to make CIL contributions varies depending on area and the current use of the site. Having regard to these variations, residential schemes should be able to absorb a **maximum** CIL rate of between £180 to £400 per square metre. CLG guidance requires that charging authorities do not set their CIL at the margins of viability. Other authorities have set their rates at a discount to the maximum rate, with discounts ranging from circa 30% to 50%. Taking a broad view across our appraisals, the maximum rates suggested are as follows):

**Table 1.5.1: Proposed CIL rates – residential**

Area	Maximum CIL indicated by appraisals (£s per sqm)	Maximum CIL, net of Mayoral CIL (£s per sqm)	Suggested CIL after buffer (£s per sqm)
S Harrow	180	145	90
Hrw Wld Wldstne	220	185	110
Hrw Hdstne CPark	260	225	135
Pin HEnd & NHrw	280	245	150
Pin Green	300	265	160
Hrw Hill	400	365	220

- Whilst the maximum rates are higher than the proposed rates, the buffer will help to mitigate a number of risk factors (primarily the potentially adverse impact on land supply of setting the rates at a high level and 'shocking' the market). However, there is no prescribed percentage buffer and this is entirely a matter for the Charging Authority's judgement.
- High quality **office development** on sites in Harrow have the potential to generate some value based on higher rents, however, this is sensitive to small shifts in rents and yields and given the current context of over supply in the Borough our base appraisal indicates that no CIL could be levied. At current rent levels, office development elsewhere in the Borough is unlikely to come forward in the short to medium term as the capital values generated are insufficient to cover development costs. We therefore recommend that the Council sets a nil rate for office development in the Borough.
- Residual values generated by **Retail developments** are somewhat higher than current use values in certain areas. However, to a degree retail development will involve the re-use of existing retail space, so the differential in value between current and newly developed space is modest in areas where rents are low. Our appraisals indicate that the development of new retail space in Harrow, Pinner, Wealdstone and Stanmore is sufficiently viable to absorb CIL. We recommend a rate of £100 per square metre, which will allow for a substantial buffer below the maximum rate.
- **Retail warehouse** and similar developments are viable throughout the Borough and could also absorb a CIL contribution. Allowing a buffer below the maximum rates indicated by our appraisals, we would recommend a rate of £100 per square metre.
- Our appraisals of developments of **industrial and warehousing** floorspace indicate that these uses are unlikely to generate positive residual land values. We therefore recommend a zero rate for industrial floorspace.
- **Student housing** in the Borough generates sufficient surplus residual values to absorb a CIL of up to £116 per square metre. After allowing for a buffer for site-specific factors, we suggest a rate of £55 per square metre (£90 per square metre including mayoral CIL).

- At current values **Hotel developments** are identified as not being able to generate a surplus a maximum CIL and as such we would recommend that the Council sets a nil rate for Hotel use.
- **D1 and D2** uses often do not generate sufficient income streams to cover their costs. Consequently, they require some form of subsidy to operate. This type of facility is very unlikely to be built by the private sector. We therefore suggest that a nil rate of CIL be set for D1 uses.

1.6 The proposed CIL rates are summarised in Table 1.6.1.

**Table 1.6.1: Proposed CIL rates**

Development type	Proposed CIL rate					
	S Harrow	Hrw Wld Wldstne	Hrw Hdstne CPark	Pin HEnd & NHrw	Pin Green & Stan	Hrw Hill
Residential	£90	£110	£135	£150	£160	£220
Student Housing	£55					
Offices	Nil					
Retail	Harrow, Pinner, Wealdstone, Stanmore		Rest of Borough			
	£100		Nil			
Retail warehouse/ superstores	£100					
All other uses	Nil					

1.7 For residential schemes, the application of CIL of is unlikely to be an overriding factor in determining whether or not a scheme is viable. When considered in context of total scheme value, CIL will be a modest amount, typically accounting for between 2 and 3.5% of value (see Table 7.6.1). Some schemes would be unviable even if a zero CIL were adopted. We therefore recommend that the Council pays limited regard to these schemes.

## 2 Introduction

- 2.1 This study has been commissioned to contribute towards an evidence base to inform the London Borough of Harrow's ('the Council') CIL Preliminary Draft Charging Schedule ('PDCS'), as required by Regulation 14 of the CIL Regulations April 2010 (as amended in 2011). The aims of the study are summarised as follows:
- to test the impact upon the economics of residential development of a range of levels of CIL;
  - for residential schemes, to test CIL alongside the Council's requirements for affordable housing and other planning obligations; and
  - to test the ability of commercial schemes to make a contribution towards infrastructure through CIL.
- 2.2 In terms of methodology, we adopted standard residual valuation approaches to test the impact on viability of a range of levels of CIL. However, due to the extent and range of financial variables involved in residual valuations, they can only ever serve as a guide. Individual site characteristics (which are unique), mean that conclusions must always be tempered by a level of flexibility in application of policy requirements on a site by site basis. It is therefore essential that levels of CIL are set so as to allow a sufficient margin to allow for these site specific variations.

### Policy Context

- 2.3 The CIL regulations state that in setting a charge, local authorities must aim to strike "*what appears to the Charging Authority to be an appropriate balance*" between revenue maximisation on the one hand and the potentially adverse impact upon the viability of development on the other. The regulations also state that local authorities should take account of other sources of available funding for infrastructure when setting CIL rates. This report deals with viability only and does not consider other sources of funding (this is considered elsewhere within the Council's evidence base).
- 2.4 Local authorities must consult relevant stakeholders on the nature and amount of any proposed CIL at two stages; after publication of the Preliminary Draft Charging Schedule<sup>1</sup> ('PDCS') and the Draft Charging Schedule ('DCS'). Following consultation, a charging schedule must be submitted for independent examination.
- 2.5 The regulations allow a number of reliefs and exemptions from CIL. Firstly, affordable housing and buildings with other charitable uses (if controlled by a charity) are subject to relief. Secondly, local authorities may, if they choose, elect to offer an exemption on proven viability grounds. The exemption would be available for 12 months, after which time viability of the scheme concerned would need to be reviewed. To be eligible for exemption, regulation 55 states that the Applicant must enter into a Section 106 agreement (and the costs of complying with the agreement must exceed the amount of CIL that would have been payable); and that the Authority must be satisfied that granting relief would not constitute state aid.

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<sup>1</sup> In addition to these statutory consultation exercises, the Council has consulted informally with key stakeholders at a workshop to discuss CIL and development viability.

- 2.6 The CIL regulations enable local authorities to set differential rates (including zero rates) for different zones within which development would take place and also for different types of development. However, there is some debate as to whether the regulations permit charging authorities to levy different rates of CIL on different types of development within the same planning use class<sup>2</sup>.
- 2.7 The 2010 regulations set out clear timescales for payment of CIL, which varied according to the size of the payment, which by implication is linked to the size of the scheme. The 2011 amendments to the regulations allow local authorities to set their own timescales for the payment of CIL if they choose to do so. This is an important issue that the Council will need to consider, as the timing of payment of CIL can have an impact on an Applicant's cashflow (the earlier the payment of CIL, the more interest the Applicant will bear before the development is completed and sold).
- 2.8 Several local authorities have undertaken viability assessments and have drafted CIL charging schedules, which they have submitted for independent examination. To date, a number of charging authorities (including the Mayor of London, Portsmouth, Newark and Sherwood, Huntingdonshire, Wandsworth, Shropshire, Bristol, Poole and Redbridge) have been through the examination process and are at various stages of implementation.

### Local Policy context

- 2.9 In addition to financing infrastructure, the Council expects residential developments to provide a mix of affordable housing tenures, sizes and types to help meet identified housing needs and contribute to the creation of mixed, balanced and inclusive communities. The Council expects developments of 10 or more units to provide at least 40% affordable housing on-site (no grant), with a tenure mix of 60% rented and 40% shared ownership. The Council's requirements are applied flexibly, having regard to individual site circumstances, including viability of development.
- 2.10 The London Plan identifies the Harrow and Weladstone growth corridor as an Area for Intensification within the London Borough of Harrow. Intensification Areas are typically built-up areas with good existing or potential public transport accessibility which can support redevelopment at higher densities.
- 2.11 The London Plan recognises that this location can accommodate change and has the capacity to do so. In addition to making provision for new jobs and higher density residential and mixed use development, the Intensification Area will also provide a focus for public and private investment in a competitive subregional market. These objectives are set out in the adopted Core Strategy and will be expanded on in the emerging Harrow and Wealdstone Intensification Area Action Plan documents and include:
- delivery of a minimum of 2,800 net new homes;
  - creation of a minimum of 3,000 additional new job;
  - consolidation of the Wealdstone Strategic Industrial Location and the local industrial and business use areas (specifically the function and boundary of these designations), taking account of the assessments of industrial land demand and the strategic objectives for the Intensification Area;

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<sup>2</sup> At Borough of Poole's CIL examination, Sainsburys argued that the CIL regulations do not permit authorities to charge different rates on different types of retail, even if viability differences have been demonstrated.

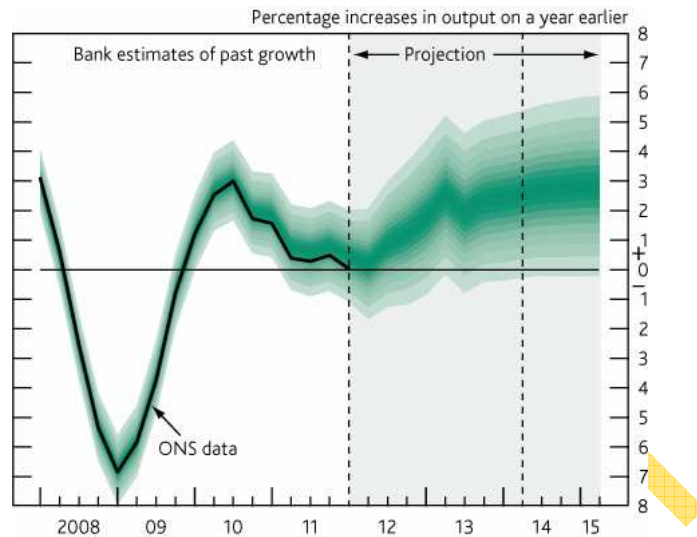
- promotion of the consolidation and renewal of the office stock within Harrow town centre through appropriate provisions (in the Area Action Plan) aimed at improving the quality of the office stock and creating a more buoyant and attractive office market;
  - increasing retail, leisure, and hotel provision within both town centres by:
    - bringing forward suitable sites for major comparison goods retail development, within or as an extension to the primary shopping area in Harrow Metropolitan centre, through the Area Action Plan; and
    - directing convenience goods retail development to Harrow Metropolitan centre or Wealdstone district centre commensurate with the catchment and function of the centre.
  - supporting uses that encourage the development of a diverse evening economy within Harrow Metropolitan centre including leisure, cultural and tourism activities, subject to compatibility with the residential environment.
- 2.12 The Core Strategy identifies that economic viability and vitality of smaller district and local centres will be promoted through selective and purposeful development and regeneration aimed at ensuring the immediate needs of the local community are provided for.
- 2.13 It is also highlighted that a significant number of strategic development opportunities have been identified on previously developed land located within existing suburban environments across the Borough. Many of these sites are suited to a range of housing accommodation and offer significant potential to deliver family affordable housing in line with Harrow's identified need. However, the development of these sites will be more constrained by the local context and the capacity of existing local infrastructure (e.g. transport) and services (e.g. schools, healthcare, leisure facilities and open space). As such, the Core Strategy states that Council will not aim to maximise development in these locations and will not support attempts to over develop. The Council will however encourage and permit development that;
- respects the local character
  - makes optimum use of the site in terms of the balance between the area of built coverage and other on-site requirements; and
  - makes a positive contribution to meeting identified social needs.

### **Economic and housing market context**

- 2.14 The historic highs achieved in the UK housing market by mid 2007 followed a prolonged period of real house price growth. However, a period of 'readjustment' began in the second half of 2007, triggered initially by rising interest rates and the emergence of the US sub prime lending problems in the last quarter of 2007. The subsequent reduction in inter-bank lending led to a general "credit crunch" including a tightening of mortgage availability. The real crisis of confidence, however, followed the collapse of Lehman Brothers in September 2008, which forced the government and the Bank of England to intervene in the market to relieve a liquidity crisis.
- 2.15 The combination of successive shocks to consumer confidence and the difficulties in obtaining finance led to a sharp reduction in transactions and a significant correction in house prices in the UK, which fell to a level some 21% lower than at their peak in August 2007 according to the Halifax House Price Index. Consequently, residential land values fell by some 50% from peak levels. One element of government intervention involved successive interest



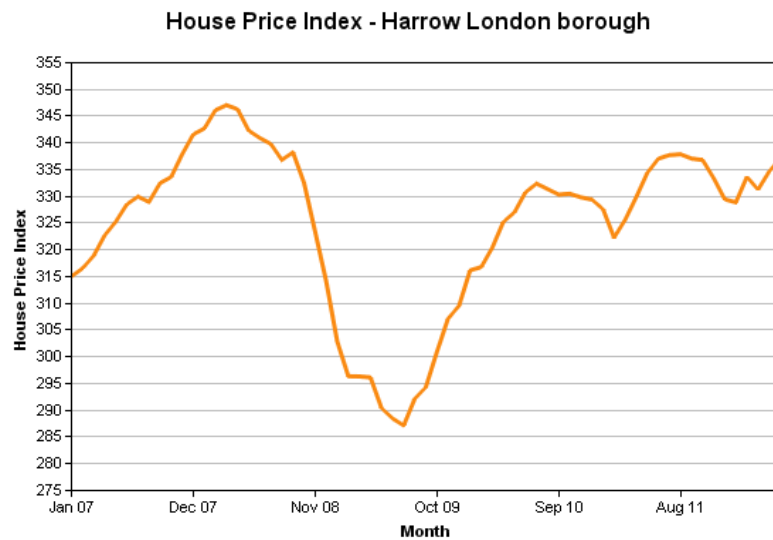
rate cuts and as the cost of servicing many people's mortgages is linked to the base rate, this financial burden has progressively eased for those still in employment. This, together with a return to economic growth early 2010 (see May 2012 Bank of England GDP fan chart below, showing the range of the Bank's predictions for GDP growth to 2015) has meant that consumer confidence has started to improve to some extent.



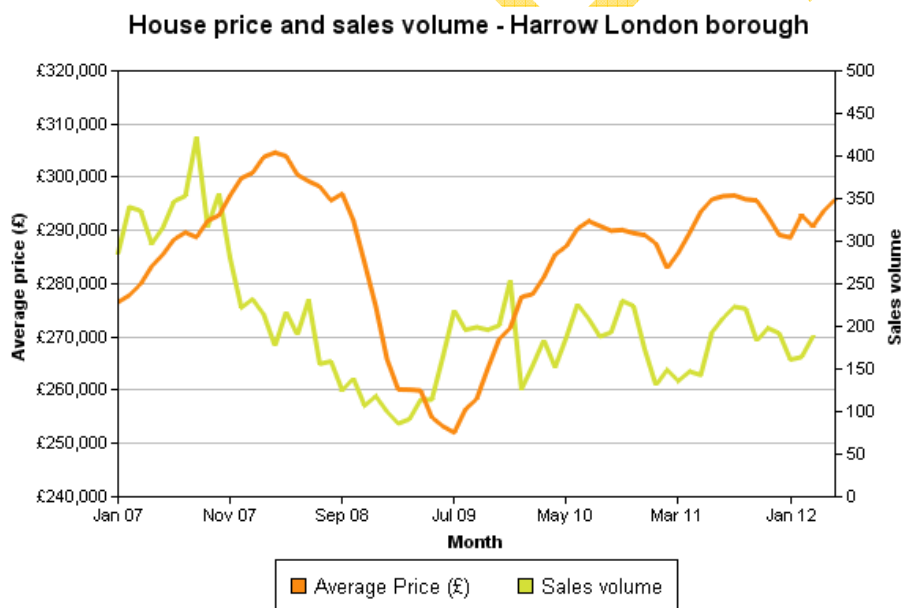
Source: Bank of England

- 2.16 Throughout the first half of 2010 there were some tentative indications that improved consumer confidence was feeding through into more positive interest from potential house purchasers. Against the background of a much reduced supply of new housing, this would lead one to expect some recovery in prices. However it is evident that this brief resurgence has abated, with the Halifax House Price Indices showing a fall of 0.5% in the year to June 2012 and prices continue to fluctuate on a monthly basis with an even number of falls and rises in the past 12 months. The Halifax attributes at least some of the recent recovery in sales values to first time buyers seeking to purchase prior to the reintroduction of Stamp Duty from 1 April 2012. This is demonstrated by regard house prices in the three months to June were 0.3% lower than in the preceding three months (January-March).
- 2.17 The balance of opinion is that house prices will remain flat in the short term, with continuing high levels of unemployment likely to result in increased repossessions and increased supply of homes into the market. At the same time, demand is expected to remain subdued, due to the continuing difficulties consumers face in securing mortgages.

**Figure 2.12.1: House prices in Harrow**



**Figure 2.12.2: Sales volumes in Harrow**



Source: Land Registry

- 2.18 According to Land Registry data, residential sales values in Harrow have recovered since the lowest point in the cycle in July 2009. Prices increased by 15.7% between July 2009 and July 2010, but fell back by 3.1% by February 2011. Between December 2011 and May 2012, sales values have generally continued on an upward trajectory, with one fall in March. In May 2012, sales values were 3% lower than the March 2008 peak value.
- 2.19 The future trajectory of house prices is currently uncertain, although Savills' current prediction is that values are expected to increase over the next five years. Medium term predictions are that properties in mainstream London

markets will grow over the period between 2012 to 2016<sup>3</sup>. Savills predict that values in mainstream London markets (i.e. non-prime) will fall by 0.5% in 2012, but increase by 1% in 2013, 5% in 2014, 6% in 2015 and 6.5% in 2016. This equates to cumulative growth of 19.1% between 2012-2016 inclusive, compared to a UK average of 6% cumulative growth over the same period.

### Development context

- 2.20 Developments in Harrow range from small in-fill sites to intensification schemes in the Harrow and Wealdstone growth corridor. Growth and development in recent years has taken place on a largely ad hoc basis, utilising sites throughout the Borough brought forward by the market. A key component of the Core Strategy is to move the Council from being one that is reactive to one that promotes, manages and co-ordinates development.
- 2.21 There are significant variations in residential sales values between different parts of Harrow, with the south west of the Borough (Harrow on the Hill) having the highest values, followed by the west of the Borough (Pinner Green and Stanmore areas). The areas to the south west of the Borough (South Harrow) have the lowest values. The Intensification Area is identified as being the focus of the majority of development in the Borough over the plan period with circa 2,800 new homes and 3,000 new jobs proposed to be developed.
- 2.22 Outside the Intensification Area, commercial development is likely to be more limited in scale. The Borough's retail centres are performing reasonably well however, the Council does not expect to see much additional floorspace developed in the medium term. New office development is also likely to be limited to the Intensification Area, while industrial development, is likely to be limited throughout the Borough.

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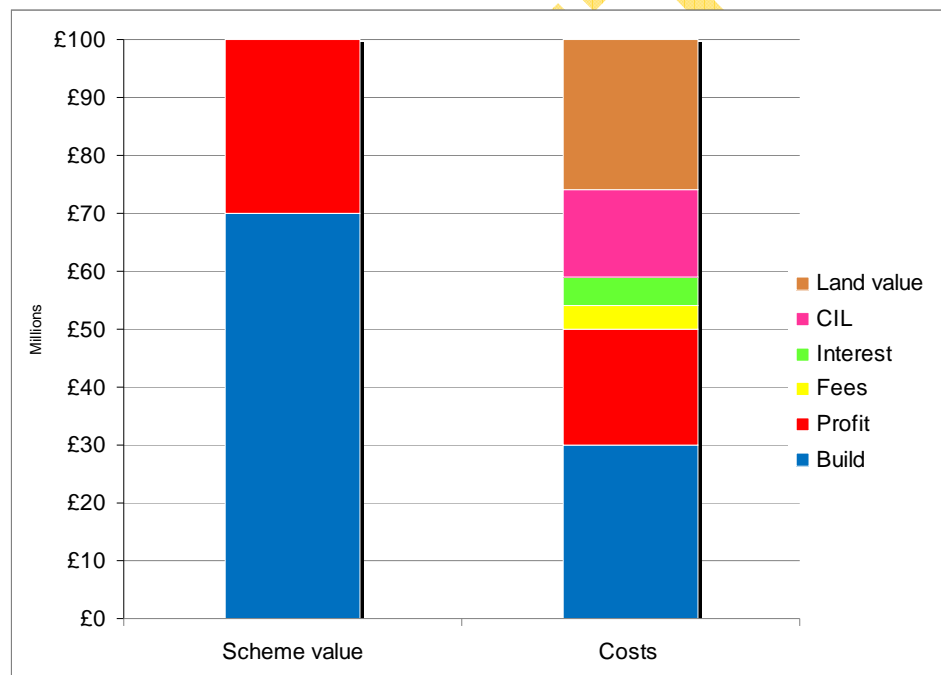
<sup>3</sup> Savills Research: Residential Property Focus, April 2012

## 3 Methodology and appraisal inputs

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

### Approach to testing development viability

- 3.2 Appraisal models can be summarised via the following diagram. The total scheme value is calculated, as represented by the left hand bar. This includes the sales receipts from the private housing and the payment from a Registered Social Landlord ('RSL') for the completed affordable housing units. The model then deducts the build costs, fees, interest, CIL (at varying levels) and developer's profit. A 'residual' amount is left after all these costs are deducted – this is the land value that the Developer would pay to the landowner. The residual land value is represented by the brown portion of the right hand bar in the diagram.



- 3.3 The Residual Land Value is normally a key variable in determining whether a scheme will proceed. If a proposal generates sufficient positive land value (in excess of current use value), it will be implemented. If not, the proposal will not go ahead, unless there are alternative funding sources to bridge the 'gap'.
- 3.4 Ultimately, the landowner will make a decision on implementing a project on the basis of return and the potential for market change, and whether alternative developments might yield a higher value. The landowner's 'bottom line' will be achieving a residual land value that sufficiently exceeds 'existing use value' or another appropriate benchmark to make development worthwhile. The margin above current use value may be considerably different on individual sites, where there might be particular reasons why the premium to the landowner should be lower or higher than other sites.

- 3.5 Clearly, however, landowners have expectations of the value of their land which often exceed the value of the current use. CIL will be a cost to the scheme and will impact on the residual land value. Ultimately, if landowners' expectations are not met, they will not voluntarily sell their land and (unless a Local Authority is prepared to use its compulsory purchase powers) some may simply hold on to their sites, in the hope that policy may change at some future point with reduced requirements. It is within the scope of those expectations that developers have to formulate their offers for sites. The task of formulating an offer for a site is complicated further still during buoyant land markets, where developers have to compete with other developers to secure a site, often speculating on increases in value.

### Viability benchmark

- 3.6 The CIL Regulations provide no specific guidance on how local authorities should test the viability of their proposed charges. However, there is a range of good practice generated by both the Homes and Communities Agency and appeal decisions that assist in guiding planning authorities on how they should approach viability testing for planning policy purposes.
- 3.7 In 2009, the Homes and Communities Agency published a good practice guidance manual 'Investment and Planning Obligations: Responding to the Downturn'. This defines viability as follows: "a viable development will support a residual land value at level sufficiently above the site's existing use value<sup>4</sup> (EUV) or alternative use value (AUV) to support a land acquisition price acceptable to the landowner".
- 3.8 A number of planning appeal decisions provide guidance on the extent to which the residual land value should exceed existing use value to be considered viable:

**Barnet & Chase Farm: APP/Q5300/A/07/2043798/NWF**

*"the appropriate test is that the value generated by the scheme should exceed the value of the site in its current use. The logic is that, if the converse were the case, then sites would not come forward for development"*

**Bath Road, Bristol: APP/P0119/A/08/2069226**

*"The difference between the RLV and the existing site value provides a basis for ascertaining the viability of contributing towards affordable housing."*

**Beckenham: APP/G5180/A/08/2084559**

*"without an affordable housing contribution, the scheme will only yield less than 12% above the existing use value, 8% below the generally accepted margin necessary to induce such development to proceed."*

**Oxford Street, Woodstock: APP/D3125/A/09/2104658**

*"The main parties' valuations of the current existing value of the land are not dissimilar but the Appellant has sought to add a 10% premium. Though the site is owned by the Appellants it must be assumed, for valuation purposes, that the land is being acquired now. It is unreasonable to assume that an existing owner and user of the land would not require a premium over the actual value of the land to offset inconvenience and assist with relocation. The Appellants addition of the 10% premium is not unreasonable in these circumstances."*

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<sup>4</sup> This term should not be confused with the RICS Red Book definition. Existing Use Value in this context is taken to mean the value of the site in its current use, disregarding opportunities for redevelopment of the site for other uses.

- 3.9 The guidance issued by the Local Housing Delivery Group<sup>5</sup> ('LHDG') on 22 June 2012 advocates the use of current use value plus an appropriate premium as a benchmark for testing CIL and local plan policy requirements.
- 3.10 It is clear from the LHDG guidance, planning appeal decisions and HCA good practice publication that the most appropriate test of viability for planning policy purposes is to consider the residual value of schemes compared to the existing or current use value plus a premium. As discussed later in this report, our study adopts a range of benchmark land values, reflecting differing circumstances in which sites are brought forward.
- 3.11 The recent examination on the Mayor of London's CIL charging schedule considered the issue of an appropriate land value benchmark. The Mayor had adopted existing use value, while certain objectors suggested that 'Market Value' was a more appropriate benchmark. The Examiner concluded that:
- "The market value approach.... while offering certainty on the price paid for a development site, suffers from being based on prices agreed in an historic policy context." (para 8) and that "I don't believe that the EUV approach can be accurately described as fundamentally flawed or that this examination should be adjourned to allow work based on the market approach to be done" (para 9).*
- 3.12 In his concluding remark, the Examiner points out that
- "the price paid for development land may be reduced [so that CIL may be accommodated]. As with profit levels there may be cries that this is unrealistic, but a reduction in development land value is an inherent part of the CIL concept. It may be argued that such a reduction may be all very well in the medium to long term but it is impossible in the short term because of the price already paid/agreed for development land. The difficulty with that argument is that if accepted the prospect of raising funds for infrastructure would be forever receding into the future. In any event in some instances it may be possible for contracts and options to be re-negotiated in the light of the changed circumstances arising from the imposition of CIL charges. (para 32 – emphasis added).*
- 3.13 It is important to stress, however, that there is no single threshold land value at which land will come forward for development. The decision to bring land forward will depend on the type of owner and, in particular, whether the owner occupies the site or holds it as an asset; the strength of demand for the site's current use in comparison to others; how offers received compare to the owner's perception of the value of the site, which in turn is influenced by prices achieved by other sites. Given the lack of a single threshold land value, it is difficult for policy makers to determine the minimum land value that sites should achieve. This will ultimately be a matter of judgement for each individual Charging Authority.

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<sup>5</sup> This group was led by the Homes and Communities Agency and comprises representatives from the National Home Builders Federation, the Royal Town Planning Institute, local authorities and valuers (including BNP Paribas Real Estate).

## 4 Development appraisals

### Residential development

- 4.1 We have appraised a series of generic developments, reflecting both the range of sales values/capital values and also sizes/types of development and densities of development across the Borough. The inputs to the appraisals are based on research on the local housing market and the inputs adopted by applications in scheme-specific development appraisals submitted with planning applications.

### Residential sales values

- 4.2 Residential values in the area reflect national trends in recent years but do of course vary between different sub-markets. We have considered comparable evidence of both transacted properties in the area and properties currently on the market to establish appropriate values for testing purposes. This exercise indicates that developments in the Borough will attract average sales values ranging from circa £3,552 to £5,005 per square metre.
- 4.3 Sales values vary between different parts of the Borough, the south east of the Borough (Harrow on the Hill) having the highest values, followed by the west of the Borough (Pinner Green and Stanmore areas). The areas to the south west (South Harrow) have been identified to have the lowest values. The average values we have assumed in our appraisals are shown in Table 4.3.1. These average values are supported by three sources; firstly, Land Registry data on sales values achieved, secondly, pricing on individual development proposals from databases such as Molior and EGi London Residential Research, and finally Right Move.

**Table 4.3.1: Average sales values used in appraisals**

Zone	Description	Abbreviation	Average values £s per sq ft	Average values £s per sq m
1	South Harrow (HA2 8, HA2 9 HA2 0)	S Harrow	£330	£3,552
2	Harrow Weald,( HA3 6, HA3 5), Wealdstone and Kenton (HA3 7 and HA3 8)	Hrw Wld Wldstne	£350	£3,767
3	Harrow and Headston (HA2 6, HA1 1, HA1 3 HA1 4), Cannon's Park (HA8 6 and HA8 5) and north west of Kenton (HA3 9)	Hrw Hdstne CPark	£380	£4,090
4	Pinner and Hatch End (HA5 5 and HA5 4) and North Harrow (HA2 7) and Stanmore Golf Course Are4a ( HA7 3, HA7 2 and HA7 1)	Pin HEnd & NHrw	£400	£4,306
5	Pinner Green and west of Borough (HA5 2, HA5 1 and part of HA5 5) and Stanmore area and north east of Borough (HA7 4 and northern part of HA7 3)	Pin Green	£465	£5,005
6	Harrow on the Hill (HA1 3)	Hrw Hill	£500	£5,382

- 4.4 As noted earlier in the report, Savills predict that sales values will increase over the medium term. Whilst this predicted growth cannot be guaranteed, we have run a sensitivity analysis assuming growth in sales values of 10%, accompanied by 5% increase in costs (the latter assuming a pick up in construction activity and higher labour and materials costs). We have also modelled a fall in prices of 5%, to provide the Council with an indication of the impact a reverse in values would have on viability.

#### **Affordable housing tenure and values**

- 4.5 The Council's policy position is that developments comprised of 10 or more units should provide 40% affordable housing assuming no grant funding is available, subject to viability, with a tenure mix of 60% rented housing and 40% intermediate housing.
- 4.6 The Council is currently formulating its approach to the 'Affordable Rent' tenure and the likely outcome is currently uncertain. In view of the benefits caps under the Universal Credit, the Council's current position is that it intends to ensure that rents do not exceed the relevant Local Housing Allowance ('LHA') levels. For modelling purposes, we have assumed:
- up to circa 80% of market rents for one bed units (circa £150 per week);
  - up to circa 70% of market rents for two bed units (circa £180 per week);
  - up to 60% for three bed units (circa £190 per week); and
  - up to 40% of market rents for four bed and larger units (Capped at £200 per week).
- 4.7 The CLG/HCA '2011-2015 Affordable Homes Programme – Framework' (February 2011) document clearly states that RSLs will not receive grant funding for any affordable housing provided through planning obligations. Consequently, all our appraisals assume nil grant. We recommend that the Council revisits this assumption when it next reviews its charging schedule, by which time a new funding programme may have been introduced by central government.
- 4.8 For shared ownership units, we have assumed that RSLs will sell 25% initial equity stakes and charge a rent of 2.75% on the retained equity. A 10% charge for management is deducted from the rental income and the net amount is capitalised using a yield of 5.25%. Residential development types, density and mix
- 4.9 We have run appraisals using the range of densities that are typically encountered in the Borough. We have had regard to the density of development indicated by the London Plan density matrix and the Council's Core Strategy.
- 4.10 Tables 4.10.1 and 4.10.2 summarise the different development typologies selected for testing purposes. These are intended to reflect the range of developments across the Borough.



**Table 4.10.1: Unit Mix**

Site type	1 Bed flat	2 bed flat	3 bed flat	4 bed flat	2 bed house	3 bed house	4 bed house
<i>Unit size</i>	46 sqm	65 sqm	80 sqm	95 sqm	75 sqm	95 sqm	115 sqm
1	-	-	-	-	39%	31%	30%
2	30%	45%	25%	-	-	-	-
3	20%	20%	-	-	8%	40%	12%
4	-	-	-	-	50%	38%	12%
5	15%	23%	-	-	12%	33%	17%
6	35%	50%	15%	5%	-	-	-
7	35%	50%	15%				

**Table 4.10.2: Development typologies**

Site type	Number of units	Housing type	Development density units per ha	Net developable area (ha)
1	4	Houses	50	0.08
2	9	Flats	80	0.11
3	25	Flats and Houses	75	0.33
4	50	Houses	50	1.00
5	100	Flats and houses	100	1.00
6	200	Flats (Medium Density)	150	1.33
7	300	Flats (High Density)	200	1.50

### Residential build costs

- 4.11 We have sourced build costs for the residential schemes from the RICS Building Cost Information Service (BCIS), which is based on tenders for actual schemes. In addition to the build costs outlined below, our appraisals include a contingency of 5% of build costs. Our approach for each site is set out in the following paragraphs. The assumptions were checked against cost plans for actual schemes in Harrow submitted with planning applications.
- 4.12 **Site type 1** is a scheme of 4 houses. The BICS base cost for houses is £850 per square metre, excluding external works and fees. After a 15% allowance for external works and a 6% allowance for CSH level 4 has been added, the final build cost is £1,028 per square metre. As the scheme is comprised wholly of houses, we have assumed a gross to net ratio of 100%.
- 4.13 **Site type 2** is a scheme of 9 flats. We have adopted the BICS base cost for “flats – 3-5 Storeys” of £967 per square metre, excluding external works and fees. After a 15% allowance for external works has been added, together with an allowance for meeting the costs of CSH level 4 (6%) the final build cost is £1,170 per square metre. We have assumed a net to gross ratio of 85%, so costs expressed per net square metre are £1,377 per square metre.

- 4.14 **Site type 3** is a scheme of 25 flats and houses. We have adopted the BICS base cost for “flats – generally” of £983 per square metre, excluding external works and fees. After a 15% allowance for external works has been added, together with an allowance for meeting the costs of CSH level 4 (6%) the final build cost is £1,189 per square metre. We have assumed a net to gross ratio of 85%, so costs expressed per net square metre are £1,399 per square metre. For the Houses we have adopted the BCCS base cost for ‘houses – generally’ of £850 per square metre. After a 15% allowance for external works and a 6% allowance for CSH level 4 has been added, the final build cost is £1,028 per square metre.
- 4.15 **Site type 4** is a scheme of 50 houses. We have adopted the BICS base cost for houses of £850 per square metre, excluding external works and fees. After a 15% allowance for external works and a 6% allowance for CSH level 4 has been added, the final build cost is £1,028 per square metre. As the scheme is comprised wholly of houses, we have assumed a gross to net ratio of 100%.
- 4.16 **Site type 5** is a scheme of 100 houses and flats. For the flats, we adopted the BICS base cost for “flats of 6 or more storeys” of £1,314 per square metre, excluding external works and fees. After a 15% allowance for external works has been added, together with an allowance for meeting the costs of CSH level 4 (6%), the final build cost is £1,586 per square metre. We have assumed a net to gross ratio of 80%, so costs expressed per net square metre are £1,983 per square metre. For the houses, we adopted the base BCIS costs for houses of £850 per square metre, excluding external works and fees. After a 15% allowance for external works, the final build cost is £1,028 per square metre.
- 4.17 **Site type 6** is a scheme of 200 flats. The BICS base cost for “flats of 6 or more storeys” is £1,311 per square metre. After adding external works (15%) and an allowance for CSH level 4 (6%), the costs increase to £1,586 per square metre. On the basis of an assumed net to gross ratio of 80%, the costs expressed on a net basis equate to £1,983 per square metre.
- 4.18 **Site type 7** is a scheme of 300 units. Given the higher density of the scheme, we have adopted the BCIS upper quartile figure for “flats of 6 or more storeys” of £1,405 per square metre”. After adding external works (15%) and an allowance for CSH level 4 (6%), the costs increase to £1,700 per square metre. On the basis of an assumed net to gross ratio of 75%, the costs expressed on a net basis equate to £2,266 per square metre.
- 4.19 A summary of build costs for each scheme type is provided in Table 4.19.1.

**Table 4.19.1: Build costs**

Site type	BCIS base – quarter 2 2012	Base cost	External works and CSH level 4	All-in cost (gross)	All-in cost (net)
1	Houses - generally	£850	£179	£1,028	£1,028
2	Flats 3-5 storeys	£967	£203	£1,170	£1,377
3	Flats - generally	£983	£206	£1,189	£1,399
4	Houses - generally	£850	£179	£1,028	£1,028
5	Flats 6+ storeys	£1,311	£276	£1,586	£1,983
6	Flats 6+ storeys	£1,311	£276	£1,586	£1,983
7	Flats 6+ storeys	£1,405	£295	£1,700	£2,266

- 4.20 As identified above, an additional 6% allowance is included across all tenures for meeting Code for Sustainable Homes level 4, which is reflective of the findings of work undertaken by Cyrill Sweett on behalf of CLG.

#### **Professional fees**

- 4.21 In addition to base build costs, schemes will incur professional fees, covering design, valuation, highways consultants and so on. Our appraisals incorporate an allowance of between 10% to 12%, depending on the complexity of the scheme. This allowance incorporates all professional inputs and planning fees, EPCs and NHBC costs.
- 4.22 Our appraisals incorporate an allowance of 3% of GDV to cover marketing costs. An additional £600 per unit is included for legal costs on sales.

#### **Finance costs**

- 4.23 Our appraisals incorporate finance costs on land and build at 7%.

#### **Stamp duty and acquisition costs**

- 4.24 We include stamp duty at 4% of land costs, agents fees of 1% and legal fees on acquisition of 0.8%.

#### **Mayoral CIL**

- 4.25 Mayoral CIL will be payable on all developments that receive planning consent after 1 April 2012. Harrow falls within Zone 2, where a CIL of £35 per square metre will be levied. The Mayoral CIL takes precedence over Borough requirements, including affordable housing. CIL regulation 14(3) requires that the Council has regard to the Mayoral CIL when assessing the viability of development for the purposes of setting its own rates of CIL. Our appraisals do not include Mayoral CIL as a cost, so the outputs (in terms of viable levels of CIL) incorporate the Mayoral CIL, which should be deducted for the purposes of setting a Borough CIL.

#### **Section 278 and residual Section 106 costs**

- 4.26 Our appraisals incorporate an allowance of £1,000 per unit to address any Section 278 and residual Section 106 costs.

#### **Development and sales periods**

- 4.27 Development and sales periods vary between type of scheme. However, our sales periods are based on an assumption of a sales rate of 5 units per month. This is reflective of current market conditions, whereas in improved markets, a sales rate of up to 8 units per month might be expected. The build and sales periods for each scheme type are summarised in Table 4.45.1 below.

#### **Developer's profit**

- 4.28 Developer's profit is closely correlated with the perceived risk of residential development. The greater the risk, the greater the required profit level, which helps to mitigate against the risk, but also to ensure that the potential rewards are sufficiently attractive for a bank and other equity providers to fund a scheme. In 2007, profit levels were at around 15-17% of development costs. However, following the impact of the credit crunch and the collapse in interbank lending and the various government bailouts of the banking sector, profit margins have increased. It is important to emphasise that the level of minimum profit is not necessarily determined by developers (although they will

have their own view and the Boards of the major housebuilders will set targets for minimum profit).

- 4.29 The views of the banks which fund development are more important; if the banks decline an application by a developer to borrow to fund a development, it is very unlikely to proceed, as developers rarely carry sufficient cash to fund it themselves. Consequently, future movements in profit levels will largely be determined by the attitudes of the banks towards development proposals.
- 4.30 The near collapse of the global banking system in the final quarter of 2008 is resulting in a much tighter regulatory system, with UK banks having to take a much more cautious approach to all lending. In this context, and against the backdrop of the current sovereign debt crisis in the Eurozone, the banks may not allow profit levels to decrease much lower than their current level of 20%.
- 4.31 Our assumed return on the affordable housing GDV is 6%. A lower return on the affordable housing is appropriate as there is very limited sales risk on these units for the developer; there is often a pre-sale of the units to an RSL prior to commencement. Any risk associated with take up of intermediate housing is borne by the acquiring RSL, not by the developer. A reduced profit level on the affordable housing reflects the GLA 'Development Control Toolkit' guidance and Homes and Communities Agency's guidelines in its Economic Appraisal Tool.

#### **Phasing of CIL payments**

- 4.32 The Council is yet to formulate its instalment policy. For testing purposes, we have assumed that any CIL due will be split into three equal instalments, payable at the months shown in Table 4.45.1

#### **Benchmark land values for the residential analysis**

- 4.33 Benchmark land values, based on the current use value or alternative use value of sites are key considerations in the assessment of development economics for testing planning policies and tariffs. Clearly, there is a point where the Residual Land Value (what the landowner receives from a developer) that results from a scheme may be less than the land's current use value. Current use values can vary significantly, depending on the demand for the type of building relative to other areas. Similarly, subject to planning permission, the potential development site may be capable of being used in different ways – as a hotel rather than residential for example; or at least a different mix of uses. Current use value or alternative use value are effectively the 'bottom line' in a financial sense and therefore a key factor in this study.
- 4.34 We have arrived at a broad judgement on the likely range of benchmark land values. On previously developed sites, the calculations assume that the landowner has made a judgement that the current use does not yield an optimum use of the site; for example, it has fewer storeys than neighbouring buildings; or there is a general lack of demand for the type of space, resulting in low rentals, high yields and high vacancies (or in some cases no occupation at all over a lengthy period). We would not expect a building which makes optimum use of a site and that is attracting a reasonable rent to come forward for development, as residual value may not exceed current use value in these circumstances.
- 4.35 In considering the value of sites in existing commercial use, it is necessary to understand the concept of 'yields'. Yields form the basis of the calculation of a building's capital value, based on the net rental income that it generates. Yields are used to calculate the capital value of any building type which is

rented, including both commercial and residential uses. Yields are used to calculate the number of times that the annual rental income will be multiplied to arrive at a capital value. Yields reflect the confidence of a potential purchaser of a building in the income stream (i.e. the rent) that the occupant will pay. They also reflect the quality of the building and its location, as well as general demand for property of that type. The lower the covenant strength of the occupier (or potential occupiers if the building is currently vacant), and the poorer the location of the building, the greater the risk that the tenant may not pay the rent. If this risk is perceived as being high, the yield will be high, resulting in a lower number of years rent purchased (i.e. a lower capital value).

- 4.36 Over the past four years, yields for commercial property have 'moved out' (i.e. increased), signalling lower confidence in the ability of existing tenants to pay their rent and in future demand for commercial space. This has the effect of depressing the capital value of commercial space. However, as the economy recovers, we would expect yields to improve (i.e. decrease), which will result in increased capital values. Consequently, current use values might increase, increasing the base value of sites that might come forward, which may have implications for landowners' decisions on releasing sites for alternative uses.
- 4.37 Redevelopment proposals that generate residual land values below current use values are unlikely to be delivered. While any such thresholds are only a guide in 'normal' development circumstances, it does not imply that individual landowners, in particular financial circumstances, will not bring sites forward at a lower return or indeed require a higher return. If proven current use value justifies a higher benchmark than those assumed, then appropriate adjustments may be necessary. As such, current use values should be regarded as benchmarks rather than definitive fixed variables on a site by site basis.
- 4.38 The four benchmark land values used in this study have been selected to provide a broad indication of likely land values across the Borough, but it is important to recognise that other site uses and values may exist on the ground. There can never be a single threshold land value at which we can say definitively that land will come forward for development, especially in urban areas.
- 4.39 It is also necessary to recognise that a landowner will require an additional incentive to release the site for development<sup>6</sup>. The premium above current use value would be reflective of specific site circumstances (the primary factors being the occupancy level and strength of demand from alternative occupiers). For policy testing purposes it is not possible to reflect the circumstances of each individual site, so a blanket assumption of a 20% premium has been adopted to reflect the 'average' situation
- 4.40 **Benchmark Land Value 1:** This benchmark assumes higher value secondary office space on a hectare of land, with 40% site coverage and 4 storeys. The rent assumed is based on lettings of second hand offices in the Borough at £10 per sq ft. We have assumed a £40 per sq ft allowance for refurbishment and a letting void of three years. The capital value of the building would be £10.2 million, to which we have added a 20% premium, resulting in a benchmark of £12.24 million.

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<sup>6</sup> This approach is therefore consistent with the National Planning Policy Framework, which indicates that development should provide "competitive returns" to landowners. A 20% return above current use value is a competitive return when compared to other forms of investment.

- 4.41 **Benchmark Land Value 2:** This benchmark assumes lower value secondary office space on a hectare of land, with 40% site coverage and 4 storeys. The rent assumed is based on lettings of second hand offices in the Borough at £8 per sq ft. We have assumed a £40 per sq ft allowance for refurbishment and a letting void of three years. The capital value of the building would be £6.78 million, to which we have added a 20% premium, resulting in a benchmark of £8.14 million.
- 4.42 **Benchmark Land Value 3:** This benchmark assumes lower value secondary industrial space on a hectare of land, with 60% site coverage and 1.5 storeys. The rent assumed is based on lettings of secondary industrial floorspace in the Borough at £4.50 per sq ft. We have assumed a letting void of three years. The capital value of the building would be £4.02 million, to which we have added a 20% premium, resulting in a benchmark of £4.82 million.
- 4.43 **Benchmark Land Value 4:** This benchmark assumes a community building, which could include buildings owned by the Council and other public sector bodies, and community/charity groups. We have assumed site coverage of 50% across a hectare of land, with a single storey building. The rent assumed is based on our estimate of £3 per sq ft. We have assumed a letting void of one year. The capital value of the building would be £1.87 million, to which we have added a 20% premium, resulting in a benchmark of £2.24 million.
- 4.44 We would draw readers' attention to the comments on land values in Examiner's report on the Mayor of London's CIL<sup>7</sup>, which indicates that owners will need to adjust their expectations to accommodate allowances for infrastructure.
- 4.45 Our residential appraisal inputs are summarised in Table 4.45.1.

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<sup>7</sup> Para 32: "the price paid for development land may be reduced.... a reduction in development land value is an inherent part of the CIL concept.... in some instances it may be possible for contracts and options to be re-negotiated in the light of the changed circumstances arising from the imposition of CIL charges."

**Table 4.45.1: Residential appraisal assumptions for each site type**

Appraisal input	Source/Commentary	Site type number and assumptions						
		1	2	3	4	5	6	7
Number of units		4	9	25	50	100	200	300
Base construction costs (£s per sq metre)	BCIS adjusted for location. Based on gross areas before external works. Additional adjustments as set out in Table 4.19.1	£850	£967	Flats - £983 Houses - £850	£850	Flats - £1,314 Houses - £850	£1,314	£1,405
External works (% of build costs)	Based on average scheme cost.	15%	15%	15%	15%	15%	15%	15%
Code for sustainable homes level 4	Based on CLG/Cyril Sweett Study	6%	6%	6%	6%	6%	6%	6%
Contingency (% of build cost)	Industry norm (5%)	5%	5%	5%	5%	5%	5%	5%
Professional fees (% of build)	BNPPRE assumption	10%	10%	10%	10%	10%	12%	12%
Construction period (months)	We assume that developers will build at the rate they are able to sell.	12	12	18	18	18	24	24
Sales period (months)	Determined by ability of market to absorb new development	2	3	5	12	20	20	30
Sale start (month from commencement)	Linked to later stages of construction period	12	12	18	16	12	20	20
Sales rate (units per month)	Reflective of current market, could improve.	2	3	5	4	5	10	10
Profit on private (% of GDV)	BNPPRE assumption – reflective of current funder requirements	20%	20%	20%	20%	20%	20%	20%
Profit on affordable (% of GDV)	Reduced risk due to pre-sale to RSL	n/a	n/a	6%	6%	6%	6%	6%
Phasing of CIL payments	BNPPRE assumption – equal splits, paid in months shown in table	1 / 6 / 6	1 / 6 / 6	1 / 6 / 12	1 / 6 / 12	1 / 12 / 18	1 / 12 / 24	1/18/24
Gross to net ratio for flats	BNPPRE assumption	n/a	85%	85%	n/a	80%	80%	75%
Density and site area (ha, developable area)		50 uph 0.08 ha	80 uph 0.11 ha	75 uph 0.33 ha	50 uph 1.00 ha	100 uph 1.00 ha	150 uph 1.33 ha	200 uph 1.5 ha

## Commercial development

- 4.46 We have appraised a series of hypothetical commercial developments, reflecting a range of use classes at average rent levels achieved on lettings of commercial space in actual developments. In each case, our assessment assumes an intensification of the existing use on the site, based on the same type of commercial development. In each case, the existing use value assumes that the existing building is half the size of the new development, with a lower rent and higher yield reflecting the secondary nature of the building.

### Commercial rents and yields

- 4.47 Our research on lettings of commercial floorspace indicates a range of rents achieved, as summarised in table 4.46.1. This table also includes our assumptions on appropriate yields to arrive at a capital value of the commercial space. There does not appear to have been substantial retail development activity over the past few years. New build office developments are likely to attract a premium rent above second hand rents, however given the existing over supply of office space in the Borough such development is likely to be relatively modest. The rents and yields adopted in our appraisals are summarised in Table 4.46.1.
- 4.48 Our appraisals of commercial floorspace test the viability of developments on existing commercial sites. For these developments, we have assumed that the site currently accommodates the same use class and the development involves intensification of that use. We have assumed lower rents and higher yields for existing space than the planned new floorspace. This reflects the lower quality and lower demand for second hand space, as well as the poorer covenant strength of the likely occupier of second hand space. A modest refurbishment cost of is allowed for to reflect costs that would be incurred to secure a letting of the existing space. A 20% landowner premium is added to the resulting existing use value as an incentive for the site to come forward for development. The actual premium would vary between sites, and be determined by site-specific circumstances, so the 20% premium has been adopted as a 'top of range' scenario for testing purposes.

### Commercial build costs

- 4.49 We have sourced build costs for the commercial schemes from the RICS Building Cost Information Service (BCIS), which is based on tenders for actual schemes. These costs vary between different uses and exclude external works and fees (our appraisals include separate allowances for these costs). Costs for each type of development are shown in Table 4.46.1.

### Profit

- 4.50 In common with residential schemes, commercial schemes need to show a risk adjusted profit to secure funding. Profit levels are typically around 20% of developments costs and we have incorporated this assumption into our appraisals.



**Table 4.46.1: Commercial appraisal assumptions for each use**

Appraisal input	Source/Commentary	Offices	Retail (Harrow, Pinner, Stanmore, Pinner)	Retail elsewhere	Retail warehousing	Industrial	Student housing	Hotel
Total floor area (sq ft)	Generic scheme	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Rent (£s per sq ft)	Based on average lettings sourced from EGI and Focus	£20	£30.00	£15.00	£20	£12	£160 per week (term time) £138 (summer let)	£15.95 (cap val £61,224 per room)
Rent free/void period (years)	BNPPRE assumption	2 years	2 years	2 years	2 years	2 years	n/a	n/a
Yield	BNPPRE prime yield schedule, research on comparable evidence and discussions with local agents	7.5%	6.75%	7%	6.75%	7.5%	6.25%	6.5%
Purchaser's costs (% of GDV)	Stamp duty 4%, plus agent's and legal fees	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%
Demolition costs (£s per sq ft of existing space)	Based on experience from individual schemes	£5	£5	£5	£5	£5	£5	£5
Gross to net (net as % of gross)	Based on experience from individual schemes	82%	82%	82%	82%	90%	82%	75%
Base construction costs (£s per sq ft)	BCIS costs. Offices – 'generally' for air conditioned offices with adjustment for quality. 'Generally' figure for industrial, supermarkets, retail warehouse and town centre retail.	£137	£137	£137	£90	£63	£160	£135
External works (% of build costs)	BNPPRE assumption	10%	10%	10%	10%	10%	10%	10%
Contingency (% of build costs)	BNPPRE assumption	5%	5%	5%	5%	5%	5%	5%
Letting agent's fee	(% of first year's rent)	10%	10%	10%	10%	10%	n/a%	10%
Agent's fees and legal fees	(% of capital value)	1.75%	1.75%	1.75%	1.75%	1.75%	1.75%	1.75%
Interest rate	BNPPRE assumption	7%	7%	7%	7%	7%	7%	7%
Professional fees (% of build)	BNPPRE assumption, relates to complexity of scheme	10%	10%	10%	10%	10%	10%	10%

**Table 4.47.1 (continued) Commercial appraisal assumptions for each use – existing uses**

Appraisal input	Source/Commentary	Offices	Retail (Harrow, Pinner, Stanmore, Pinner)	Retail elsewhere	Retail warehousing	Industrial	Student housing	Hotel
Profit (% of costs)	BNPPRE assumption based on schemes submitted for planning	20%	20%	20%	20%	20%	20%	20%
Existing floorspace (sq ft)	Assumed to be between 25% to 50% of new space	30%	30%	30%	50%	50%	30%	50%
Rent on existing floorspace	Reflects poor quality second hand space of same use, low optimisation of site etc and ripe for redevelopment	£8 to £15	£10 to £20	£6 to £12	£7 - £15	£4.50 - £10	£8	£4 - £10
Yield on existing floorspace	BNPPRE assumption, reflecting lower covenant strength of potential tenants, poor quality building etc	8%	8% - 7.5%	8% - 7.5%	8%	8% - 8.5%	8%	8% - 8.5%
Rent free on existing space	Years	3	3	3	3	3	3	3
Refurbishment costs (£s per sq ft)	General allowance for bringing existing space up to lettable standard	£50	£50	£50	£50	£30	£50	£30
Fees on refurbishment (% of refurb cost)	BNPPRE assumption	7%	7%	7%	7%	7%	7%	7%
Landowner premium	BNPPRE assumption – in reality the premium is likely to be lower, therefore this is a conservative assumption	15% - 20%	15% – 20%	15% – 20%	20%	15% – 20%	20%	15% – 20%

## 5 Appraisal outputs

### Residential appraisals

- 5.1 The full outputs from our appraisals of residential development are attached as Appendix 2. We have modelled seven generic site types, reflecting different densities and types of development, which are tested in each of the six sub-market areas identified in Section 4 and against four/five land value benchmarks. These types are summarised in table 5.1.1 below.

**Table 5.1.1: Development types**

Site type	Number of units	Housing type	Development density units per ha	Net developable area (ha)
1	4	Houses	50	0.08
2	9	Flats	80	0.11
3	25	Flats and Houses	75	0.33
4	50	Houses	50	1.00
5	100	Flats and houses	100	1.00
6	200	Flats (Medium Density)	150	1.33
7	300	Flats (High Density)	200	1.50

### Scenarios tested

- 1. Base sales and base costs (including Code for Sustainable Homes Level 4); 40% affordable housing (excluding Site type 1, which falls below the threshold of 10 units) with rented element let at rents linked to LHAs;
  - 2. Sales values fall by 5%;
  - 3. Sales values increase by 10% and build costs increase by 5%;
  - 4. As (1) with Affordable Rent instead of social rented;
  - 5. As (1) with 30% affordable housing; and
  - 6. As (1) with 20% affordable housing.
- 5.2 We assume that all development types will meet Code for Sustainable Homes Level 4. Level 4 is reflected through a 6% adjustment to our base build costs for all tenures.
- 5.3 For all types of site, we have run two sensitivity analyses; firstly, with sales values falling by 5% and secondly, with sales values increasing by 10% and build costs also increasing by 5%. This analysis is provided for illustrative purposes and may assist the Council in understanding how viability might be affected by movements in sales values (up and down) over time and increased sustainability requirements. However, the future trajectory of the housing market is inherently uncertain and predictions cannot be relied upon.
- 5.4 The residual land values from each of the scenarios above in each of the nine housing market areas are then compared to four/five benchmark land values ('BLVs') based on the assumptions set out in paragraphs 4.33 to 4.44. This comparison enables us to determine whether the imposition of CIL would have an impact on development viability. In some cases, the equation RLV less BLV results in a negative number, so the development would not proceed, whether CIL was imposed or not. We therefore focus on situations where the RLV is greater than BLV and where (all other things being equal) the development would proceed. In these situations, CIL has the potential to 'tip

the balance' of viability into a negative position.

### Commercial appraisals

- 5.5 Our research on rents achieved on commercial lettings indicates a range of rents within each main use class. Our commercial appraisals therefore model base position and test the range of rates (higher and lower than the base level) and changes to yields. This enables us to draw conclusions on maximum potential rates of CIL. For each type of development tested, we have run appraisals of a quantum of floorspace, each with rent levels reflecting the range identified by our research.

### Presentation of data

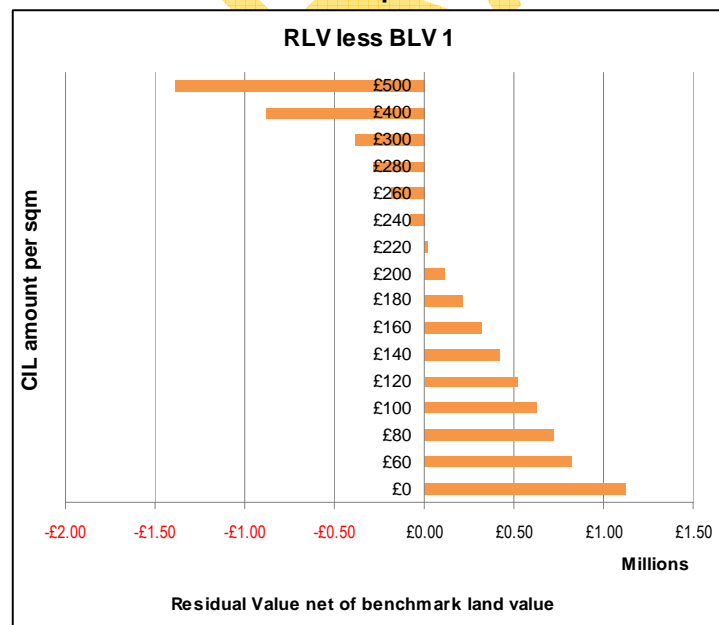
#### Residential appraisals results

- 5.6 The results for each site are presented in six spreadsheets, as follows:
- Base sales values, 40% affordable housing (where applicable) CSH level 4 on all tenures;
  - Sales values -5%;
  - Sales values + 10%, build costs + 5%;
  - Scenario 1 with Affordable Rent in place of social rent;
  - Scenario 1 with reduced affordable housing (30%); and
  - Scenario 1 with reduced affordable housing (20%).
- 5.7 A sample of the format of the results is provided below. This sample relates to site type 1.

CIL Viability	LB Harrow	<b>Benchmark Land Values (per net developable ha)</b>				
SITE TYPE	1	BLV1	BLV2	BLV3	BLV4	
4 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses	
FLATS		£12,240,793	£8,139,284	£4,818,389	£2,242,500	
50 UPH	Net area as percentage of gross	100%				
CSH level:	4 on AH					
	4 on private					
Aff Hsg:	0%					
				Sales value inflation		
				Build cost inflation		
Site type 1	Description:	Area 1 £3552 psm S Harrow			Site area:	0.08 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	488,160	6,102,000	- 6,138,792	- 2,037,283	1,283,612	3,859,500
60	467,529	5,844,108	- 6,396,684	- 2,295,175	1,025,720	3,601,608
80	460,652	5,758,144	- 6,482,648	- 2,381,139	939,756	3,515,644
100	453,774	5,672,180	- 6,568,612	- 2,467,103	853,792	3,429,680
120	440,020	5,500,252	- 6,740,540	- 2,639,032	681,864	3,257,752

- 5.8 Each spreadsheet provides residual values at varying amounts of CIL, starting at £0 and increasing to £500 per square metre. CIL applies to net additional floor area only, so our appraisals assume a 25% deduction for existing floorspace<sup>8</sup>.
- 5.9 Separate data tables are provided in each spreadsheet for each of the housing market areas:
- Area 1 S Harrow;
  - Area 2: Hrw Wld Wldstne;
  - Area 3: Hrw Hdstne CPark ;
  - Area 4: Pin HEnd & NHRw;
  - Area 5: Pin Green;
  - Area 6: Hrw Hill.
- 5.10 The RLV is converted to a per hectare rate and compared to the four benchmark land values (see paragraphs 4.33 to 4.44). This is shown in the columns headed 'RLV less BLV1, BLV2' etc. A positive number indicates that the development is viable, as the developer will receive a normal level of development profit and the land value will be sufficient for the site to come forward.
- 5.11 The numerical data is then displayed in four graphs, one for each threshold land value. The graphs show the amount by which the RLV exceeds BLV (or is less than BLV) for each level of CIL. In the **illustrative** example overleaf (Chart 5.12.1), the graph shows that the maximum viable level of CIL would be £220 per square metre, but that above this level, higher levels of CIL would render the scheme unviable. It is important to note that the charts do not have the same scale and the reader needs to bear this in mind if comparing one chart to another.

**Chart 5.12.1: Illustrative example of data chart**



<sup>8</sup> Existing buildings must be occupied for their lawful use for at least six months out of the twelve months prior to grant of planning permission to qualify as existing floorspace for the purposes of calculating CIL liability.

## Commercial appraisal results

- 5.12 The commercial appraisal results are more straightforward, due to the narrower range of variables that need to be considered in comparison to residential development. The appraisals include a 'base' rent level, with sensitivity analyses which model rents above and below the base level (an illustration is provided in Chart 5.12.1). The maximum CIL rates are then shown per square metre, against three different current use values (see Table 4.47.1). Chart 5.12.1 provides an **illustration** of the outputs in numerical format, while Chart 5.12.2 shows the data in graph format. In this example, the scheme could viably absorb a CIL of between £0 and £275 per square metre, depending on the current use value. The analysis demonstrates the significant impact of very small changes in yields (see appraisals 4 and 6, which vary the yield by 0.25% up or down) on the viable levels of CIL.

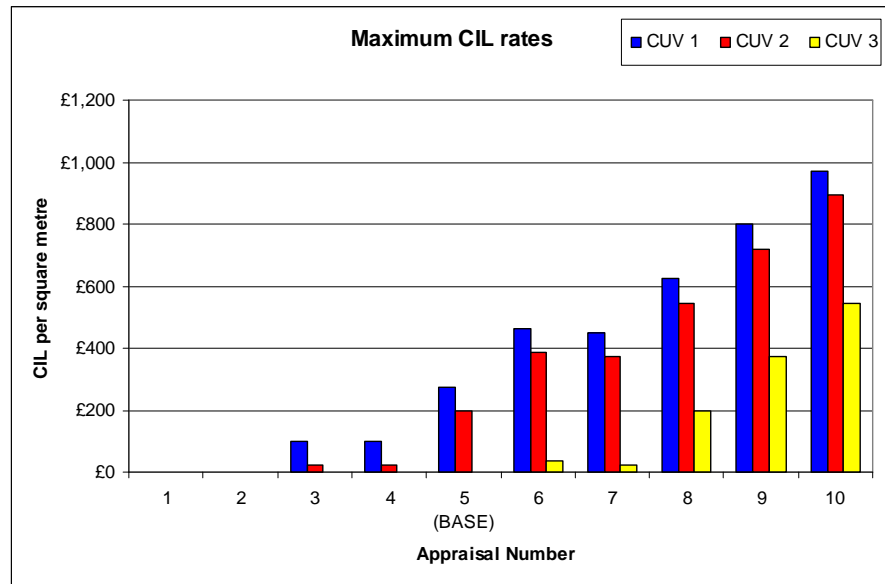
**Chart 5.12.1: Illustration of sensitivity analyses**

	£s per sqft	Yield	Rent free
Appraisal 1	£21.00	6.50%	2.00 years
Appraisal 2	£22.00	6.50%	2.00 years
Appraisal 3	£23.00	6.50%	2.00 years
Appraisal 4	£24.00	6.75%	2.00 years
<b>Appraisal 5 (base)</b>	<b>£24.00</b>	<b>6.50%</b>	<b>2.00 years</b>
Appraisal 6	£24.00	6.25%	2.00 years
Appraisal 7	£25.00	6.50%	2.00 years
Appraisal 8	£26.00	6.50%	2.00 years
Appraisal 9	£27.00	6.50%	2.00 years
Appraisal 10	£28.00	6.50%	2.00 years

**Chart 5.12.2: Maximum CIL rates – numerical format**

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-14%	£0	£0	£0
Appraisal 2	-9%	£0	£0	£0
Appraisal 3	-4%	£100	£23	£0
Appraisal 4	0%	£99	£21	£0
<b>Appraisal 5 (base)</b>	<b>-</b>	<b>£275</b>	<b>£197</b>	<b>£0</b>
Appraisal 6	0%	£465	£387	£38
Appraisal 7	4%	£449	£371	£23
Appraisal 8	8%	£624	£546	£197
Appraisal 9	11%	£798	£720	£371
Appraisal 10	14%	£972	£894	£546

**Chart 5.12.3: Maximum CIL rates – graph format**



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## 6 Assessment of the results

- 6.1 This section should be read in conjunction with the full results attached at Appendix 2 (residential appraisal results) and Appendix 3 (commercial appraisal results). In these results, the residual land values are calculated for scenarios with sales values and capital values reflective of market conditions across the Borough. These RLVs are then compared to benchmark land values.
- 6.2 The CIL regulations state that in setting a charge, local authorities must “aim to strike *what appears to the charging authority* to be an appropriate balance” between revenue maximisation on the one hand and the potentially adverse impact of CIL upon the viability of development across the whole area on the other. Our recommendations are that:
- Firstly, councils should take a strategic view of viability. There will always be variations in viability between individual sites, but viability testing should establish the most typical viability position; not the exceptional situations.
  - Secondly, councils should take a balanced view of viability – residual valuations are just one factor influencing a developer’s decision making – the same applies to local authorities.
  - Thirdly, while a single charge is attractive, it may not be appropriate for all authorities, particularly in areas where sales values vary between areas.
  - Fourthly, markets are cyclical and subject to change over short periods of time. Sensitivity testing to sensitivity test levels of CIL to ensure they are robust in the event that market conditions improve over the life of a Charging Schedule is essential.
  - Fifthly, local authorities should not set their rates of CIL at the limits of viability. They should leave a margin or contingency to allow for change and site specific viability issues.
- 6.3 The early examinations have seen a debate on how viability evidence should translate into CIL rates. It has now been widely recognised that there is no requirement for a Charging Authority to slavishly follow the outputs of residual valuations. At Shropshire Council’s examination in public, Newark & Sherwood Council argued that rates of CIL should be set at the level dictated by viability evidence which would (if followed literally) have resulted in a Charging Schedule with around thirty different charging zones across the Shropshire area. Clearly this would have resulted in a level of complexity that CIL is intended to avoid. The conclusion of this debate was that CIL rates should not necessarily be determined solely by viability evidence, but *should not be logically contrary* to the evidence. Councils should not follow a mechanistic process when setting rates – appraisals are just a guide to viability and are widely understood to be a less than precise tool.

### Assessment – residential development

- 6.4 As CIL is intended to operate as a fixed charge, the Council will need to consider the impact on two key factors. Firstly, the need to strike a balance between maximising revenue to invest in infrastructure on the one hand and the need to *minimise* the impact upon development viability on the other. CLG guidance recognises that CIL may make some developments unviable. Secondly, as CIL will effectively take a ‘top-slice’ of development value, there is a potential impact on the percentage or tenure mix of affordable housing that can be secured. This is a change from the current system of negotiated



financial contributions, where the planning authority can weigh the need for contributions against the requirement that schemes need to contribute towards affordable housing provision.

- 6.5 In assessing the results, it is important to clearly distinguish between two scenarios; namely, schemes that are unviable *regardless of the level of CIL* (including a nil rate) and schemes that are viable *prior* to the imposition of CIL at certain levels. If a scheme is unviable before CIL is levied, it is unlikely to come forward and CIL would not be a factor that comes into play in the developer's/landowner's decision making. We have therefore disregarded the 'unviable' schemes in recommending an appropriate level of CIL. The unviable schemes will only become viable following a degree of real house price inflation, or in the event that the Council agrees to a lower level of affordable housing in the short term<sup>9</sup>.

#### **Determining maximum viable rates of CIL for residential development**

- 6.6 As noted in paragraph 6.5, where a scheme is unviable the imposition of CIL at a zero level will not make the scheme viable. Other factors (i.e. sales values, build costs or benchmark land values) would need to change to make the scheme viable. For the purposes of establishing a maximum viable rate of CIL, we have had regard to the development scenarios that are currently viable and that might, therefore, be affected by a CIL requirement. All the results summarised below assume that current affordable housing requirements are met in full (sensitivity analyses which adopt reduced levels of affordable housing are provided in subsequent sections). In addition, the rates discussed below are **inclusive of the Mayoral CIL of £35 per square metre**.
- 6.7 Site type 1 and 2 generate residual values that are higher than the 'Industrial' and 'community use' benchmark land values, even in some cases with CIL of as much as £500 per square metre. However, only residential schemes in Pinner Green (Area 5) and Harrow on the Hill (Area 6) generate residual values that exceed existing lower value offices (see Tables 6.7.1 and 6.7.2).

**Table 6.7.1: Site type 1 - maximum viable rates of CIL (£s per square metre)**

Area	Existing use: Offices (higher)	Existing use: Offices (lower)	Existing use: Industrial	Existing use: community bldgs
S Harrow	Not Viable (NV)	NV	180	500
Hrw Wld Wldstne	NV	NV	260	500
Hrw Hdstne CPark	NV	NV	500	500
Pin HEnd & NHrw	NV	60	500	500
Pin Green & Stan	NV	300	500	500
Hrw Hill	NV	500	500	500

<sup>9</sup> However, as shown by the sensitivity analyses (which reduce affordable housing to 30% and 20%) even a reduction in affordable housing does not *always* remedy viability issues. In these situations, it is not the presence or absence of planning obligations that is the primary viability driver – it is simply that the value generated by residential development is lower than some existing use values. In these situations, sites would remain in their existing use.

**Table 6.7.2: Site type 2 - maximum viable rates of CIL (£s per square metre)**

Area	Existing use: Offices (higher)	Existing use: Offices (lower)	Existing use: Industrial	Existing use: community bldgs
S Harrow	NV	NV	0	280
Hrw Wld Wldstne	NV	NV	120	500
Hrw Hdstne CPark	NV	NV	220	500
Pin HEnd & NHrw	NV	NV	280	500
Pin Green & Stan	NV	200	500	500
Hrw Hill	NV	300	500	500

- 6.8 Tables 6.8.1 to 6.8.5 summarise the results for site types 3, 4, 5, 6 and 7. Each table includes the maximum amounts of CIL that could be charged (including Mayoral CIL) in combination with varying levels of affordable housing and tenure (40% (with Affordable Rent), 40% (with social rented), 30% and 20%). In general terms, viability for these site types is worse in comparison to site type 1, due to the requirement for a percentage of the units to be provided as affordable housing.
- 6.9 Viability for higher density schemes (with high build costs) are identified as being challenging and are generally unviable in the lower value areas and are unviable in the higher value areas at policy levels of affordable housing. These types of development are therefore unlikely to come forward in the lower value areas, with lower rise developments being the optimum form of development. In lower value areas, site type 3 and 5 would generate the optimum results in terms of maximum viable levels of CIL.
- 6.10 In higher value areas (Harrow on the Hill (Area 6), Pinner Green and Stanmore (Area 4) the maximum rates of CIL are close to or at the maximum of the range tested (£500 per square metre, including the Mayoral CIL).

#### **Sensitivity analysis on affordable housing percentage**

- 6.11 Current experience in the Borough indicates that delivering the Council's affordable housing target without grant can be challenging and in many cases a reduced level of provision is being accepted upon the acceptance of a proven viability case. We re-tested sites 3, 4, 5, 6 and 7 with a reduced level of affordable housing (30% and 20% of units) as well as testing the policy level (40%) with Affordable Rent units instead of social rented units. The results of these analyses are included within tables 6.8.1 to 6.8.6. The primary purpose of this exercise was to determine whether changes to affordable housing requirements on individual schemes would enable unviable sites to contribute towards infrastructure. The results show positive movement in terms of the viability of CIL rates when affordable housing levels are reduced. While we are not suggesting that the Council should change its affordable housing policies, the exercise demonstrates that the Council's flexible application of its policy will ensure that CIL will not render development unviable. However, we appreciate that the Council will be keen to minimise the impact on affordable housing as far as possible and this is a key risk factor when determining rates of CIL.

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### Sensitivity analysis on values and costs

- 6.12 As noted in Section 5, we carried out further analyses which consider the impact of increases in sales values of 10%, accompanied by an increase in build costs of 5%. This data is **illustrative only**, as the future housing market trajectory is very uncertain given the economic outlook and technologies for sustainability measures are likely to become cheaper over time. However, **if** such increases were to occur, tables 6.12.1 to 6.12.7 show the results in terms of the levels of CIL that could be absorbed.

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**Table 6.8.1: Site type 3 - maximum viable rates of CIL<sup>10</sup> (£s per square metre)**

Area	Existing use: Offices (higher)				Existing use: Offices (lower)				Existing use: Warehousing/ storage				Existing use: community buildings			
	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%
Affordable hsg %																
S Harrow	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	100	500	300	400	500
Hrw Wld Wldstne	NV	NV	NV	NV	NV	NV	NV	NV	100	NV	120	180	500	500	500	500
Hrw Hdstne CPark	NV	NV	NV	NV	NV	NV	NV	NV	220	180	240	280	500	500	500	500
Pin HEnd & NHrw	NV	NV	NV	NV	NV	NV	NV	NV	300	240	300	500	500	500	500	500
Pin Green & Stan	NV	NV	NV	NV	140	60	200	260	500	500	500	500	500	500	500	500
Hrw Hill	NV	NV	NV	NV	260	220	400	500	500	500	500	500	500	500	500	500

**Table 6.8.2: Site type 4 - maximum viable rates of CIL (£s per square metre)**

Area	Existing use: Offices (higher)				Existing use: Offices (lower)				Existing use: Warehousing/ storage				Existing use: community buildings			
	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%
Affordable hsg %																
S Harrow	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	240	180	240	280
Hrw Wld Wldstne	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	400	260	300	500
Hrw Hdstne CPark	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	100	500	500	500	500
Pin HEnd & NHrw	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	100	180	500	500	500	500
Pin Green & Stan	NV	NV	NV	NV	NV	NV	NV	NV	300	260	500	500	500	500	500	500
Hrw Hill	NV	NV	NV	NV	NV	NV	NV	80	500	500	500	500	500	500	500	500

<sup>10</sup> NV = Site is not viable before CIL is applied. These results are disregarded for the purpose of recommended CIL rates, as the sites would remain in their current use, unless other (non-CIL related) factors were to change.

**Table 6.8.3: Site type 5 - maximum viable rates of CIL (£s per square metre)**

Area	Existing use: Offices (higher)				Existing use: Offices (lower)				Existing use: Warehousing/ storage				Existing use: community buildings			
	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%
Affordable hsg %	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%
S Harrow	NV	NV	NV	NV	NV	NV	NV	NV	0	NV	60	140	300	240	280	400
Hrw Wld Wldstne	NV	NV	NV	NV	NV	NV	NV	NV	140	60	160	220	500	400	500	500
Hrw Hdstne CPark	NV	NV	NV	NV	NV	NV	NV	60	260	200	260	300	500	500	500	500
Pin HEnd & NHrw	NV	NV	NV	NV	NV	NV	0	160	500	280	500	500	500	500	500	500
Pin Green & Stan	NV	NV	NV	80	280	240	300	500	500	500	500	500	500	500	500	500
Hrw Hill	NV	NV	100	220	500	500	500	500	500	500	500	500	500	500	500	500

**Table 6.8.4: Site type 6 - maximum viable rates of CIL (£s per square metre)**

Area	Existing use: Offices (higher)				Existing use: Offices (lower)				Existing use: Warehousing/ storage				Existing use: community buildings			
	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%
Affordable hsg %	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%
S Harrow	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV
Hrw Wld Wldstne	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV
Hrw Hdstne CPark	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	80
Pin HEnd & NHrw	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	0	NV	80	160
Pin Green & Stan	NV	NV	NV	NV	NV	NV	NV	NV	100	NV	140	200	280	240	280	500
Hrw Hill	NV	NV	NV	NV	NV	NV	NV	140	220	160	240	300	500	500	500	500

**Table 6.8.5: Site type 7 - maximum viable rates of CIL (£s per square metre)**

Area	Existing use: Offices (higher)				Existing use: Offices (lower)				Existing use: Warehousing/ storage				Existing use: community buildings			
	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%	40% (AR)	40% (SR)	30%	20%
Affordable hsg %																
S Harrow	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV
Hrw Wld Wldstne	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV
Hrw Hdstne CPark	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV
Pin HEnd & NHrw	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV
Pin Green & Stan	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	0	NV	60	160
Hrw Hill	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	NV	100	160	100	200	240

**Table 6.12.1: Site type 1 - maximum viable rates of CIL<sup>11</sup> (£s per square metre) – sales value inflation of 10% and build cost inflation of 5% (Inflated)**

Area	Existing use: Offices (higher)		Existing use: Offices (lower)		Existing use: Warehousing/ storage		Existing use: community buildings	
	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
Sales values and costs								
S Harrow	NV	NV	NV	NV	180	280	500	500
Hrw Wld Wldstne	NV	NV	NV	NV	260	500	500	500
Hrw Hdstne CPark	NV	NV	NV	120	500	500	500	500
Pin HEnd & NHrw	NV	NV	60	200	500	500	500	500
Pin Green & Stan	NV	NV	300	500	500	500	500	500
Hrw Hill	NV	160	500	500	500	500	500	500

<sup>11</sup> NV = Site is not viable before CIL is applied. These results are disregarded for the purpose of recommended CIL rates, as the sites would remain in their current use, unless other (non-CIL related) factors were to change.

**Table 6.12.2: Site type 2 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%**

Area	Existing use: Offices (higher)		Existing use: Offices (lower)		Existing use: Warehousing/ storage		Existing use: community buildings	
	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
<i>Sales values and costs</i>								
S Harrow	NV	NV	NV	NV	0	140	280	500
Hrw Wld Wldstne	NV	NV	NV	NV	120	200	500	500
Hrw Hdstne CPark	NV	NV	NV	NV	220	300	500	500
Pin HEnd & NHrw	NV	NV	NV	80	280	500	500	500
Pin Green & Stan	NV	NV	200	300	500	500	500	500
Hrw Hill	NV	0	300	500	500	500	500	500

**Table 6.12.3: Site type 3 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%**

Area	Existing use: Offices (higher)		Existing use: Offices (lower)		Existing use: Warehousing/ storage		Existing use: community buildings	
	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
<i>Sales values and costs</i>								
S Harrow	NV	NV	NV	NV	NV	0	300	500
Hrw Wld Wldstne	NV	NV	NV	NV	NV	140	500	500
Hrw Hdstne CPark	NV	NV	NV	NV	180	260	500	500
Pin HEnd & NHrw	NV	NV	NV	NV	240	500	500	500
Pin Green & Stan	NV	NV	60	220	500	500	500	500
Hrw Hill	NV	NV	220	500	500	500	500	500

**Table 6.12.4: Site type 4 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%**

Area	Existing use: Offices (higher)		Existing use: Offices (lower)		Existing use: Warehousing/ storage		Existing use: community buildings	
	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
<i>Sales values and costs</i>								
S Harrow	NV	NV	NV	NV	NV	NV	180	260
Hrw Wld Wldstne	NV	NV	NV	NV	NV	NV	260	500
Hrw Hdstne CPark	NV	NV	NV	NV	NV	NV	500	500
Pin HEnd & NHrw	NV	NV	NV	NV	NV	100	500	500
Pin Green & Stan	NV	NV	NV	NV	260	500	500	500
Hrw Hill	NV	NV	NV	NV	500	500	500	500

**Table 6.12.5: Site type 5 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%**

Area	Existing use: Offices (higher)		Existing use: Offices (lower)		Existing use: Warehousing/ storage		Existing use: community buildings	
	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
<i>Sales values and costs</i>								
S Harrow	NV	NV	NV	NV	NV	60	240	400
Hrw Wld Wldstne	NV	NV	NV	NV	60	180	400	500
Hrw Hdstne CPark	NV	NV	NV	0	200	300	500	500
Pin HEnd & NHrw	NV	NV	NV	500	280	500	500	500
Pin Green & Stan	NV	NV	240	500	500	500	500	500
Hrw Hill	NV	120	500	500	500	500	500	500



**Table 6.12.6: Site type 6 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%**

Area	Existing use: Offices (higher)		Existing use: Offices (lower)		Existing use: Warehousing/ storage		Existing use: community buildings	
	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
<i>Sales values and costs</i>								
S Harrow	NV	NV	NV	NV	NV	NV	NV	NV
Hrw Wld Wldstne	NV	NV	NV	NV	NV	NV	NV	NV
Hrw Hdstne CPark	NV	NV	NV	NV	NV	NV	NV	NV
Pin HEnd & NHrw	NV	NV	NV	NV	NV	NV	NV	0
Pin Green	NV	NV	NV	NV	NV	140	240	300
Hrw Hill	NV	NV	NV	NV	160	260	500	500

**Table 6.12.7: Site type 7 - maximum viable rates of CIL (£s per square metre) – sales value inflation of 10% and build cost inflation of 5%**

Area	Existing use: Offices (higher)		Existing use: Offices (lower)		Existing use: Warehousing/ storage		Existing use: community buildings	
	Current	Inflated	Current	Inflated	Current	Inflated	Current	Inflated
<i>Sales values and costs</i>								
S Harrow	NV	NV	NV	NV	NV	NV	NV	NV
Hrw Wld Wldstne	NV	NV	NV	NV	NV	NV	NV	NV
Hrw Hdstne CPark	NV	NV	NV	NV	NV	NV	NV	NV
Pin HEnd & NHrw	NV	NV	NV	NV	NV	NV	NV	NV
Pin Green & Stan	NV	NV	NV	NV	NV	NV	NV	0
Hrw Hill	NV	NV	NV	NV	NV	NV	100	200

### Suggested CIL rates

- 6.13 Although the results indicate that viability of residential development is currently challenging, it should be possible for rates of CIL to be levied across all areas, subject to allowing for a buffer or margin to address risks to delivery. There are four key risk factors:
- the first is that individual sites might incur exceptional costs (decontamination, difficult ground conditions etc) and as a result the residual land value could fall. Developers will try and reflect such costs in their offer to the landowner, but the extent of any issues is not always fully apparent until the land value is fixed. Where sites have an existing use, an owner will not be prepared to accept a reduction below the value of the current building to accommodate exceptional costs on a redevelopment;
  - Secondly, current use values on individual sites will inevitably vary and will fall somewhere between the values used in our appraisals. As a result, the ability of schemes to absorb high rates of CIL could be adversely affected.
  - Thirdly, sales values could fall or normal build costs could rise over the life of the Charging Schedule, adversely affecting scheme viability; and
  - Fourthly, imposing a high rate of CIL (that vastly exceeds the current levels of Section 106 obligations) in the Council's first Charging Schedule could 'shock' the land market with a consequential risk that land supply falls. This factor has led many charging authorities to seek to limit their CIL rates to around 5% of development costs, or to set their CIL rates so that they are broadly comparable to existing Section 106 contributions<sup>12</sup>.
- 6.14 In arriving at a conclusion on recommended rates, it is necessary to consider the different weight that should be attached to appraisal results tested against each of the four benchmark land values. The appraisals indicate that the residual values generated by residential schemes are unlikely to outperform the value of higher value existing offices. Consequently, these buildings are more likely to remain in their existing use in many parts of the Borough, rather than be redeveloped. The bulk of housing supply is therefore likely to come from sites in lower values uses, where the appraisals indicate that CIL would be absorbed.
- 6.15 It is also important to consider that where a scheme is shown as unviable before the application of CIL, it will be other factors such as sales values and build costs that will need to adjust for the scheme to become viable.
- 6.16 The maximum rates of CIL indicated by our appraisals are outlined below. Given the range of results above, and the risk factors outlined in the previous paragraph, our conclusion is that the rates of CIL that the Council might set – having regard to the range of the results and taking account of viability across the Borough as a whole – should be set at a discount of circa 40% to the maximum rates, as shown in Table 6.16.1.

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<sup>12</sup> For example, Wandsworth Council has adopted this approach in the Vauxhall Nine Elms Opportunity Area, where the existing tariff has been converted into a per square metre CIL rate.

**Table 6.16.1: Maximum and suggested CIL rates**

Area	Maximum CIL indicated by appraisals (£s per sqm)	Maximum CIL, net of Mayoral CIL (£s per sqm)	Suggested CIL after buffer (£s per sqm)
S Harrow	180	145	90
Hrw Wld Wldstne	220	185	110
Hrw Hdstne CPark	260	225	135
Pin HEnd & NHrw	280	245	150
Pin Green	300	265	160
Hrw Hill	400	365	220

- 6.17 The Harrow on the Hill area of the borough is small and the Council may wish to take a view on how much development is likely to come forward there. If the quantum of development is likely to be limited, it would be possible to combine this area with another high value CIL zone (e.g. Pinner Green and Stanmore).
- 6.18 In determining the maximum levels of CIL and the recommended rates above, we have based our assessment on current costs and values only. We have run a set of appraisals that show the impact of an increase in sales values, accompanied by an increase in build costs and a further set of results that show the impact of a fall in sales values (the results are summarised in tables 6.12.1 to 6.12.7 and included in Appendix 2). These appraisals provide an indication of the likely movement in viability that any 'buffer' below the maximum rates would need to accommodate.

### **Assessment – commercial development**

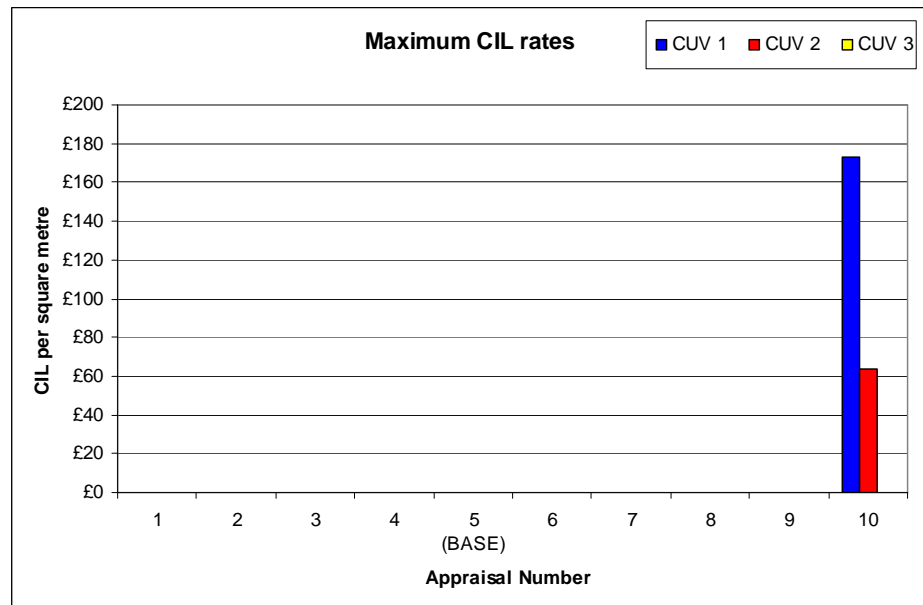
- 6.19 Our appraisals indicate that the potential for commercial schemes to be viably delivered varies between different uses and between areas across the Borough. Retail rents are higher in certain areas and developments might generate sufficient surplus residual value to absorb a CIL. For other types of development, such as offices, there is unlikely to be considerable amounts of net additional floorspace outside the central part of the Borough as rents for new build floorspace are not appreciably higher than rents for existing space.
- 6.20 As noted in section 4, the level of rents that can be achieved for commercial space varies according to exact location; quality of building; and configuration of space. Consequently, our appraisals adopt a 'base' position based on average rents for each type of development and show the results of appraisals with lower and higher rents. This analysis will enable the Council to consider the robustness of potential CIL charges on commercial uses, including the impact that changes in rents might have on viability.

### **Office development**

- 6.21 The results of our office appraisals in the Harrow area indicate that the rent levels are significantly higher than in the rest of the Borough (circa £20 to £28 per sq ft, compared to circa £15 per sq ft elsewhere).

- 6.22 The 'base' scenario in our appraisals indicates that CIL cannot be levied. Only at the higher end of the range of rents that have been identified as being achievable in the Harrow market are able to generate a surplus that would support a maximum CIL charge of £173 to £0 per square metre (with the amount being determined by the current use value). However, a very small shift in the yield or rent would reduce the range of potential rates to £0 per square metre.

**Chart 6.21.1: Office development (Harrow)**

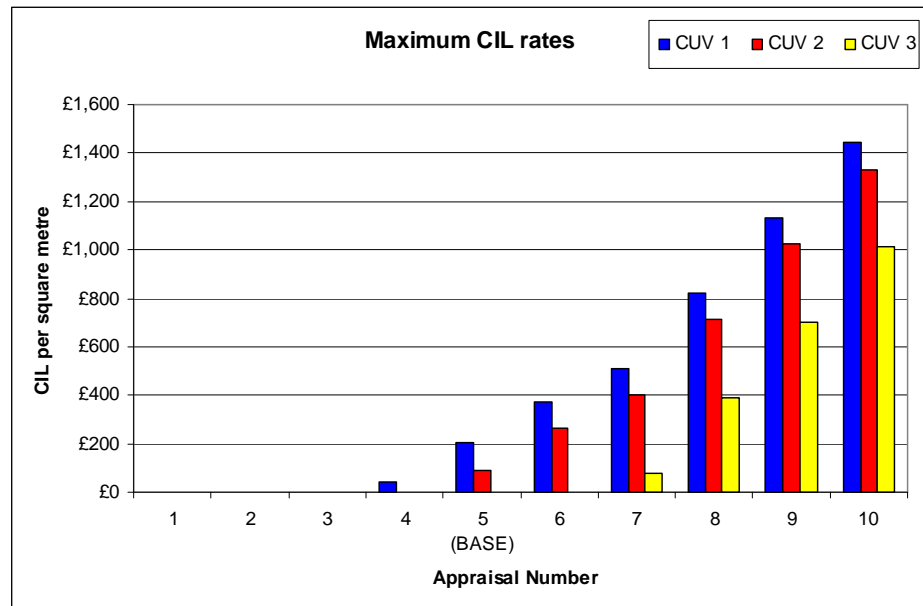


- 6.23 In light of the above findings, office developments are unlikely to be viable, unless rents increase significantly over the life of the Charging Schedule. Given the context of over supply of offices in the Borough, long term demand for offices outside Harrow is likely to be weak and it is therefore unlikely that any significant level of office development will come forward.

**Retail development - Harrow, Pinner, Wealdstone and Stanmore**

- 6.24 The existing 'high street' retail market in the Borough is predominantly characterised by district centres arranged in traditional high street form with the exception of Harrow which benefits from two covered shopping centres. Consequently, a significant proportion of development activity involves recycling existing retail floorspace, rather than additional space, however we note that there is retail development planned as part of the regeneration/intensification of Harrow and Wealdstone growth corridor. None the less for the most part, retail development would generate little net additional floorspace that would be chargeable for CIL.
- 6.25 Furthermore, development of new retail floorspace on existing retail sites is unlikely to generate significant surpluses that could fund CIL. This is because rents for new build floorspace are only slightly higher than rents for existing floorspace. Chart 6.25.1 summarises the retail development appraisals in Harrow, Pinner, Wealdstone and Stanmore. Although the chart indicates that a CIL could be levied at a high rate against two of the current use values (£201 and £ per square metre), these rates would fall as a result of changes in rents and/or yields. Any rate of CIL on retail would need to be set to reflect these downside risks.

**Chart 6.25.1: Viable levels of CIL on high street retail development**



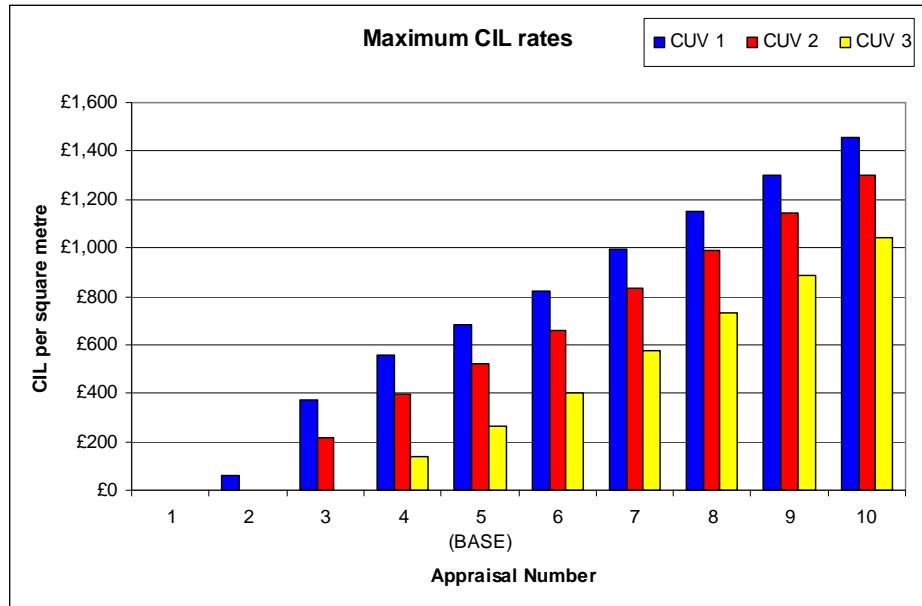
#### **Retail development – elsewhere in the Borough**

- 6.26 Elsewhere in the Borough, rents for retail floorspace are lower, typically circa £15 per sq ft. Consequently, it is unlikely that retail development will be sufficiently viable to attract significant interest from developers at the current time. Our appraisals indicate that it is unlikely that CIL could be levied on retail outside Harrow, Pinner, Wealdstone and Stanmore.

#### **Retail warehouse development**

- 6.27 The retail warehousing/superstore market in the Borough is particularly buoyant attracting rents of circa £20 per sq ft and as such could absorb a CIL without adversely affecting viability of development (see Chart 6.27.1). At this base rent, a CIL of between £265 to £862 per square metre could be levied. However, the level of CIL falls significantly as a result of small changes in rents and yields. A significant buffer below these rates would mitigate this impact. This would suggest a CIL of around £100 per square metre.

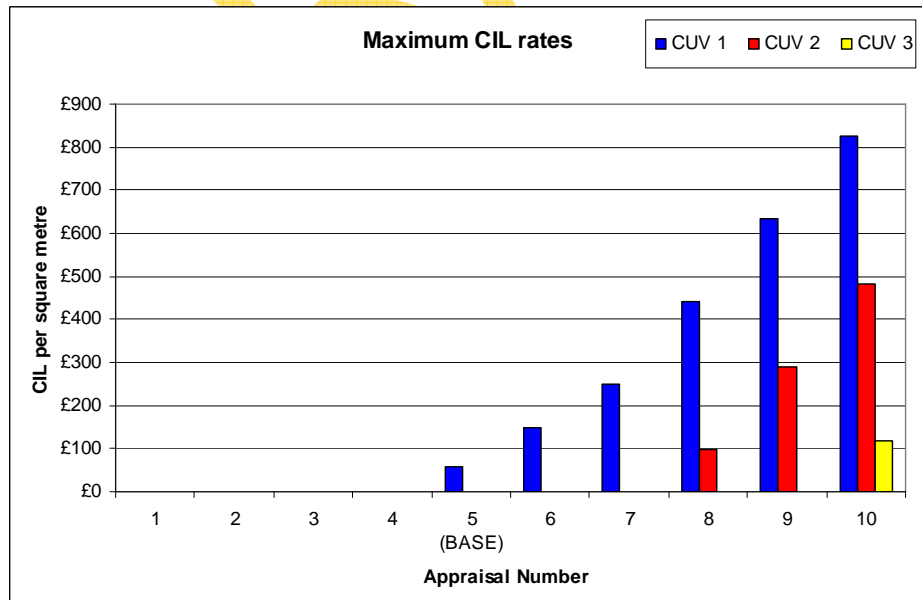
**6.27.1 Out of retail warehousing/superstore**



**Industrial and warehouse development**

6.28 Our appraisals of industrial development indicate that residual values are likely to be too low to absorb any level of CIL above the existing Mayoral CIL requirement of £35 per square metre. A considerable increase in new build industrial rents would be required before any CIL could be absorbed (see Chart 6.28.1).

**Chart 6.28.1: Industrial development**



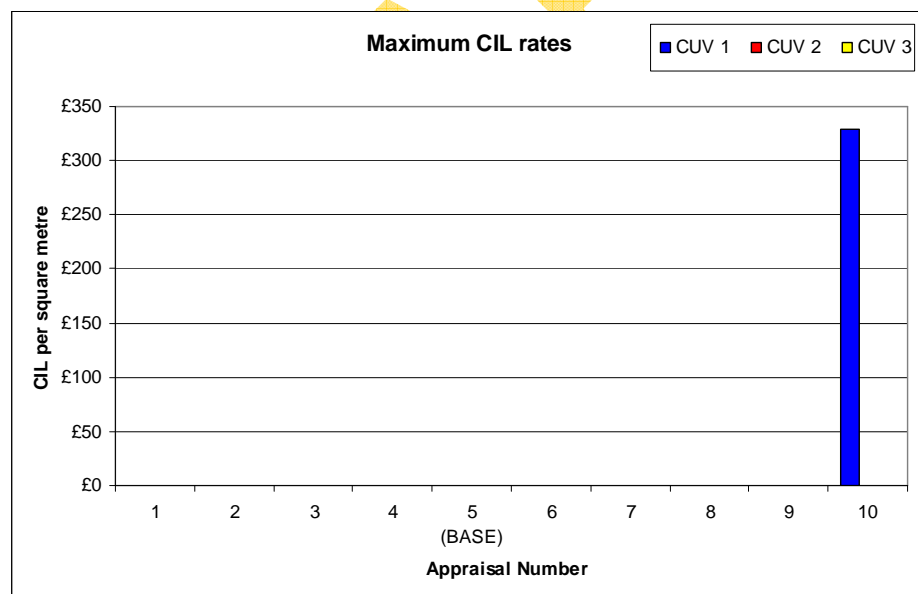
### Student Housing

- 6.29 Rents for student housing in the Borough are not dissimilar from schemes in other non central London boroughs (circa £150 per week for a single ensuite room). Our appraisal (attached as Appendix 3) indicates that student housing schemes could generate a CIL contribution of up to £116 per square metre, inclusive of Mayoral CIL.
- 6.30 Student housing is generally more viable than general residential due to the absence of any requirement to contribute towards affordable housing.

### Hotel development

- 6.31 Our appraisal of hotel development is attached at Appendix 3. This indicates that at current values, this type of development cannot.
- 6.32 There is little evidence of significant activity in hotel development in the Borough. As a consequence, we have also considered evidence of capital values from other adjacent boroughs. Capital values for completed hotel rooms are in the region of £61,000. At this capital value, hotel developments are unlikely to generate significant residual land values and could therefore not absorb a CIL above Mayoral CIL (see Chart 6.32.1). Our appraisal is attached at Appendix 3.

**Chart 6.32.1: Hotel development**



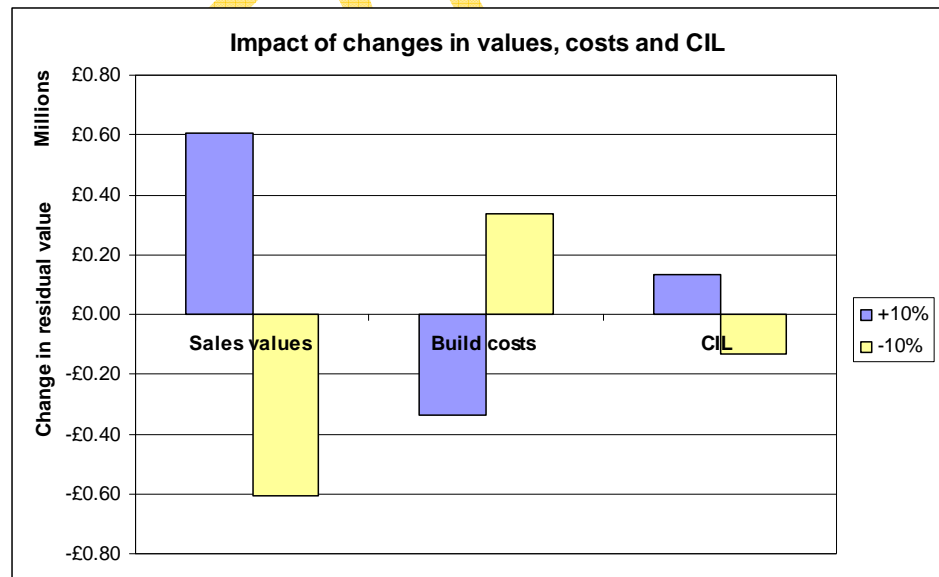
### D1 and D2 floorspace development

- 6.33 D1 and D2 floorspace typically includes uses that do not accommodate revenue generating operations, such as schools, health centres, museums and places of worship. Other uses that do generate an income stream (such as swimming pools) have operating costs that are far higher than the income and require public subsidy. Many D1 uses will be infrastructure themselves, which CIL will help to provide. It is therefore unlikely that D1 and D2 uses will be capable of generating any contribution towards CIL.

## 7 Conclusions and recommendations

- 7.1 The results of our analysis indicate a degree of variation in viability of development in terms of different uses. In light of these variations, two options are available to the Council under the CIL regulations. Firstly, the Council could set a single CIL rate across the Borough, having regard to the least viable types of development and least viable locations. This option would suggest the adoption of the ‘lowest common denominator’, with sites that could have provided a greater contribution towards infrastructure requirements not doing so. In other words, the Council could be securing the benefit of simplicity at the expense of potential income foregone that could otherwise have funded infrastructure. Secondly, the Council has the option of setting different rates for different types of development and different areas. The results of our study point firmly towards the second option as our recommended route, particularly for residential development.
- 7.2 We have also referred to the results of development appraisals as being highly dependent upon the inputs, which will vary significantly between individual developments. In the main, the imposition of CIL is not *the* critical factor in determining whether a scheme is viable or not (with the relationship between scheme value, costs and land value benchmarks being far more important). This is evidenced by the very marginal differences between the ‘pre’ and ‘post’ CIL residential appraisals shown in the charts in Section 6. This point is also illustrated in Chart 7.2.1 below, which compares the impact on the residual value of a scheme of a 10% increase and decrease in sales values and a 10% increase and decrease in build costs to a £100 per sq metre change in CIL.

**Chart 7.2.1: Impact of changing levels of CIL in context of other factors**



- 7.3 Given CIL’s nature as a fixed tariff, it is important that the Council selects rates that are not on the limit of viability. This is particularly important for commercial floorspace, where the Council does not have the ability to ‘flex’ other planning obligations to absorb site-specific viability issues. In contrast, the Council could in principle set higher rates for residential schemes as the level of affordable housing could be adjusted in the case of marginally viable



schemes. However, this approach runs the risk of frustrating one of the Council's other key objectives of delivering affordable housing. Consequently, sensitive CIL rate setting for residential schemes is also vital.

7.4 Our recommendations on levels of CIL are therefore summarised as follows:

- The results of this study are reflective of current market conditions, which are likely to improve over the medium term. It is therefore important that the Council keeps the viability situation under review so that levels of CIL can be adjusted to reflect any future changes.
- The ability of **residential schemes** to make CIL contributions varies depending on area and the current use of the site. Having regard to these variations, residential schemes should be able to absorb a **maximum** CIL rate of between £180 to £400 per square metre. CLG guidance requires that charging authorities do not set their CIL at the margins of viability. Other authorities have set their rates at a discount to the maximum rate, with discounts ranging from circa 30% to 50%. Taking a broad view across our appraisals, the maximum rates suggested are as follows):

**Table 7.4.1: Proposed CIL rates – residential**

Area	Maximum CIL indicated by appraisals (£s per sqm)	Maximum CIL, net of Mayoral CIL (£s per sqm)	Suggested CIL after buffer (£s per sqm)
S Harrow	180	145	90
Hrw Wld Wldstne	220	185	110
Hrw Hdstne CPark	260	225	135
Pin HEnd & NHrw	280	245	150
Pin Green	300	265	160
Hrw Hill	400	365	220

- Whilst the maximum rates are higher than the proposed rates, the buffer will help to mitigate a number of risk factors (primarily the potentially adverse impact on land supply of setting the rates at a high level and 'shocking' the market). However, there is no prescribed percentage buffer and this is entirely a matter for the Charging Authority's judgement.
- High quality **office development** on sites in Harrow have the potential to generate some value based on higher rents, however, this is sensitive to small shifts in rents and yields and given the current context of over supply in the Borough our base appraisal indicates that no CIL could be levied. At current rent levels, office development elsewhere in the Borough is unlikely to come forward in the short to medium term as the capital values generated are insufficient to cover development costs. We therefore recommend that the Council sets a nil rate for office development in the Borough.
- Residual values generated by **Retail developments** are somewhat higher than current use values in certain areas. However, to a degree retail development will involve the re-use of existing retail space, so the differential in value between current and newly developed space is modest in areas where rents are low. Our appraisals indicate that the development of new retail space in Harrow, Pinner, Wealdstone and Stanmore is sufficiently viable to absorb CIL. We recommend a rate of

£100 per square metre, which will allow for a substantial buffer below the maximum rate.

- **Retail warehouse** and similar developments are viable throughout the Borough and could also absorb a CIL contribution. Allowing a buffer below the maximum rates indicated by our appraisals, we would recommend a rate of £100 per square metre.
- Our appraisals of developments of **industrial and warehousing** floorspace indicate that these uses are unlikely to generate positive residual land values. We therefore recommend a zero rate for industrial floorspace.
- **Student housing** in the Borough generates sufficient surplus residual values to absorb a CIL of up to £116 per square metre. After allowing for a buffer for site-specific factors, we suggest a rate of £55 per square metre (£90 per square metre including mayoral CIL).
- At current values **Hotel developments** are identified as not being able to generate a surplus a maximum CIL and as such we would recommend that the Council sets a nil rate for Hotel use.
- **D1 and D2** uses often do not generate sufficient income streams to cover their costs. Consequently, they require some form of subsidy to operate. This type of facility is very unlikely to be built by the private sector. We therefore suggest that a nil rate of CIL be set for D1 uses.

7.5 The proposed CIL rates are summarised in Table 7.5.1.

**Table 7.5.1: Proposed CIL rates**

Development type	Proposed CIL rate					
	S Harrow	Hrw Wld Wldstne	Hrw Hdstne CPark	Pin HEnd & NHrw	Pin Green & Stan	Hrw Hill
Residential	£90	£110	£135	£150	£160	£220
Student Housing	£55					
Offices	Nil					
Retail	Harrow, Pinner, Wealdstone, Stanmore		Rest of Borough			
	£100		Nil			
Retail warehouse/ superstores	£100					
All other uses	Nil					

7.6 For residential schemes, the application of CIL of is unlikely to be an overriding factor in determining whether or not a scheme is viable. When considered in context of total scheme value, CIL will be a modest amount, typically accounting for between 2 and 3.5% of value (see Table 7.6.1). Some schemes would be unviable even if a zero CIL were adopted. We therefore recommend that the Council pays limited regard to these schemes.

**Table 7.6.1: CIL as a proportion of scheme value and development costs**

Area	Maximum CIL indicated by appraisals (£s per sqm) <sup>13</sup>	Suggested CIL after buffer (£s per sqm)	CIL as % of maximum viable rate	CIL and % of Gross Development Value <sup>14</sup>
S Harrow	180	90	50%	2.13%
Hrw Wld Wldstne	220	110	50%	2.46%
Hrw Hdstne CPark	260	135	52%	2.8%
Pin HEnd & NHrw	280	150	54%	2.96%
Pin Green	300	160	53%	2.74%
Hrw Hill	400	220	55%	3.52%

<sup>13</sup> The percentages for residential schemes are based on the appraisals for site type 6 (mixed houses and flats)

<sup>14</sup> The percentages here assume that CIL is levied on the entire floorspace of the development (except for affordable housing, which benefits from social housing relief) and that there is no deduction for existing floorspace. These percentages therefore represent the worst case scenario.

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## Appendix 1 Private residential sales values

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## Appendix 2 Residential appraisal results

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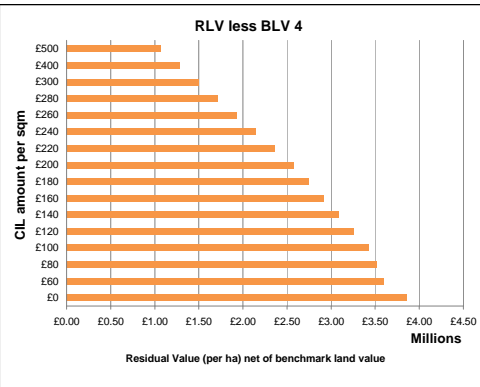
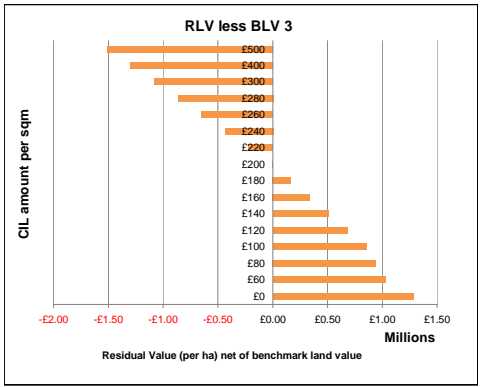
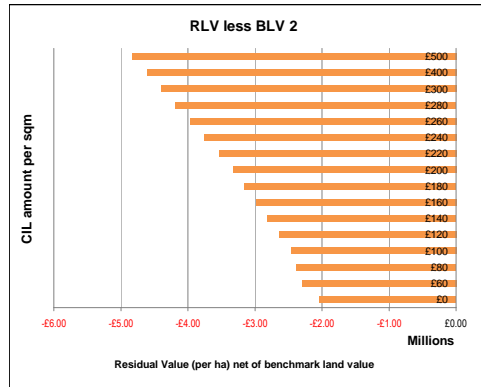
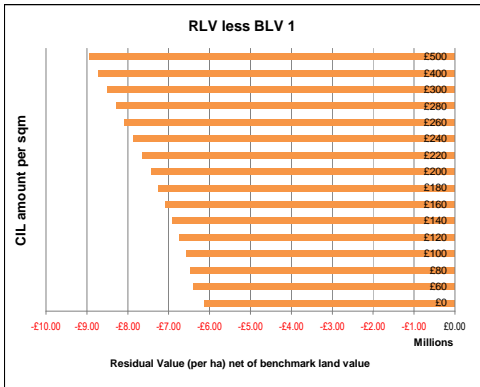
CIL Viability    LB Harrow

SITE TYPE	1	Benchmark Land Values (per net developable ha)			
		BLV1 Offices (higher) £12,240,793	BLV2 Offices (lower) £8,139,284	BLV3 Industrial/WH £4,818,389	BLV4 Community uses £2,242,500
4 UNITS					
FLATS					
50 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH			Sales value inflation	
	4 on private			Build cost inflation	
Aff Hsg:	0%				

**Note on Benchmark land values:**  
 \*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

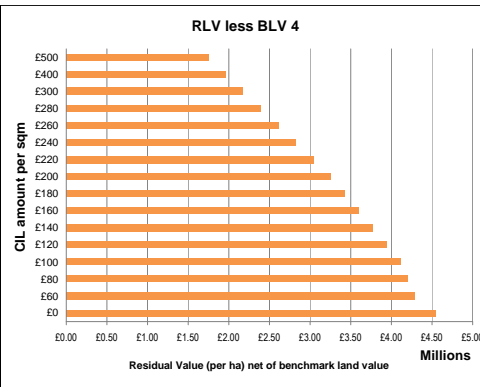
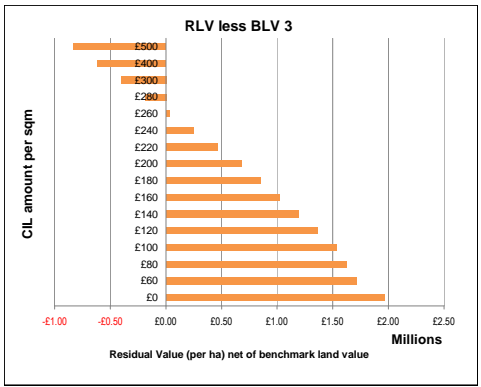
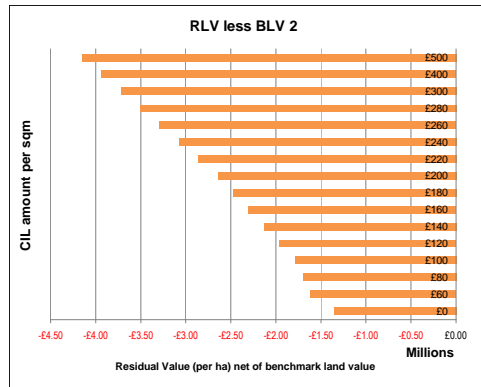
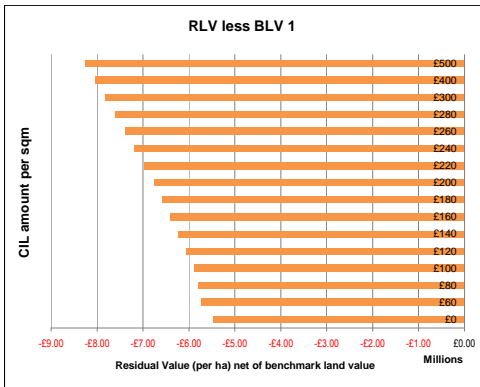
Site type 1 Description: **Area 1    £3552 psm S Harrow**    Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	488,160	6,102,000	6,138,792	2,037,283	1,283,612	3,859,500
60	467,529	5,844,108	6,396,684	2,295,175	1,025,720	3,601,608
80	460,652	5,758,144	6,482,648	2,381,139	939,756	3,515,644
100	453,774	5,672,180	6,568,612	2,467,103	853,792	3,429,680
120	440,020	5,500,252	6,740,540	2,639,032	681,864	3,257,752
140	426,266	5,328,324	6,912,469	2,810,960	509,935	3,085,824
160	412,512	5,156,396	7,084,397	2,982,888	338,007	2,913,896
180	398,757	4,984,468	7,256,325	3,154,816	166,079	2,741,968
200	385,003	4,812,540	7,428,253	3,326,744	5,849	2,570,040
220	367,810	4,597,630	7,643,163	3,541,654	220,759	2,355,130
240	350,618	4,382,719	7,858,073	3,756,564	435,669	2,140,219
260	333,425	4,167,809	8,072,983	3,971,474	650,579	1,925,309
280	316,232	3,952,899	8,287,894	4,186,385	865,489	1,710,399
300	299,039	3,737,989	8,502,804	4,401,295	1,080,400	1,495,489
400	281,846	3,523,079	8,717,714	4,616,205	1,295,310	1,280,579
500	264,653	3,308,169	8,932,624	4,831,115	1,510,220	1,065,669



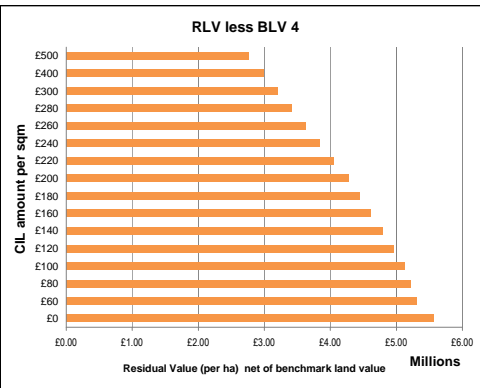
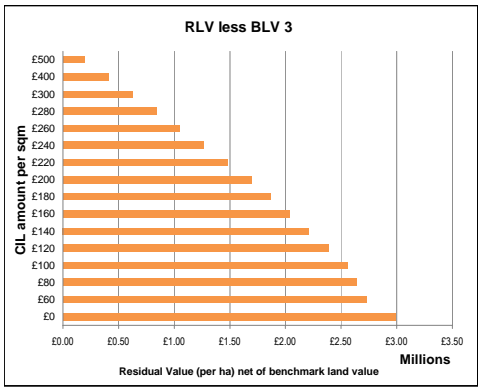
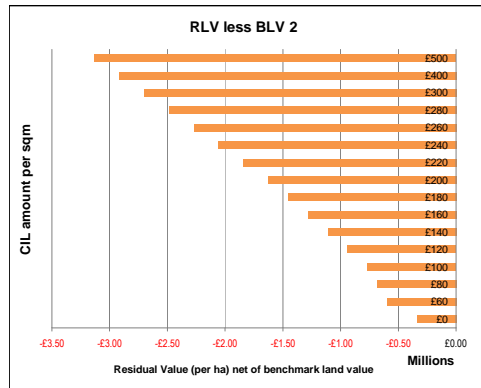
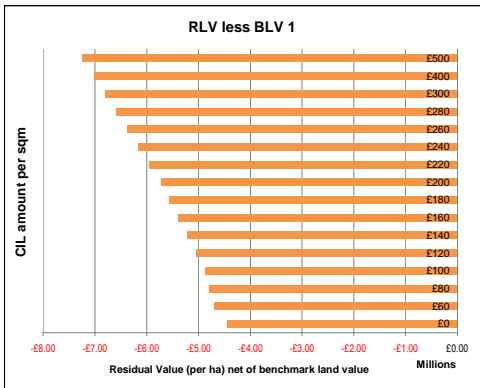
Site type 1 Description: **Area 2    £3767 psm Hrw Wid Wdstne**    Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	542,522	6,781,520	5,459,273	1,357,764	1,963,131	4,539,020
60	521,890	6,523,028	5,717,165	1,615,656	1,705,239	4,281,128
80	515,013	6,437,664	5,803,129	1,701,620	1,619,275	4,195,164
100	508,136	6,351,699	5,889,093	1,787,584	1,533,311	4,109,199
120	494,382	6,179,771	6,061,021	1,959,512	1,361,383	3,937,271
140	480,627	6,007,843	6,232,949	2,131,440	1,189,455	3,765,343
160	466,873	5,835,915	6,404,877	2,303,369	1,017,527	3,593,415
180	453,119	5,663,987	6,576,806	2,475,297	845,598	3,421,487
200	439,365	5,492,059	6,748,734	2,647,225	673,670	3,249,559
220	422,172	5,277,149	6,963,644	2,862,135	458,760	3,034,649
240	404,979	5,062,239	7,178,554	3,077,045	243,850	2,819,739
260	387,786	4,847,328	7,393,464	3,291,955	28,940	2,604,828
280	370,593	4,632,418	7,608,374	3,506,865	185,970	2,389,918
300	353,401	4,417,508	7,823,284	3,721,775	400,880	2,175,008
400	336,208	4,202,598	8,038,195	3,936,686	615,790	1,960,098
500	319,015	3,987,688	8,253,105	4,151,596	830,701	1,745,188



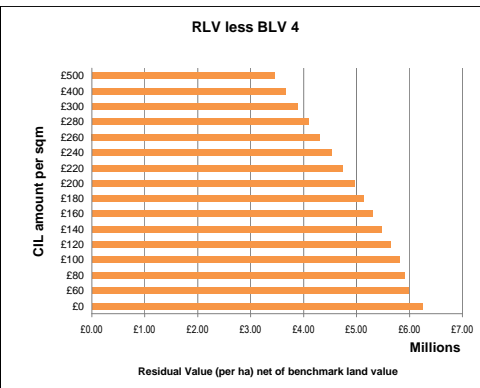
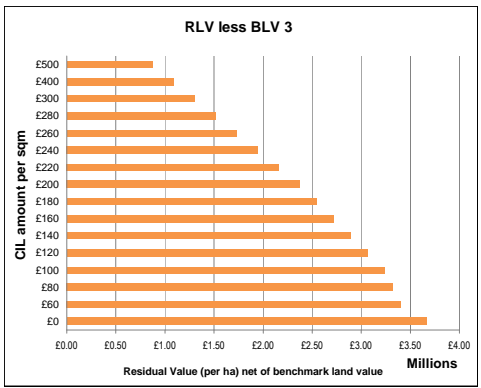
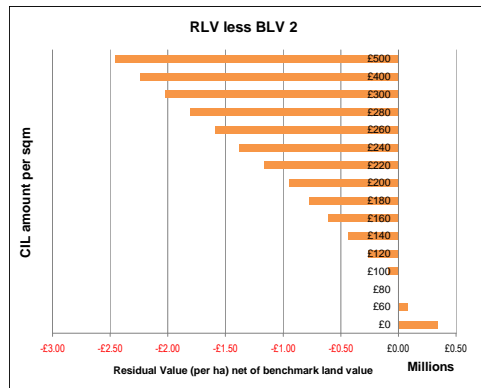
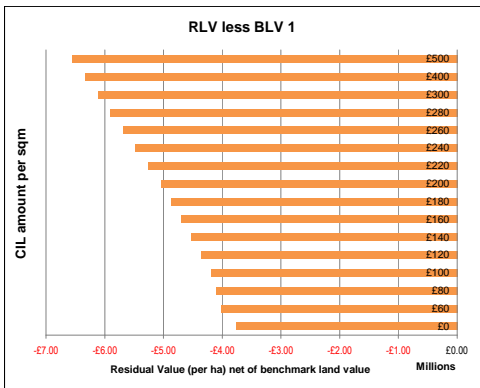
Site type 1 Description: **Area 3    £4090 psm Hrw Hdstne CPark**    Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	624,064	7,800,799	4,439,994	338,485	2,982,410	5,558,299
60	603,433	7,542,907	4,697,886	596,377	2,724,518	5,300,407
80	596,555	7,456,942	4,783,850	682,341	2,638,554	5,214,442
100	589,678	7,370,978	4,869,814	768,305	2,552,590	5,128,478
120	575,924	7,199,050	5,041,742	940,233	2,380,662	4,956,550
140	562,170	7,027,122	5,213,670	1,112,161	2,208,734	4,784,622
160	548,416	6,855,194	5,385,599	1,284,090	2,036,806	4,612,694
180	534,661	6,683,266	5,557,527	1,456,018	1,864,877	4,440,766
200	520,907	6,511,338	5,729,455	1,627,946	1,692,949	4,268,838
220	503,714	6,296,428	5,944,365	1,842,856	1,478,039	4,053,928
240	486,521	6,081,518	6,159,275	2,057,766	1,263,129	3,839,018
260	469,329	5,866,607	6,374,185	2,272,676	1,048,219	3,624,107
280	452,136	5,651,697	6,589,095	2,487,586	833,309	3,409,197
300	434,943	5,436,787	6,804,005	2,702,497	618,399	3,194,287
400	417,750	5,221,877	7,018,916	2,917,407	403,488	2,979,377
500	400,557	5,006,967	7,233,826	3,132,317	188,578	2,764,467



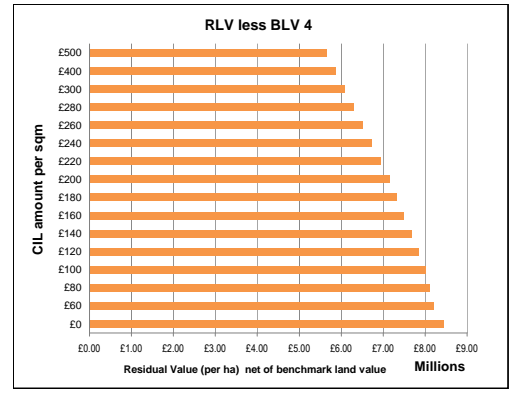
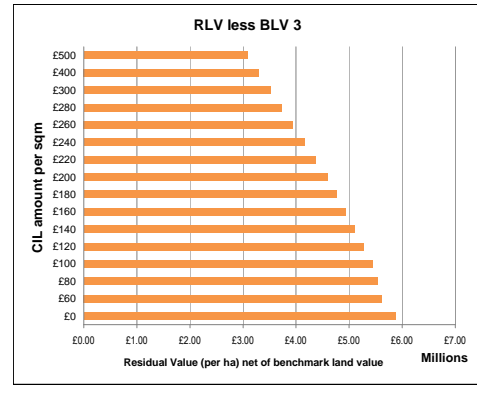
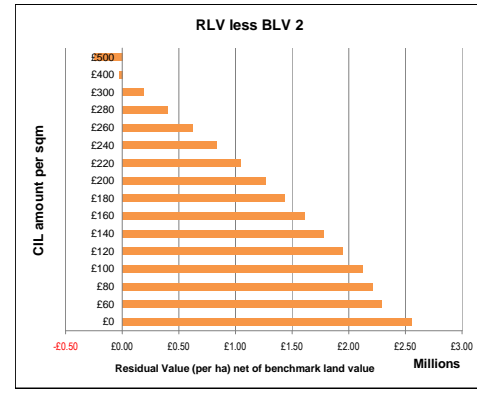
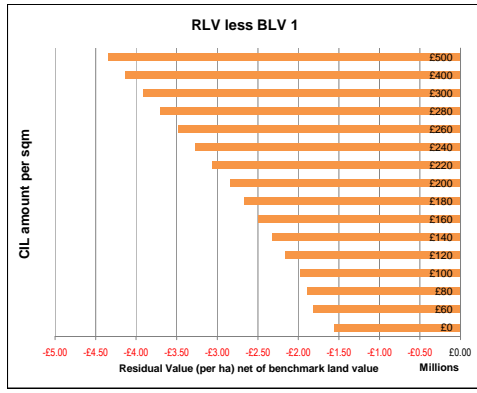
Site type 1 Description: **Area 4    £4306 psm Pin HEnd & Nhrw**    Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	678,425	8,480,318	3,760,475	341,034	3,661,929	6,237,818
60	657,794	8,222,426	4,018,367	83,142	3,404,037	5,979,926
80	650,917	8,136,462	4,104,331	2,822	3,318,073	5,893,962
100	644,040	8,050,498	4,190,295	88,786	3,232,109	5,807,998
120	630,286	7,878,570	4,362,223	260,714	3,060,181	5,636,070
140	616,531	7,706,641	4,534,151	432,642	2,888,253	5,464,141
160	602,777	7,534,713	4,706,079	604,570	2,716,325	5,292,213
180	589,023	7,362,785	4,878,007	776,498	2,544,397	5,120,285
200	575,269	7,190,857	5,049,935	948,427	2,372,469	4,948,357
220	558,076	6,975,947	5,264,846	1,163,337	2,157,558	4,733,447
240	540,883	6,761,037	5,479,756	1,378,247	1,942,648	4,518,537
260	523,690	6,546,127	5,694,666	1,593,157	1,727,738	4,303,627
280	506,497	6,331,217	5,909,576	1,808,067	1,512,828	4,088,717
300	489,305	6,116,306	6,124,486	2,022,977	1,297,918	3,873,806
400	472,112	5,901,396	6,339,396	2,237,887	1,083,008	3,658,896
500	454,919	5,686,486	6,554,306	2,452,798	868,098	3,443,986



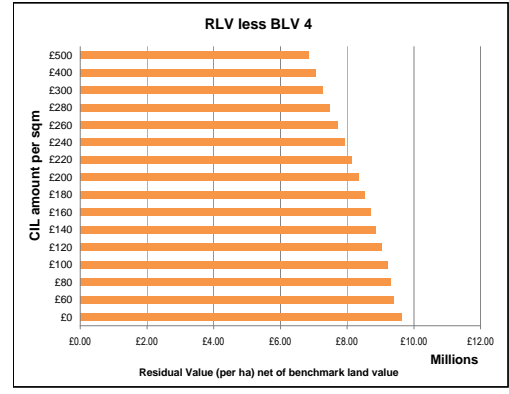
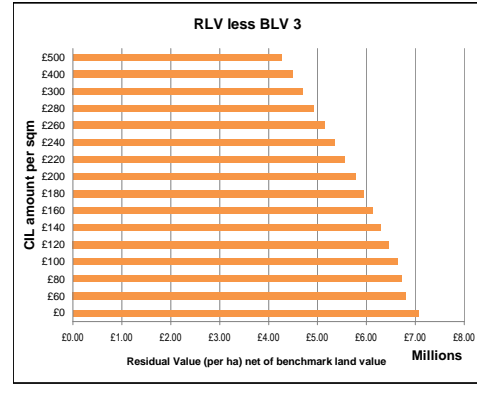
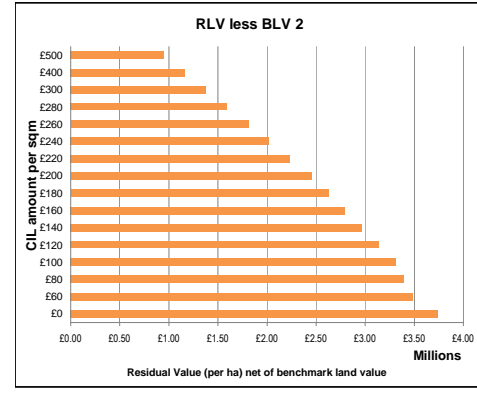
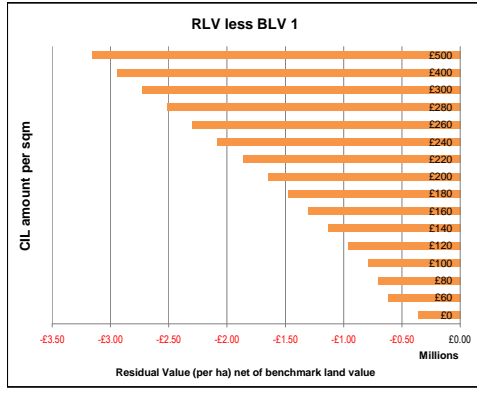
Site type 1 Description: **Area 5 £500 psm Pin Green** Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	855,100	10,688,756	1,552,037	2,549,472	5,870,367	8,446,256
60	834,469	10,430,863	1,809,929	2,291,580	5,612,475	8,188,363
80	827,592	10,344,899	1,895,893	2,205,616	5,526,511	8,102,399
100	820,715	10,258,935	1,981,857	2,119,652	5,440,547	8,016,435
120	806,961	10,087,007	2,153,785	1,947,724	5,268,619	7,844,507
140	793,206	9,915,079	2,325,713	1,775,795	5,096,691	7,672,579
160	779,452	9,743,151	2,497,642	1,603,867	4,924,762	7,500,651
180	765,698	9,571,223	2,669,570	1,431,939	4,752,834	7,328,723
200	751,944	9,399,295	2,841,498	1,260,011	4,580,906	7,156,795
220	738,189	9,227,367	3,013,466	1,088,083	4,408,978	6,984,867
240	724,435	9,055,439	3,185,434	916,155	4,237,050	6,812,939
260	710,681	8,883,511	3,357,402	744,227	4,065,122	6,641,011
280	696,927	8,711,583	3,529,370	572,299	3,893,194	6,469,083
300	683,172	8,539,655	3,701,338	400,371	3,721,266	6,297,155
300	665,980	8,324,744	3,916,049	185,460	3,506,356	6,082,244
400	648,787	8,109,834	4,130,959	29,450	3,291,445	5,867,334
500	631,594	7,894,924	4,345,869	244,360	3,076,535	5,652,424



Site type 1 Description: **Area 6 £5382 psm Hrw Hill** Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	950,233	11,877,914	362,878	3,738,631	7,059,526	9,635,414
60	929,602	11,620,022	620,770	3,480,739	6,801,634	9,377,522
80	922,725	11,534,058	706,734	3,394,774	6,715,670	9,291,558
100	915,848	11,448,094	792,698	3,308,810	6,629,706	9,205,594
120	902,093	11,276,166	964,627	3,136,882	6,457,777	9,033,666
140	888,339	11,104,238	1,136,555	2,964,954	6,285,849	8,861,738
160	874,585	10,932,310	1,306,483	2,793,026	6,113,921	8,689,810
180	860,831	10,760,382	1,480,411	2,621,098	5,941,993	8,517,882
200	847,076	10,588,454	1,652,339	2,449,170	5,770,065	8,345,954
220	829,883	10,373,543	1,867,249	2,234,260	5,555,155	8,131,043
240	812,691	10,158,633	2,082,159	2,019,350	5,340,245	7,916,133
260	795,498	9,943,723	2,297,069	1,804,439	5,125,335	7,701,223
280	778,305	9,728,813	2,511,980	1,589,529	4,910,424	7,486,313
300	761,112	9,513,903	2,726,890	1,374,619	4,695,514	7,271,403
400	743,919	9,298,993	2,941,800	1,159,709	4,480,604	7,056,493
500	726,727	9,084,083	3,156,710	944,799	4,265,694	6,841,583



SITE TYPE	Benchmark Land Values (per net developable ha)			
	BLV1 Offices (higher) £12,240,793	BLV2 Offices (lower) £8,139,284	BLV3 Industrial/WH £4,818,389	BLV4 Community uses £2,242,500

4 UNITS

FLATS

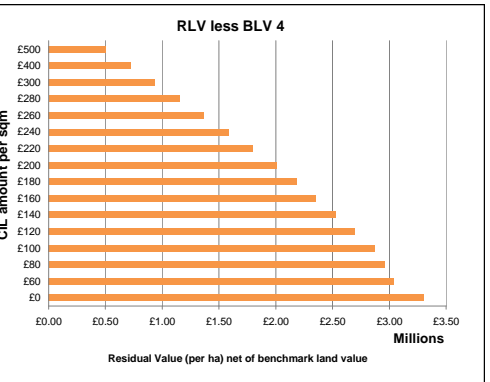
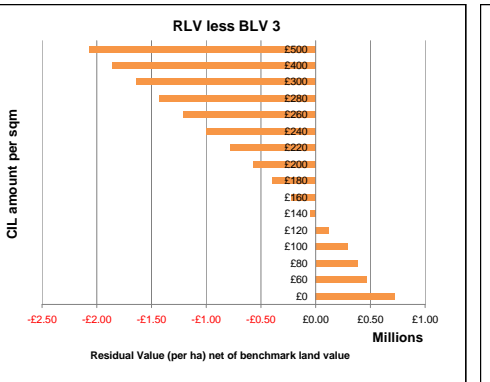
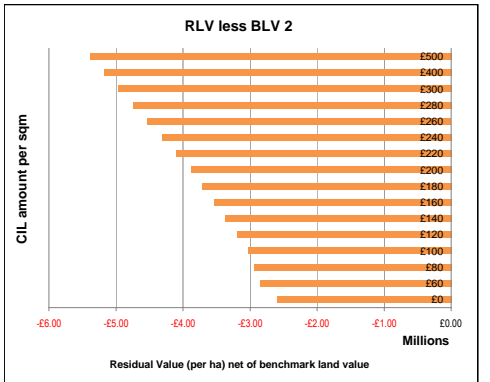
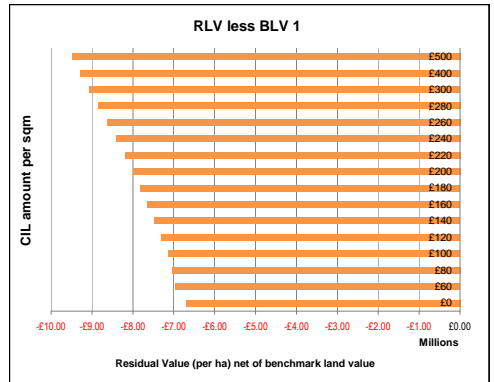
50 UPH Net area as percentage of gross 100%

CSH level:	4 on AH	-5%	Sales value inflation
	4 on private		Build cost inflation
Aff Hsg:	0%		

**Note on Benchmark land values:**  
 "Offices (higher)" uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 "Offices (lower)" uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 "Industrial/WH" uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 "Community uses" - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

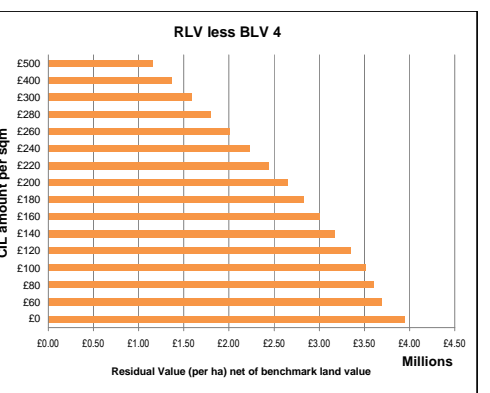
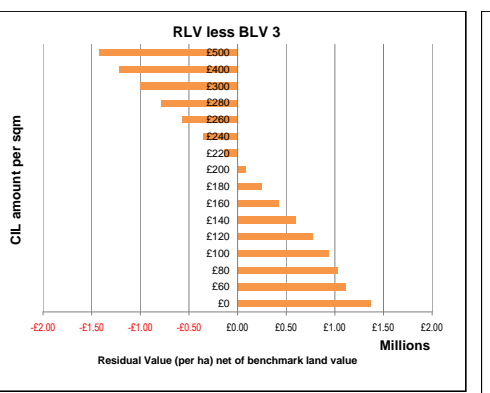
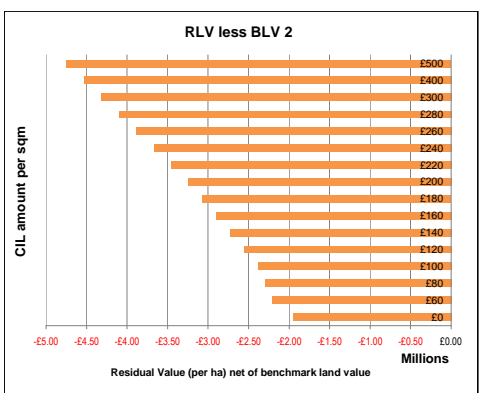
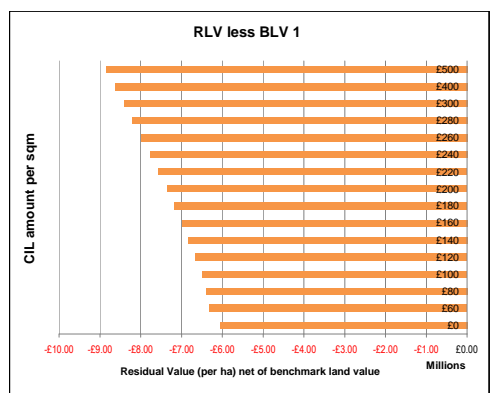
Site type 1 Description:	<b>Area 1</b>	<b>£3552 psm S Harrow</b>	Site area:	0.08 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	443,312	5,541,397	6,699,395	2,597,887	723,009	3,298,897
60	422,680	5,283,505	6,957,288	2,855,779	465,116	3,041,005
80	415,803	5,197,541	7,043,252	2,941,743	379,152	2,955,041
100	408,926	5,111,577	7,129,216	3,027,707	293,188	2,869,077
120	395,172	4,939,649	7,301,144	3,199,635	121,260	2,697,149
140	381,418	4,767,721	7,473,072	3,371,563	-50,668	2,525,221
160	367,663	4,595,792	7,645,000	3,543,491	-222,596	2,353,292
180	353,909	4,423,864	7,816,928	3,715,419	-394,524	2,181,364
200	340,155	4,251,936	7,988,856	3,887,347	-566,452	2,009,436
220	322,962	4,037,026	8,203,766	4,102,258	-781,362	1,794,526
240	305,769	3,822,116	8,418,677	4,317,168	-996,273	1,579,616
260	288,576	3,607,206	8,633,587	4,532,078	-1,211,183	1,364,706
280	271,384	3,392,296	8,848,497	4,746,988	-1,426,093	1,149,796
300	254,191	3,177,386	9,063,407	4,961,898	-1,641,003	934,886
400	236,998	2,962,475	9,278,317	5,176,808	-1,855,913	719,975
500	219,805	2,747,565	9,493,227	5,391,718	-2,070,823	505,065



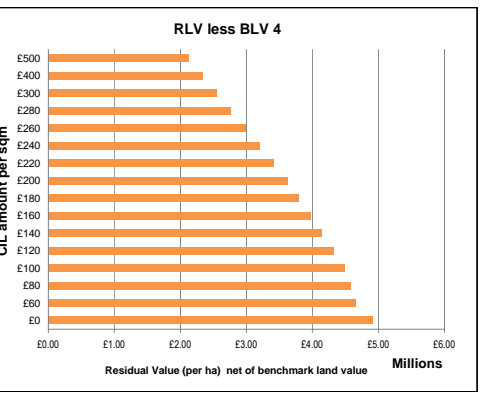
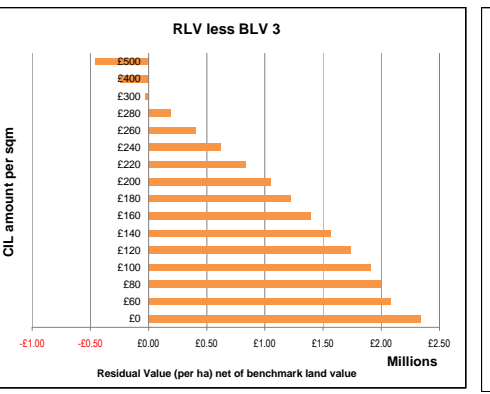
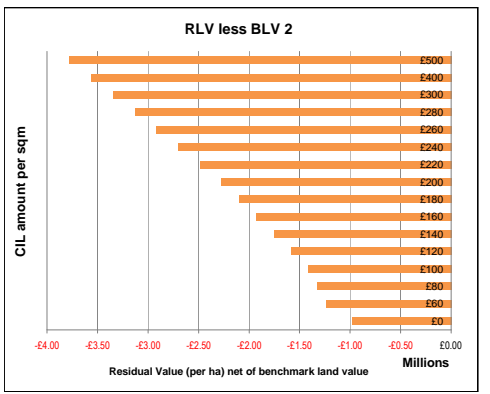
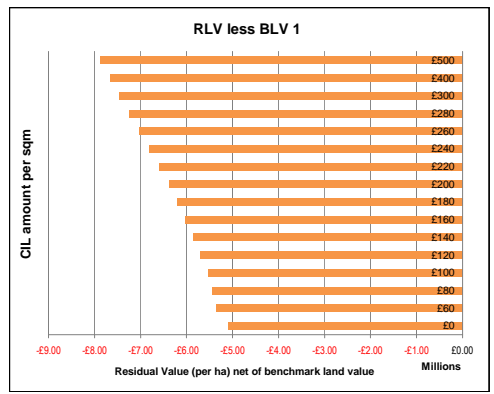
Site type 1 Description:	<b>Area 2</b>	<b>£3767 psm Hrv Wld Widstne</b>	Site area:	0.08 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	494,955	6,186,940	6,053,852	1,952,343	1,368,552	3,944,440
60	474,324	5,929,048	6,311,744	2,210,235	1,110,660	3,686,548
80	467,447	5,843,084	6,397,708	2,296,199	1,024,696	3,600,584
100	460,570	5,757,120	6,483,672	2,382,164	938,732	3,514,620
120	446,815	5,585,192	6,655,601	2,554,092	766,803	3,342,692
140	433,061	5,413,264	6,827,529	2,726,020	594,875	3,170,764
160	419,307	5,241,336	6,999,457	2,897,948	422,947	2,998,836
180	405,553	5,069,408	7,171,385	3,069,876	251,019	2,826,908
200	391,798	4,897,480	7,343,313	3,241,804	79,091	2,654,980
220	374,606	4,682,569	7,558,223	3,456,714	-135,819	2,440,069
240	357,413	4,467,659	7,773,133	3,671,624	-350,729	2,225,159
260	340,220	4,252,749	7,988,043	3,886,535	-565,639	2,010,249
280	323,027	4,037,839	8,202,954	4,101,445	-780,550	1,795,339
300	305,834	3,822,929	8,417,864	4,316,355	-995,460	1,580,429
400	288,641	3,608,019	8,632,774	4,531,265	-1,210,370	1,365,519
500	271,449	3,393,109	8,847,684	4,746,175	-1,425,280	1,150,609



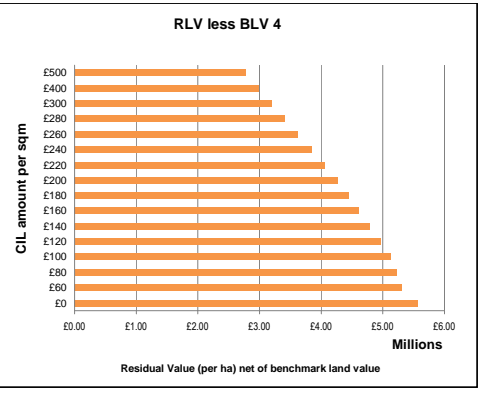
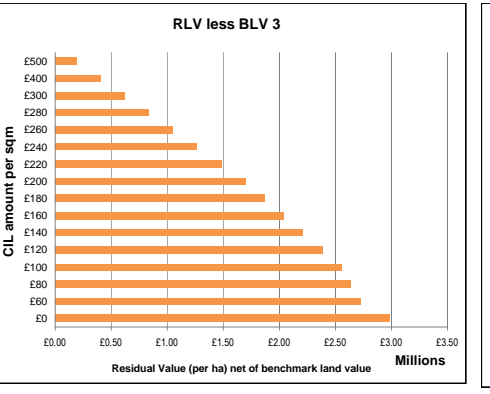
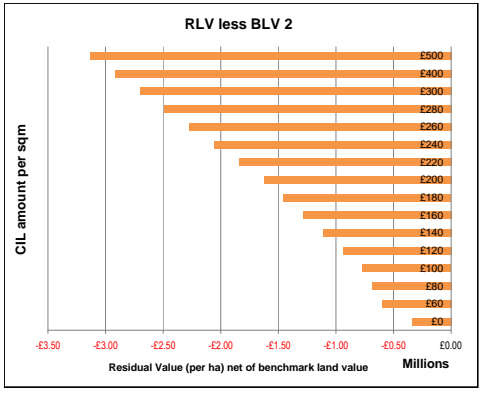
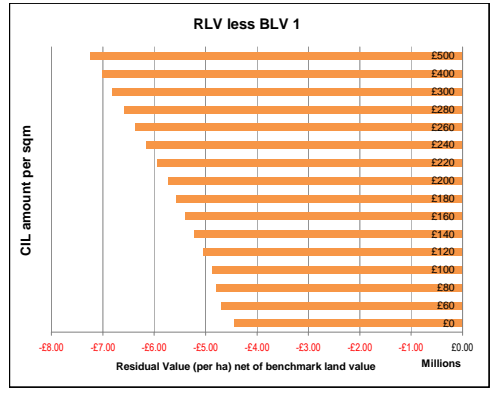
Site type 1 Description:	<b>Area 3</b>	<b>£4090 psm Hrv Hdstne CPark</b>	Site area:	0.08 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	572,420	7,155,255	5,085,537	984,028	2,336,867	4,912,755
60	551,789	6,897,363	5,343,429	1,241,920	2,078,975	4,654,863
80	544,912	6,811,399	5,429,393	1,327,885	1,993,011	4,568,899
100	538,035	6,725,435	5,515,357	1,413,849	1,907,047	4,482,935
120	524,281	6,553,507	5,687,286	1,585,777	1,735,118	4,311,007
140	510,526	6,381,579	5,859,214	1,757,705	1,563,190	4,139,079
160	496,772	6,209,651	6,031,142	1,929,633	1,391,262	3,967,151
180	483,018	6,037,723	6,203,070	2,101,561	1,219,334	3,795,223
200	469,264	5,865,795	6,374,998	2,273,489	1,047,406	3,623,295
220	452,071	5,650,884	6,589,908	2,488,399	832,496	3,408,384
240	434,878	5,435,974	6,804,818	2,703,309	617,586	3,193,474
260	417,685	5,221,064	7,019,728	2,918,220	402,676	2,978,564
280	400,492	5,006,154	7,234,639	3,133,130	187,765	2,763,654
300	383,300	4,791,244	7,449,549	3,348,040	-27,145	2,548,744
400	366,107	4,576,334	7,664,459	3,562,950	-242,055	2,333,834
500	348,914	4,361,424	7,879,369	3,777,860	-456,965	2,118,924



Site type 1 Description:	<b>Area 4</b>	<b>£4306 psm Pin HEnd &amp; NHrv</b>	Site area:	0.08 ha
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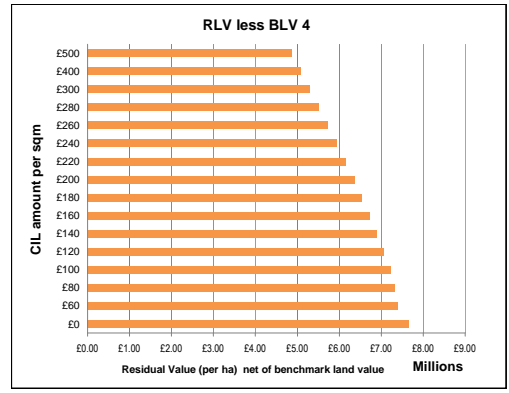
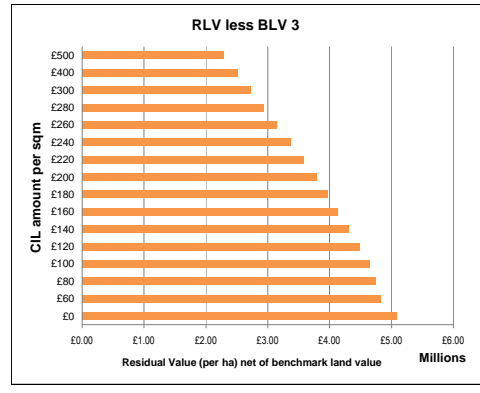
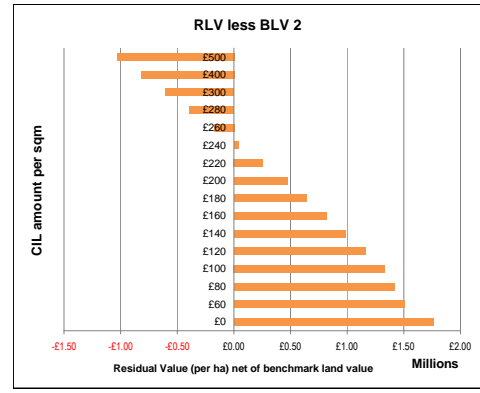
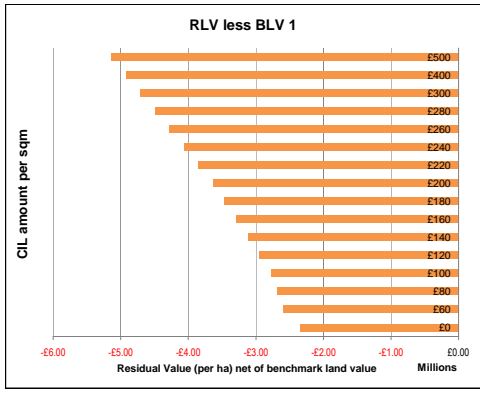
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	624,064	7,800,799	4,439,994	338,485	2,982,410	5,568,299
60	603,433	7,542,907	4,697,886	596,377	2,724,518	5,300,407
80	596,555	7,456,942	4,783,850	682,341	2,638,554	5,214,442
100	589,678	7,370,978	4,869,814	768,305	2,552,590	5,128,478
120	575,924	7,199,050	5,041,742	940,233	2,380,662	4,956,550
140	562,170	7,027,122	5,213,670	1,112,161	2,208,734	4,784,622
160	548,416	6,855,194	5,385,599	1,284,090	2,036,806	4,612,694
180	534,661	6,683,266	5,557,527	1,456,018	1,864,877	4,440,766
200	520,907	6,511,338	5,729,455	1,627,946	1,692,949	4,268,838
220	503,714	6,296,428	5,944,365	1,842,856	1,478,039	4,053,928
240	486,521	6,081,518	6,159,275	2,057,766	1,263,129	3,839,018
260	469,329	5,866,607	6,374,185	2,272,676	1,048,219	3,624,107
280	452,136	5,651,697	6,589,095	2,487,586	833,309	3,409,197
300	434,943	5,436,787	6,804,005	2,702,497	618,399	3,194,287
400	417,750	5,221,877	7,018,915	2,917,407	403,488	2,979,377
500	400,557	5,006,967	7,233,826	3,132,317	188,578	2,764,467





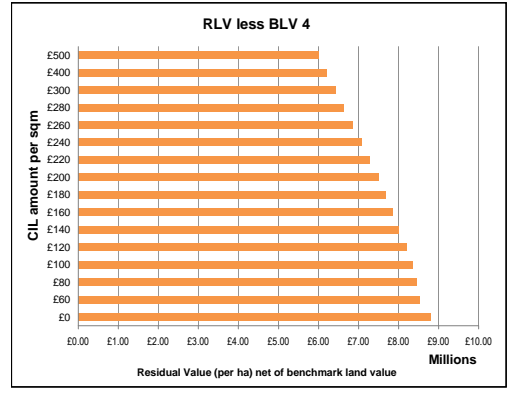
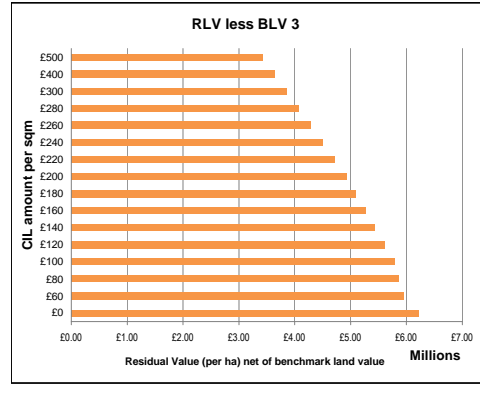
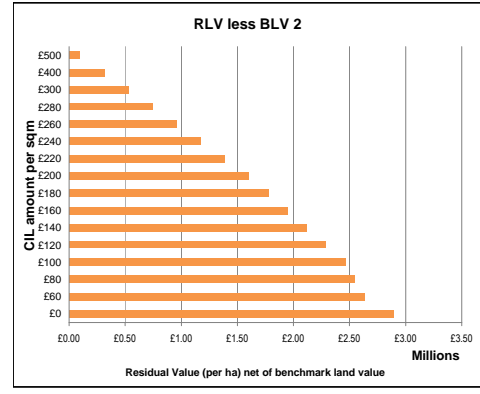
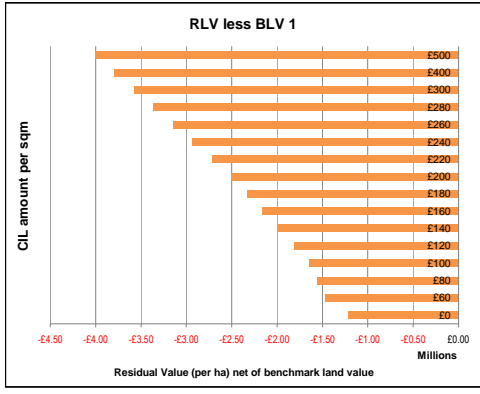
Site type 1 Description: **Area 5** £5005 psm Pin Green Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	791,905	9,898,814	2,341,978	1,759,531	5,080,426	7,656,314
60	771,274	9,640,922	2,599,870	1,501,639	4,822,534	7,398,422
80	764,397	9,554,958	2,685,834	1,415,675	4,736,570	7,312,458
100	757,520	9,468,994	2,771,798	1,329,711	4,650,606	7,226,494
120	743,765	9,297,066	2,943,727	1,157,782	4,478,678	7,054,566
140	730,011	9,125,138	3,115,655	985,854	4,306,749	6,882,638
160	716,257	8,953,210	3,287,583	813,926	4,134,821	6,710,710
180	702,503	8,781,282	3,459,511	641,998	3,962,893	6,538,782
200	688,748	8,609,354	3,631,439	470,070	3,790,965	6,366,854
220	671,555	8,394,443	3,846,349	255,160	3,576,055	6,151,943
240	654,363	8,179,533	4,061,259	40,250	3,361,145	5,937,033
260	637,170	7,964,623	4,276,169	174,660	3,146,235	5,722,123
280	619,977	7,749,713	4,491,080	389,571	2,931,324	5,507,213
300	602,784	7,534,803	4,705,990	604,481	2,716,414	5,292,303
400	585,591	7,319,893	4,920,900	819,391	2,501,504	5,077,393
500	568,399	7,104,983	5,135,810	1,034,301	2,286,594	4,862,483



Site type 1 Description: **Area 6** £5382 psm Hrw Hill Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	882,281	11,028,515	1,212,277	2,889,232	6,210,127	8,786,015
60	861,650	10,770,623	1,470,169	2,631,339	5,952,235	8,528,123
80	854,773	10,684,659	1,556,134	2,545,375	5,866,270	8,442,159
100	847,896	10,598,695	1,642,098	2,459,411	5,780,306	8,356,195
120	834,141	10,426,767	1,814,028	2,287,483	5,608,378	8,184,267
140	820,387	10,254,839	1,985,954	2,115,555	5,436,450	8,012,339
160	806,633	10,082,911	2,157,882	1,943,627	5,264,522	7,840,411
180	792,879	9,910,983	2,329,810	1,771,699	5,092,594	7,668,483
200	779,124	9,739,054	2,501,738	1,599,771	4,920,666	7,496,554
220	761,932	9,524,144	2,716,648	1,384,861	4,705,756	7,281,644
240	744,739	9,309,234	2,931,558	1,169,950	4,490,846	7,066,734
260	727,546	9,094,324	3,146,469	955,040	4,275,935	6,851,824
280	710,353	8,879,414	3,361,379	740,130	4,061,025	6,636,914
300	693,160	8,664,504	3,576,289	525,220	3,846,115	6,422,004
400	675,967	8,449,594	3,791,199	310,310	3,631,205	6,207,094
500	658,775	8,234,683	4,006,109	95,400	3,416,295	5,992,183



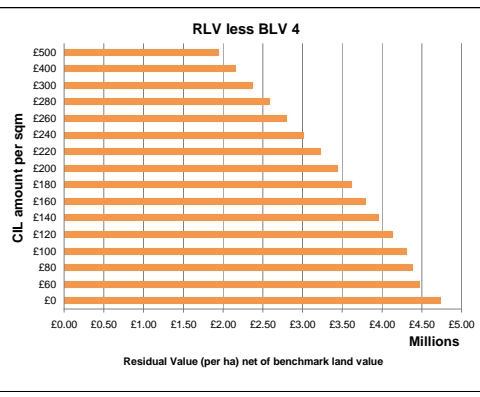
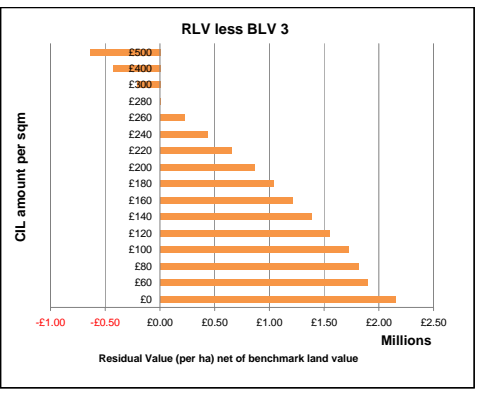
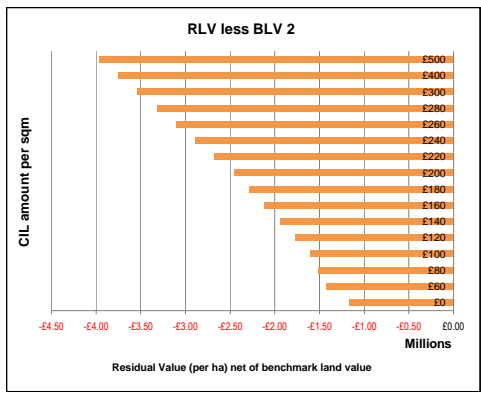
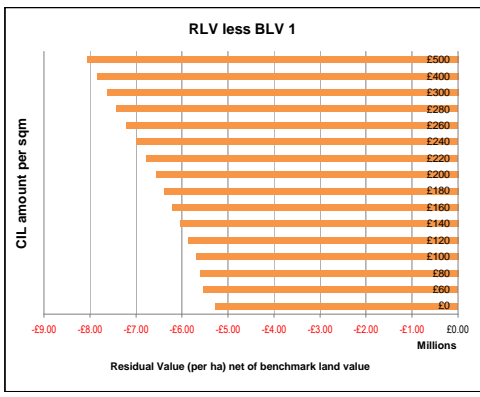
CIL Viability LB Harrow Benchmark Land Values (per net developable ha)

SITE TYPE	1	BLV1	BLV2	BLV3	BLV4
4 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
FLATS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
50 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	10%	Sales value inflation		
	4 on private	5%	Build cost inflation		
Aff Hsg:	0%				

**Note on Benchmark land values:**  
 \*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses" - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

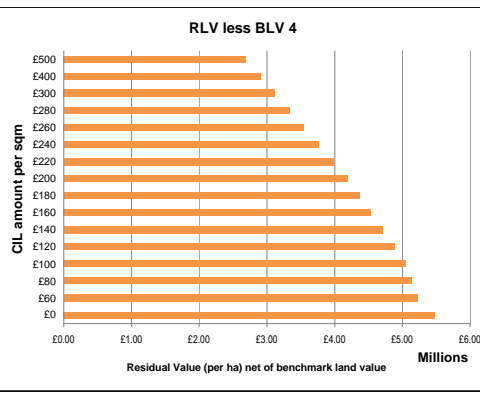
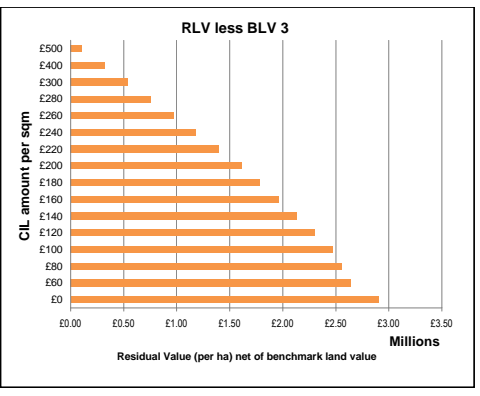
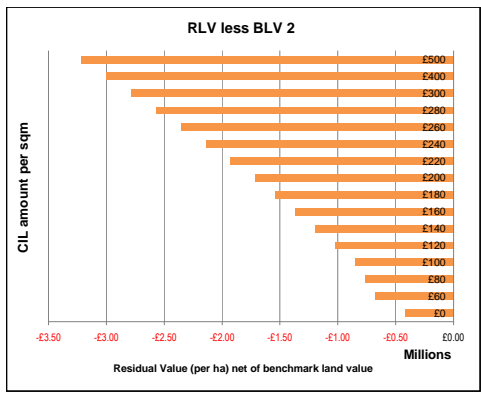
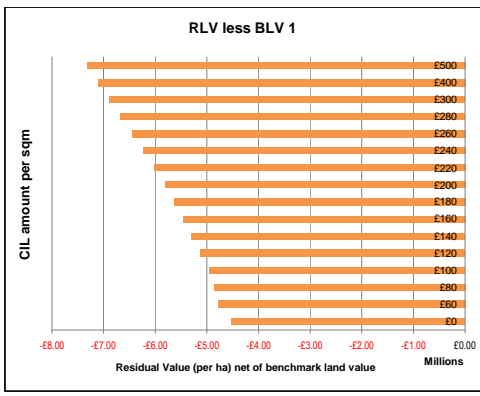
Site type 1 Description: **Area 1** £3552 psm S Harrow Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	557,704	6,971,306	- 5,269,487	- 1,167,978	2,152,917	4,728,806
60	537,073	6,713,414	- 5,527,379	- 1,425,870	1,895,025	4,470,914
80	530,196	6,627,450	- 5,613,343	- 1,511,834	1,809,061	4,384,950
100	523,319	6,541,486	- 5,699,307	- 1,597,798	1,723,097	4,298,986
120	509,565	6,369,557	- 5,871,235	- 1,769,726	1,551,169	4,127,057
140	495,810	6,197,629	- 6,043,163	- 1,941,654	1,379,241	3,955,129
160	482,056	6,025,701	- 6,215,091	- 2,113,582	1,207,313	3,783,201
180	468,302	5,853,773	- 6,387,019	- 2,285,511	1,035,385	3,611,273
200	454,548	5,681,845	- 6,558,948	- 2,457,439	863,456	3,439,345
220	437,355	5,466,935	- 6,773,858	- 2,672,349	648,546	3,224,435
240	420,162	5,252,025	- 6,988,768	- 2,887,259	433,636	3,009,525
260	402,969	5,037,115	- 7,203,678	- 3,102,169	218,726	2,794,615
280	385,776	4,822,204	- 7,418,588	- 3,317,079	3,816	2,579,704
300	368,584	4,607,294	- 7,633,498	- 3,531,989	- 211,094	2,364,794
400	351,391	4,392,384	- 7,848,408	- 3,746,900	- 426,004	2,149,884
500	334,198	4,177,474	- 8,063,319	- 3,961,810	- 640,915	1,934,974



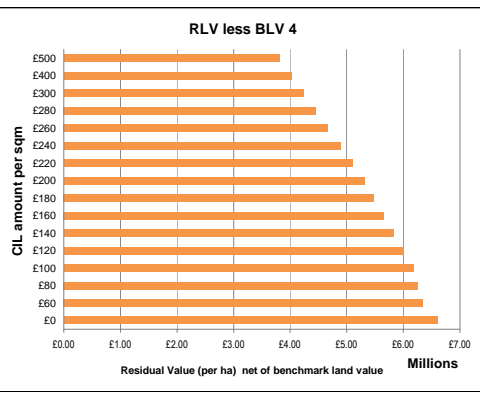
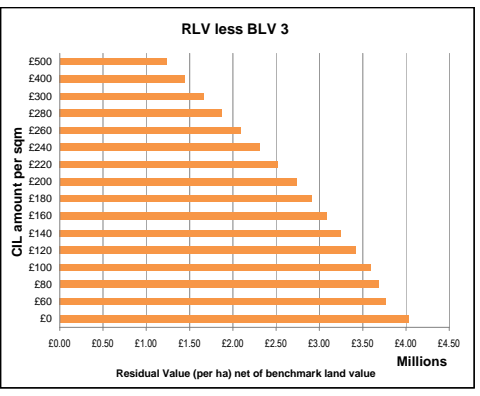
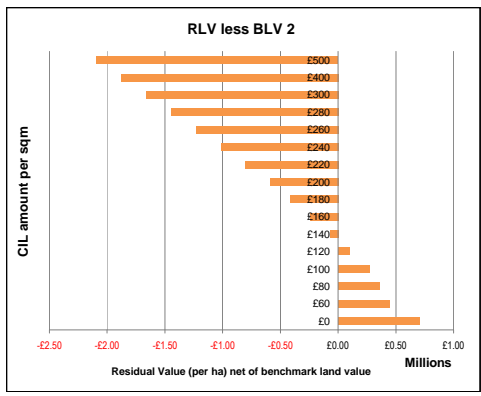
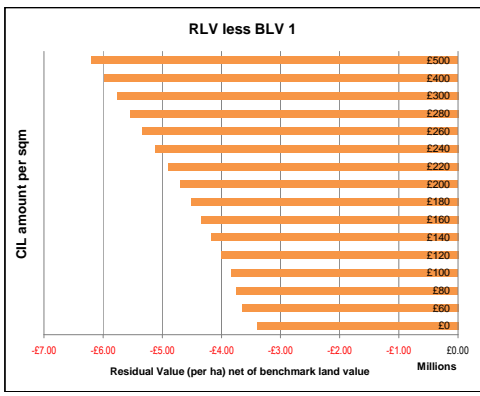
Site type 1 Description: **Area 2** £3767 psm Hrw Wid Wldstne Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	617,502	7,718,777	- 4,522,016	- 420,507	2,900,389	5,476,277
60	596,871	7,460,885	- 4,779,908	- 678,399	2,642,496	5,218,385
80	589,994	7,374,921	- 4,865,872	- 764,363	2,556,532	5,132,421
100	583,117	7,288,957	- 4,951,836	- 850,327	2,470,568	5,046,457
120	569,362	7,117,029	- 5,123,764	- 1,022,255	2,298,640	4,874,529
140	555,608	6,945,101	- 5,295,692	- 1,194,183	2,126,712	4,702,601
160	541,854	6,773,172	- 5,467,620	- 1,366,111	1,954,784	4,530,672
180	528,100	6,601,244	- 5,639,548	- 1,538,039	1,782,856	4,358,744
200	514,345	6,429,316	- 5,811,476	- 1,709,967	1,610,928	4,186,816
220	497,152	6,214,406	- 6,026,387	- 1,924,878	1,396,018	3,971,906
240	479,960	5,999,496	- 6,241,297	- 2,139,788	1,181,107	3,756,996
260	462,767	5,784,586	- 6,456,207	- 2,354,698	966,197	3,542,086
280	445,574	5,569,676	- 6,671,117	- 2,569,608	751,287	3,327,176
300	428,381	5,354,766	- 6,886,027	- 2,784,518	536,377	3,112,266
400	411,188	5,139,856	- 7,100,937	- 2,999,428	321,467	2,897,356
500	393,996	4,924,945	- 7,315,847	- 3,214,338	106,557	2,682,445



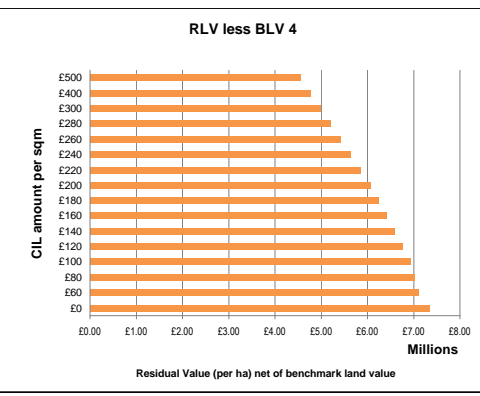
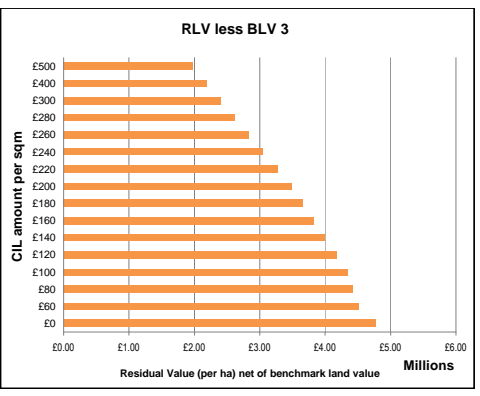
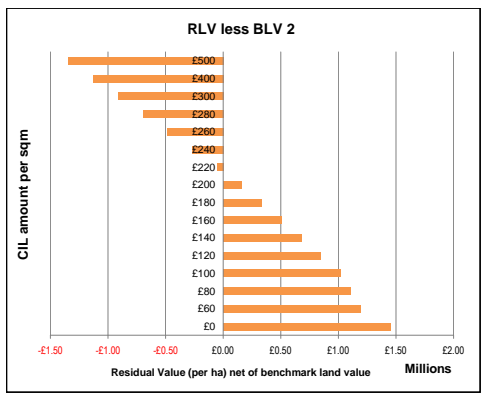
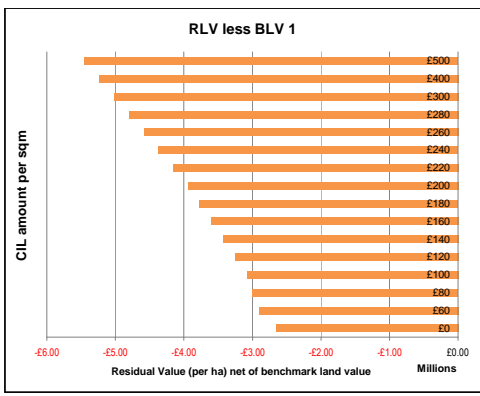
Site type 1 Description: **Area 3** £4090 psm Hrw Hdstne CPark Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	707,199	8,839,984	- 3,400,809	- 700,700	4,021,595	6,597,484
60	686,567	8,582,092	- 3,658,701	- 442,808	3,763,703	6,339,592
80	679,690	8,496,128	- 3,744,665	- 356,844	3,677,739	6,253,628
100	672,813	8,410,164	- 3,830,629	- 270,880	3,591,775	6,167,664
120	659,059	8,238,235	- 4,002,557	- 98,952	3,419,847	5,995,735
140	645,305	8,066,307	- 4,174,485	- 72,976	3,247,919	5,823,807
160	631,550	7,894,379	- 4,346,413	- 244,904	3,075,991	5,651,879
180	617,796	7,722,451	- 4,518,341	- 416,833	2,904,063	5,479,951
200	604,042	7,550,523	- 4,690,270	- 588,761	2,732,134	5,308,023
220	586,849	7,335,613	- 4,905,180	- 803,671	2,517,224	5,093,113
240	569,656	7,120,703	- 5,120,090	- 1,018,581	2,302,314	4,878,203
260	552,463	6,905,793	- 5,335,000	- 1,233,491	2,087,404	4,663,293
280	535,271	6,690,882	- 5,549,910	- 1,448,401	1,872,494	4,448,382
300	518,078	6,475,972	- 5,764,820	- 1,663,311	1,657,584	4,233,472
400	500,885	6,261,062	- 5,979,730	- 1,878,221	1,442,674	4,018,562
500	483,692	6,046,152	- 6,194,641	- 2,093,132	1,227,763	3,803,652



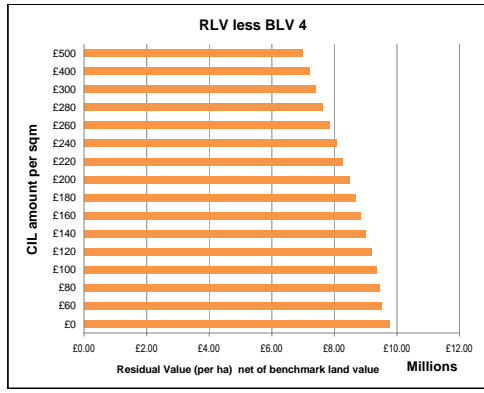
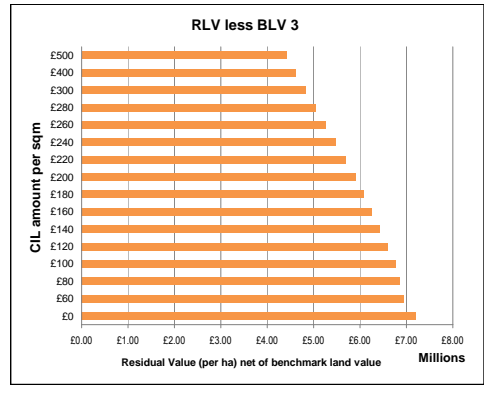
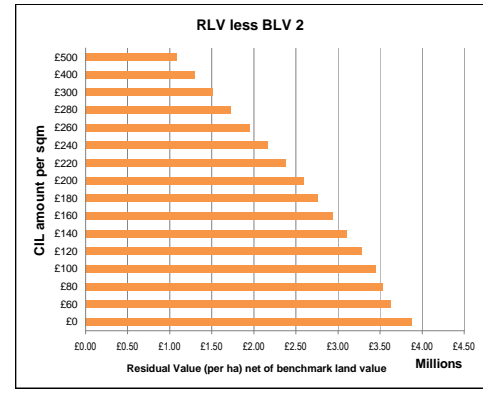
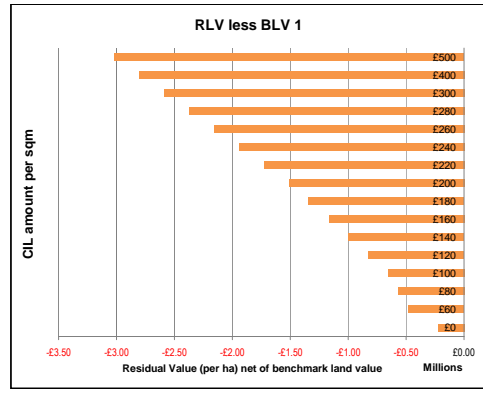
Site type 1 Description: **Area 4** £4396 psm Pin HEnd & NHrw Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	766,996	9,587,455	- 2,653,338	- 1,448,171	4,769,067	7,344,955
60	746,365	9,329,563	- 2,911,230	- 1,190,279	4,511,174	7,087,063
80	739,488	9,243,599	- 2,997,194	- 1,104,315	4,425,210	7,001,099
100	732,611	9,157,635	- 3,083,158	- 1,018,351	4,339,246	6,915,135
120	718,857	8,985,707	- 3,255,086	- 846,423	4,167,318	6,743,207
140	705,102	8,813,779	- 3,427,014	- 674,495	3,995,390	6,571,279
160	691,348	8,641,850	- 3,598,942	- 502,567	3,823,462	6,399,350
180	677,594	8,469,922	- 3,770,870	- 330,639	3,651,534	6,227,422
200	663,840	8,297,994	- 3,942,798	- 158,711	3,479,606	6,055,494
220	646,647	8,083,084	- 4,157,708	- 56,200	3,264,696	5,840,584
240	629,454	7,868,174	- 4,372,619	- 271,110	3,049,786	5,625,674
260	612,261	7,653,264	- 4,587,529	- 48,020	2,834,875	5,410,764
280	595,068	7,438,354	- 4,802,439	- 700,930	2,619,965	5,195,854
300	577,875	7,223,444	- 5,017,349	- 915,840	2,405,055	4,980,944
400	560,683	7,008,533	- 5,232,259	- 1,130,750	2,190,145	4,766,033
500	543,490	6,793,623	- 5,447,169	- 1,345,660	1,975,235	4,551,123



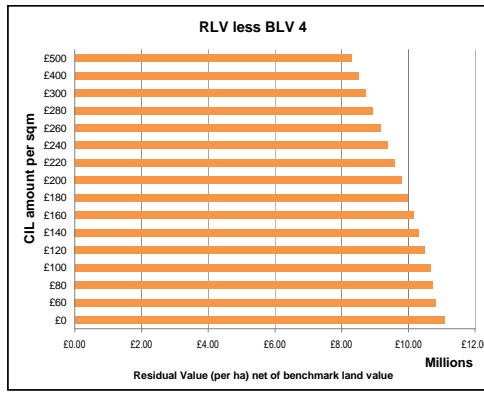
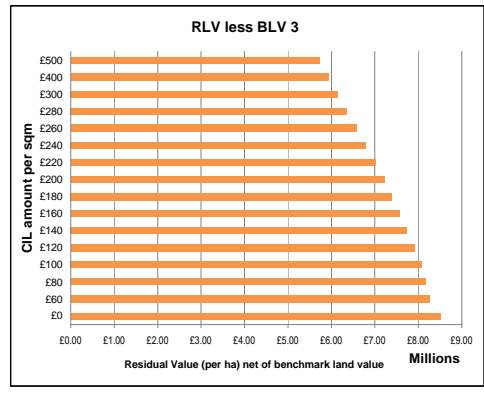
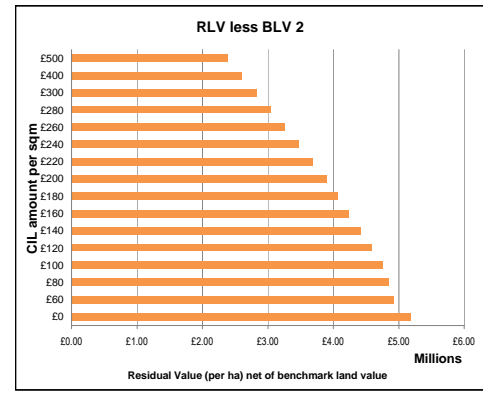
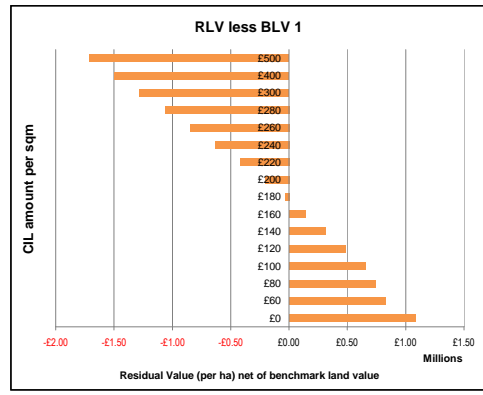
Site type 1 Description: **Area 5 E5005 psm Pin Green** Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	961,339	12,016,736	- 224,056	3,877,453	7,198,348	9,774,236
60	940,708	11,758,844	- 481,948	3,619,561	6,940,456	9,516,344
80	933,830	11,672,880	- 567,912	3,533,597	6,854,492	9,430,380
100	926,953	11,586,916	- 653,876	3,447,633	6,768,528	9,344,416
120	913,199	11,414,988	- 825,804	3,275,704	6,596,600	9,172,488
140	899,445	11,243,060	- 997,733	3,103,776	6,424,671	9,000,560
160	885,691	11,071,132	- 1,169,661	2,931,848	6,252,743	8,828,632
180	871,936	10,899,204	- 1,341,589	2,759,920	6,080,815	8,656,704
200	858,182	10,727,276	- 1,513,517	2,587,992	5,908,887	8,484,776
220	840,989	10,512,366	- 1,728,427	2,373,082	5,693,977	8,269,866
240	823,796	10,297,455	- 1,943,337	2,158,172	5,479,067	8,054,955
260	806,604	10,082,545	- 2,158,247	1,943,262	5,264,157	7,840,045
280	789,411	9,867,635	- 2,373,158	1,728,351	5,049,247	7,625,135
300	772,218	9,652,725	- 2,588,068	1,513,441	4,834,336	7,410,225
400	755,025	9,437,815	- 2,802,978	1,298,531	4,619,426	7,195,315
500	737,832	9,222,905	- 3,017,888	1,083,621	4,404,516	6,980,405



Site type 1 Description: **Area 6 E5382 psm Hrw Hill** Site area: 0.08 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,065,985	13,324,811	1,084,019	5,185,527	8,506,423	11,082,311
60	1,045,354	13,066,919	826,126	4,927,635	8,248,530	10,824,419
80	1,038,476	12,980,955	740,162	4,841,671	8,162,566	10,738,455
100	1,031,599	12,894,991	654,198	4,755,707	8,076,602	10,652,491
120	1,017,845	12,723,063	482,270	4,583,779	7,904,674	10,480,563
140	1,004,091	12,551,135	310,342	4,411,851	7,732,746	10,308,635
160	990,337	12,379,206	138,414	4,239,923	7,560,818	10,136,706
180	976,582	12,207,278	- 33,514	4,067,995	7,388,890	9,964,778
200	962,828	12,035,350	- 205,442	3,896,067	7,216,962	9,792,850
220	945,635	11,820,440	- 420,352	3,681,156	7,002,052	9,577,940
240	928,442	11,605,530	- 635,263	3,466,246	6,787,141	9,363,030
260	911,250	11,390,620	- 850,173	3,251,336	6,572,231	9,148,120
280	894,057	11,175,710	- 1,065,083	3,036,426	6,357,321	8,933,210
300	876,864	10,960,800	- 1,279,993	2,821,516	6,142,411	8,718,300
400	859,671	10,745,889	- 1,494,903	2,606,606	5,927,501	8,503,389
500	842,478	10,530,979	- 1,709,813	2,391,696	5,712,591	8,288,479

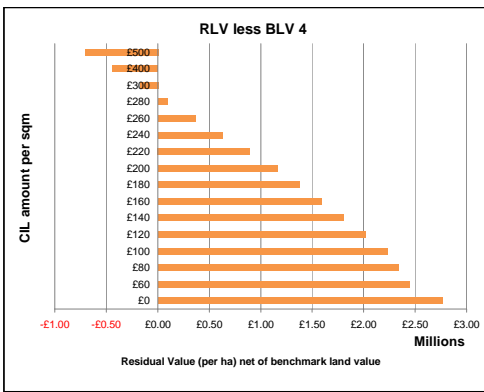
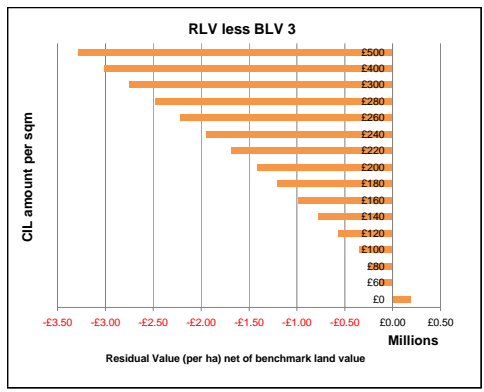
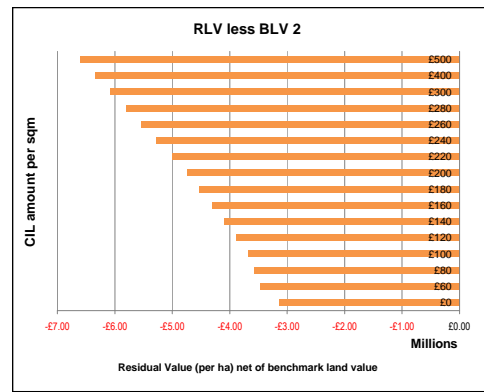
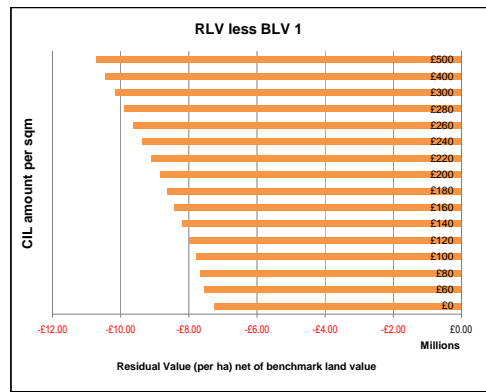


CIL Viability LB Harrow		Benchmark Land Values (per net developable ha)			
SITE TYPE	2	BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
9 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
FLATS					
80 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	Sales value inflation			
	4 on private	Build cost inflation			
Aff Hsg:	0%				

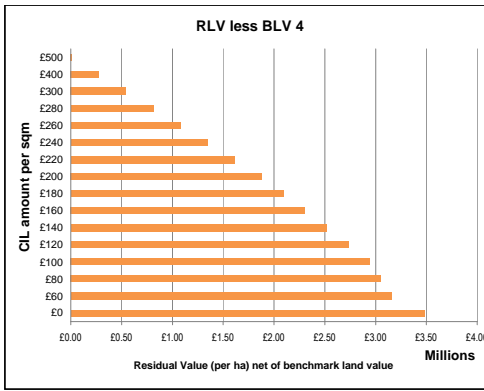
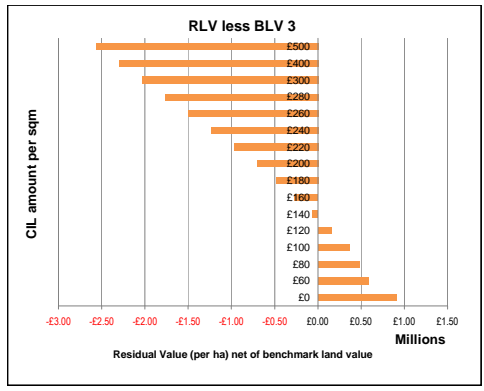
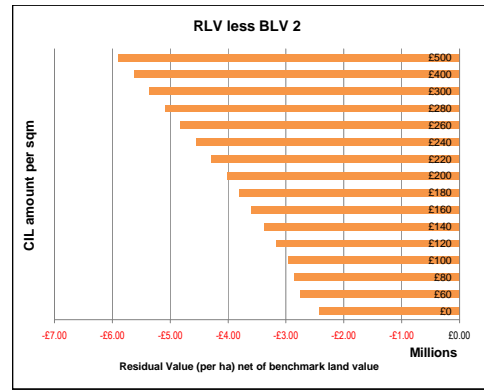
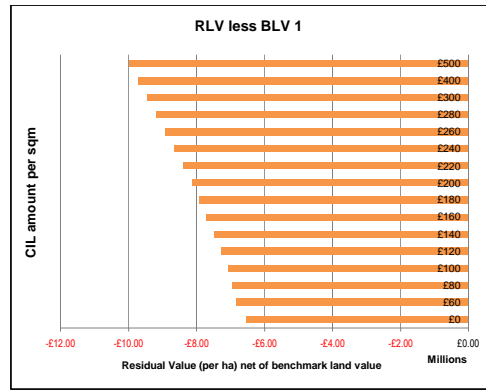
**Note on Benchmark land values:**

- \*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).
- \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).
- \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).
- \*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

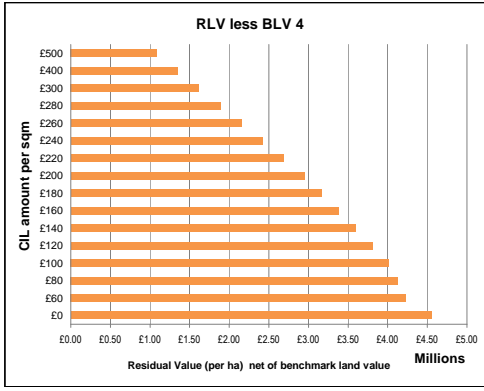
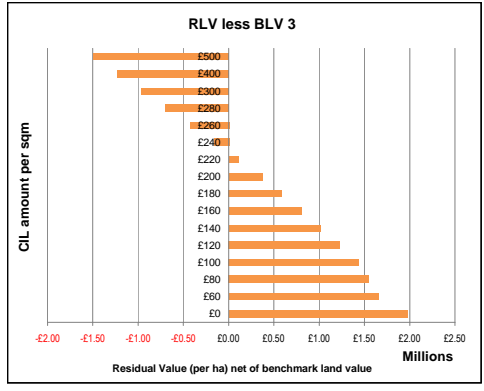
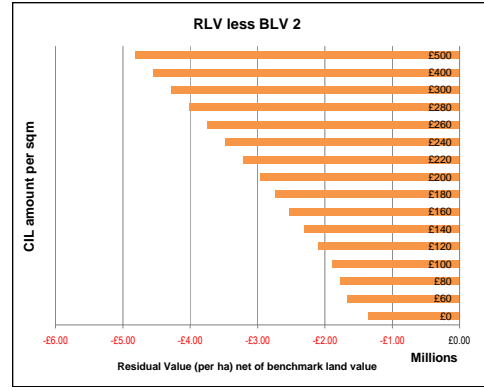
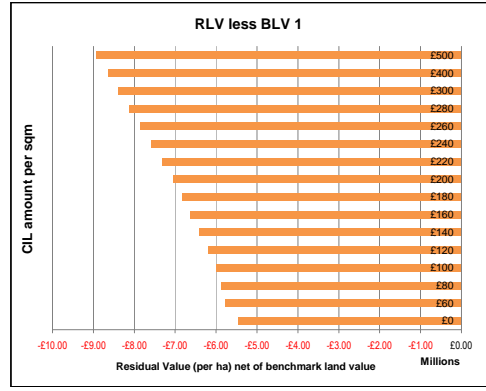
Site type 2	Description:	Area 1	£3552 psm S Harrow	Site area:	0.11 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	562,875	5,003,335	- 7,237,458	- 3,135,949	184,946	2,760,835
60	526,867	4,683,264	- 7,557,528	- 3,456,019	135,124	2,440,764
80	514,865	4,576,574	- 7,664,218	- 3,562,709	241,814	2,334,074
100	502,862	4,469,884	- 7,770,908	- 3,669,399	348,504	2,227,384
120	478,857	4,256,504	- 7,984,288	- 3,882,780	561,884	2,014,004
140	454,851	4,043,124	- 8,197,669	- 4,096,160	775,265	1,800,624
160	430,846	3,829,744	- 8,411,049	- 4,309,540	988,645	1,587,244
180	406,841	3,616,364	- 8,624,429	- 4,522,920	1,202,025	1,373,864
200	382,836	3,402,984	- 8,837,809	- 4,736,300	1,415,405	1,160,484
220	352,829	3,136,259	- 9,104,534	- 5,003,025	1,682,130	893,759
240	322,823	2,869,533	- 9,371,259	- 5,269,750	1,948,855	627,033
260	292,816	2,602,808	- 9,637,984	- 5,536,475	2,215,580	360,308
280	262,809	2,336,083	- 9,904,709	- 5,803,200	2,482,305	93,583
300	232,803	2,069,358	- 10,171,435	- 6,069,926	2,749,031	- 173,142
400	202,796	1,802,633	- 10,438,160	- 6,336,651	3,015,756	- 439,867
500	172,790	1,535,908	- 10,704,885	- 6,603,376	3,282,481	- 706,592



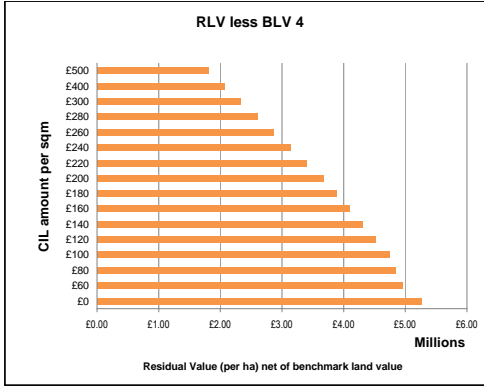
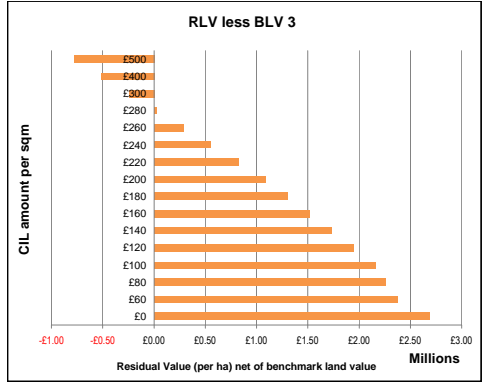
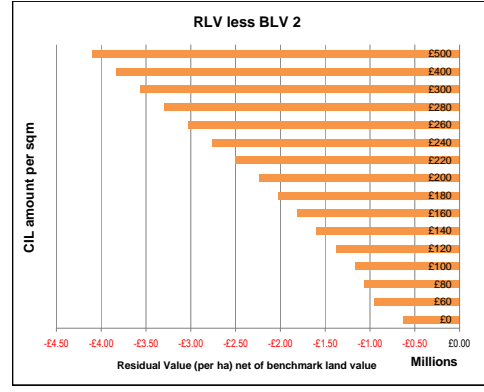
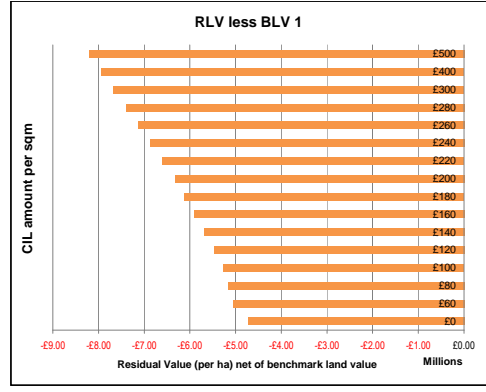
Site type 2	Description:	Area 2	£3767 psm HrW Wild Widstne	Site area:	0.11 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	643,353	5,718,693	- 6,522,100	- 2,420,591	900,304	3,478,193
60	607,345	5,398,623	- 6,842,170	- 2,740,661	580,234	3,158,123
80	595,342	5,291,933	- 6,948,860	- 2,847,351	473,544	3,049,433
100	583,340	5,185,243	- 7,055,550	- 2,954,041	366,854	2,940,743
120	559,335	4,971,863	- 7,268,930	- 3,167,421	153,474	2,729,363
140	535,329	4,758,482	- 7,482,310	- 3,380,801	59,906	2,518,983
160	511,324	4,545,102	- 7,695,690	- 3,594,181	273,286	2,307,603
180	487,319	4,331,722	- 7,909,070	- 3,807,561	486,666	2,096,223
200	463,313	4,118,342	- 8,122,450	- 4,020,942	700,046	1,884,843
220	439,307	3,904,962	- 8,335,830	- 4,234,322	913,426	1,673,463
240	415,301	3,691,582	- 8,549,210	- 4,447,702	1,126,806	1,462,083
260	391,295	3,478,202	- 8,762,590	- 4,661,082	1,340,186	1,250,703
280	367,289	3,264,822	- 8,975,970	- 4,874,462	1,553,566	1,039,323
300	343,283	3,051,442	- 9,189,350	- 5,087,842	1,766,946	827,943
400	283,274	2,517,991	- 9,722,801	- 5,621,292	2,300,397	275,491
500	253,267	2,251,266	- 9,989,526	- 5,888,016	2,567,122	8,766



Site type 2	Description:	Area 3	£4090 psm HrW Hdstne CPark	Site area:	0.11 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	764,070	6,791,730	- 5,449,062	- 1,347,553	1,973,342	4,549,230
60	728,062	6,471,660	- 5,769,132	- 1,667,623	1,653,272	4,229,160
80	716,059	6,364,970	- 5,875,822	- 1,774,313	1,546,582	4,122,470
100	704,057	6,258,280	- 5,982,512	- 1,881,003	1,439,892	4,015,780
120	680,051	6,044,900	- 6,195,892	- 2,094,384	1,226,512	3,802,400
140	656,046	5,831,520	- 6,409,273	- 2,307,764	1,013,131	3,589,020
160	632,041	5,618,140	- 6,622,653	- 2,521,144	799,751	3,375,640
180	608,035	5,404,760	- 6,836,033	- 2,734,524	586,371	3,162,260
200	584,030	5,191,380	- 7,049,413	- 2,947,904	372,991	2,948,880
220	554,024	4,924,655	- 7,262,793	- 3,161,284	159,611	2,735,500
240	524,017	4,657,929	- 7,476,173	- 3,374,664	5,231	2,522,120
260	494,011	4,391,204	- 7,689,553	- 3,588,044	427,184	2,308,740
280	464,004	4,124,479	- 7,902,933	- 3,801,424	693,909	2,095,360
300	433,997	3,857,754	- 8,116,313	- 4,014,804	960,635	1,881,980
400	403,991	3,591,029	- 8,329,693	- 4,228,184	1,227,360	1,668,600
500	373,984	3,324,304	- 8,543,073	- 4,441,564	1,494,085	1,455,220

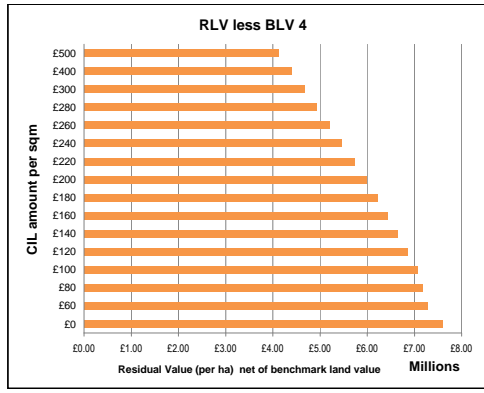
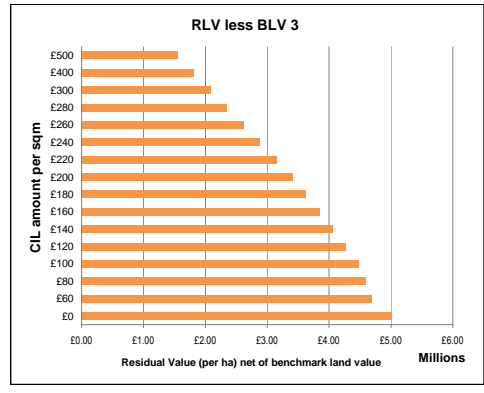
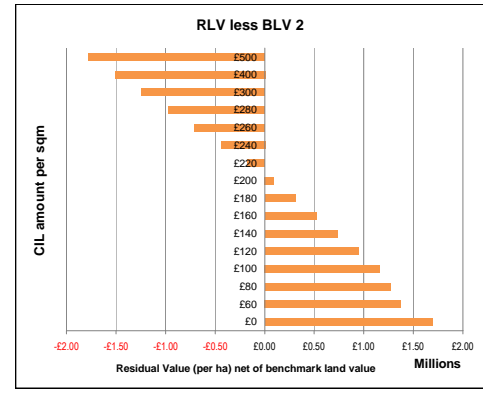
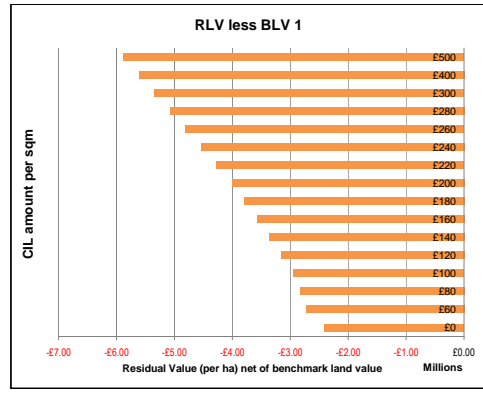


Site type 2	Description:	Area 4	£4396 psm Pin HEnd & NHW	Site area:	0.11 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	844,547	7,507,089	- 4,733,704	- 632,195	2,688,700	5,264,589
60	808,540	7,187,019	- 5,053,774	- 952,265	2,368,630	4,944,519
80	796,537	7,080,329	- 5,160,464	- 1,058,955	2,261,940	4,837,829
100	784,534	6,973,639	- 5,267,154	- 1,165,645	2,155,250	4,731,139
120	760,529	6,760,259	- 5,480,534	- 1,379,025	1,941,870	4,517,759
140	736,524	6,546,879	- 5,693,914	- 1,592,405	1,728,490	4,304,379
160	712,519	6,333,499	- 5,907,294	- 1,805,785	1,515,110	4,090,999
180	688,513	6,120,119	- 6,120,674	- 2,019,166	1,301,730	3,877,619
200	664,508	5,906,739	- 6,335,054	- 2,232,546	1,088,350	3,664,239
220	634,501	5,640,013	- 6,600,780	- 2,499,271	821,624	3,397,513
240	604,495	5,373,288	- 6,867,505	- 2,765,996	554,899	3,130,788
260	574,488	5,106,563	- 7,134,230	- 3,032,721	288,174	2,864,063
280	544,482	4,839,838	- 7,400,955	- 3,299,446	21,449	2,597,338
300	514,475	4,573,112	- 7,667,680	- 3,566,171	245,276	2,330,612
400	484,469	4,306,387	- 7,934,405	- 3,832,896	512,001	2,063,887
500	454,462	4,039,662	- 8,201,130	- 4,099,622	778,726	1,797,162



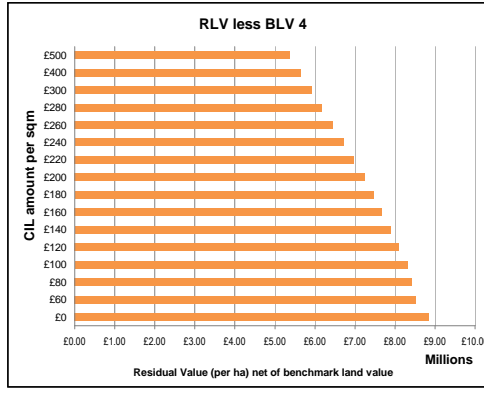
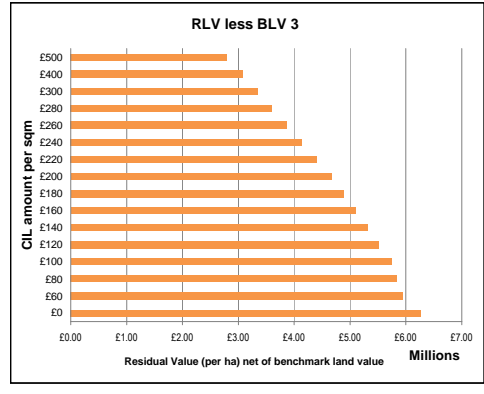
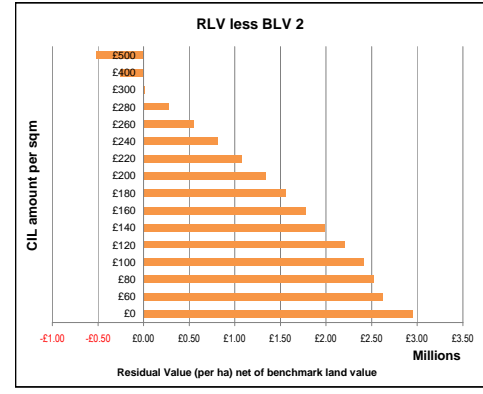
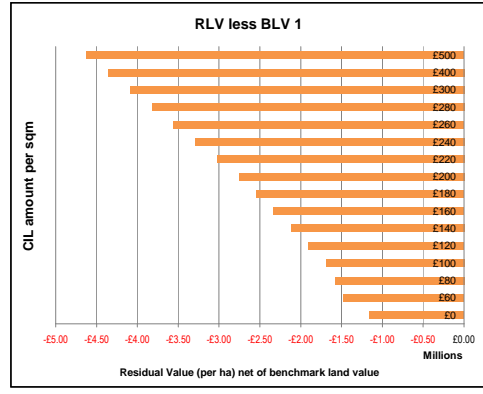
Site type 2 Description: **Area 5 E5005 psm Pin Green** Site area: 0.11 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,106,100	9,832,004	- 2,408,789	1,692,720	5,013,615	7,589,504
60	1,070,093	9,511,933	- 2,728,859	1,372,650	4,693,545	7,269,433
80	1,058,090	9,405,243	- 2,835,549	1,265,960	4,586,855	7,162,743
100	1,046,087	9,298,553	- 2,942,239	1,159,270	4,480,165	7,056,053
120	1,022,082	9,085,173	- 3,155,619	945,890	4,266,785	6,842,673
140	998,077	8,871,793	- 3,368,999	732,509	4,053,405	6,629,293
160	974,071	8,658,413	- 3,582,380	519,129	3,840,024	6,415,913
180	950,066	8,445,033	- 3,795,760	305,749	3,626,644	6,202,533
200	926,061	8,231,653	- 4,009,140	92,369	3,413,264	5,989,153
220	896,054	7,964,928	- 4,275,865	- 174,356	3,146,539	5,722,428
240	866,048	7,698,203	- 4,542,590	- 441,081	2,879,814	5,455,703
260	836,041	7,431,477	- 4,809,315	- 707,806	2,613,089	5,188,977
280	806,035	7,164,752	- 5,076,040	- 974,531	2,346,364	4,922,252
300	776,028	6,898,027	- 5,342,765	- 1,241,257	2,079,639	4,655,527
400	746,021	6,631,302	- 5,609,491	- 1,507,982	1,812,913	4,388,802
500	716,015	6,364,577	- 5,876,216	- 1,774,707	1,546,188	4,122,077



Site type 2 Description: **Area 6 E5382 psm Hrw Hill** Site area: 0.11 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,246,937	11,083,881	- 1,156,912	2,944,597	6,265,492	8,841,381
60	1,210,929	10,763,811	- 1,476,982	2,624,527	5,945,422	8,521,311
80	1,198,926	10,657,121	- 1,583,672	2,517,837	5,838,732	8,414,621
100	1,186,923	10,550,431	- 1,690,362	2,411,147	5,732,042	8,307,931
120	1,162,918	10,337,050	- 1,903,742	2,197,767	5,518,662	8,094,550
140	1,138,913	10,123,670	- 2,117,122	1,984,387	5,305,282	7,881,170
160	1,114,908	9,910,290	- 2,330,502	1,771,007	5,091,902	7,667,790
180	1,090,902	9,696,910	- 2,543,883	1,557,626	4,878,522	7,454,410
200	1,066,897	9,483,530	- 2,757,263	1,344,246	4,665,141	7,241,030
220	1,036,891	9,216,805	- 3,023,988	1,077,521	4,398,416	6,974,305
240	1,006,884	8,950,080	- 3,290,713	810,796	4,131,691	6,707,580
260	976,877	8,683,355	- 3,557,438	544,071	3,864,966	6,440,855
280	946,871	8,416,629	- 3,824,163	277,346	3,598,241	6,174,129
300	916,864	8,149,904	- 4,090,888	10,621	3,331,516	5,907,404
400	886,858	7,883,179	- 4,357,613	- 256,105	3,064,791	5,640,679
500	856,851	7,616,454	- 4,624,339	- 522,830	2,798,065	5,373,954

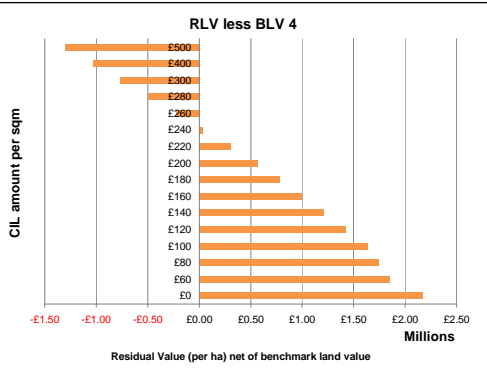
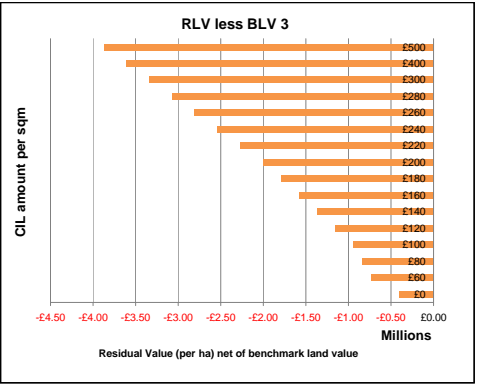
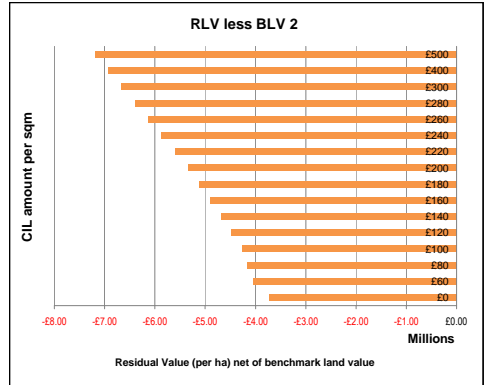
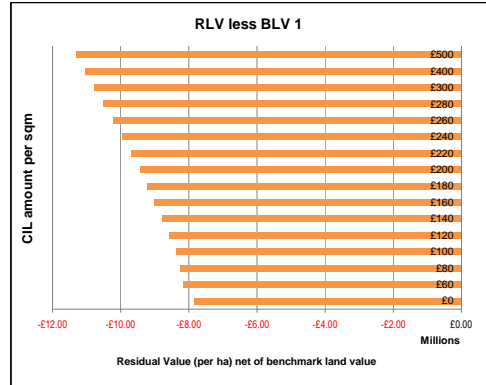


CIL Viability LB Harrow

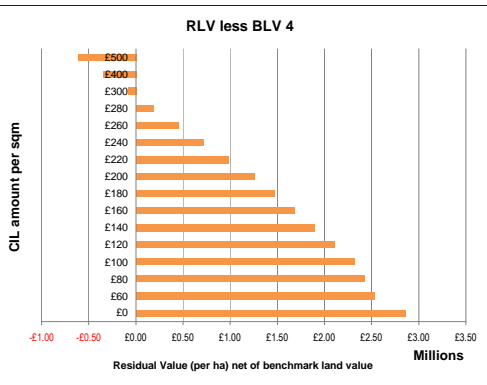
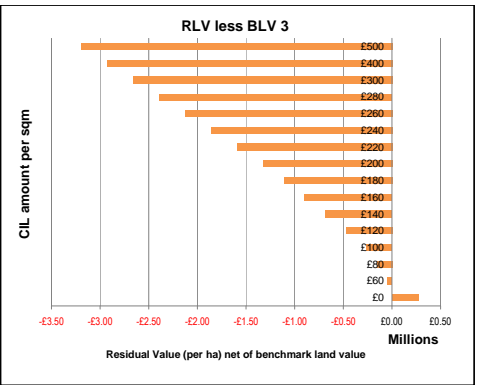
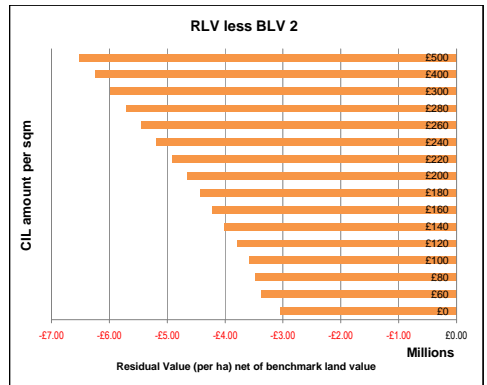
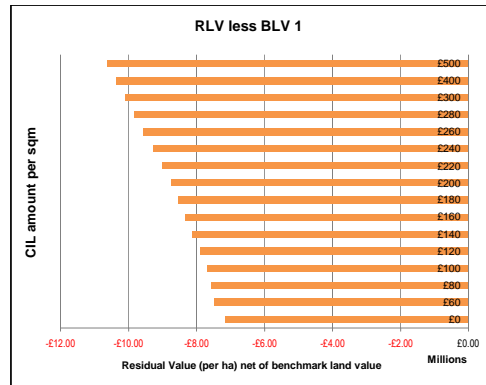
SITE TYPE 2	Benchmark Land Values (per net developable ha)			
	BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
9 UNITS	£12,240,793	£8,139,284	£4,818,389	£2,242,500
FLATS				
80 UPH	Net area as percentage of gross	100%		
CSH level: 4 on AH 4 on private	-5%		Sales value inflation	
			Build cost inflation	
Aff Hsg:	0%			

**Note on Benchmark land values:**  
 \*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPFFRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

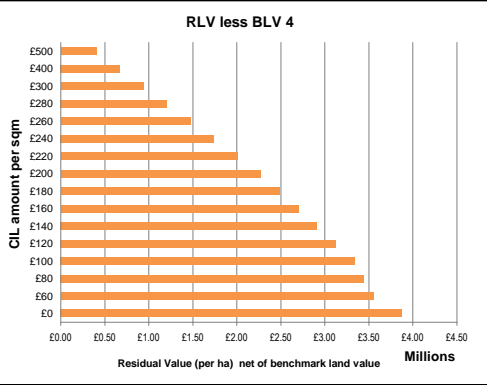
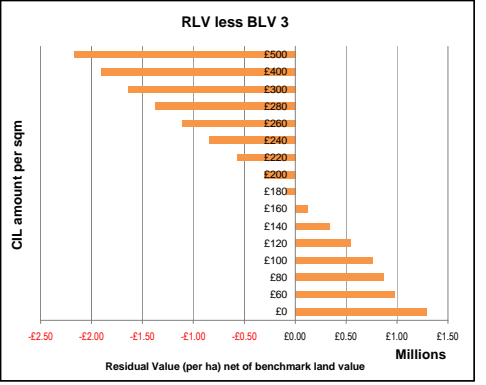
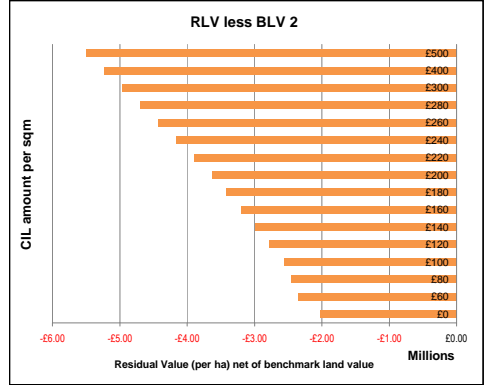
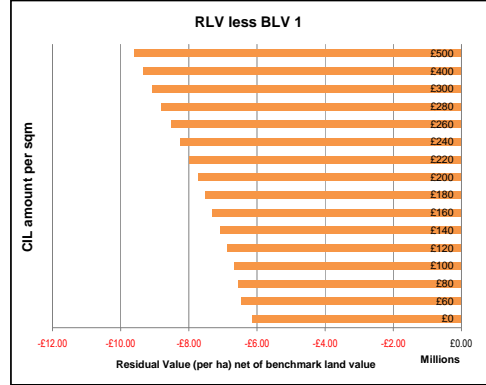
Site type 2 Description:	<b>Area 1</b>	<b>£3552 psm S Harrow</b>	Site area:	0.11 ha		
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	496,481	4,413,164	- 7,827,629	- 3,726,120	- 405,225	2,170,664
60	460,473	4,093,094	- 8,147,699	- 4,046,190	- 725,295	1,850,594
80	448,470	3,986,404	- 8,254,389	- 4,152,880	- 831,985	1,743,904
100	436,468	3,879,714	- 8,361,079	- 4,259,570	- 938,675	1,637,214
120	412,463	3,666,333	- 8,574,459	- 4,472,950	- 1,152,055	1,423,833
140	388,457	3,452,953	- 8,787,839	- 4,686,330	- 1,365,435	1,210,453
160	364,452	3,239,573	- 9,001,219	- 4,899,710	- 1,578,815	997,073
180	340,447	3,026,193	- 9,214,599	- 5,113,091	- 1,792,195	783,693
200	316,441	2,812,813	- 9,427,980	- 5,326,471	- 2,005,576	570,313
220	286,435	2,546,088	- 9,694,705	- 5,593,196	- 2,272,301	303,588
240	256,428	2,279,363	- 9,961,430	- 5,859,921	- 2,539,026	36,863
260	226,422	2,012,638	- 10,228,155	- 6,126,646	- 2,805,751	- 229,862
280	196,415	1,745,913	- 10,494,880	- 6,393,371	- 3,072,476	- 496,587
300	166,409	1,479,187	- 10,761,605	- 6,660,096	- 3,339,201	- 763,313
400	136,402	1,212,462	- 11,028,330	- 6,926,821	- 3,605,926	- 1,030,038
500	106,395	945,737	- 11,295,055	- 7,193,547	- 3,872,651	- 1,296,763



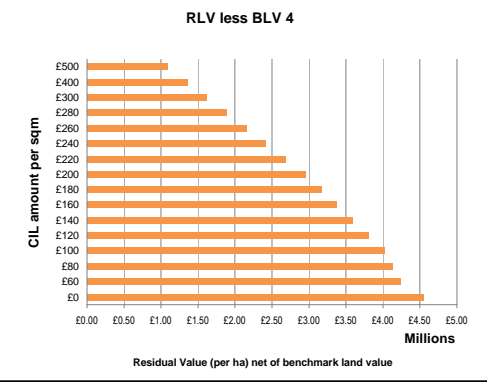
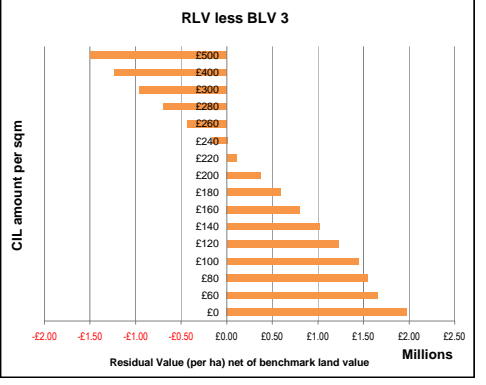
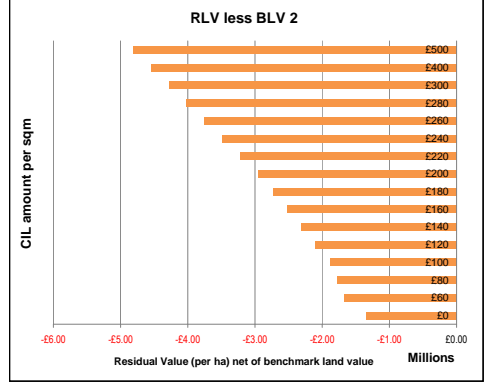
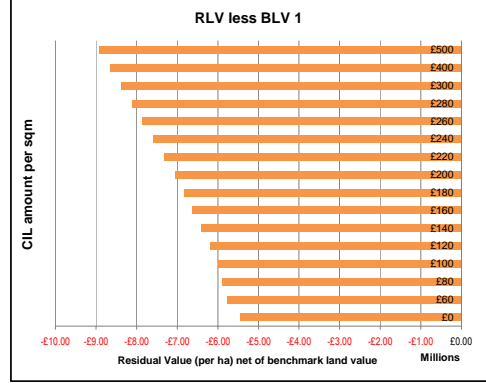
Site type 2 Description:	<b>Area 2</b>	<b>£3767 psm Hrw Wid Wldstne</b>	Site area:	0.11 ha		
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	572,935	5,092,754	- 7,148,038	- 3,046,529	- 274,366	2,850,254
60	536,927	4,772,684	- 7,468,108	- 3,366,600	- 45,704	2,530,184
80	524,924	4,665,994	- 7,574,798	- 3,473,290	- 152,394	2,423,494
100	512,922	4,559,304	- 7,681,489	- 3,579,980	- 259,085	2,316,804
120	488,916	4,345,924	- 7,894,869	- 3,793,360	- 472,465	2,103,424
140	464,911	4,132,544	- 8,108,249	- 4,006,740	- 685,845	1,890,044
160	440,906	3,919,164	- 8,321,629	- 4,220,120	- 899,225	1,676,664
180	416,901	3,705,784	- 8,535,009	- 4,433,500	- 1,112,605	1,463,284
200	392,895	3,492,404	- 8,748,389	- 4,646,880	- 1,325,985	1,249,904
220	368,889	3,279,024	- 8,961,769	- 4,860,260	- 1,539,365	1,036,524
240	344,884	3,065,644	- 9,175,149	- 5,073,640	- 1,752,745	823,144
260	320,878	2,852,264	- 9,388,529	- 5,287,020	- 1,966,125	609,764
280	296,873	2,638,884	- 9,601,909	- 5,500,400	- 2,179,505	396,384
300	272,867	2,425,504	- 9,815,289	- 5,713,780	- 2,392,885	183,004
400	212,856	1,892,053	- 10,348,740	- 6,247,231	- 2,926,336	- 350,447
500	182,849	1,625,328	- 10,615,465	- 6,513,956	- 3,193,061	- 617,172



Site type 2 Description:	<b>Area 3</b>	<b>£4090 psm Hrw Hdstne CPark</b>	Site area:	0.11 ha		
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	687,616	6,112,140	- 6,128,653	- 2,027,144	- 1,293,751	3,869,640
60	651,608	5,792,070	- 6,448,723	- 2,347,214	- 973,681	3,549,570
80	639,605	5,685,380	- 6,555,413	- 2,453,904	- 866,991	3,442,880
100	627,603	5,578,690	- 6,662,103	- 2,560,594	- 760,301	3,336,190
120	603,597	5,365,310	- 6,875,483	- 2,773,974	- 546,921	3,122,810
140	579,592	5,151,930	- 7,088,863	- 2,987,354	- 333,541	2,909,430
160	555,587	4,938,550	- 7,302,243	- 3,200,734	- 120,161	2,696,050
180	531,582	4,725,170	- 7,515,623	- 3,414,114	- 93,219	2,482,670
200	507,576	4,511,790	- 7,729,003	- 3,627,494	- 306,599	2,269,290
220	477,570	4,245,064	- 7,995,729	- 3,894,220	- 573,324	2,002,564
240	447,563	3,978,338	- 8,262,454	- 4,160,945	- 840,050	1,735,838
260	417,557	3,711,612	- 8,529,179	- 4,427,670	- 1,106,775	1,469,112
280	387,550	3,444,886	- 8,795,904	- 4,694,395	- 1,373,500	1,202,386
300	357,543	3,178,160	- 9,062,629	- 4,961,120	- 1,640,225	935,660
400	327,537	2,911,434	- 9,329,354	- 5,227,845	- 1,906,950	668,934
500	297,530	2,644,708	- 9,596,079	- 5,494,570	- 2,173,675	402,210

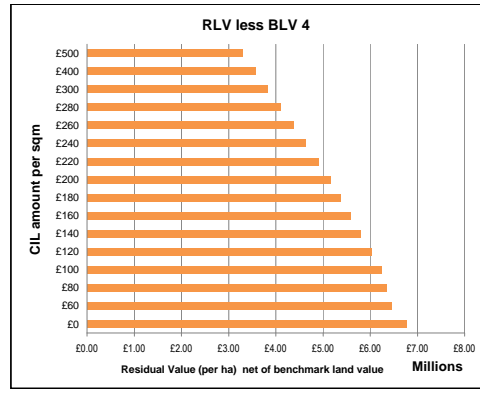
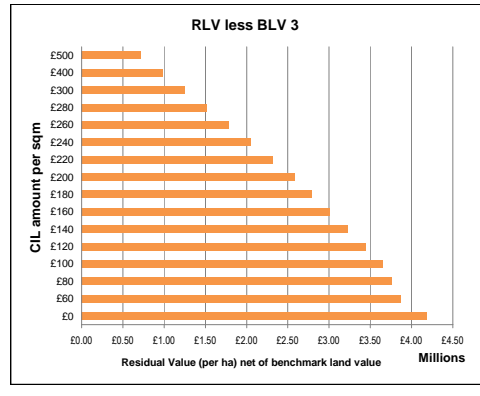
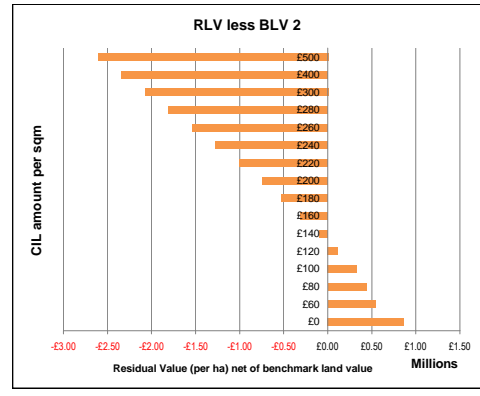
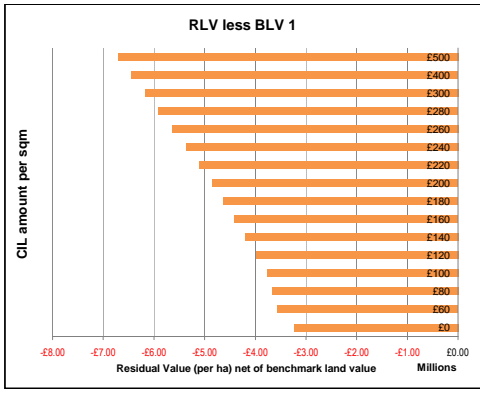


Site type 2 Description:	<b>Area 4</b>	<b>£4306 psm Pin HEnd &amp; NHrw</b>	Site area:	0.11 ha		
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	764,070	6,791,730	- 5,449,062	- 1,347,553	- 1,973,342	4,549,230
60	728,062	6,471,660	- 5,769,132	- 1,667,623	- 1,653,272	4,229,160
80	716,059	6,364,970	- 5,875,822	- 1,774,313	- 1,546,582	4,122,470
100	704,057	6,258,280	- 5,982,512	- 1,881,003	- 1,439,892	4,015,780
120	680,051	6,044,900	- 6,195,892	- 2,094,384	- 1,226,512	3,802,400
140	656,046	5,831,520	- 6,409,273	- 2,307,764	- 1,013,131	3,589,020
160	632,041	5,618,140	- 6,622,653	- 2,521,144	- 799,751	3,375,640
180	608,035	5,404,760	- 6,836,033	- 2,734,524	- 586,371	3,162,260
200	584,030	5,191,380	- 7,049,413	- 2,947,904	- 372,991	2,948,880
220	554,024	4,978,000	- 7,262,793	- 3,161,284	- 159,611	2,735,500
240	524,018	4,764,620	- 7,476,173	- 3,374,664	- 54,231	2,522,120
260	494,013	4,551,240	- 7,689,553	- 3,588,044	- 263,151	2,308,740
280	464,007	4,337,860	- 7,902,933	- 3,801,424	- 61,771	2,095,360
300	433,002	4,124,480	- 8,116,313	- 4,014,804	- 593,909	1,881,980
400	403,996	3,911,100	- 8,329,693	- 4,228,184	- 1,227,360	1,348,520
500	373,990	3,697,720	- 8,543,073	- 4,441,564	- 1,440,740	809,100



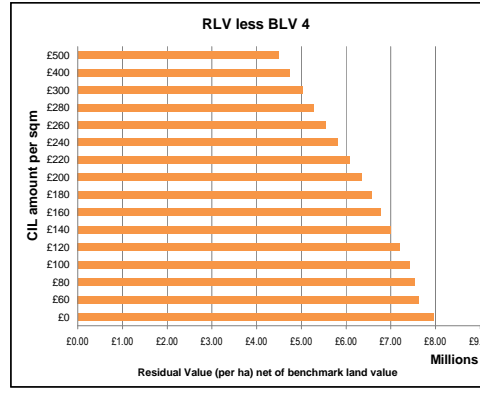
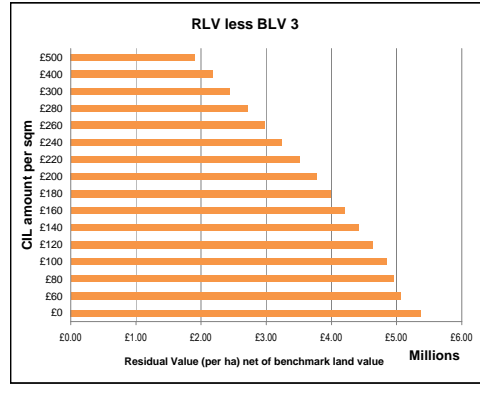
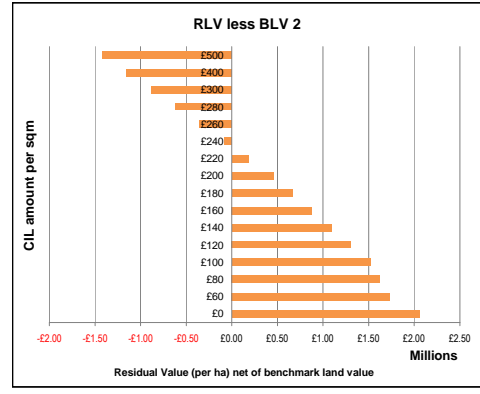
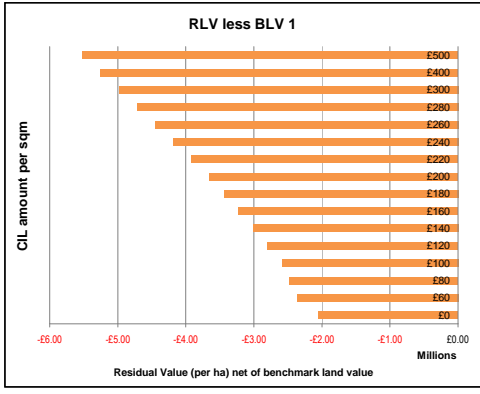
Site type 2 Description: **Area 5 E5005 psm Pin Green** Site area: 0.11 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,012,545	9,000,399	- 3,240,393	861,116	4,182,011	6,757,899
60	976,537	8,680,329	- 3,560,463	541,046	3,861,941	6,437,829
80	964,534	8,573,639	- 3,667,153	434,356	3,755,251	6,331,139
100	952,532	8,466,949	- 3,773,843	327,666	3,648,561	6,224,449
120	928,527	8,253,569	- 3,987,223	114,285	3,435,181	6,011,069
140	904,521	8,040,189	- 4,200,604	- 99,095	3,221,800	5,797,689
160	880,516	7,826,809	- 4,413,984	- 312,475	3,008,420	5,584,309
180	856,511	7,613,429	- 4,627,364	- 525,855	2,795,040	5,370,929
200	832,505	7,400,049	- 4,840,744	- 739,235	2,581,660	5,157,549
220	802,499	7,133,324	- 5,107,469	- 1,005,960	2,314,935	4,890,824
240	772,492	6,866,598	- 5,374,194	- 1,272,685	2,048,210	4,624,098
260	742,486	6,599,873	- 5,640,919	- 1,539,410	1,781,485	4,357,373
280	712,479	6,333,148	- 5,907,644	- 1,806,136	1,514,760	4,090,648
300	682,473	6,066,423	- 6,174,370	- 2,072,861	1,248,034	3,823,923
400	652,466	5,799,698	- 6,441,095	- 2,339,586	981,309	3,557,198
500	622,459	5,532,973	- 6,707,820	- 2,606,311	714,584	3,290,473



Site type 2 Description: **Area 6 E5382 psm Hrw Hill** Site area: 0.11 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,146,339	10,189,683	- 2,051,110	2,050,399	5,371,294	7,947,183
60	1,110,331	9,869,613	- 2,371,180	1,730,329	5,051,224	7,627,113
80	1,098,329	9,762,923	- 2,477,870	1,623,639	4,944,534	7,520,423
100	1,086,326	9,656,233	- 2,584,560	1,516,949	4,837,844	7,413,733
120	1,062,321	9,442,852	- 2,797,940	1,303,569	4,624,464	7,200,352
140	1,038,316	9,229,472	- 3,011,320	1,090,189	4,411,084	6,986,972
160	1,014,310	9,016,092	- 3,224,700	876,809	4,197,704	6,773,592
180	990,305	8,802,712	- 3,438,080	663,428	3,984,324	6,560,212
200	966,300	8,589,332	- 3,651,461	450,048	3,770,943	6,346,832
220	936,293	8,322,607	- 3,918,186	183,323	3,504,218	6,080,107
240	906,287	8,055,882	- 4,184,911	- 83,402	3,237,493	5,813,382
260	876,280	7,789,157	- 4,451,636	- 350,127	2,970,768	5,546,657
280	846,274	7,522,431	- 4,718,361	- 616,852	2,704,043	5,279,931
300	816,267	7,255,706	- 4,985,086	- 883,577	2,437,318	5,013,206
400	786,260	6,988,981	- 5,251,811	- 1,150,302	2,170,593	4,746,481
500	756,254	6,722,256	- 5,518,537	- 1,417,028	1,903,867	4,479,756



Benchmark Land Values (per net developable ha)

SITE TYPE	2	BLV1	BLV2	BLV3	BLV4
9 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
		£12,240,793	£8,139,284	£4,818,389	£2,242,500

CSH level:	4 on AH	10%	Sales value inflation
	4 on private	5%	Build cost inflation
Flt Hsg:	0%		

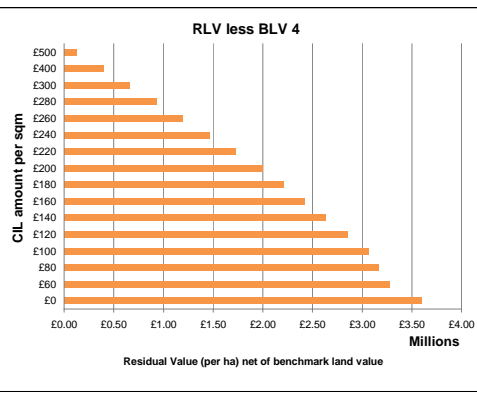
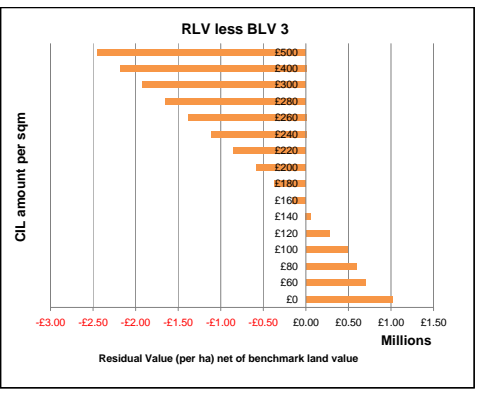
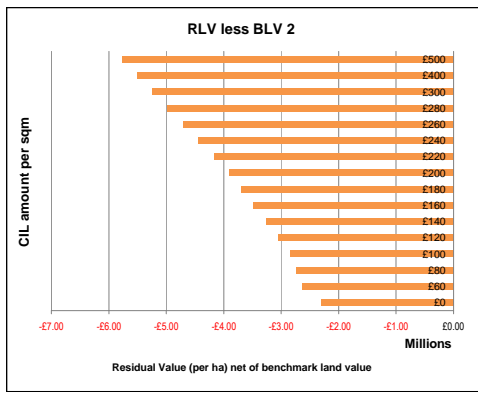
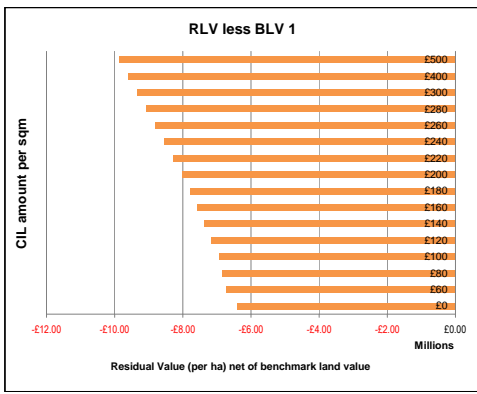
80 UPH	Net area as percentage of gross	100%
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Note on Benchmark land values:

"Offices (higher)" uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 "Offices (lower)" uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 "Industrial/WH" uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 "Community uses" - BNPBRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

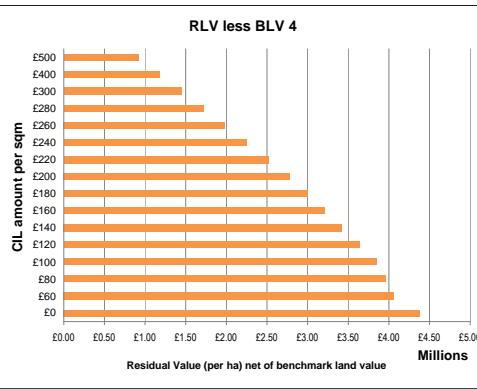
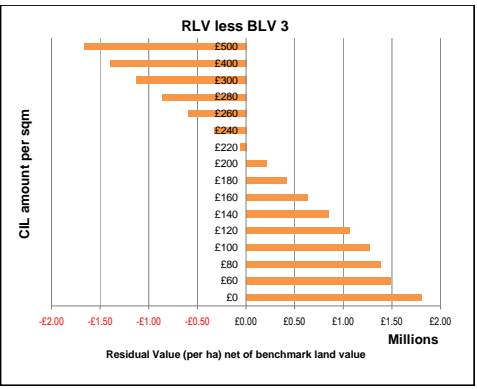
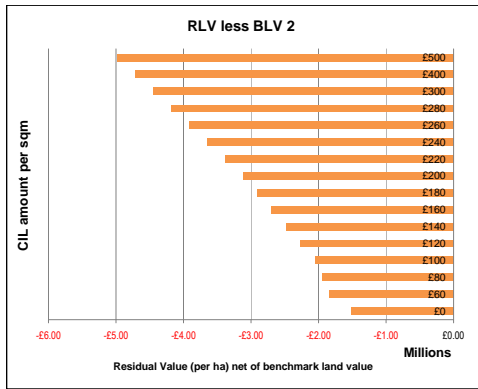
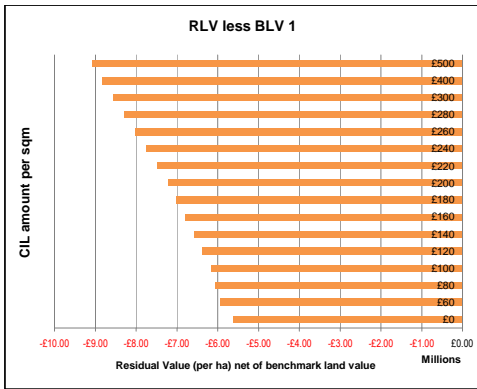
Site type 2 Description: **Area 1 £3552 psm S Harrow** Site area:  0.11 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	656,451	5,835,121	- 6,405,672	- 2,304,163	1,016,732	3,592,621
60	620,443	5,515,051	- 6,725,742	- 2,624,233	696,662	3,272,551
80	608,441	5,408,361	- 6,832,432	- 2,730,923	589,972	3,165,861
100	596,438	5,301,671	- 6,939,122	- 2,837,613	483,282	3,059,171
120	572,433	5,088,290	- 7,162,502	- 3,050,993	269,902	2,845,790
140	548,427	4,874,910	- 7,385,882	- 3,264,373	56,522	2,632,410
160	524,422	4,661,530	- 7,579,262	- 3,477,753	156,858	2,419,030
180	500,417	4,448,150	- 7,792,642	- 3,691,134	370,238	2,205,650
200	476,412	4,234,770	- 8,006,023	- 3,904,514	583,619	1,992,270
220	446,405	3,968,045	- 8,272,748	- 4,171,239	850,344	1,725,545
240	416,398	3,701,320	- 8,539,473	- 4,437,964	1,117,069	1,458,820
260	386,392	3,434,595	- 8,806,198	- 4,704,689	1,383,794	1,192,095
280	356,385	3,167,870	- 9,072,923	- 4,971,414	1,650,519	925,370
300	326,379	2,901,144	- 9,339,648	- 5,238,139	1,917,244	658,644
400	296,372	2,634,419	- 9,606,373	- 5,504,864	2,183,969	391,919
500	266,366	2,367,694	- 9,873,098	- 5,771,590	2,450,694	125,194



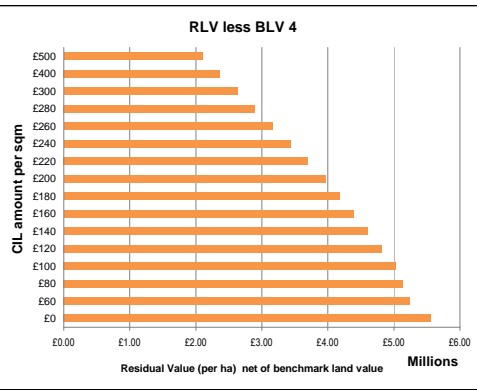
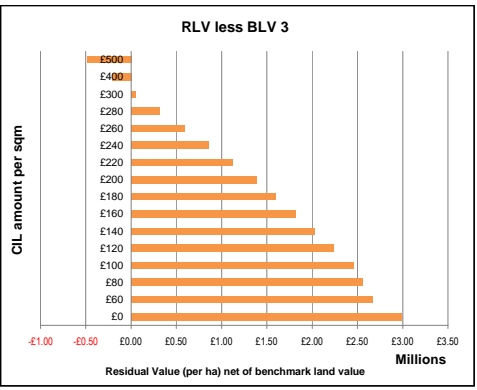
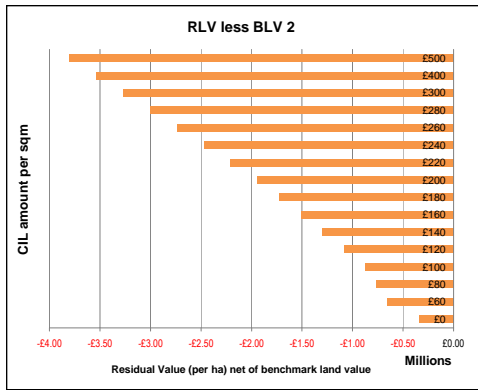
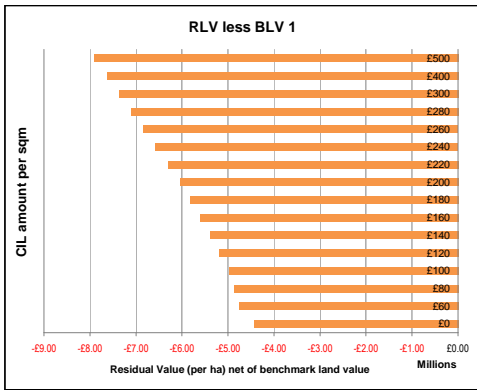
Site type 2 Description: **Area 2 £3767 psm Hrw Wid Wldstne** Site area:  0.11 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	744,977	6,622,015	- 5,618,778	- 1,517,269	1,803,627	4,379,515
60	708,969	6,301,945	- 5,938,848	- 1,837,339	1,483,556	4,059,445
80	696,966	6,195,255	- 6,045,538	- 1,944,029	1,376,866	3,952,755
100	684,964	6,088,565	- 6,152,228	- 2,050,719	1,270,176	3,846,065
120	660,958	5,875,185	- 6,365,608	- 2,264,099	1,056,796	3,632,685
140	636,953	5,661,805	- 6,578,988	- 2,477,479	843,416	3,419,305
160	612,948	5,448,424	- 6,792,368	- 2,690,859	630,036	3,205,924
180	588,942	5,235,044	- 7,005,748	- 2,904,239	416,656	2,992,544
200	564,937	5,021,664	- 7,219,128	- 3,117,619	203,276	2,779,164
220	534,931	4,754,939	- 7,485,853	- 3,384,345	63,449	2,512,439
240	504,924	4,488,214	- 7,752,579	- 3,651,070	330,175	2,245,714
260	474,917	4,221,489	- 8,019,304	- 3,917,795	596,900	1,978,989
280	444,911	3,954,764	- 8,286,029	- 4,184,520	863,625	1,712,264
300	414,904	3,688,039	- 8,552,754	- 4,451,245	1,130,350	1,445,539
400	384,898	3,421,313	- 8,819,479	- 4,717,970	1,397,075	1,178,813
500	354,891	3,154,588	- 9,086,204	- 4,984,695	1,663,800	912,088



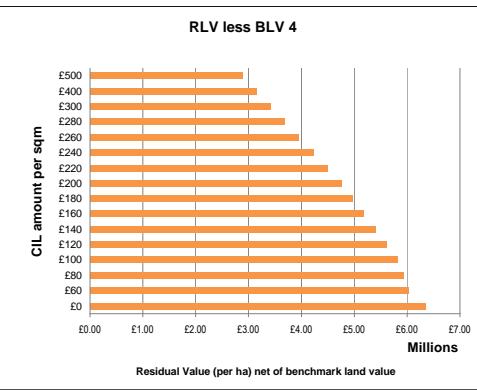
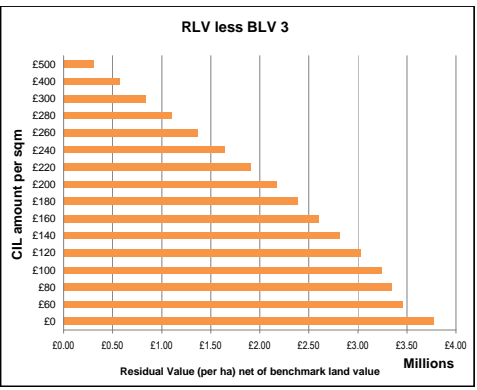
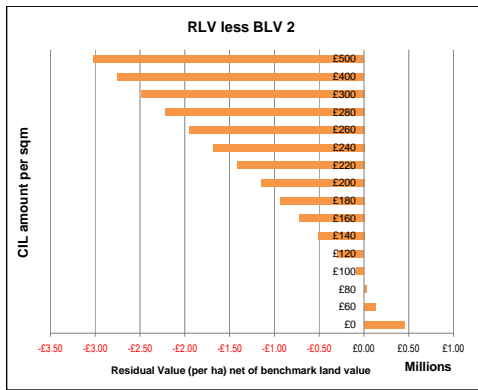
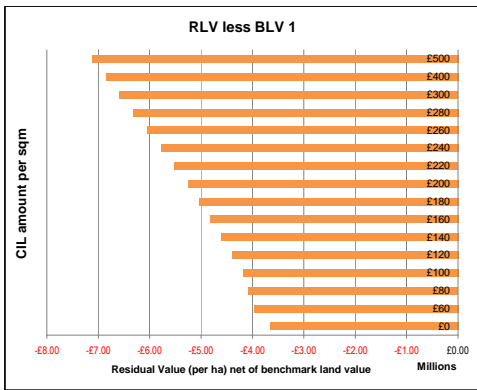
Site type 2 Description: **Area 3 £4090 psm Hrw Hdstne CPark** Site area:  0.11 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	877,765	7,802,356	- 4,438,436	- 336,927	2,983,968	5,559,856
60	841,757	7,482,286	- 4,758,506	- 656,997	2,663,898	5,239,786
80	829,755	7,375,596	- 4,865,196	- 763,687	2,557,208	5,133,096
100	817,752	7,268,906	- 4,971,886	- 870,378	2,450,518	5,026,406
120	793,747	7,055,526	- 5,185,267	- 1,083,758	2,237,137	4,813,026
140	769,741	6,842,146	- 5,398,647	- 1,297,138	2,023,757	4,599,646
160	745,736	6,628,766	- 5,612,027	- 1,510,518	1,810,377	4,386,266
180	721,731	6,415,386	- 5,825,407	- 1,723,898	1,596,997	4,172,886
200	697,726	6,202,006	- 6,038,787	- 1,937,278	1,383,617	3,959,506
220	673,721	5,988,626	- 6,252,167	- 2,150,658	1,170,237	3,746,126
240	649,716	5,775,246	- 6,465,547	- 2,364,038	956,857	3,532,746
260	625,711	5,561,866	- 6,678,927	- 2,577,418	743,477	3,319,366
280	601,706	5,348,486	- 6,892,307	- 2,790,798	530,097	3,105,986
300	577,701	5,135,106	- 7,105,687	- 3,004,178	316,717	2,892,606
400	547,693	4,868,380	- 7,372,411	- 3,270,904	49,991	2,625,880
500	517,686	4,601,654	- 7,639,135	- 3,537,629	216,734	2,359,154



Site type 2 Description: **Area 4 £4396 psm Pin HEnd & NHRW** Site area:  0.11 ha

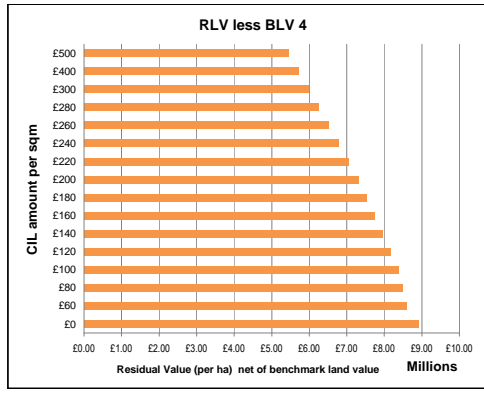
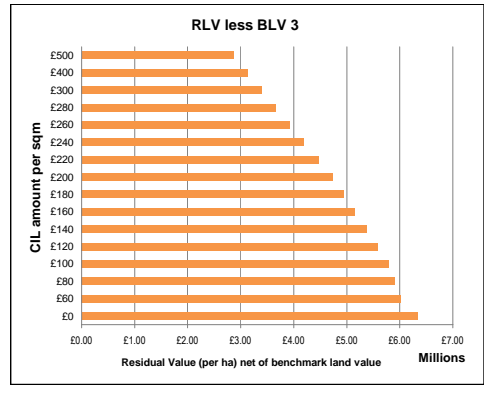
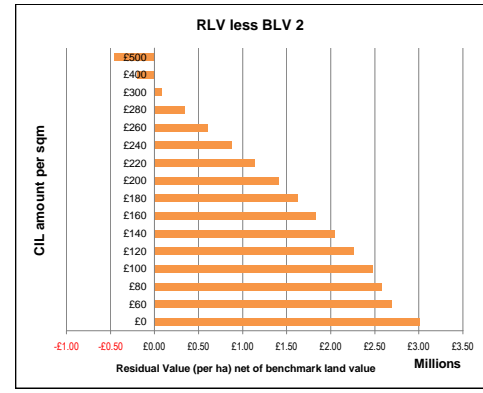
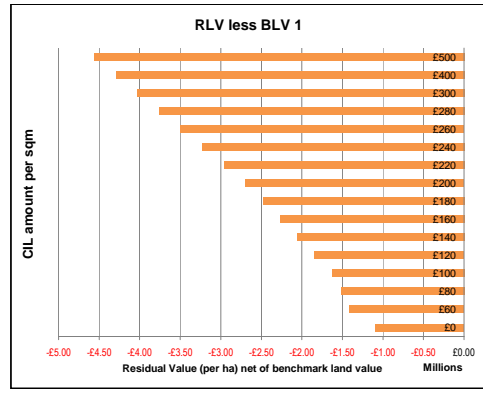
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	966,291	8,589,251	- 3,651,542	- 449,967	3,770,862	6,346,751
60	930,283	8,269,180	- 3,971,612	- 129,897	3,450,792	6,026,680
80	918,280	8,162,490	- 4,078,302	- 23,207	3,344,102	5,919,990
100	906,278	8,055,800	- 4,184,992	- 83,483	3,237,412	5,813,300
120	882,272	7,842,420	- 4,398,372	- 296,863	3,024,032	5,599,920
140	858,267	7,629,040	- 4,611,752	- 510,244	2,810,652	5,386,540
160	834,262	7,415,660	- 4,825,133	- 723,624	2,597,272	5,173,160
180	810,256	7,202,280	- 5,038,513	- 937,004	2,383,891	4,959,780
200	786,251	6,988,900	- 5,251,893	- 1,150,384	2,170,511	4,746,400
220	756,245	6,722,175	- 5,518,618	- 1,417,109	1,903,786	4,479,675
240	726,238	6,455,450	- 5,785,343	- 1,683,834	1,637,061	4,212,950
260	696,231	6,188,724	- 6,052,068	- 1,950,559	1,370,336	3,946,224
280	666,225	5,921,999	- 6,318,793	- 2,217,284	1,103,611	3,679,499
300	636,218	5,655,274	- 6,585,518	- 2,484,010	836,886	3,412,774
400	606,212	5,388,549	- 6,852,244	- 2,750,735	570,160	3,146,049
500	576,205	5,121,824	- 7,118,969	- 3,017,460	303,435	2,879,324





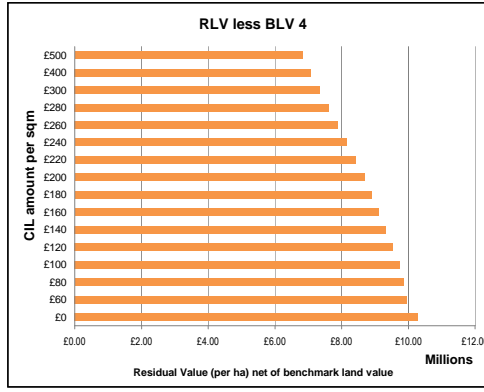
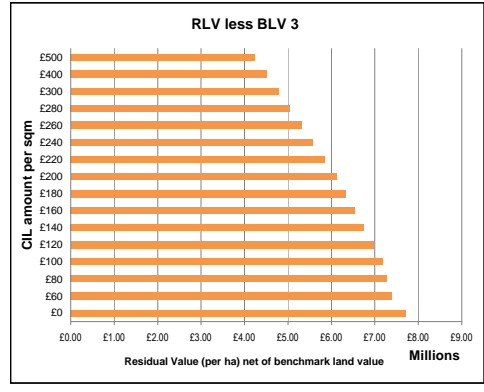
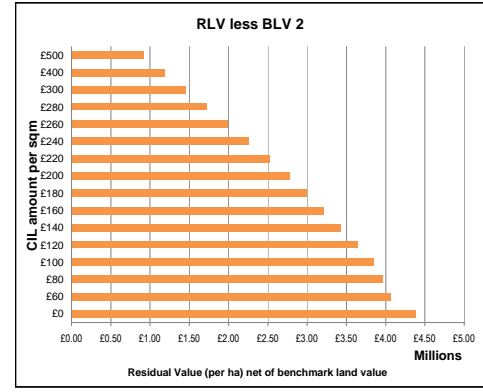
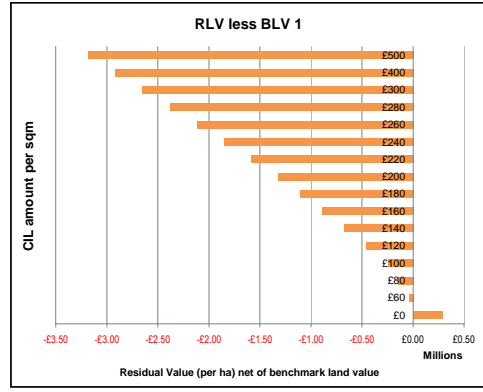
Site type 2 Description: **Area 5** E5005 psm Pin Green Site area: 0.11 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,253,999	11,146.657	-1,094.136	3,007.373	6,328.268	8,904.157
60	1,217,991	10,826.587	-1,414.206	2,687.303	6,008.198	8,584.087
80	1,205,988	10,719.897	-1,520.896	2,580.613	5,901.508	8,477.397
100	1,193,986	10,613.207	-1,627.586	2,473.923	5,794.818	8,370.707
120	1,169,980	10,399.826	-1,840.966	2,260.543	5,581.438	8,157.326
140	1,145,975	10,186.446	-2,054.346	2,047.163	5,368.058	7,943.946
160	1,121,970	9,973.066	-2,267.726	1,833.783	5,154.678	7,730.566
180	1,097,965	9,759.686	-2,481.106	1,620.402	4,941.298	7,517.186
200	1,073,959	9,546.306	-2,694.487	1,407.022	4,727.917	7,303.806
220	1,049,953	9,279.581	-2,961.212	1,140.297	4,461.192	7,037.081
240	1,013,946	9,012.856	-3,227.937	873.572	4,194.467	6,770.356
260	983,940	8,746.131	-3,494.662	606.847	3,927.742	6,503.631
280	953,933	8,479.406	-3,761.387	340.122	3,661.017	6,236.906
300	923,927	8,212.680	-4,028.112	73.397	3,394.292	5,970.180
400	893,920	7,945.955	-4,294.837	-193.328	3,127.567	5,703.455
500	863,913	7,679.230	-4,561.562	-460.054	2,860.842	5,436.730



Site type 2 Description: **Area 6** E5382 psm Hrw Hill Site area: 0.11 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,408,919	12,523.722	282.929	4,384.438	7,705.333	10,281.222
60	1,372,911	12,203.652	37.141	4,064.368	7,385.263	9,961.152
80	1,360,908	12,096.962	-143.831	3,957.678	7,278.573	9,854.462
100	1,348,906	11,990.271	-250.521	3,850.988	7,171.883	9,747.771
120	1,324,900	11,776.891	-463.901	3,637.608	6,958.503	9,534.391
140	1,300,895	11,563.511	-677.281	3,424.228	6,745.123	9,321.011
160	1,276,890	11,350.131	-890.661	3,210.847	6,531.743	9,107.631
180	1,252,884	11,136.751	-1,104.042	2,997.467	6,318.362	8,894.251
200	1,228,879	10,923.371	-1,317.422	2,784.087	6,104.982	8,680.871
220	1,198,873	10,656.646	-1,584.147	2,517.362	5,838.257	8,414.146
240	1,168,866	10,389.921	-1,850.872	2,250.637	5,571.532	8,147.421
260	1,138,859	10,123.196	-2,117.597	1,983.912	5,304.807	7,880.696
280	1,108,853	9,856.470	-2,384.322	1,717.187	5,038.082	7,613.970
300	1,078,846	9,589.745	-2,651.047	1,450.462	4,771.357	7,347.245
400	1,048,840	9,323.020	-2,917.772	1,183.736	4,504.632	7,080.520
500	1,018,833	9,056.295	-3,184.498	917.011	4,237.906	6,813.795



SITE TYPE	3	BLV1	Offices (higher)	£12,240,793	BLV2	Offices (lower)	£8,139,284	BLV3	Industrial/WH	£4,818,389	BLV4	Community uses	£2,242,500
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25 UNITS  
FLATS  
75 UPH Net area as percentage of gross 100%

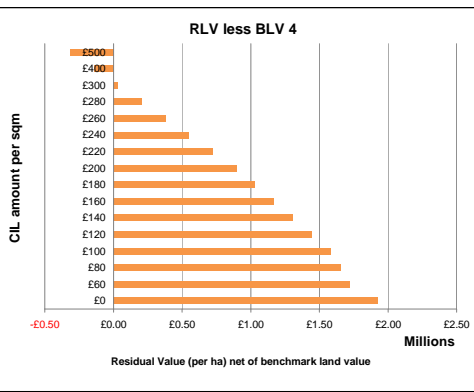
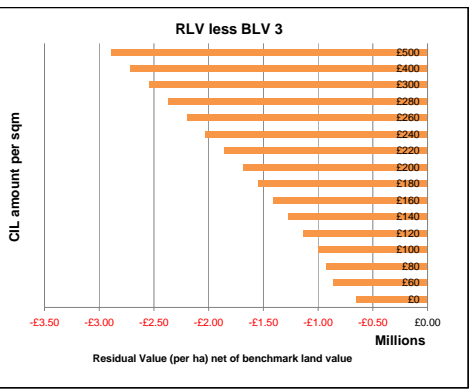
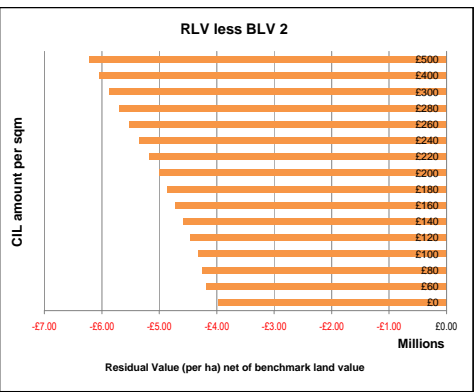
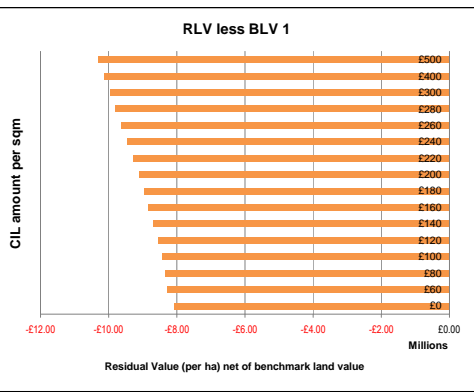
CSH level:	4 on AH	Sales value inflation	
	4 on private	Build cost inflation	
Aff Hsg:	40%		

Note on Benchmark land values:

\*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
\*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
\*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
\*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

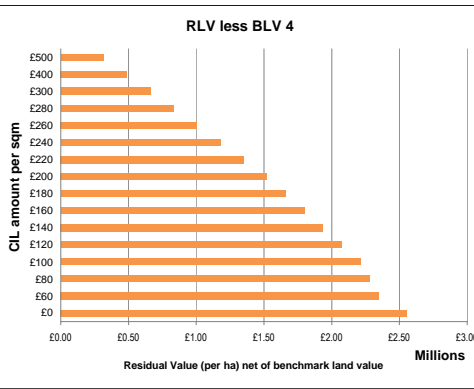
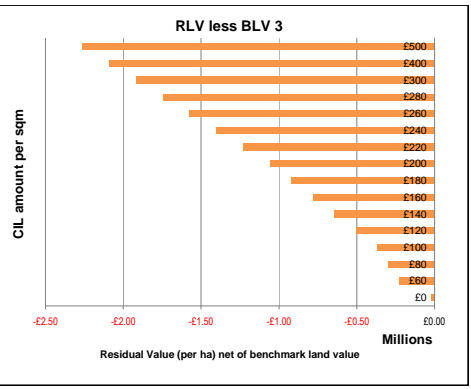
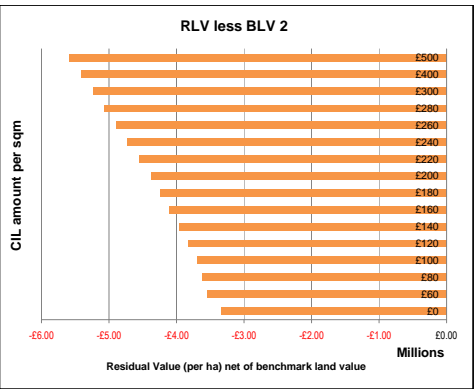
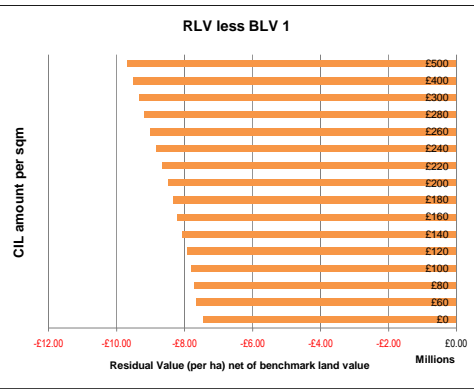
Site type 3 Description: Area 1 £3552 psm S Harrow Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,389,617	4,168,850	- 8,071,942	- 3,970,433	- 649,538	1,926,350
60	1,320,735	3,962,205	- 8,278,587	- 4,177,078	- 856,183	1,719,705
80	1,297,775	3,893,324	- 8,347,469	- 4,245,960	- 925,065	1,650,824
100	1,274,814	3,824,442	- 8,416,350	- 4,314,842	- 993,946	1,581,942
120	1,228,893	3,686,679	- 8,554,114	- 4,452,605	- 1,131,710	1,444,179
140	1,182,972	3,548,916	- 8,691,877	- 4,590,368	- 1,269,473	1,306,416
160	1,137,051	3,413,152	- 8,829,640	- 4,728,131	- 1,407,236	1,168,652
180	1,091,130	3,277,389	- 8,967,404	- 4,865,895	- 1,545,000	1,030,889
200	1,045,209	3,141,626	- 9,105,167	- 5,003,658	- 1,682,763	893,126
220	987,807	2,963,422	- 9,277,371	- 5,175,862	- 1,854,967	720,922
240	930,406	2,791,217	- 9,449,575	- 5,348,066	- 2,027,171	548,717
260	873,004	2,619,013	- 9,621,779	- 5,520,270	- 2,199,375	376,513
280	815,603	2,446,809	- 9,793,983	- 5,692,475	- 2,371,579	204,309
300	758,202	2,274,605	- 9,966,188	- 5,864,679	- 2,543,784	32,105
400	700,800	2,102,401	- 10,138,392	- 6,036,883	- 2,715,988	- 140,099
500	643,399	1,930,197	- 10,310,596	- 6,209,087	- 2,888,192	- 312,303



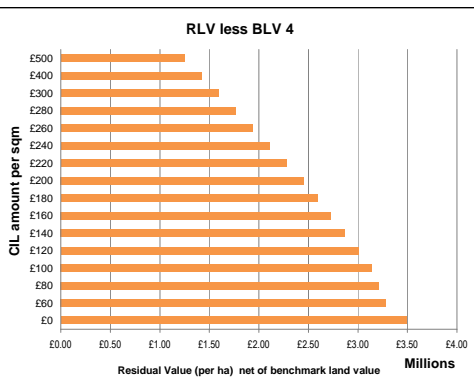
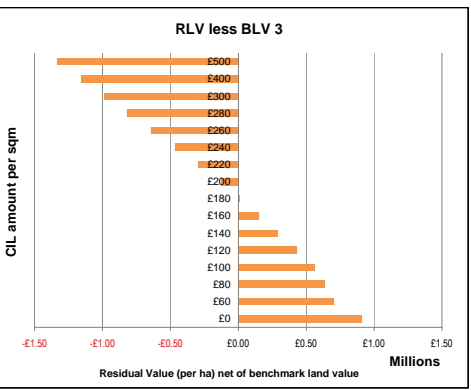
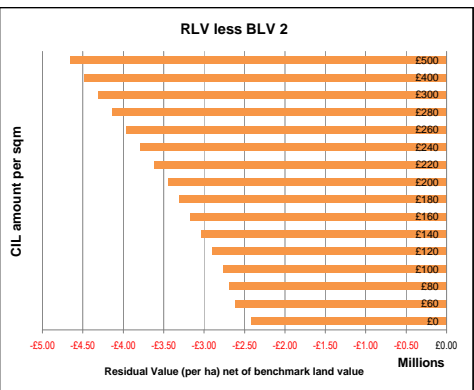
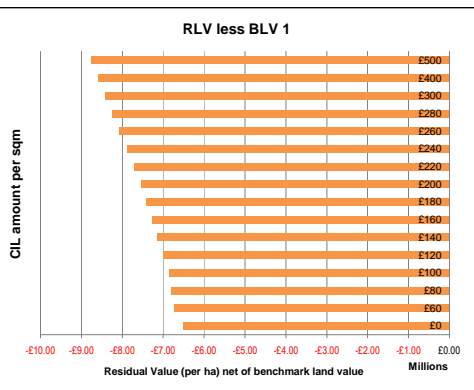
Site type 3 Description: Area 2 £3767 psm Hrw Wild Widstne Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,598,690	4,796,071	- 7,444,721	- 3,343,212	- 22,317	2,553,571
60	1,529,809	4,589,427	- 7,651,366	- 3,549,857	- 228,962	2,346,927
80	1,506,848	4,520,545	- 7,720,248	- 3,618,739	- 297,844	2,278,045
100	1,483,888	4,451,663	- 7,789,129	- 3,687,620	- 366,725	2,209,163
120	1,437,967	4,313,900	- 7,926,893	- 3,825,384	- 504,489	2,071,400
140	1,392,046	4,176,137	- 8,064,656	- 3,963,147	- 642,252	1,933,637
160	1,346,124	4,038,373	- 8,202,419	- 4,100,910	- 780,015	1,795,873
180	1,300,203	3,900,610	- 8,340,183	- 4,238,674	- 917,779	1,658,110
200	1,254,282	3,762,847	- 8,477,946	- 4,376,437	- 1,055,542	1,520,347
220	1,196,881	3,590,643	- 8,650,150	- 4,548,641	- 1,227,746	1,348,143
240	1,139,479	3,418,438	- 8,822,354	- 4,720,845	- 1,399,950	1,175,938
260	1,082,078	3,246,234	- 8,994,558	- 4,893,049	- 1,572,154	1,003,734
280	1,024,677	3,074,030	- 9,166,762	- 5,065,253	- 1,744,358	831,530
300	967,275	2,901,826	- 9,338,967	- 5,237,458	- 1,916,562	659,326
400	909,874	2,729,622	- 9,511,171	- 5,409,662	- 2,088,767	487,122
500	852,473	2,557,418	- 9,683,375	- 5,581,866	- 2,260,971	314,918



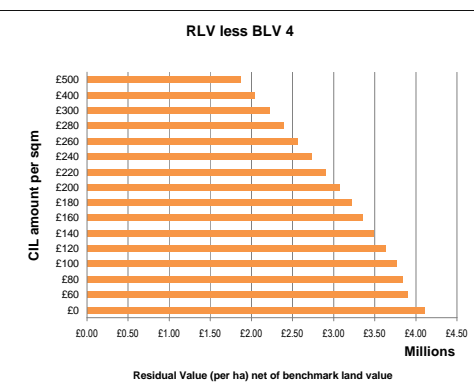
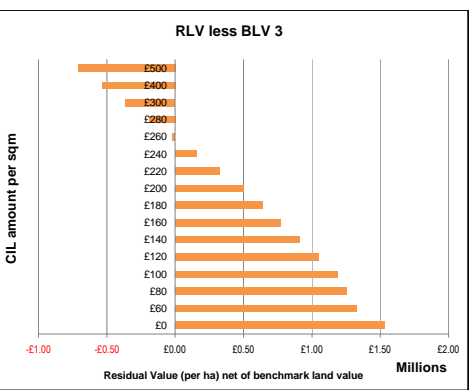
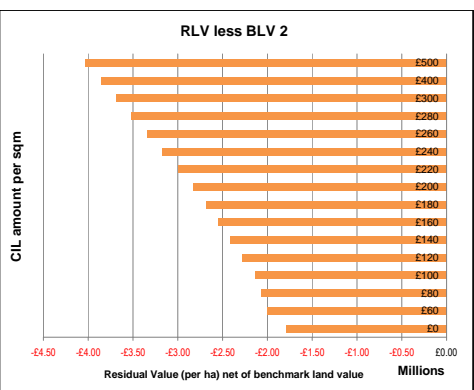
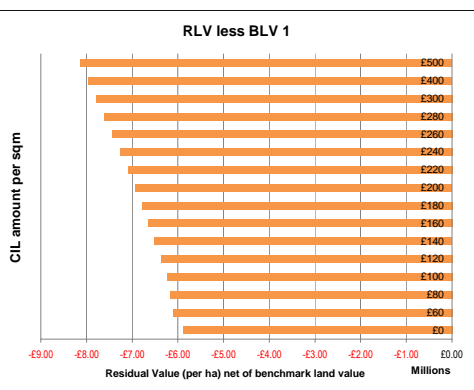
Site type 3 Description: Area 3 £4090 psm Hrw Hdstone CPark Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,909,079	5,727,237	- 6,513,556	- 2,412,047	- 908,848	3,484,737
60	1,840,197	5,520,592	- 6,720,201	- 2,618,692	- 702,803	3,278,092
80	1,817,237	5,451,710	- 6,789,083	- 2,687,574	- 633,321	3,209,210
100	1,794,276	5,382,828	- 6,857,964	- 2,756,455	- 564,440	3,140,328
120	1,748,355	5,245,065	- 6,995,728	- 2,894,219	- 426,677	3,002,565
140	1,702,434	5,107,302	- 7,133,491	- 3,031,982	- 288,913	2,864,802
160	1,656,513	4,969,538	- 7,271,254	- 3,169,745	- 151,150	2,727,038
180	1,610,592	4,831,775	- 7,409,017	- 3,307,509	- 13,387	2,589,275
200	1,564,671	4,694,012	- 7,546,781	- 3,445,272	- 124,377	2,451,512
220	1,507,269	4,521,808	- 7,718,985	- 3,617,476	- 296,581	2,279,308
240	1,449,868	4,349,604	- 7,891,189	- 3,789,680	- 468,785	2,107,104
260	1,392,466	4,177,399	- 8,063,393	- 3,961,884	- 640,989	1,934,899
280	1,335,065	4,005,195	- 8,235,597	- 4,134,088	- 813,193	1,762,695
300	1,277,664	3,832,991	- 8,407,801	- 4,306,292	- 985,397	1,590,491
400	1,220,262	3,660,787	- 8,580,006	- 4,478,497	- 1,157,601	1,418,287
500	1,162,861	3,488,583	- 8,752,210	- 4,650,701	- 1,329,806	1,246,083



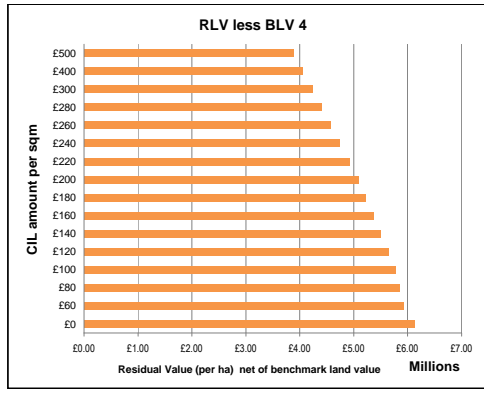
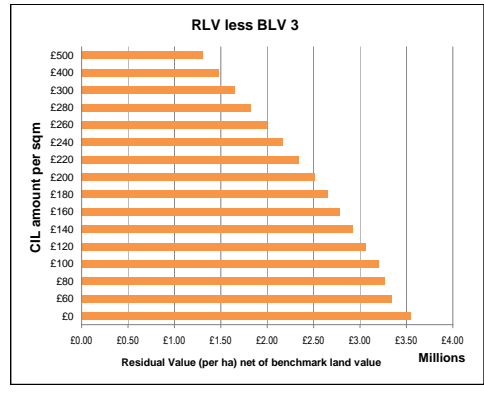
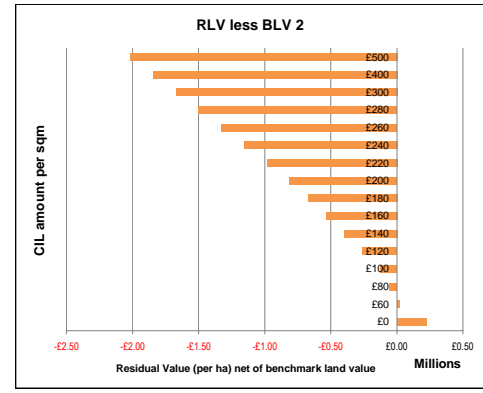
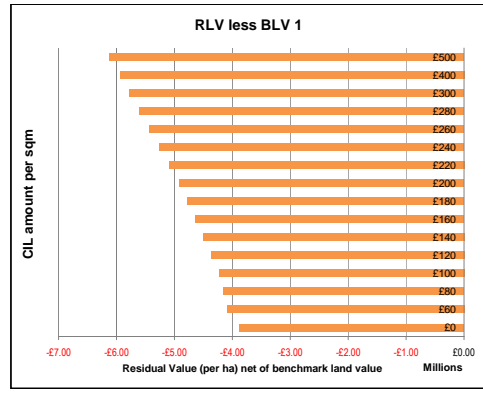
Site type 3 Description: Area 4 £4306 psm Pin HEnd & NHrw Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,116,016	6,348,048	- 5,892,745	- 1,791,236	- 1,529,659	4,105,548
60	2,047,134	6,141,403	- 6,099,390	- 1,997,881	- 1,323,014	3,898,903
80	2,024,174	6,072,521	- 6,168,271	- 2,066,762	- 1,254,133	3,830,021
100	2,001,213	6,003,640	- 6,237,153	- 2,135,644	- 1,185,251	3,761,140
120	1,955,292	5,865,876	- 6,374,916	- 2,273,407	- 1,047,488	3,623,376
140	1,909,371	5,728,113	- 6,512,679	- 2,411,171	- 909,725	3,485,613
160	1,863,450	5,590,350	- 6,650,443	- 2,548,934	- 771,961	3,347,850
180	1,817,529	5,452,586	- 6,788,206	- 2,686,697	- 634,198	3,210,086
200	1,771,608	5,314,823	- 6,925,969	- 2,824,460	- 496,435	3,072,323
220	1,714,206	5,142,619	- 7,098,174	- 2,996,665	- 324,231	2,900,119
240	1,656,805	4,970,415	- 7,270,378	- 3,168,869	- 152,026	2,727,915
260	1,599,404	4,798,211	- 7,442,582	- 3,341,073	- 20,178	2,555,711
280	1,542,002	4,626,007	- 7,614,786	- 3,513,277	- 192,382	2,383,507
300	1,484,601	4,453,803	- 7,786,990	- 3,685,481	- 364,586	2,211,303
400	1,427,199	4,281,598	- 7,959,194	- 3,857,685	- 536,790	2,039,098
500	1,369,798	4,109,394	- 8,131,398	- 4,029,889	- 708,994	1,866,894



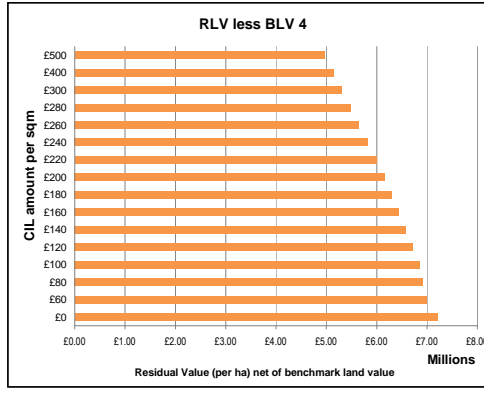
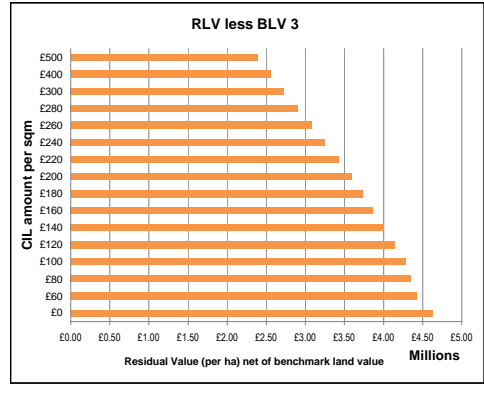
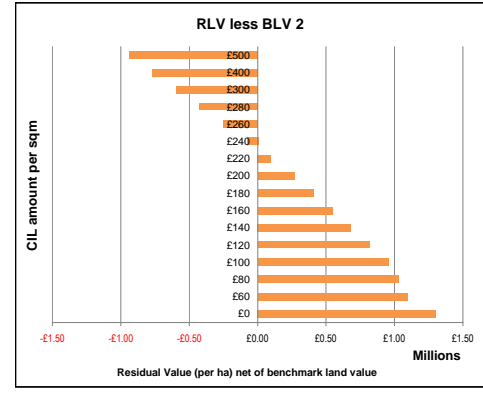
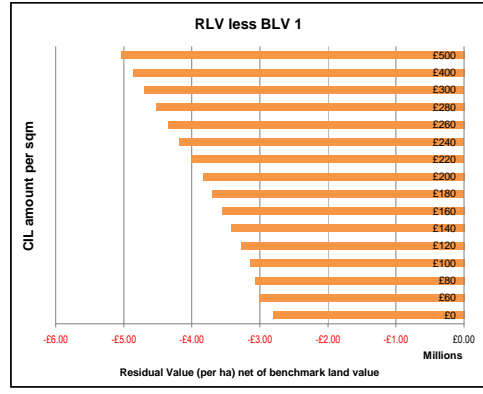
Site type 3 Description: **Area 5 E5005 psm Pin Green** Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,786,843	8,360,530	- 3,880,263	221,246	3,542,141	6,118,030
60	2,717,962	8,153,885	- 4,086,908	14,601	3,335,496	5,911,385
80	2,695,001	8,085,003	- 4,155,789	54,281	3,266,615	5,842,503
100	2,672,041	8,016,122	- 4,224,671	123,162	3,197,733	5,773,622
120	2,626,119	7,878,358	- 4,362,434	260,925	3,059,970	5,635,858
140	2,580,198	7,740,595	- 4,500,198	398,689	2,922,206	5,498,095
160	2,534,277	7,602,832	- 4,637,961	536,452	2,784,443	5,360,332
180	2,488,356	7,465,068	- 4,775,724	674,215	2,646,680	5,222,568
200	2,442,435	7,327,305	- 4,913,488	811,979	2,508,916	5,084,805
220	2,385,034	7,155,101	- 5,085,692	984,183	2,336,712	4,912,601
240	2,327,632	6,982,897	- 5,257,896	1,156,387	2,164,508	4,740,397
260	2,270,231	6,810,693	- 5,430,100	1,328,591	1,992,304	4,568,193
280	2,212,829	6,638,488	- 5,602,304	1,500,795	1,820,100	4,395,988
300	2,155,428	6,466,284	- 5,774,508	1,672,999	1,647,896	4,223,784
400	2,098,027	6,294,080	- 5,946,712	1,845,203	1,475,692	4,051,580
500	2,040,625	6,121,876	- 6,118,916	2,017,408	1,303,488	3,879,376



Site type 3 Description: **Area 6 E5382 psm Hrw Hill** Site area: 0.33 ha

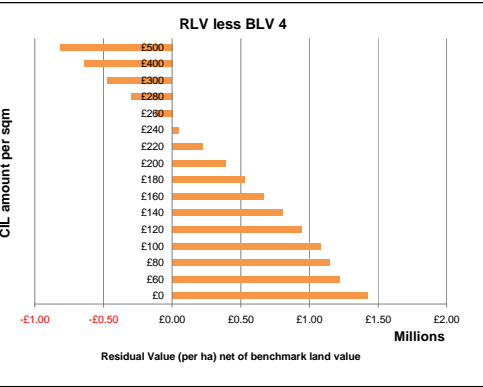
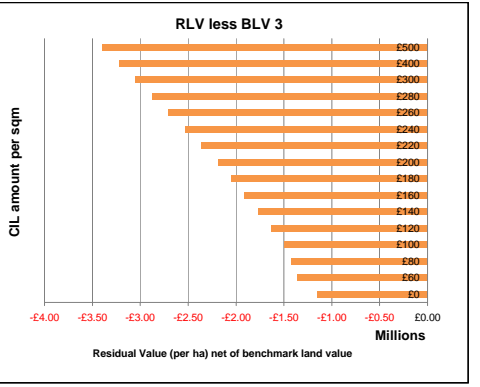
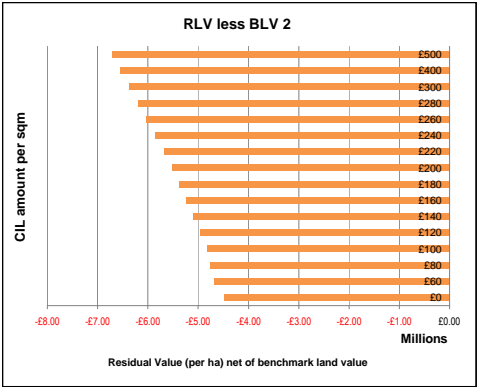
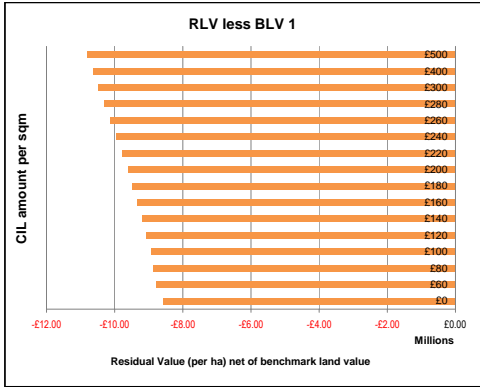
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,146,545	9,439,636	- 2,801,157	1,300,352	4,621,247	7,197,136
60	3,077,664	9,232,991	- 3,007,802	1,093,707	4,414,602	6,990,491
80	3,054,703	9,164,109	- 3,076,683	1,024,826	4,345,721	6,921,609
100	3,031,743	9,095,228	- 3,145,565	955,944	4,276,839	6,852,728
120	2,985,821	8,957,464	- 3,283,328	818,181	4,139,076	6,714,964
140	2,939,900	8,819,701	- 3,421,092	680,417	4,001,312	6,577,201
160	2,893,979	8,681,938	- 3,558,855	542,654	3,863,549	6,439,438
180	2,848,058	8,544,174	- 3,696,618	404,891	3,725,786	6,301,674
200	2,802,137	8,406,411	- 3,834,382	267,127	3,588,022	6,163,911
220	2,744,736	8,234,207	- 4,006,586	94,923	3,415,818	5,991,707
240	2,687,334	8,062,003	- 4,178,790	77,281	3,243,614	5,819,503
260	2,629,933	7,889,799	- 4,350,994	249,485	3,071,410	5,647,299
280	2,572,532	7,717,595	- 4,523,198	421,689	2,899,206	5,475,095
300	2,515,130	7,545,390	- 4,695,402	593,893	2,727,002	5,302,890
400	2,457,729	7,373,186	- 4,867,606	766,097	2,554,798	5,130,686
500	2,400,327	7,200,982	- 5,039,810	938,302	2,382,594	4,958,482



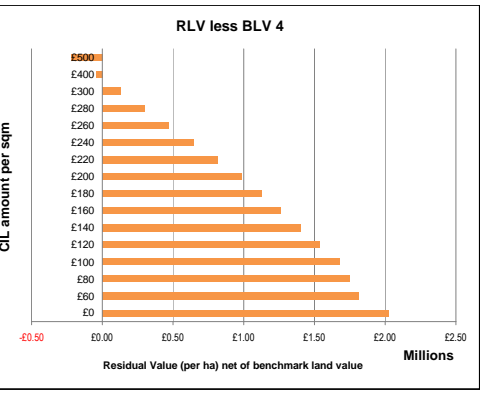
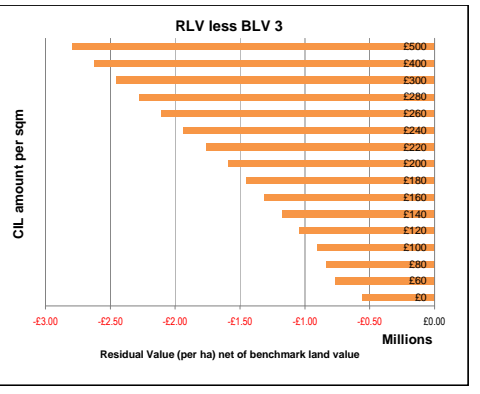
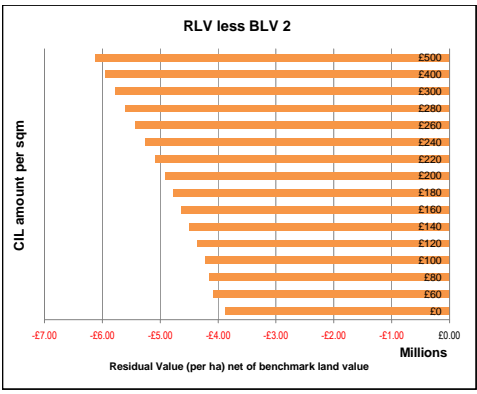
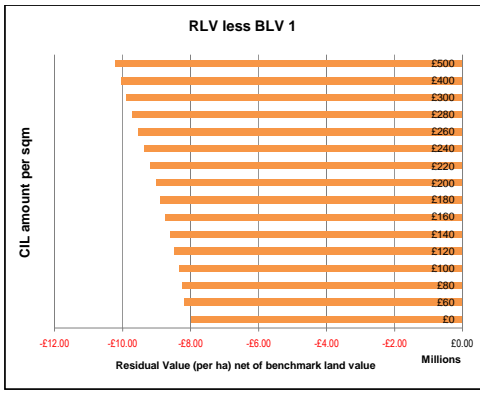
CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
SITE TYPE	3	BLV1	BLV2	BLV3	BLV4
25 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
FLATS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
75 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	-5% Sales value inflation			
	4 on private	Build cost inflation			
Aff Hsg:	40%				

**Note on Benchmark land values:**  
 \*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

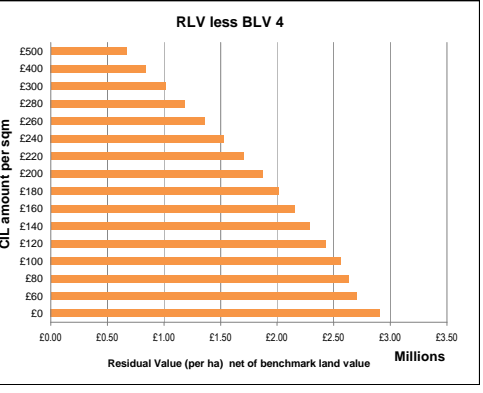
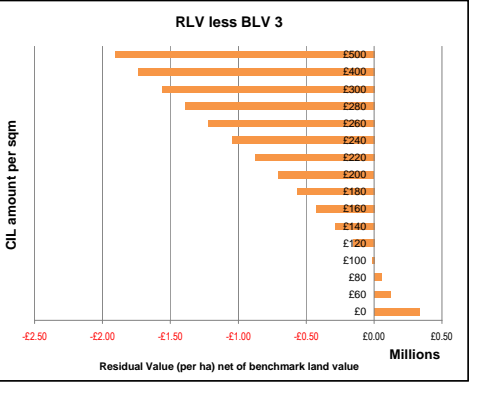
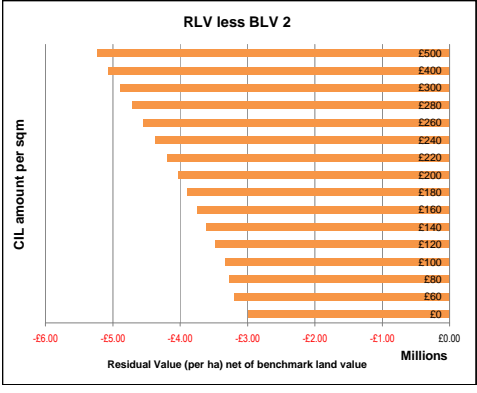
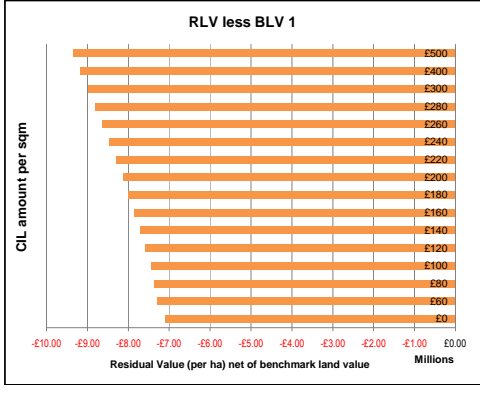
Site type 3	Description:	Area 1	£3552 psm	S Harrow	Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,221,975	3,665,924	- 8,574,868	- 4,473,359	- 1,152,464	1,423,424
60	1,153,093	3,459,279	- 8,781,513	- 4,680,004	- 1,359,109	1,216,779
80	1,130,133	3,390,398	- 8,850,395	- 4,748,886	- 1,427,991	1,147,898
100	1,107,172	3,321,516	- 8,919,277	- 4,817,768	- 1,496,873	1,079,016
120	1,061,251	3,183,753	- 9,067,040	- 4,955,531	- 1,634,636	941,253
140	1,015,330	3,045,989	- 9,194,803	- 5,093,294	- 1,772,399	803,489
160	969,409	2,908,226	- 9,332,567	- 5,231,058	- 1,910,162	665,726
180	923,488	2,770,463	- 9,470,330	- 5,368,821	- 2,047,926	527,963
200	877,566	2,632,699	- 9,608,093	- 5,506,584	- 2,185,689	390,199
220	820,165	2,460,495	- 9,780,297	- 5,678,788	- 2,357,893	217,995
240	762,764	2,288,291	- 9,952,501	- 5,850,992	- 2,530,097	45,791
260	705,362	2,116,087	- 10,124,706	- 6,023,197	- 2,702,301	- 126,413
280	647,961	1,943,883	- 10,296,910	- 6,195,401	- 2,874,506	- 298,617
300	590,560	1,771,679	- 10,469,114	- 6,367,605	- 3,046,710	- 470,821
400	533,158	1,599,475	- 10,641,318	- 6,539,809	- 3,218,914	- 643,025
500	475,757	1,427,271	- 10,813,522	- 6,712,013	- 3,391,118	- 815,229



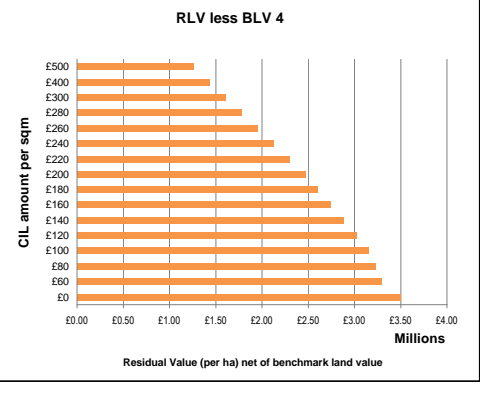
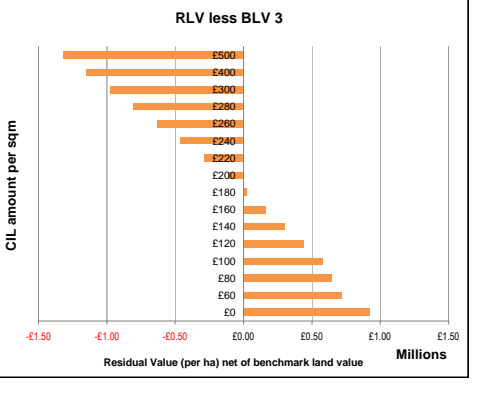
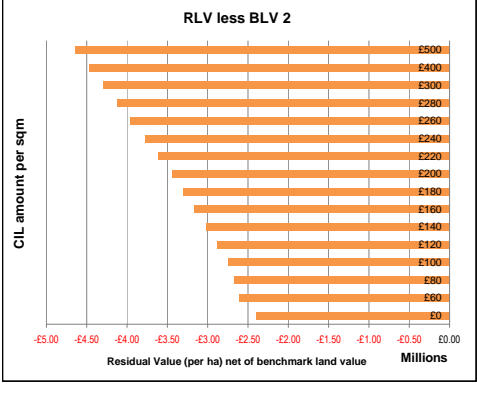
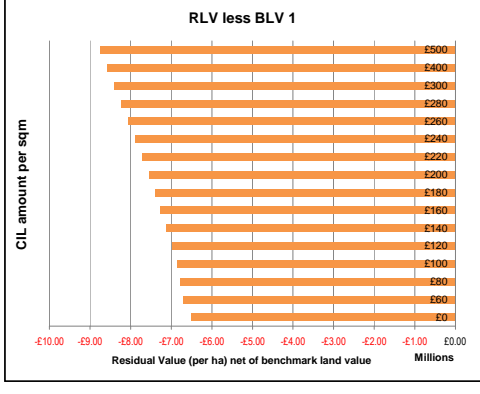
Site type 3	Description:	Area 2	£3767 psm	Hrw Wid Wldstne	Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,420,888	4,262,665	- 7,978,128	- 3,876,619	- 555,724	2,020,165
60	1,352,007	4,056,020	- 8,184,773	- 4,083,264	- 762,369	1,813,520
80	1,329,046	3,987,138	- 8,253,654	- 4,152,145	- 831,250	1,744,638
100	1,306,086	3,918,257	- 8,322,536	- 4,221,027	- 900,132	1,675,757
120	1,260,164	3,780,493	- 8,460,299	- 4,358,790	- 1,037,895	1,537,993
140	1,214,243	3,642,730	- 8,598,063	- 4,496,554	- 1,175,658	1,400,230
160	1,168,322	3,504,967	- 8,735,826	- 4,634,317	- 1,313,422	1,262,467
180	1,122,401	3,367,203	- 8,873,589	- 4,772,080	- 1,451,185	1,124,703
200	1,076,480	3,229,440	- 9,011,352	- 4,909,843	- 1,588,948	986,940
220	1,019,079	3,057,236	- 9,183,557	- 5,082,048	- 1,761,153	814,736
240	961,677	2,885,032	- 9,355,761	- 5,254,252	- 1,933,357	642,532
260	904,276	2,712,828	- 9,527,965	- 5,426,456	- 2,105,561	470,328
280	846,875	2,540,624	- 9,700,169	- 5,598,660	- 2,277,765	298,124
300	789,473	2,368,420	- 9,872,373	- 5,770,864	- 2,449,969	125,920
400	732,072	2,196,215	- 10,044,577	- 5,943,068	- 2,622,173	- 46,285
500	674,670	2,024,011	- 10,216,781	- 6,115,272	- 2,794,377	- 218,489



Site type 3	Description:	Area 3	£4090 psm	Hrw Hdstne CPark	Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,716,037	5,148,110	- 7,092,683	- 2,991,174	- 329,721	2,905,610
60	1,647,155	4,941,465	- 7,299,328	- 3,197,819	- 123,076	2,698,965
80	1,624,194	4,872,583	- 7,368,210	- 3,266,701	- 54,194	2,630,083
100	1,601,234	4,803,701	- 7,437,091	- 3,335,582	- 14,687	2,561,201
120	1,555,313	4,665,938	- 7,574,855	- 3,473,346	- 152,451	2,423,438
140	1,509,392	4,528,175	- 7,712,618	- 3,611,109	- 290,214	2,285,675
160	1,463,470	4,390,411	- 7,850,381	- 3,748,872	- 427,977	2,147,911
180	1,417,549	4,252,648	- 7,988,145	- 3,886,636	- 565,741	2,010,148
200	1,371,628	4,114,885	- 8,125,908	- 4,024,399	- 703,504	1,872,385
220	1,314,227	3,942,681	- 8,298,112	- 4,196,603	- 841,268	1,734,621
240	1,256,826	3,770,476	- 8,470,316	- 4,368,807	- 1,013,532	1,596,857
260	1,199,424	3,598,272	- 8,642,520	- 4,541,011	- 1,185,796	1,459,093
280	1,142,023	3,426,068	- 8,814,724	- 4,713,215	- 1,358,060	1,321,329
300	1,084,622	3,253,864	- 8,986,928	- 4,885,420	- 1,530,324	1,183,565
400	1,027,220	3,081,660	- 9,159,133	- 5,057,624	- 1,702,588	45,801
500	969,819	2,909,456	- 9,331,337	- 5,229,828	- 1,874,852	- 112,352

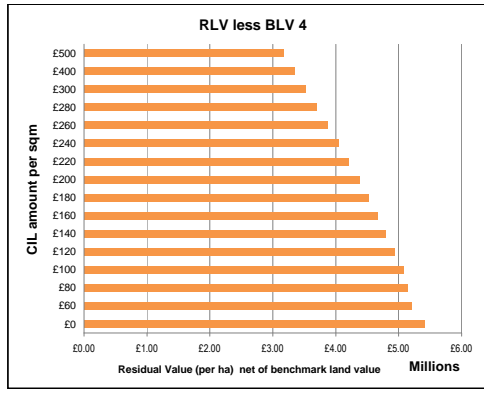
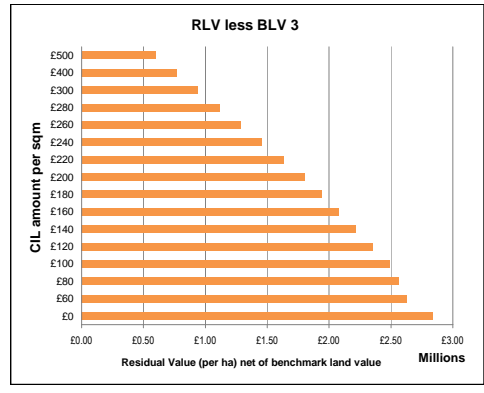
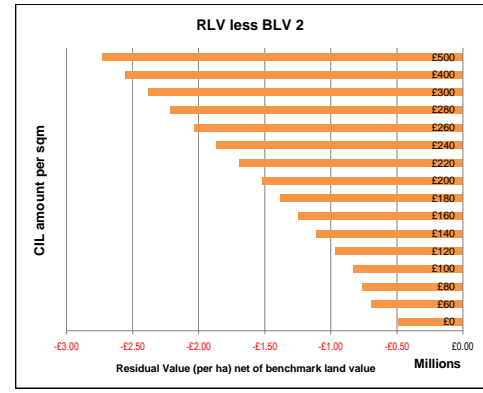
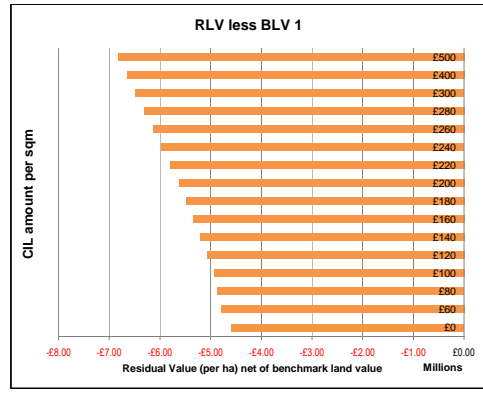


Site type 3	Description:	Area 4	£4306 psm	Pin HEnd & NHrw	Site area:	0.33 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,912,813	5,738,440	- 6,502,352	- 2,400,843	- 920,052	3,495,940
60	1,843,932	5,531,796	- 6,708,997	- 2,607,488	- 713,407	3,289,296
80	1,820,971	5,462,914	- 6,777,879	- 2,676,370	- 644,525	3,220,414
100	1,798,010	5,394,032	- 6,846,760	- 2,745,251	- 575,644	3,151,532
120	1,752,090	5,256,269	- 6,984,524	- 2,883,015	- 437,880	3,013,769
140	1,706,169	5,118,506	- 7,122,287	- 3,020,778	- 300,117	2,876,006
160	1,660,248	4,980,742	- 7,260,050	- 3,158,541	- 162,354	2,738,242
180	1,614,326	4,842,979	- 7,397,814	- 3,296,305	- 24,590	2,600,479
200	1,568,405	4,705,216	- 7,535,577	- 3,434,068	- 113,173	2,462,716
220	1,511,004	4,533,012	- 7,707,781	- 3,606,272	- 285,377	2,290,512
240	1,453,602	4,360,807	- 7,879,985	- 3,778,476	- 457,581	2,118,307
260	1,396,201	4,188,603	- 8,052,189	- 3,950,680	- 629,785	1,946,103
280	1,338,800	4,016,399	- 8,224,393	- 4,122,884	- 801,989	1,773,899
300	1,281,398	3,844,195	- 8,396,598	- 4,295,089	- 974,193	1,601,695
400	1,223,997	3,671,991	- 8,568,802	- 4,467,293	- 1,146,398	1,429,491
500	1,166,596	3,499,787	- 8,741,006	- 4,639,497	- 1,318,602	1,257,287



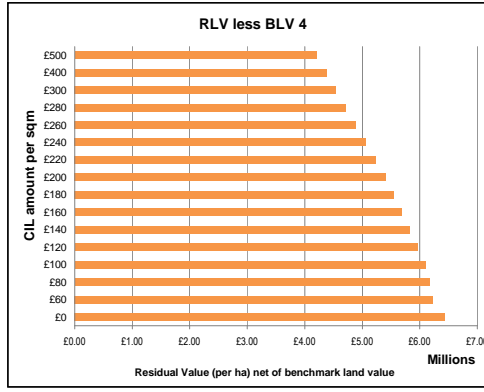
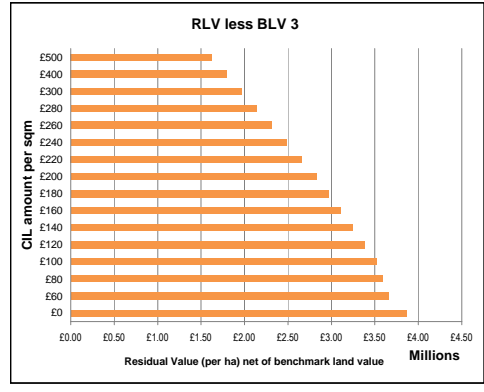
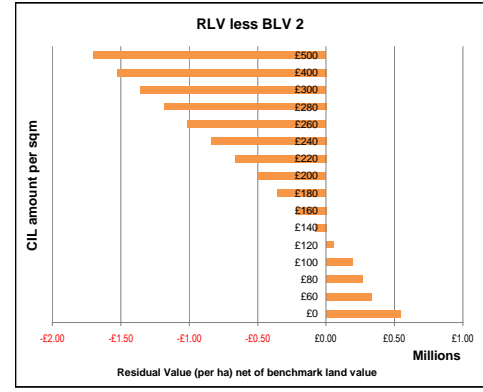
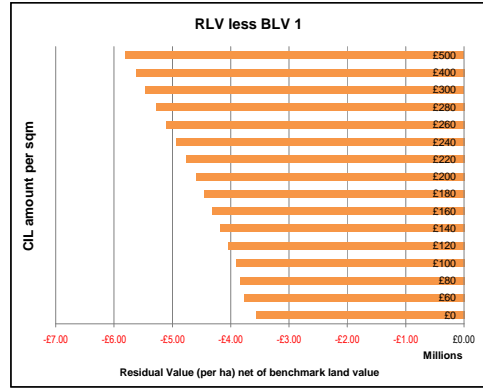
Site type 3 Description: **Area 5 E5005 psm Pin Green** Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,550,620	7,651,861	- 4,588,932	- 487,423	2,833,473	5,409,361
60	2,481,739	7,445,216	- 4,795,576	- 694,068	2,626,828	5,202,716
80	2,458,778	7,376,334	- 4,864,458	- 762,949	2,557,946	5,133,834
100	2,435,818	7,307,453	- 4,933,340	- 831,831	2,489,064	5,064,953
120	2,389,897	7,169,690	- 5,071,103	- 969,594	2,351,301	4,927,190
140	2,343,975	7,031,926	- 5,208,866	- 1,107,357	2,213,538	4,789,426
160	2,298,054	6,894,163	- 5,346,630	- 1,245,121	2,075,774	4,651,663
180	2,252,133	6,756,400	- 5,484,393	- 1,382,884	1,938,011	4,513,900
200	2,206,212	6,618,636	- 5,622,156	- 1,520,647	1,800,248	4,376,136
220	2,148,811	6,446,432	- 5,794,360	- 1,692,851	1,628,044	4,203,932
240	2,091,409	6,274,228	- 5,966,565	- 1,865,056	1,455,839	4,031,728
260	2,034,008	6,102,024	- 6,138,769	- 2,037,260	1,283,635	3,859,524
280	1,976,607	5,929,820	- 6,310,973	- 2,209,464	1,111,431	3,687,320
300	1,919,205	5,757,616	- 6,483,177	- 2,381,668	939,227	3,515,116
400	1,861,804	5,585,412	- 6,655,381	- 2,553,872	767,023	3,342,912
500	1,804,402	5,413,207	- 6,827,585	- 2,726,076	594,819	3,170,707



Site type 3 Description: **Area 6 E5382 psm Hrw Hill** Site area: 0.33 ha

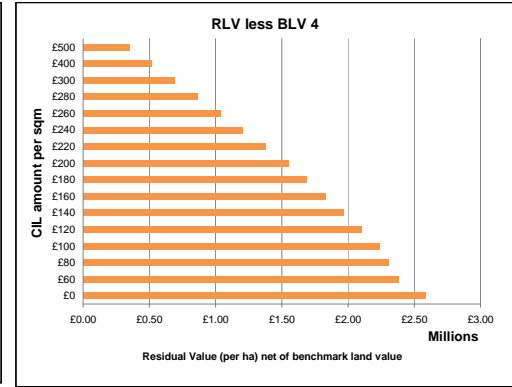
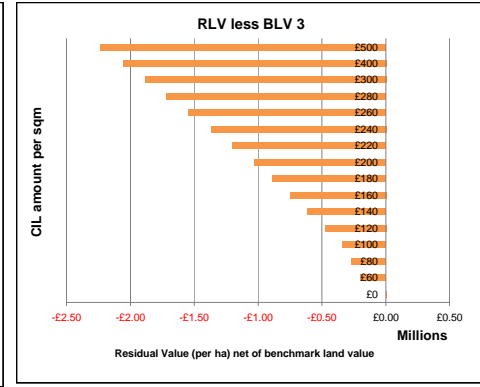
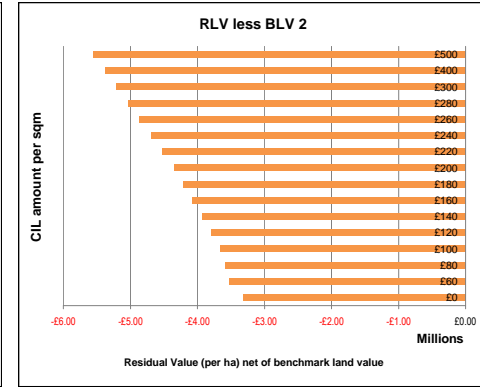
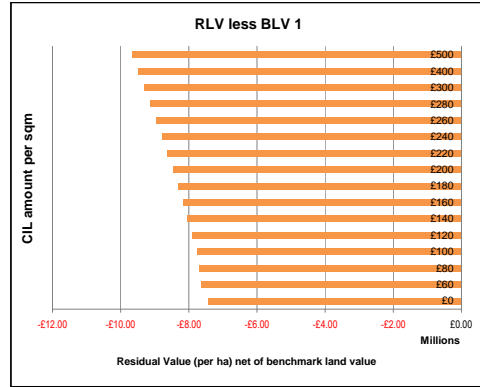
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,892,542	8,677,626	- 3,563,166	- 538,343	3,859,238	6,435,126
60	2,823,661	8,470,982	- 3,769,811	- 331,698	3,652,593	6,228,482
80	2,800,700	8,402,100	- 3,838,693	- 262,816	3,583,711	6,159,600
100	2,777,739	8,333,218	- 3,907,574	- 193,935	3,514,830	6,090,718
120	2,731,818	8,195,455	- 4,045,338	- 56,171	3,377,066	5,952,955
140	2,685,897	8,057,692	- 4,183,101	- 81,592	3,239,303	5,815,192
160	2,639,976	7,919,928	- 4,320,864	- 219,355	3,101,540	5,677,428
180	2,594,055	7,782,165	- 4,458,628	- 357,119	2,963,776	5,539,665
200	2,548,134	7,644,402	- 4,596,391	- 494,882	2,826,013	5,401,902
220	2,490,733	7,472,198	- 4,768,595	- 667,086	2,653,809	5,229,698
240	2,433,331	7,299,993	- 4,940,799	- 839,290	2,481,605	5,057,493
260	2,375,930	7,127,789	- 5,113,003	- 1,011,494	2,309,401	4,885,289
280	2,318,528	6,955,585	- 5,285,207	- 1,183,698	2,137,197	4,713,085
300	2,261,127	6,783,381	- 5,457,412	- 1,355,903	1,964,993	4,540,881
400	2,203,726	6,611,177	- 5,629,616	- 1,528,107	1,792,788	4,368,677
500	2,146,324	6,438,973	- 5,801,820	- 1,700,311	1,620,584	4,196,473



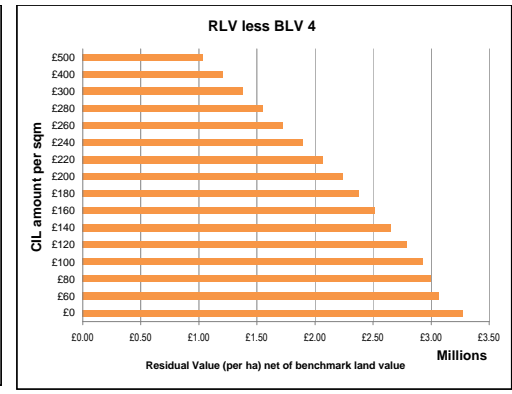
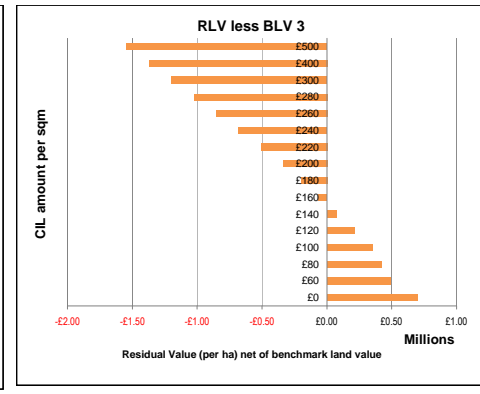
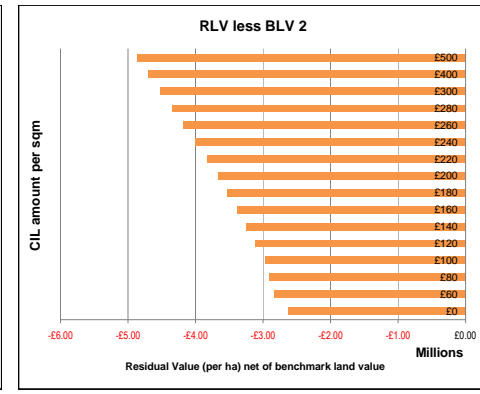
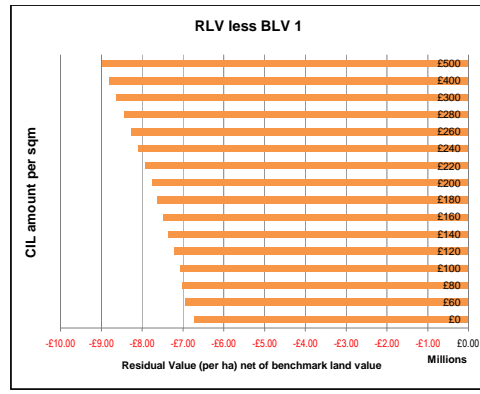
<b>CIL Viability</b> LB Harrow		<b>Benchmark Land Values (per net developable ha)</b>			
<b>SITE TYPE</b> 3		BLV1	BLV2	BLV3	BLV4
<b>25 UNITS</b>		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
<b>FLATS</b>		£12,240,793	£8,139,284	£4,818,389	£2,242,500
<b>75 UPH</b>	Net area as percentage of gross	100%			
<b>CSH level:</b> 4 on AH		10% Sales value inflation			
4 on private		5% Build cost inflation			
<b>Aff Hsg:</b> 40%					

**Note on Benchmark land values:**  
 \*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH" uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses" - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

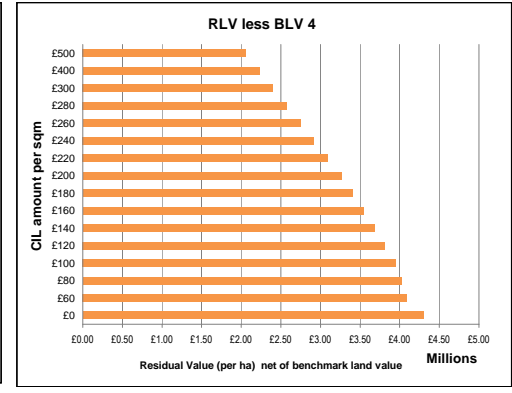
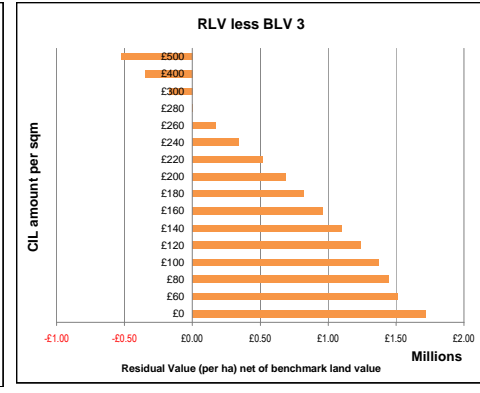
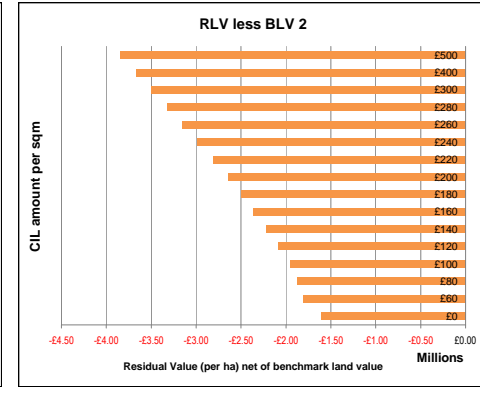
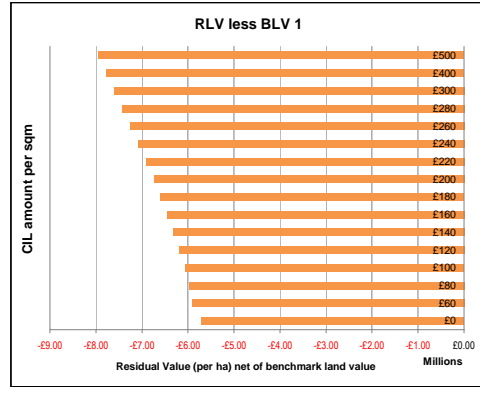
Site type 3	Description:	Area 1	£3552 psm S Harrow	Site area:	0.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,608,509	4,825,527	- 7,415,266	- 3,313,757	- 7,138	2,583,027
60	1,539,627	4,618,882	- 7,621,911	- 3,520,402	- 199,507	2,376,382
80	1,516,667	4,550,000	- 7,690,792	- 3,589,283	- 268,388	2,307,500
100	1,493,706	4,481,119	- 7,759,674	- 3,658,165	- 337,270	2,238,619
120	1,447,785	4,343,355	- 7,897,437	- 3,795,928	- 475,033	2,100,855
140	1,401,864	4,205,592	- 8,035,201	- 3,933,692	- 612,797	1,963,092
160	1,355,943	4,067,829	- 8,172,964	- 4,071,455	- 750,560	1,825,329
180	1,310,022	3,930,065	- 8,310,727	- 4,209,218	- 888,323	1,687,565
200	1,264,101	3,792,302	- 8,448,490	- 4,346,982	- 1,026,086	1,549,802
220	1,206,699	3,620,098	- 8,620,695	- 4,519,186	- 1,198,291	1,377,598
240	1,149,298	3,447,894	- 8,792,899	- 4,691,390	- 1,370,495	1,205,394
260	1,091,897	3,275,690	- 8,965,103	- 4,863,594	- 1,542,699	1,033,190
280	1,034,495	3,103,486	- 9,137,307	- 5,035,798	- 1,714,903	860,986
300	977,094	2,931,281	- 9,309,511	- 5,208,002	- 1,887,107	688,781
400	919,692	2,759,077	- 9,481,715	- 5,380,206	- 2,059,311	516,577
500	862,291	2,586,873	- 9,653,919	- 5,552,410	- 2,231,515	344,373



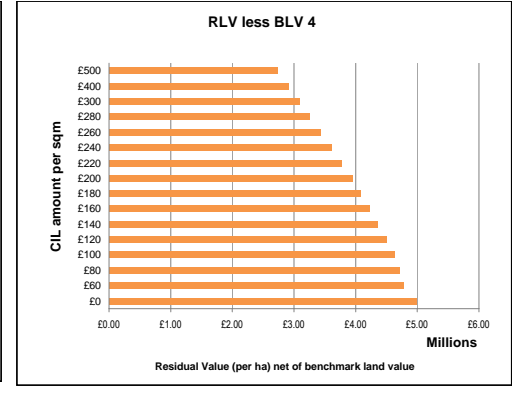
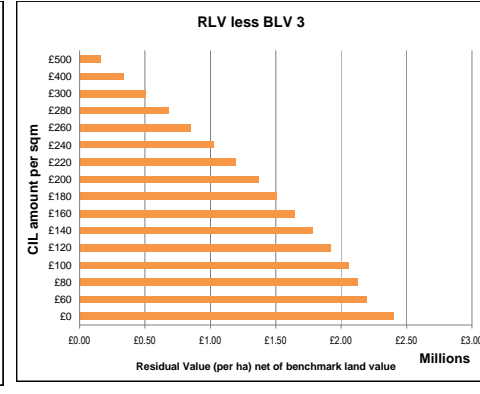
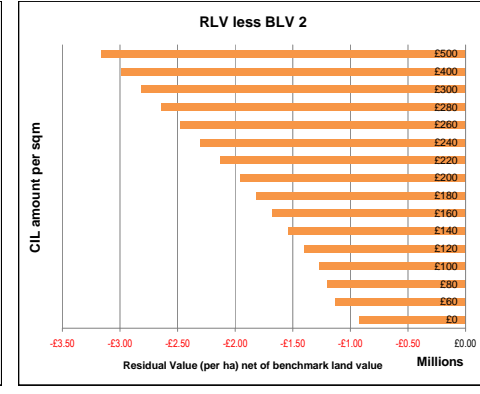
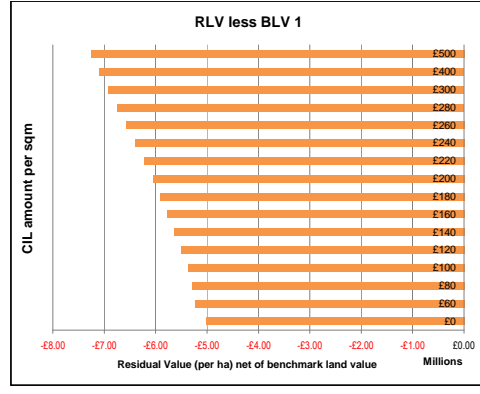
Site type 3	Description:	Area 2	£3767 psm Hrw Wild Widstne	Site area:	0.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,837,903	5,513,709	- 6,727,084	- 2,625,575	- 695,320	3,271,209
60	1,769,021	5,307,064	- 6,933,729	- 2,832,220	- 488,675	3,064,564
80	1,746,061	5,238,182	- 7,002,611	- 2,901,102	- 419,794	2,995,682
100	1,723,100	5,169,300	- 7,071,492	- 2,969,983	- 350,912	2,926,800
120	1,677,179	5,031,537	- 7,209,255	- 3,107,747	- 213,149	2,789,037
140	1,631,258	4,893,774	- 7,347,019	- 3,245,510	- 75,385	2,651,274
160	1,585,337	4,756,011	- 7,484,782	- 3,383,273	- 62,378	2,513,511
180	1,539,416	4,618,247	- 7,622,545	- 3,521,036	- 200,141	2,375,747
200	1,493,495	4,480,484	- 7,760,309	- 3,658,800	- 337,905	2,237,984
220	1,436,093	4,308,280	- 7,932,513	- 3,831,004	- 510,109	2,065,780
240	1,378,692	4,136,076	- 8,104,717	- 4,003,208	- 682,313	1,893,576
260	1,321,291	3,963,872	- 8,276,921	- 4,175,412	- 854,517	1,721,372
280	1,263,889	3,791,667	- 8,449,125	- 4,347,616	- 1,026,721	1,549,167
300	1,206,488	3,619,463	- 8,621,329	- 4,519,820	- 1,198,925	1,376,963
400	1,149,086	3,447,259	- 8,793,533	- 4,692,025	- 1,371,129	1,204,759
500	1,091,685	3,275,055	- 8,965,738	- 4,864,229	- 1,543,334	1,032,555



Site type 3	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	0.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,178,772	6,536,315	- 5,704,478	- 1,602,969	- 1,717,926	4,293,815
60	2,109,890	6,329,670	- 5,911,123	- 1,809,614	- 1,511,281	4,087,170
80	2,086,929	6,260,788	- 5,980,004	- 1,878,495	- 1,442,400	4,018,288
100	2,063,969	6,191,907	- 6,048,886	- 1,947,377	- 1,373,518	3,949,407
120	2,018,048	6,054,143	- 6,186,649	- 2,085,140	- 1,235,755	3,811,643
140	1,972,127	5,916,380	- 6,324,413	- 2,222,904	- 1,097,992	3,673,880
160	1,926,206	5,778,617	- 6,462,176	- 2,360,667	- 960,228	3,536,117
180	1,880,284	5,640,853	- 6,599,939	- 2,498,430	- 822,465	3,398,353
200	1,834,363	5,503,090	- 6,737,702	- 2,636,194	- 684,702	3,260,590
220	1,776,962	5,330,886	- 6,909,907	- 2,808,398	- 512,497	3,088,386
240	1,719,561	5,158,682	- 7,082,111	- 2,980,602	- 340,293	2,916,182
260	1,662,159	4,986,478	- 7,254,315	- 3,152,806	- 168,089	2,743,978
280	1,604,758	4,814,274	- 7,426,519	- 3,325,010	- 4,115	2,571,774
300	1,547,357	4,642,070	- 7,598,723	- 3,497,214	- 176,319	2,399,570
400	1,489,955	4,469,865	- 7,770,927	- 3,669,418	- 348,523	2,227,365
500	1,432,554	4,297,661	- 7,943,131	- 3,841,622	- 520,727	2,055,161

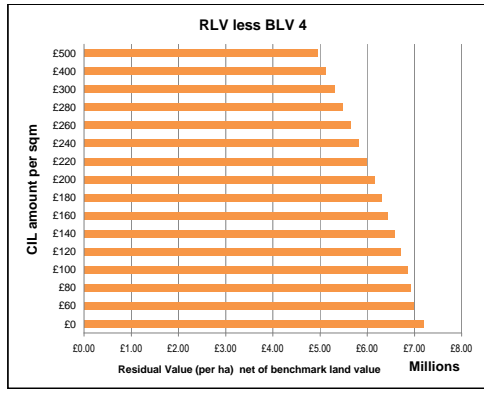
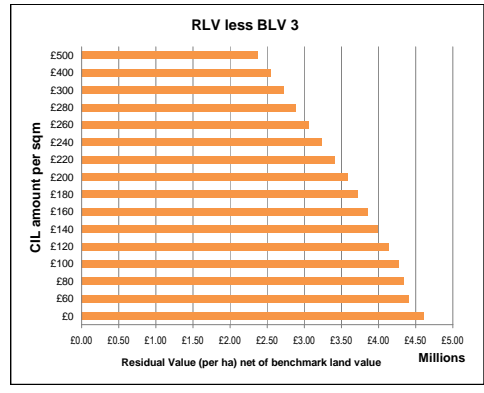
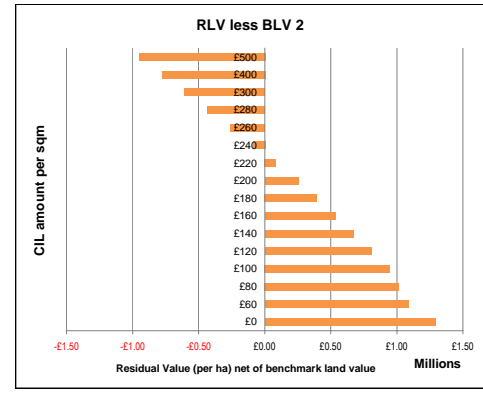
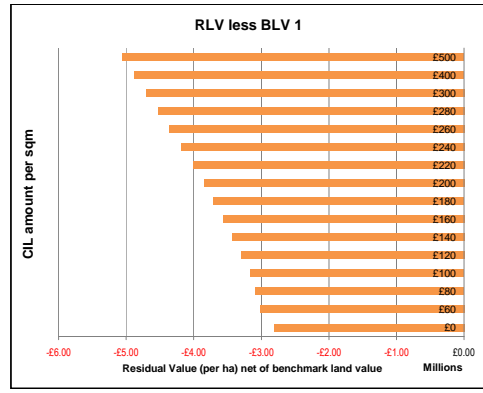


Site type 3	Description:	Area 4	£4306 psm Pin HEnd & NHrw	Site area:	0.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,406,029	7,218,087	- 5,022,706	- 921,197	- 2,399,698	4,975,587
60	2,337,147	7,011,442	- 5,229,351	- 1,127,842	- 2,193,054	4,768,942
80	2,314,187	6,942,560	- 5,298,232	- 1,196,723	- 2,124,172	4,700,060
100	2,291,226	6,873,679	- 5,367,114	- 1,265,605	- 2,055,290	4,631,179
120	2,245,305	6,735,915	- 5,504,877	- 1,403,368	- 1,917,527	4,493,415
140	2,199,384	6,598,152	- 5,642,640	- 1,541,132	- 1,779,764	4,355,652
160	2,153,463	6,460,389	- 5,780,404	- 1,678,895	- 1,642,000	4,217,889
180	2,107,542	6,322,626	- 5,918,167	- 1,816,658	- 1,504,237	4,080,126
200	2,061,621	6,184,862	- 6,055,930	- 1,954,421	- 1,366,474	3,942,362
220	2,004,219	6,012,658	- 6,228,134	- 2,126,626	- 1,194,270	3,770,158
240	1,946,818	5,840,454	- 6,400,339	- 2,298,830	- 1,022,065	3,597,954
260	1,889,417	5,668,250	- 6,572,543	- 2,471,034	- 849,861	3,425,750
280	1,832,015	5,496,046	- 6,744,747	- 2,643,238	- 677,657	3,253,546
300	1,774,614	5,323,842	- 6,916,951	- 2,815,442	- 505,453	3,081,342
400	1,717,212	5,151,637	- 7,089,155	- 2,987,646	- 333,249	2,909,137
500	1,659,811	4,979,433	- 7,261,359	- 3,159,850	- 161,045	2,736,933



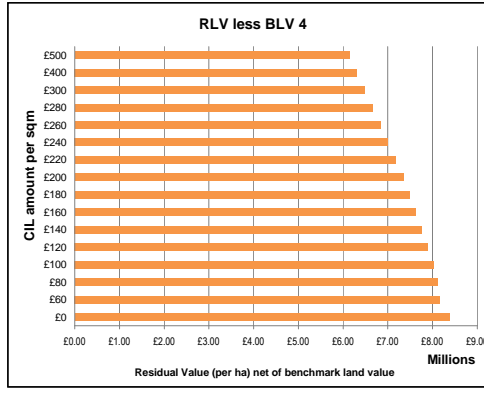
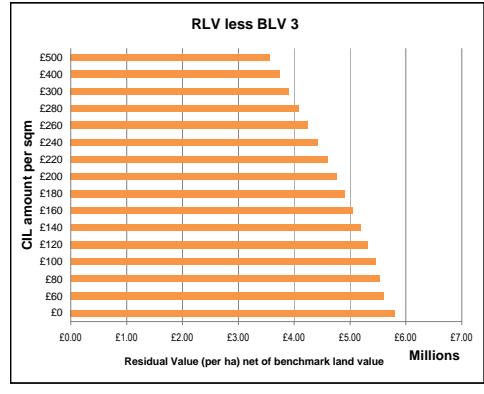
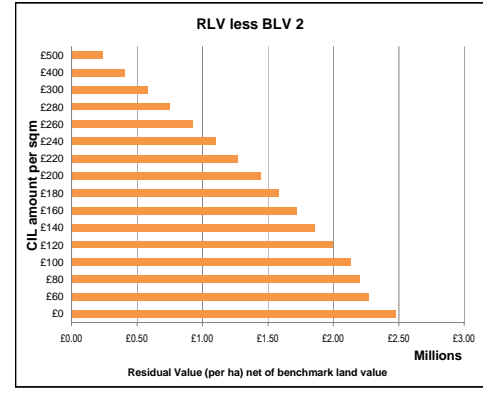
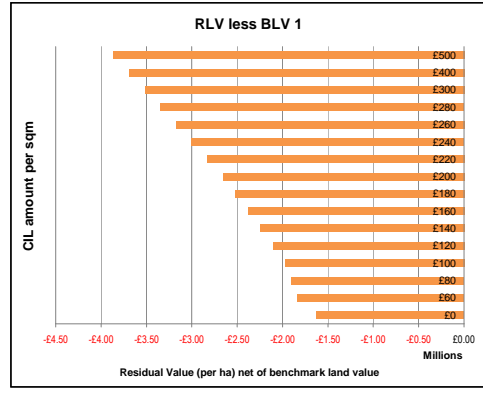
Site type 3 Description: **Area 5 E5005 psm Pin Green** Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,142,897	9,428,691	- 2,812,101	1,289,408	4,610,303	7,186,191
60	3,074,015	9,222,046	- 3,018,746	1,082,763	4,403,658	6,979,546
80	3,051,055	9,153,165	- 3,087,628	1,013,881	4,334,776	6,910,665
100	3,028,094	9,084,283	- 3,156,510	944,999	4,265,894	6,841,783
120	2,982,173	8,946,520	- 3,294,273	807,236	4,128,131	6,704,020
140	2,936,252	8,808,756	- 3,432,036	669,473	3,990,368	6,566,256
160	2,890,331	8,670,993	- 3,569,799	531,709	3,852,605	6,428,493
180	2,844,410	8,533,230	- 3,707,563	393,946	3,714,841	6,290,730
200	2,798,489	8,395,466	- 3,845,326	256,183	3,577,078	6,152,966
220	2,741,087	8,223,262	- 4,017,530	83,979	3,404,874	5,980,762
240	2,683,686	8,051,058	- 4,189,734	88,225	3,232,670	5,808,558
260	2,626,285	7,878,854	- 4,361,938	260,430	3,060,466	5,636,354
280	2,568,883	7,706,650	- 4,534,143	432,634	2,888,261	5,464,150
300	2,511,482	7,534,446	- 4,706,347	604,838	2,716,057	5,291,946
400	2,454,081	7,362,242	- 4,878,551	777,042	2,543,853	5,119,742
500	2,396,679	7,190,038	- 5,050,755	949,246	2,371,649	4,947,538



Site type 3 Description: **Area 6 E5382 psm Hrw Hill** Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,538,160	10,614,479	- 1,626,314	2,475,195	5,796,090	8,371,979
60	3,469,278	10,407,834	- 1,832,959	2,268,550	5,589,445	8,165,334
80	3,446,317	10,338,952	- 1,901,841	2,199,668	5,520,563	8,096,452
100	3,423,357	10,270,070	- 1,970,722	2,130,787	5,451,682	8,027,570
120	3,377,436	10,132,307	- 2,108,486	1,993,023	5,313,919	7,889,807
140	3,331,515	9,994,544	- 2,246,249	1,855,260	5,176,155	7,752,044
160	3,285,593	9,856,780	- 2,384,012	1,717,497	5,038,392	7,614,280
180	3,239,672	9,719,017	- 2,521,775	1,579,733	4,900,629	7,476,517
200	3,193,751	9,581,254	- 2,659,539	1,441,970	4,762,865	7,338,754
220	3,136,350	9,409,050	- 2,831,743	1,269,766	4,590,661	7,166,550
240	3,078,949	9,236,846	- 3,003,947	1,097,562	4,418,457	6,994,346
260	3,021,547	9,064,641	- 3,176,151	925,358	4,246,253	6,822,141
280	2,964,146	8,892,437	- 3,348,355	753,154	4,074,049	6,649,937
300	2,906,744	8,720,233	- 3,520,559	580,950	3,901,845	6,477,733
400	2,849,343	8,548,029	- 3,692,764	408,745	3,729,641	6,305,529
500	2,791,942	8,375,825	- 3,864,968	236,541	3,557,436	6,133,325



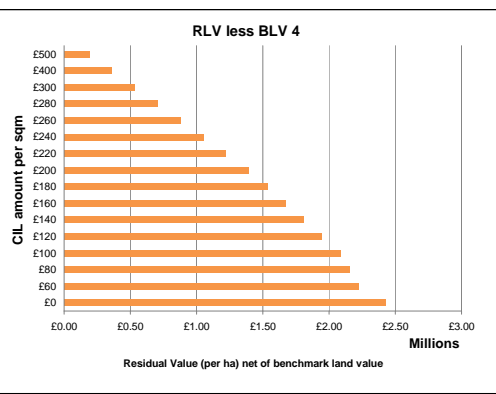
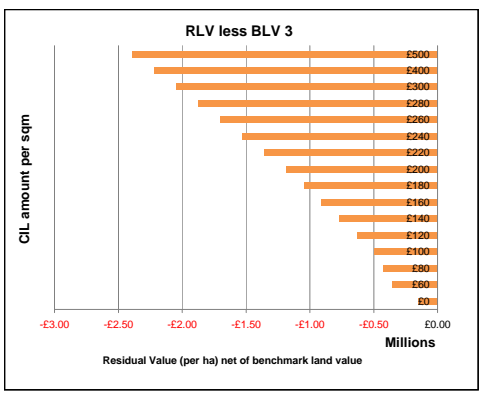
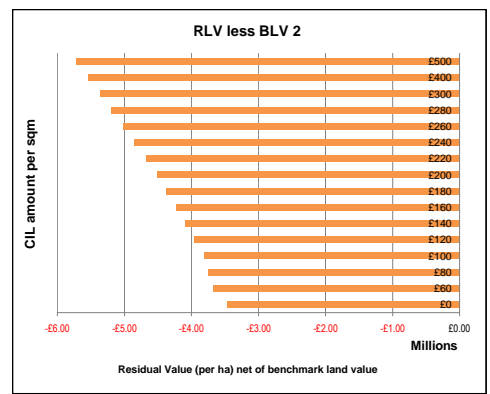
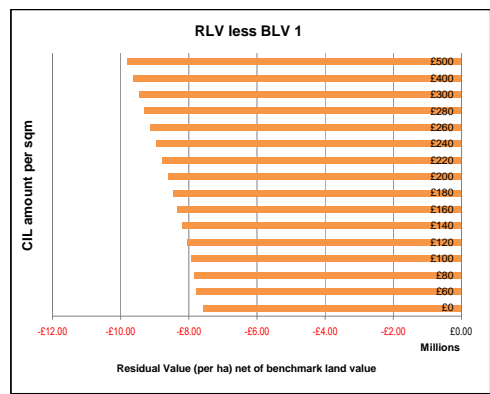
CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
SITE TYPE	3	BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
25 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
FLATS					
75 UPH	Net area as percentage of gross	100%			
CSH level:		4 on AH	Sales value inflation		
Aff Hsg:		4 on private	Build cost inflation		
Affordable Rent					

Note on Benchmark land values:

\*Offices (higher)" uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)" uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH" uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses" - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

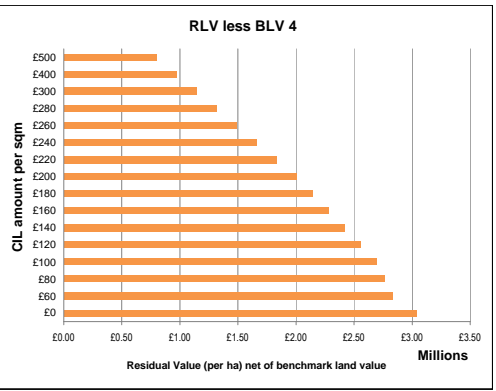
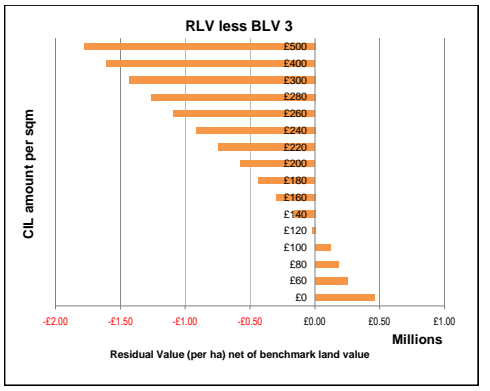
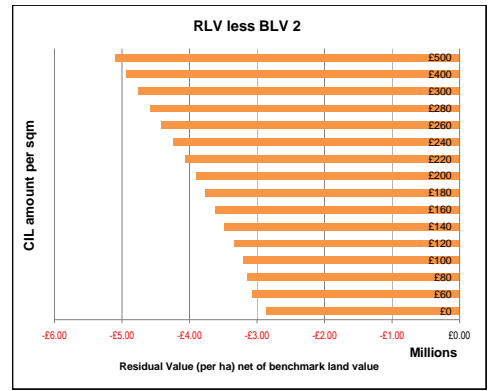
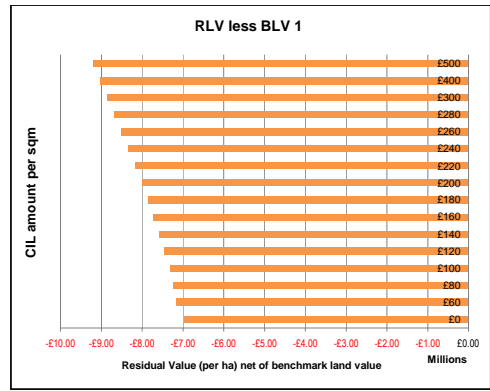
Site type 3 Description: **Area 1** £352 psm \$ Harrow Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,556,256	4,668,768	- 7,572,024	- 3,470,515	- 149,620	2,426,268
60	1,487,374	4,462,123	- 7,778,669	- 3,677,160	- 356,265	2,219,623
80	1,464,414	4,393,242	- 7,847,551	- 3,746,042	- 425,147	2,150,742
100	1,441,453	4,324,360	- 7,916,433	- 3,814,924	- 494,029	2,081,860
120	1,395,532	4,186,597	- 8,054,196	- 3,952,687	- 631,792	1,944,097
140	1,349,611	4,048,833	- 8,191,959	- 4,090,450	- 769,555	1,806,333
160	1,303,690	3,911,070	- 8,329,722	- 4,228,214	- 907,318	1,668,570
180	1,257,769	3,773,307	- 8,467,486	- 4,365,977	- 1,045,082	1,530,807
200	1,211,848	3,635,544	- 8,605,249	- 4,503,740	- 1,182,845	1,393,044
220	1,154,446	3,463,339	- 8,777,453	- 4,675,944	- 1,355,049	1,220,839
240	1,097,045	3,291,135	- 8,949,657	- 4,848,148	- 1,527,253	1,048,635
260	1,039,644	3,118,931	- 9,121,861	- 5,020,353	- 1,699,457	876,431
280	982,242	2,946,727	- 9,294,066	- 5,192,557	- 1,871,662	704,227
300	924,841	2,774,523	- 9,466,270	- 5,364,761	- 2,043,866	532,023
400	867,440	2,602,319	- 9,638,474	- 5,536,965	- 2,216,070	359,819
500	810,038	2,430,115	- 9,810,678	- 5,709,169	- 2,388,274	187,615



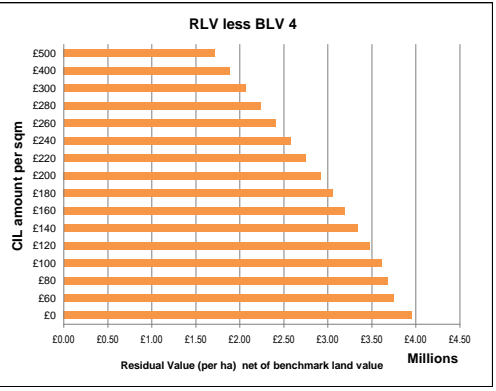
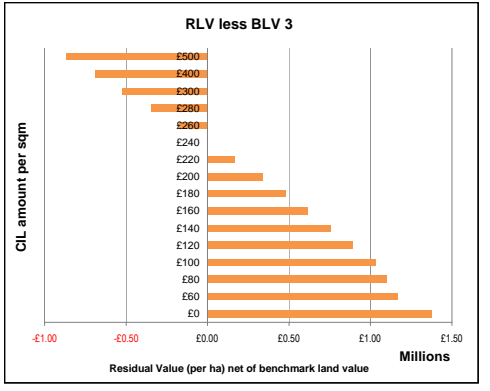
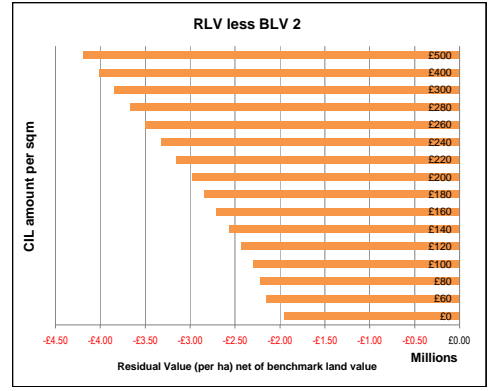
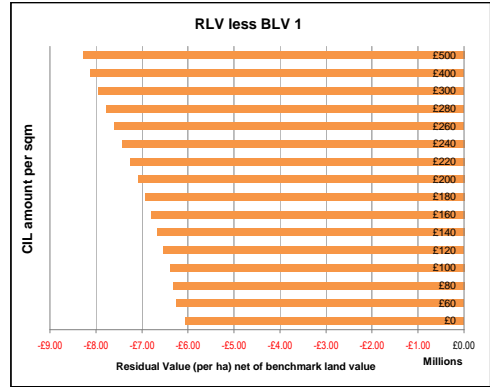
Site type 3 Description: **Area 2** £3767 psm Hrw Wild Wldstne Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,759,459	5,278,376	- 6,962,417	- 2,860,908	- 459,987	3,035,876
60	1,690,577	5,071,731	- 7,169,062	- 3,067,553	- 253,342	2,829,231
80	1,667,616	5,002,849	- 7,237,943	- 3,136,435	- 184,461	2,760,349
100	1,644,656	4,933,968	- 7,306,825	- 3,205,316	- 115,579	2,691,468
120	1,598,735	4,796,204	- 7,444,588	- 3,343,079	- 22,184	2,553,704
140	1,552,814	4,658,441	- 7,582,352	- 3,480,843	- 159,948	2,415,941
160	1,506,893	4,520,678	- 7,720,115	- 3,618,606	- 297,711	2,278,178
180	1,460,971	4,382,914	- 7,857,878	- 3,756,369	- 435,474	2,140,414
200	1,415,050	4,245,151	- 7,995,642	- 3,894,133	- 573,238	2,002,651
220	1,357,649	4,072,947	- 8,167,846	- 4,066,337	- 745,442	1,830,447
240	1,300,248	3,900,743	- 8,340,050	- 4,238,541	- 917,646	1,658,243
260	1,242,846	3,728,539	- 8,512,254	- 4,410,745	- 1,089,850	1,486,039
280	1,185,445	3,556,334	- 8,684,458	- 4,582,949	- 1,262,054	1,313,834
300	1,128,043	3,384,130	- 8,856,662	- 4,755,153	- 1,434,258	1,141,630
400	1,070,642	3,211,926	- 9,028,866	- 4,927,357	- 1,606,462	969,426
500	1,013,241	3,039,722	- 9,201,070	- 5,099,562	- 1,778,666	797,222



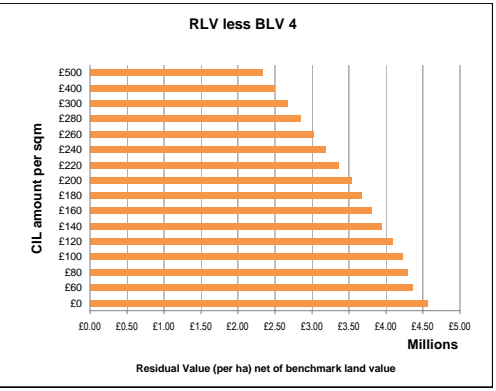
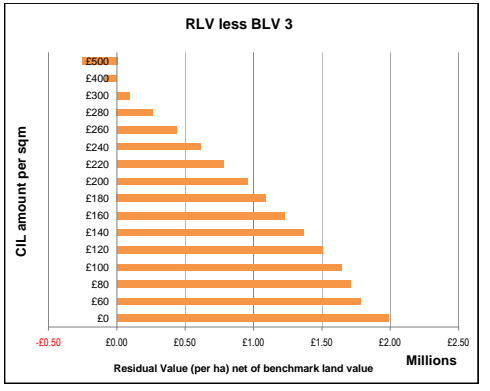
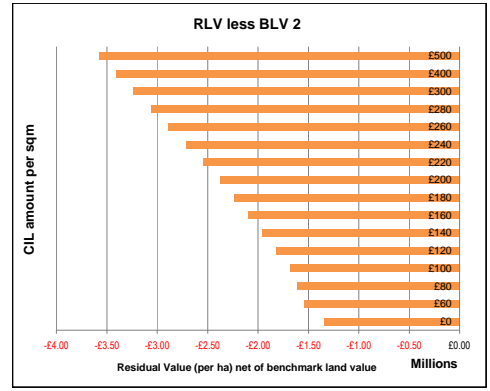
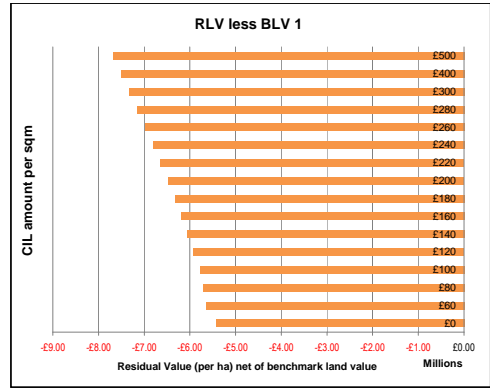
Site type 3 Description: **Area 3** £4090 psm Hrw Hdstne CPark Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,064,262	6,192,787	- 6,048,006	- 1,946,497	- 1,374,398	3,950,287
60	1,995,381	5,986,142	- 6,254,651	- 2,153,142	- 1,167,753	3,743,642
80	1,972,420	5,917,260	- 6,323,532	- 2,222,023	- 1,098,872	3,674,760
100	1,949,460	5,848,379	- 6,392,414	- 2,290,905	- 1,029,990	3,605,879
120	1,903,538	5,710,615	- 6,530,177	- 2,428,668	- 892,227	3,468,115
140	1,857,617	5,572,852	- 6,667,940	- 2,566,432	- 754,464	3,330,352
160	1,811,696	5,435,089	- 6,805,704	- 2,704,195	- 616,700	3,192,589
180	1,765,775	5,297,326	- 6,943,467	- 2,841,958	- 478,937	3,054,826
200	1,719,854	5,159,562	- 7,081,230	- 2,979,721	- 341,174	2,917,062
220	1,662,453	4,987,358	- 7,253,435	- 3,151,926	- 168,970	2,744,858
240	1,605,051	4,815,154	- 7,425,639	- 3,324,130	- 3,235	2,572,654
260	1,547,650	4,642,950	- 7,597,843	- 3,496,334	- 175,439	2,400,450
280	1,490,249	4,470,746	- 7,770,047	- 3,668,538	- 347,643	2,228,246
300	1,432,847	4,298,542	- 7,942,251	- 3,840,742	- 519,847	2,056,042
400	1,375,446	4,126,337	- 8,114,455	- 4,012,946	- 692,051	1,883,837
500	1,318,044	3,954,133	- 8,286,659	- 4,185,150	- 864,255	1,711,633



Site type 3 Description: **Area 4** £4396 psm Pin HEnd & NHrw Site area: 0.33 ha

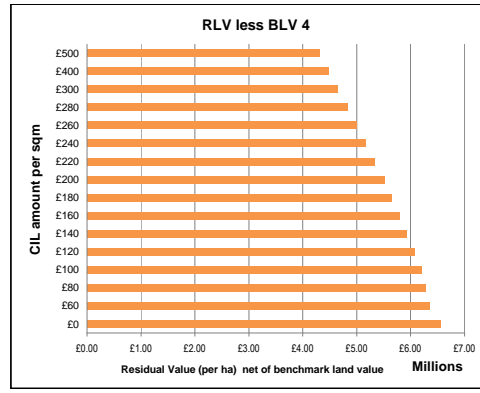
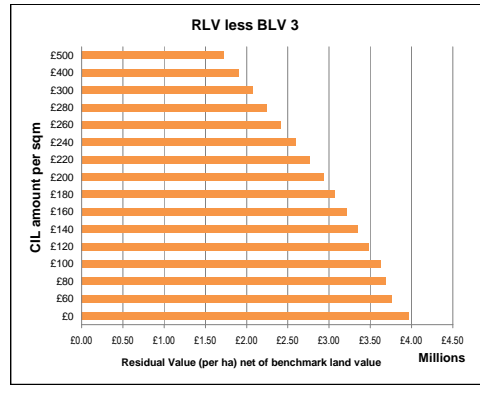
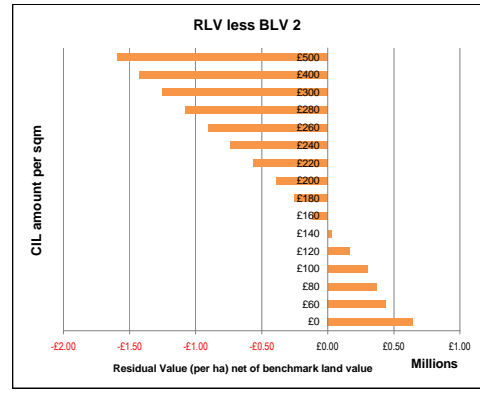
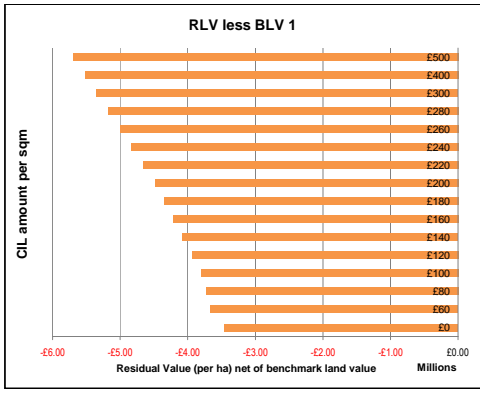
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,267,465	6,802,394	- 5,438,398	- 1,336,889	- 1,984,006	4,559,894
60	2,198,583	6,595,749	- 5,645,043	- 1,543,534	- 1,777,361	4,353,249
80	2,175,623	6,526,868	- 5,713,925	- 1,612,416	- 1,708,479	4,284,368
100	2,152,662	6,457,986	- 5,782,806	- 1,681,297	- 1,639,598	4,215,486
120	2,106,741	6,320,223	- 5,920,570	- 1,819,061	- 1,501,834	4,077,723
140	2,060,820	6,182,460	- 6,058,333	- 1,956,824	- 1,364,071	3,939,960
160	2,014,899	6,044,696	- 6,196,096	- 2,094,587	- 1,226,308	3,802,196
180	1,968,978	5,906,933	- 6,333,860	- 2,232,351	- 1,088,544	3,664,433
200	1,923,057	5,769,170	- 6,471,623	- 2,370,114	- 950,781	3,526,670
220	1,865,655	5,596,966	- 6,643,827	- 2,542,318	- 778,577	3,354,466
240	1,808,254	5,424,761	- 6,816,031	- 2,714,522	- 606,373	3,182,261
260	1,750,852	5,252,557	- 6,988,235	- 2,886,726	- 434,169	3,010,057
280	1,693,451	5,080,353	- 7,160,439	- 3,058,931	- 261,965	2,837,853
300	1,636,050	4,908,149	- 7,332,644	- 3,231,135	- 89,760	2,665,649
400	1,578,648	4,735,945	- 7,504,848	- 3,403,339	- 82,444	2,493,445
500	1,521,247	4,563,741	- 7,677,052	- 3,575,543	- 254,648	2,321,241





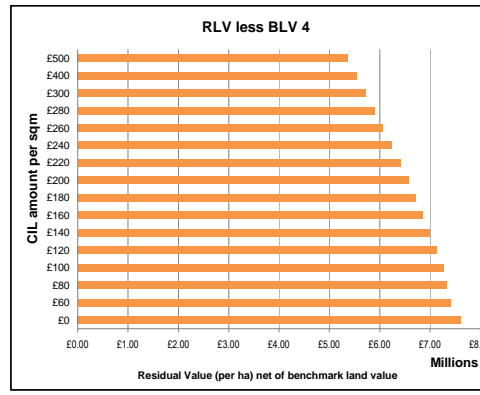
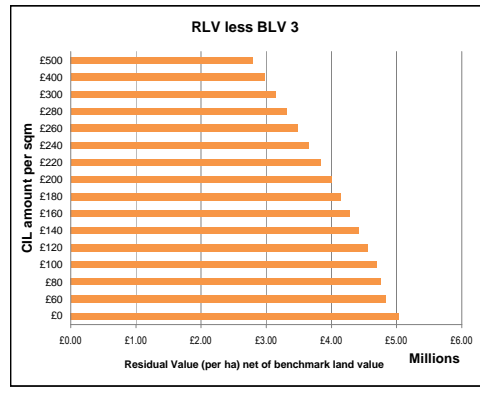
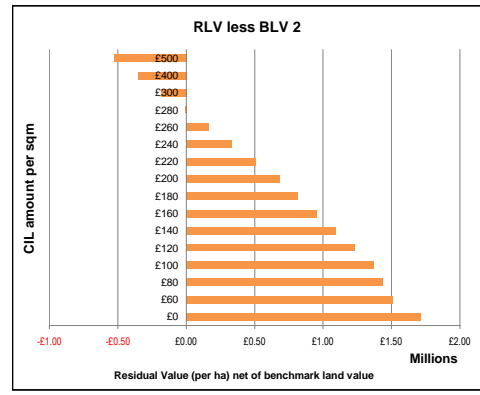
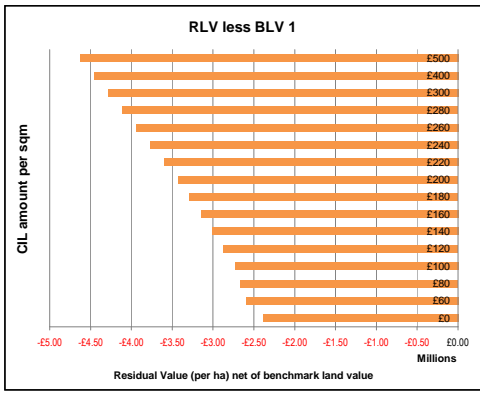
Site type 3 Description: **Area 5 E5005 psm Pin Green** Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,927,873	8,783,619	- 3,457,174	644,335	3,965,230	6,541,119
60	2,858,991	8,576,974	- 3,663,819	437,690	3,758,585	6,334,474
80	2,836,031	8,508,092	- 3,732,700	368,808	3,689,704	6,265,592
100	2,813,070	8,439,210	- 3,801,582	299,927	3,620,822	6,196,710
120	2,767,149	8,301,447	- 3,939,345	162,164	3,483,059	6,058,947
140	2,721,228	8,163,684	- 4,077,109	24,400	3,345,295	5,921,184
160	2,675,307	8,025,921	- 4,214,872	- 113,363	3,207,532	5,783,421
180	2,629,386	7,888,157	- 4,352,635	- 251,126	3,069,769	5,645,657
200	2,583,465	7,750,394	- 4,490,399	- 388,890	2,932,005	5,507,894
220	2,526,063	7,578,190	- 4,662,603	- 561,094	2,759,801	5,335,690
240	2,468,662	7,405,986	- 4,834,807	- 733,298	2,587,597	5,163,486
260	2,411,261	7,233,782	- 5,007,011	- 905,502	2,415,393	4,991,282
280	2,353,859	7,061,577	- 5,179,215	- 1,077,706	2,243,189	4,819,077
300	2,296,458	6,889,373	- 5,351,419	- 1,249,910	2,070,985	4,646,873
400	2,239,056	6,717,169	- 5,523,623	- 1,422,114	1,898,781	4,474,669
500	2,181,655	6,544,965	- 5,695,828	- 1,594,319	1,726,577	4,302,465



Site type 3 Description: **Area 6 E5382 psm Hrw Hill** Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,283,477	9,850,432	- 2,390,361	1,711,148	5,032,043	7,607,932
60	3,214,596	9,643,787	- 2,597,006	1,504,503	4,825,398	7,401,287
80	3,191,635	9,574,905	- 2,665,887	1,435,622	4,756,517	7,332,405
100	3,168,675	9,506,024	- 2,734,769	1,366,740	4,687,635	7,263,524
120	3,122,753	9,368,260	- 2,872,532	1,228,977	4,549,872	7,125,760
140	3,076,832	9,230,497	- 3,010,296	1,091,213	4,412,108	6,987,997
160	3,030,911	9,092,734	- 3,148,059	953,450	4,274,345	6,850,234
180	2,984,990	8,954,970	- 3,285,822	815,687	4,136,582	6,712,470
200	2,939,069	8,817,207	- 3,423,586	677,923	3,998,819	6,574,707
220	2,881,668	8,645,003	- 3,595,790	505,719	3,826,614	6,402,503
240	2,824,266	8,472,799	- 3,767,994	333,515	3,654,410	6,230,299
260	2,766,865	8,300,595	- 3,940,198	161,311	3,482,206	6,058,095
280	2,709,464	8,128,391	- 4,112,402	- 10,893	3,310,002	5,885,891
300	2,652,062	7,956,186	- 4,284,606	- 183,097	3,137,798	5,713,686
400	2,594,661	7,783,982	- 4,456,810	- 355,301	2,965,594	5,541,482
500	2,537,259	7,611,778	- 4,629,014	- 527,506	2,793,390	5,369,278



CIL Viability LB Harrow

Benchmark Land Values (per net developable ha)

SITE TYPE	3	BLV1	BLV2	BLV3	BLV4
25 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
FLATS		£12,240,793	£8,139,284	£4,818,389	£2,242,500

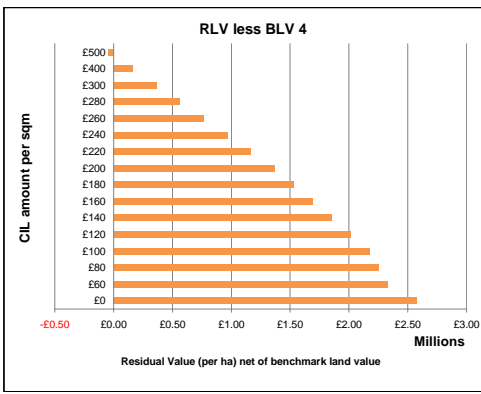
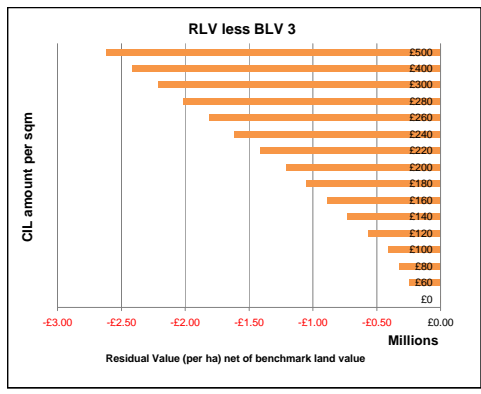
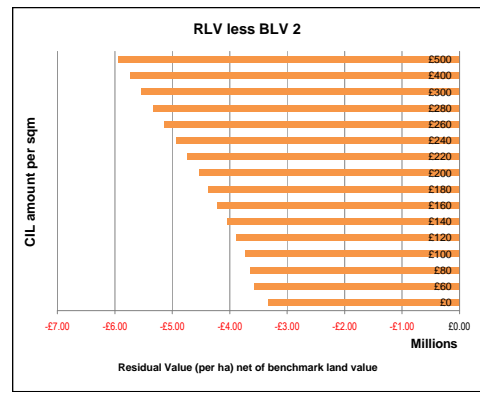
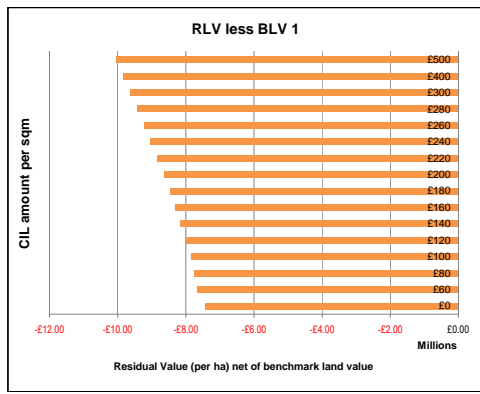
Note on Benchmark land values:

\*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
\*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
\*Industrial/WH uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
\*Community uses - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

75 UPH	Net area as percentage of gross	100%
CSH level:	4 on AH	Sales value inflation
Aff Hsg:	4 on private	Build cost inflation
	30%	

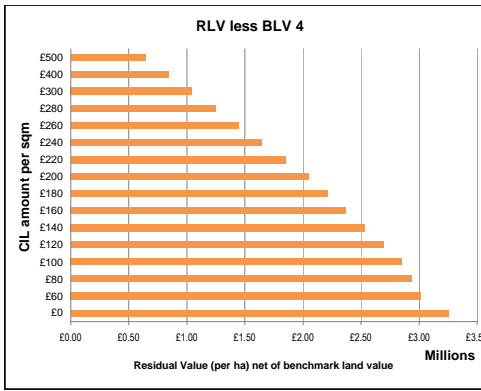
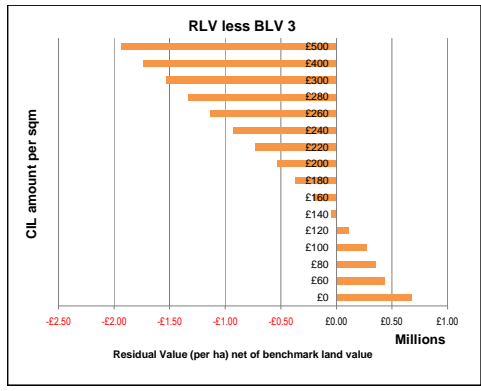
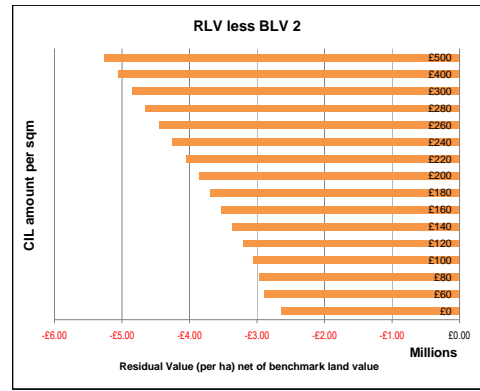
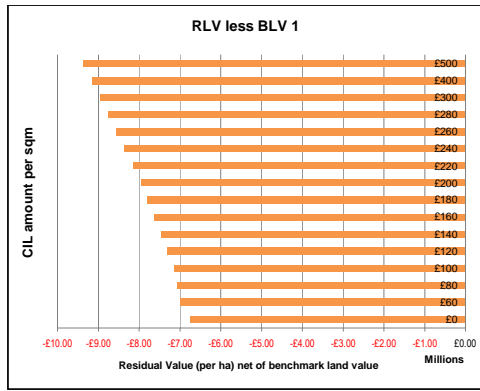
Site type 3 Description:	Area 1	£3552 psm S Harrow	Site area:	0.33 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,604,765	4,814,294	- 7,426,499	- 3,324,990	- 4,095	2,571,794
60	1,524,403	4,573,208	- 7,667,585	- 3,566,076	- 245,181	2,330,708
80	1,497,615	4,492,846	- 7,747,947	- 3,646,438	- 325,543	2,250,346
100	1,470,828	4,412,484	- 7,828,309	- 3,726,800	- 405,905	2,169,984
120	1,417,253	4,251,760	- 7,989,032	- 3,887,524	- 566,628	2,009,260
140	1,363,679	4,091,036	- 8,149,756	- 4,048,247	- 727,352	1,848,536
160	1,310,104	3,930,312	- 8,310,480	- 4,208,971	- 888,076	1,687,812
180	1,256,530	3,769,588	- 8,471,204	- 4,369,695	- 1,048,800	1,527,088
200	1,202,955	3,608,864	- 8,631,928	- 4,530,419	- 1,209,524	1,366,364
220	1,135,987	3,407,960	- 8,832,833	- 4,731,324	- 1,410,429	1,165,460
240	1,069,018	3,207,056	- 9,033,738	- 4,932,229	- 1,611,333	964,556
260	1,002,050	3,006,152	- 9,234,642	- 5,133,133	- 1,812,238	763,652
280	935,082	2,805,248	- 9,435,547	- 5,334,038	- 2,013,143	562,748
300	868,114	2,604,344	- 9,636,452	- 5,534,943	- 2,214,048	361,844
400	801,145	2,403,439	- 9,837,357	- 5,735,848	- 2,414,953	160,939
500	734,177	2,202,534	- 10,038,262	- 5,936,753	- 2,615,858	- 39,969



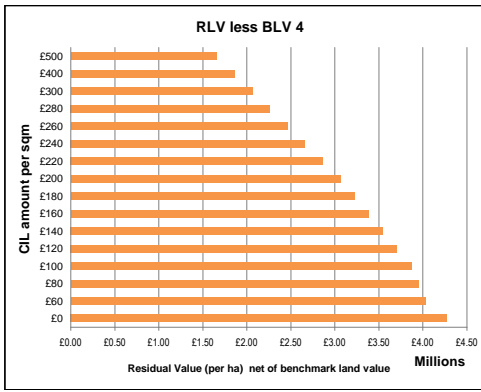
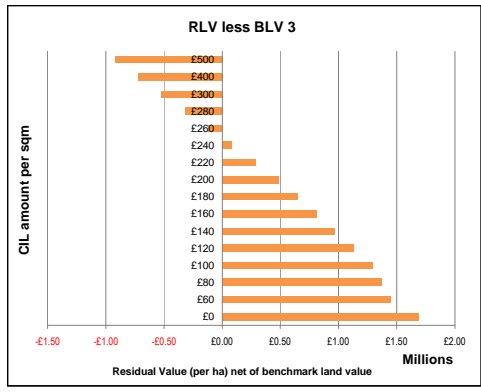
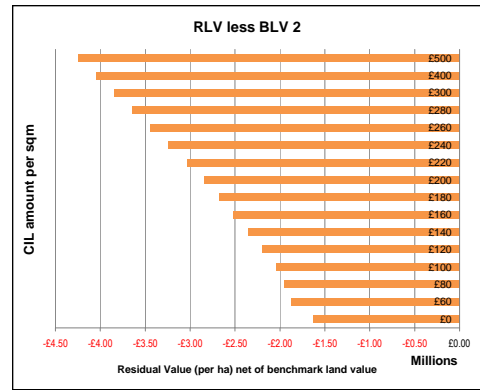
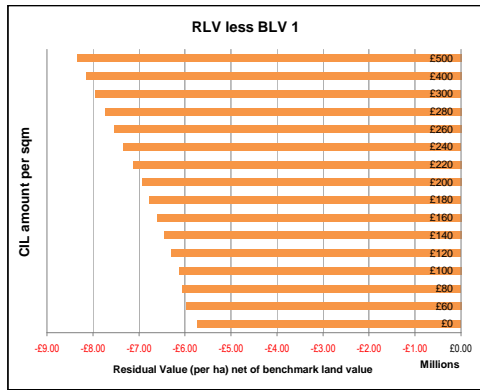
Site type 3 Description:	Area 2	£3767 psm HrW Wid Wldstne	Site area:	0.33 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,831,616	5,494,847	- 6,745,945	- 2,644,437	- 676,459	3,252,347
60	1,751,254	5,253,761	- 6,987,031	- 2,885,522	- 435,373	3,011,261
80	1,724,466	5,173,399	- 7,067,393	- 2,965,884	- 355,011	2,930,899
100	1,697,679	5,093,037	- 7,147,755	- 3,046,246	- 274,649	2,850,537
120	1,644,105	4,932,314	- 7,308,479	- 3,206,970	- 113,925	2,689,814
140	1,590,530	4,771,590	- 7,469,203	- 3,367,694	- 46,799	2,529,090
160	1,536,955	4,610,866	- 7,629,927	- 3,528,418	- 207,523	2,368,366
180	1,483,381	4,450,142	- 7,790,651	- 3,689,142	- 368,246	2,207,642
200	1,429,806	4,289,418	- 7,951,374	- 3,849,865	- 528,970	2,046,918
220	1,362,838	4,088,513	- 8,152,279	- 4,050,770	- 729,875	1,846,013
240	1,295,870	3,887,609	- 8,353,184	- 4,251,675	- 930,780	1,645,109
260	1,228,901	3,686,704	- 8,554,089	- 4,452,580	- 1,131,685	1,444,204
280	1,161,933	3,485,799	- 8,754,994	- 4,653,485	- 1,332,590	1,243,299
300	1,094,965	3,284,894	- 8,955,898	- 4,854,390	- 1,533,494	1,042,394
400	1,027,996	3,083,989	- 9,156,803	- 5,055,294	- 1,734,399	841,489
500	961,028	2,883,084	- 9,357,708	- 5,256,199	- 1,935,304	640,584



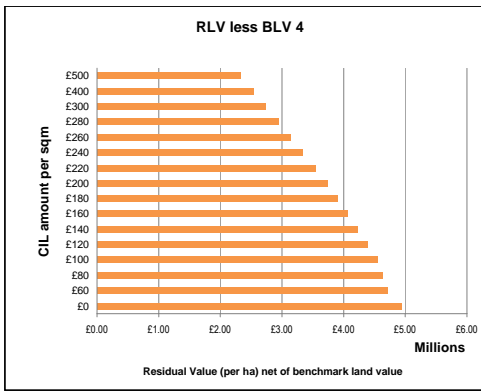
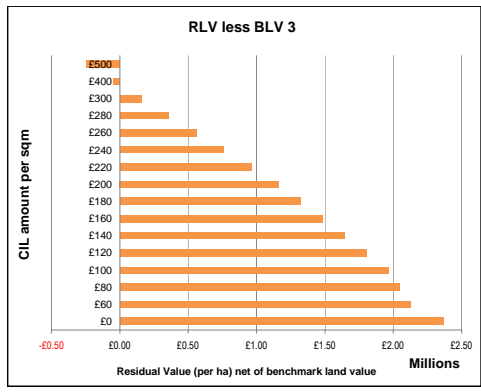
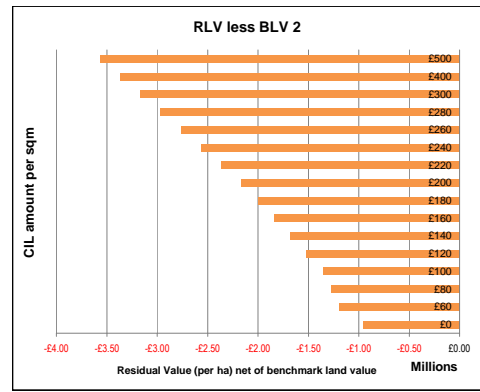
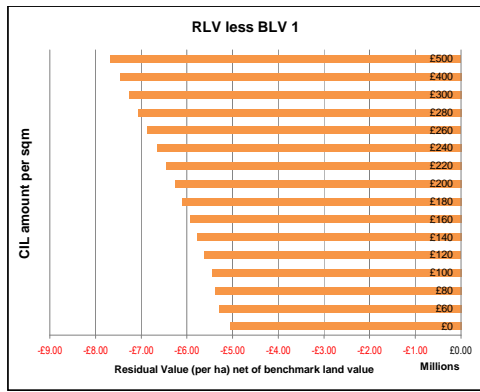
Site type 3 Description:	Area 3	£4090 psm HrW Hdstne CPark	Site area:	0.33 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,169,476	6,508,428	- 5,732,365	- 1,630,856	- 1,690,039	4,265,928
60	2,089,114	6,267,342	- 5,973,451	- 1,871,942	- 1,448,953	4,024,842
80	2,062,327	6,186,980	- 6,053,813	- 1,952,304	- 1,368,591	3,944,480
100	2,035,539	6,106,618	- 6,134,175	- 2,032,666	- 1,288,229	3,864,118
120	1,981,965	5,945,894	- 6,294,899	- 2,193,390	- 1,127,506	3,703,394
140	1,928,390	5,785,170	- 6,455,622	- 2,354,113	- 966,782	3,542,670
160	1,874,815	5,624,446	- 6,616,346	- 2,514,837	- 806,058	3,381,946
180	1,821,241	5,463,722	- 6,777,070	- 2,675,561	- 645,334	3,221,222
200	1,767,666	5,302,998	- 6,937,794	- 2,836,285	- 484,610	3,060,498
220	1,700,698	5,102,094	- 7,138,699	- 3,037,190	- 283,705	2,859,594
240	1,633,730	4,901,189	- 7,339,604	- 3,238,095	- 82,800	2,658,689
260	1,566,761	4,700,284	- 7,540,508	- 3,438,999	- 118,104	2,457,784
280	1,499,793	4,499,379	- 7,741,413	- 3,639,904	- 319,009	2,256,879
300	1,432,825	4,298,475	- 7,942,318	- 3,840,809	- 519,914	2,055,975
400	1,365,857	4,097,570	- 8,143,223	- 4,041,714	- 720,819	1,855,070
500	1,298,888	3,896,665	- 8,344,128	- 4,242,619	- 921,724	1,654,165



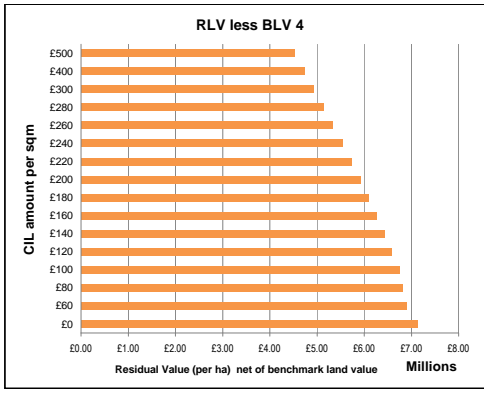
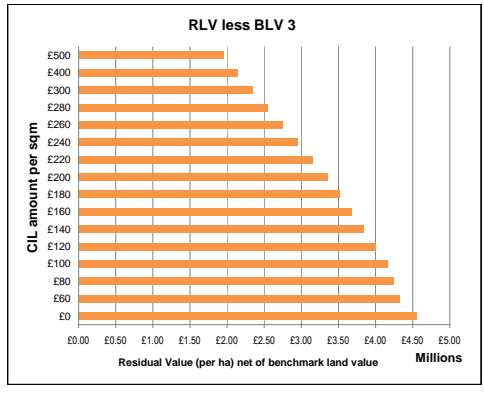
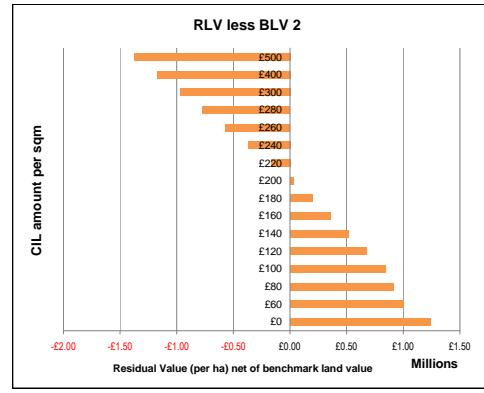
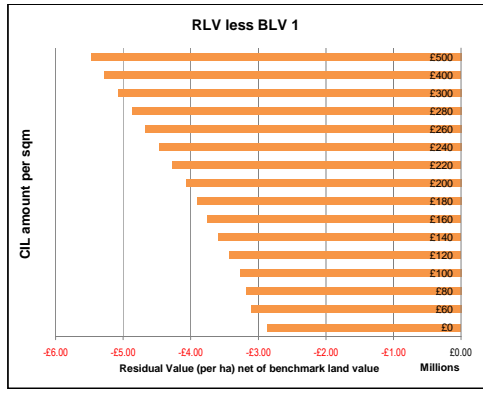
Site type 3 Description:	Area 4	£4306 psm Pin HEnd & NHrW	Site area:	0.33 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,394,725	7,184,174	- 5,066,619	- 955,110	- 2,365,785	4,941,674
60	2,314,363	6,943,088	- 5,297,705	- 1,196,196	- 2,124,699	4,700,588
80	2,287,575	6,862,726	- 5,378,067	- 1,276,558	- 2,044,337	4,620,226
100	2,260,788	6,782,364	- 5,458,428	- 1,356,920	- 1,963,976	4,539,864
120	2,207,213	6,621,640	- 5,619,152	- 1,517,643	- 1,803,252	4,379,140
140	2,153,639	6,460,916	- 5,779,876	- 1,678,367	- 1,642,528	4,218,416
160	2,100,064	6,300,193	- 5,940,600	- 1,839,091	- 1,481,804	4,057,693
180	2,046,490	6,139,469	- 6,101,324	- 1,999,815	- 1,321,080	3,896,969
200	1,992,915	5,978,745	- 6,262,048	- 2,160,539	- 1,160,356	3,736,245
220	1,925,947	5,777,840	- 6,462,953	- 2,361,444	- 959,451	3,535,340
240	1,858,978	5,576,935	- 6,663,857	- 2,562,348	- 758,547	3,334,435
260	1,792,010	5,376,030	- 6,864,762	- 2,763,253	- 557,642	3,133,530
280	1,725,042	5,175,126	- 7,065,667	- 2,964,158	- 356,737	2,932,626
300	1,658,074	4,974,221	- 7,266,572	- 3,165,063	- 155,832	2,731,721
400	1,591,105	4,773,316	- 7,467,477	- 3,365,968	- 45,073	2,530,816
500	1,524,137	4,572,411	- 7,668,381	- 3,566,873	- 245,977	2,329,911



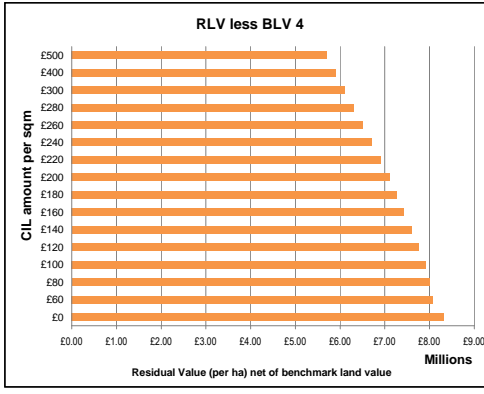
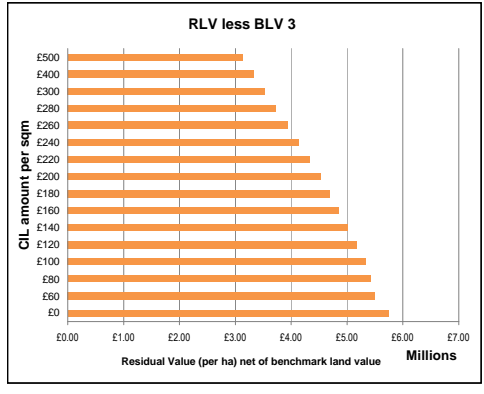
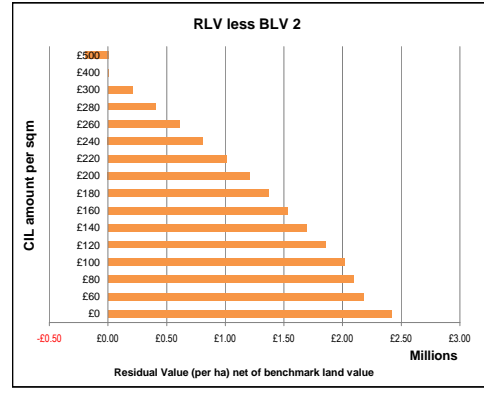
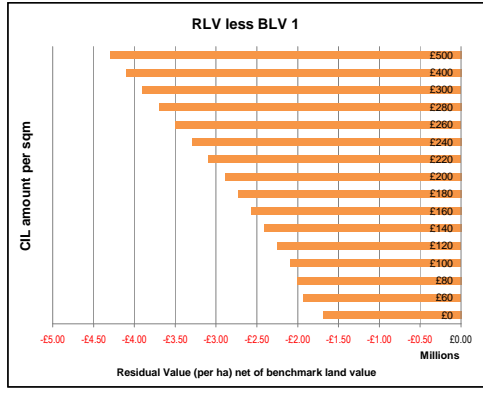
Site type 3 Description: **Area 5 E5005 psm Pin Green** Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,125,494	9,376,483	- 2,864,310	1,237,199	4,558,094	7,133,983
60	3,045,132	9,136,397	- 3,105,396	996,113	4,317,008	6,892,897
80	3,018,345	9,055,035	- 3,185,758	915,751	4,236,646	6,812,535
100	2,991,558	8,974,673	- 3,266,120	835,389	4,156,284	6,732,173
120	2,937,983	8,813,949	- 3,426,843	674,666	3,995,561	6,571,449
140	2,884,408	8,653,225	- 3,587,567	513,942	3,834,837	6,410,725
160	2,830,834	8,492,501	- 3,748,291	353,218	3,674,113	6,250,001
180	2,777,259	8,331,778	- 3,909,015	192,494	3,513,389	6,089,278
200	2,723,685	8,171,054	- 4,069,739	31,770	3,352,665	5,928,554
220	2,656,716	7,970,149	- 4,270,644	- 169,135	3,151,760	5,727,649
240	2,589,748	7,769,244	- 4,471,548	- 370,040	2,950,856	5,526,744
260	2,522,780	7,568,339	- 4,672,453	- 570,944	2,749,951	5,325,839
280	2,455,812	7,367,435	- 4,873,358	- 771,849	2,549,046	5,124,935
300	2,388,843	7,166,530	- 5,074,263	- 972,754	2,348,141	4,924,030
400	2,321,875	6,965,625	- 5,275,168	- 1,173,659	2,147,236	4,723,125
500	2,254,907	6,764,720	- 5,476,073	- 1,374,564	1,946,332	4,522,220



Site type 3 Description: **Area 6 E5382 psm Hrw Hill** Site area: 0.33 ha

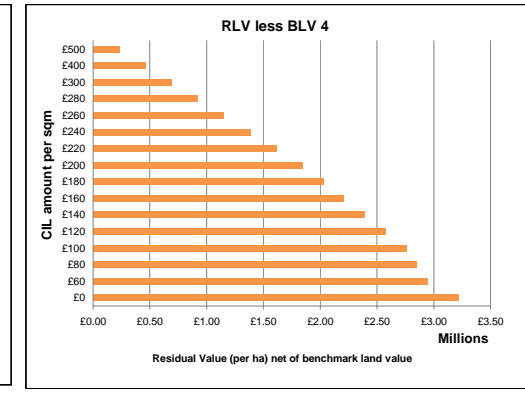
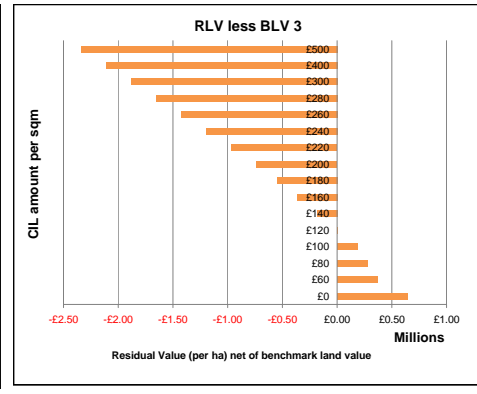
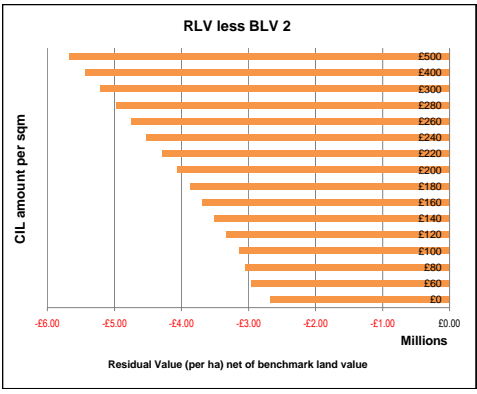
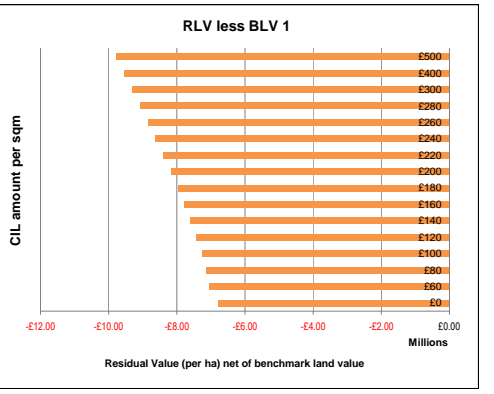
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,517,851	10,553,553	- 1,687,239	2,414,270	5,735,165	8,311,053
60	3,437,489	10,312,467	- 1,928,325	2,173,184	5,494,079	8,069,967
80	3,410,702	10,232,106	- 2,008,687	2,092,822	5,413,717	7,989,606
100	3,383,915	10,151,744	- 2,089,049	2,012,460	5,333,355	7,909,244
120	3,330,340	9,991,020	- 2,249,773	1,851,736	5,172,631	7,748,520
140	3,276,765	9,830,296	- 2,410,497	1,691,012	5,011,907	7,587,796
160	3,223,191	9,669,572	- 2,571,221	1,530,288	4,851,183	7,427,072
180	3,169,616	9,508,848	- 2,731,944	1,369,565	4,690,460	7,266,348
200	3,116,041	9,348,124	- 2,892,668	1,208,841	4,529,736	7,105,624
220	3,049,073	9,147,219	- 3,093,573	1,007,936	4,328,831	6,904,719
240	2,982,105	8,946,315	- 3,294,478	807,031	4,127,926	6,703,815
260	2,915,137	8,745,410	- 3,495,383	606,126	3,927,021	6,502,910
280	2,848,168	8,544,505	- 3,696,288	405,221	3,726,116	6,302,005
300	2,781,200	8,343,600	- 3,897,192	204,317	3,525,212	6,101,100
400	2,714,232	8,142,695	- 4,098,097	3,412	3,324,307	5,900,195
500	2,647,264	7,941,791	- 4,299,002	- 197,493	3,123,402	5,699,291



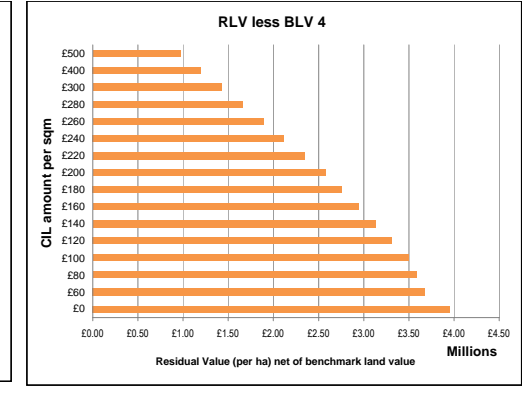
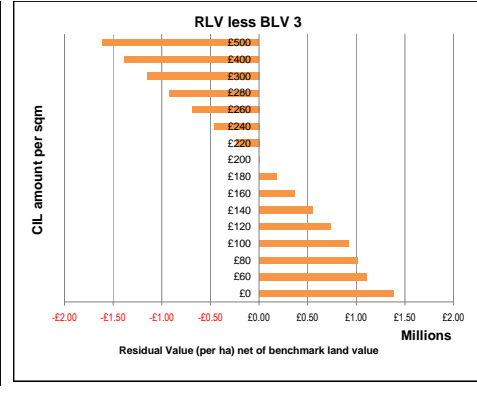
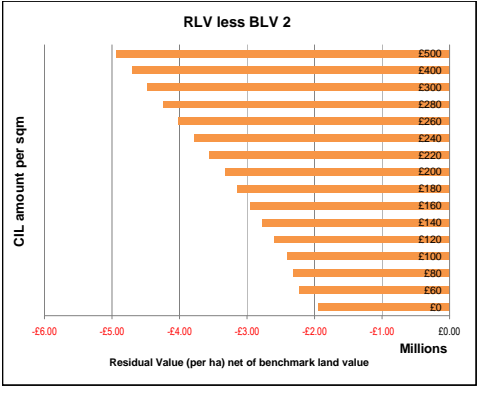
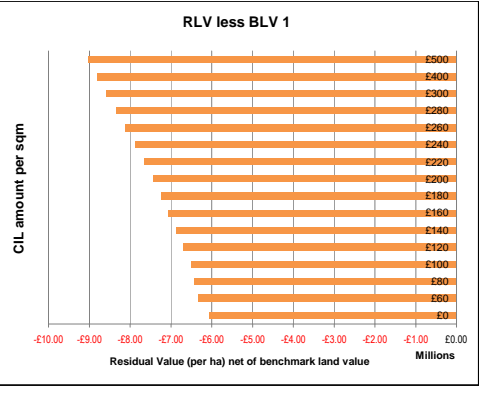
CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
		BLV1	BLV2	BLV3	BLV4
SITE TYPE	3	Offices (higher)	Offices (lower)	Industrial/WH	Community uses
25 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
FLATS					
75 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	Sales value inflation			
	4 on private	Build cost inflation			
Aff Hsg:	20%				

**Note on Benchmark land values:**  
 \*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

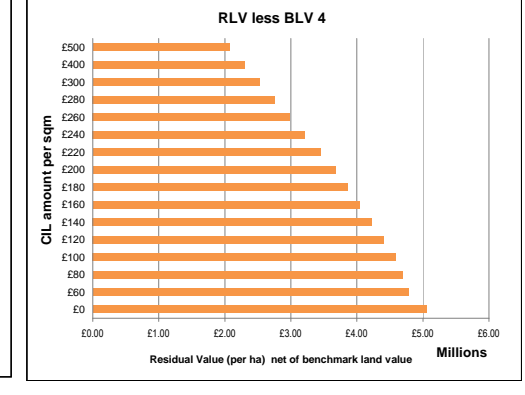
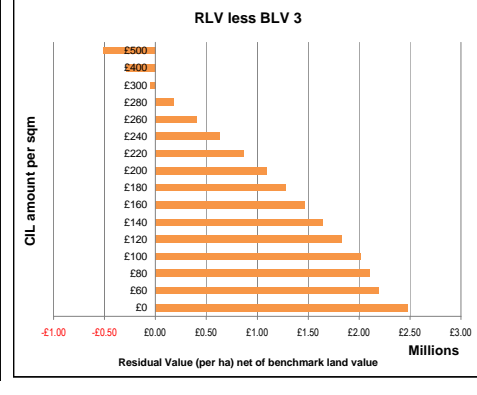
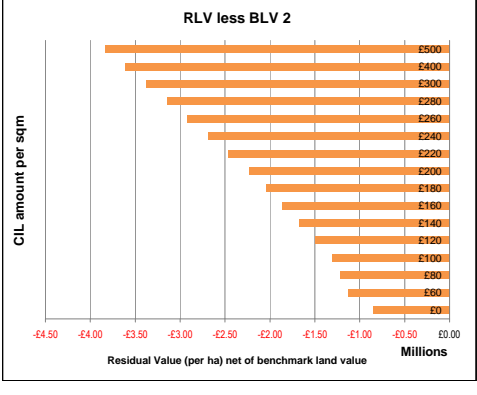
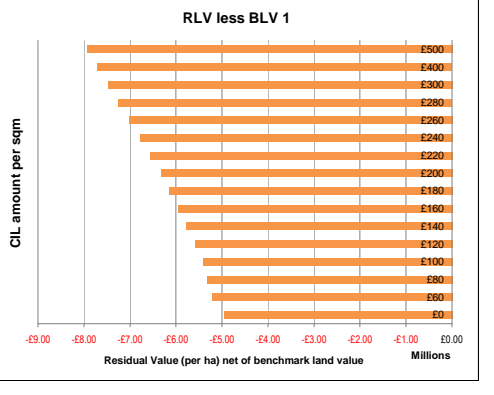
Site type 3	Description:	Area 1	£3552 psm S Harrow	Site area:	0.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,819,912	5,459,737	- 6,781,056	- 2,679,547	641,348	3,217,237
60	1,728,070	5,184,210	- 7,056,582	- 2,955,073	365,822	2,941,710
80	1,697,456	5,092,368	- 7,148,425	- 3,046,916	273,979	2,849,868
100	1,666,842	5,000,526	- 7,240,267	- 3,138,758	182,137	2,758,026
120	1,605,614	4,816,841	- 7,423,951	- 3,322,442	1,547	2,574,341
140	1,544,386	4,633,157	- 7,607,636	- 3,506,127	- 185,232	2,390,657
160	1,483,158	4,449,473	- 7,791,320	- 3,689,811	- 368,916	2,206,973
180	1,421,929	4,265,788	- 7,975,004	- 3,873,495	- 552,600	2,023,288
200	1,360,701	4,082,104	- 8,158,689	- 4,057,180	- 736,285	1,839,604
220	1,284,166	3,852,498	- 8,388,294	- 4,286,785	- 965,890	1,609,998
240	1,207,631	3,622,893	- 8,617,900	- 4,516,391	- 1,195,496	1,380,393
260	1,131,096	3,393,287	- 8,847,505	- 4,745,996	- 1,425,101	1,150,787
280	1,054,561	3,163,682	- 9,077,111	- 4,975,602	- 1,654,707	921,182
300	978,025	2,934,076	- 9,306,716	- 5,205,207	- 1,884,312	691,576
400	901,490	2,704,471	- 9,536,322	- 5,434,813	- 2,113,918	461,971
500	824,955	2,474,865	- 9,765,927	- 5,664,418	- 2,343,523	232,365



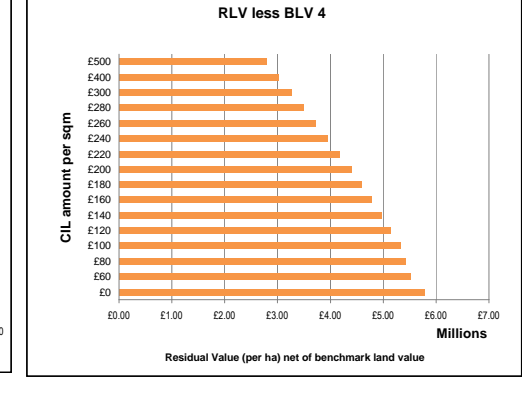
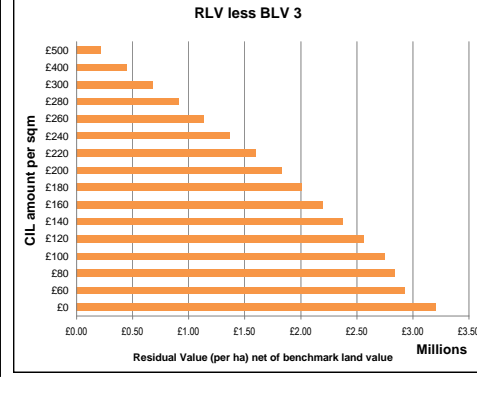
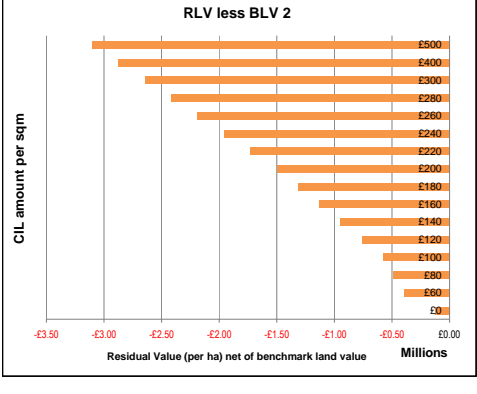
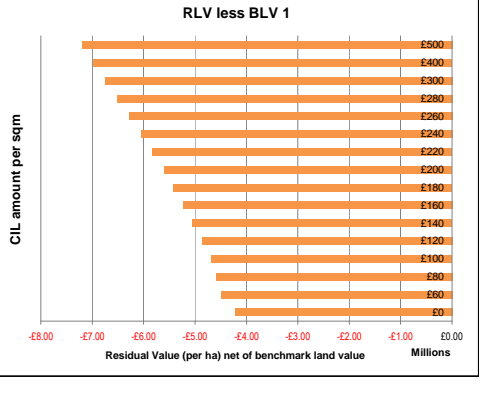
Site type 3	Description:	Area 2	£3767 psm Hrw Wid Wildstne	Site area:	0.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,064,541	6,193,623	- 6,047,170	- 1,945,661	1,375,234	3,951,123
60	1,972,699	5,918,096	- 6,322,696	- 2,221,188	1,099,708	3,675,596
80	1,942,085	5,826,254	- 6,414,539	- 2,313,030	1,007,865	3,583,754
100	1,911,471	5,734,412	- 6,506,381	- 2,404,872	916,023	3,491,912
120	1,850,242	5,550,727	- 6,690,065	- 2,588,556	732,339	3,308,227
140	1,789,014	5,367,043	- 6,873,750	- 2,772,241	548,654	3,124,543
160	1,727,786	5,183,359	- 7,057,434	- 2,955,925	364,970	2,940,859
180	1,666,558	4,999,674	- 7,241,118	- 3,139,610	181,286	2,757,174
200	1,605,330	4,815,990	- 7,424,803	- 3,323,294	- 2,399	2,573,490
220	1,528,795	4,586,384	- 7,654,408	- 3,552,899	- 232,004	2,343,884
240	1,452,260	4,356,779	- 7,884,014	- 3,782,505	- 461,610	2,114,279
260	1,375,724	4,127,173	- 8,113,619	- 4,012,110	- 691,215	1,884,673
280	1,299,189	3,897,568	- 8,343,225	- 4,241,716	- 920,821	1,655,068
300	1,222,654	3,667,962	- 8,572,830	- 4,471,321	- 1,150,426	1,425,462
400	1,146,119	3,438,357	- 8,802,436	- 4,700,927	- 1,380,032	1,195,857
500	1,069,584	3,208,751	- 9,032,041	- 4,930,532	- 1,609,637	966,251



Site type 3	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	0.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,429,873	7,289,618	- 4,951,174	- 849,665	2,471,230	5,047,118
60	2,338,031	7,014,092	- 5,226,701	- 1,125,192	2,195,703	4,771,592
80	2,307,417	6,922,250	- 5,318,543	- 1,217,034	2,103,861	4,679,750
100	2,276,802	6,830,407	- 5,410,385	- 1,308,876	2,012,019	4,587,907
120	2,215,574	6,646,723	- 5,594,070	- 1,492,561	1,828,334	4,404,223
140	2,154,346	6,463,039	- 5,777,754	- 1,676,245	1,644,650	4,220,539
160	2,093,118	6,279,354	- 5,961,438	- 1,859,929	1,460,966	4,036,854
180	2,031,890	6,095,670	- 6,145,123	- 2,043,614	1,277,281	3,853,170
200	1,970,662	5,911,985	- 6,328,807	- 2,227,298	1,093,597	3,669,485
220	1,894,127	5,682,380	- 6,558,413	- 2,456,904	863,991	3,439,880
240	1,817,591	5,452,774	- 6,788,018	- 2,686,509	634,386	3,210,274
260	1,741,056	5,223,169	- 7,017,624	- 2,916,115	404,780	2,980,669
280	1,664,521	4,993,563	- 7,247,229	- 3,145,720	175,175	2,751,063
300	1,587,986	4,763,958	- 7,476,835	- 3,375,326	- 54,431	2,521,458
400	1,511,451	4,534,352	- 7,706,440	- 3,604,931	- 284,036	2,291,852
500	1,434,916	4,304,747	- 7,936,046	- 3,834,537	- 513,642	2,062,247

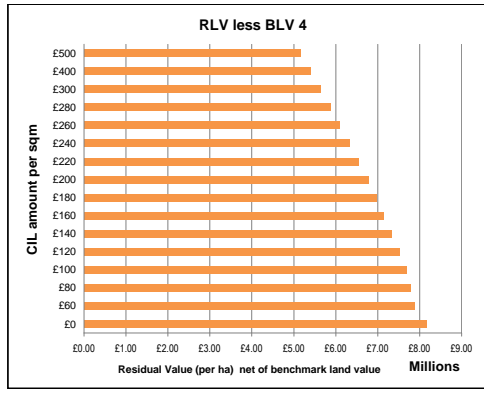
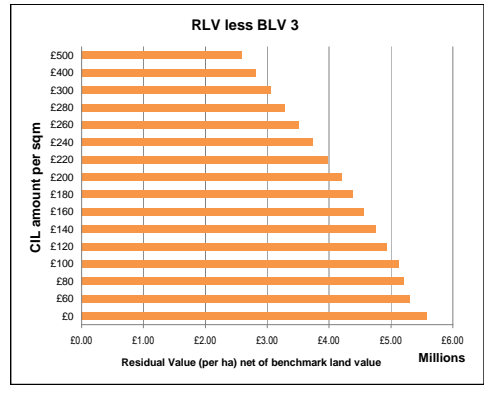
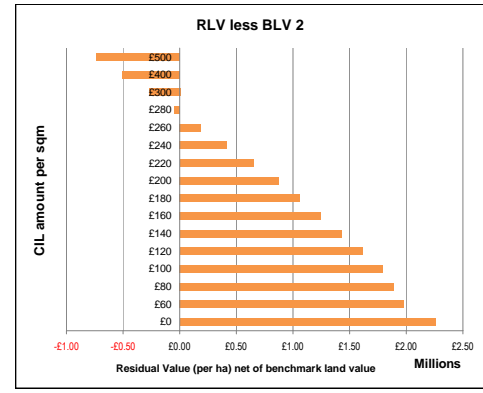
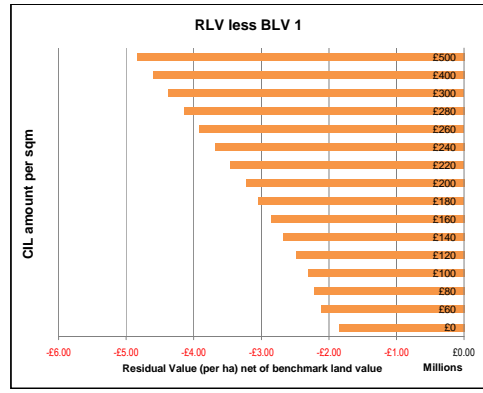


Site type 3	Description:	Area 4	£4306 psm Pin HEnd & Nhrw	Site area:	0.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,673,433	8,020,300	- 4,220,493	- 118,984	3,201,911	5,777,800
60	2,581,591	7,744,773	- 4,496,020	- 394,511	2,926,384	5,502,273
80	2,550,977	7,652,931	- 4,587,862	- 486,353	2,834,542	5,410,431
100	2,520,363	7,561,089	- 4,679,704	- 578,195	2,742,700	5,318,589
120	2,459,135	7,377,404	- 4,863,388	- 761,880	2,559,016	5,134,904
140	2,397,907	7,193,720	- 5,047,073	- 945,564	2,375,331	4,951,220
160	2,336,678	7,010,035	- 5,230,757	- 1,129,248	2,191,647	4,767,535
180	2,275,450	6,826,351	- 5,414,442	- 1,312,933	2,007,962	4,583,851
200	2,214,222	6,642,667	- 5,598,126	- 1,496,617	1,824,278	4,400,167
220	2,137,687	6,413,061	- 5,827,732	- 1,726,223	1,594,672	4,170,561
240	2,061,152	6,183,456	- 6,057,337	- 1,955,828	1,365,067	3,940,956
260	1,984,617	5,953,850	- 6,286,943	- 2,185,434	1,135,461	3,711,350
280	1,908,082	5,724,245	- 6,516,548	- 2,415,039	905,856	3,481,745
300	1,831,546	5,494,639	- 6,746,154	- 2,644,645	676,250	3,252,139
400	1,755,011	5,265,033	- 6,975,759	- 2,874,250	446,645	3,022,533
500	1,678,476	5,035,428	- 7,205,365	- 3,103,856	217,039	2,792,928



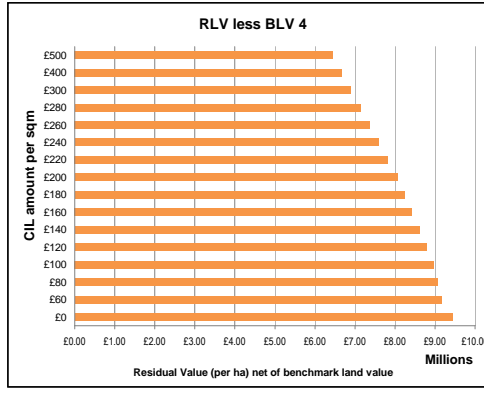
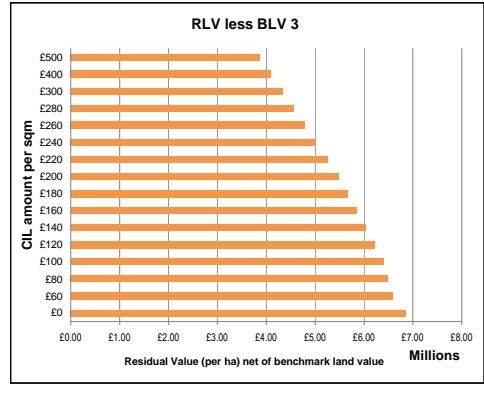
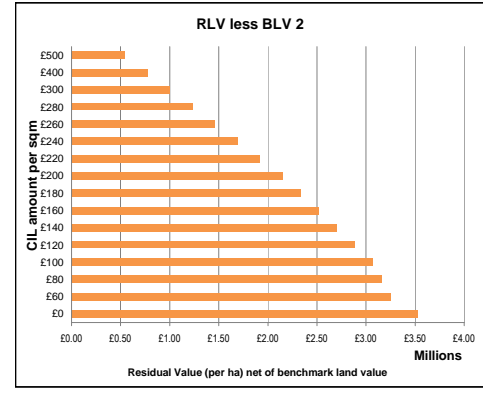
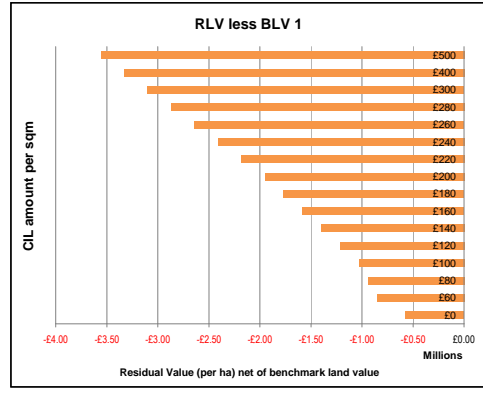
Site type 3 Description: **Area 5** **E5005 psm Pin Green** Site area: 0.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,464,145	10,392,436	- 1,848,357	2,253,152	5,574,047	8,149,936
60	3,372,303	10,116,909	- 2,123,884	1,977,625	5,298,520	7,874,409
80	3,341,689	10,025,067	- 2,215,726	1,885,783	5,206,678	7,782,567
100	3,311,075	9,933,225	- 2,307,568	1,793,941	5,114,836	7,690,725
120	3,249,847	9,749,540	- 2,491,252	1,610,257	4,931,152	7,507,040
140	3,188,619	9,565,856	- 2,674,937	1,426,572	4,747,467	7,323,356
160	3,127,390	9,382,171	- 2,858,621	1,242,888	4,563,783	7,139,671
180	3,066,162	9,198,487	- 3,042,306	1,059,203	4,380,098	6,955,987
200	3,004,934	9,014,803	- 3,225,990	875,519	4,196,414	6,772,303
220	2,928,399	8,785,197	- 3,455,596	645,913	3,966,809	6,542,697
240	2,851,864	8,555,592	- 3,685,201	416,308	3,737,203	6,313,092
260	2,775,329	8,325,986	- 3,914,807	186,702	3,507,597	6,083,486
280	2,698,794	8,096,381	- 4,144,412	42,903	3,277,992	5,853,881
300	2,622,258	7,866,775	- 4,374,018	272,509	3,048,386	5,624,275
400	2,545,723	7,637,170	- 4,603,623	502,114	2,818,781	5,394,670
500	2,469,188	7,407,564	- 4,833,229	731,720	2,589,175	5,165,064



Site type 3 Description: **Area 6** **E5382 psm Hrw Hill** Site area: 0.33 ha

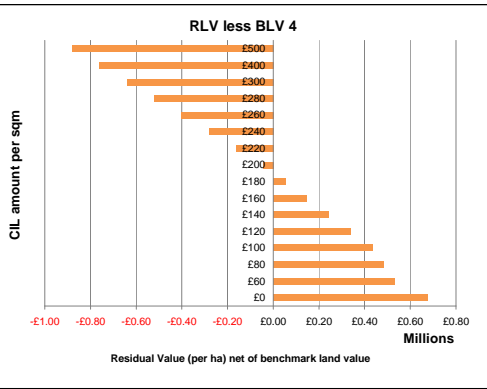
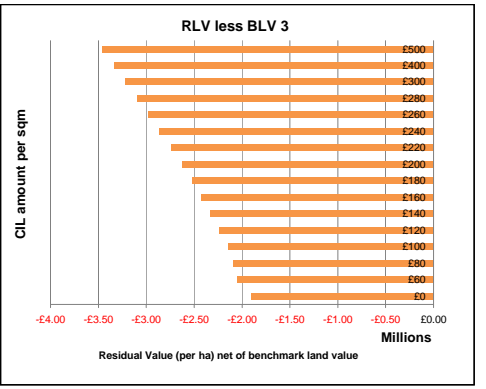
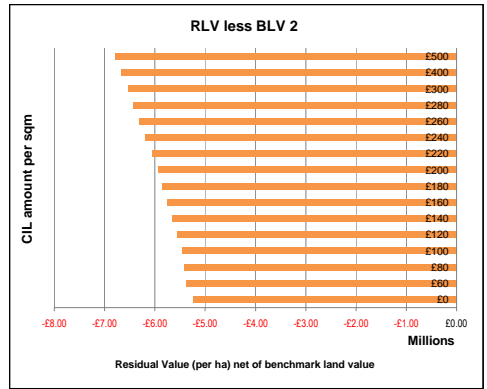
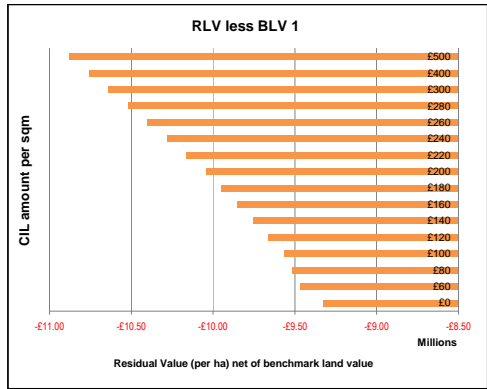
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,889,157	11,667,471	- 573,322	3,528,187	6,849,082	9,424,971
60	3,797,315	11,391,944	- 848,849	3,252,660	6,573,555	9,149,444
80	3,766,701	11,300,102	- 940,691	3,160,818	6,481,713	9,057,602
100	3,736,087	11,208,260	- 1,032,533	3,068,976	6,389,871	8,965,760
120	3,674,858	11,024,575	- 1,216,217	2,885,292	6,206,187	8,782,075
140	3,613,630	10,840,891	- 1,399,902	2,701,607	6,022,502	8,598,391
160	3,552,402	10,657,206	- 1,583,586	2,517,923	5,838,818	8,414,706
180	3,491,174	10,473,522	- 1,767,271	2,334,238	5,655,133	8,231,022
200	3,429,946	10,289,838	- 1,950,955	2,150,554	5,471,449	8,047,338
220	3,353,411	10,060,232	- 2,180,561	1,920,948	5,241,844	7,817,732
240	3,276,876	9,830,627	- 2,410,166	1,691,343	5,012,238	7,588,127
260	3,200,340	9,601,021	- 2,639,772	1,461,737	4,782,633	7,358,521
280	3,123,805	9,371,416	- 2,869,377	1,232,132	4,553,027	7,128,916
300	3,047,270	9,141,810	- 3,098,983	1,002,526	4,323,422	6,899,310
400	2,970,735	8,912,205	- 3,328,588	772,921	4,093,816	6,669,705
500	2,894,200	8,682,599	- 3,558,194	543,315	3,864,210	6,440,099



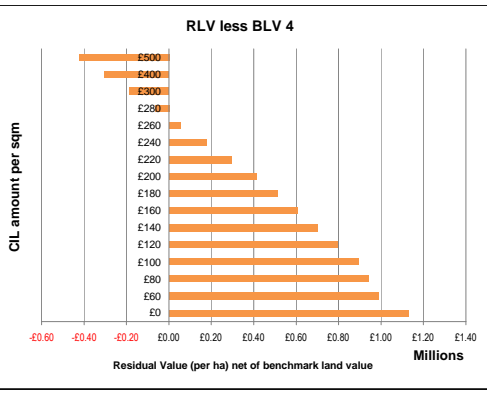
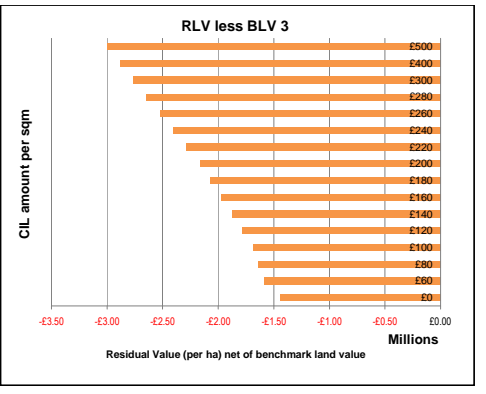
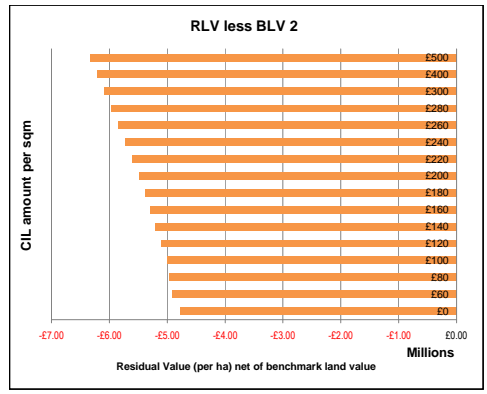
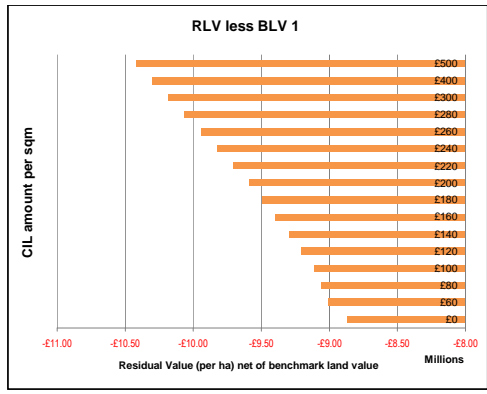
CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
		BLV1	BLV2	BLV3	BLV4
SITE TYPE	4	Offices (higher)	Offices (lower)	Industrial/WH	Community uses
50 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
FLATS					
50 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH				Sales value inflation
	4 on private				Build cost inflation
Aff Hsg:	40%				

**Note on Benchmark land values:**  
 \*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

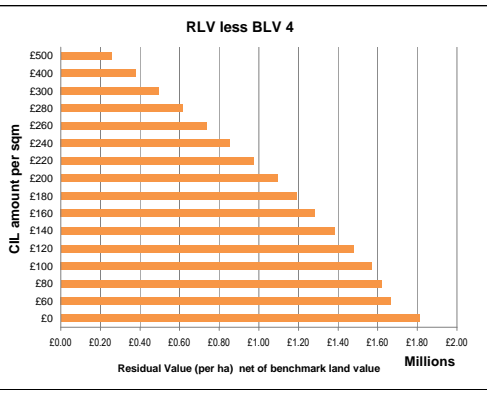
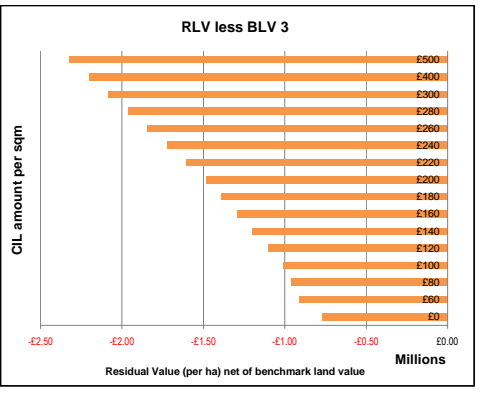
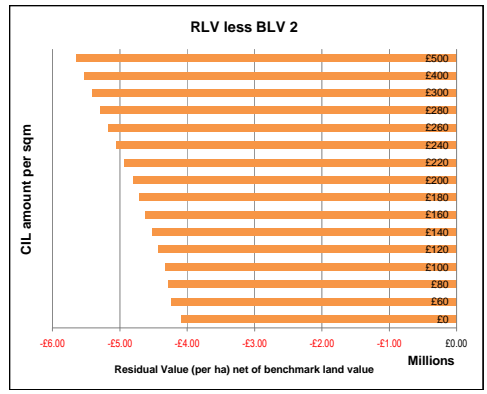
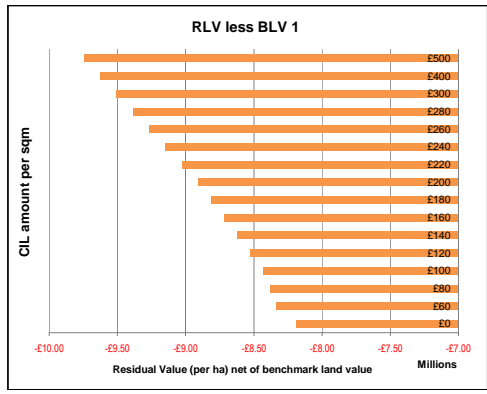
Site type 4	Description:	<b>Area 1</b>	£3552 psm	S Harrow	Site area:	1.00 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,915,872	2,915,872	- 9,324,921	- 5,223,412	- 1,902,516	673,372
60	2,772,392	2,772,392	- 9,468,401	- 5,366,892	- 2,045,997	529,892
80	2,724,565	2,724,565	- 9,516,227	- 5,414,718	- 2,093,823	482,065
100	2,676,739	2,676,739	- 9,564,054	- 5,462,545	- 2,141,650	434,239
120	2,581,085	2,581,085	- 9,659,707	- 5,558,199	- 2,237,303	338,585
140	2,485,432	2,485,432	- 9,755,361	- 5,653,852	- 2,332,957	242,932
160	2,389,778	2,389,778	- 9,851,014	- 5,749,505	- 2,428,610	147,278
180	2,294,125	2,294,125	- 9,946,668	- 5,845,159	- 2,524,264	51,625
200	2,198,472	2,198,472	- 10,042,321	- 5,940,812	- 2,619,917	- 44,028
220	2,078,905	2,078,905	- 10,161,888	- 6,060,379	- 2,739,484	- 163,595
240	1,959,338	1,959,338	- 10,281,455	- 6,179,946	- 2,859,051	- 283,162
260	1,839,771	1,839,771	- 10,401,021	- 6,299,512	- 2,978,617	- 402,729
280	1,720,205	1,720,205	- 10,520,588	- 6,419,079	- 3,098,184	- 522,295
300	1,600,638	1,600,638	- 10,640,155	- 6,538,646	- 3,217,751	- 641,862
400	1,481,071	1,481,071	- 10,759,722	- 6,658,213	- 3,337,318	- 761,429
500	1,361,504	1,361,504	- 10,879,288	- 6,777,779	- 3,456,884	- 880,996



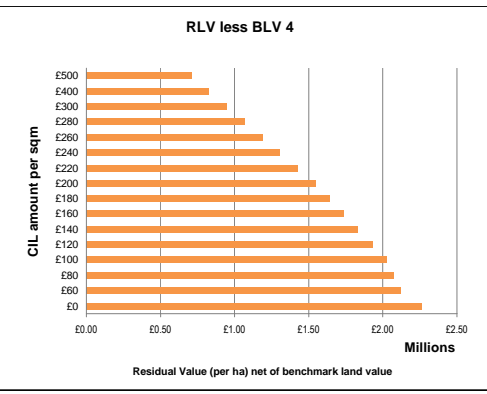
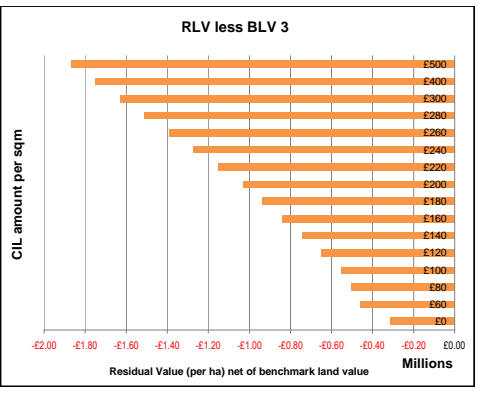
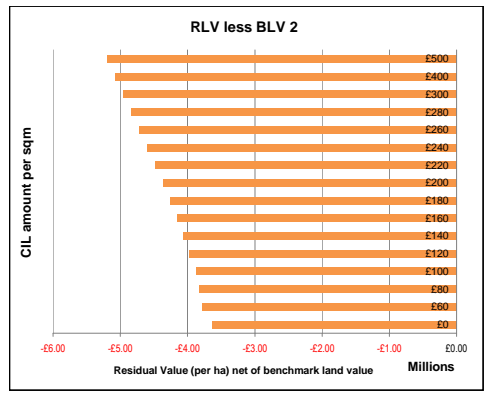
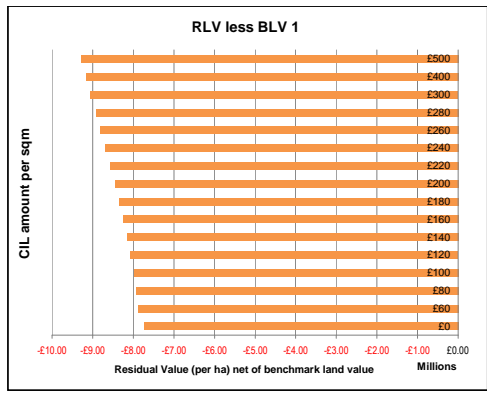
Site type 4	Description:	<b>Area 2</b>	£3767 psm	Hrw Wid Widstne	Site area:	1.00 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,372,800	3,372,800	- 8,867,992	- 4,766,483	- 1,445,588	1,130,300
60	3,229,320	3,229,320	- 9,011,472	- 4,909,964	- 1,589,068	966,820
80	3,181,493	3,181,493	- 9,059,299	- 4,957,790	- 1,636,895	938,993
100	3,133,667	3,133,667	- 9,107,126	- 5,005,617	- 1,684,722	891,167
120	3,038,013	3,038,013	- 9,202,779	- 5,101,270	- 1,780,375	795,513
140	2,942,360	2,942,360	- 9,298,433	- 5,196,924	- 1,876,029	699,860
160	2,846,707	2,846,707	- 9,394,086	- 5,292,577	- 1,971,682	604,207
180	2,751,053	2,751,053	- 9,489,739	- 5,388,231	- 2,067,335	508,553
200	2,655,400	2,655,400	- 9,585,393	- 5,483,884	- 2,162,989	412,900
220	2,535,833	2,535,833	- 9,704,960	- 5,603,451	- 2,282,556	293,333
240	2,416,266	2,416,266	- 9,824,526	- 5,723,017	- 2,402,122	173,766
260	2,296,699	2,296,699	- 9,944,093	- 5,842,584	- 2,521,689	54,199
280	2,177,133	2,177,133	- 10,063,660	- 5,962,151	- 2,641,256	- 65,367
300	2,057,566	2,057,566	- 10,183,227	- 6,081,718	- 2,760,823	- 184,934
400	1,937,999	1,937,999	- 10,302,793	- 6,201,284	- 2,880,389	- 304,501
500	1,818,432	1,818,432	- 10,422,360	- 6,320,851	- 2,999,956	- 424,068



Site type 4	Description:	<b>Area 3</b>	£4090 psm	Hrw Hdstne CPark	Site area:	1.00 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,052,067	4,052,067	- 8,188,726	- 4,087,217	- 766,322	1,809,567
60	3,908,587	3,908,587	- 8,332,206	- 4,230,697	- 909,802	1,666,087
80	3,860,760	3,860,760	- 8,380,033	- 4,278,524	- 957,628	1,618,260
100	3,812,933	3,812,933	- 8,427,859	- 4,326,350	- 1,005,455	1,570,433
120	3,717,280	3,717,280	- 8,523,513	- 4,422,004	- 1,101,109	1,474,780
140	3,621,627	3,621,627	- 8,619,166	- 4,517,657	- 1,196,762	1,379,127
160	3,525,973	3,525,973	- 8,714,819	- 4,613,310	- 1,292,415	1,283,473
180	3,430,320	3,430,320	- 8,810,473	- 4,708,964	- 1,388,069	1,187,820
200	3,334,666	3,334,666	- 8,906,126	- 4,804,617	- 1,483,722	1,092,166
220	3,215,100	3,215,100	- 9,025,693	- 4,924,184	- 1,603,289	972,600
240	3,095,533	3,095,533	- 9,145,260	- 5,043,751	- 1,722,856	853,033
260	2,975,966	2,975,966	- 9,264,826	- 5,163,318	- 1,842,422	733,466
280	2,856,399	2,856,399	- 9,384,393	- 5,282,884	- 1,961,989	613,899
300	2,736,833	2,736,833	- 9,503,960	- 5,402,451	- 2,081,556	494,333
400	2,617,266	2,617,266	- 9,623,527	- 5,522,018	- 2,201,123	374,766
500	2,497,699	2,497,699	- 9,743,093	- 5,641,585	- 2,320,689	255,199

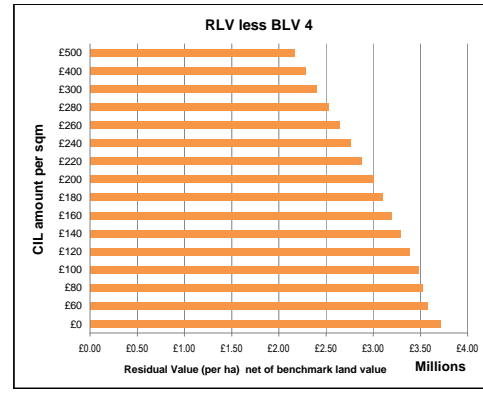
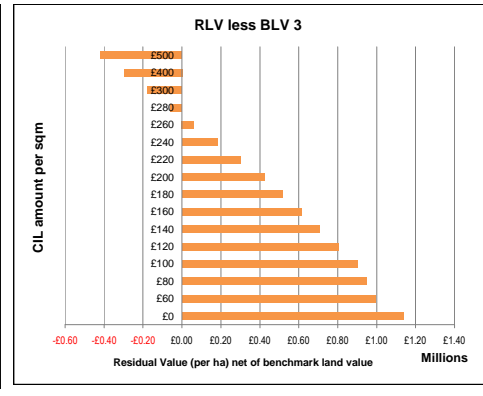
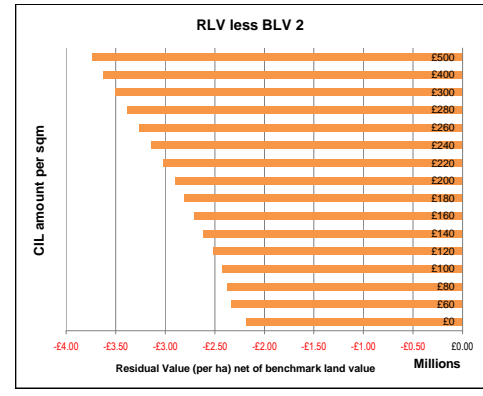
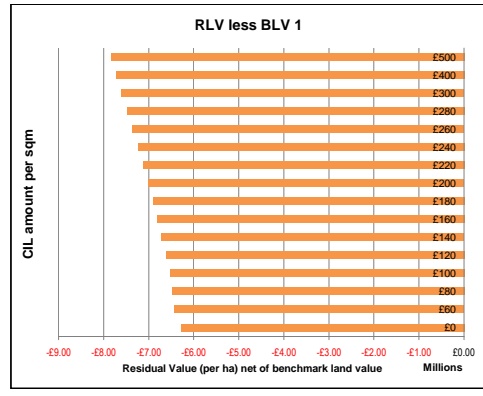


Site type 4	Description:	<b>Area 4</b>	£4306 psm	Pin HEnd & NHrw	Site area:	1.00 ha
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,504,942	4,504,942	- 7,735,851	- 3,634,342	- 313,447	2,262,442
60	4,361,462	4,361,462	- 7,879,331	- 3,777,822	- 456,927	2,118,962
80	4,313,635	4,313,635	- 7,927,157	- 3,825,648	- 504,753	2,071,135
100	4,265,809	4,265,809	- 7,974,984	- 3,873,475	- 552,580	2,023,309
120	4,170,155	4,170,155	- 8,070,637	- 3,969,129	- 648,233	1,927,655
140	4,074,502	4,074,502	- 8,166,291	- 4,064,782	- 743,887	1,832,002
160	3,978,848	3,978,848	- 8,261,944	- 4,160,435	- 839,540	1,736,348
180	3,883,195	3,883,195	- 8,357,598	- 4,256,089	- 935,194	1,640,695
200	3,787,542	3,787,542	- 8,453,251	- 4,351,742	- 1,030,847	1,545,042
220	3,667,975	3,667,975	- 8,572,818	- 4,471,309	- 1,150,414	1,425,475
240	3,548,408	3,548,408	- 8,692,385	- 4,590,876	- 1,269,981	1,305,908
260	3,428,841	3,428,841	- 8,811,951	- 4,710,442	- 1,389,547	1,186,341
280	3,309,274	3,309,274	- 8,931,518	- 4,830,009	- 1,509,114	1,066,774
300	3,189,708	3,189,708	- 9,051,085	- 4,949,576	- 1,628,681	947,208
400	3,070,141	3,070,141	- 9,170,652	- 5,069,143	- 1,748,248	827,641
500	2,950,574	2,950,574	- 9,290,218	- 5,188,709	- 1,867,814	708,074



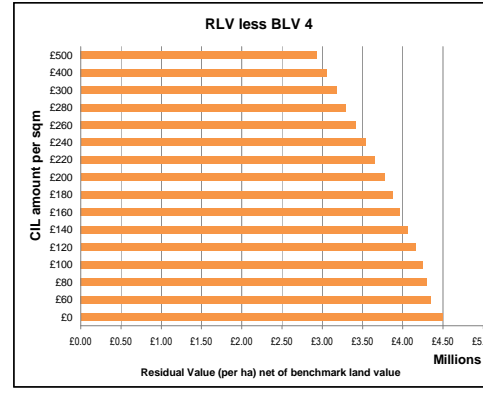
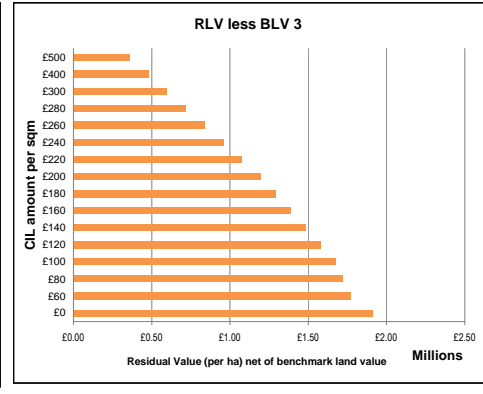
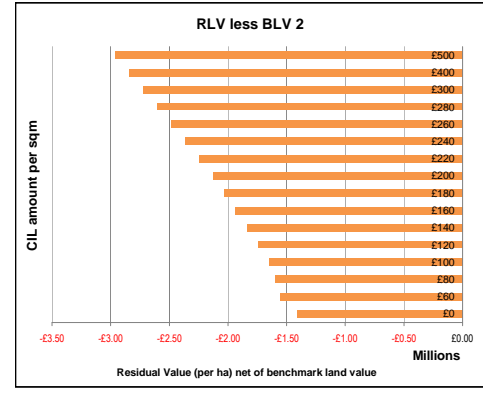
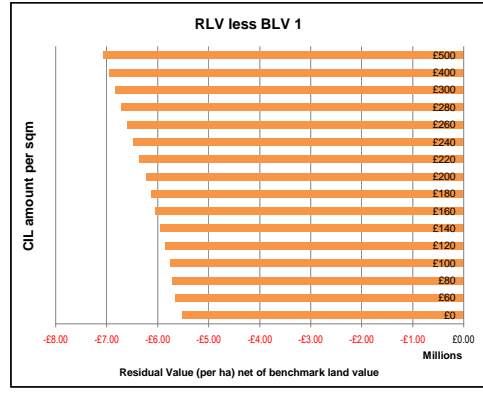
Site type 4 | Description: **Area 5** | **E5005 psm Pin Green** | Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,955,783	5,955,783	- 6,285,010	- 2,183,501	1,137,394	3,713,283
60	5,812,303	5,812,303	- 6,428,490	- 2,326,981	993,914	3,569,803
80	5,764,476	5,764,476	- 6,476,316	- 2,374,807	946,088	3,521,976
100	5,716,649	5,716,649	- 6,524,143	- 2,422,634	898,261	3,474,149
120	5,620,996	5,620,996	- 6,619,796	- 2,518,288	802,608	3,378,496
140	5,525,343	5,525,343	- 6,715,450	- 2,613,941	706,954	3,282,843
160	5,429,689	5,429,689	- 6,811,103	- 2,709,594	611,301	3,187,189
180	5,334,036	5,334,036	- 6,906,757	- 2,805,248	515,647	3,091,536
200	5,238,382	5,238,382	- 7,002,410	- 2,900,901	419,994	2,995,882
220	5,118,816	5,118,816	- 7,121,977	- 3,020,468	300,427	2,876,316
240	4,999,249	4,999,249	- 7,241,544	- 3,140,035	180,860	2,756,749
260	4,879,682	4,879,682	- 7,361,110	- 3,259,601	61,294	2,637,182
280	4,760,115	4,760,115	- 7,480,677	- 3,379,168	- 58,273	2,517,615
300	4,640,549	4,640,549	- 7,600,244	- 3,498,735	- 177,840	2,398,049
400	4,520,982	4,520,982	- 7,719,811	- 3,618,302	- 297,407	2,278,482
500	4,401,415	4,401,415	- 7,839,377	- 3,737,868	- 416,973	2,158,915



Site type 4 | Description: **Area 6** | **E5382 psm Hrw Hill** | Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,730,904	6,730,904	- 5,509,888	- 1,408,380	1,912,516	4,488,404
60	6,587,424	6,587,424	- 5,653,369	- 1,551,860	1,769,035	4,344,924
80	6,539,597	6,539,597	- 5,701,195	- 1,599,686	1,721,209	4,297,097
100	6,491,771	6,491,771	- 5,749,022	- 1,647,513	1,673,382	4,249,271
120	6,396,117	6,396,117	- 5,844,675	- 1,743,166	1,577,729	4,153,617
140	6,300,464	6,300,464	- 5,940,329	- 1,838,820	1,482,075	4,057,964
160	6,204,810	6,204,810	- 6,035,982	- 1,934,473	1,386,422	3,962,310
180	6,109,157	6,109,157	- 6,131,636	- 2,030,127	1,290,768	3,866,657
200	6,013,504	6,013,504	- 6,227,289	- 2,125,780	1,195,115	3,771,004
220	5,893,937	5,893,937	- 6,346,856	- 2,245,347	1,075,548	3,651,437
240	5,774,370	5,774,370	- 6,466,422	- 2,364,914	955,982	3,531,870
260	5,654,803	5,654,803	- 6,585,989	- 2,484,480	836,415	3,412,303
280	5,535,237	5,535,237	- 6,705,556	- 2,604,047	716,848	3,292,737
300	5,415,670	5,415,670	- 6,825,123	- 2,723,614	597,281	3,173,170
400	5,296,103	5,296,103	- 6,944,689	- 2,843,181	477,715	3,053,603
500	5,176,536	5,176,536	- 7,064,256	- 2,962,747	358,148	2,934,036



CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
		BLV1	BLV2	BLV3	BLV4
SITE TYPE	4	Offices (higher)	Offices (lower)	Industrial/WH	Community uses
50 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
FLATS					
50 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	-5%			
	4 on private	Sales value inflation			
Aff Hsg:	40%	Build cost inflation			

**Note on Benchmark land values:**

\*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).

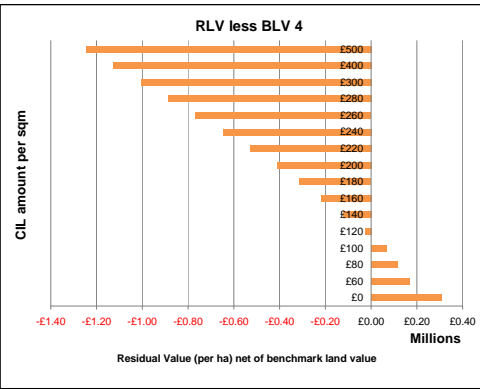
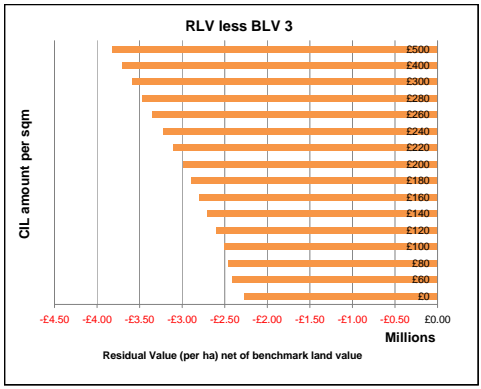
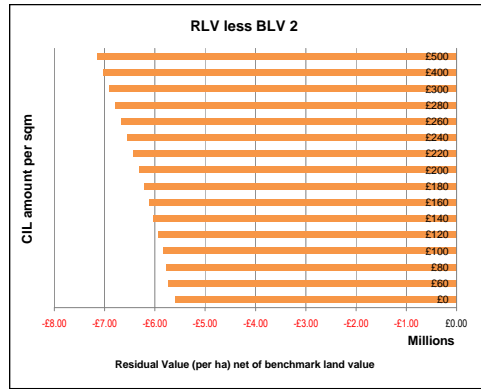
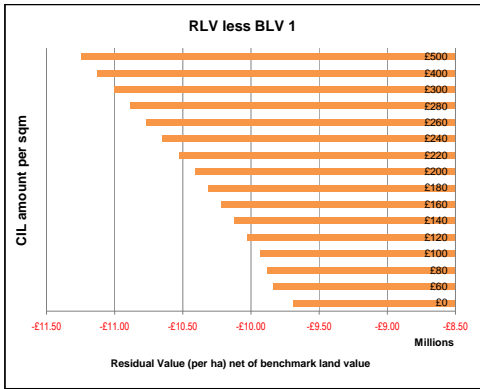
\*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).

\*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).

\*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

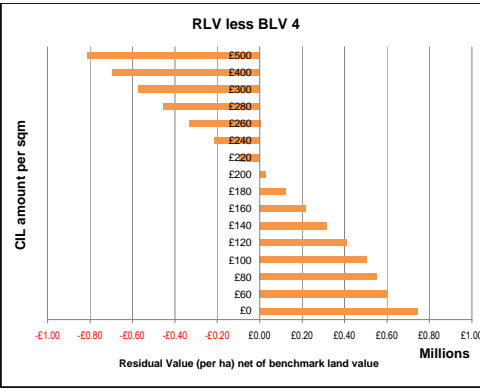
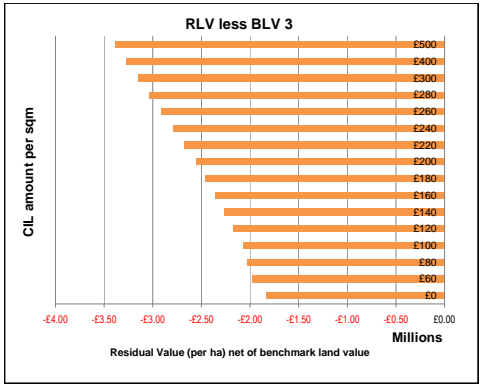
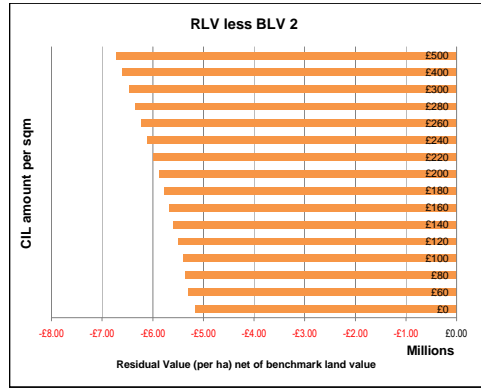
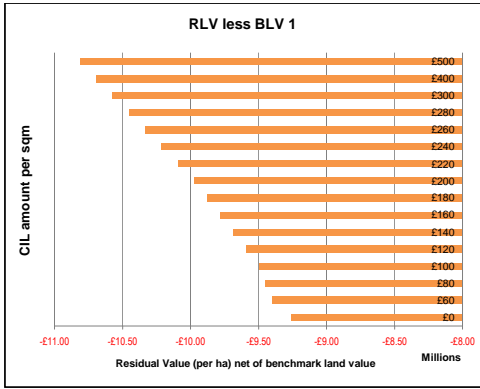
Site type 4 Description: **Area 1** £3552 psm S Harrow Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,550,458	2,550,458	-9,690,335	-5,588,826	-2,267,931	307,958
60	2,406,978	2,406,978	-9,833,815	-5,732,306	-2,411,411	164,478
80	2,359,151	2,359,151	-9,881,642	-5,780,133	-2,459,238	116,651
100	2,311,324	2,311,324	-9,929,468	-5,827,959	-2,507,064	68,824
120	2,215,671	2,215,671	-10,025,122	-5,923,613	-2,602,718	-26,829
140	2,120,018	2,120,018	-10,120,775	-6,019,266	-2,698,371	-122,482
160	2,024,364	2,024,364	-10,216,428	-6,114,920	-2,794,024	-218,136
180	1,928,711	1,928,711	-10,312,082	-6,210,573	-2,889,678	-313,789
200	1,833,057	1,833,057	-10,407,735	-6,306,226	-2,985,331	-409,443
220	1,713,491	1,713,491	-10,527,302	-6,425,793	-3,104,898	-529,009
240	1,593,924	1,593,924	-10,646,869	-6,545,360	-3,224,465	-648,576
260	1,474,357	1,474,357	-10,766,436	-6,664,927	-3,344,032	-768,143
280	1,354,790	1,354,790	-10,886,002	-6,784,493	-3,463,598	-887,710
300	1,235,224	1,235,224	-11,005,569	-6,904,060	-3,583,165	-1,007,276
400	1,115,657	1,115,657	-11,125,136	-7,023,627	-3,702,732	-1,126,843
500	996,090	996,090	-11,244,703	-7,143,194	-3,822,299	-1,246,410



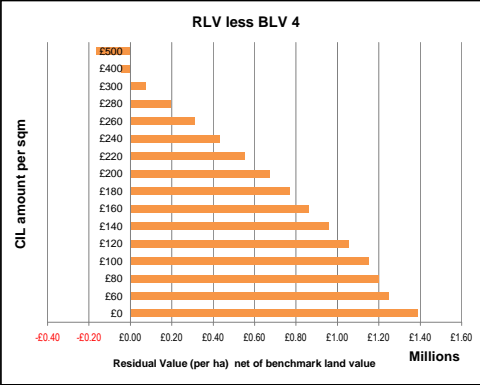
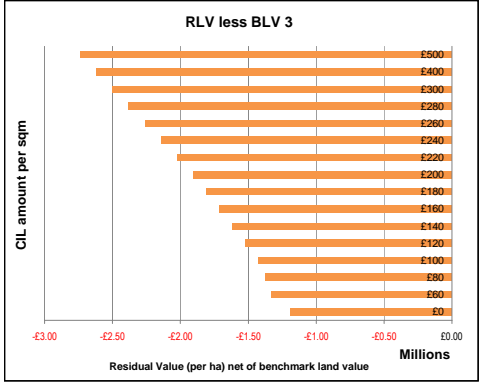
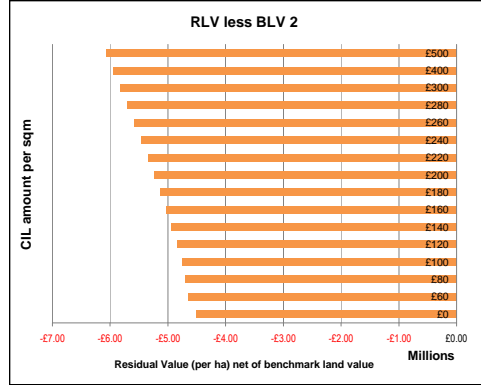
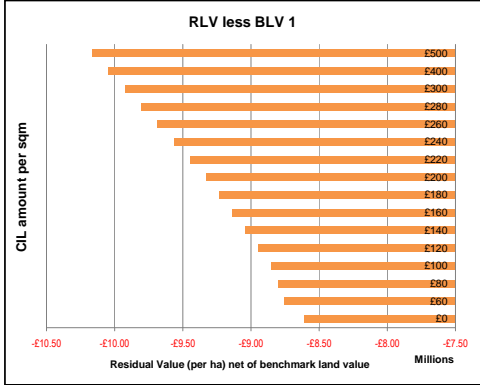
Site type 4 Description: **Area 2** £3767 psm Hrw Wid Wildstne Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,985,240	2,985,240	-9,255,553	-5,154,044	-1,833,149	742,740
60	2,841,760	2,841,760	-9,399,033	-5,297,524	-1,976,629	599,260
80	2,793,933	2,793,933	-9,446,860	-5,345,351	-2,024,456	551,433
100	2,746,106	2,746,106	-9,494,686	-5,393,178	-2,072,282	503,606
120	2,650,453	2,650,453	-9,590,340	-5,488,831	-2,167,936	407,953
140	2,554,799	2,554,799	-9,685,993	-5,584,484	-2,263,589	312,299
160	2,459,146	2,459,146	-9,781,647	-5,680,138	-2,359,243	216,646
180	2,363,493	2,363,493	-9,877,300	-5,775,791	-2,454,896	120,993
200	2,267,839	2,267,839	-9,972,953	-5,871,445	-2,550,549	25,339
220	2,148,272	2,148,272	-10,068,520	-5,967,098	-2,646,202	-94,228
240	2,028,706	2,028,706	-10,212,087	-6,110,578	-2,789,683	-213,794
260	1,909,139	1,909,139	-10,331,654	-6,230,145	-2,909,250	-333,361
280	1,789,572	1,789,572	-10,451,220	-6,349,712	-3,028,816	-452,928
300	1,670,005	1,670,005	-10,570,787	-6,469,279	-3,148,383	-572,495
400	1,550,439	1,550,439	-10,690,354	-6,588,845	-3,267,950	-692,061
500	1,430,872	1,430,872	-10,809,921	-6,708,412	-3,387,517	-811,628



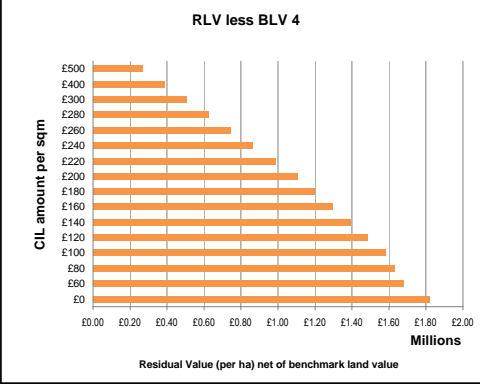
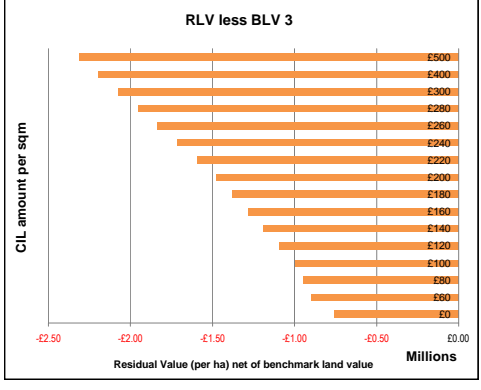
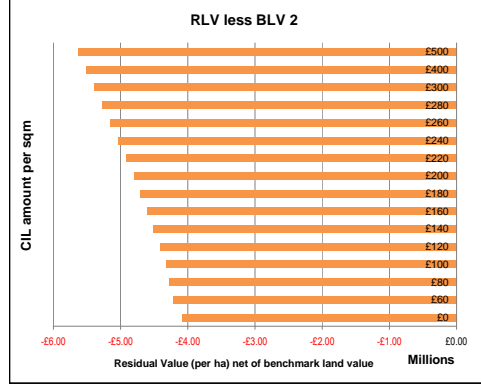
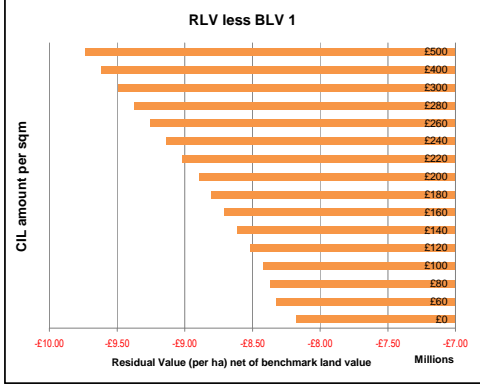
Site type 4 Description: **Area 3** £4090 psm Hrw Hdstne CPark Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,631,287	3,631,287	-8,609,506	-4,507,997	-1,187,102	1,388,787
60	3,487,807	3,487,807	-8,752,986	-4,651,477	-1,330,582	1,245,307
80	3,439,980	3,439,980	-8,800,813	-4,699,304	-1,378,409	1,197,480
100	3,392,153	3,392,153	-8,848,639	-4,747,130	-1,426,235	1,149,653
120	3,296,500	3,296,500	-8,944,293	-4,842,784	-1,521,889	1,054,000
140	3,200,847	3,200,847	-9,039,946	-4,938,437	-1,617,542	958,347
160	3,105,193	3,105,193	-9,135,599	-5,034,091	-1,713,195	862,693
180	3,009,540	3,009,540	-9,231,253	-5,129,744	-1,808,849	767,040
200	2,913,886	2,913,886	-9,326,906	-5,225,397	-1,904,502	671,386
220	2,794,320	2,794,320	-9,446,473	-5,344,964	-2,024,069	551,820
240	2,674,753	2,674,753	-9,566,040	-5,464,531	-2,143,636	432,253
260	2,555,186	2,555,186	-9,685,607	-5,584,098	-2,263,202	312,686
280	2,435,619	2,435,619	-9,805,173	-5,703,664	-2,382,769	193,119
300	2,316,053	2,316,053	-9,924,740	-5,823,231	-2,502,336	73,553
400	2,196,486	2,196,486	-10,044,307	-5,942,798	-2,621,903	-46,014
500	2,076,919	2,076,919	-10,163,874	-6,062,365	-2,741,469	-165,581



Site type 4 Description: **Area 4** £4396 psm Pin HEnd & NHrw Site area: 1.00 ha

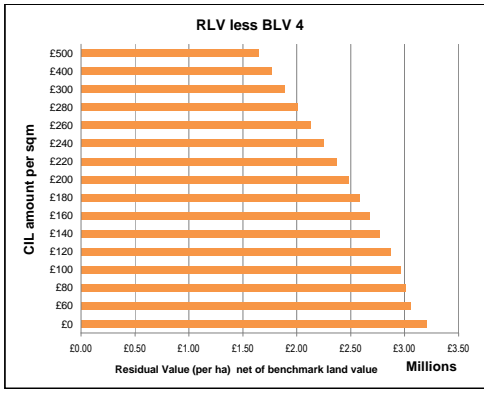
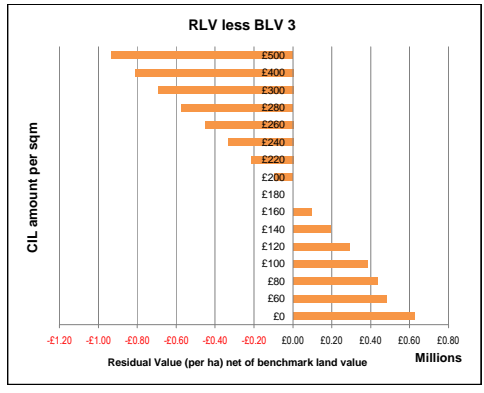
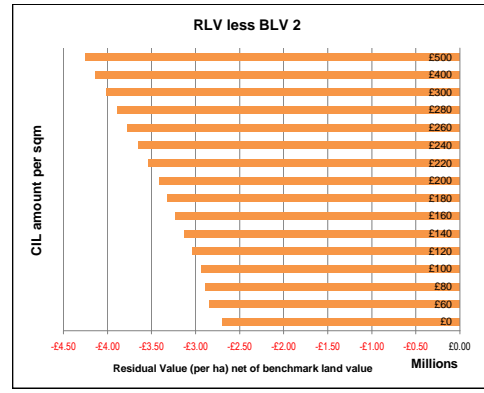
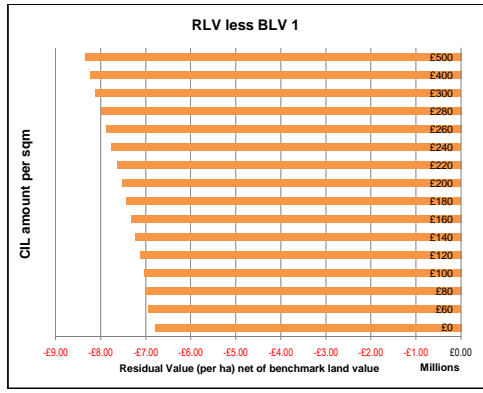
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,062,016	4,062,016	-8,178,777	-4,077,268	-756,373	1,819,516
60	3,918,536	3,918,536	-8,322,257	-4,220,748	-899,853	1,676,036
80	3,870,709	3,870,709	-8,370,084	-4,268,575	-947,680	1,628,209
100	3,822,882	3,822,882	-8,417,910	-4,316,401	-995,506	1,580,382
120	3,727,229	3,727,229	-8,513,564	-4,412,055	-1,091,160	1,484,729
140	3,631,575	3,631,575	-8,609,217	-4,507,708	-1,186,813	1,389,075
160	3,535,922	3,535,922	-8,704,871	-4,603,362	-1,282,467	1,293,422
180	3,440,269	3,440,269	-8,800,524	-4,699,015	-1,378,120	1,197,769
200	3,344,615	3,344,615	-8,896,177	-4,794,669	-1,473,773	1,102,115
220	3,225,048	3,225,048	-9,015,744	-4,914,235	-1,593,340	982,548
240	3,105,482	3,105,482	-9,135,311	-5,033,802	-1,712,907	862,982
260	2,985,915	2,985,915	-9,254,878	-5,153,369	-1,832,474	743,415
280	2,866,348	2,866,348	-9,374,444	-5,272,936	-1,952,040	623,848
300	2,746,781	2,746,781	-9,494,011	-5,392,502	-2,071,607	504,281
400	2,627,215	2,627,215	-9,613,578	-5,512,069	-2,191,174	384,715
500	2,507,648	2,507,648	-9,733,145	-5,631,636	-2,310,741	265,148





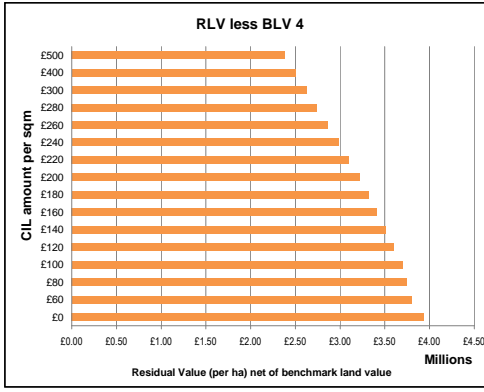
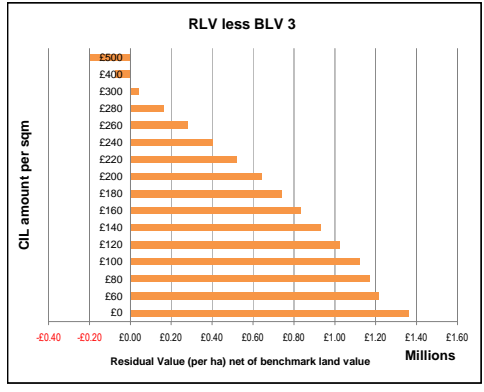
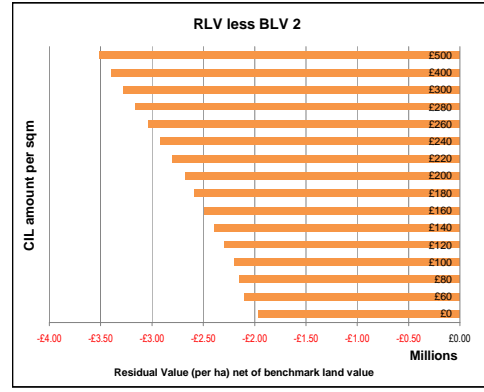
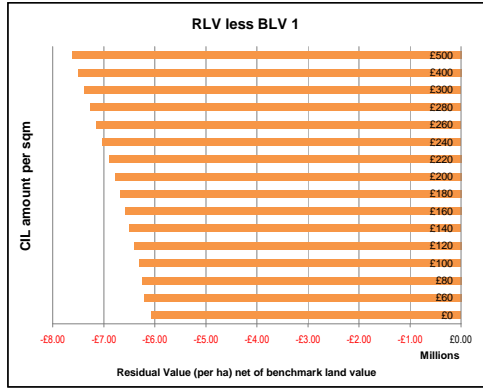
Site type 4 | Description: **Area 5** | **E5005 psm Pin Green** | Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,440,881	5,440,881	- 6,799,911	- 2,698,403	622,493	3,198,381
60	5,297,401	5,297,401	- 6,943,392	- 2,841,883	479,012	3,054,901
80	5,249,574	5,249,574	- 6,991,218	- 2,889,709	431,186	3,007,074
100	5,201,748	5,201,748	- 7,039,045	- 2,937,536	383,359	2,959,248
120	5,106,094	5,106,094	- 7,134,698	- 3,033,189	287,706	2,863,594
140	5,010,441	5,010,441	- 7,230,352	- 3,128,843	192,052	2,767,941
160	4,914,787	4,914,787	- 7,326,005	- 3,224,496	96,399	2,672,287
180	4,819,134	4,819,134	- 7,421,659	- 3,320,150	745	2,576,634
200	4,723,481	4,723,481	- 7,517,312	- 3,415,803	- 94,908	2,480,981
220	4,603,914	4,603,914	- 7,636,879	- 3,535,370	- 214,475	2,361,414
240	4,484,347	4,484,347	- 7,756,445	- 3,654,937	- 334,041	2,241,847
260	4,364,780	4,364,780	- 7,876,012	- 3,774,503	- 453,608	2,122,280
280	4,245,214	4,245,214	- 7,995,579	- 3,894,070	- 573,175	2,002,714
300	4,125,647	4,125,647	- 8,115,146	- 4,013,637	- 692,742	1,883,147
400	4,006,080	4,006,080	- 8,234,713	- 4,133,204	- 812,308	1,763,580
500	3,886,513	3,886,513	- 8,354,279	- 4,252,770	- 931,875	1,644,013



Site type 4 | Description: **Area 6** | **E5382 psm Hrw Hill** | Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,177,246	6,177,246	- 6,063,546	- 1,962,037	1,358,858	3,934,746
60	6,033,766	6,033,766	- 6,207,027	- 2,105,518	1,215,378	3,791,266
80	5,985,939	5,985,939	- 6,254,853	- 2,153,344	1,167,551	3,743,439
100	5,938,113	5,938,113	- 6,302,680	- 2,201,171	1,119,724	3,695,613
120	5,842,459	5,842,459	- 6,398,333	- 2,296,824	1,024,071	3,599,959
140	5,746,806	5,746,806	- 6,493,987	- 2,392,478	928,417	3,504,306
160	5,651,152	5,651,152	- 6,589,640	- 2,488,131	832,764	3,408,652
180	5,555,499	5,555,499	- 6,685,294	- 2,583,785	737,111	3,312,999
200	5,459,846	5,459,846	- 6,780,947	- 2,679,438	641,457	3,217,346
220	5,340,279	5,340,279	- 6,900,514	- 2,799,005	521,890	3,097,779
240	5,220,712	5,220,712	- 7,020,080	- 2,918,572	402,324	2,978,212
260	5,101,145	5,101,145	- 7,139,647	- 3,038,138	282,757	2,858,645
280	4,981,579	4,981,579	- 7,259,214	- 3,157,705	163,190	2,739,079
300	4,862,012	4,862,012	- 7,378,781	- 3,277,272	43,623	2,619,512
400	4,742,445	4,742,445	- 7,498,347	- 3,396,839	- 75,943	2,499,945
500	4,622,878	4,622,878	- 7,617,914	- 3,516,405	- 195,510	2,380,378



CIL Viability LB Harrow

Benchmark Land Values (per net developable ha)

SITE TYPE 4	BLV1	BLV2	BLV3	BLV4
	Offices (higher)	Offices (lower)	Industrial/WH	Community uses
50 UNITS	£12,240,793	£8,139,284	£4,818,389	£2,242,500

FLATS  
50 UPH Net area as percentage of gross 100%

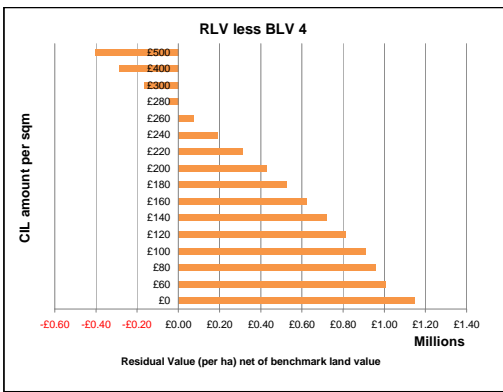
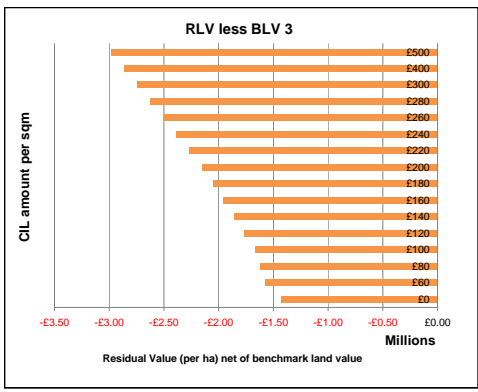
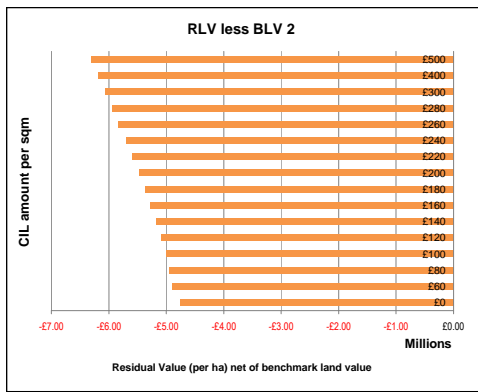
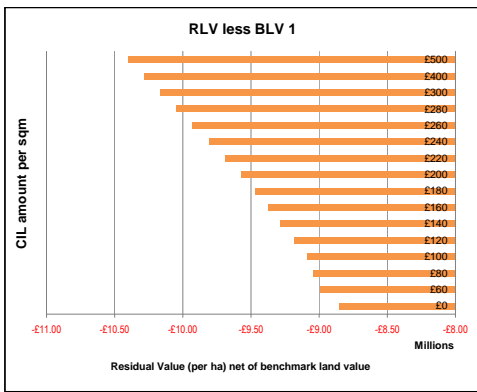
CSH level: 4 on AH	10%	Sales value inflation
4 on private	5%	Build cost inflation
Aff Hsg: 40%		

Note on Benchmark land values:

\*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

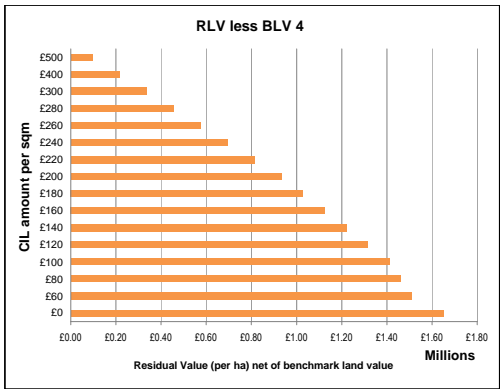
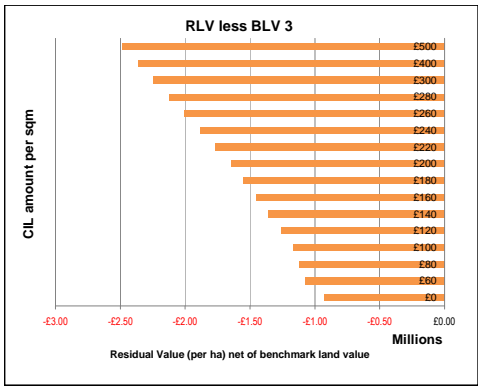
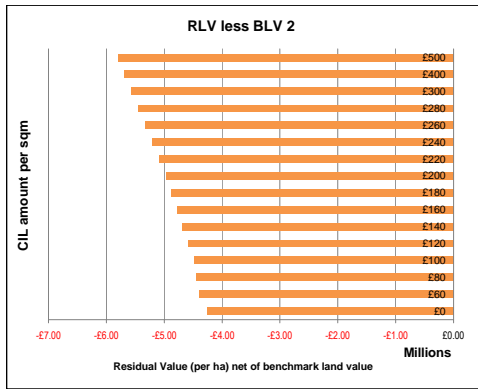
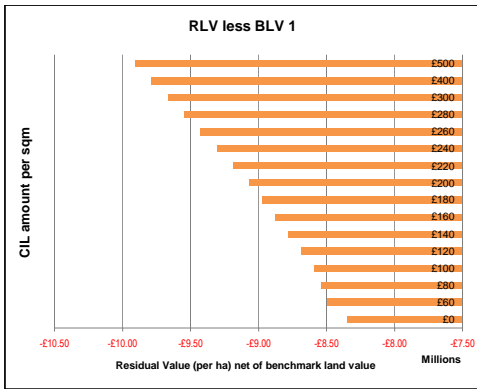
Site type 4 Description: Area 1 £3552 psm S Harrow Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,390,671	3,390,671	- 8,850,121	- 4,748,612	- 1,427,717	1,148,171
60	3,247,191	3,247,191	- 8,993,601	- 4,892,093	- 1,571,197	1,004,691
80	3,199,364	3,199,364	- 9,041,428	- 4,939,919	- 1,619,024	956,864
100	3,151,538	3,151,538	- 9,089,255	- 4,987,746	- 1,666,851	909,038
120	3,055,884	3,055,884	- 9,184,908	- 5,083,399	- 1,762,504	813,384
140	2,960,231	2,960,231	- 9,280,562	- 5,179,053	- 1,858,158	717,731
160	2,864,578	2,864,578	- 9,376,215	- 5,274,706	- 1,953,811	622,078
180	2,768,924	2,768,924	- 9,471,868	- 5,370,360	- 2,049,464	526,424
200	2,673,271	2,673,271	- 9,567,522	- 5,466,013	- 2,145,118	430,771
220	2,553,704	2,553,704	- 9,687,089	- 5,585,580	- 2,264,685	311,204
240	2,434,137	2,434,137	- 9,806,655	- 5,705,146	- 2,384,251	191,637
260	2,314,570	2,314,570	- 9,926,222	- 5,824,713	- 2,503,818	72,070
280	2,195,004	2,195,004	- 10,045,789	- 5,944,280	- 2,623,385	- 47,496
300	2,075,437	2,075,437	- 10,165,356	- 6,063,847	- 2,742,952	- 167,063
400	1,955,870	1,955,870	- 10,284,922	- 6,183,413	- 2,862,518	- 286,630
500	1,836,303	1,836,303	- 10,404,489	- 6,302,980	- 2,982,085	- 406,197



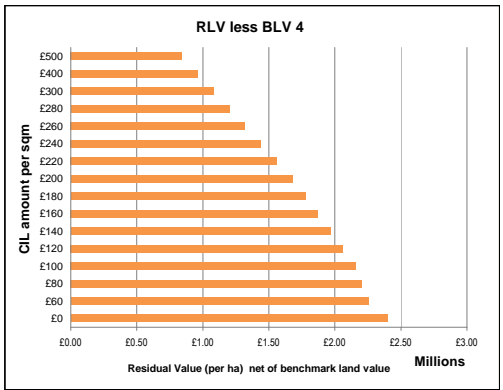
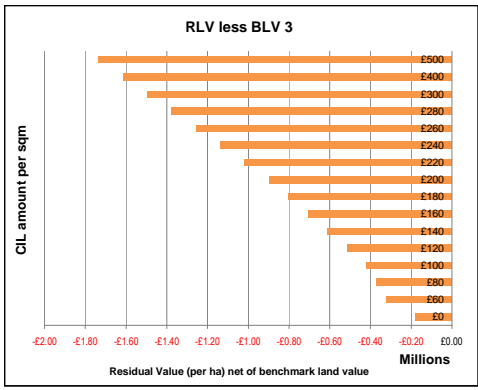
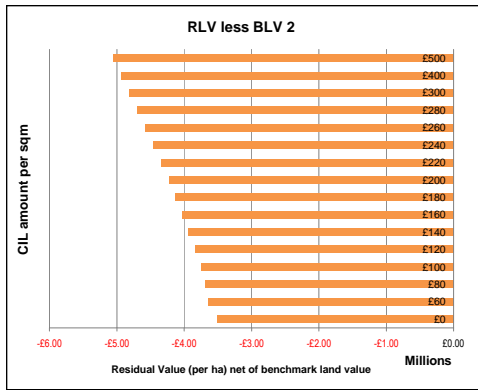
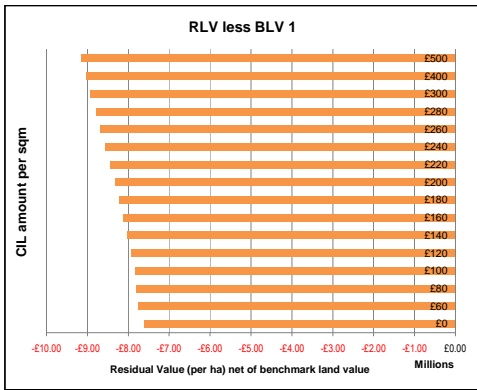
Site type 4 Description: Area 2 £3767 psm Hrw Wid Wldstne Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,891,892	3,891,892	- 8,348,901	- 4,247,392	- 926,496	1,649,392
60	3,748,412	3,748,412	- 8,492,381	- 4,390,872	- 1,069,977	1,505,912
80	3,700,585	3,700,585	- 8,540,207	- 4,438,698	- 1,117,803	1,458,085
100	3,652,759	3,652,759	- 8,588,034	- 4,486,525	- 1,165,630	1,410,259
120	3,557,105	3,557,105	- 8,683,687	- 4,582,179	- 1,261,283	1,314,605
140	3,461,452	3,461,452	- 8,779,341	- 4,677,832	- 1,356,937	1,218,952
160	3,365,798	3,365,798	- 8,874,994	- 4,773,485	- 1,452,590	1,123,298
180	3,270,145	3,270,145	- 8,970,648	- 4,869,139	- 1,548,244	1,027,645
200	3,174,492	3,174,492	- 9,066,301	- 4,964,792	- 1,643,897	931,992
220	3,054,925	3,054,925	- 9,185,868	- 5,084,369	- 1,763,464	812,425
240	2,935,358	2,935,358	- 9,305,435	- 5,203,926	- 1,883,031	692,858
260	2,815,791	2,815,791	- 9,425,001	- 5,323,492	- 2,002,597	573,291
280	2,696,225	2,696,225	- 9,544,568	- 5,443,059	- 2,122,164	453,725
300	2,576,658	2,576,658	- 9,664,135	- 5,562,626	- 2,241,731	334,158
400	2,457,091	2,457,091	- 9,783,702	- 5,682,193	- 2,361,298	214,591
500	2,337,524	2,337,524	- 9,903,268	- 5,801,759	- 2,480,864	95,024



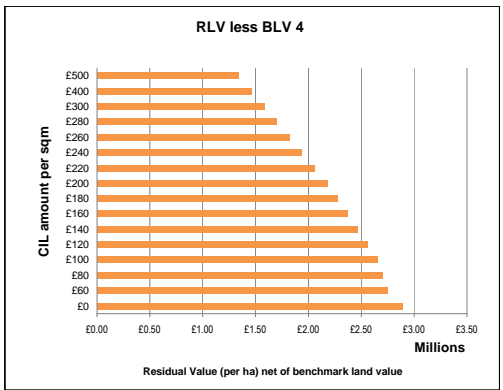
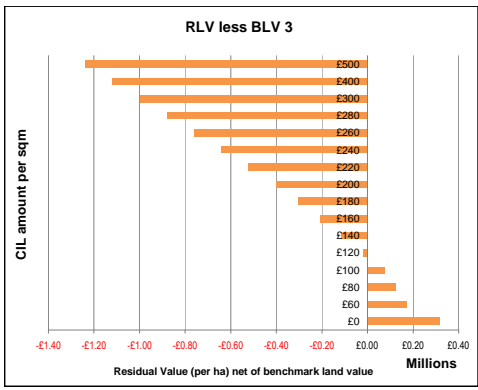
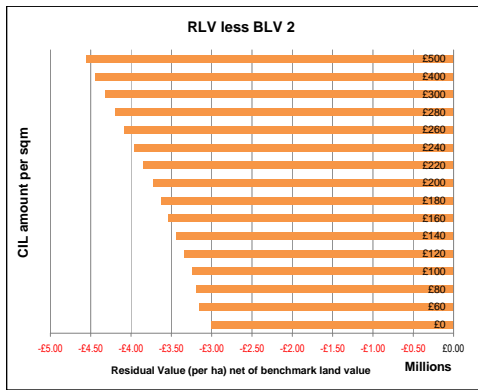
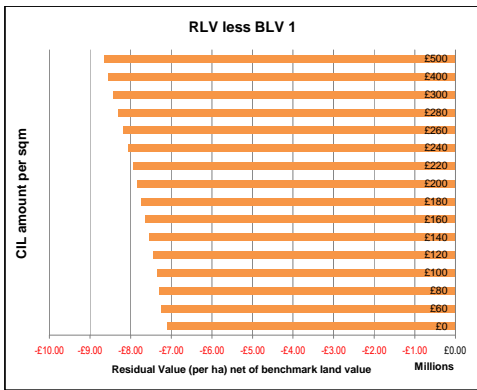
Site type 4 Description: Area 3 £4090 psm Hrw Hdstne CPark Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,637,598	4,637,598	- 7,603,195	- 3,501,686	- 180,791	2,395,098
60	4,494,118	4,494,118	- 7,746,675	- 3,645,166	- 324,271	2,251,618
80	4,446,291	4,446,291	- 7,794,502	- 3,692,993	- 372,098	2,203,791
100	4,398,464	4,398,464	- 7,842,328	- 3,740,819	- 419,924	2,155,964
120	4,302,811	4,302,811	- 7,937,982	- 3,836,473	- 515,578	2,060,311
140	4,207,157	4,207,157	- 8,033,635	- 3,932,126	- 611,231	1,964,657
160	4,111,504	4,111,504	- 8,129,289	- 4,027,780	- 706,885	1,869,004
180	4,015,851	4,015,851	- 8,224,942	- 4,123,433	- 802,538	1,773,351
200	3,920,197	3,920,197	- 8,320,595	- 4,219,087	- 898,191	1,677,697
220	3,800,630	3,800,630	- 8,440,162	- 4,338,653	- 1,017,758	1,558,130
240	3,681,064	3,681,064	- 8,559,729	- 4,458,220	- 1,137,325	1,438,564
260	3,561,497	3,561,497	- 8,679,296	- 4,577,787	- 1,256,892	1,318,997
280	3,441,930	3,441,930	- 8,798,862	- 4,697,354	- 1,376,458	1,199,430
300	3,322,363	3,322,363	- 8,918,429	- 4,816,920	- 1,496,025	1,079,863
400	3,202,797	3,202,797	- 9,037,996	- 4,936,487	- 1,615,592	960,297
500	3,083,230	3,083,230	- 9,157,563	- 5,056,054	- 1,735,159	840,730



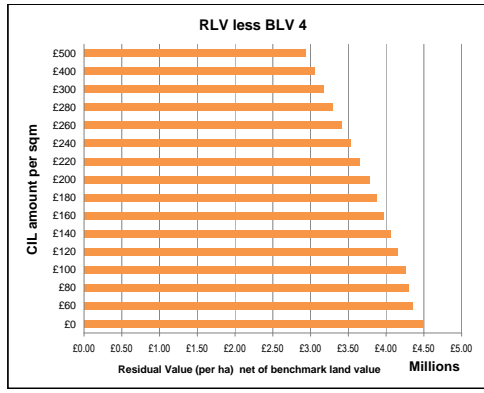
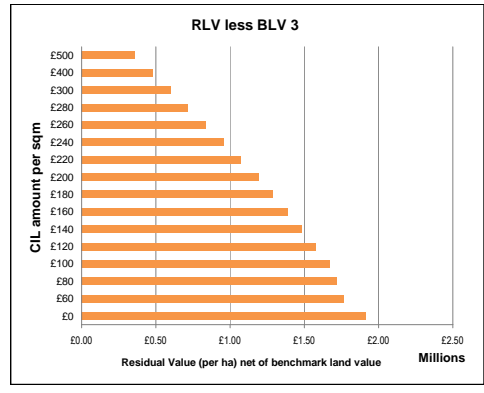
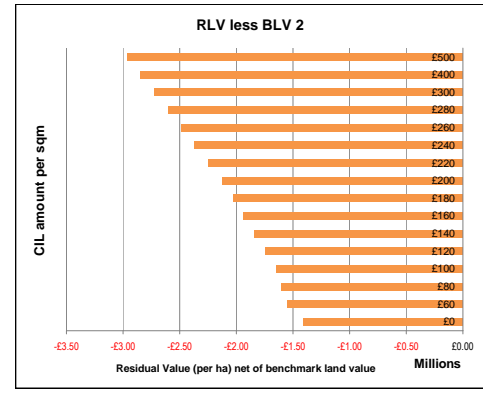
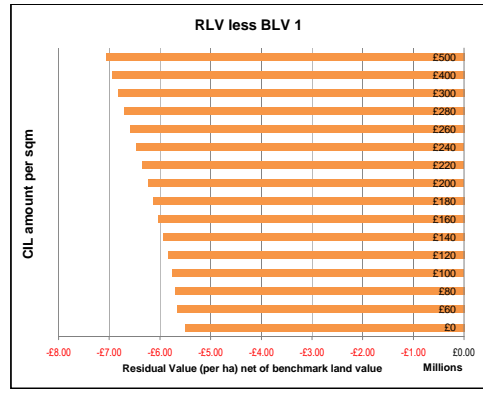
Site type 4 Description: Area 4 £4306 psm Pin HEnd & NHrw Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,134,765	5,134,765	- 7,106,027	- 3,004,518	- 316,377	2,892,265
60	4,991,285	4,991,285	- 7,249,507	- 3,147,998	- 172,897	2,748,785
80	4,943,459	4,943,459	- 7,297,334	- 3,195,825	- 125,070	2,700,959
100	4,895,632	4,895,632	- 7,345,161	- 3,243,652	- 77,243	2,653,132
120	4,799,979	4,799,979	- 7,440,814	- 3,339,305	- 18,410	2,557,479
140	4,704,325	4,704,325	- 7,536,467	- 3,434,959	- 114,063	2,461,825
160	4,608,672	4,608,672	- 7,632,121	- 3,530,612	- 209,717	2,366,172
180	4,513,018	4,513,018	- 7,727,774	- 3,626,265	- 305,370	2,270,518
200	4,417,365	4,417,365	- 7,823,428	- 3,721,919	- 401,024	2,174,865
220	4,297,798	4,297,798	- 7,942,994	- 3,841,485	- 520,590	2,055,298
240	4,178,231	4,178,231	- 8,062,561	- 3,961,052	- 640,157	1,935,731
260	4,058,665	4,058,665	- 8,182,128	- 4,080,619	- 759,724	1,816,165
280	3,939,098	3,939,098	- 8,301,695	- 4,200,186	- 879,291	1,696,598
300	3,819,531	3,819,531	- 8,421,261	- 4,319,752	- 998,857	1,577,031
400	3,699,964	3,699,964	- 8,540,828	- 4,439,319	- 1,118,424	1,457,464
500	3,580,398	3,580,398	- 8,660,395	- 4,558,886	- 1,237,991	1,337,898



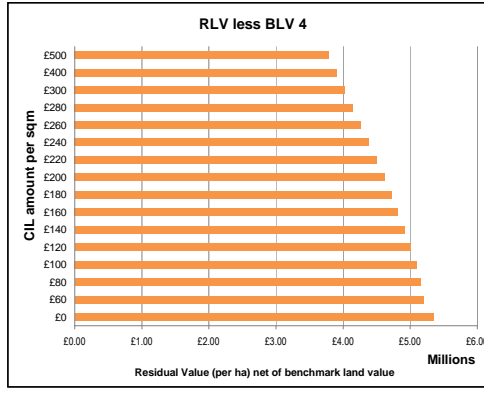
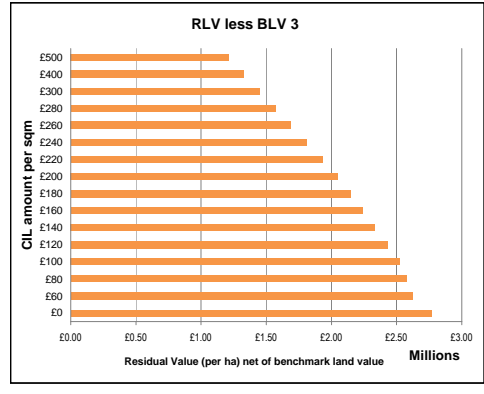
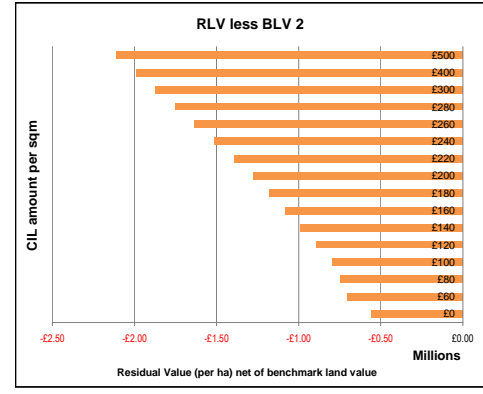
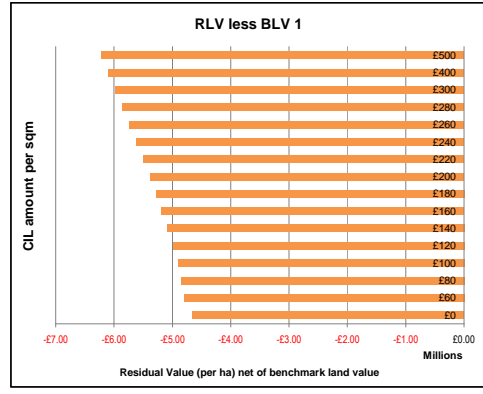
Site type 4 Description: **Area 5 E5005 psm Pin Green** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,729,557	6,729,557	- 5,511,235	- 1,409,726	1,911,169	4,487,057
60	6,586,077	6,586,077	- 5,654,715	- 1,553,206	1,767,689	4,343,577
80	6,538,251	6,538,251	- 5,702,542	- 1,601,033	1,719,862	4,295,751
100	6,490,424	6,490,424	- 5,750,369	- 1,648,860	1,672,035	4,247,924
120	6,394,771	6,394,771	- 5,846,022	- 1,744,513	1,576,382	4,152,271
140	6,299,117	6,299,117	- 5,941,675	- 1,840,166	1,480,729	4,056,617
160	6,203,464	6,203,464	- 6,037,329	- 1,935,820	1,385,075	3,960,964
180	6,107,810	6,107,810	- 6,132,982	- 2,031,473	1,289,422	3,865,310
200	6,012,157	6,012,157	- 6,228,636	- 2,127,127	1,193,768	3,769,657
220	5,892,590	5,892,590	- 6,348,202	- 2,246,693	1,074,202	3,650,090
240	5,773,023	5,773,023	- 6,467,769	- 2,366,260	954,635	3,530,523
260	5,653,457	5,653,457	- 6,587,336	- 2,485,827	835,068	3,410,957
280	5,533,890	5,533,890	- 6,706,903	- 2,605,394	715,501	3,291,390
300	5,414,323	5,414,323	- 6,826,469	- 2,724,960	595,935	3,171,823
400	5,294,756	5,294,756	- 6,946,036	- 2,844,527	476,368	3,052,256
500	5,175,190	5,175,190	- 7,065,603	- 2,964,094	356,801	2,932,690



Site type 4 Description: **Area 6 E5382 psm Hrw Hill** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,582,191	7,582,191	- 4,668,602	- 557,093	2,763,802	5,339,691
60	7,438,711	7,438,711	- 4,802,082	- 700,573	2,620,322	5,196,211
80	7,390,884	7,390,884	- 4,849,909	- 748,400	2,572,495	5,148,384
100	7,343,057	7,343,057	- 4,897,735	- 796,226	2,524,668	5,100,557
120	7,247,404	7,247,404	- 4,993,389	- 891,880	2,429,015	5,004,904
140	7,151,750	7,151,750	- 5,089,042	- 987,533	2,333,362	4,909,250
160	7,056,097	7,056,097	- 5,184,696	- 1,083,187	2,237,708	4,813,597
180	6,960,444	6,960,444	- 5,280,349	- 1,178,840	2,142,055	4,717,944
200	6,864,790	6,864,790	- 5,376,002	- 1,274,493	2,046,402	4,622,290
220	6,745,223	6,745,223	- 5,495,569	- 1,394,060	1,926,835	4,502,723
240	6,625,657	6,625,657	- 5,615,136	- 1,513,627	1,807,268	4,383,157
260	6,506,090	6,506,090	- 5,734,703	- 1,633,194	1,687,701	4,263,590
280	6,386,523	6,386,523	- 5,854,269	- 1,752,760	1,568,135	4,144,023
300	6,266,956	6,266,956	- 5,973,836	- 1,872,327	1,448,568	4,024,456
400	6,147,390	6,147,390	- 6,093,403	- 1,991,894	1,329,001	3,904,890
500	6,027,823	6,027,823	- 6,212,970	- 2,111,461	1,209,434	3,785,323



CIL Viability LB Harrow Benchmark Land Values (per net developable ha)

	BLV1	BLV2	BLV3	BLV4
Offices (higher)	£12,240,793	£8,139,284	£4,818,389	£2,242,500
Offices (lower)				
Industrial/WH				
Community uses				

SITE TYPE 4  
50 UNITS  
FLATS  
50 UPH Net area as percentage of gross 100%

CSH level: 4 on AH  
4 on private

Aff Hsg: 40%

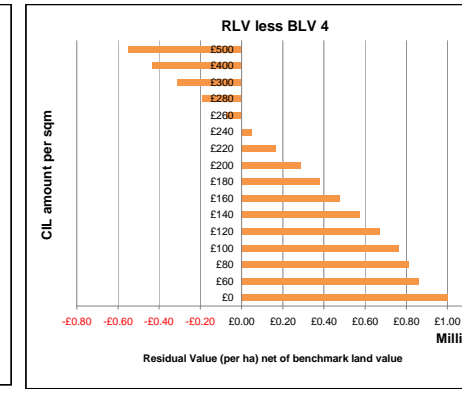
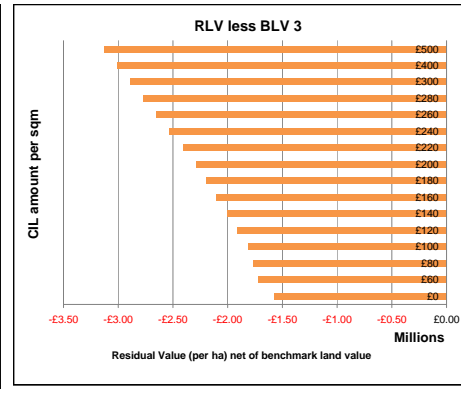
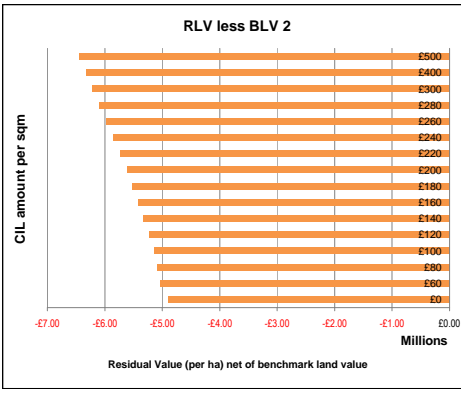
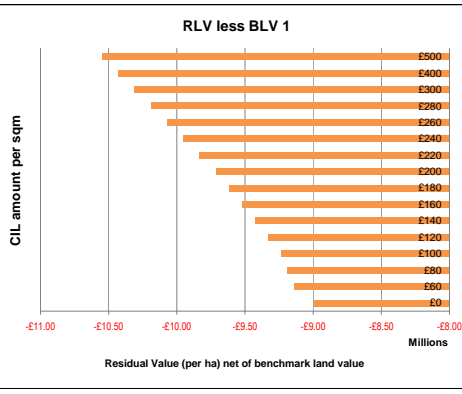
Affordable Rent

**Note on Benchmark land values:**

\*Offices (higher)" uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)" uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH" uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses" - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

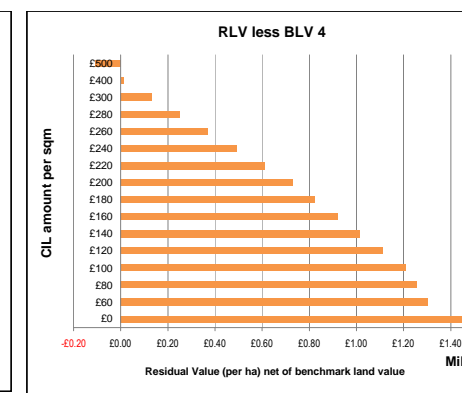
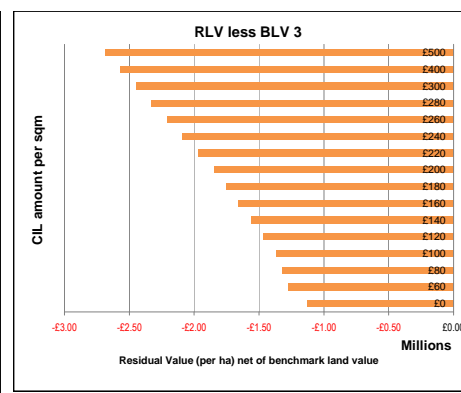
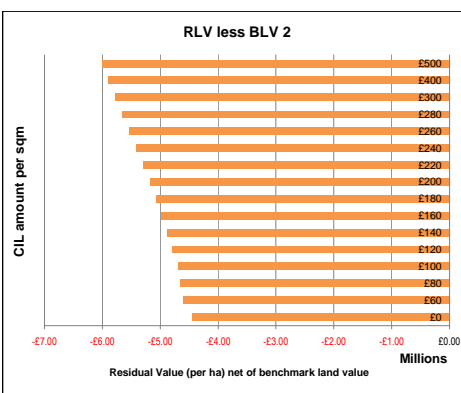
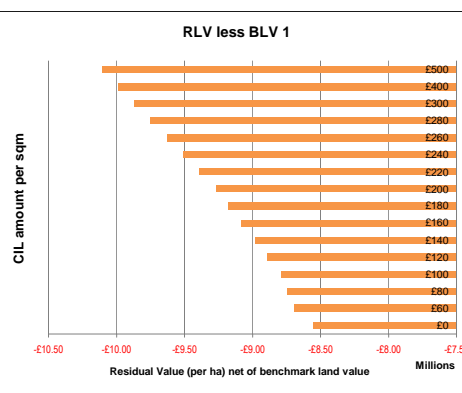
Site type 4 Description: Area 1 £3552 psm S Harrow Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,245,193	3,245,193	- 8,995,600	- 4,894,091	- 1,573,196	1,002,693
60	3,101,713	3,101,713	- 9,139,080	- 5,037,571	- 1,716,676	859,213
80	3,053,886	3,053,886	- 9,186,907	- 5,085,398	- 1,764,502	811,386
100	3,006,059	3,006,059	- 9,234,733	- 5,133,224	- 1,812,329	763,559
120	2,910,406	2,910,406	- 9,330,387	- 5,228,878	- 1,907,983	667,906
140	2,814,753	2,814,753	- 9,426,040	- 5,324,531	- 2,003,636	572,253
160	2,719,099	2,719,099	- 9,521,693	- 5,420,184	- 2,099,289	476,599
180	2,623,446	2,623,446	- 9,617,347	- 5,515,838	- 2,194,943	380,946
200	2,527,792	2,527,792	- 9,713,000	- 5,611,491	- 2,290,596	285,292
220	2,408,226	2,408,226	- 9,832,567	- 5,731,058	- 2,410,163	165,726
240	2,288,659	2,288,659	- 9,952,134	- 5,850,625	- 2,529,730	46,159
260	2,169,092	2,169,092	- 10,071,700	- 5,970,192	- 2,649,296	- 73,408
280	2,049,525	2,049,525	- 10,191,267	- 6,089,758	- 2,768,863	- 192,975
300	1,929,959	1,929,959	- 10,310,834	- 6,209,325	- 2,888,430	- 312,541
400	1,810,392	1,810,392	- 10,430,401	- 6,328,892	- 3,007,997	- 432,108
500	1,690,825	1,690,825	- 10,549,967	- 6,448,459	- 3,127,563	- 551,675



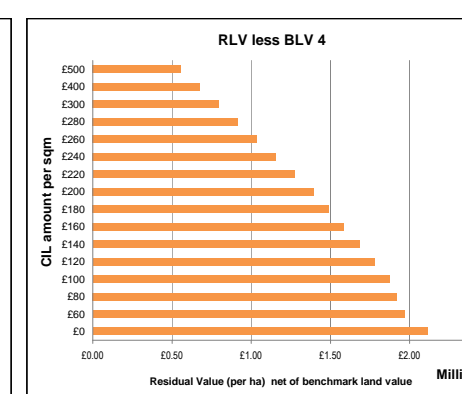
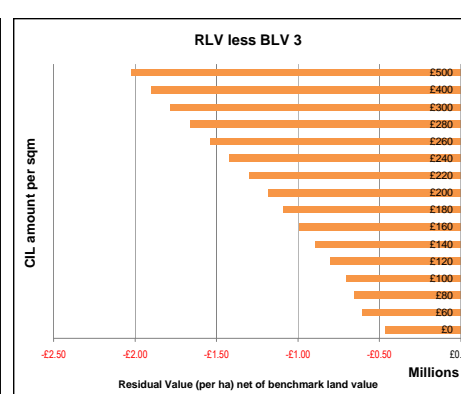
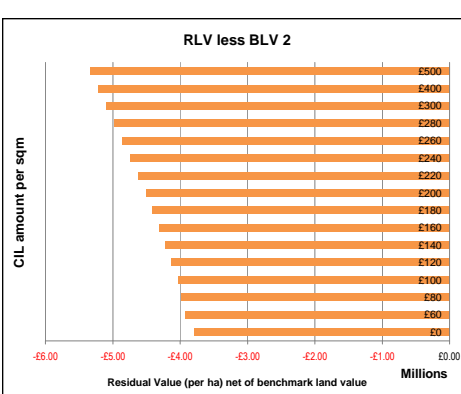
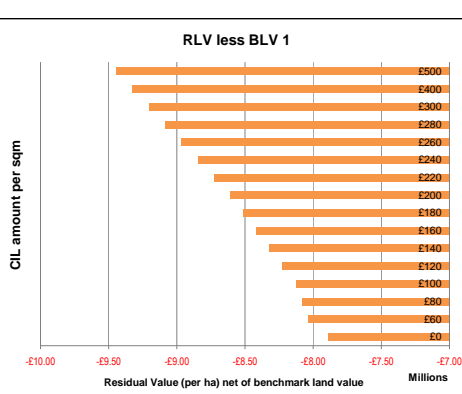
Site type 4 Description: Area 2 £3767 psm Hrw Wid Wldstne Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,688,119	3,688,119	- 8,552,673	- 4,451,164	- 1,130,269	1,445,619
60	3,544,639	3,544,639	- 8,696,153	- 4,594,645	- 1,273,749	1,302,139
80	3,496,812	3,496,812	- 8,743,980	- 4,642,471	- 1,321,576	1,254,312
100	3,448,986	3,448,986	- 8,791,807	- 4,690,298	- 1,369,403	1,206,486
120	3,353,332	3,353,332	- 8,887,460	- 4,785,951	- 1,465,056	1,110,832
140	3,257,679	3,257,679	- 8,983,114	- 4,881,605	- 1,560,710	1,015,179
160	3,162,026	3,162,026	- 9,078,767	- 4,977,258	- 1,656,363	919,526
180	3,066,372	3,066,372	- 9,174,420	- 5,072,912	- 1,752,016	823,872
200	2,970,719	2,970,719	- 9,270,074	- 5,168,565	- 1,847,670	728,219
220	2,851,152	2,851,152	- 9,389,641	- 5,288,132	- 1,967,237	608,652
240	2,731,585	2,731,585	- 9,509,207	- 5,407,698	- 2,086,803	489,085
260	2,612,018	2,612,018	- 9,628,774	- 5,527,265	- 2,206,370	369,518
280	2,492,452	2,492,452	- 9,748,341	- 5,646,832	- 2,325,937	249,952
300	2,372,885	2,372,885	- 9,867,908	- 5,766,399	- 2,445,504	130,385
400	2,253,318	2,253,318	- 9,987,474	- 5,885,965	- 2,565,070	10,818
500	2,133,751	2,133,751	- 10,107,041	- 6,005,532	- 2,684,637	- 108,749



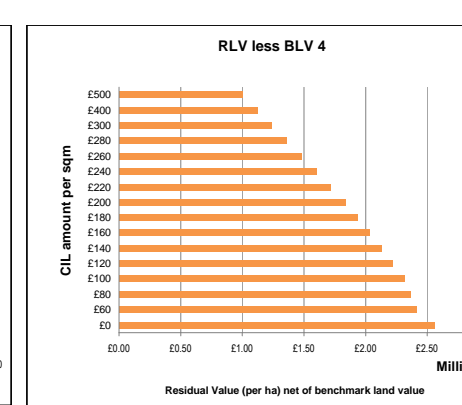
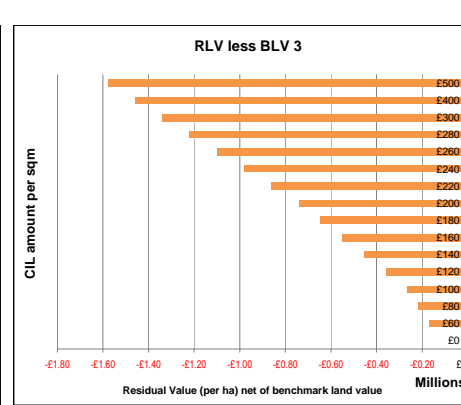
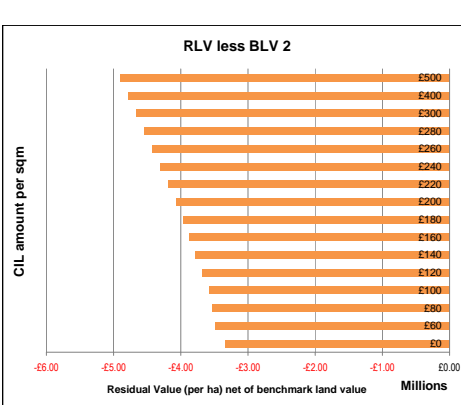
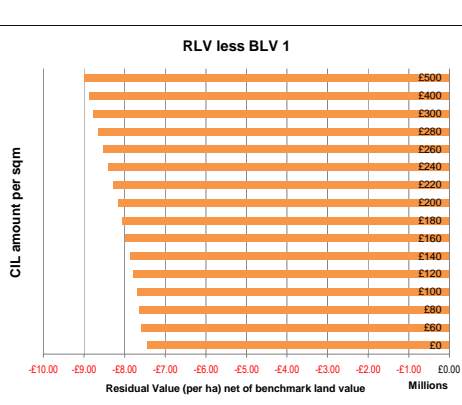
Site type 4 Description: Area 3 £4090 psm Hrw Hdstne CPark Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,352,509	4,352,509	- 7,888,284	- 3,786,775	- 465,880	2,110,009
60	4,209,029	4,209,029	- 8,031,764	- 3,930,255	- 609,360	1,966,529
80	4,161,202	4,161,202	- 8,079,591	- 3,978,082	- 657,187	1,918,702
100	4,113,375	4,113,375	- 8,127,417	- 4,025,908	- 705,013	1,870,875
120	4,017,722	4,017,722	- 8,223,071	- 4,121,562	- 800,667	1,775,222
140	3,922,068	3,922,068	- 8,318,724	- 4,217,215	- 896,320	1,679,568
160	3,826,415	3,826,415	- 8,414,378	- 4,312,869	- 991,973	1,583,915
180	3,730,762	3,730,762	- 8,510,031	- 4,408,522	- 1,087,627	1,488,262
200	3,635,108	3,635,108	- 8,605,684	- 4,504,175	- 1,183,280	1,392,608
220	3,515,541	3,515,541	- 8,725,251	- 4,623,742	- 1,302,847	1,273,041
240	3,395,975	3,395,975	- 8,844,818	- 4,743,309	- 1,422,414	1,153,475
260	3,276,408	3,276,408	- 8,964,385	- 4,862,876	- 1,541,981	1,033,908
280	3,156,841	3,156,841	- 9,083,951	- 4,982,442	- 1,661,547	914,341
300	3,037,274	3,037,274	- 9,203,518	- 5,102,009	- 1,781,114	794,774
400	2,917,708	2,917,708	- 9,323,085	- 5,221,576	- 1,900,681	675,208
500	2,798,141	2,798,141	- 9,442,652	- 5,341,143	- 2,020,248	555,641



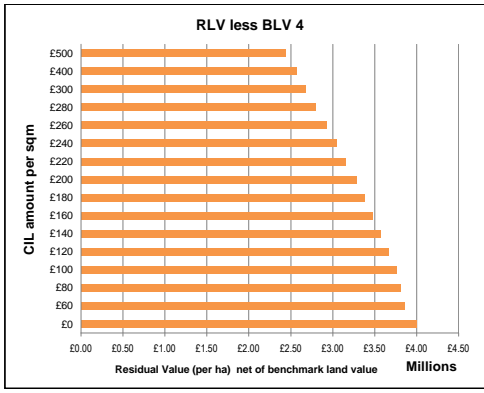
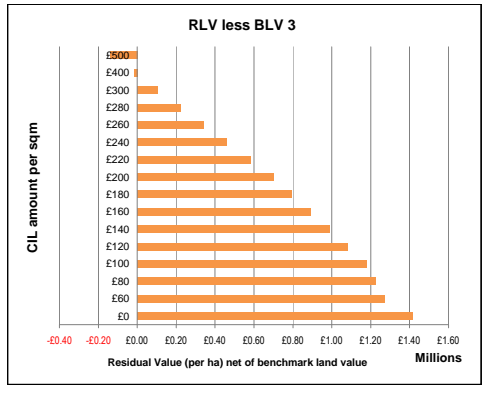
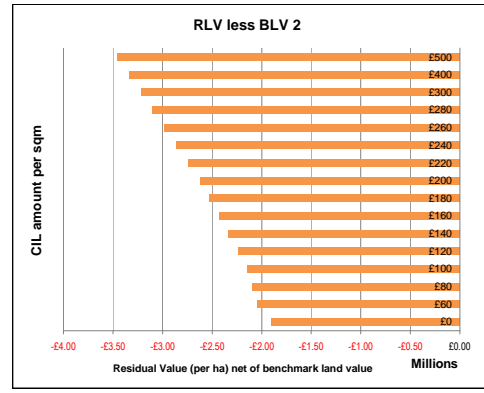
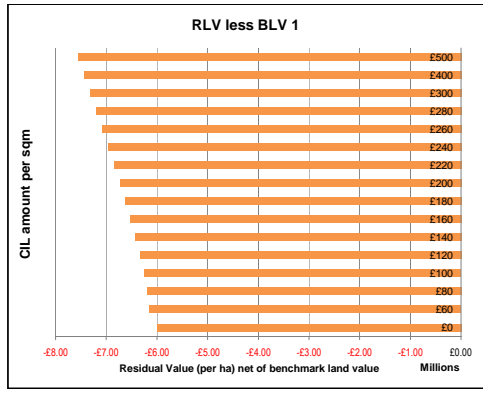
Site type 4 Description: Area 4 £4396 psm Pin HEnd & NHRW Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,795,435	4,795,435	- 7,445,357	- 3,343,849	- 22,953	2,552,935
60	4,651,955	4,651,955	- 7,588,838	- 3,487,329	- 166,434	2,409,455
80	4,604,128	4,604,128	- 7,636,664	- 3,535,155	- 214,260	2,361,628
100	4,556,302	4,556,302	- 7,684,491	- 3,582,982	- 262,087	2,313,802
120	4,460,648	4,460,648	- 7,780,144	- 3,678,635	- 357,740	2,218,148
140	4,364,995	4,364,995	- 7,875,798	- 3,774,289	- 453,394	2,122,495
160	4,269,341	4,269,341	- 7,971,451	- 3,869,942	- 549,047	2,026,841
180	4,173,688	4,173,688	- 8,067,105	- 3,965,596	- 644,701	1,931,188
200	4,078,035	4,078,035	- 8,162,758	- 4,061,249	- 740,354	1,835,535
220	3,958,468	3,958,468	- 8,282,325	- 4,180,816	- 859,921	1,715,968
240	3,838,901	3,838,901	- 8,401,891	- 4,300,383	- 979,487	1,596,401
260	3,719,334	3,719,334	- 8,521,458	- 4,419,949	- 1,099,054	1,476,834
280	3,599,768	3,599,768	- 8,641,025	- 4,539,516	- 1,218,621	1,357,268
300	3,480,201	3,480,201	- 8,760,592	- 4,659,083	- 1,338,188	1,237,701
400	3,360,634	3,360,634	- 8,880,158	- 4,778,650	- 1,457,754	1,118,134
500	3,241,067	3,241,067	- 9,000,725	- 4,898,216	- 1,577,321	998,567



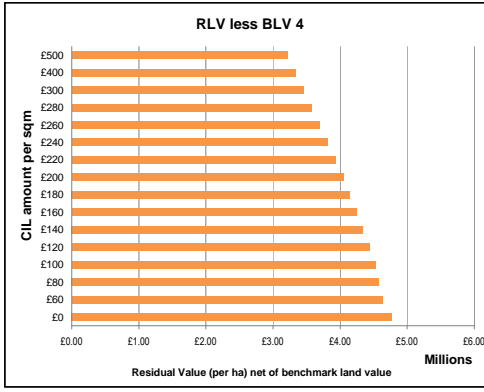
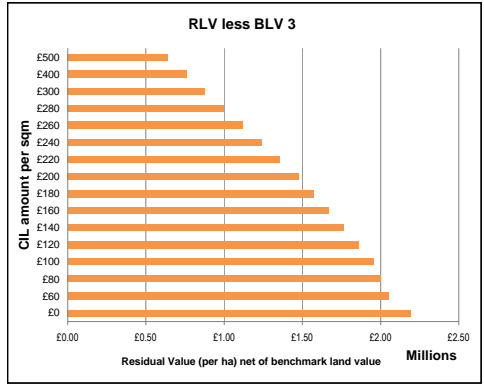
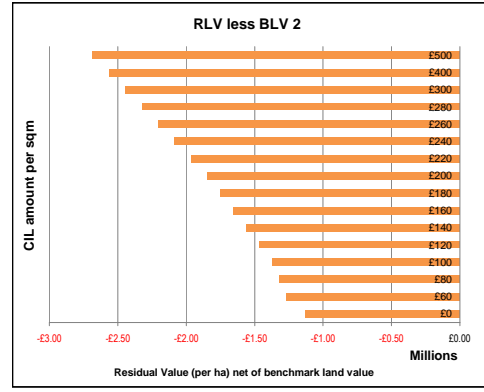
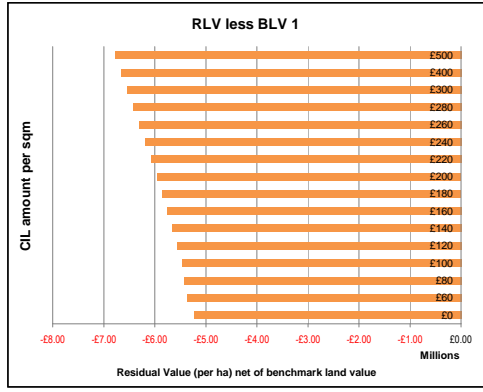
Site type 4 Description: **Area 5 E5005 psm Pin Green** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,234,946	6,234,946	- 6,005,847	- 1,904,338	1,416,557	3,992,446
60	6,091,466	6,091,466	- 6,149,327	- 2,047,818	1,273,077	3,848,966
80	6,043,639	6,043,639	- 6,197,154	- 2,095,645	1,225,250	3,801,139
100	5,995,812	5,995,812	- 6,244,980	- 2,143,471	1,177,424	3,753,312
120	5,900,159	5,900,159	- 6,340,634	- 2,239,125	1,081,770	3,657,659
140	5,804,505	5,804,505	- 6,436,287	- 2,334,778	986,117	3,562,005
160	5,708,852	5,708,852	- 6,531,941	- 2,430,432	890,464	3,466,352
180	5,613,199	5,613,199	- 6,627,594	- 2,526,085	794,810	3,370,699
200	5,517,545	5,517,545	- 6,723,247	- 2,621,738	699,157	3,275,045
220	5,397,979	5,397,979	- 6,842,814	- 2,741,305	579,590	3,155,479
240	5,278,412	5,278,412	- 6,962,381	- 2,860,872	460,023	3,035,912
260	5,158,845	5,158,845	- 7,081,948	- 2,980,439	340,456	2,916,345
280	5,039,278	5,039,278	- 7,201,514	- 3,100,005	220,890	2,796,778
300	4,919,711	4,919,711	- 7,321,081	- 3,219,572	101,323	2,677,211
400	4,800,145	4,800,145	- 7,440,648	- 3,339,139	18,244	2,557,645
500	4,680,578	4,680,578	- 7,560,215	- 3,458,706	137,811	2,438,078



Site type 4 Description: **Area 6 E5382 psm Hrw Hill** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,010,067	7,010,067	- 5,230,726	- 1,129,217	2,191,678	4,767,567
60	6,866,587	6,866,587	- 5,374,206	- 1,272,697	2,048,198	4,624,087
80	6,818,760	6,818,760	- 5,422,032	- 1,320,524	2,000,372	4,576,260
100	6,770,933	6,770,933	- 5,469,859	- 1,368,350	1,952,545	4,528,433
120	6,675,280	6,675,280	- 5,565,513	- 1,464,004	1,856,891	4,432,780
140	6,579,627	6,579,627	- 5,661,166	- 1,559,657	1,761,238	4,337,127
160	6,483,973	6,483,973	- 5,756,819	- 1,655,310	1,665,585	4,241,473
180	6,388,320	6,388,320	- 5,852,473	- 1,750,964	1,569,931	4,145,820
200	6,292,666	6,292,666	- 5,948,126	- 1,846,617	1,474,278	4,050,166
220	6,173,100	6,173,100	- 6,067,693	- 1,966,184	1,354,711	3,930,600
240	6,053,533	6,053,533	- 6,187,260	- 2,085,751	1,235,144	3,811,033
260	5,933,966	5,933,966	- 6,306,826	- 2,205,318	1,115,578	3,691,466
280	5,814,399	5,814,399	- 6,426,393	- 2,324,884	996,011	3,571,899
300	5,694,833	5,694,833	- 6,545,960	- 2,444,451	876,444	3,452,333
400	5,575,266	5,575,266	- 6,665,527	- 2,564,018	756,877	3,332,766
500	5,455,699	5,455,699	- 6,785,093	- 2,683,585	637,311	3,213,199



CIL Viability LB Harrow

Benchmark Land Values (per net developable ha)

SITE TYPE	BLV1	BLV2	BLV3	BLV4
4	Offices (higher)	Offices (lower)	Industrial/WH	Community uses
50 UNITS	£12,240,793	£8,139,284	£4,818,389	£2,242,500

FLATS  
50 UPH Net area as percentage of gross 100%

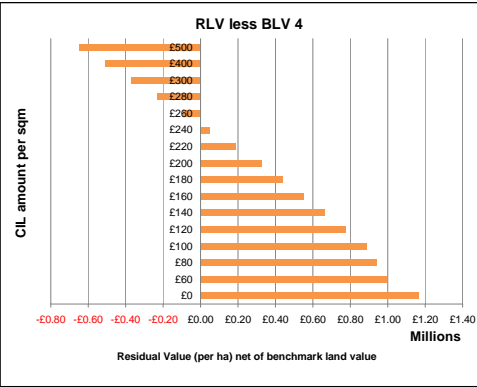
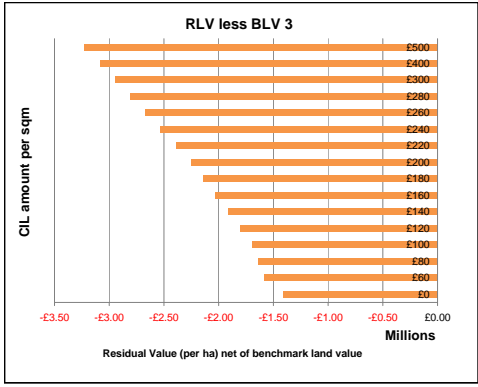
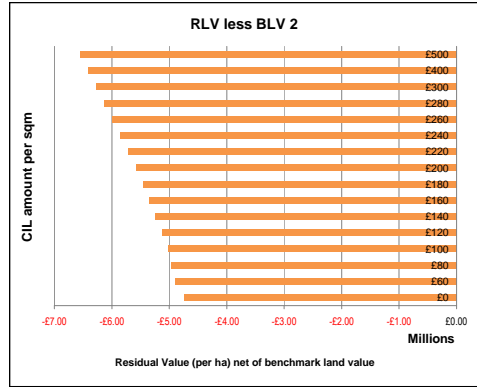
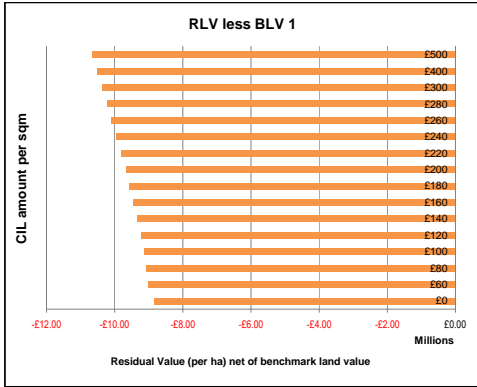
CSH level:	4 on AH	Sales value inflation
	4 on private	Build cost inflation
Aff Hsg:	30%	

Note on Benchmark land values:

\*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

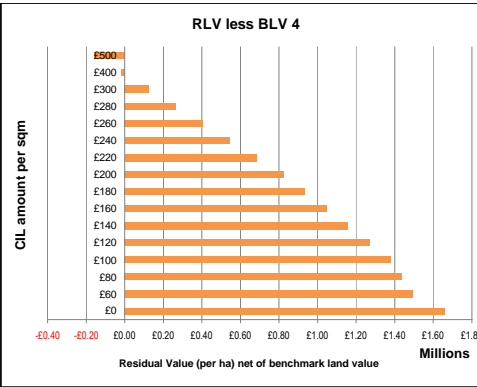
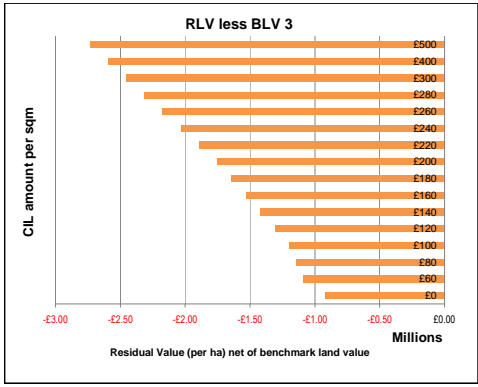
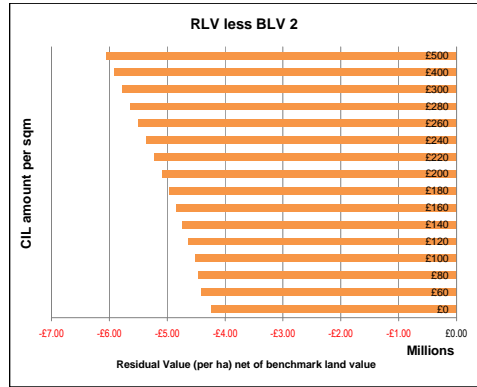
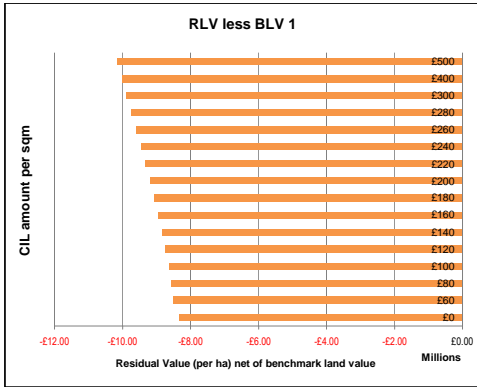
Site type 4 Description: **Area 1** £3552 psm S Harrow Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,406,174	3,406,174	-8,834,619	-4,733,110	-1,412,215	1,163,674
60	3,238,780	3,238,780	-9,002,012	-4,900,503	-1,579,608	996,280
80	3,182,983	3,182,983	-9,057,810	-4,956,301	-1,635,406	940,483
100	3,127,185	3,127,185	-9,113,608	-5,012,099	-1,691,204	884,685
120	3,015,589	3,015,589	-9,225,203	-5,123,694	-1,802,799	773,089
140	2,903,994	2,903,994	-9,336,799	-5,235,290	-1,914,395	661,494
160	2,792,398	2,792,398	-9,448,395	-5,346,886	-2,025,991	549,898
180	2,680,802	2,680,802	-9,559,990	-5,458,481	-2,137,586	438,302
200	2,569,207	2,569,207	-9,671,586	-5,570,077	-2,249,182	326,707
220	2,429,712	2,429,712	-9,811,080	-5,709,572	-2,388,676	187,212
240	2,290,218	2,290,218	-9,950,575	-5,849,066	-2,528,171	47,718
260	2,150,723	2,150,723	-10,090,070	-5,988,561	-2,667,666	-91,777
280	2,011,228	2,011,228	-10,229,564	-6,128,055	-2,807,160	-231,272
300	1,871,734	1,871,734	-10,369,059	-6,267,550	-2,946,655	-370,766
400	1,732,239	1,732,239	-10,508,553	-6,407,044	-3,086,149	-510,261
500	1,592,745	1,592,745	-10,648,048	-6,546,539	-3,225,644	-649,755



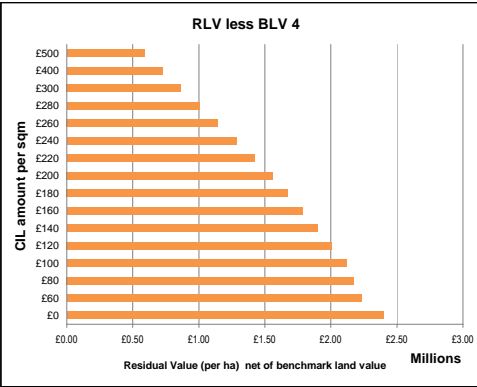
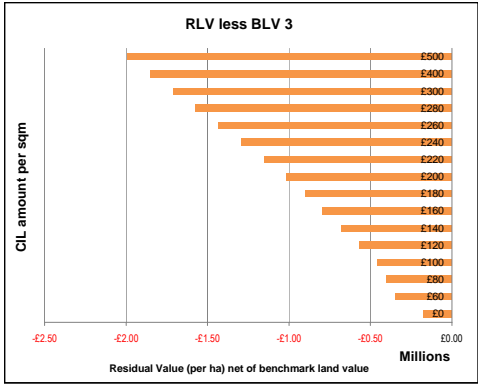
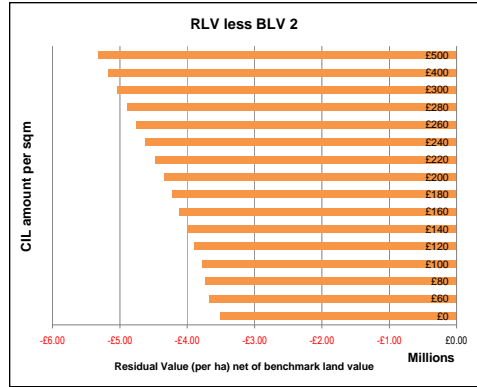
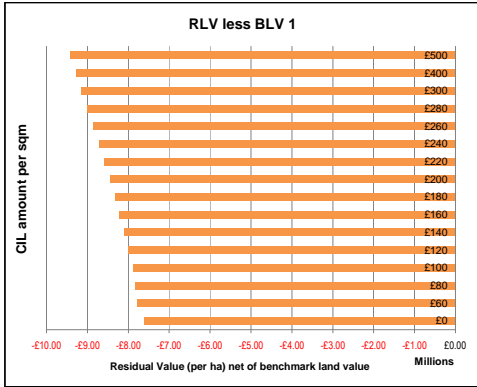
Site type 4 Description: **Area 2** £3767 psm Hrw Wid Wldstne Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,901,422	3,901,422	-8,339,371	-4,237,862	-916,967	1,658,922
60	3,734,028	3,734,028	-8,506,764	-4,405,255	-1,084,360	1,491,528
80	3,678,230	3,678,230	-8,562,562	-4,461,053	-1,140,158	1,435,730
100	3,622,433	3,622,433	-8,618,360	-4,516,851	-1,195,956	1,379,933
120	3,510,837	3,510,837	-8,729,956	-4,628,447	-1,307,552	1,268,337
140	3,399,241	3,399,241	-8,841,551	-4,740,042	-1,419,147	1,156,741
160	3,287,646	3,287,646	-8,953,147	-4,851,638	-1,530,743	1,045,146
180	3,176,050	3,176,050	-9,064,743	-4,963,234	-1,642,339	933,550
200	3,064,454	3,064,454	-9,176,338	-5,074,829	-1,753,934	821,954
220	2,924,960	2,924,960	-9,315,833	-5,214,324	-1,893,429	682,460
240	2,785,465	2,785,465	-9,455,327	-5,353,818	-2,032,923	542,965
260	2,645,971	2,645,971	-9,594,822	-5,493,313	-2,172,418	403,471
280	2,506,476	2,506,476	-9,734,316	-5,632,807	-2,311,912	263,976
300	2,366,982	2,366,982	-9,873,811	-5,772,302	-2,451,407	124,482
400	2,227,487	2,227,487	-10,013,305	-5,911,797	-2,590,901	-15,013
500	2,087,993	2,087,993	-10,152,800	-6,051,291	-2,730,396	-154,507



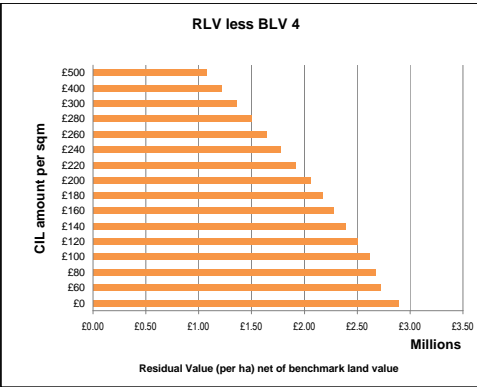
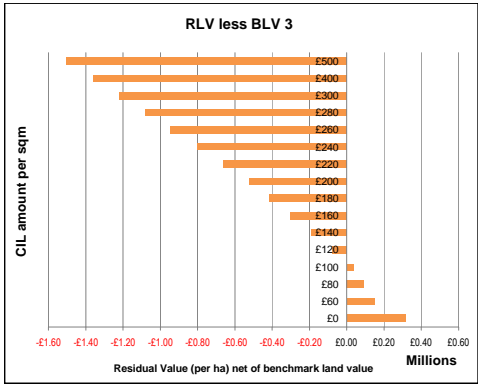
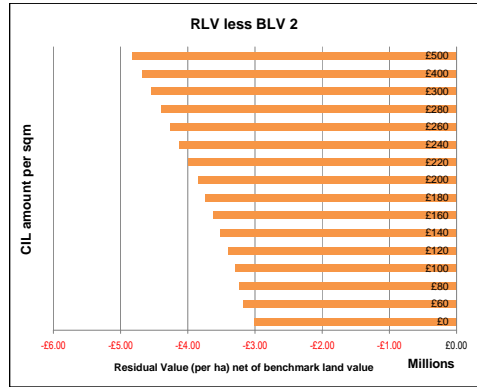
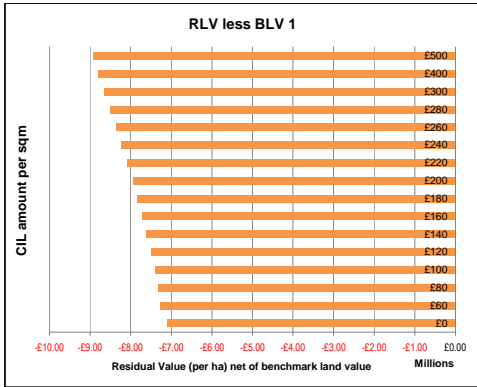
Site type 4 Description: **Area 3** £4090 psm Hrw Hdstne CPark Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,639,699	4,639,699	-7,601,094	-3,499,585	-178,690	2,397,199
60	4,472,306	4,472,306	-7,768,487	-3,666,978	-346,083	2,229,806
80	4,416,508	4,416,508	-7,824,285	-3,722,776	-401,881	2,174,008
100	4,360,710	4,360,710	-7,880,083	-3,778,574	-457,679	2,118,210
120	4,249,114	4,249,114	-7,991,678	-3,890,169	-569,274	2,006,614
140	4,137,519	4,137,519	-8,103,274	-4,001,765	-680,870	1,895,019
160	4,025,923	4,025,923	-8,214,870	-4,113,361	-792,466	1,783,423
180	3,914,327	3,914,327	-8,326,465	-4,224,956	-904,061	1,671,827
200	3,802,732	3,802,732	-8,438,061	-4,336,552	-1,015,657	1,560,232
220	3,663,237	3,663,237	-8,577,555	-4,476,046	-1,155,151	1,420,737
240	3,523,743	3,523,743	-8,717,050	-4,615,541	-1,294,646	1,281,243
260	3,384,248	3,384,248	-8,856,544	-4,755,036	-1,434,140	1,141,748
280	3,244,754	3,244,754	-8,996,039	-4,894,530	-1,573,635	1,002,254
300	3,105,259	3,105,259	-9,135,534	-5,034,025	-1,713,130	862,759
400	2,965,764	2,965,764	-9,275,028	-5,173,519	-1,852,624	723,264
500	2,826,270	2,826,270	-9,414,523	-5,313,014	-1,992,119	583,770



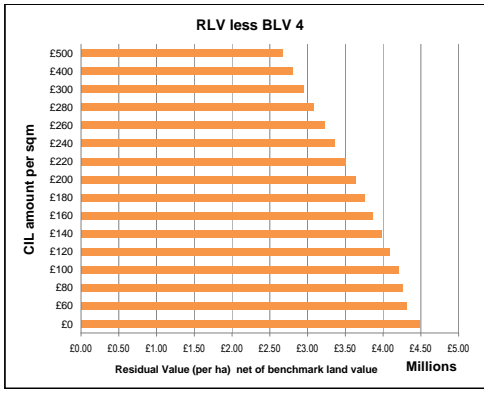
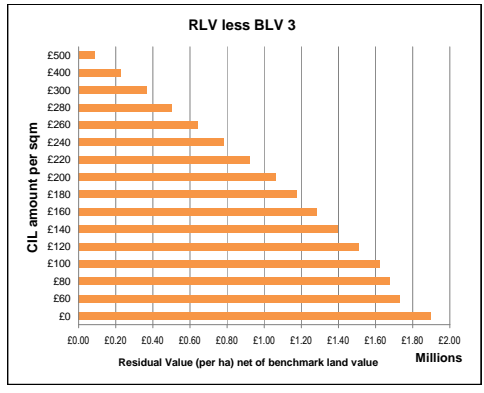
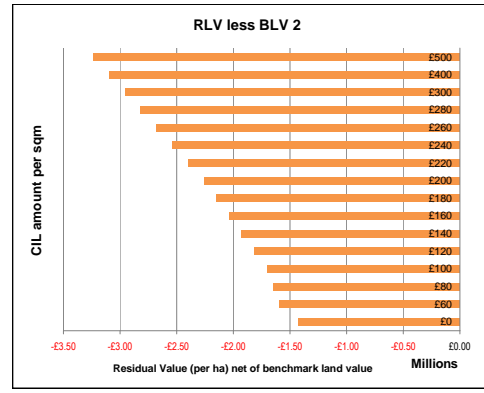
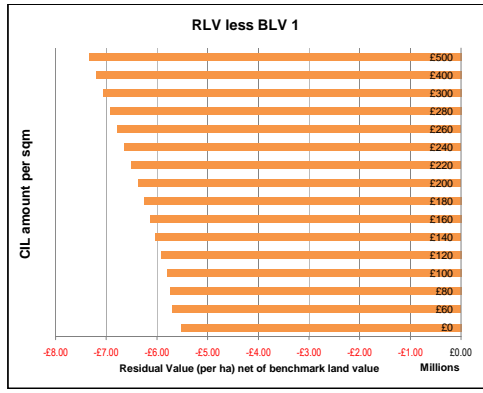
Site type 4 Description: **Area 4** £4396 psm Pin HEnd & NHRW Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,131,907	5,131,907	-7,108,886	-3,007,377	-313,518	2,889,407
60	4,964,514	4,964,514	-7,276,279	-3,174,770	-146,125	2,722,014
80	4,908,716	4,908,716	-7,332,077	-3,230,568	-90,327	2,666,216
100	4,852,918	4,852,918	-7,387,875	-3,286,366	-34,529	2,610,418
120	4,741,322	4,741,322	-7,499,470	-3,397,961	-77,066	2,498,822
140	4,629,727	4,629,727	-7,611,066	-3,509,557	-188,662	2,387,227
160	4,518,131	4,518,131	-7,722,662	-3,621,153	-300,258	2,275,631
180	4,406,535	4,406,535	-7,834,257	-3,732,748	-411,853	2,164,035
200	4,294,940	4,294,940	-7,945,853	-3,844,344	-523,449	2,052,440
220	4,155,445	4,155,445	-8,085,347	-3,983,838	-662,943	1,912,945
240	4,015,951	4,015,951	-8,224,842	-4,123,333	-802,438	1,773,451
260	3,876,456	3,876,456	-8,364,336	-4,262,828	-941,932	1,633,956
280	3,736,962	3,736,962	-8,503,831	-4,402,322	-1,081,427	1,494,462
300	3,597,467	3,597,467	-8,643,326	-4,541,817	-1,220,922	1,354,967
400	3,457,972	3,457,972	-8,782,820	-4,681,311	-1,360,416	1,215,472
500	3,318,478	3,318,478	-8,922,315	-4,820,806	-1,499,911	1,075,978



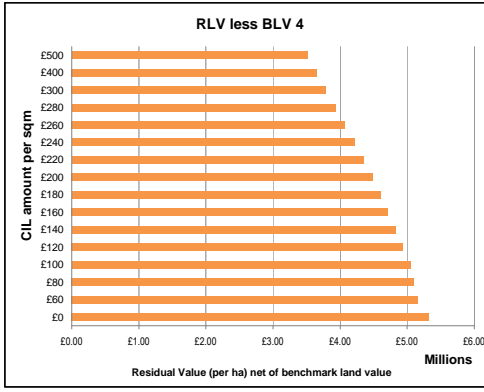
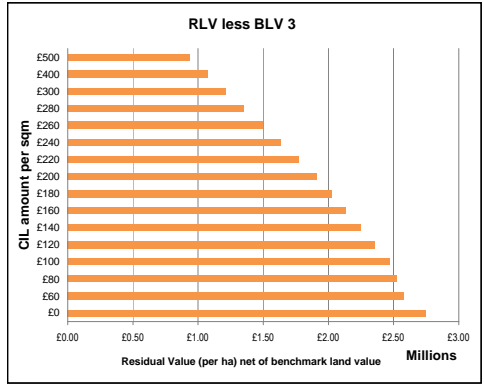
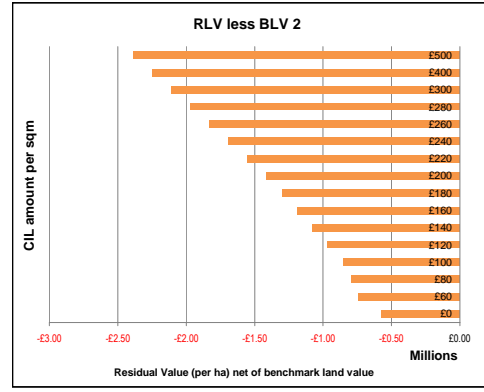
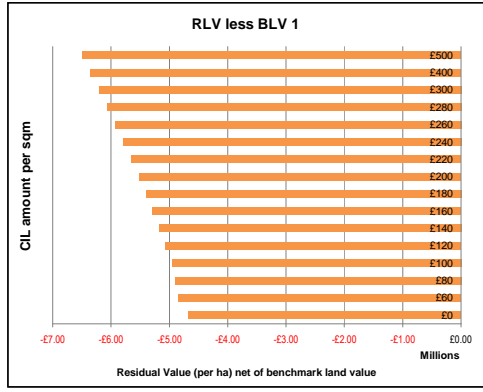
Site type 4 Description: **Area 5 E5005 psm Pin Green** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,715,830	6,715,830	- 5,524,962	- 1,423,453	1,897,442	4,473,330
60	6,548,437	6,548,437	- 5,692,356	- 1,590,847	1,730,048	4,305,937
80	6,492,639	6,492,639	- 5,748,153	- 1,646,645	1,674,251	4,250,139
100	6,436,841	6,436,841	- 5,803,951	- 1,702,442	1,618,453	4,194,341
120	6,325,246	6,325,246	- 5,915,547	- 1,814,038	1,506,857	4,082,746
140	6,213,650	6,213,650	- 6,027,143	- 1,925,634	1,395,261	3,971,150
160	6,102,054	6,102,054	- 6,138,738	- 2,037,229	1,283,666	3,859,554
180	5,990,459	5,990,459	- 6,250,334	- 2,148,825	1,172,070	3,747,959
200	5,878,863	5,878,863	- 6,361,929	- 2,260,421	1,060,475	3,636,363
220	5,739,369	5,739,369	- 6,501,424	- 2,399,915	920,980	3,496,869
240	5,599,874	5,599,874	- 6,640,919	- 2,539,410	781,485	3,357,374
260	5,460,379	5,460,379	- 6,780,413	- 2,678,904	641,991	3,217,879
280	5,320,885	5,320,885	- 6,919,908	- 2,818,399	502,496	3,078,385
300	5,181,390	5,181,390	- 7,059,402	- 2,957,893	363,002	2,938,890
400	5,041,896	5,041,896	- 7,198,897	- 3,097,388	223,507	2,799,396
500	4,902,401	4,902,401	- 7,338,391	- 3,236,882	84,013	2,659,901



Site type 4 Description: **Area 6 E5382 psm Hrw Hill** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,564,137	7,564,137	- 4,676,656	- 575,147	2,745,748	5,321,637
60	7,396,743	7,396,743	- 4,844,049	- 742,541	2,578,355	5,154,243
80	7,340,945	7,340,945	- 4,899,847	- 798,338	2,522,557	5,098,445
100	7,285,147	7,285,147	- 4,955,645	- 854,136	2,466,759	5,042,647
120	7,173,552	7,173,552	- 5,067,241	- 965,732	2,355,163	4,931,052
140	7,061,956	7,061,956	- 5,178,836	- 1,077,327	2,243,568	4,819,456
160	6,950,361	6,950,361	- 5,290,432	- 1,188,923	2,131,972	4,707,861
180	6,838,765	6,838,765	- 5,402,028	- 1,300,519	2,020,376	4,596,265
200	6,727,169	6,727,169	- 5,513,623	- 1,412,114	1,908,781	4,484,669
220	6,587,675	6,587,675	- 5,653,118	- 1,551,609	1,769,286	4,345,175
240	6,448,180	6,448,180	- 5,792,612	- 1,691,103	1,629,792	4,205,680
260	6,308,686	6,308,686	- 5,932,107	- 1,830,598	1,490,297	4,066,186
280	6,169,191	6,169,191	- 6,071,601	- 1,970,093	1,350,803	3,926,691
300	6,029,697	6,029,697	- 6,211,096	- 2,109,587	1,211,308	3,787,197
400	5,890,202	5,890,202	- 6,350,591	- 2,249,082	1,071,813	3,647,702
500	5,750,707	5,750,707	- 6,490,085	- 2,388,576	932,319	3,508,207

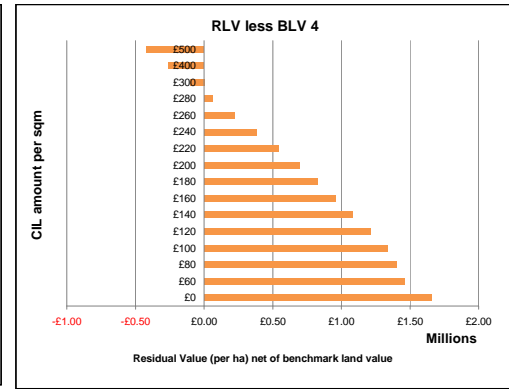
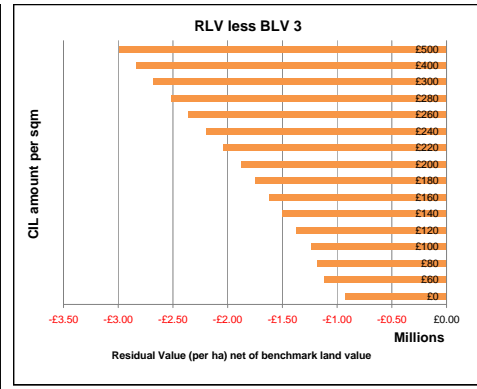
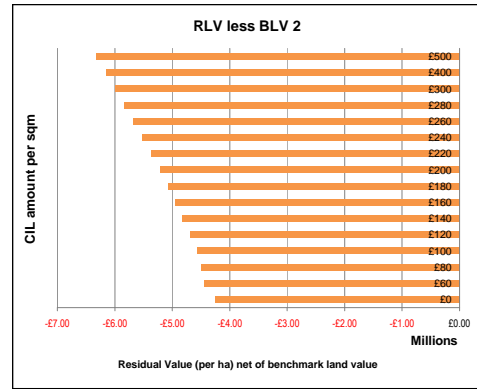
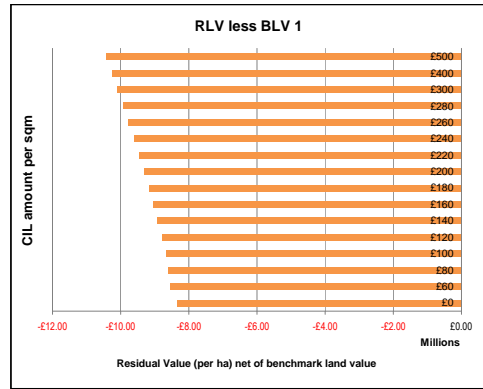


CIL Viability		LB Harrow	Benchmark Land Values (per net developable ha)			
			BLV1	BLV2	BLV3	BLV4
SITE TYPE 4			Offices (higher)	Offices (lower)	Industrial/WH	Community uses
50 UNITS			£12,240,793	£8,139,284	£4,818,389	£2,242,500
FLATS						
50 UPH		Net area as percentage of gross	100%			
CSH level: 4 on AH			Sales value inflation			
4 on private			Build cost inflation			
Aff Hsg: 20%						

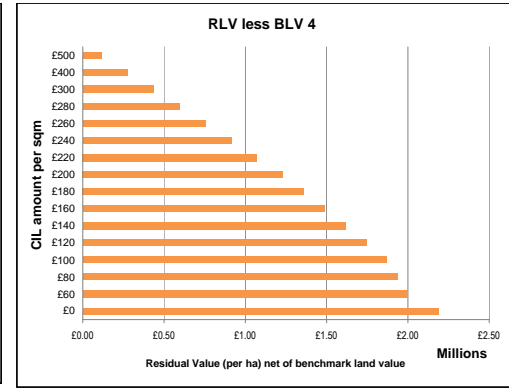
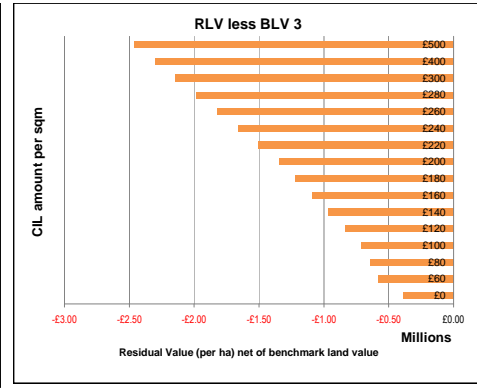
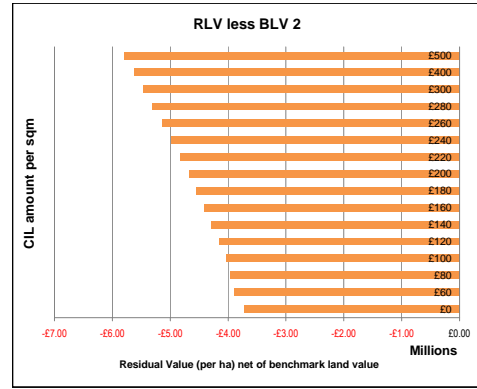
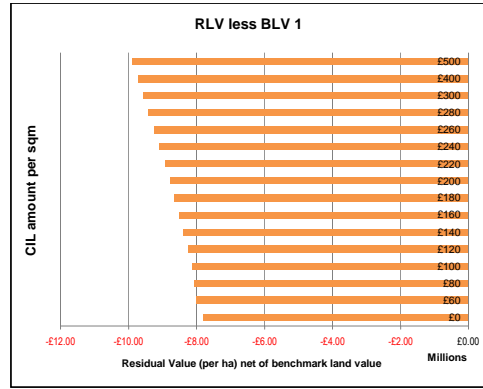
**Note on Benchmark land values:**

- \*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).
- \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).
- \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).
- \*Community uses\* - BNPBRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

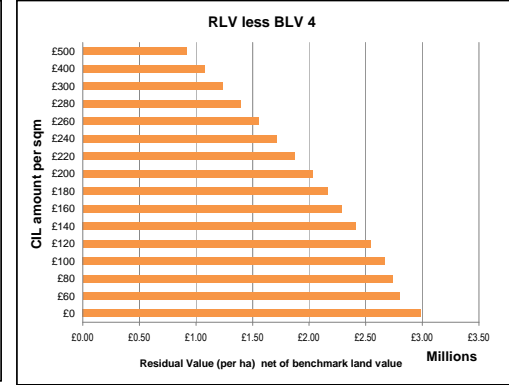
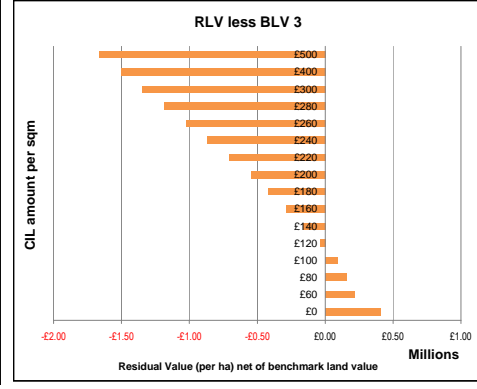
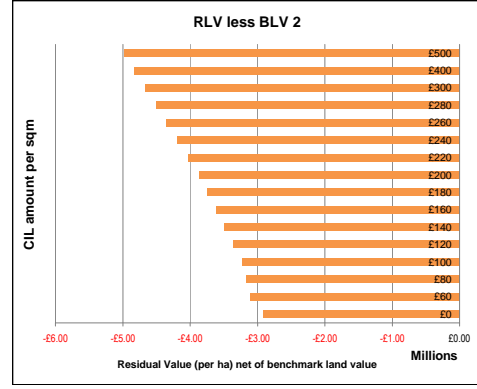
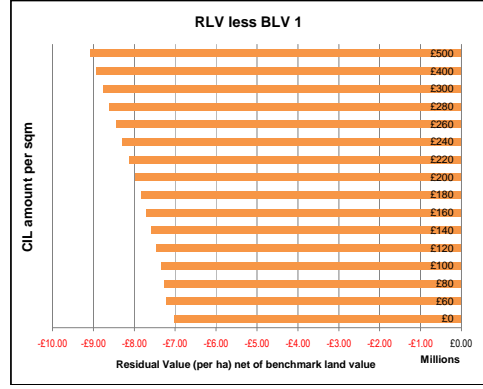
Site type 4	Description:	Area 1	£3552 psm S Harrow	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,896,476	3,896,476	- 8,344,317	- 4,242,808	- 921,913	1,653,976
60	3,705,169	3,705,169	- 8,535,624	- 4,434,115	- 1,113,220	1,462,669
80	3,641,400	3,641,400	- 8,599,393	- 4,497,884	- 1,176,988	1,398,900
100	3,577,631	3,577,631	- 8,663,161	- 4,561,653	- 1,240,757	1,335,131
120	3,450,093	3,450,093	- 8,790,699	- 4,689,190	- 1,368,295	1,207,593
140	3,322,555	3,322,555	- 8,918,237	- 4,816,728	- 1,495,833	1,080,055
160	3,195,018	3,195,018	- 9,045,775	- 4,944,266	- 1,623,371	952,518
180	3,067,480	3,067,480	- 9,173,313	- 5,071,804	- 1,750,909	824,980
200	2,939,942	2,939,942	- 9,300,851	- 5,199,342	- 1,878,447	697,442
220	2,780,519	2,780,519	- 9,460,273	- 5,358,764	- 2,037,869	538,019
240	2,621,097	2,621,097	- 9,619,695	- 5,518,187	- 2,197,291	378,597
260	2,461,675	2,461,675	- 9,779,118	- 5,677,609	- 2,356,714	219,175
280	2,302,252	2,302,252	- 9,938,540	- 5,837,031	- 2,516,136	59,752
300	2,142,830	2,142,830	- 10,097,962	- 5,996,454	- 2,675,558	- 99,670
400	1,983,408	1,983,408	- 10,257,385	- 6,155,876	- 2,834,981	- 259,092
500	1,823,985	1,823,985	- 10,416,807	- 6,315,298	- 2,994,403	- 418,515



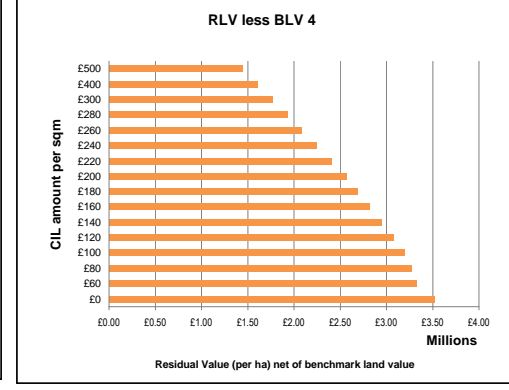
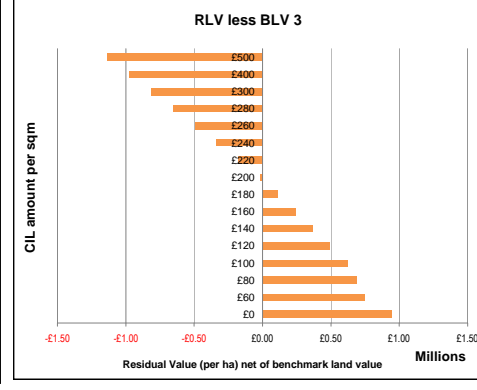
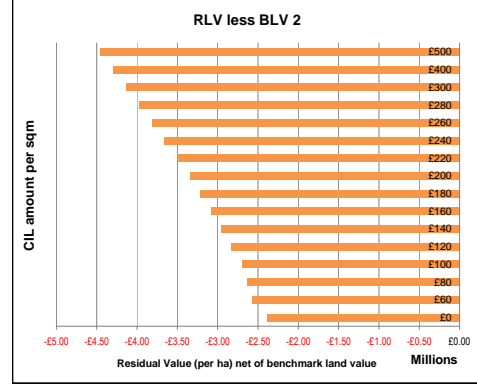
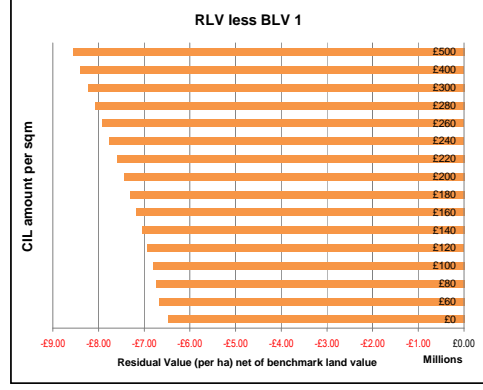
Site type 4	Description:	Area 2	£3767 psm Hrw Wid Wldstne	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,430,043	4,430,043	- 7,810,750	- 3,709,241	- 388,345	2,187,543
60	4,238,736	4,238,736	- 8,002,056	- 3,900,547	- 579,652	1,996,236
80	4,174,967	4,174,967	- 8,065,825	- 3,964,316	- 643,421	1,932,467
100	4,111,198	4,111,198	- 8,129,594	- 4,028,085	- 707,190	1,868,698
120	3,983,661	3,983,661	- 8,257,132	- 4,155,623	- 834,728	1,741,161
140	3,856,123	3,856,123	- 8,384,670	- 4,283,161	- 962,266	1,613,623
160	3,728,585	3,728,585	- 8,512,208	- 4,410,699	- 1,089,804	1,486,085
180	3,601,047	3,601,047	- 8,639,746	- 4,538,237	- 1,217,342	1,358,547
200	3,473,509	3,473,509	- 8,767,284	- 4,665,775	- 1,344,879	1,231,009
220	3,314,087	3,314,087	- 8,926,706	- 4,825,197	- 1,504,302	1,071,587
240	3,154,664	3,154,664	- 9,086,128	- 4,984,619	- 1,663,724	912,164
260	2,995,242	2,995,242	- 9,245,551	- 5,144,042	- 1,823,147	752,742
280	2,835,820	2,835,820	- 9,404,973	- 5,303,464	- 1,982,569	593,320
300	2,676,397	2,676,397	- 9,564,395	- 5,462,886	- 2,141,991	433,897
400	2,516,975	2,516,975	- 9,723,818	- 5,622,309	- 2,301,414	274,475
500	2,357,553	2,357,553	- 9,883,240	- 5,781,731	- 2,460,836	115,053



Site type 4	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,227,331	5,227,331	- 7,013,461	- 2,911,952	- 408,943	2,984,831
60	5,036,024	5,036,024	- 7,204,768	- 3,103,259	- 217,636	2,793,524
80	4,972,255	4,972,255	- 7,268,537	- 3,167,028	- 153,867	2,729,755
100	4,908,487	4,908,487	- 7,332,306	- 3,230,797	- 90,098	2,665,987
120	4,780,949	4,780,949	- 7,459,844	- 3,358,335	- 37,440	2,538,449
140	4,653,411	4,653,411	- 7,587,382	- 3,485,873	- 164,978	2,410,911
160	4,525,873	4,525,873	- 7,714,920	- 3,613,411	- 292,516	2,283,373
180	4,398,335	4,398,335	- 7,842,458	- 3,740,949	- 420,054	2,155,835
200	4,270,797	4,270,797	- 7,969,995	- 3,868,486	- 547,591	2,028,297
220	4,111,375	4,111,375	- 8,129,418	- 4,027,909	- 707,014	1,868,875
240	3,951,952	3,951,952	- 8,288,840	- 4,187,331	- 866,436	1,709,452
260	3,792,530	3,792,530	- 8,448,262	- 4,346,754	- 1,025,858	1,550,030
280	3,633,108	3,633,108	- 8,607,685	- 4,506,176	- 1,185,281	1,390,608
300	3,473,685	3,473,685	- 8,767,107	- 4,665,598	- 1,344,703	1,231,185
400	3,314,263	3,314,263	- 8,926,529	- 4,825,021	- 1,504,125	1,071,763
500	3,154,841	3,154,841	- 9,085,952	- 4,984,443	- 1,663,548	912,341



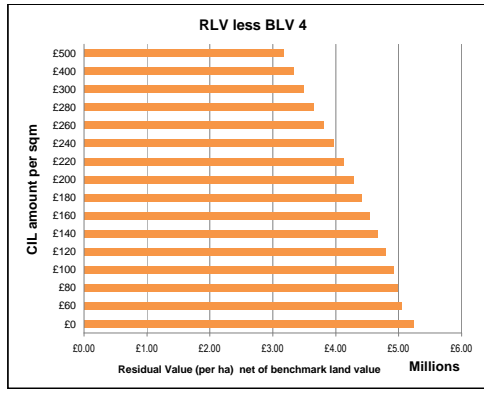
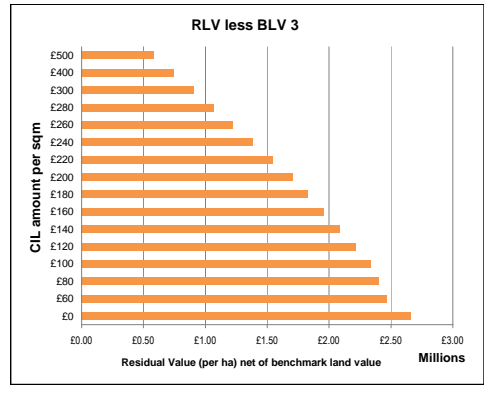
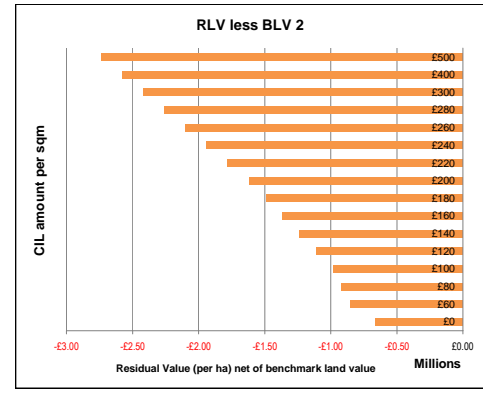
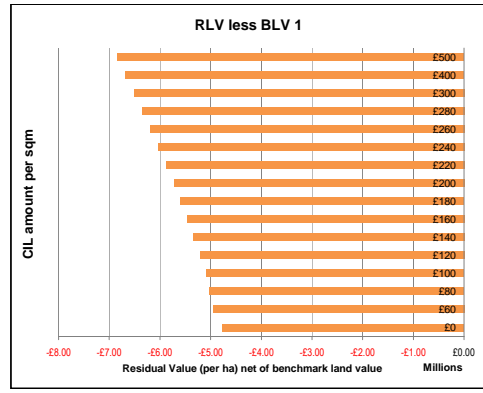
Site type 4	Description:	Area 4	£4396 psm Pin HEnd & NHrw	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,758,872	5,758,872	- 6,481,921	- 2,380,412	- 940,483	3,516,372
60	5,567,565	5,567,565	- 6,673,227	- 2,571,719	- 749,177	3,325,065
80	5,503,796	5,503,796	- 6,736,996	- 2,635,487	- 685,408	3,261,296
100	5,440,027	5,440,027	- 6,800,765	- 2,699,256	- 621,639	3,197,527
120	5,312,489	5,312,489	- 6,928,303	- 2,826,794	- 494,101	3,069,989
140	5,184,952	5,184,952	- 7,055,841	- 2,954,332	- 366,563	2,942,452
160	5,057,414	5,057,414	- 7,183,379	- 3,081,870	- 239,025	2,814,914
180	4,929,876	4,929,876	- 7,310,917	- 3,209,408	- 111,487	2,687,376
200	4,802,338	4,802,338	- 7,438,455	- 3,336,946	- 16,051	2,559,838
220	4,642,916	4,642,916	- 7,597,877	- 3,496,368	- 175,473	2,400,416
240	4,483,493	4,483,493	- 7,757,299	- 3,655,790	- 334,895	2,240,993
260	4,324,071	4,324,071	- 7,916,722	- 3,815,213	- 494,318	2,081,571
280	4,164,649	4,164,649	- 8,076,144	- 3,974,635	- 653,740	1,922,149
300	4,005,226	4,005,226	- 8,235,566	- 4,134,057	- 813,162	1,762,726
400	3,845,804	3,845,804	- 8,394,989	- 4,293,480	- 972,585	1,603,304
500	3,686,382	3,686,382	- 8,554,411	- 4,452,902	- 1,132,007	1,443,882





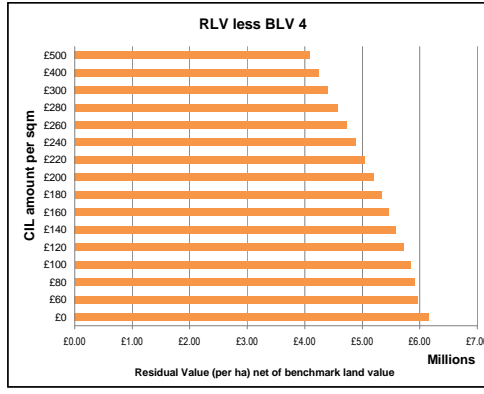
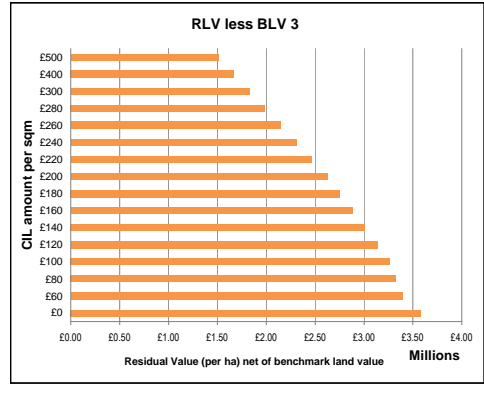
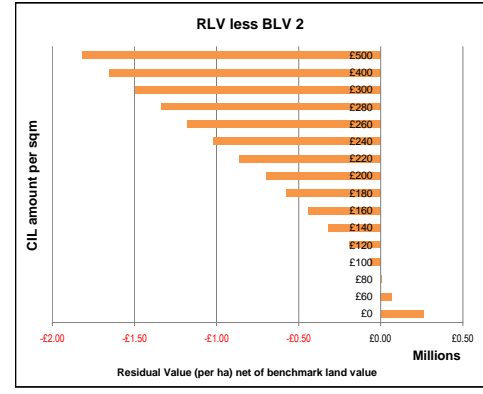
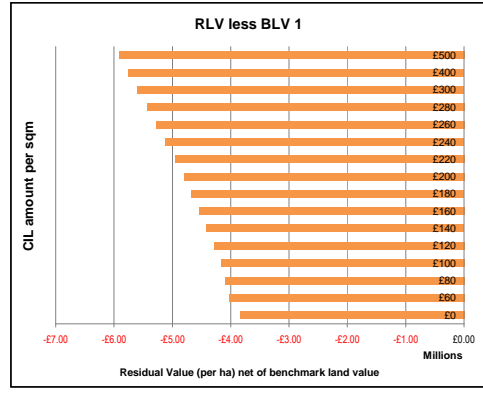
Site type 4 Description: **Area 5 E5005 psm Pin Green** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,475,878	7,475.878	- 4,764.915	- 663,406	2,657,489	5,233,378
60	7,284,571	7,284.571	- 4,956,222	- 854,713	2,466,182	5,042,071
80	7,220,802	7,220.802	- 5,019,991	- 918,482	2,402,414	4,978,302
100	7,157,033	7,157.033	- 5,083,759	- 982,251	2,338,645	4,914,533
120	7,029,495	7,029.495	- 5,211,297	- 1,109,788	2,211,107	4,786,995
140	6,901,957	6,901.957	- 5,338,835	- 1,237,326	2,083,569	4,659,457
160	6,774,420	6,774.420	- 5,466,373	- 1,364,864	1,956,031	4,531,920
180	6,646,882	6,646.882	- 5,593,911	- 1,492,402	1,828,493	4,404,382
200	6,519,344	6,519.344	- 5,721,449	- 1,619,940	1,700,955	4,276,844
220	6,359,921	6,359.921	- 5,880,871	- 1,779,362	1,541,533	4,117,421
240	6,200,499	6,200.499	- 6,040,293	- 1,938,785	1,382,111	3,957,999
260	6,041,077	6,041.077	- 6,199,716	- 2,098,207	1,222,688	3,798,577
280	5,881,654	5,881.654	- 6,359,138	- 2,257,629	1,063,266	3,639,154
300	5,722,232	5,722.232	- 6,518,560	- 2,417,052	903,844	3,479,732
400	5,562,810	5,562.810	- 6,677,983	- 2,576,474	744,421	3,320,310
500	5,403,387	5,403.387	- 6,837,405	- 2,735,896	584,999	3,160,887



Site type 4 Description: **Area 6 E5382 psm Hrw Hill** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	8,397,369	8,397.369	- 3,843,424	- 258,085	3,578,980	6,154,869
60	8,206,062	8,206.062	- 4,034,730	- 66,778	3,387,674	5,963,562
80	8,142,293	8,142.293	- 4,098,499	- 3,010	3,323,905	5,899,793
100	8,078,524	8,078.524	- 4,162,268	- 60,759	3,260,136	5,836,024
120	7,950,986	7,950.986	- 4,289,806	- 188,297	3,132,598	5,708,486
140	7,823,449	7,823.449	- 4,417,344	- 315,835	3,005,060	5,580,949
160	7,695,911	7,695.911	- 4,544,882	- 443,373	2,877,522	5,453,411
180	7,568,373	7,568.373	- 4,672,420	- 570,911	2,749,984	5,325,873
200	7,440,835	7,440.835	- 4,799,958	- 698,449	2,622,446	5,198,335
220	7,281,413	7,281.413	- 4,959,380	- 857,871	2,463,024	5,038,913
240	7,121,990	7,121.990	- 5,118,802	- 1,017,293	2,303,602	4,879,490
260	6,962,568	6,962.568	- 5,278,225	- 1,176,716	2,144,179	4,720,068
280	6,803,146	6,803.146	- 5,437,647	- 1,336,138	1,984,757	4,560,646
300	6,643,723	6,643.723	- 5,597,069	- 1,495,560	1,825,335	4,401,223
400	6,484,301	6,484.301	- 5,756,492	- 1,654,983	1,665,912	4,241,801
500	6,324,879	6,324.879	- 5,915,914	- 1,814,405	1,506,490	4,082,379



CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
SITE TYPE	5	BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
100 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
FLATS					
100 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	Sales value inflation			
	4 on private	Build cost inflation			
Aff Hsg:	40%				

**Note on Benchmark land values:**

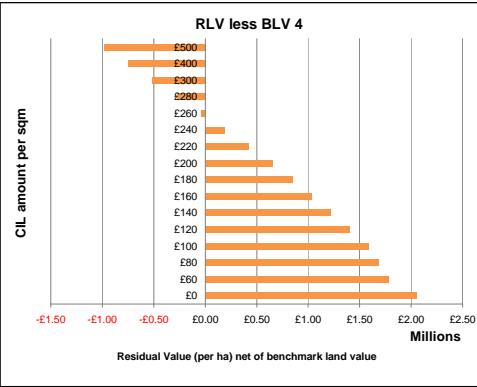
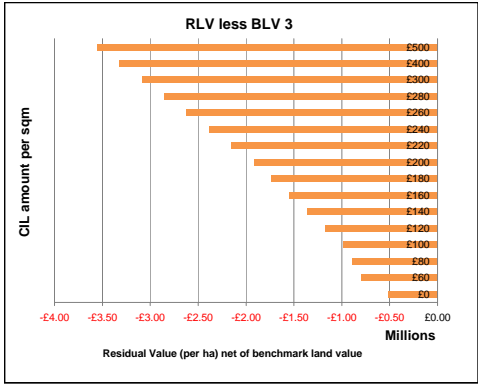
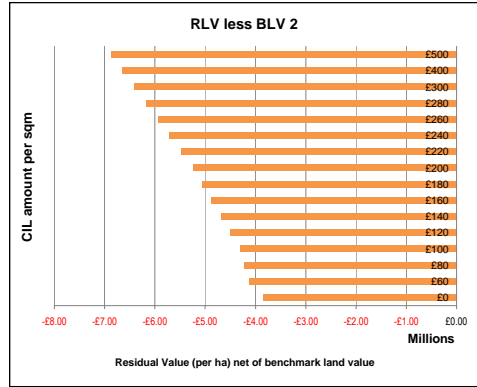
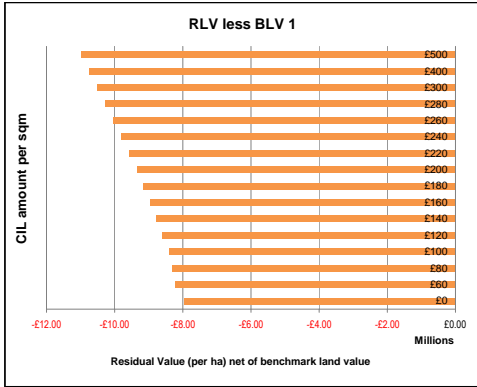
\*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).

\*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).

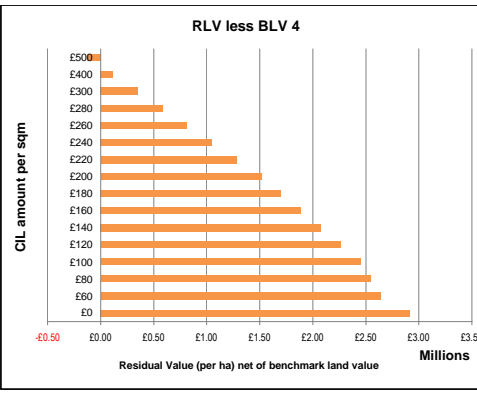
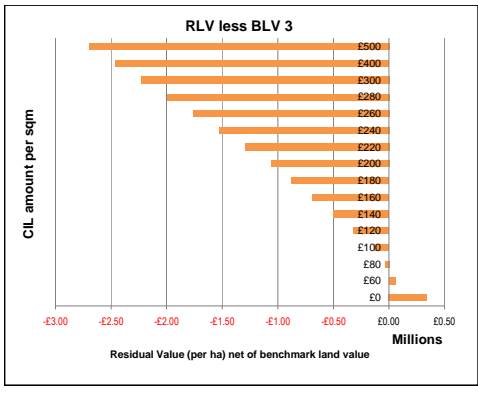
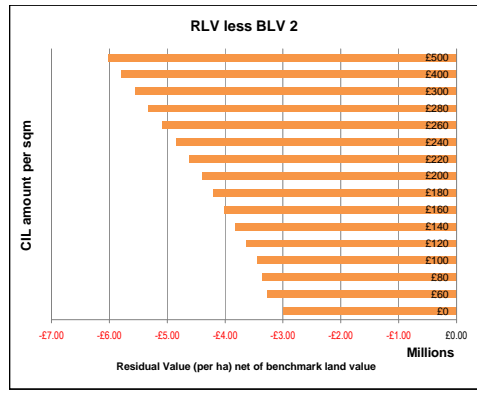
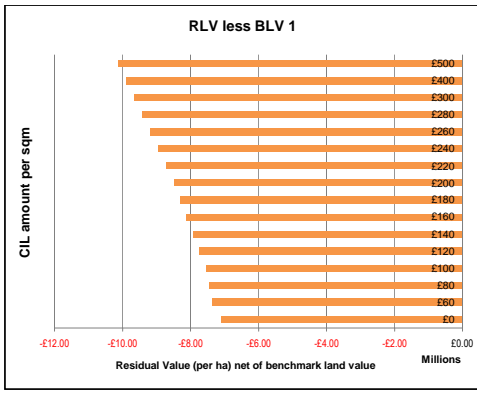
\*Industrial/WH uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).

\*Community uses - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

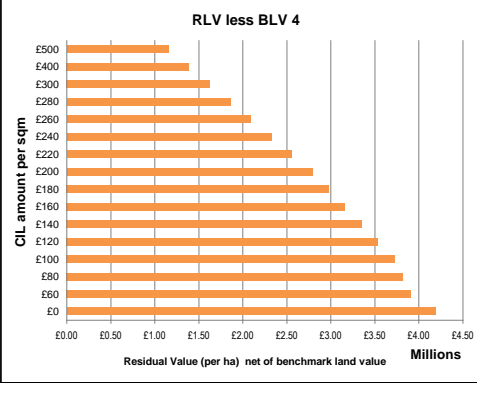
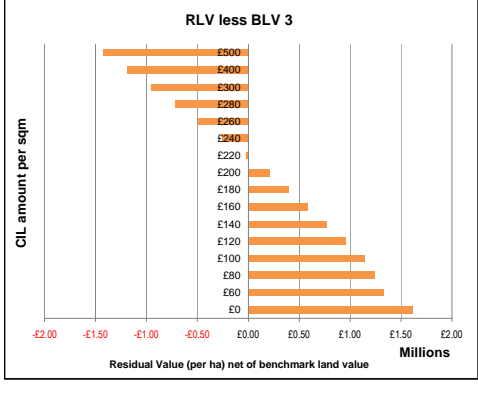
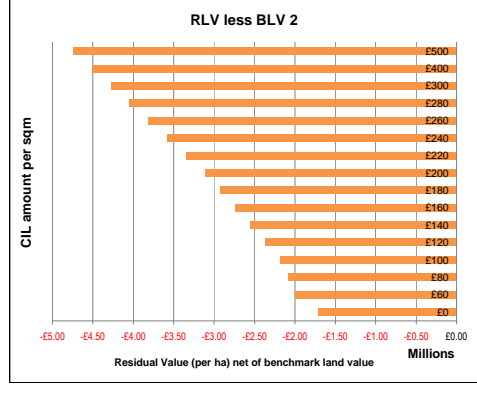
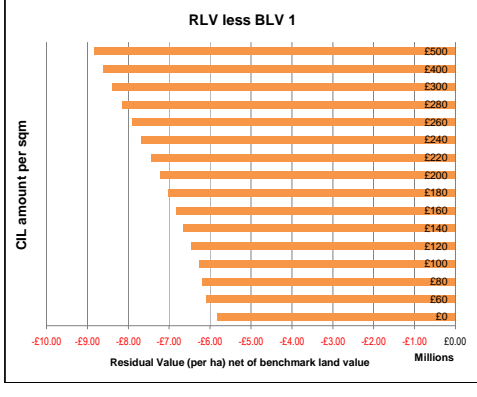
Site type 5	Description:	Area 1	£3552 psm S Harrow	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,299,539	4,299,539	7,941,253	3,839,744	518,849	2,057,039
60	4,019,480	4,019,480	8,221,312	4,119,803	798,908	1,776,980
80	3,926,127	3,926,127	8,314,665	4,213,156	892,261	1,683,627
100	3,832,774	3,832,774	8,408,018	4,306,509	985,614	1,590,274
120	3,646,069	3,646,069	8,594,724	4,493,215	1,172,320	1,403,569
140	3,459,363	3,459,363	8,781,430	4,679,921	1,359,026	1,216,863
160	3,272,657	3,272,657	8,968,136	4,866,627	1,545,732	1,030,157
180	3,085,951	3,085,951	9,154,842	5,053,333	1,732,438	843,451
200	2,899,245	2,899,245	9,341,548	5,240,039	1,919,144	656,745
220	2,665,862	2,665,862	9,574,930	5,473,421	2,152,526	423,362
240	2,432,480	2,432,480	9,808,313	5,706,804	2,385,909	189,980
260	2,199,098	2,199,098	10,041,695	5,940,186	2,619,291	43,402
280	1,965,715	1,965,715	10,275,077	6,173,568	2,852,673	276,785
300	1,732,333	1,732,333	10,508,460	6,406,951	3,086,056	510,167
400	1,498,950	1,498,950	10,741,842	6,640,333	3,319,438	743,550
500	1,265,568	1,265,568	10,975,225	6,873,716	3,552,821	976,932



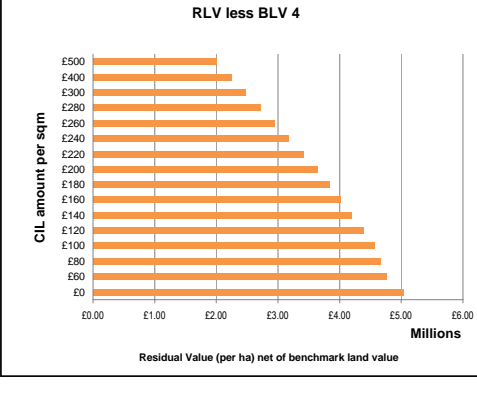
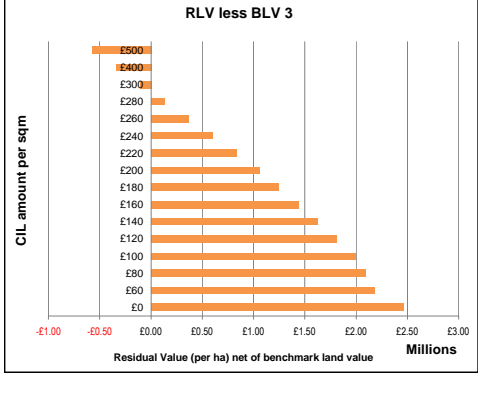
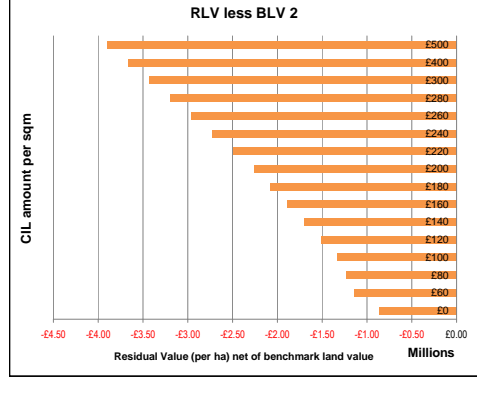
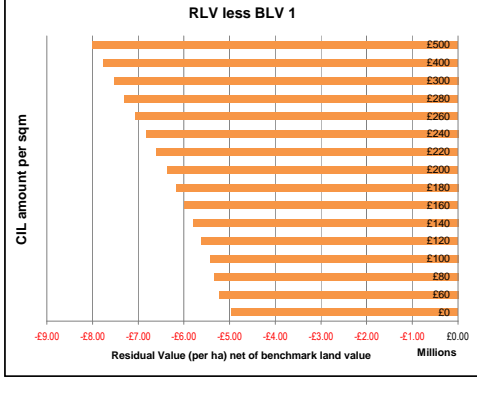
Site type 5	Description:	Area 2	£3767 psm Hrw Wid Wldstne	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,155,882	5,155,882	7,084,931	2,983,422	337,473	2,913,362
60	4,875,803	4,875,803	7,364,990	3,263,481	57,414	2,633,303
80	4,782,450	4,782,450	7,458,343	3,356,834	35,939	2,539,950
100	4,689,097	4,689,097	7,551,696	3,450,187	129,292	2,446,597
120	4,502,391	4,502,391	7,738,402	3,636,893	315,998	2,259,891
140	4,315,685	4,315,685	7,925,108	3,823,599	502,704	2,073,185
160	4,128,979	4,128,979	8,111,814	4,010,305	689,410	1,886,479
180	3,942,273	3,942,273	8,298,520	4,197,011	876,116	1,699,773
200	3,755,567	3,755,567	8,485,226	4,383,717	1,062,822	1,513,067
220	3,522,185	3,522,185	8,718,608	4,617,099	1,296,204	1,279,685
240	3,288,802	3,288,802	8,951,990	4,850,481	1,529,586	1,046,302
260	3,055,420	3,055,420	9,185,373	5,083,864	1,762,969	812,920
280	2,822,037	2,822,037	9,418,755	5,317,246	1,996,351	579,537
300	2,588,655	2,588,655	9,652,138	5,550,629	2,229,734	346,155
400	2,355,273	2,355,273	9,885,520	5,784,011	2,463,116	112,773
500	2,121,890	2,121,890	10,118,902	6,017,394	2,696,498	120,610



Site type 5	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,429,690	6,429,690	5,811,103	1,709,594	1,611,301	4,187,190
60	6,149,631	6,149,631	6,091,161	1,989,653	1,331,243	3,907,131
80	6,056,278	6,056,278	6,184,514	2,083,006	1,237,890	3,813,778
100	5,962,925	5,962,925	6,277,867	2,176,358	1,144,537	3,720,425
120	5,776,219	5,776,219	6,464,573	2,363,064	957,831	3,533,719
140	5,589,513	5,589,513	6,651,279	2,549,770	771,125	3,347,013
160	5,402,807	5,402,807	6,837,985	2,736,476	584,419	3,160,307
180	5,216,101	5,216,101	7,024,691	2,923,182	397,713	2,973,601
200	5,029,396	5,029,396	7,211,397	3,109,888	211,007	2,786,896
220	4,796,013	4,796,013	7,444,779	3,343,271	22,375	2,553,513
240	4,562,631	4,562,631	7,678,162	3,576,653	255,758	2,320,131
260	4,329,248	4,329,248	7,911,544	3,810,035	489,140	2,086,748
280	4,095,866	4,095,866	8,144,927	4,043,418	722,523	1,853,366
300	3,862,483	3,862,483	8,378,309	4,276,800	955,905	1,619,983
400	3,629,101	3,629,101	8,611,692	4,510,183	1,189,288	1,386,601
500	3,395,719	3,395,719	8,845,074	4,743,565	1,422,670	1,153,219

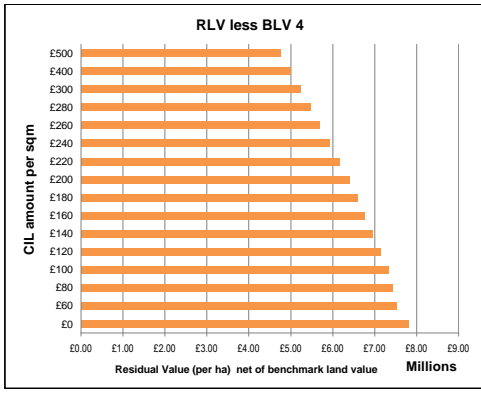
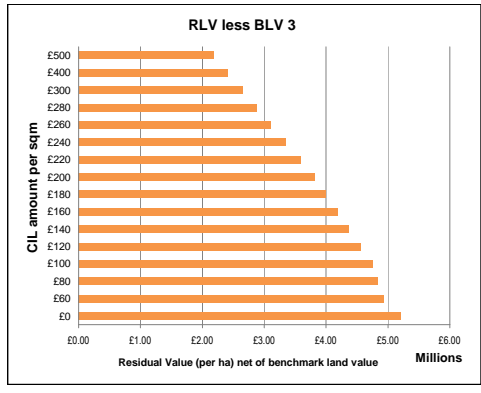
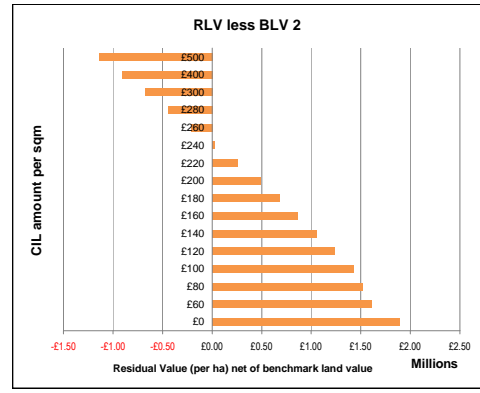
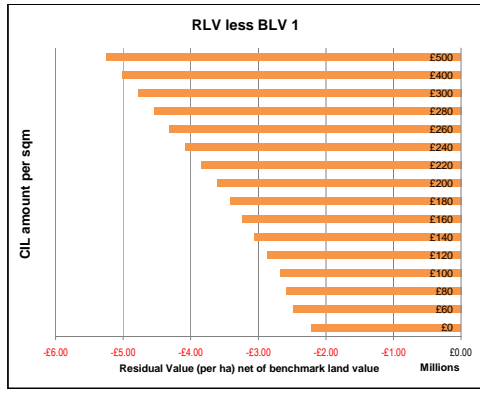


Site type 5	Description:	Area 4	£4396 psm Pin HEnd & Nhrw	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,278,960	7,278,960	4,961,833	860,324	2,460,571	5,036,460
60	6,998,901	6,998,901	5,241,892	1,140,383	2,180,512	4,756,401
80	6,905,548	6,905,548	5,335,245	1,233,736	2,087,159	4,663,048
100	6,812,195	6,812,195	5,428,598	1,327,089	1,993,806	4,569,695
120	6,625,489	6,625,489	5,615,304	1,513,795	1,807,100	4,382,989
140	6,438,783	6,438,783	5,802,010	1,700,501	1,620,394	4,196,283
160	6,252,077	6,252,077	5,988,716	1,887,207	1,433,688	4,009,577
180	6,065,371	6,065,371	6,175,422	2,073,913	1,246,982	3,822,871
200	5,878,665	5,878,665	6,362,127	2,260,619	1,060,277	3,636,165
220	5,645,283	5,645,283	6,595,510	2,494,001	826,894	3,402,783
240	5,411,900	5,411,900	6,828,892	2,727,383	593,512	3,169,400
260	5,178,518	5,178,518	7,062,275	2,960,766	360,129	2,936,018
280	4,945,135	4,945,135	7,295,657	3,194,148	126,747	2,702,635
300	4,711,753	4,711,753	7,529,040	3,427,531	106,636	2,469,253
400	4,478,371	4,478,371	7,762,422	3,660,913	340,018	2,235,871
500	4,244,988	4,244,988	7,995,804	3,894,295	573,400	2,002,488



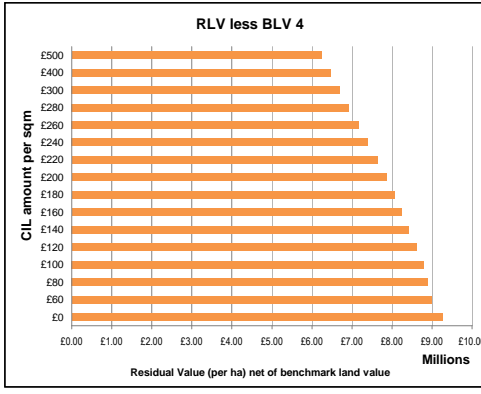
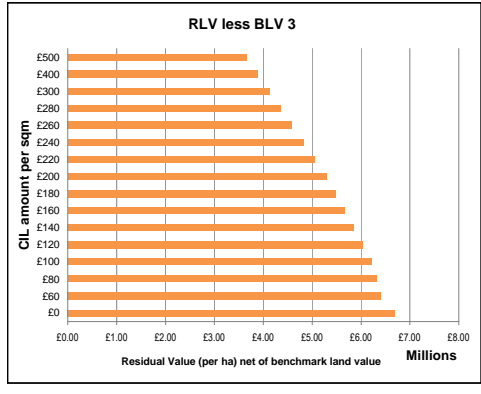
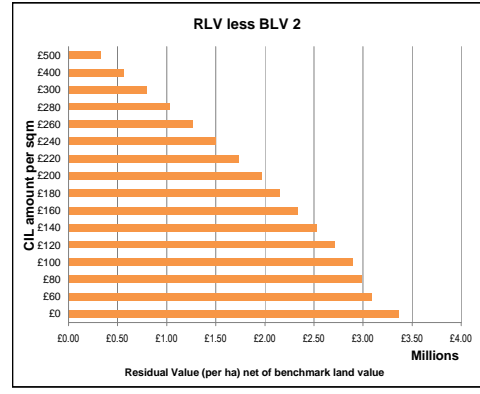
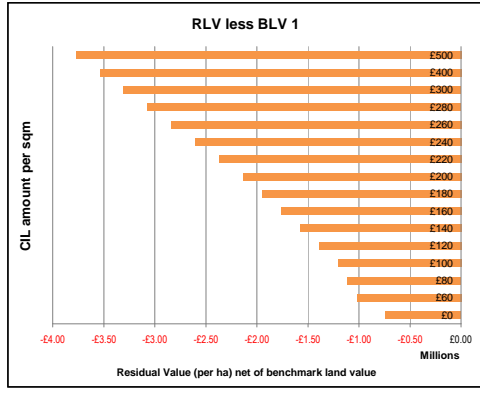
Site type 5 Description: **Area 5 E5005 psm Pin Green** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	10,028,830	10,028.830	- 2,211,963	1,889,546	5,210,441	7,786,330
60	9,748,771	9,748.771	- 2,492,021	1,609,487	4,930,383	7,506,271
80	9,655,418	9,655.418	- 2,585,374	1,516,134	4,837,030	7,412,918
100	9,562,065	9,562.065	- 2,678,727	1,422,782	4,743,677	7,319,565
120	9,375,359	9,375.359	- 2,865,433	1,236,076	4,556,971	7,132,859
140	9,188,653	9,188.653	- 3,052,139	1,049,370	4,370,265	6,946,153
160	9,001,947	9,001.947	- 3,238,845	862,664	4,183,559	6,759,447
180	8,815,241	8,815.241	- 3,425,551	675,958	3,996,853	6,572,741
200	8,628,536	8,628.536	- 3,612,257	489,252	3,810,147	6,386,036
220	8,395,153	8,395.153	- 3,845,639	255,869	3,576,765	6,152,653
240	8,161,771	8,161.771	- 4,079,022	22,487	3,343,382	5,919,271
260	7,928,388	7,928.388	- 4,312,404	- 210,895	3,110,000	5,685,888
280	7,695,006	7,695.006	- 4,545,787	- 444,278	2,876,617	5,452,506
300	7,461,623	7,461.623	- 4,779,169	- 677,660	2,643,235	5,219,123
400	7,228,241	7,228.241	- 5,012,552	- 911,043	2,409,853	4,985,741
500	6,994,859	6,994.859	- 5,245,934	- 1,144,425	2,176,470	4,752,359



Site type 5 Description: **Area 6 E5382 psm Hrw Hill** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	11,501,861	11,501.861	- 738,931	3,362,577	6,683,473	9,259,361
60	11,221,802	11,221.802	- 1,018,990	3,082,519	6,403,414	8,979,302
80	11,128,449	11,128.449	- 1,112,343	2,989,166	6,310,061	8,885,949
100	11,035,096	11,035.096	- 1,205,696	2,895,813	6,216,708	8,792,596
120	10,848,390	10,848.390	- 1,392,402	2,709,107	6,030,002	8,605,890
140	10,661,684	10,661.684	- 1,579,108	2,522,401	5,843,296	8,419,184
160	10,474,979	10,474.979	- 1,765,814	2,335,695	5,656,590	8,232,479
180	10,288,273	10,288.273	- 1,952,520	2,148,989	5,469,884	8,045,773
200	10,101,567	10,101.567	- 2,139,226	1,962,283	5,283,178	7,859,067
220	9,868,184	9,868.184	- 2,372,608	1,728,901	5,049,796	7,625,684
240	9,634,802	9,634.802	- 2,605,991	1,495,518	4,816,413	7,392,302
260	9,401,419	9,401.419	- 2,839,373	1,262,136	4,583,031	7,158,919
280	9,168,037	9,168.037	- 3,072,756	1,028,753	4,349,648	6,925,537
300	8,934,655	8,934.655	- 3,306,138	795,371	4,116,266	6,692,155
400	8,701,272	8,701.272	- 3,539,520	561,989	3,882,884	6,458,772
500	8,467,890	8,467.890	- 3,772,903	328,606	3,649,501	6,225,390



CIL Viability LB Harrow

Benchmark Land Values (per net developable ha)

SITE TYPE	5	BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
100 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500

FLATS  
100 UPH Net area as percentage of gross 100%

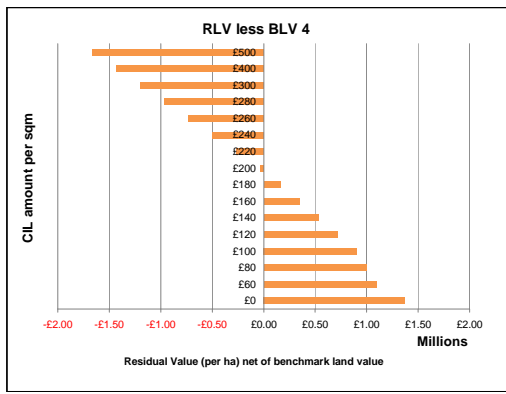
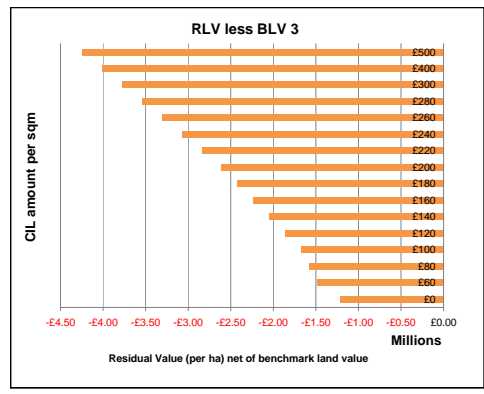
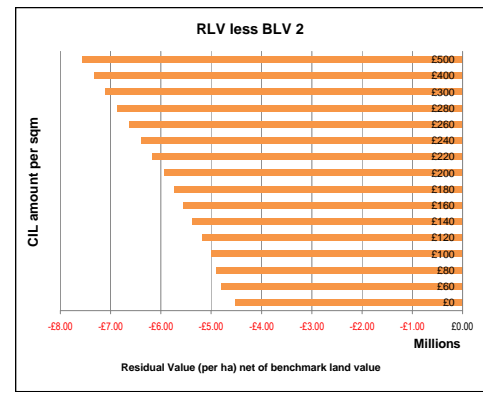
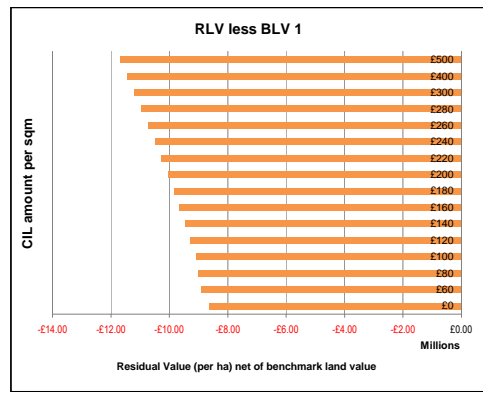
CSH level:	4 on AH	-5%	Sales value inflation
	4 on private		Build cost inflation
Aff Hsg:	40%		

Note on Benchmark land values:

\*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
\*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
\*Industrial/WH uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
\*Community uses - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

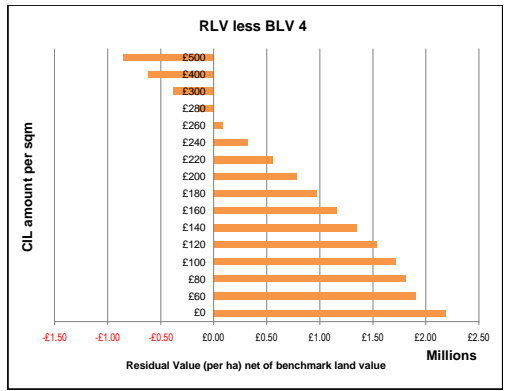
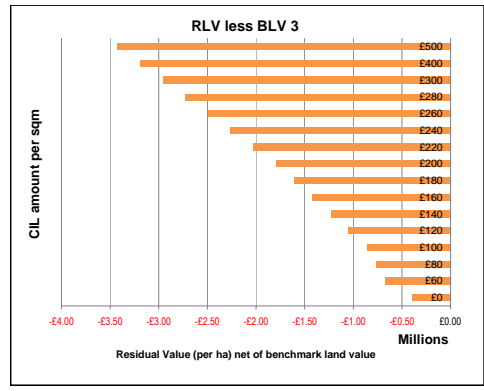
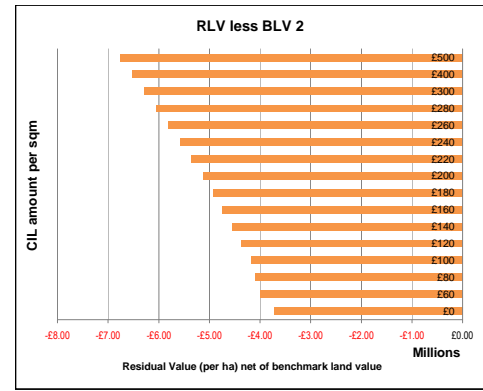
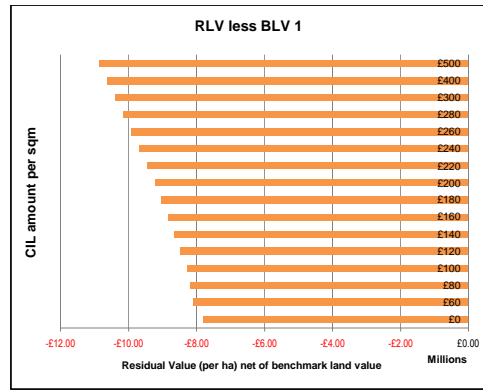
Site type 5 Description: Area 1 £352 psm S Harrow Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,612,414	3,612,414	- 8,628,379	- 4,526,870	- 1,205,975	- 1,369,914
60	3,332,355	3,332,355	- 8,908,438	- 4,806,929	- 1,486,034	- 1,089,855
80	3,239,002	3,239,002	- 9,001,791	- 4,900,282	- 1,579,387	- 996,502
100	3,145,649	3,145,649	- 9,095,144	- 4,993,635	- 1,672,740	- 903,149
120	2,958,943	2,958,943	- 9,281,850	- 5,180,341	- 1,859,446	- 716,443
140	2,772,237	2,772,237	- 9,468,556	- 5,367,047	- 2,046,152	- 529,737
160	2,585,531	2,585,531	- 9,655,262	- 5,553,753	- 2,232,858	- 343,031
180	2,398,825	2,398,825	- 9,841,967	- 5,740,459	- 2,419,563	- 156,325
200	2,212,119	2,212,119	- 10,028,673	- 5,927,164	- 2,606,269	- 30,381
220	1,978,737	1,978,737	- 10,262,056	- 6,160,547	- 2,839,652	- 263,763
240	1,745,354	1,745,354	- 10,495,438	- 6,393,929	- 3,073,034	- 497,146
260	1,511,972	1,511,972	- 10,728,821	- 6,627,312	- 3,306,417	- 730,528
280	1,278,590	1,278,590	- 10,962,203	- 6,860,694	- 3,539,799	- 963,910
300	1,045,207	1,045,207	- 11,195,585	- 7,094,077	- 3,773,181	- 1,197,293
400	811,825	811,825	- 11,428,968	- 7,327,459	- 4,006,564	- 1,430,675
500	578,442	578,442	- 11,662,350	- 7,560,841	- 4,239,946	- 1,664,058



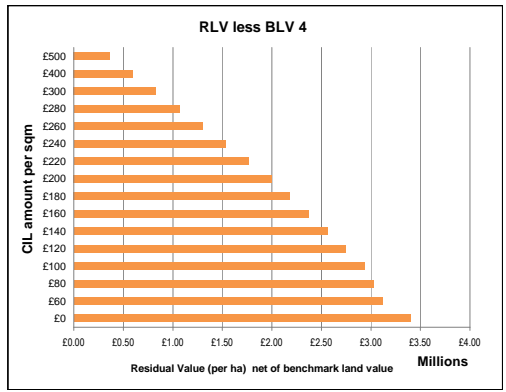
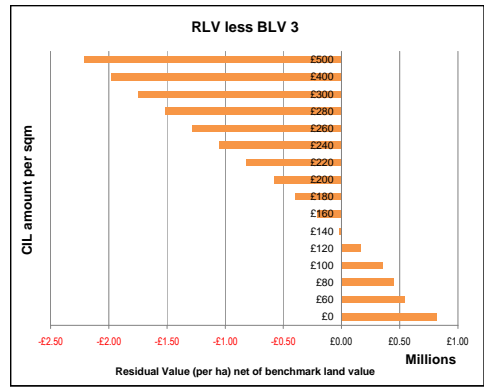
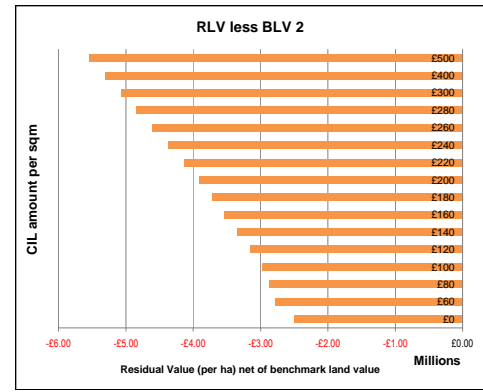
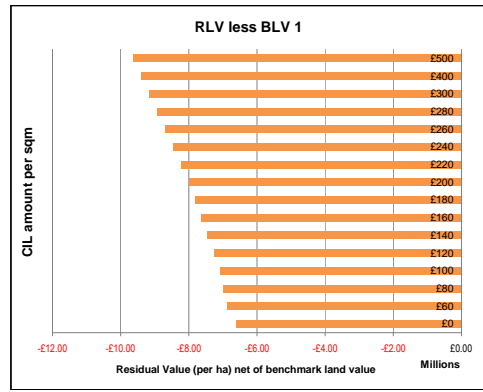
Site type 5 Description: Area 2 £3767 psm Hrw Wid Wldstne Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,427,092	4,427,092	- 7,813,701	- 3,712,192	- 391,297	- 2,184,592
60	4,147,033	4,147,033	- 8,093,760	- 3,992,251	- 671,356	- 1,904,533
80	4,053,680	4,053,680	- 8,187,113	- 4,085,604	- 764,709	- 1,811,180
100	3,960,327	3,960,327	- 8,280,466	- 4,178,957	- 858,061	- 1,717,827
120	3,773,621	3,773,621	- 8,467,171	- 4,365,663	- 1,044,767	- 1,531,121
140	3,586,915	3,586,915	- 8,653,877	- 4,552,368	- 1,231,473	- 1,344,415
160	3,400,209	3,400,209	- 8,840,583	- 4,739,074	- 1,418,179	- 1,157,709
180	3,213,503	3,213,503	- 9,027,289	- 4,925,780	- 1,604,885	- 971,003
200	3,026,797	3,026,797	- 9,213,995	- 5,112,486	- 1,791,591	- 784,297
220	2,793,415	2,793,415	- 9,447,378	- 5,345,869	- 2,024,974	- 550,915
240	2,560,033	2,560,033	- 9,680,760	- 5,579,251	- 2,258,356	- 317,533
260	2,326,650	2,326,650	- 9,914,142	- 5,812,633	- 2,491,738	- 84,150
280	2,093,268	2,093,268	- 10,147,525	- 6,046,016	- 2,725,121	- 149,232
300	1,859,885	1,859,885	- 10,380,907	- 6,279,398	- 2,958,503	- 382,615
400	1,626,503	1,626,503	- 10,614,290	- 6,512,781	- 3,191,886	- 615,997
500	1,393,121	1,393,121	- 10,847,672	- 6,746,163	- 3,425,268	- 849,379



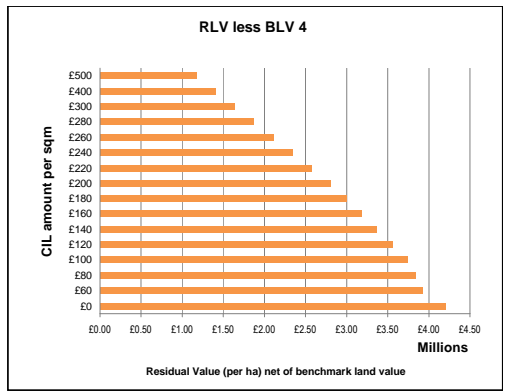
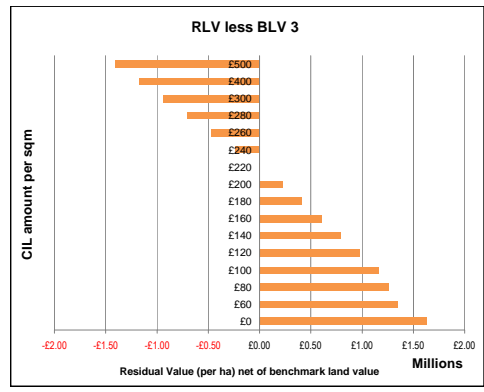
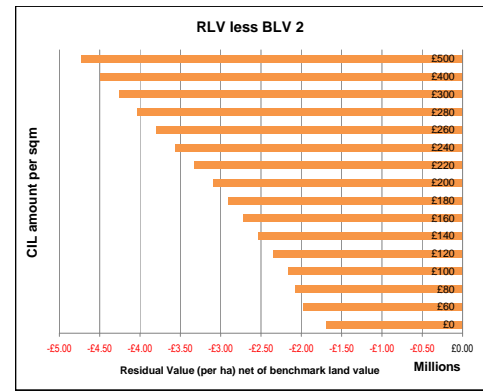
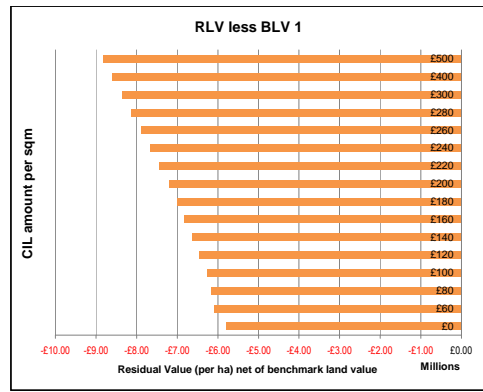
Site type 5 Description: Area 3 £4090 psm Hrw Hdstne CPark Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,638,454	5,638,454	- 6,602,338	- 2,500,829	- 820,066	- 3,395,954
60	5,358,396	5,358,396	- 6,882,397	- 2,780,888	- 540,007	- 3,115,896
80	5,265,043	5,265,043	- 6,975,750	- 2,874,241	- 446,654	- 3,022,543
100	5,171,690	5,171,690	- 7,069,103	- 2,967,594	- 353,301	- 2,929,190
120	4,984,984	4,984,984	- 7,255,809	- 3,154,300	- 166,595	- 2,742,484
140	4,798,278	4,798,278	- 7,442,515	- 3,341,006	- 20,111	- 2,555,778
160	4,611,572	4,611,572	- 7,629,221	- 3,527,712	- 206,817	- 2,369,072
180	4,424,866	4,424,866	- 7,815,927	- 3,714,418	- 393,523	- 2,182,366
200	4,238,160	4,238,160	- 8,002,633	- 3,901,124	- 580,229	- 1,995,660
220	4,004,778	4,004,778	- 8,236,015	- 4,134,506	- 813,611	- 1,762,278
240	3,771,395	3,771,395	- 8,469,397	- 4,367,889	- 1,046,993	- 1,528,895
260	3,538,013	3,538,013	- 8,702,780	- 4,601,271	- 1,280,376	- 1,295,513
280	3,304,630	3,304,630	- 8,936,162	- 4,834,653	- 1,513,758	- 1,062,130
300	3,071,248	3,071,248	- 9,169,545	- 5,068,036	- 1,747,141	- 828,748
400	2,837,865	2,837,865	- 9,402,927	- 5,301,418	- 1,980,523	- 595,365
500	2,604,483	2,604,483	- 9,636,310	- 5,534,801	- 2,213,906	- 361,983



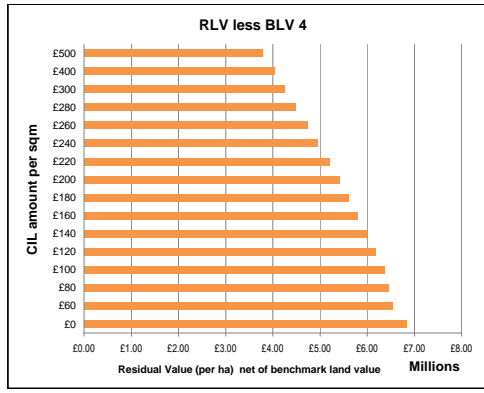
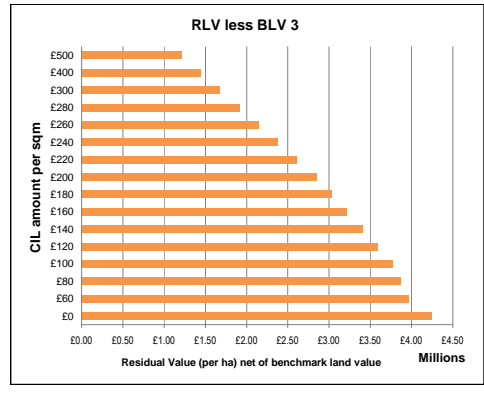
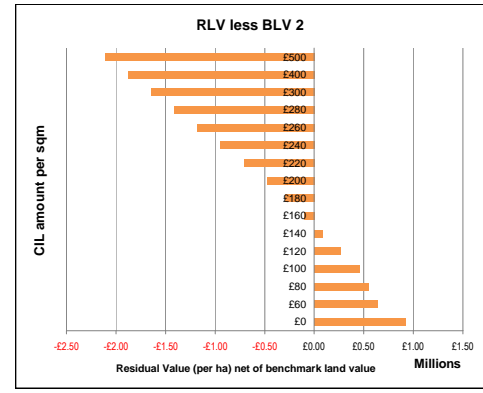
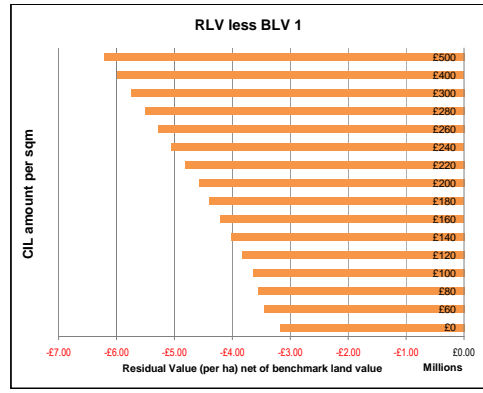
Site type 5 Description: Area 4 £4306 psm Pin HEnd & Nhrw Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,446,080	6,446,080	- 5,794,713	- 1,693,204	- 1,627,691	- 4,203,580
60	6,166,021	6,166,021	- 6,074,771	- 1,973,263	- 1,347,633	- 3,923,521
80	6,072,668	6,072,668	- 6,168,124	- 2,066,616	- 1,254,280	- 3,830,168
100	5,979,315	5,979,315	- 6,261,477	- 2,159,968	- 1,160,927	- 3,736,815
120	5,792,609	5,792,609	- 6,448,183	- 2,346,674	- 974,221	- 3,550,109
140	5,605,903	5,605,903	- 6,634,889	- 2,533,380	- 787,515	- 3,363,403
160	5,419,197	5,419,197	- 6,821,595	- 2,720,086	- 600,809	- 3,176,697
180	5,232,491	5,232,491	- 7,008,301	- 2,906,792	- 414,103	- 2,989,991
200	5,045,785	5,045,785	- 7,195,007	- 3,093,498	- 227,397	- 2,803,285
220	4,812,403	4,812,403	- 7,428,389	- 3,326,881	- 5,985	- 2,569,903
240	4,579,021	4,579,021	- 7,661,772	- 3,560,263	- 239,368	- 2,336,521
260	4,345,638	4,345,638	- 7,895,154	- 3,793,645	- 472,750	- 2,103,138
280	4,112,256	4,112,256	- 8,128,537	- 4,027,028	- 706,133	- 1,869,756
300	3,878,873	3,878,873	- 8,361,919	- 4,260,410	- 939,515	- 1,636,373
400	3,645,491	3,645,491	- 8,595,302	- 4,493,793	- 1,172,898	- 1,402,991
500	3,412,109	3,412,109	- 8,828,684	- 4,727,175	- 1,406,280	- 1,169,609



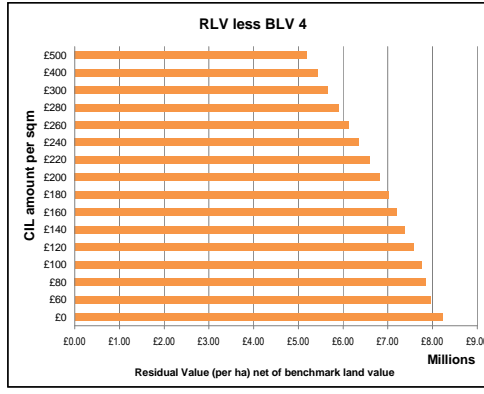
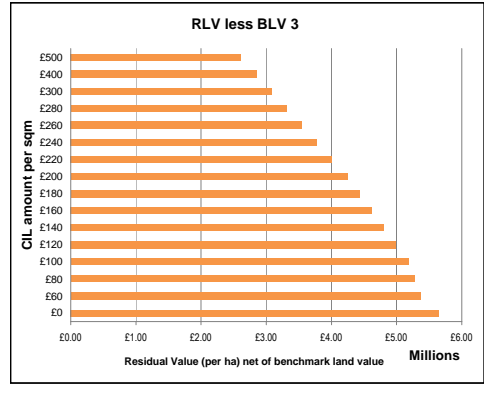
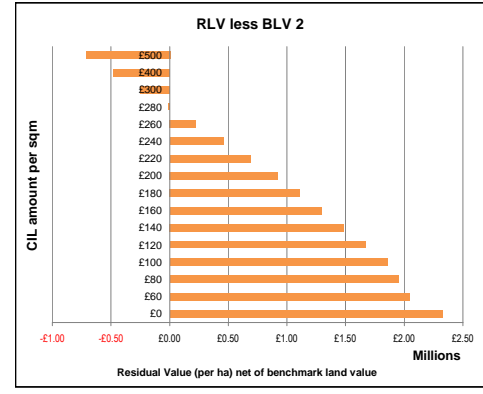
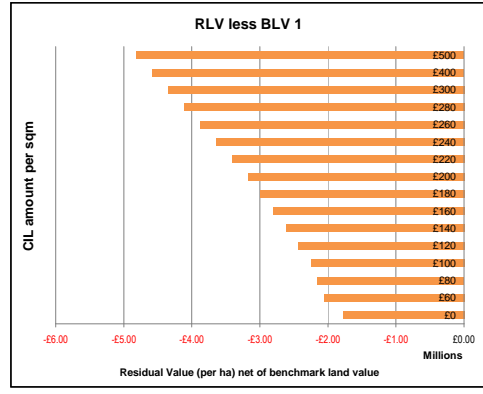
Site type 5 Description: **Area 5 E5005 psm Pin Green** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	9,060,608	9,060,608	- 3,180,185	921,324	4,242,219	6,818,108
60	8,780,549	8,780,549	- 3,460,244	641,265	3,962,160	6,538,049
80	8,687,196	8,687,196	- 3,553,597	547,912	3,868,807	6,444,696
100	8,593,843	8,593,843	- 3,646,950	454,559	3,775,454	6,351,343
120	8,407,137	8,407,137	- 3,833,656	267,853	3,588,748	6,164,637
140	8,220,431	8,220,431	- 4,020,362	81,147	3,402,042	5,977,931
160	8,033,725	8,033,725	- 4,207,068	- 105,559	3,215,336	5,791,225
180	7,847,019	7,847,019	- 4,393,774	- 292,265	3,028,630	5,604,519
200	7,660,313	7,660,313	- 4,580,480	- 478,971	2,841,924	5,417,813
220	7,426,931	7,426,931	- 4,813,862	- 712,353	2,608,542	5,184,431
240	7,193,548	7,193,548	- 5,047,244	- 945,735	2,375,160	4,951,048
260	6,960,166	6,960,166	- 5,280,627	- 1,179,118	2,141,777	4,717,666
280	6,726,783	6,726,783	- 5,514,009	- 1,412,500	1,908,395	4,484,283
300	6,493,401	6,493,401	- 5,747,392	- 1,645,883	1,675,012	4,250,901
400	6,260,019	6,260,019	- 5,980,774	- 1,879,265	1,441,630	4,017,519
500	6,026,636	6,026,636	- 6,214,156	- 2,112,648	1,208,248	3,784,136

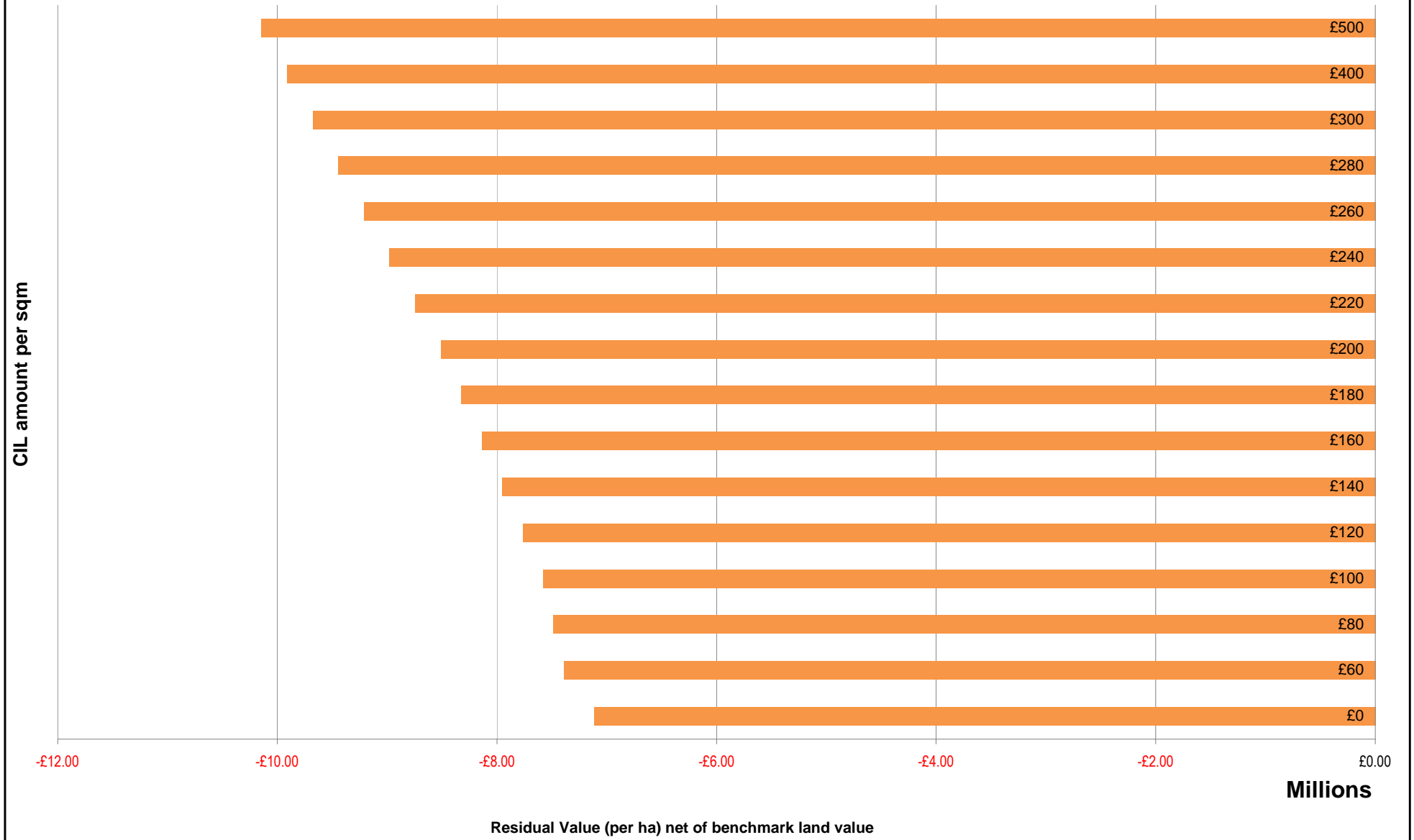


Site type 5 Description: **Area 6 E5382 psm Hrw Hill** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	10,460,762	10,460,762	- 1,780,031	2,321,478	5,642,373	8,218,262
60	10,180,703	10,180,703	- 2,060,090	2,041,419	5,362,314	7,938,203
80	10,087,350	10,087,350	- 2,153,443	1,948,066	5,268,961	7,844,850
100	9,993,997	9,993,997	- 2,246,796	1,854,713	5,175,608	7,751,497
120	9,807,291	9,807,291	- 2,433,502	1,668,007	4,988,902	7,564,791
140	9,620,585	9,620,585	- 2,620,208	1,481,301	4,802,196	7,378,085
160	9,433,879	9,433,879	- 2,806,914	1,294,595	4,615,491	7,191,379
180	9,247,173	9,247,173	- 2,993,619	1,107,889	4,428,785	7,004,673
200	9,060,467	9,060,467	- 3,180,325	921,184	4,242,079	6,817,967
220	8,827,085	8,827,085	- 3,413,708	687,801	4,008,696	6,584,585
240	8,593,702	8,593,702	- 3,647,090	454,419	3,775,314	6,351,202
260	8,360,320	8,360,320	- 3,880,473	221,036	3,541,931	6,117,820
280	8,126,938	8,126,938	- 4,113,855	12,346	3,308,549	5,884,438
300	7,893,555	7,893,555	- 4,347,237	- 245,729	3,075,167	5,651,055
400	7,660,173	7,660,173	- 4,580,620	- 479,111	2,841,784	5,417,673
500	7,426,790	7,426,790	- 4,814,002	- 712,493	2,608,402	5,184,290



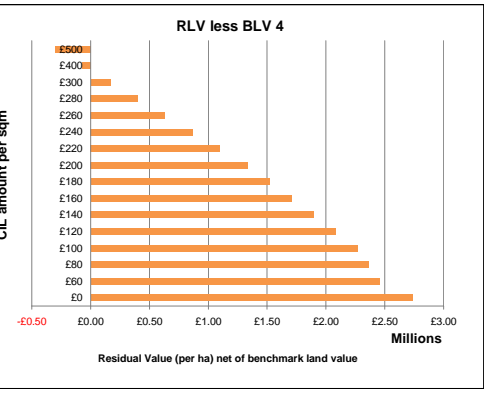
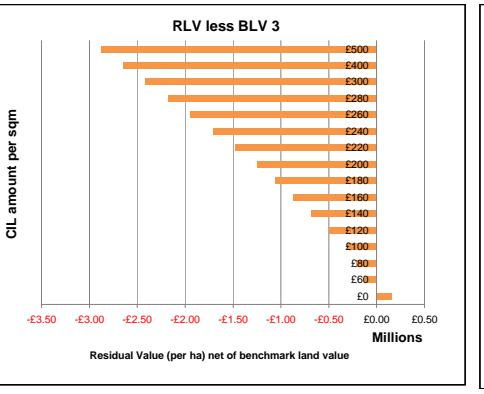
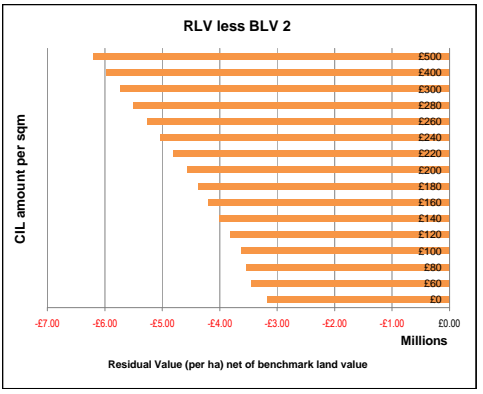
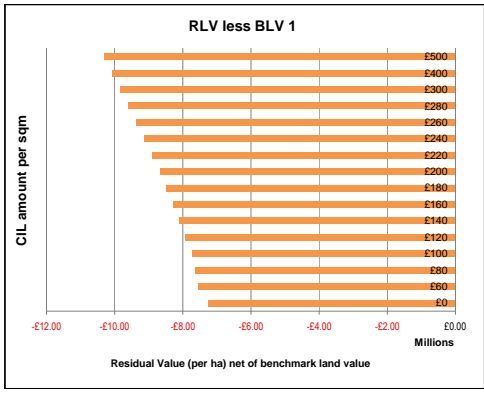
### RLV less BLV 1



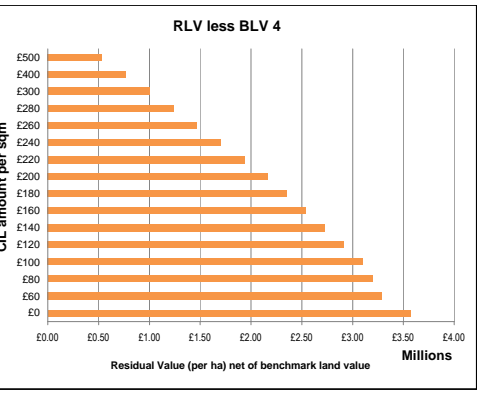
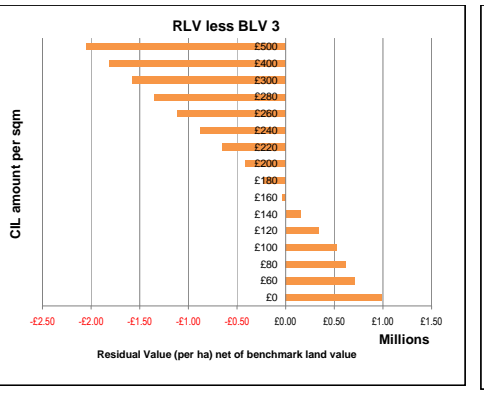
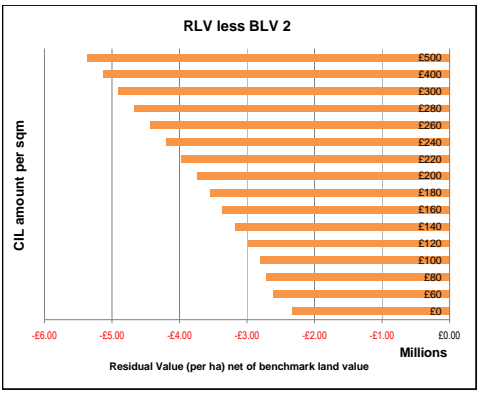
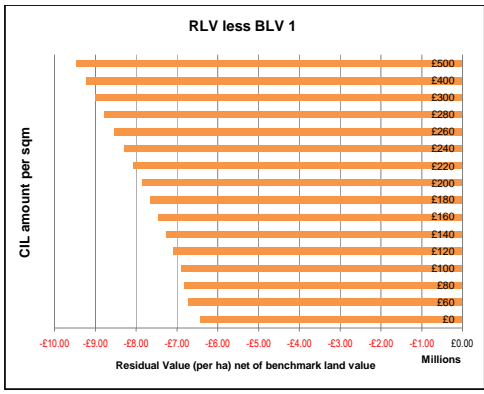
CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
SITE TYPE	5	BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
100 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
FLATS					
100 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	Sales value inflation			
	4 on private	Build cost inflation			
Aff Hsg:	40%				
Affordable Rent					

**Note on Benchmark land values:**  
 \*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

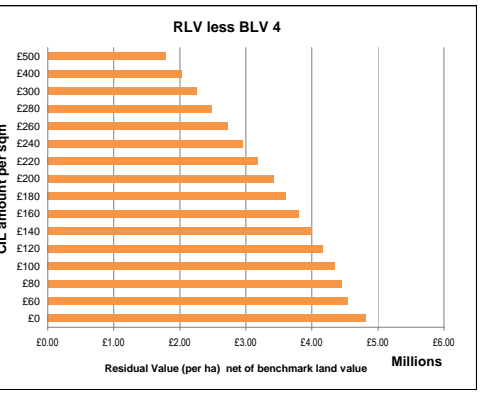
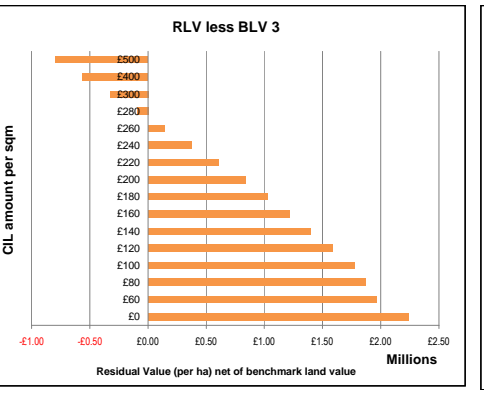
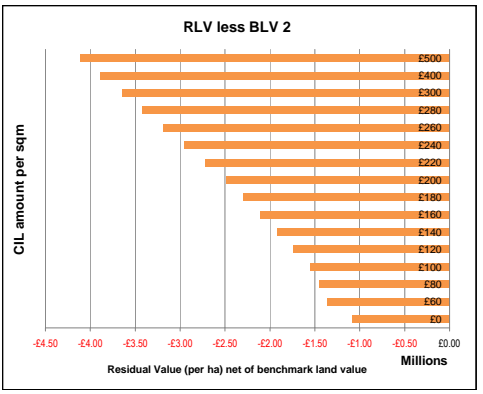
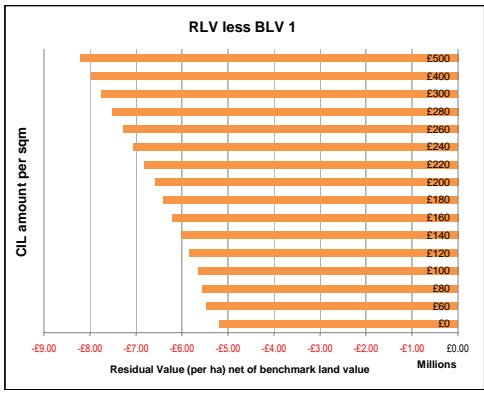
Site type 5	Description:	Area 1	£3552 psm \$ Harrow	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,975,194	4,975,194	- 7,265,598	- 3,164,089	156,806	2,732,694
60	4,695,135	4,695,135	- 7,545,657	- 3,444,148	123,253	2,452,635
80	4,601,782	4,601,782	- 7,639,010	- 3,537,501	216,606	2,359,282
100	4,508,429	4,508,429	- 7,732,363	- 3,630,854	309,959	2,265,929
120	4,321,723	4,321,723	- 7,919,069	- 3,817,560	496,665	2,079,223
140	4,135,018	4,135,018	- 8,105,775	- 4,004,266	683,371	1,892,518
160	3,948,312	3,948,312	- 8,292,481	- 4,190,972	870,077	1,705,812
180	3,761,606	3,761,606	- 8,479,187	- 4,377,678	1,056,783	1,519,106
200	3,574,900	3,574,900	- 8,665,893	- 4,564,384	1,243,489	1,332,400
220	3,341,517	3,341,517	- 8,899,275	- 4,797,766	1,476,871	1,099,017
240	3,108,135	3,108,135	- 9,132,658	- 5,031,149	1,710,254	865,635
260	2,874,753	2,874,753	- 9,366,040	- 5,264,531	1,943,636	632,253
280	2,641,370	2,641,370	- 9,599,422	- 5,497,914	2,177,018	398,870
300	2,407,988	2,407,988	- 9,832,805	- 5,731,296	2,410,401	165,488
400	2,174,605	2,174,605	- 10,066,187	- 5,964,678	2,643,783	67,895
500	1,941,223	1,941,223	- 10,299,570	- 6,198,061	2,877,166	301,277



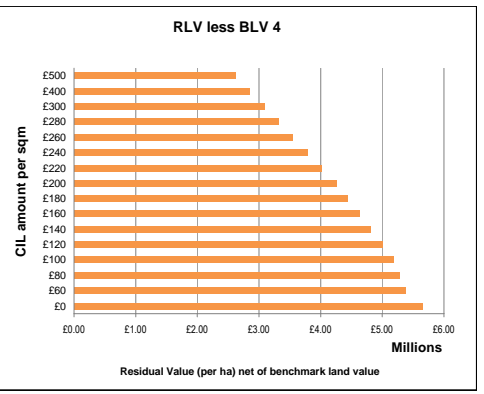
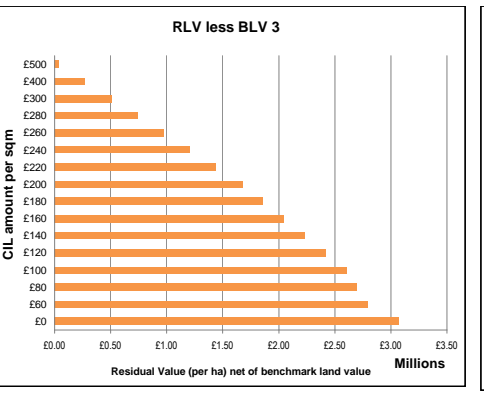
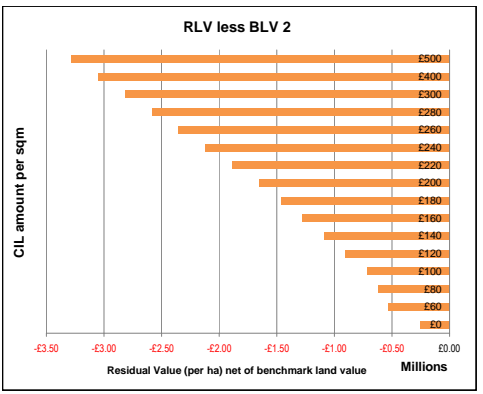
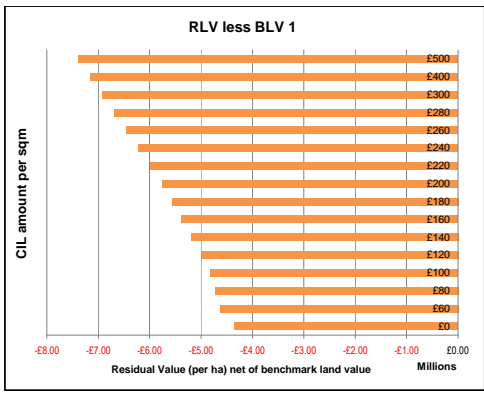
Site type 5	Description:	Area 2	£3767 psm Hrw Wild Widstne	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,808,074	5,808,074	- 6,432,719	- 2,331,210	989,685	3,565,574
60	5,528,015	5,528,015	- 6,712,778	- 2,611,269	709,626	3,285,515
80	5,434,662	5,434,662	- 6,806,131	- 2,704,622	616,273	3,192,162
100	5,341,309	5,341,309	- 6,899,484	- 2,797,975	522,920	3,098,809
120	5,154,603	5,154,603	- 7,086,190	- 2,984,681	336,214	2,912,103
140	4,967,897	4,967,897	- 7,272,896	- 3,171,387	149,509	2,725,397
160	4,781,191	4,781,191	- 7,459,601	- 3,358,092	37,197	2,538,691
180	4,594,485	4,594,485	- 7,646,307	- 3,544,798	223,903	2,351,985
200	4,407,779	4,407,779	- 7,833,013	- 3,731,504	410,609	2,165,279
220	4,174,397	4,174,397	- 8,066,396	- 3,964,887	643,992	1,931,897
240	3,941,014	3,941,014	- 8,299,778	- 4,198,269	877,374	1,698,514
260	3,707,632	3,707,632	- 8,533,161	- 4,431,652	1,110,756	1,465,132
280	3,474,250	3,474,250	- 8,766,543	- 4,665,034	1,344,139	1,231,750
300	3,240,867	3,240,867	- 8,999,925	- 4,898,416	1,577,521	998,367
400	3,007,485	3,007,485	- 9,233,308	- 5,131,799	1,810,904	764,985
500	2,774,102	2,774,102	- 9,466,690	- 5,365,181	2,044,286	531,602



Site type 5	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,057,393	7,057,393	- 5,183,399	- 1,081,890	2,239,005	4,814,893
60	6,777,334	6,777,334	- 5,463,458	- 1,361,949	1,958,946	4,534,834
80	6,683,981	6,683,981	- 5,556,811	- 1,455,302	1,865,593	4,441,481
100	6,590,628	6,590,628	- 5,650,164	- 1,548,655	1,772,240	4,348,128
120	6,403,922	6,403,922	- 5,836,870	- 1,735,361	1,585,534	4,161,422
140	6,217,216	6,217,216	- 6,023,576	- 1,922,067	1,398,828	3,974,716
160	6,030,511	6,030,511	- 6,210,282	- 2,108,773	1,212,122	3,788,011
180	5,843,805	5,843,805	- 6,396,988	- 2,295,479	1,025,416	3,601,305
200	5,657,099	5,657,099	- 6,583,694	- 2,482,185	838,710	3,414,599
220	5,423,716	5,423,716	- 6,817,076	- 2,715,567	605,328	3,181,216
240	5,190,334	5,190,334	- 7,050,459	- 2,948,950	371,945	2,947,834
260	4,956,951	4,956,951	- 7,283,841	- 3,182,332	138,563	2,714,451
280	4,723,569	4,723,569	- 7,517,224	- 3,415,715	94,820	2,481,069
300	4,490,187	4,490,187	- 7,750,606	- 3,649,097	328,202	2,247,687
400	4,256,804	4,256,804	- 7,983,988	- 3,882,479	561,584	2,014,304
500	4,023,422	4,023,422	- 8,217,371	- 4,115,862	794,967	1,780,922

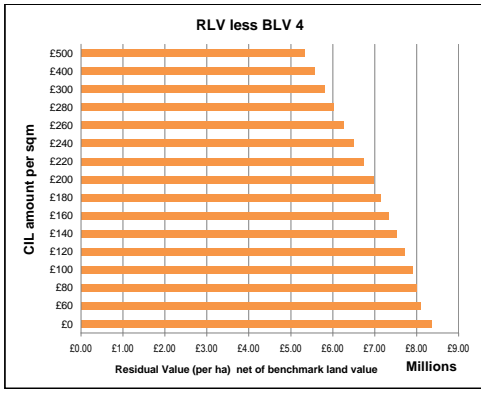
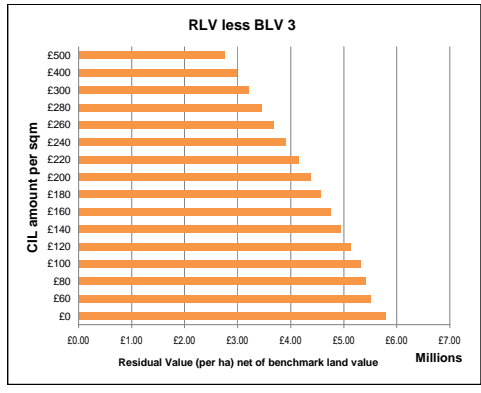
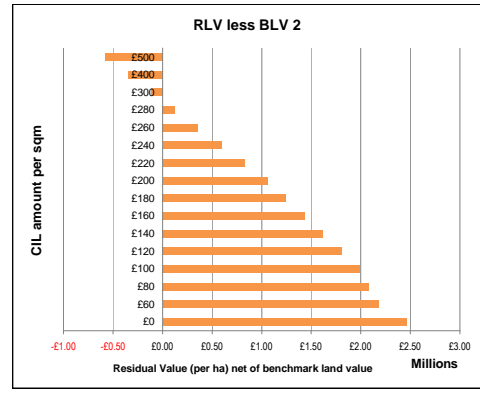
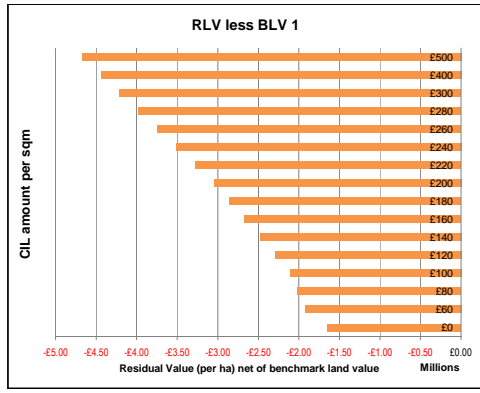


Site type 5	Description:	Area 4	£4396 psm Pin HEnd & NHrw	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,890,273	7,890,273	- 4,360,520	- 249,011	3,071,884	5,647,773
60	7,610,214	7,610,214	- 4,630,579	- 529,070	2,791,825	5,367,714
80	7,516,861	7,516,861	- 4,723,932	- 622,423	2,698,472	5,274,361
100	7,423,508	7,423,508	- 4,817,285	- 715,776	2,605,119	5,181,008
120	7,236,802	7,236,802	- 5,003,991	- 902,482	2,418,413	4,994,302
140	7,050,096	7,050,096	- 5,190,697	- 1,089,188	2,231,708	4,807,596
160	6,863,390	6,863,390	- 5,377,402	- 1,275,894	2,045,002	4,620,890
180	6,676,684	6,676,684	- 5,564,108	- 1,462,599	1,858,296	4,434,184
200	6,489,978	6,489,978	- 5,750,814	- 1,649,305	1,671,590	4,247,478
220	6,256,596	6,256,596	- 5,984,197	- 1,882,688	1,438,207	4,014,096
240	6,023,213	6,023,213	- 6,217,579	- 2,116,070	1,204,825	3,780,713
260	5,789,831	5,789,831	- 6,450,962	- 2,349,453	971,442	3,547,331
280	5,556,449	5,556,449	- 6,684,344	- 2,582,835	738,060	3,313,949
300	5,323,066	5,323,066	- 6,917,726	- 2,816,217	504,678	3,080,566
400	5,089,684	5,089,684	- 7,151,109	- 3,049,600	271,295	2,847,184
500	4,856,301	4,856,301	- 7,384,491	- 3,282,982	37,913	2,613,801



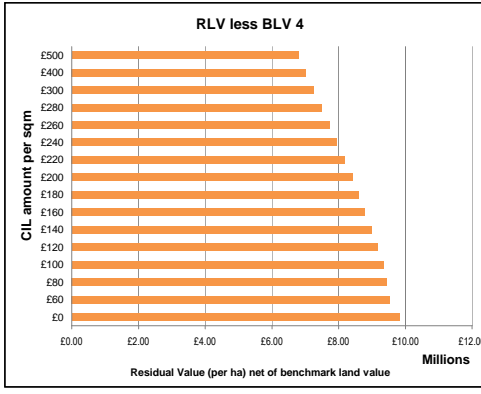
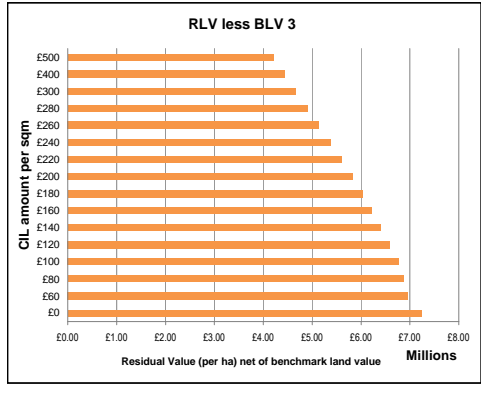
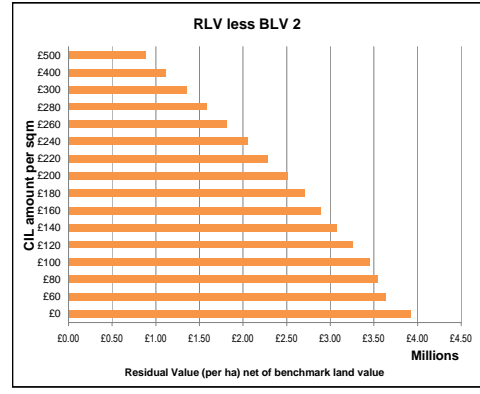
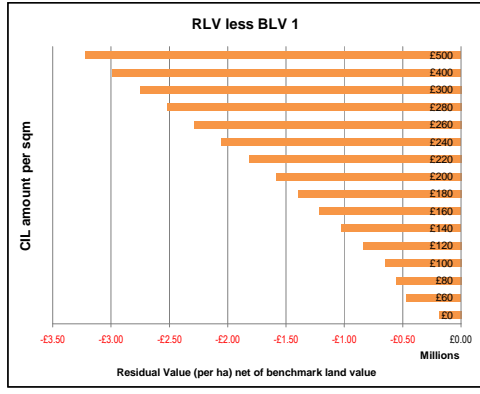
Site type 5 Description: **Area 5** **E5005 psm Pin Green** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	10,597,131	10,597,131	-1,643,661	2,457,848	5,778,743	8,354,631
60	10,317,072	10,317,072	-1,923,720	2,177,789	5,498,684	8,074,572
80	10,223,720	10,223,720	-2,017,073	2,084,436	5,405,331	7,981,220
100	10,130,367	10,130,367	-2,110,426	1,991,083	5,311,978	7,887,867
120	9,943,661	9,943,661	-2,297,132	1,804,377	5,125,272	7,701,161
140	9,756,955	9,756,955	-2,483,838	1,617,671	4,938,566	7,514,455
160	9,570,249	9,570,249	-2,670,544	1,430,965	4,751,860	7,327,749
180	9,383,543	9,383,543	-2,857,250	1,244,259	4,565,154	7,141,043
200	9,196,837	9,196,837	-3,043,956	1,057,553	4,378,448	6,954,337
220	8,963,454	8,963,454	-3,277,338	824,171	4,145,066	6,720,954
240	8,730,072	8,730,072	-3,510,721	590,788	3,911,684	6,487,572
260	8,496,690	8,496,690	-3,744,103	357,406	3,678,301	6,254,190
280	8,263,307	8,263,307	-3,977,485	124,024	3,444,919	6,020,807
300	8,029,925	8,029,925	-4,210,868	-109,359	3,211,536	5,787,425
400	7,796,542	7,796,542	-4,444,250	-342,741	2,978,154	5,554,042
500	7,563,160	7,563,160	-4,677,633	-576,124	2,744,771	5,320,660



Site type 5 Description: **Area 6** **E5382 psm Hrw Hill** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	12,054,671	12,054,671	-186,122	3,915,387	7,236,282	9,812,171
60	11,774,612	11,774,612	-466,181	3,635,328	6,956,223	9,532,112
80	11,681,259	11,681,259	-559,534	3,541,975	6,862,870	9,438,759
100	11,587,906	11,587,906	-652,887	3,448,622	6,769,517	9,345,406
120	11,401,200	11,401,200	-839,593	3,261,916	6,582,811	9,158,700
140	11,214,494	11,214,494	-1,026,299	3,075,210	6,396,105	8,971,994
160	11,027,788	11,027,788	-1,213,005	2,888,504	6,209,399	8,785,288
180	10,841,082	10,841,082	-1,399,711	2,701,798	6,022,694	8,598,582
200	10,654,376	10,654,376	-1,586,416	2,515,092	5,835,988	8,411,876
220	10,420,994	10,420,994	-1,819,799	2,281,710	5,602,605	8,178,494
240	10,187,611	10,187,611	-2,053,181	2,048,328	5,369,223	7,945,111
260	9,954,229	9,954,229	-2,286,564	1,814,945	5,135,840	7,711,729
280	9,720,846	9,720,846	-2,519,946	1,581,563	4,902,458	7,478,346
300	9,487,464	9,487,464	-2,753,329	1,348,180	4,669,076	7,244,964
400	9,254,082	9,254,082	-2,986,711	1,114,798	4,435,693	7,011,582
500	9,020,699	9,020,699	-3,220,093	881,416	4,202,311	6,778,199





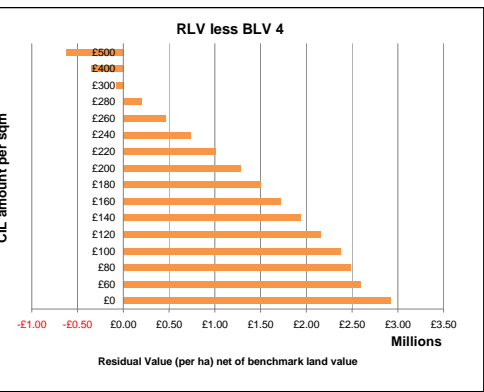
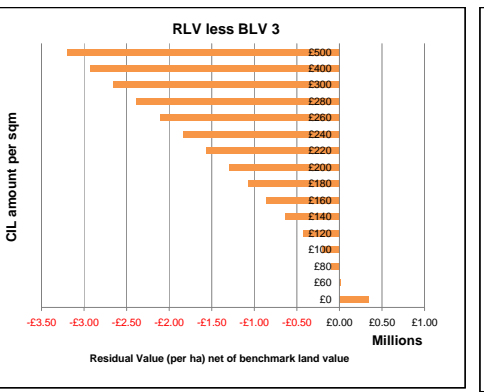
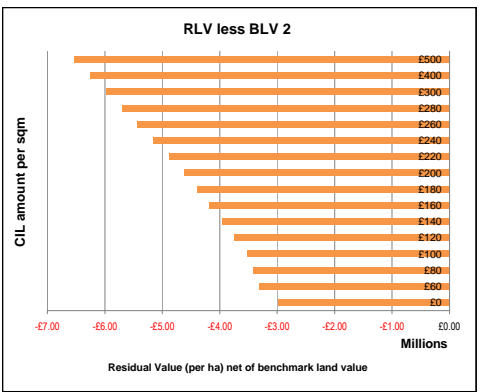
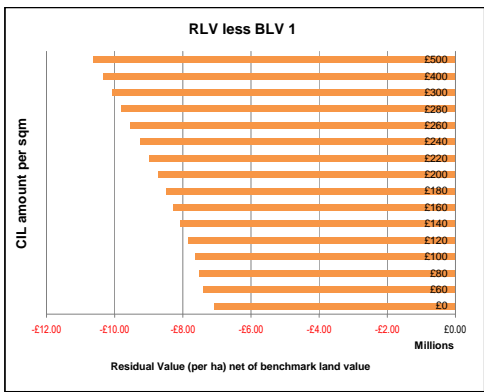
CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
SITE TYPE	5	BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
100 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
FLATS					
100 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	Sales value inflation			
	4 on private	Build cost inflation			
Aff Hsg:	30%				

**Note on Benchmark land values:**

\*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
\*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
\*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
\*Community uses\* - BNPBRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

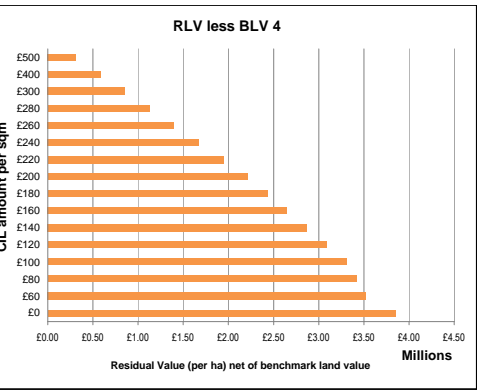
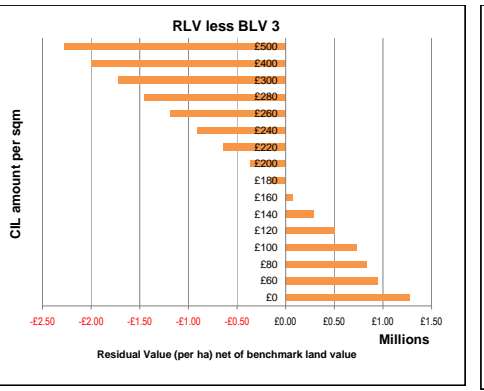
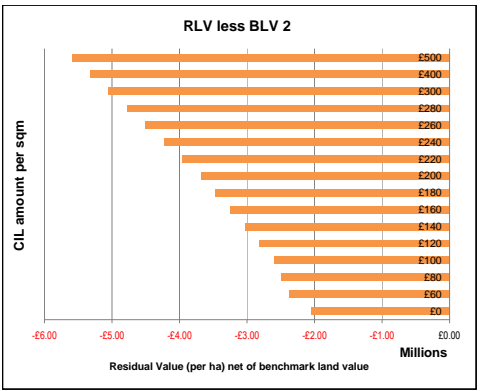
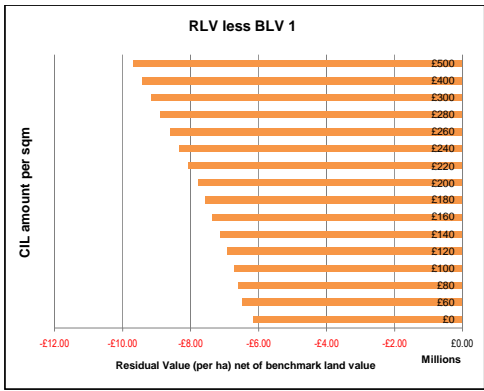
Site type 5	Description:	Area 1	£3552 psm S Harrow	Site area:	1.00 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,159,496	5,159,496	-7,081,297	-2,979,788	341,107	2,916,996
60	4,832,760	4,832,760	-7,408,032	-3,306,523	14,372	2,590,260
80	4,723,849	4,723,849	-7,516,944	-3,415,435	94,540	2,481,349
100	4,614,937	4,614,937	-7,625,856	-3,524,347	203,452	2,372,437
120	4,397,113	4,397,113	-7,843,679	-3,742,170	421,275	2,154,613
140	4,179,290	4,179,290	-8,061,503	-3,959,994	639,099	1,936,790
160	3,961,466	3,961,466	-8,279,326	-4,177,818	856,922	1,718,966
180	3,743,643	3,743,643	-8,497,150	-4,395,641	1,074,746	1,501,143
200	3,525,819	3,525,819	-8,714,974	-4,613,465	1,292,570	1,283,319
220	3,253,539	3,253,539	-8,987,253	-4,885,744	1,564,849	1,011,039
240	2,981,260	2,981,260	-9,259,533	-5,158,024	1,837,129	738,760
260	2,708,980	2,708,980	-9,531,812	-5,430,303	2,109,408	466,480
280	2,436,701	2,436,701	-9,804,092	-5,702,583	2,381,688	194,201
300	2,164,422	2,164,422	-10,076,371	-5,974,862	2,653,967	-78,078
400	1,892,142	1,892,142	-10,348,651	-6,247,142	2,926,247	-350,358
500	1,619,863	1,619,863	-10,620,930	-6,519,421	3,198,526	-622,637



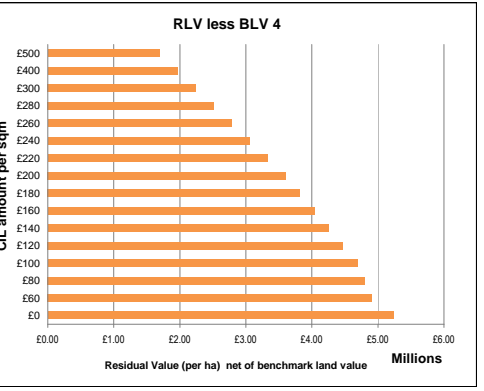
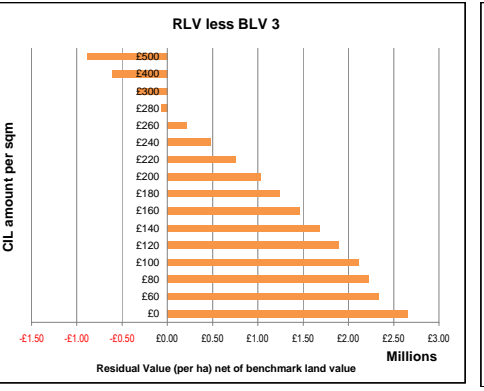
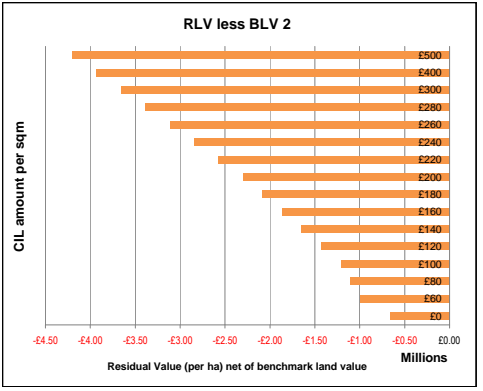
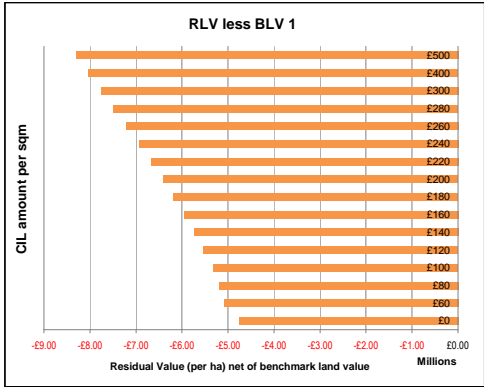
Site type 5	Description:	Area 2	£3767 psm Hrw Wid Wldstne	Site area:	1.00 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,088,830	6,088,830	-6,151,963	-2,050,454	1,270,441	3,846,330
60	5,762,094	5,762,094	-6,478,698	-2,377,190	943,706	3,519,594
80	5,653,182	5,653,182	-6,587,610	-2,486,101	834,794	3,410,682
100	5,544,271	5,544,271	-6,696,522	-2,595,013	725,882	3,301,771
120	5,326,447	5,326,447	-6,914,346	-2,812,837	508,058	3,083,947
140	5,108,623	5,108,623	-7,132,169	-3,030,660	290,235	2,866,123
160	4,890,800	4,890,800	-7,349,993	-3,248,484	72,411	2,648,300
180	4,672,976	4,672,976	-7,567,816	-3,466,307	-145,412	2,430,476
200	4,455,153	4,455,153	-7,785,640	-3,684,131	-363,236	2,212,653
220	4,182,873	4,182,873	-8,057,919	-3,956,411	-635,515	1,940,373
240	3,910,594	3,910,594	-8,330,199	-4,228,690	-907,795	1,668,094
260	3,638,314	3,638,314	-8,602,478	-4,500,969	-1,180,074	1,395,814
280	3,366,035	3,366,035	-8,874,758	-4,773,249	-1,452,354	1,123,535
300	3,093,755	3,093,755	-9,147,037	-5,045,528	-1,724,633	851,255
400	2,821,476	2,821,476	-9,419,317	-5,317,808	-1,996,913	578,976
500	2,549,196	2,549,196	-9,691,596	-5,590,087	-2,269,192	306,696



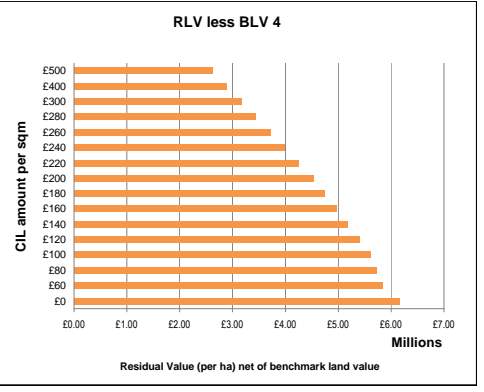
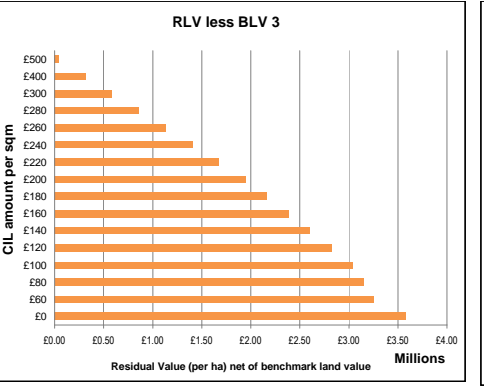
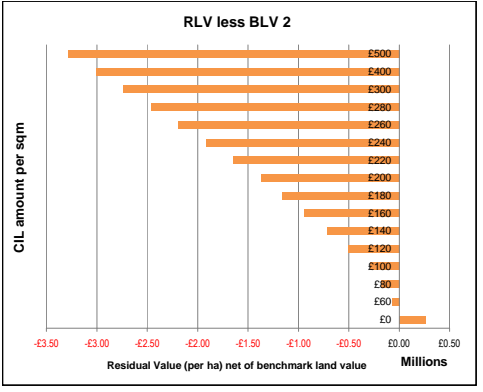
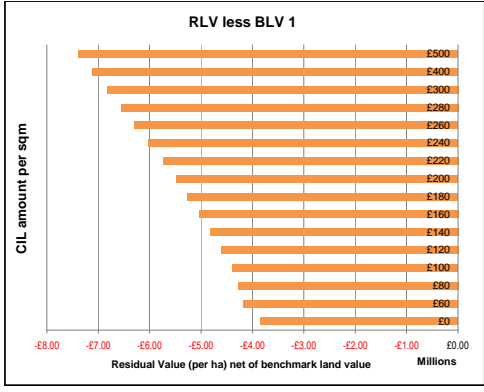
Site type 5	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	1.00 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,474,839	7,474,839	-4,765,954	-664,445	2,656,450	5,232,339
60	7,148,104	7,148,104	-5,092,698	-991,180	2,329,715	4,905,604
80	7,039,192	7,039,192	-5,201,601	-1,100,092	2,220,803	4,796,692
100	6,930,280	6,930,280	-5,310,513	-1,209,004	2,111,891	4,687,780
120	6,712,456	6,712,456	-5,528,336	-1,426,827	1,894,068	4,469,956
140	6,494,633	6,494,633	-5,746,160	-1,644,651	1,676,244	4,252,133
160	6,276,809	6,276,809	-5,963,983	-1,862,475	1,458,421	4,034,309
180	6,058,986	6,058,986	-6,181,807	-2,080,298	1,240,597	3,816,486
200	5,841,162	5,841,162	-6,399,631	-2,298,122	1,022,773	3,598,662
220	5,568,883	5,568,883	-6,617,455	-2,515,946	750,949	3,380,838
240	5,296,603	5,296,603	-6,835,279	-2,733,770	479,125	3,163,014
260	5,024,324	5,024,324	-7,053,103	-2,951,594	207,301	2,945,190
280	4,752,044	4,752,044	-7,270,927	-3,169,418	-63,523	2,727,366
300	4,479,765	4,479,765	-7,488,751	-3,387,242	-381,347	2,509,542
400	4,207,485	4,207,485	-7,706,575	-3,605,066	-609,171	2,291,718
500	3,935,206	3,935,206	-7,924,399	-3,822,890	-837,000	2,073,894



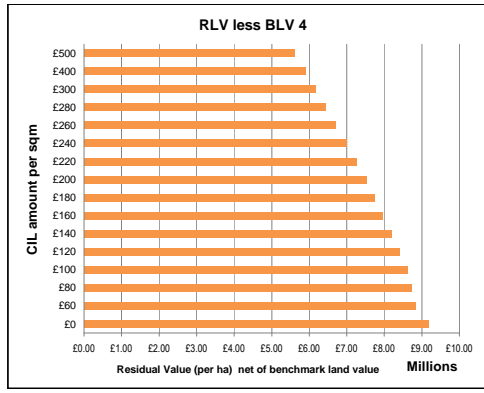
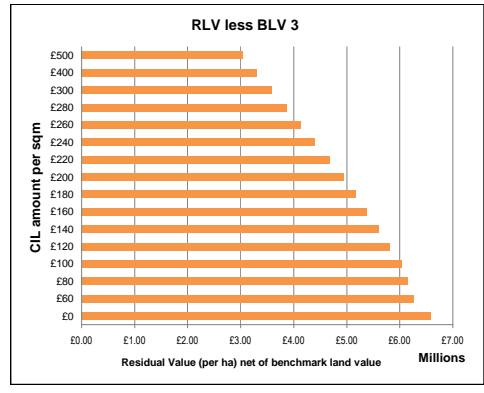
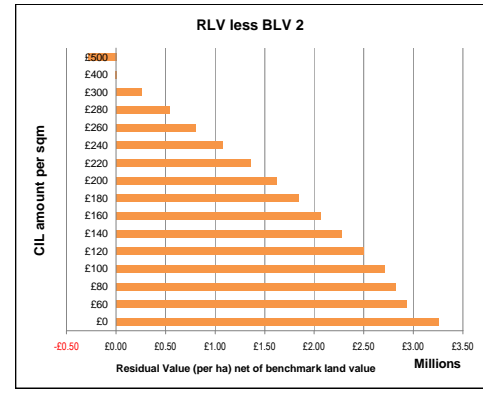
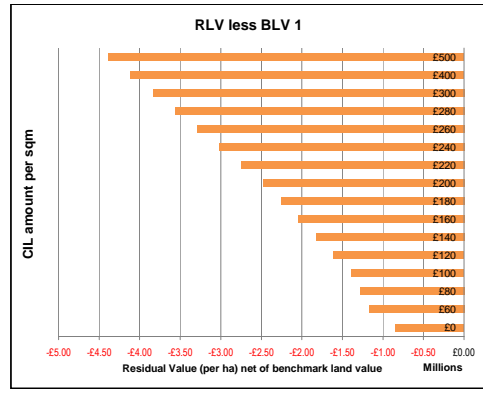
Site type 5	Description:	Area 4	£4306 psm Pin HEnd & NHRW	Site area:	1.00 ha
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CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	8,398,883	8,398,883	-3,841,910	259,599	3,580,495	6,156,383
60	8,072,148	8,072,148	-4,168,645	67,136	3,253,759	5,829,648
80	7,963,236	7,963,236	-4,277,557	176,048	3,144,847	5,720,736
100	7,854,324	7,854,324	-4,386,468	284,960	3,035,936	5,611,824
120	7,636,501	7,636,501	-4,604,292	502,783	2,818,112	5,394,001
140	7,418,677	7,418,677	-4,822,116	720,607	2,600,288	5,176,177
160	7,200,853	7,200,853	-5,039,939	938,430	2,382,465	4,958,353
180	6,983,030	6,983,030	-5,257,763	1,156,254	2,164,641	4,740,530
200	6,765,206	6,765,206	-5,475,586	1,374,077	1,946,818	4,522,707
220	6,492,927	6,492,927	-5,747,866	1,646,357	1,674,538	4,250,427
240	6,220,647	6,220,647	-6,020,145	1,918,636	1,402,259	3,978,147
260	5,948,368	5,948,368	-6,292,425	2,190,916	1,129,979	3,705,868
280	5,676,088	5,676,088	-6,564,704	2,463,195	857,700	3,433,588
300	5,403,809	5,403,809	-6,836,984	2,735,475	585,420	3,161,309
400	5,131,529	5,131,529	-7,109,263	3,007,754	313,141	2,889,029
500	4,859,250	4,859,250	-7,381,543	3,280,034	40,861	2,616,750



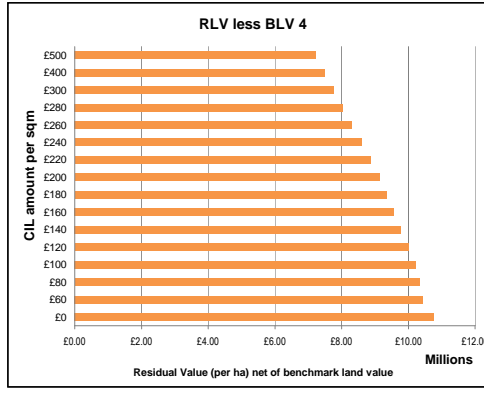
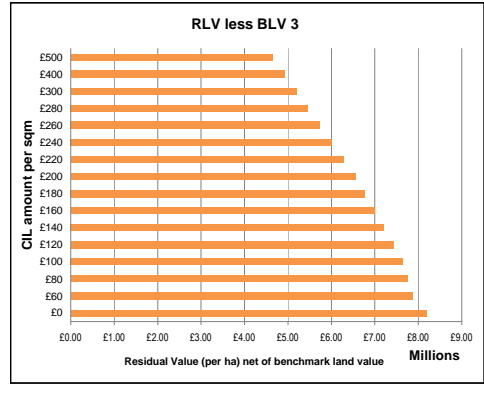
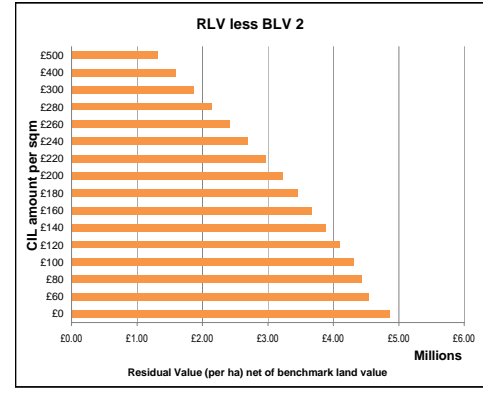
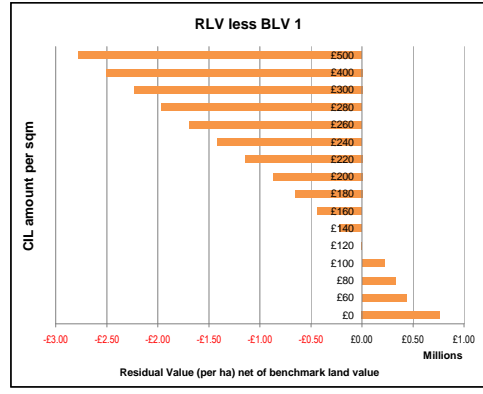
Site type 5 Description: **Area 5 E5005 psm Pin Green** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	11,394,335	11,394,335	-	846,458	3,255,051	6,575,946
60	11,067,600	11,067,600	-	1,173,193	2,928,316	6,249,211
80	10,958,688	10,958,688	-	1,282,105	2,819,404	6,140,299
100	10,849,776	10,849,776	-	1,391,017	2,710,492	6,031,387
120	10,631,952	10,631,952	-	1,608,840	2,492,669	5,813,564
140	10,414,129	10,414,129	-	1,826,664	2,274,845	5,595,740
160	10,196,305	10,196,305	-	2,044,487	2,057,022	5,377,917
180	9,978,482	9,978,482	-	2,262,311	1,839,198	5,160,093
200	9,760,658	9,760,658	-	2,480,135	1,621,374	4,942,269
220	9,488,379	9,488,379	-	2,752,414	1,349,095	4,669,990
240	9,216,099	9,216,099	-	3,024,694	1,076,815	4,397,711
260	8,943,820	8,943,820	-	3,296,973	804,536	4,125,431
280	8,671,540	8,671,540	-	3,569,252	532,256	3,853,152
300	8,399,261	8,399,261	-	3,841,532	259,977	3,580,872
400	8,126,981	8,126,981	-	4,113,811	12,303	3,308,593
500	7,854,702	7,854,702	-	4,386,091	284,582	3,036,313



Site type 5 Description: **Area 6 E5382 psm Hrw Hill** Site area: 1.00 ha

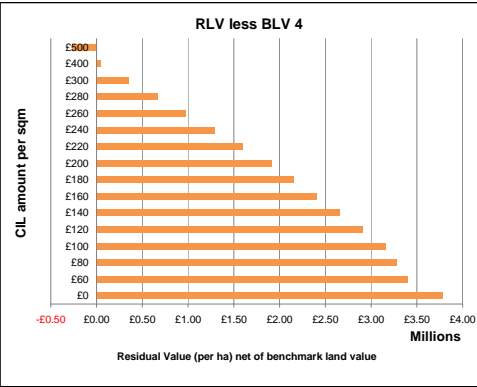
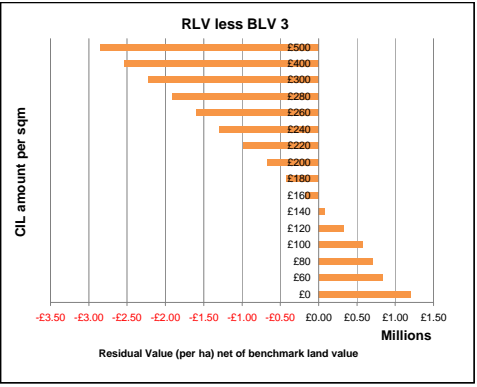
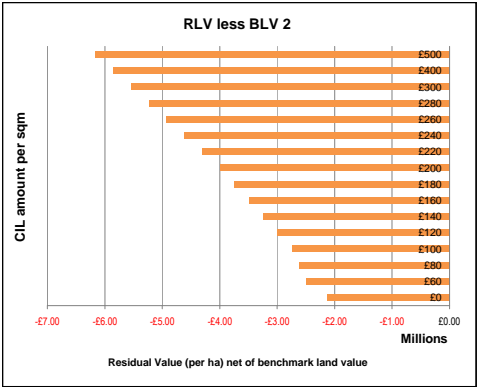
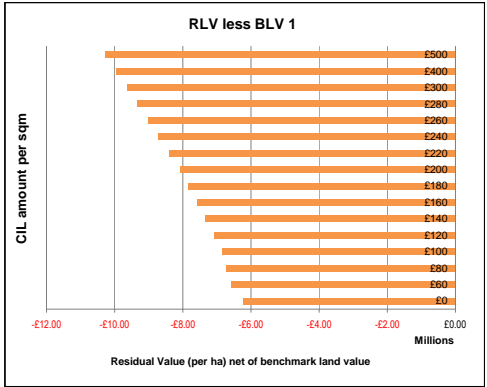
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	13,001,519	13,001,519	-	760,727	4,862,236	8,183,131
60	12,674,784	12,674,784	-	433,991	4,535,500	7,856,395
80	12,565,872	12,565,872	-	325,080	4,426,588	7,747,484
100	12,456,960	12,456,960	-	216,168	4,317,677	7,638,572
120	12,239,137	12,239,137	-	1,656	4,099,853	7,420,748
140	12,021,313	12,021,313	-	219,479	3,882,029	7,202,925
160	11,803,490	11,803,490	-	437,303	3,664,206	6,985,101
180	11,585,666	11,585,666	-	655,127	3,446,382	6,767,277
200	11,367,842	11,367,842	-	872,950	3,228,559	6,549,454
220	11,095,563	11,095,563	-	1,145,230	2,956,279	6,277,174
240	10,823,283	10,823,283	-	1,417,509	2,684,000	6,004,895
260	10,551,004	10,551,004	-	1,689,789	2,411,720	5,732,615
280	10,278,724	10,278,724	-	1,962,068	2,139,441	5,460,336
300	10,006,445	10,006,445	-	2,234,348	1,867,161	5,188,056
400	9,734,165	9,734,165	-	2,506,627	1,594,882	4,915,777
500	9,461,886	9,461,886	-	2,778,907	1,322,602	4,643,497



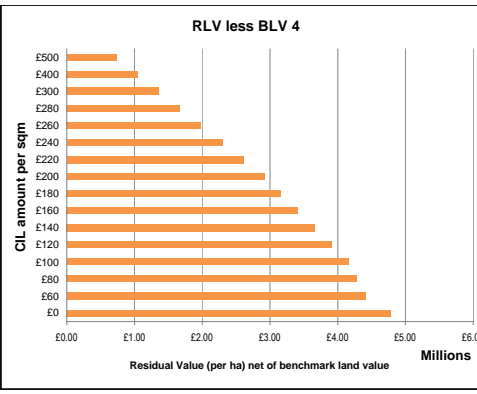
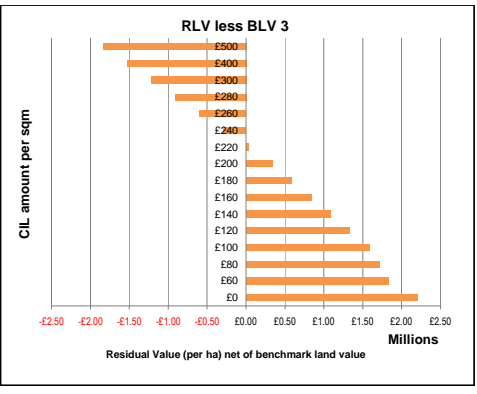
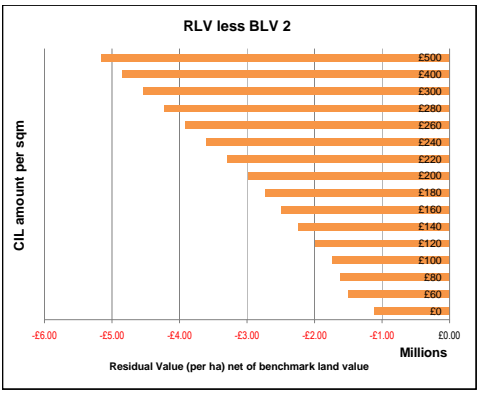
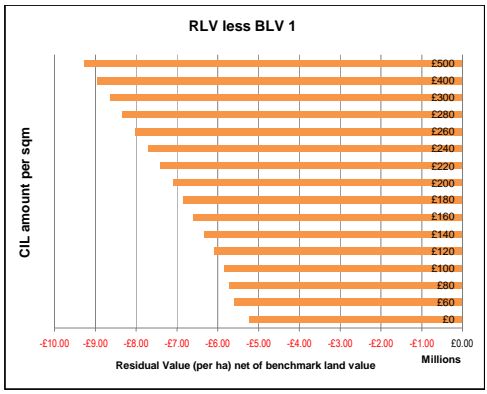
CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
SITE TYPE	5	BLV1	BLV2	BLV3	BLV4
100 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
FLATS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
100 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	Sales value inflation			
	4 on private	Build cost inflation			
Aff Hsg:	20%				

**Note on Benchmark land values:**  
 \*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

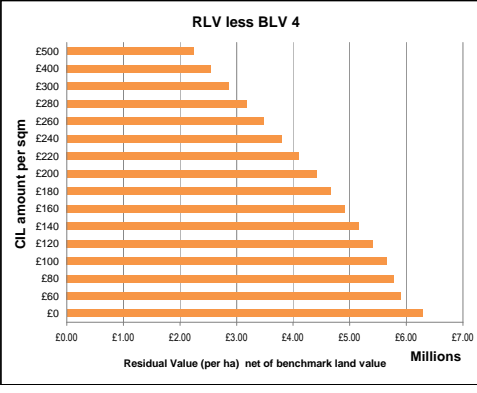
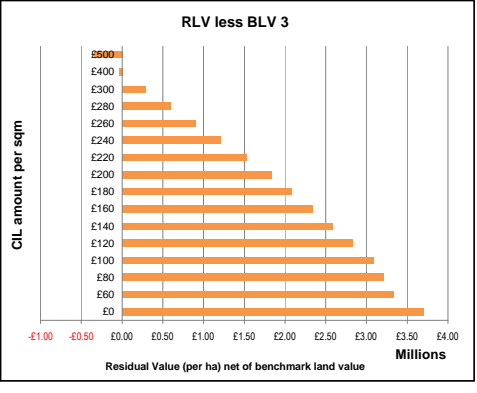
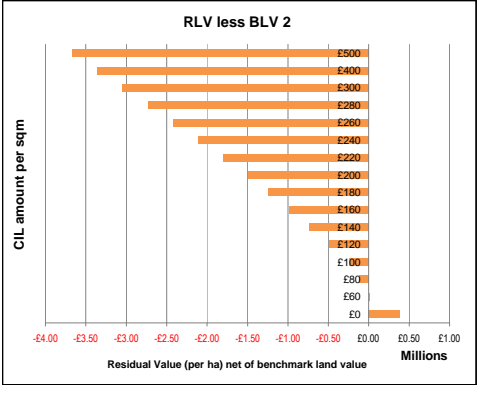
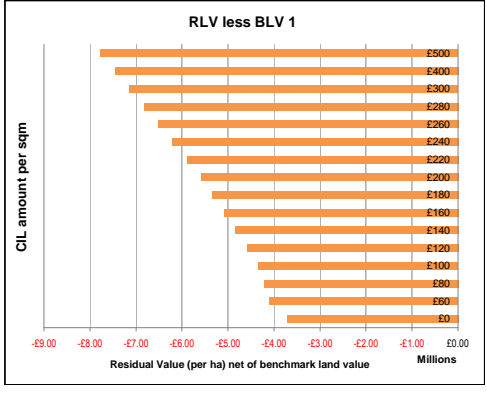
Site type 5	Description:	Area 1	£3552 psm \$ Harrow	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,019,452	6,019,452	- 6,221,340	- 2,119,831	1,201,064	3,776,952
60	5,646,041	5,646,041	- 6,594,752	- 2,493,243	827,652	3,403,541
80	5,521,570	5,521,570	- 6,719,223	- 2,617,714	703,181	3,279,070
100	5,397,099	5,397,099	- 6,843,693	- 2,742,184	578,711	3,154,599
120	5,148,158	5,148,158	- 7,092,635	- 2,991,126	329,769	2,905,658
140	4,899,217	4,899,217	- 7,341,576	- 3,240,067	80,828	2,656,717
160	4,650,276	4,650,276	- 7,590,517	- 3,489,008	- 168,113	2,407,776
180	4,401,334	4,401,334	- 7,839,458	- 3,737,949	- 417,054	2,158,834
200	4,152,393	4,152,393	- 8,088,400	- 3,986,891	- 665,995	1,909,893
220	3,841,217	3,841,217	- 8,399,576	- 4,298,067	- 977,172	1,598,717
240	3,530,040	3,530,040	- 8,710,753	- 4,609,244	- 1,288,349	1,287,540
260	3,218,863	3,218,863	- 9,021,929	- 4,920,420	- 1,599,525	976,363
280	2,907,687	2,907,687	- 9,333,106	- 5,231,597	- 1,910,702	665,187
300	2,596,510	2,596,510	- 9,644,282	- 5,542,773	- 2,221,878	354,010
400	2,285,334	2,285,334	- 9,955,459	- 5,853,950	- 2,533,055	42,834
500	1,974,157	1,974,157	- 10,266,635	- 6,165,126	- 2,844,231	- 268,343



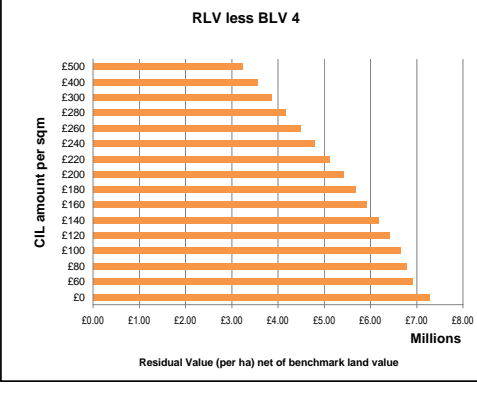
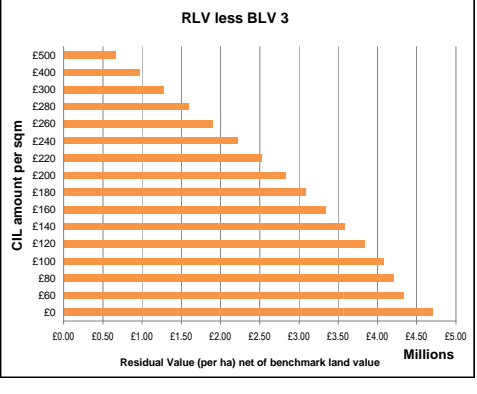
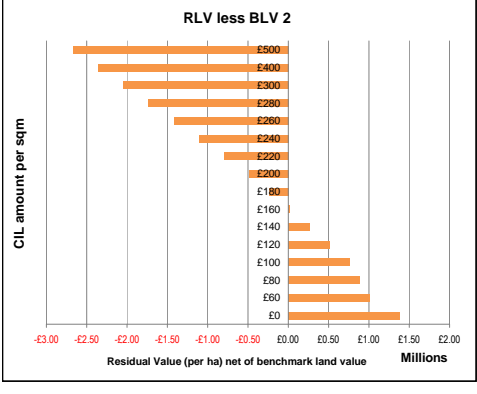
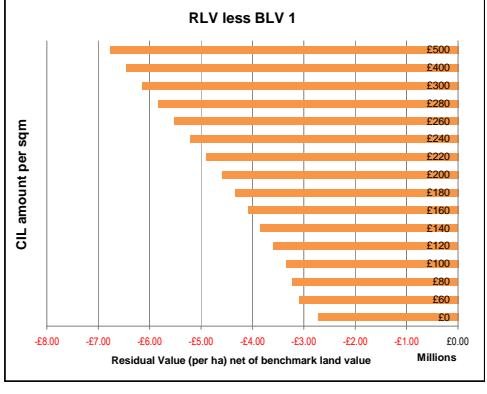
Site type 5	Description:	Area 2	£3767 psm Hrw Wild Widstne	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,021,797	7,021,797	- 5,218,995	- 1,117,486	2,203,409	4,779,297
60	6,648,386	6,648,386	- 5,592,407	- 1,490,898	1,829,997	4,405,886
80	6,523,915	6,523,915	- 5,716,878	- 1,615,369	1,705,526	4,281,415
100	6,399,444	6,399,444	- 5,841,348	- 1,739,839	1,581,056	4,156,944
120	6,150,503	6,150,503	- 6,090,289	- 1,988,781	1,332,115	3,908,003
140	5,901,562	5,901,562	- 6,339,231	- 2,237,722	1,083,173	3,659,062
160	5,652,621	5,652,621	- 6,588,172	- 2,486,663	834,232	3,410,121
180	5,403,679	5,403,679	- 6,837,113	- 2,735,604	585,291	3,161,179
200	5,154,738	5,154,738	- 7,086,054	- 2,984,545	336,350	2,912,238
220	4,843,562	4,843,562	- 7,379,231	- 3,295,722	25,173	2,601,062
240	4,532,385	4,532,385	- 7,708,408	- 3,606,899	- 286,003	2,289,885
260	4,221,209	4,221,209	- 8,019,584	- 3,918,075	- 597,180	1,978,709
280	3,910,032	3,910,032	- 8,330,761	- 4,229,252	- 908,357	1,667,532
300	3,598,855	3,598,855	- 8,641,937	- 4,540,428	- 1,219,533	1,356,355
400	3,287,679	3,287,679	- 8,953,114	- 4,851,605	- 1,530,710	1,045,179
500	2,976,502	2,976,502	- 9,264,290	- 5,162,781	- 1,841,886	734,002



Site type 5	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	8,519,988	8,519,988	- 3,720,805	- 380,704	3,701,599	6,277,488
60	8,146,576	8,146,576	- 4,094,217	- 7,292	3,328,187	5,904,076
80	8,022,105	8,022,105	- 4,218,687	- 117,178	3,203,717	5,779,605
100	7,897,635	7,897,635	- 4,343,158	- 241,649	3,079,246	5,655,135
120	7,648,693	7,648,693	- 4,592,099	- 490,590	2,830,305	5,406,193
140	7,399,752	7,399,752	- 4,841,040	- 739,531	2,581,364	5,157,252
160	7,150,811	7,150,811	- 5,089,982	- 988,473	2,332,422	4,908,311
180	6,901,870	6,901,870	- 5,338,923	- 1,237,414	2,083,481	4,659,370
200	6,652,928	6,652,928	- 5,587,864	- 1,486,355	1,834,540	4,410,428
220	6,341,752	6,341,752	- 5,899,041	- 1,797,532	1,523,363	4,099,252
240	6,030,575	6,030,575	- 6,210,217	- 2,108,708	1,212,187	3,788,075
260	5,719,399	5,719,399	- 6,521,394	- 2,419,885	901,010	3,476,899
280	5,408,222	5,408,222	- 6,832,570	- 2,731,061	589,834	3,165,722
300	5,097,046	5,097,046	- 7,143,747	- 3,042,238	278,657	2,854,546
400	4,785,869	4,785,869	- 7,454,923	- 3,353,415	- 32,519	2,543,369
500	4,474,693	4,474,693	- 7,766,100	- 3,664,591	- 343,696	2,232,193

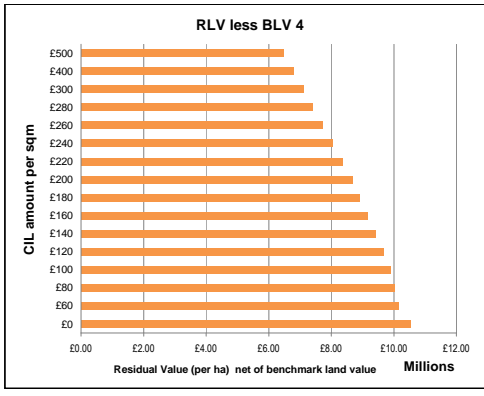
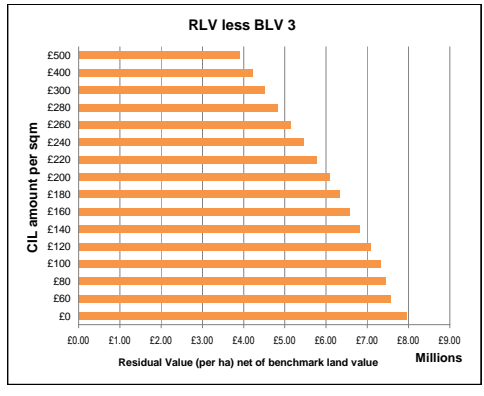
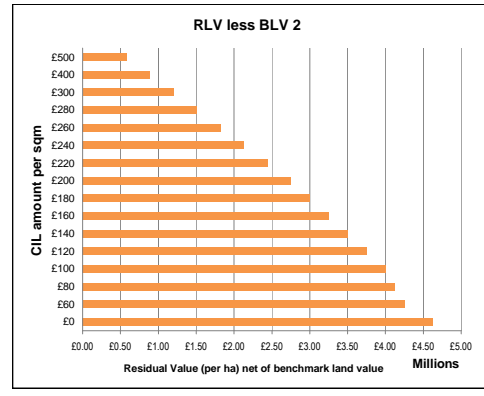
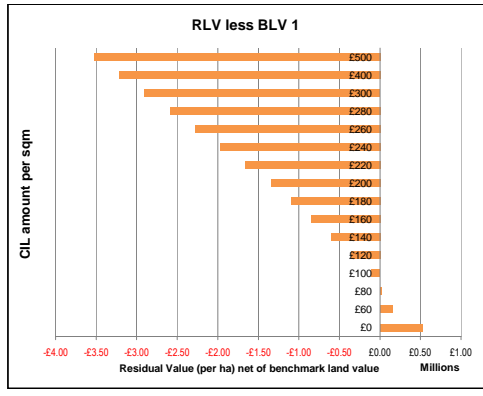


Site type 5	Description:	Area 4	£4396 psm Pin HEnd & NHRW	Site area:	1.00 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	9,518,807	9,518,807	- 2,721,986	- 1,379,523	4,700,418	7,276,307
60	9,145,395	9,145,395	- 3,095,398	- 1,006,111	4,327,006	6,902,895
80	9,020,924	9,020,924	- 3,219,869	- 881,640	4,202,536	6,778,424
100	8,896,453	8,896,453	- 3,344,339	- 757,170	4,078,065	6,653,953
120	8,647,512	8,647,512	- 3,593,280	- 508,229	3,829,124	6,405,012
140	8,398,571	8,398,571	- 3,842,222	- 259,287	3,580,182	6,156,071
160	8,149,630	8,149,630	- 4,091,163	- 10,346	3,331,241	5,907,130
180	7,900,688	7,900,688	- 4,340,104	- 238,595	3,082,300	5,658,188
200	7,651,747	7,651,747	- 4,589,045	- 487,536	2,833,359	5,409,247
220	7,340,571	7,340,571	- 4,900,222	- 798,713	2,522,182	5,098,071
240	7,029,394	7,029,394	- 5,211,398	- 1,109,890	2,211,006	4,786,894
260	6,718,218	6,718,218	- 5,522,575	- 1,421,066	1,899,829	4,475,718
280	6,407,041	6,407,041	- 5,833,752	- 1,732,243	1,588,652	4,164,541
300	6,095,864	6,095,864	- 6,144,928	- 2,043,419	1,277,476	3,853,364
400	5,784,688	5,784,688	- 6,456,105	- 2,354,596	966,299	3,542,188
500	5,473,511	5,473,511	- 6,767,281	- 2,665,772	655,123	3,231,011



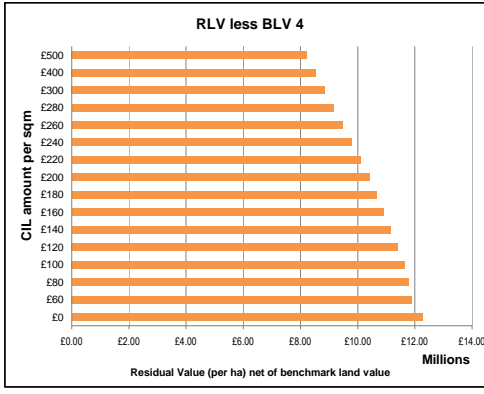
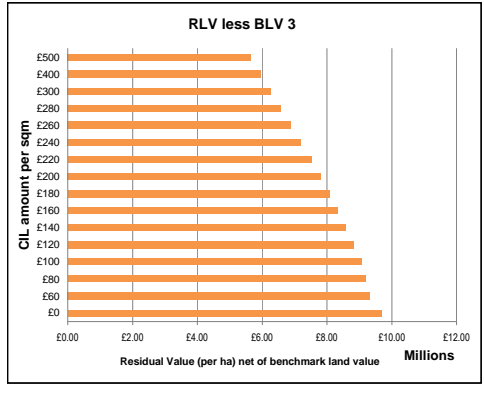
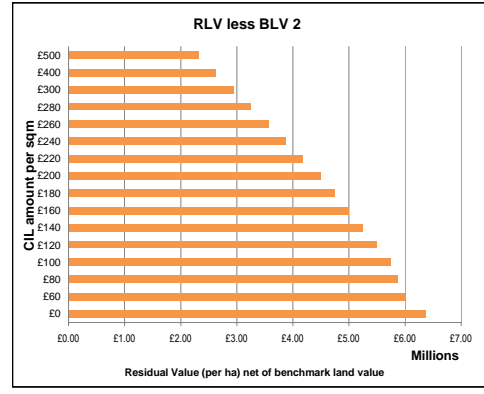
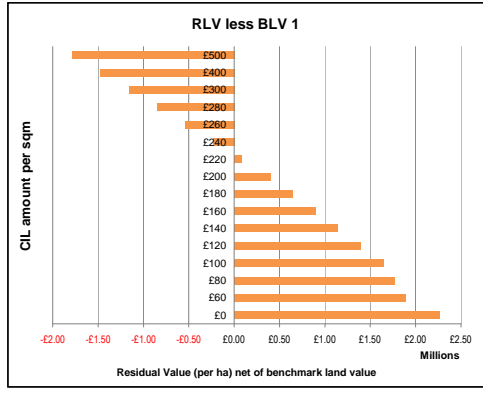
Site type 5 Description: **Area 5 E5005 psm Pin Green** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	12,759,840	12,759,840	519,047	4,620,556	7,941,451	10,517,340
60	12,386,428	12,386,428	145,635	4,247,144	7,568,039	10,143,928
80	12,261,957	12,261,957	21,165	4,122,674	7,443,569	10,019,457
100	12,137,487	12,137,487	-	3,998,203	7,319,098	9,894,987
120	11,888,545	11,888,545	-	3,524,247	7,070,157	9,646,045
140	11,639,604	11,639,604	-	3,500,321	6,821,216	9,397,104
160	11,390,663	11,390,663	-	3,251,379	6,572,274	9,148,163
180	11,141,722	11,141,722	-	3,002,438	6,323,333	8,899,222
200	10,892,781	10,892,781	-	2,753,497	6,074,392	8,650,281
220	10,581,604	10,581,604	-	2,442,320	5,763,215	8,339,104
240	10,270,427	10,270,427	-	2,131,144	5,452,039	8,027,927
260	9,959,251	9,959,251	-	2,281,542	5,140,862	7,716,751
280	9,648,074	9,648,074	-	2,592,718	4,829,686	7,405,574
300	9,336,898	9,336,898	-	2,903,895	4,518,509	7,094,398
400	9,025,721	9,025,721	-	3,215,071	4,207,333	6,783,221
500	8,714,545	8,714,545	-	3,526,248	3,896,156	6,472,045



Site type 5 Description: **Area 6 E5382 psm Hrw Hill** Site area: 1.00 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	14,501,177	14,501,177	2,260,385	6,361,894	9,682,789	12,258,677
60	14,127,766	14,127,766	1,886,973	5,988,482	9,309,377	11,885,266
80	14,003,295	14,003,295	1,762,502	5,864,011	9,184,906	11,760,795
100	13,878,824	13,878,824	1,638,032	5,739,541	9,060,436	11,636,324
120	13,629,883	13,629,883	1,389,091	5,490,599	8,811,495	11,387,383
140	13,380,942	13,380,942	1,140,149	5,241,658	8,562,553	11,138,442
160	13,132,001	13,132,001	891,208	4,992,717	8,313,612	10,889,501
180	12,883,059	12,883,059	642,267	4,743,776	8,064,671	10,640,559
200	12,634,118	12,634,118	393,326	4,494,834	7,815,730	10,391,618
220	12,322,942	12,322,942	82,149	4,183,658	7,504,553	10,080,442
240	12,011,765	12,011,765	-	3,872,481	7,193,376	9,769,265
260	11,700,588	11,700,588	-	3,561,305	6,882,200	9,458,088
280	11,389,412	11,389,412	-	3,250,128	6,571,023	9,146,912
300	11,078,235	11,078,235	-	2,938,952	6,259,847	8,835,735
400	10,767,059	10,767,059	-	2,627,775	5,948,670	8,524,559
500	10,455,882	10,455,882	-	2,316,599	5,637,494	8,213,382



CIL Viability LB Harrow

Benchmark Land Values (per net developable ha)

SITE TYPE	6	BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
200 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500

FLATS  
150 UPH Net area as percentage of gross 100%

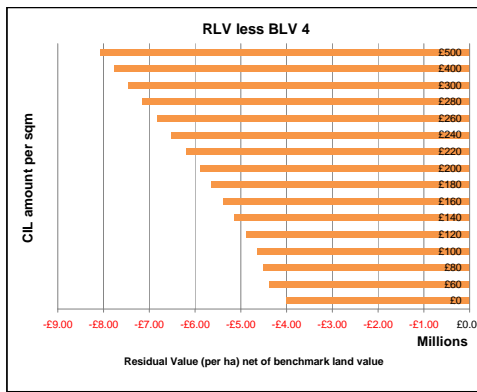
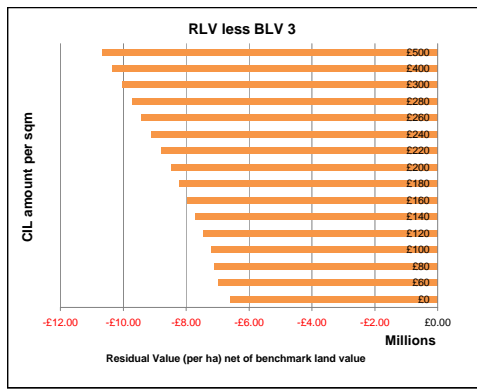
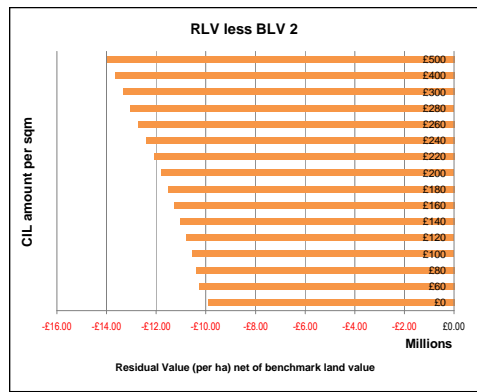
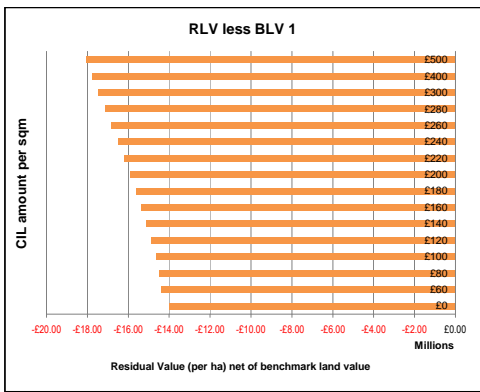
CSH level:	4 on AH	Sales value inflation
	4 on private	Build cost inflation
Aff Hsg:	40%	

Note on Benchmark land values:

\*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPBRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

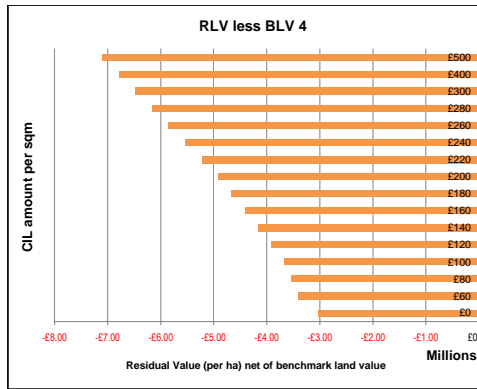
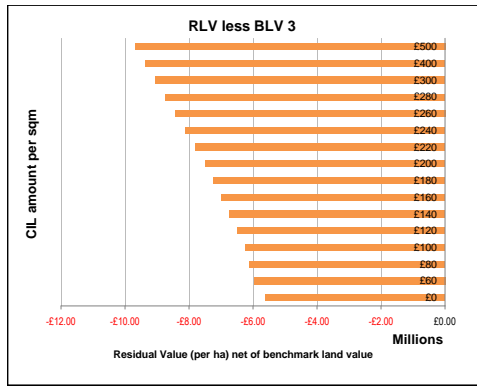
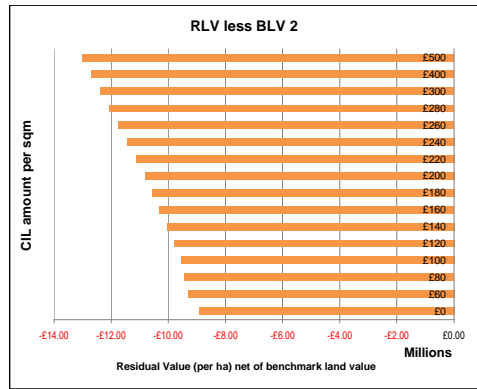
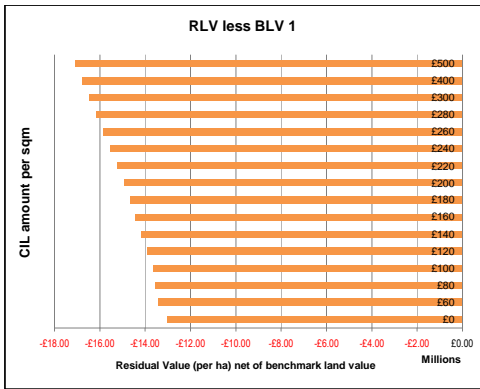
Site type 6 Description: **Area 1 £3552 psm S Harrow** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-2,353,275	-1,764,956	-14,005,749	-9,904,240	-6,583,345	-4,007,456
60	-2,853,964	-2,140,473	-14,381,265	-10,279,756	-6,958,861	-4,382,972
80	-3,020,860	-2,265,645	-14,506,438	-10,404,929	-7,084,034	-4,508,145
100	-3,187,756	-2,390,817	-14,631,610	-10,530,101	-7,209,206	-4,633,317
120	-3,521,549	-2,641,162	-14,881,954	-10,780,445	-7,459,550	-4,883,662
140	-3,855,341	-2,891,506	-15,132,299	-11,030,790	-7,709,895	-5,134,006
160	-4,189,134	-3,141,850	-15,382,643	-11,281,134	-7,960,239	-5,384,350
180	-4,522,926	-3,392,195	-15,632,987	-11,531,478	-8,210,583	-5,634,695
200	-4,856,719	-3,642,539	-15,883,332	-11,781,823	-8,460,928	-5,885,039
220	-5,273,960	-3,955,470	-16,196,262	-12,094,753	-8,773,858	-6,197,970
240	-5,691,200	-4,268,400	-16,509,193	-12,407,684	-9,086,789	-6,510,900
260	-6,108,441	-4,581,331	-16,822,123	-12,720,614	-9,399,719	-6,823,831
280	-6,525,682	-4,894,261	-17,135,054	-13,033,545	-9,712,650	-7,136,761
300	-6,942,922	-5,207,192	-17,447,984	-13,346,475	-10,025,580	-7,449,692
400	-7,360,163	-5,520,122	-17,760,915	-13,659,406	-10,338,511	-7,762,622
500	-7,777,404	-5,833,053	-18,073,845	-13,972,336	-10,651,441	-8,075,553



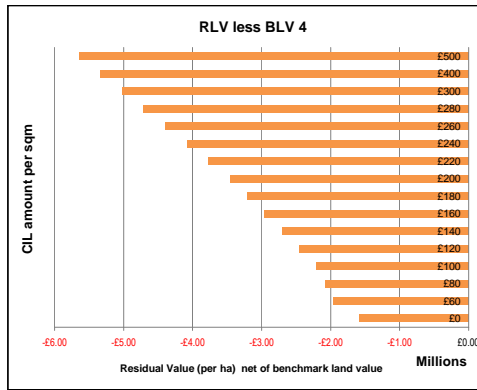
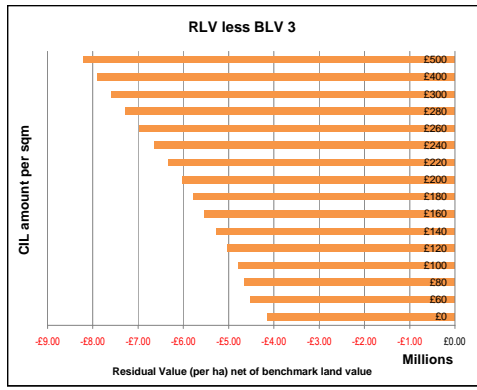
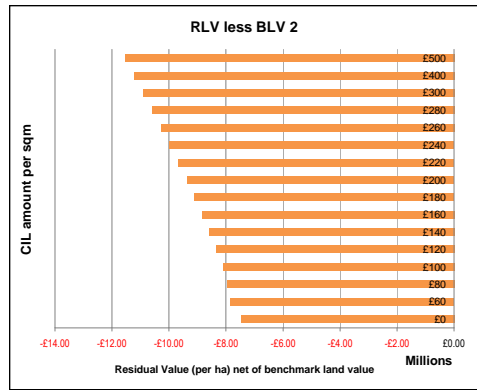
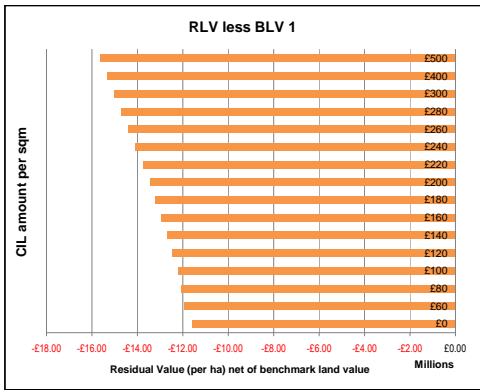
Site type 6 Description: **Area 2 £3767 psm Hrw Wid Widstne** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,054,700	791,025	13,031,818	8,930,309	5,609,414	3,033,525
60	1,555,389	1,166,542	13,407,334	9,305,825	5,984,930	3,409,042
80	1,722,285	1,291,714	13,532,507	9,430,998	6,110,103	3,534,214
100	1,889,182	1,416,886	13,657,679	9,556,170	6,235,275	3,659,386
120	2,222,974	1,667,231	13,908,023	9,806,514	6,485,619	3,909,731
140	2,556,767	1,917,575	14,158,368	10,056,859	6,735,964	4,160,075
160	2,890,559	2,167,919	14,408,712	10,307,203	6,986,308	4,410,419
180	3,224,352	2,418,264	14,659,056	10,557,548	7,236,652	4,660,764
200	3,558,144	2,668,608	14,909,401	10,807,892	7,486,997	4,911,108
220	3,975,385	2,981,539	15,222,331	11,120,822	7,799,927	5,224,039
240	4,392,626	3,294,469	15,535,262	11,433,753	8,112,858	5,536,969
260	4,809,866	3,607,400	15,848,192	11,746,683	8,425,788	5,849,900
280	5,227,107	3,920,330	16,161,123	12,059,614	8,738,719	6,162,831
300	5,644,348	4,233,261	16,474,053	12,372,544	9,051,649	6,475,761
400	6,061,588	4,546,191	16,786,984	12,685,475	9,364,580	6,788,692
500	6,478,829	4,859,122	17,099,914	12,998,405	9,677,510	7,101,622



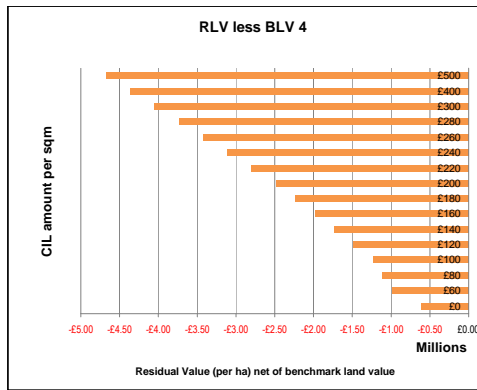
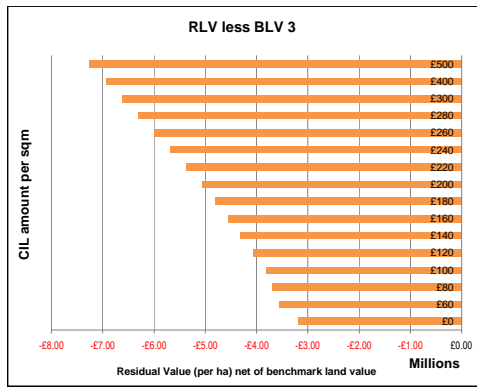
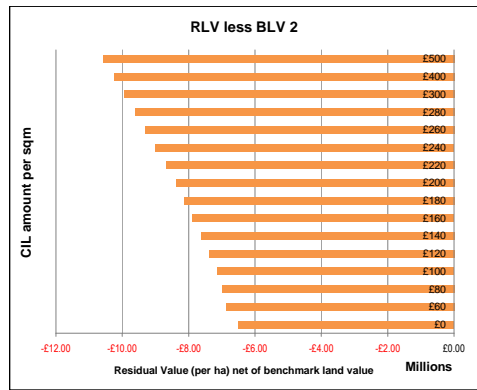
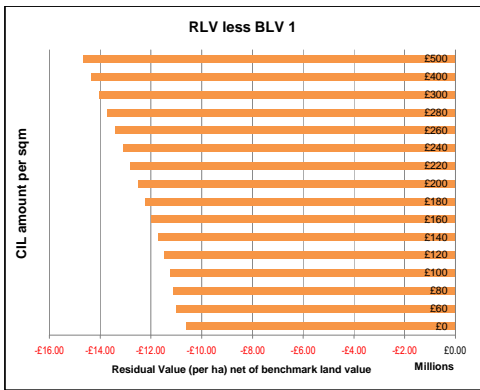
Site type 6 Description: **Area 3 £4090 psm Hrw Hdstne CPark** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	888,376	666,282	11,574,511	7,473,002	4,152,107	1,576,218
60	387,687	290,765	11,950,027	7,848,518	4,527,623	1,951,735
80	220,791	165,593	12,075,200	7,973,691	4,652,796	2,076,907
100	53,894	40,421	12,200,372	8,098,863	4,777,968	2,202,079
120	-279,898	-209,924	12,450,716	8,349,207	5,028,312	2,452,424
140	-613,691	-460,268	12,701,061	8,599,552	5,278,657	2,702,768
160	-947,483	-710,612	12,951,405	8,849,896	5,529,001	2,953,112
180	-1,281,276	-960,957	13,201,749	9,100,241	5,779,345	3,203,457
200	-1,615,068	-1,211,301	13,452,094	9,350,585	6,029,690	3,453,801
220	-2,032,309	-1,524,232	13,765,024	9,663,515	6,342,620	3,766,732
240	-2,449,550	-1,837,162	14,077,955	9,976,446	6,655,551	4,079,662
260	-2,866,790	-2,150,093	14,390,885	10,289,376	6,968,481	4,392,593
280	-3,284,031	-2,463,023	14,703,816	10,602,307	7,281,412	4,705,523
300	-3,701,272	-2,775,954	15,016,746	10,915,237	7,594,342	5,018,454
400	-4,118,512	-3,088,884	15,329,677	11,228,168	7,907,273	5,331,384
500	-4,535,753	-3,401,815	15,642,607	11,541,098	8,220,203	5,644,315



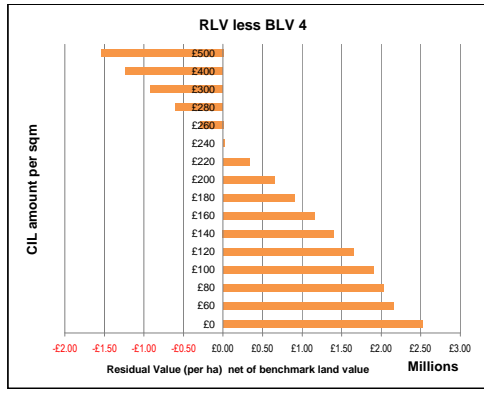
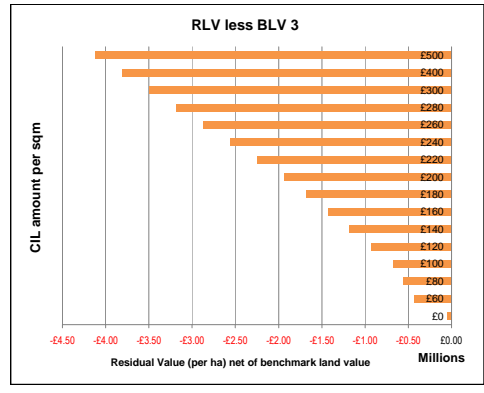
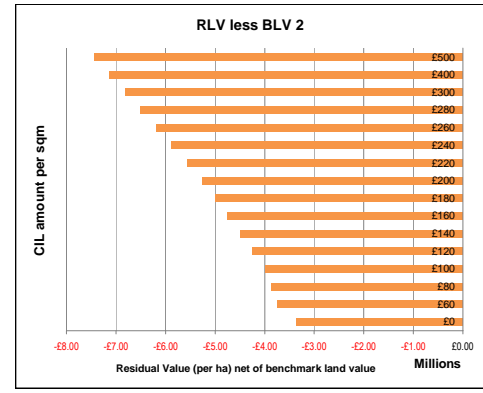
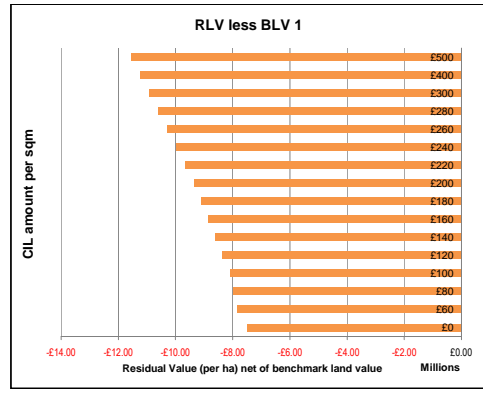
Site type 6 Description: **Area 4 £4396 psm Pin HEnd & NHrw** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,183,948	1,637,961	10,602,832	6,501,323	3,180,428	604,539
60	1,683,259	1,262,444	10,978,348	6,876,839	3,555,944	980,056
80	1,516,363	1,137,272	11,103,520	7,002,011	3,681,116	1,105,228
100	1,349,467	1,012,100	11,228,693	7,127,184	3,806,289	1,230,400
120	1,015,674	761,756	11,479,037	7,377,528	4,056,633	1,480,744
140	681,882	511,411	11,729,381	7,627,872	4,306,977	1,731,089
160	348,089	261,067	11,979,726	7,878,217	4,557,322	1,981,433
180	14,297	10,722	12,230,070	8,128,561	4,807,666	2,231,778
200	-319,496	-239,622	12,480,415	8,378,906	5,058,011	2,482,122
220	-736,737	-552,553	12,793,345	8,691,836	5,370,941	2,795,053
240	-1,153,977	-865,483	13,106,276	9,004,767	5,683,872	3,107,983
260	-1,571,218	-1,178,414	13,419,206	9,317,697	5,996,802	3,420,914
280	-1,988,459	-1,491,344	13,732,137	9,630,628	6,309,733	3,733,844
300	-2,405,699	-1,804,275	14,045,067	9,943,558	6,622,663	4,046,775
400	-2,822,940	-2,117,205	14,357,998	10,256,489	6,935,594	4,359,705
500	-3,240,181	-2,430,136	14,670,928	10,569,419	7,248,524	4,672,636



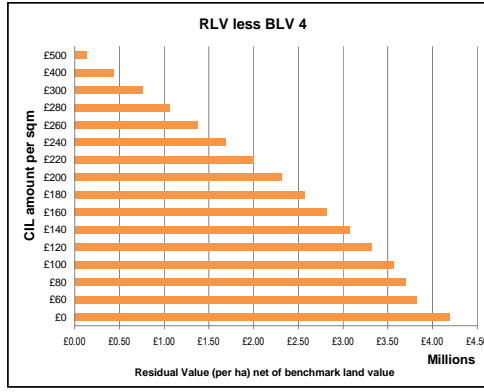
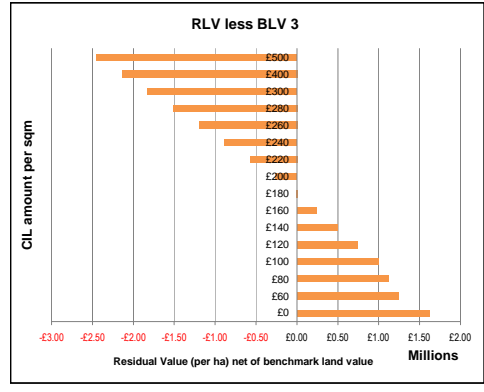
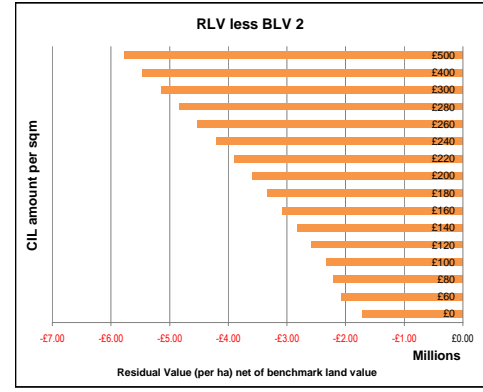
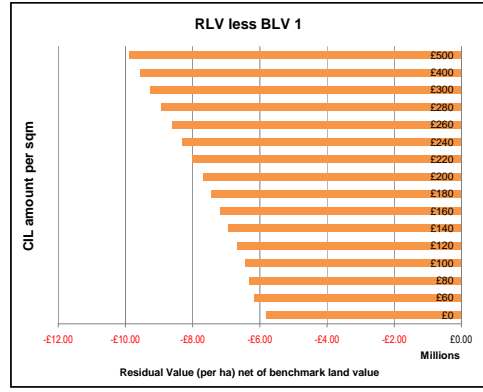
Site type 6 Description: **Area 5 E5005 psm Pin Green** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,354,328	4,765,746	- 7,475,046	- 3,373,537	- 52,642	2,523,246
60	5,853,640	4,390,230	- 7,850,563	- 3,749,054	428,159	2,147,730
80	5,686,743	4,265,058	- 7,975,735	- 3,874,226	553,331	2,022,558
100	5,519,847	4,139,885	- 8,100,907	- 3,999,398	678,503	1,897,385
120	5,186,055	3,889,541	- 8,351,252	- 4,249,743	928,848	1,647,041
140	4,852,262	3,639,197	- 8,601,596	- 4,500,087	1,179,192	1,396,697
160	4,518,469	3,388,852	- 8,851,940	- 4,750,432	1,429,536	1,146,352
180	4,184,677	3,138,508	- 9,102,285	- 5,000,776	1,679,881	896,008
200	3,850,884	2,888,163	- 9,352,629	- 5,251,120	1,930,225	645,663
220	3,433,644	2,575,233	- 9,665,560	- 5,564,051	2,243,156	332,733
240	3,016,403	2,262,302	- 9,978,490	- 5,876,981	2,556,086	19,802
260	2,599,162	1,949,372	- 10,291,421	- 6,189,912	2,869,017	293,128
280	2,181,922	1,636,441	- 10,604,351	- 6,502,842	3,181,947	606,059
300	1,764,681	1,323,511	- 10,917,282	- 6,815,773	3,494,878	918,989
400	1,347,440	1,010,580	- 11,230,212	- 7,128,703	3,807,808	1,231,920
500	930,200	697,650	- 11,543,143	- 7,441,634	4,120,739	1,544,850



Site type 6 Description: **Area 6 E5382 psm Hrw Hill** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	8,578,947	6,434,210	- 5,806,582	- 1,705,074	1,615,822	4,191,710
60	8,078,258	6,058,693	- 6,182,099	- 2,080,590	1,240,305	3,816,193
80	7,911,362	5,933,521	- 6,307,271	- 2,205,762	1,115,133	3,691,021
100	7,744,465	5,808,349	- 6,432,444	- 2,330,935	989,961	3,565,849
120	7,410,673	5,558,005	- 6,682,788	- 2,581,279	739,616	3,315,505
140	7,076,880	5,307,660	- 6,933,132	- 2,831,623	489,272	3,065,160
160	6,743,088	5,057,316	- 7,183,477	- 3,081,968	238,927	2,814,816
180	6,409,295	4,806,971	- 7,433,821	- 3,332,312	11,417	2,564,471
200	6,075,503	4,556,627	- 7,684,166	- 3,582,657	261,762	2,314,127
220	5,658,262	4,243,697	- 7,997,096	- 3,895,587	574,692	2,001,197
240	5,241,021	3,930,766	- 8,310,027	- 4,208,518	887,623	1,688,266
260	4,823,781	3,617,836	- 8,622,957	- 4,521,448	1,200,553	1,375,336
280	4,406,540	3,304,905	- 8,935,888	- 4,834,379	1,513,484	1,062,405
300	3,989,299	2,991,974	- 9,248,818	- 5,147,309	1,826,414	749,474
400	3,572,059	2,679,044	- 9,561,749	- 5,460,240	2,139,345	436,544
500	3,154,818	2,366,113	- 9,874,679	- 5,773,170	2,452,275	123,613



CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
SITE TYPE	6	BLV1	BLV2	BLV3	BLV4
200 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
FLATS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
150 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	-5% Sales value inflation			
	4 on private	Build cost inflation			
Aff Hsg:	40%				

**Note on Benchmark land values:**

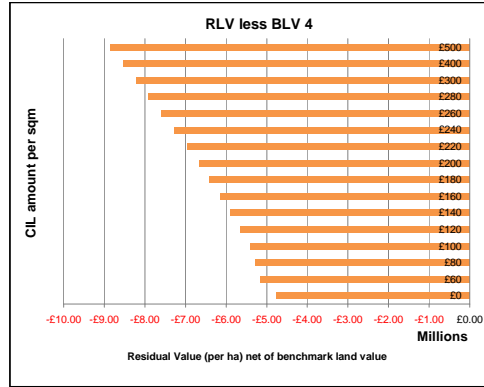
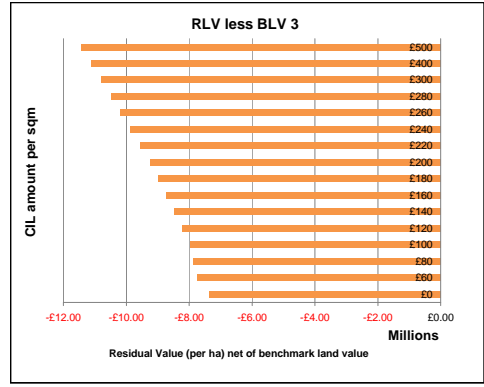
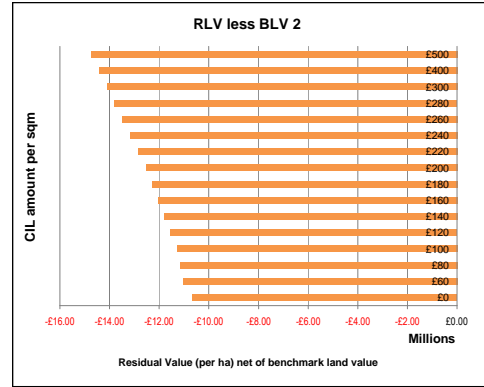
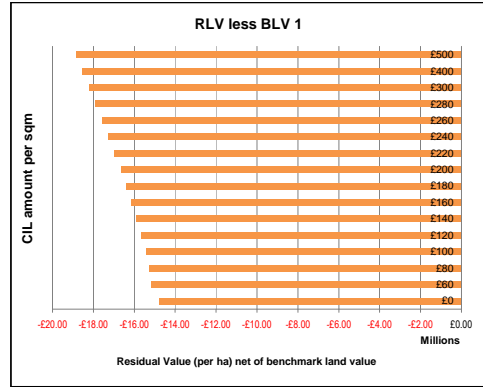
\*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).

\*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).

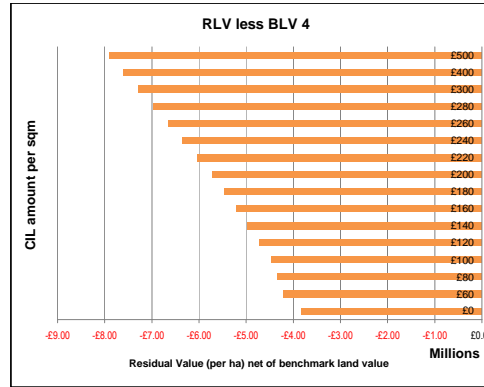
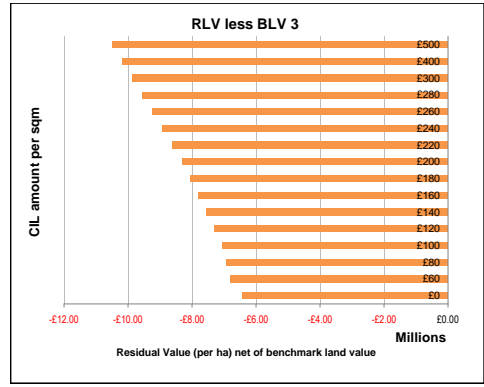
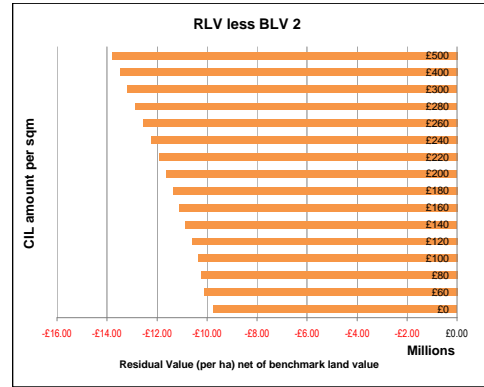
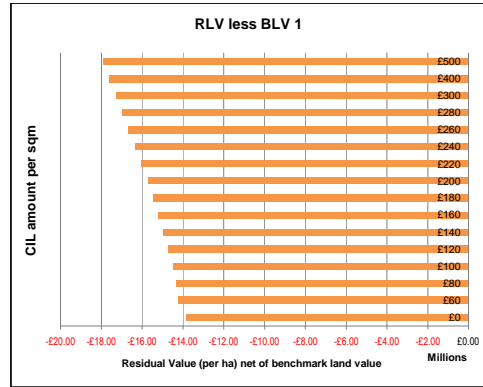
\*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).

\*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

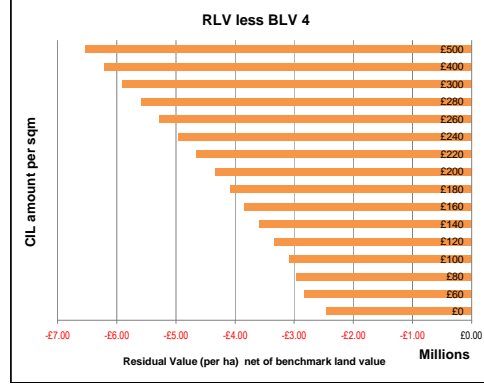
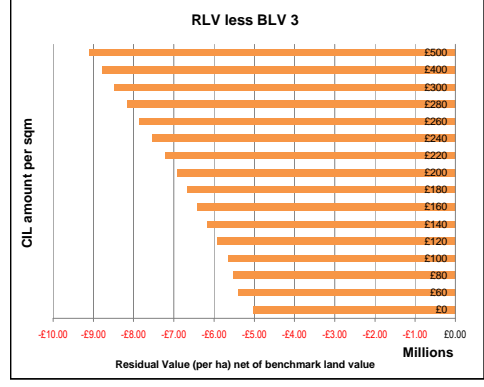
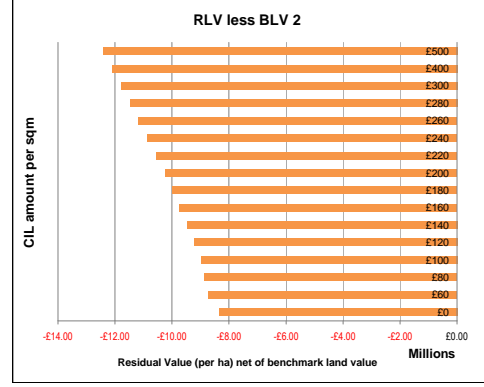
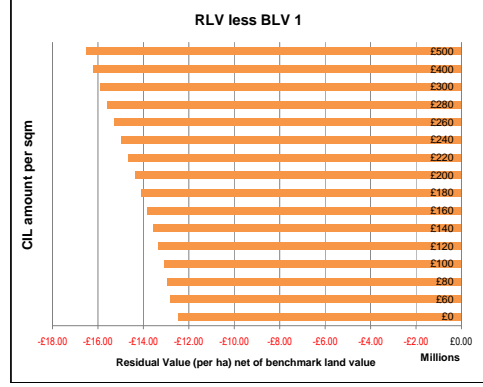
Site type 6	Description:	Area 1	£3552 psm S Harrow	Site area:	1.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-3,371,776	-2,528,832	-14,769,625	-10,668,116	-7,347,221	-4,771,332
60	-3,872,465	-2,904,349	-15,145,141	-11,043,632	-7,722,737	-5,146,849
80	-4,039,361	-3,029,521	-15,270,313	-11,168,805	-7,847,909	-5,272,021
100	-4,206,257	-3,154,693	-15,395,486	-11,293,977	-7,973,082	-5,397,193
120	-4,540,050	-3,405,037	-15,645,830	-11,544,321	-8,223,426	-5,647,537
140	-4,873,842	-3,655,382	-15,896,174	-11,794,666	-8,473,770	-5,897,882
160	-5,207,635	-3,905,726	-16,146,519	-12,045,010	-8,724,115	-6,148,226
180	-5,541,428	-4,156,071	-16,396,863	-12,295,354	-8,974,459	-6,398,571
200	-5,875,220	-4,406,415	-16,647,208	-12,545,699	-9,224,804	-6,648,915
220	-6,292,461	-4,719,346	-16,960,138	-12,858,629	-9,537,734	-6,961,846
240	-6,709,701	-5,032,276	-17,273,069	-13,171,560	-9,850,665	-7,274,776
260	-7,126,942	-5,345,207	-17,585,999	-13,484,490	-10,163,595	-7,587,707
280	-7,544,183	-5,658,137	-17,898,930	-13,797,421	-10,476,526	-7,900,637
300	-7,961,423	-5,971,068	-18,211,860	-14,110,351	-10,789,456	-8,213,568
400	-8,378,664	-6,283,998	-18,524,791	-14,423,282	-11,102,387	-8,526,498
500	-8,795,905	-6,596,929	-18,837,721	-14,736,212	-11,415,317	-8,839,429



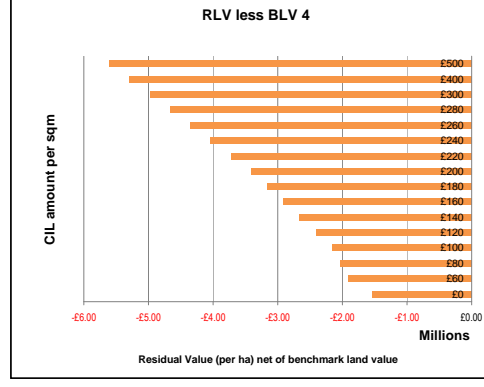
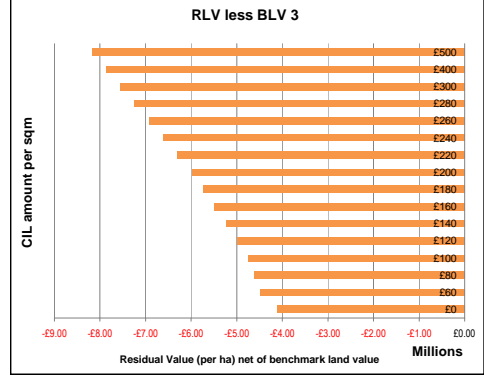
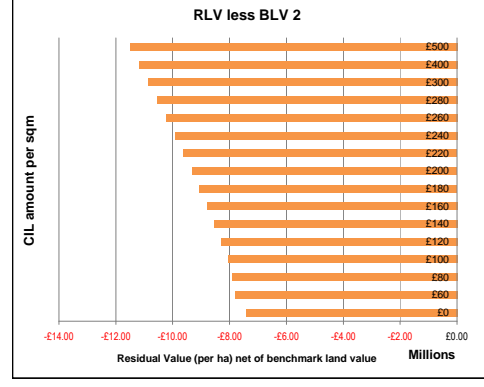
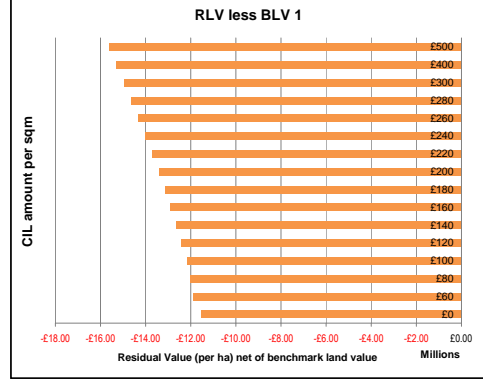
Site type 6	Description:	Area 2	£3767 psm Hrw Wid Wldstne	Site area:	1.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,134,929	1,601,197	13,841,989	9,740,480	6,419,585	3,843,697
60	2,635,618	1,976,713	14,217,506	10,115,997	6,795,102	4,219,213
80	2,802,514	2,101,885	14,342,678	10,241,169	6,920,274	4,344,385
100	2,969,410	2,227,058	14,467,850	10,366,341	7,045,446	4,469,558
120	3,303,203	2,477,402	14,718,195	10,616,686	7,295,791	4,719,902
140	3,636,995	2,727,746	14,968,539	10,867,030	7,546,135	4,970,246
160	3,970,788	2,978,091	15,218,883	11,117,374	7,796,479	5,220,591
180	4,304,580	3,228,435	15,469,228	11,367,719	8,046,824	5,470,935
200	4,638,373	3,478,780	15,719,572	11,618,063	8,297,168	5,721,280
220	5,055,614	3,791,710	16,032,503	11,930,994	8,610,099	6,034,210
240	5,472,854	4,104,641	16,345,433	12,243,924	8,923,029	6,347,141
260	5,890,095	4,417,571	16,658,364	12,556,855	9,235,960	6,660,071
280	6,307,336	4,730,502	16,971,294	12,869,785	9,548,890	6,973,002
300	6,724,576	5,043,432	17,284,225	13,182,716	9,861,821	7,285,932
400	7,141,817	5,356,363	17,597,155	13,495,646	10,174,751	7,598,863
500	7,559,058	5,669,293	17,910,086	13,808,577	10,487,682	7,911,793



Site type 6	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	1.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	284,444	213,333	12,454,125	8,352,617	5,031,721	2,455,833
60	785,133	588,849	12,829,642	8,728,133	5,407,238	2,831,349
80	952,029	714,022	12,954,814	8,853,305	5,532,410	2,956,522
100	1,118,925	839,194	13,079,986	8,978,478	5,657,582	3,081,694
120	1,452,718	1,089,538	13,330,331	9,228,822	5,907,927	3,332,038
140	1,786,510	1,339,883	13,580,675	9,479,166	6,158,271	3,582,383
160	2,120,303	1,590,227	13,831,020	9,729,511	6,408,616	3,832,727
180	2,454,095	1,840,572	14,081,364	9,979,855	6,658,960	4,083,072
200	2,787,888	2,090,916	14,331,708	10,230,200	6,909,304	4,333,416
220	3,205,129	2,403,846	14,644,639	10,543,130	7,222,235	4,646,346
240	3,622,369	2,716,777	14,957,570	10,856,061	7,535,165	4,959,277
260	4,039,610	3,029,707	15,270,500	11,168,991	7,848,096	5,272,207
280	4,456,851	3,342,638	15,583,431	11,481,922	8,161,026	5,585,138
300	4,874,091	3,655,568	15,896,361	11,794,852	8,473,957	5,898,068
400	5,291,332	3,968,499	16,209,292	12,107,783	8,786,888	6,210,999
500	5,708,573	4,281,429	16,522,222	12,420,713	9,099,818	6,523,929

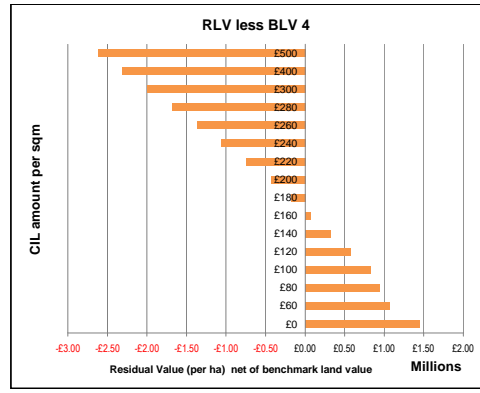
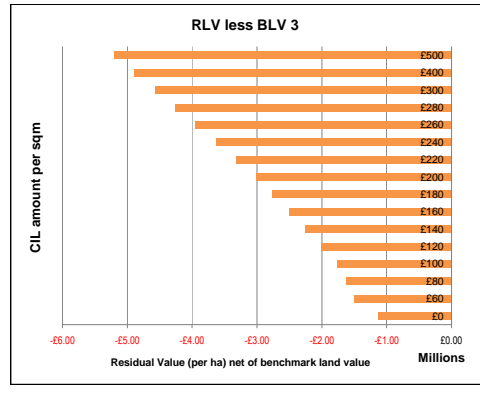
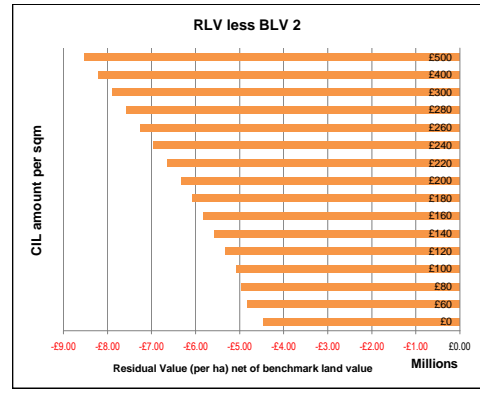
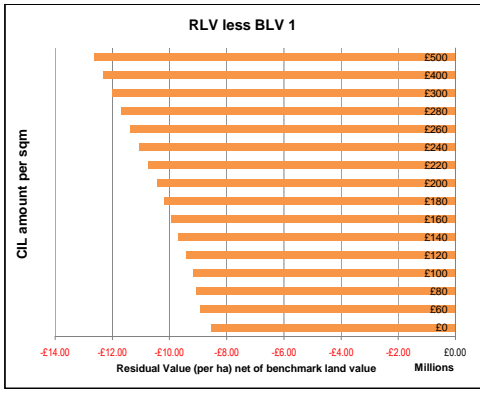


Site type 6	Description:	Area 4	£4396 psm Pin HEnd & NHrw	Site area:	1.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	949,401	712,051	11,528,742	7,427,233	4,106,338	1,530,449
60	448,712	336,534	11,904,258	7,802,749	4,481,854	1,905,966
80	281,816	211,362	12,029,431	7,927,922	4,607,026	2,031,138
100	114,920	86,190	12,154,603	8,053,094	4,732,199	2,156,310
120	218,873	164,155	12,404,947	8,303,438	4,982,543	2,406,655
140	552,665	414,499	12,655,292	8,553,783	5,232,887	2,656,999
160	886,458	664,843	12,905,636	8,804,127	5,483,232	2,907,343
180	1,220,250	915,188	13,155,980	9,054,471	5,733,576	3,157,688
200	1,554,043	1,165,532	13,406,325	9,304,816	5,983,921	3,408,032
220	1,971,284	1,478,463	13,719,255	9,617,746	6,296,851	3,720,963
240	2,388,524	1,791,393	14,032,186	9,930,677	6,609,782	4,033,893
260	2,805,765	2,104,324	14,345,116	10,243,607	6,922,712	4,346,824
280	3,223,006	2,417,254	14,658,047	10,556,538	7,235,643	4,659,754
300	3,640,246	2,730,185	14,970,977	10,869,468	7,548,573	4,972,685
400	4,057,487	3,043,115	15,283,908	11,182,399	7,861,504	5,285,615
500	4,474,728	3,356,046	15,596,838	11,495,329	8,174,434	5,598,546



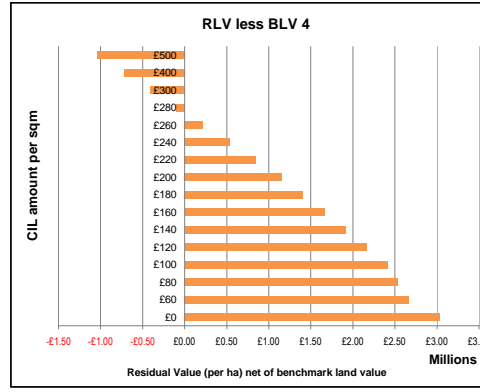
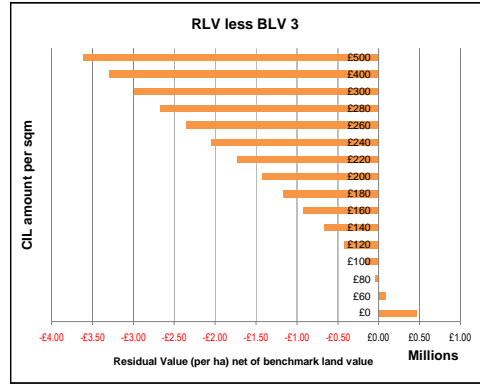
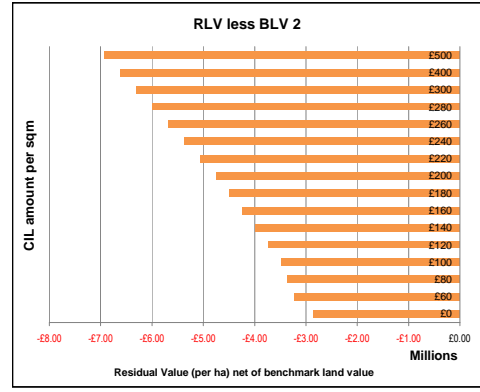
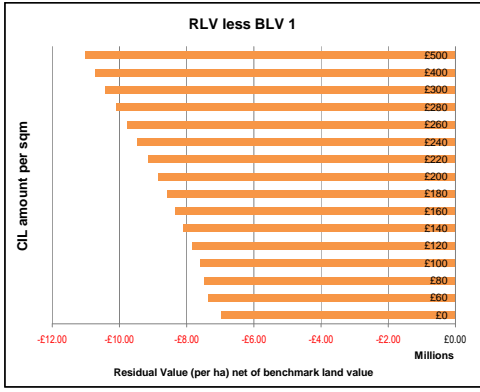
Site type 6 Description: **Area 5 E5005 psm Pin Green** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,919,168	3,689,376	- 8,551,417	- 4,449,908	- 1,129,013	1,446,876
60	4,418,479	3,313,859	- 8,926,933	- 4,825,424	- 1,504,529	1,071,359
80	4,251,583	3,188,687	- 9,052,106	- 4,950,597	- 1,629,702	946,187
100	4,084,686	3,063,515	- 9,177,278	- 5,075,769	- 1,754,874	821,015
120	3,750,894	2,813,170	- 9,427,622	- 5,326,113	- 2,005,218	570,670
140	3,417,101	2,562,826	- 9,677,967	- 5,576,458	- 2,255,563	320,326
160	3,083,309	2,312,482	- 9,928,311	- 5,826,802	- 2,505,907	69,982
180	2,749,516	2,062,137	- 10,178,655	- 6,077,147	- 2,756,251	- 180,363
200	2,415,724	1,811,793	- 10,429,000	- 6,327,491	- 3,006,596	- 430,707
220	1,998,483	1,498,862	- 10,741,930	- 6,640,421	- 3,319,526	- 743,638
240	1,581,242	1,185,932	- 11,054,861	- 6,953,352	- 3,632,457	- 1,056,568
260	1,164,002	873,001	- 11,367,791	- 7,266,282	- 3,945,387	- 1,369,499
280	746,761	560,071	- 11,680,722	- 7,579,213	- 4,258,318	- 1,682,429
300	329,520	247,140	- 11,993,652	- 7,892,143	- 4,571,248	- 1,995,360
400	-87,720	65,790	- 12,306,583	- 8,205,074	- 4,884,179	- 2,308,290
500	-504,961	378,721	- 12,619,513	- 8,518,004	- 5,197,109	- 2,621,221



Site type 6 Description: **Area 6 E5382 psm Hrw Hill** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,035,763	5,276,822	- 6,963,970	- 2,862,461	458,434	3,034,322
60	6,535,074	4,901,306	- 7,339,487	- 3,237,978	82,917	2,658,806
80	6,368,178	4,776,134	- 7,464,659	- 3,363,150	- 42,255	2,533,634
100	6,201,282	4,650,961	- 7,589,831	- 3,488,322	- 167,427	2,408,461
120	5,867,489	4,400,617	- 7,840,176	- 3,738,667	- 417,772	2,158,117
140	5,533,697	4,150,273	- 8,090,520	- 3,989,011	- 668,116	1,907,773
160	5,199,904	3,899,928	- 8,340,864	- 4,239,356	- 918,460	1,657,428
180	4,866,112	3,649,584	- 8,591,209	- 4,489,700	- 1,168,805	1,407,084
200	4,532,319	3,399,239	- 8,841,553	- 4,740,044	- 1,419,149	1,156,739
220	4,115,078	3,086,309	- 9,154,484	- 5,052,975	- 1,732,080	843,809
240	3,697,838	2,773,378	- 9,467,414	- 5,365,905	- 2,045,010	530,878
260	3,280,597	2,460,448	- 9,780,345	- 5,678,836	- 2,357,941	217,948
280	2,863,356	2,147,517	- 10,093,275	- 5,991,766	- 2,670,871	- 94,983
300	2,446,116	1,834,587	- 10,406,206	- 6,304,697	- 2,983,802	- 407,913
400	2,028,875	1,521,656	- 10,719,136	- 6,617,627	- 3,296,732	- 720,844
500	1,611,634	1,208,726	- 11,032,067	- 6,930,558	- 3,609,663	- 1,033,774

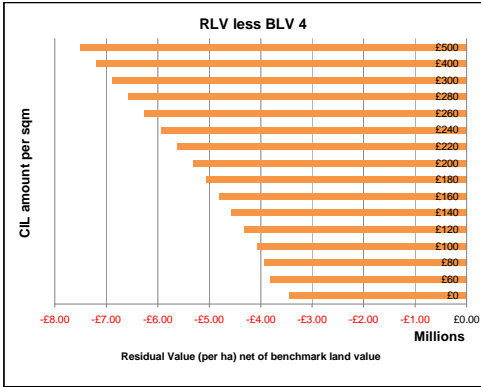
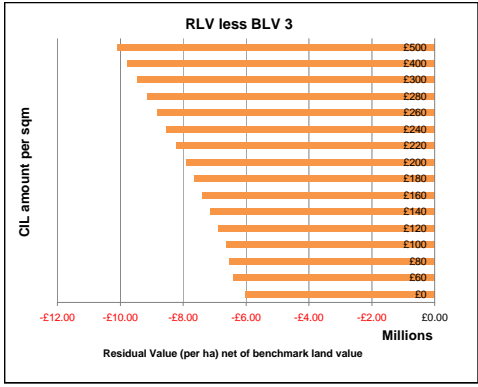
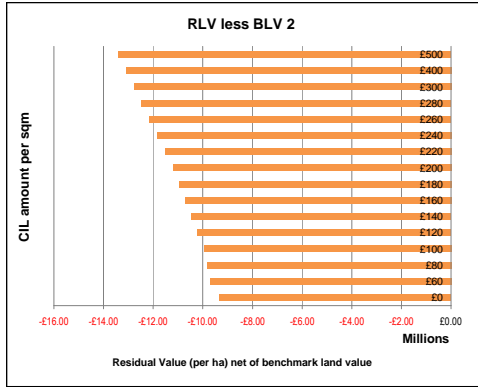
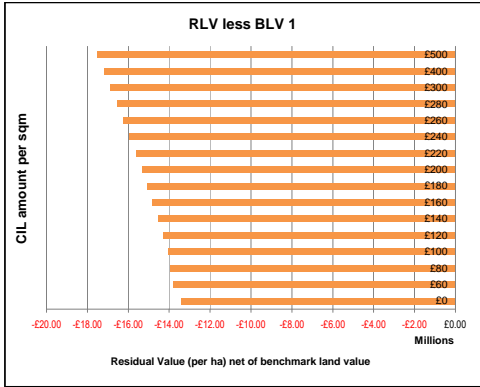




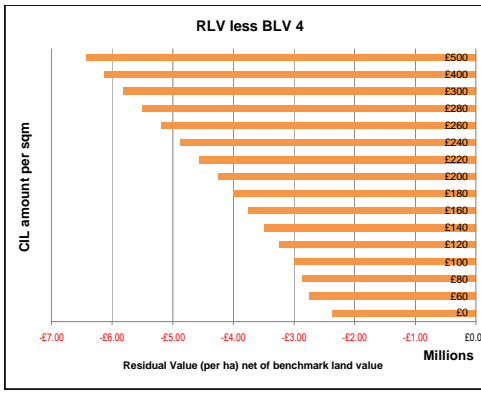
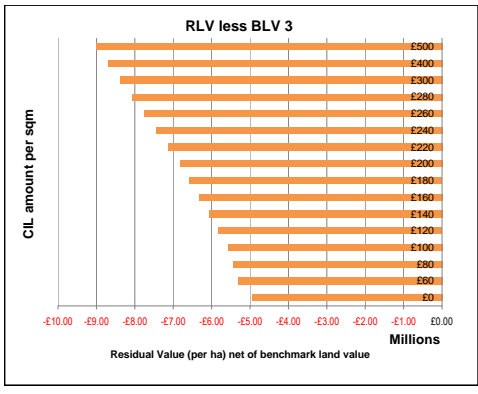
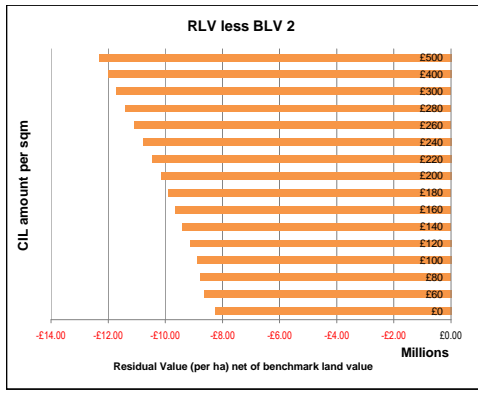
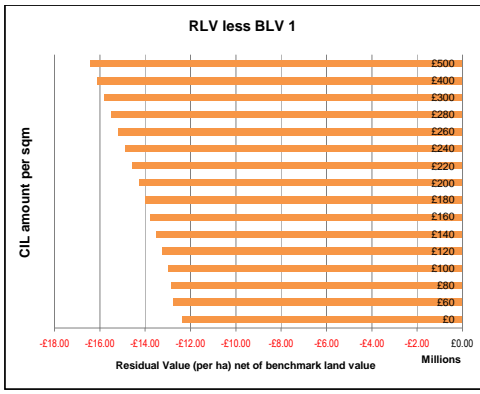
CIL Viability	LB Harrow	<b>Benchmark Land Values (per net developable ha)</b>			
<b>SITE TYPE</b> 6		BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
<b>200 UNITS</b>		£12,240,793	£8,139,284	£4,818,389	£2,242,500
<b>FLATS</b>					
<b>150 UPH</b>	Net area as percentage of gross	100%			
<b>CSH level:</b>	4 on AH	10% Sales value inflation			
	4 on private	5% Build cost inflation			
<b>Att Hsg:</b>	40%				

**Note on Benchmark land values:**  
 \*Offices (higher)" uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)" uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH" uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses" - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

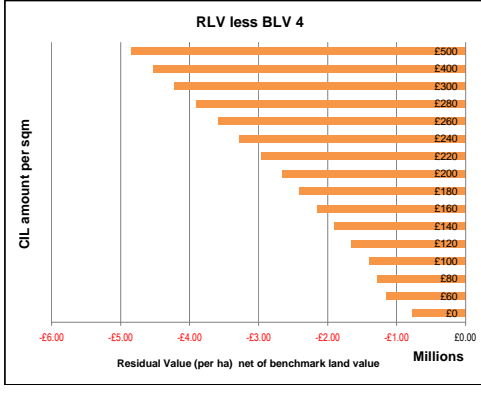
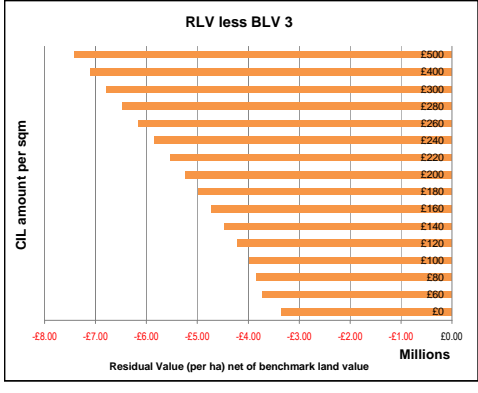
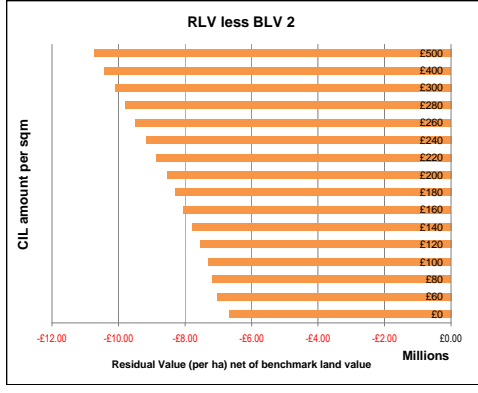
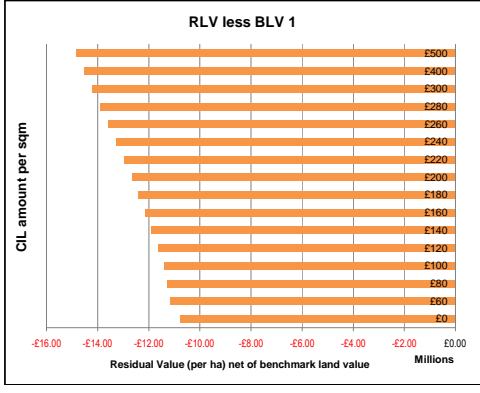
Site type 6	Description:	Area 1	£3552 psm S Harrow	Site area:	1.33 ha	
<b>CIL amount</b>	<b>RLV</b>	<b>RLV per ha</b>	<b>RLV less BLV 1</b>	<b>RLV less BLV 2</b>	<b>RLV less BLV 3</b>	<b>RLV less BLV 4</b>
0	-1,590,556	-1,192,917	-13,433,709	-9,332,200	-6,011,305	-3,435,417
60	-2,091,244	-1,568,433	-13,809,226	-9,707,717	-6,386,822	-3,810,933
80	-2,258,141	-1,693,606	-13,934,398	-9,832,889	-6,511,994	-3,936,106
100	-2,425,037	-1,818,778	-14,059,570	-9,958,061	-6,637,166	-4,061,278
120	-2,758,829	-2,069,122	-14,309,915	-10,208,406	-6,887,511	-4,311,622
140	-3,092,622	-2,319,467	-14,560,259	-10,458,750	-7,137,855	-4,561,967
160	-3,426,415	-2,569,811	-14,810,604	-10,709,095	-7,388,199	-4,812,311
180	-3,760,207	-2,820,155	-15,060,948	-10,959,439	-7,638,544	-5,062,655
200	-4,094,000	-3,070,500	-15,311,292	-11,209,783	-7,888,888	-5,313,000
220	-4,511,240	-3,383,430	-15,624,223	-11,522,714	-8,201,819	-5,625,930
240	-4,928,481	-3,696,361	-15,937,153	-11,835,644	-8,514,749	-5,938,861
260	-5,345,722	-4,009,291	-16,250,084	-12,148,575	-8,827,680	-6,251,791
280	-5,762,962	-4,322,222	-16,563,014	-12,461,505	-9,140,610	-6,564,722
300	-6,180,203	-4,635,152	-16,875,945	-12,774,436	-9,453,541	-6,877,652
400	-6,597,444	-4,948,083	-17,188,875	-13,087,366	-9,766,471	-7,190,583
500	-7,014,684	-5,261,013	-17,501,806	-13,400,297	-10,079,402	-7,503,513



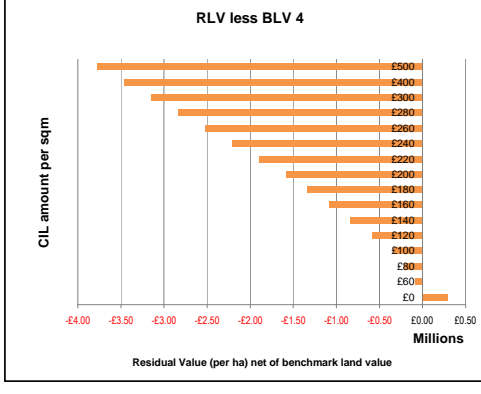
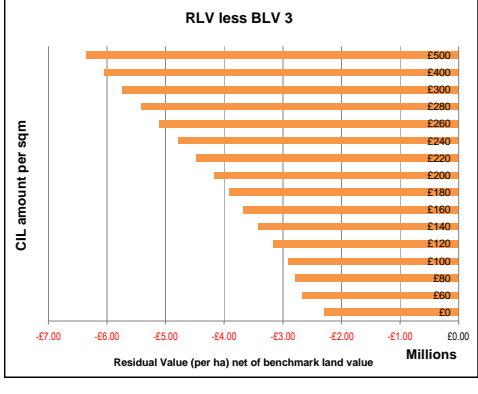
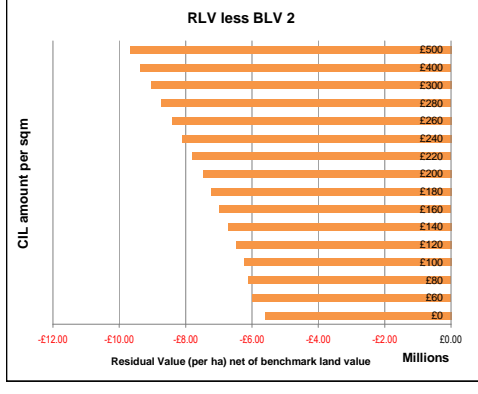
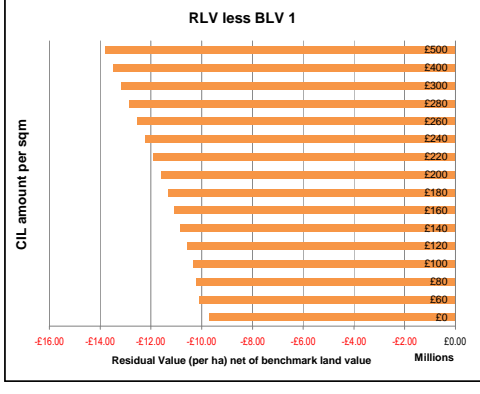
Site type 6	Description:	Area 2	£3767 psm Hrw Wid Wldstne	Site area:	1.33 ha	
<b>CIL amount</b>	<b>RLV</b>	<b>RLV per ha</b>	<b>RLV less BLV 1</b>	<b>RLV less BLV 2</b>	<b>RLV less BLV 3</b>	<b>RLV less BLV 4</b>
0	168,526	126,395	12,367,187	8,265,678	4,944,783	2,368,895
60	669,215	501,911	12,742,704	8,641,195	5,320,300	2,744,411
80	836,111	627,084	12,867,876	8,766,367	5,445,472	2,869,584
100	1,003,008	752,256	12,993,048	8,891,539	5,570,644	2,994,756
120	1,336,800	1,002,600	13,243,393	9,141,884	5,820,989	3,245,100
140	1,670,593	1,252,945	13,493,737	9,392,228	6,071,333	3,495,445
160	2,004,385	1,503,289	13,744,082	9,642,573	6,321,678	3,745,789
180	2,338,178	1,753,633	13,994,426	9,892,917	6,572,022	3,996,133
200	2,671,970	2,003,978	14,244,770	10,143,261	6,822,366	4,246,478
220	3,089,211	2,316,908	14,557,701	10,456,192	7,135,297	4,559,408
240	3,506,452	2,629,839	14,870,631	10,769,122	7,448,227	4,872,339
260	3,923,692	2,942,769	15,183,562	11,082,053	7,761,158	5,185,269
280	4,340,933	3,255,700	15,496,492	11,394,983	8,074,088	5,498,200
300	4,758,174	3,568,630	15,809,423	11,707,914	8,387,019	5,811,130
400	5,175,414	3,881,561	16,122,353	12,020,845	8,699,949	6,124,061
500	5,592,655	4,194,491	16,435,284	12,333,775	9,012,880	6,436,991



Site type 6	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	1.33 ha	
<b>CIL amount</b>	<b>RLV</b>	<b>RLV per ha</b>	<b>RLV less BLV 1</b>	<b>RLV less BLV 2</b>	<b>RLV less BLV 3</b>	<b>RLV less BLV 4</b>
0	1,959,732	1,469,799	10,770,994	6,669,485	3,348,590	772,701
60	1,459,043	1,094,282	11,146,510	7,045,002	3,724,106	1,148,218
80	1,292,147	969,110	11,271,683	7,170,174	3,849,279	1,273,390
100	1,125,250	843,938	11,396,855	7,295,346	3,974,451	1,398,562
120	791,458	593,593	11,647,199	7,545,690	4,224,795	1,648,907
140	457,665	343,249	11,897,544	7,796,035	4,475,140	1,899,251
160	123,873	92,905	12,147,888	8,046,379	4,725,484	2,149,595
180	209,920	157,440	12,398,232	8,296,724	4,975,828	2,399,940
200	543,712	407,784	12,648,577	8,547,068	5,226,173	2,650,284
220	960,963	720,715	12,961,507	8,859,998	5,539,103	2,963,215
240	1,378,194	1,033,645	13,274,438	9,172,929	5,852,034	3,276,145
260	1,795,434	1,346,576	13,587,368	9,485,859	6,164,964	3,589,076
280	2,212,675	1,659,506	13,900,299	9,798,790	6,477,895	3,902,006
300	2,629,916	1,972,437	14,213,229	10,111,720	6,790,825	4,214,937
400	3,047,156	2,285,367	14,526,160	10,424,651	7,103,756	4,527,867
500	3,464,397	2,598,298	14,839,090	10,737,582	7,416,686	4,840,798

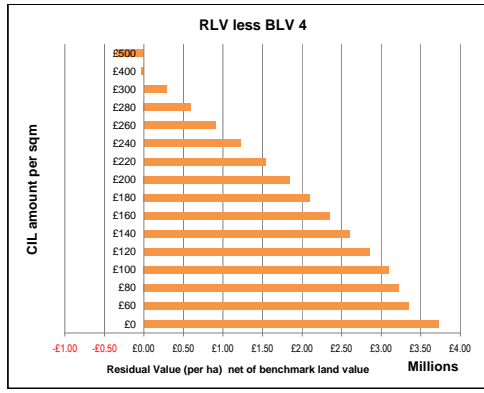
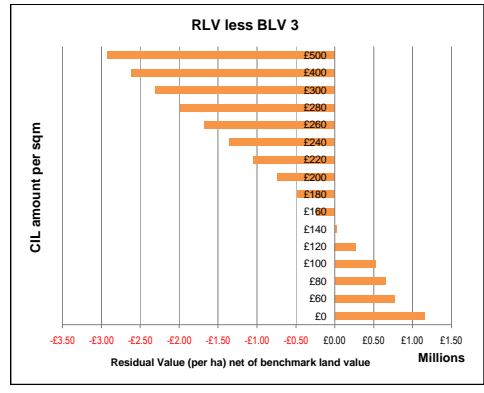
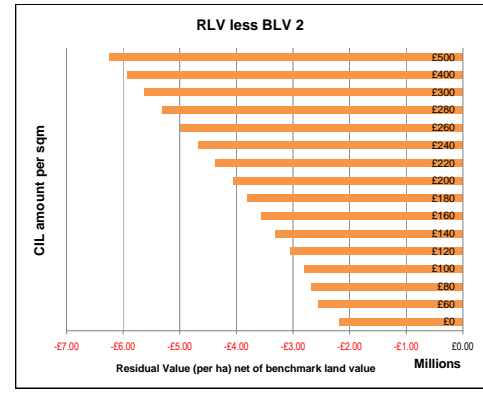
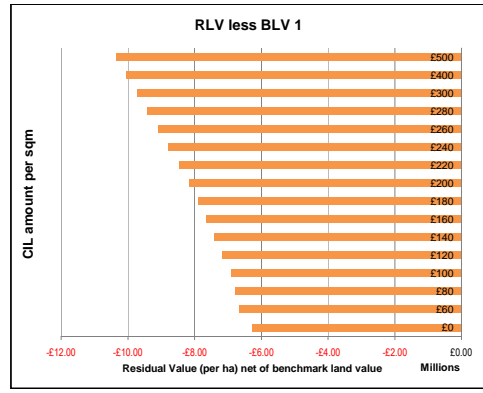


Site type 6	Description:	Area 4	£4306 psm Pin HEnd & NHRW	Site area:	1.33 ha	
<b>CIL amount</b>	<b>RLV</b>	<b>RLV per ha</b>	<b>RLV less BLV 1</b>	<b>RLV less BLV 2</b>	<b>RLV less BLV 3</b>	<b>RLV less BLV 4</b>
0	3,378,759	2,534,069	9,706,724	5,605,215	2,284,320	291,569
60	2,878,070	2,158,552	10,082,240	5,980,731	2,659,836	83,948
80	2,711,174	2,033,380	10,207,412	6,105,903	2,785,008	209,120
100	2,544,277	1,908,208	10,332,585	6,231,076	2,910,181	334,292
120	2,210,485	1,657,864	10,582,929	6,481,420	3,160,525	584,636
140	1,876,692	1,407,519	10,833,273	6,731,764	3,410,869	834,981
160	1,542,900	1,157,175	11,083,618	6,982,109	3,661,214	1,085,325
180	1,209,107	906,830	11,333,962	7,232,453	3,911,558	1,335,670
200	875,315	656,486	11,584,307	7,482,798	4,161,903	1,586,014
220	458,074	343,555	11,897,237	7,795,728	4,474,833	1,898,945
240	40,833	30,625	12,210,168	8,108,659	4,787,764	2,211,875
260	376,407	282,306	12,523,098	8,421,589	5,100,694	2,524,806
280	793,648	595,236	12,836,029	8,734,520	5,413,625	2,837,736
300	1,210,889	908,167	13,148,959	9,047,450	5,726,555	3,150,667
400	1,628,129	1,221,097	13,461,890	9,360,381	6,039,486	3,463,597
500	2,045,370	1,534,028	13,774,820	9,673,311	6,352,416	3,776,528



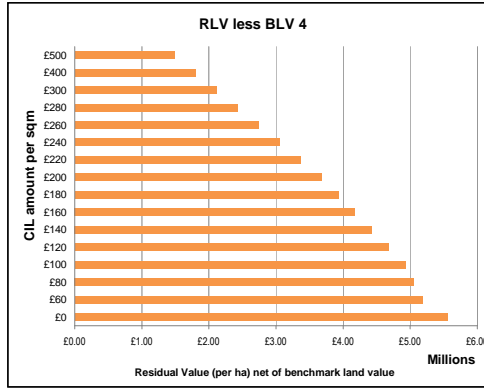
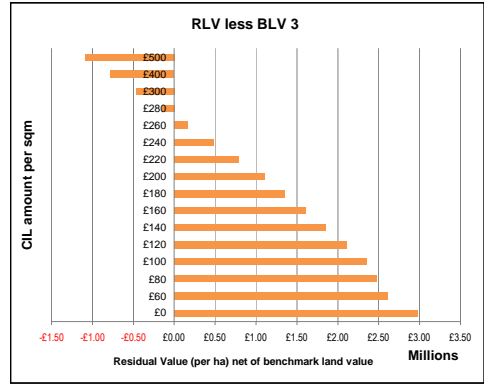
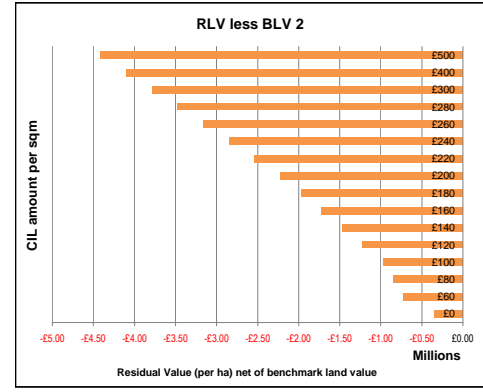
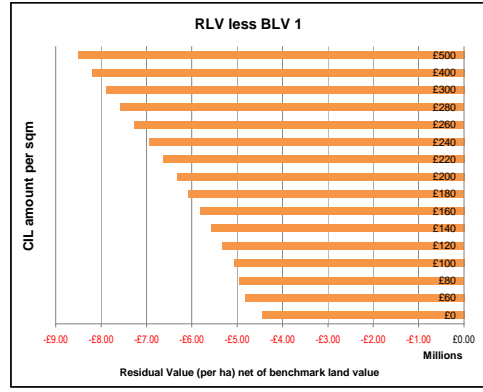
Site type 6 Description: **Area 5** E5005 psm Pin Green Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,950,367	5,962,775	- 6,278,017	- 2,176,509	1,144,387	3,720,275
60	7,449,678	5,587,259	- 6,653,534	- 2,552,025	768,870	3,344,759
80	7,282,782	5,462,086	- 6,778,706	- 2,677,197	643,698	3,219,586
100	7,115,885	5,336,914	- 6,903,878	- 2,802,370	518,526	3,094,414
120	6,782,093	5,086,570	- 7,154,223	- 3,052,714	268,181	2,844,070
140	6,448,300	4,836,225	- 7,404,567	- 3,303,058	17,837	2,593,725
160	6,114,508	4,585,881	- 7,654,912	- 3,553,403	232,508	2,343,381
180	5,780,715	4,335,536	- 7,905,256	- 3,803,747	482,852	2,093,036
200	5,446,923	4,085,192	- 8,155,600	- 4,054,092	733,196	1,842,692
220	5,029,682	3,772,262	- 8,468,531	- 4,367,022	1,046,127	1,529,762
240	4,612,441	3,459,331	- 8,781,462	- 4,679,953	1,359,057	1,216,831
260	4,195,201	3,146,401	- 9,094,392	- 4,992,883	1,671,988	903,901
280	3,777,960	2,833,470	- 9,407,323	- 5,305,814	1,984,918	590,970
300	3,360,719	2,520,540	- 9,720,253	- 5,618,744	2,297,849	278,040
400	2,943,479	2,207,609	- 10,033,184	- 5,931,675	2,610,780	34,891
500	2,526,238	1,894,679	- 10,346,114	- 6,244,605	2,923,710	347,821



Site type 6 Description: **Area 6** E5382 psm Hrw Hill Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	10,391,031	7,793,273	- 4,447,519	- 346,010	2,974,885	5,550,773
60	9,890,342	7,417,757	- 4,823,036	- 721,527	2,599,368	5,175,257
80	9,723,446	7,292,584	- 4,948,208	- 846,699	2,474,196	5,050,084
100	9,556,550	7,167,412	- 5,073,380	- 971,872	2,349,024	4,924,912
120	9,222,757	6,917,068	- 5,323,725	- 1,222,216	2,098,679	4,674,568
140	8,888,964	6,666,723	- 5,574,069	- 1,472,560	1,848,335	4,424,223
160	8,555,172	6,416,379	- 5,824,414	- 1,722,905	1,597,990	4,173,879
180	8,221,379	6,166,035	- 6,074,758	- 1,973,249	1,347,646	3,923,535
200	7,887,587	5,915,690	- 6,325,102	- 2,223,594	1,097,302	3,673,190
220	7,470,346	5,602,760	- 6,638,033	- 2,536,524	784,371	3,360,260
240	7,053,105	5,289,829	- 6,950,963	- 2,849,455	471,441	3,047,329
260	6,635,865	4,976,899	- 7,263,894	- 3,162,385	158,510	2,734,399
280	6,218,624	4,663,968	- 7,576,824	- 3,475,316	154,420	2,421,468
300	5,801,383	4,351,038	- 7,889,755	- 3,788,246	467,351	2,108,538
400	5,384,143	4,038,107	- 8,202,686	- 4,101,177	780,281	1,795,607
500	4,966,902	3,725,177	- 8,515,616	- 4,414,107	1,093,212	1,482,677



CIL Viability LB Harrow

Benchmark Land Values (per net developable ha)

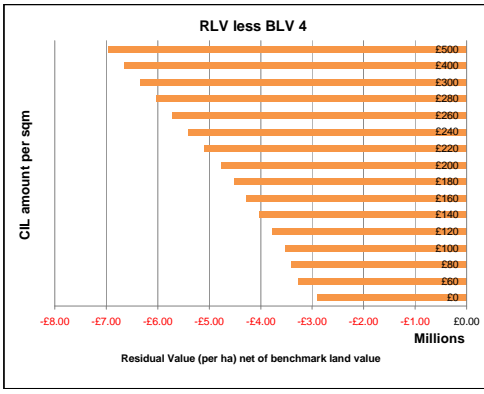
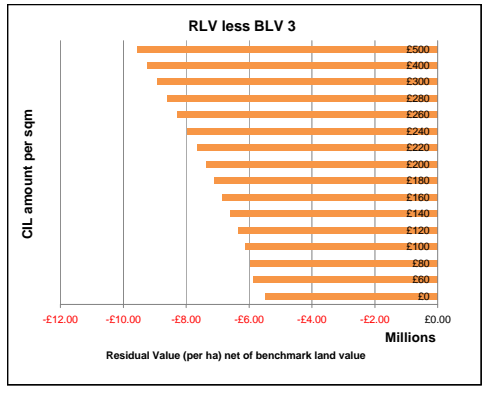
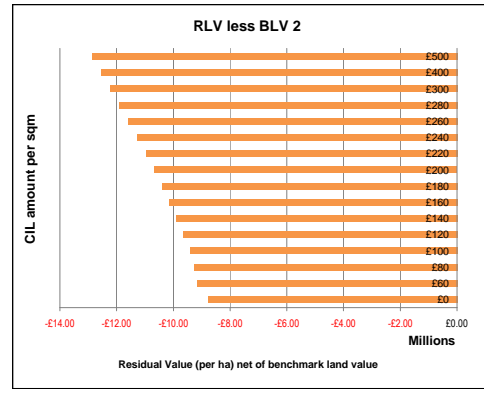
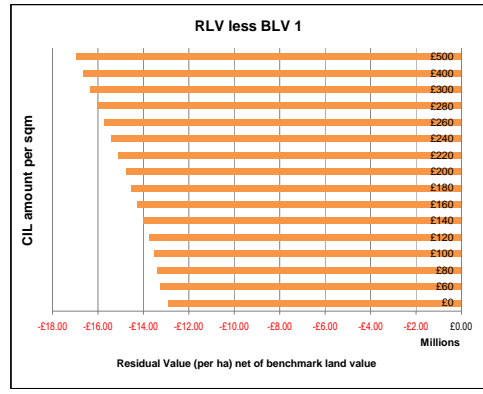
SITE TYPE	BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
6	£12,240,793	£8,139,284	£4,818,389	£2,242,500

**Note on Benchmark land values:**  
 \*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPBRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

200 UNITS	
FLATS	
150 UPH	Net area as percentage of gross 100%
CSH level:	4 on AH
	4 on private
Aff Hsg:	40%
Affordable rent	

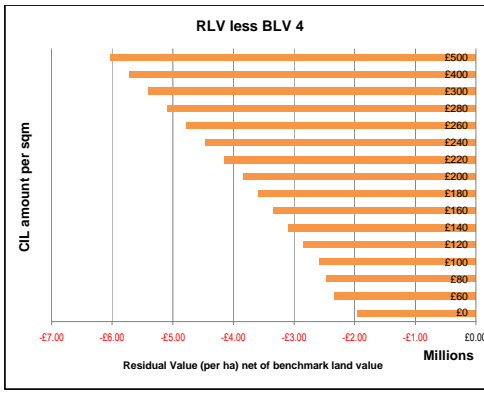
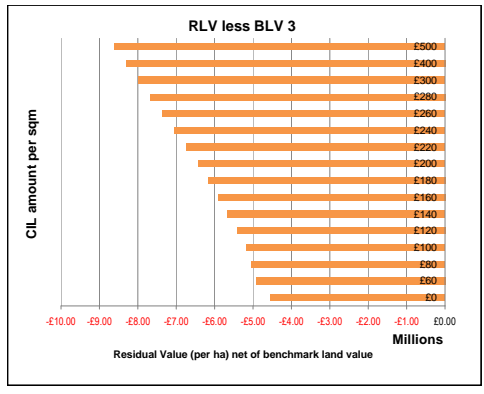
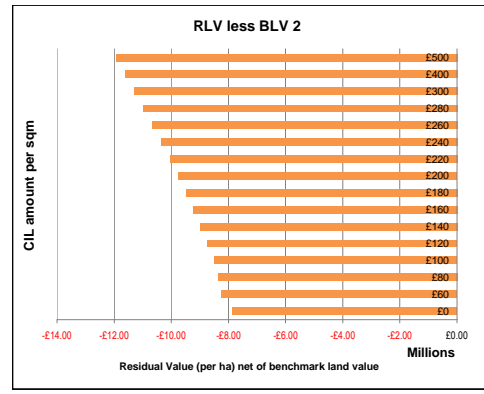
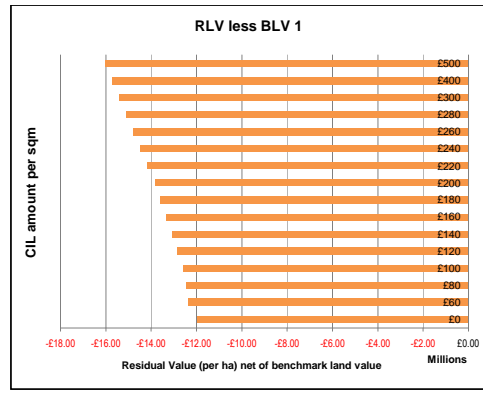
Site type 6 Description: **Area 1 £352 psm S Harrow** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-865,578	649,184	-12,889,976	-8,788,467	-5,467,572	-2,891,684
60	-1,366,267	1,024,700	-13,265,493	-9,163,984	-5,843,089	-3,267,200
80	-1,533,163	1,149,872	-13,390,665	-9,289,156	-5,968,261	-3,392,372
100	-1,700,060	1,275,045	-13,515,837	-9,414,328	-6,093,433	-3,517,545
120	-2,033,852	1,529,389	-13,766,182	-9,664,673	-6,343,778	-3,767,889
140	-2,367,645	1,775,733	-14,016,526	-9,915,017	-6,594,122	-4,018,233
160	-2,701,437	2,026,078	-14,266,870	-10,165,362	-6,844,466	-4,268,578
180	-3,035,230	2,276,422	-14,517,215	-10,415,706	-7,094,811	-4,518,922
200	-3,369,022	2,526,767	-14,767,559	-10,666,050	-7,345,155	-4,769,267
220	-3,786,263	2,839,697	-15,080,490	-10,978,981	-7,658,086	-5,082,197
240	-4,203,504	3,152,628	-15,393,420	-11,291,911	-7,971,016	-5,395,128
260	-4,620,744	3,465,558	-15,706,351	-11,604,842	-8,283,947	-5,708,058
280	-5,037,985	3,778,489	-16,019,281	-11,917,772	-8,596,877	-6,020,989
300	-5,455,226	4,091,419	-16,332,212	-12,230,703	-8,909,808	-6,333,919
400	-5,872,466	4,404,350	-16,645,142	-12,543,633	-9,222,738	-6,646,850
500	-6,289,707	4,717,280	-16,958,073	-12,856,564	-9,535,669	-6,959,780



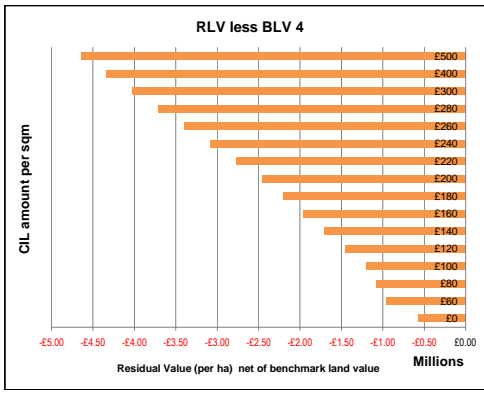
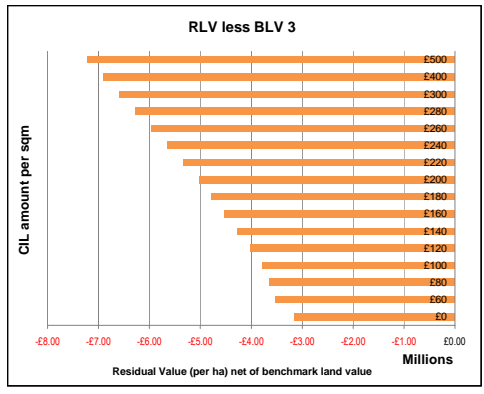
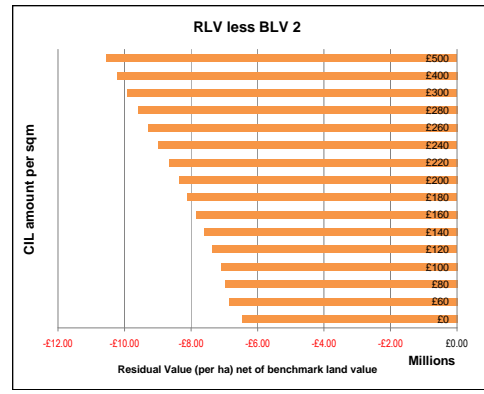
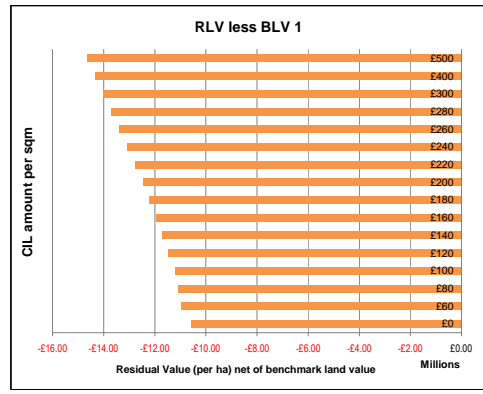
Site type 6 Description: **Area 2 £3767 psm Hrw Wid Wldstne** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	368,969	276,727	-11,964,066	-7,862,557	-4,541,662	-1,965,773
60	131,720	98,790	-12,339,583	-8,238,074	-4,917,179	-2,341,290
80	298,616	223,962	-12,464,755	-8,363,246	-5,042,351	-2,466,462
100	465,513	349,134	-12,589,927	-8,488,418	-5,167,523	-2,591,634
120	799,305	599,479	-12,840,271	-8,738,763	-5,417,867	-2,841,979
140	1,133,098	849,823	-13,090,616	-8,989,107	-5,668,212	-3,092,323
160	1,466,890	1,100,168	-13,340,960	-9,239,451	-5,918,556	-3,342,668
180	1,800,683	1,350,512	-13,591,305	-9,489,796	-6,168,901	-3,593,012
200	2,134,475	1,600,857	-13,841,649	-9,740,140	-6,419,245	-3,843,357
220	2,551,716	1,913,787	-14,154,580	-10,053,071	-6,732,176	-4,156,287
240	2,968,957	2,226,718	-14,467,510	-10,366,001	-7,045,106	-4,469,218
260	3,386,197	2,539,648	-14,780,441	-10,678,932	-7,358,037	-4,782,148
280	3,803,438	2,852,579	-15,093,371	-10,991,862	-7,670,967	-5,095,079
300	4,220,679	3,165,509	-15,406,302	-11,304,793	-7,983,898	-5,408,009
400	4,637,919	3,478,440	-15,719,232	-11,617,723	-8,296,828	-5,720,940
500	5,055,160	3,791,370	-16,032,163	-11,930,654	-8,609,759	-6,033,870



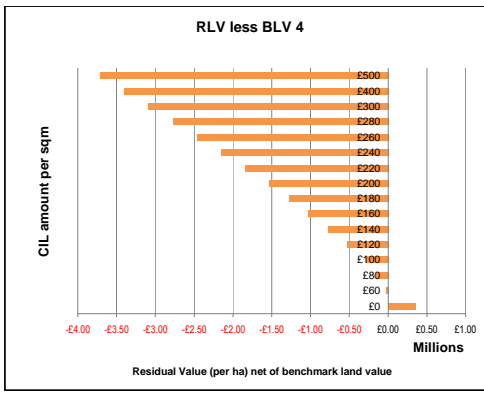
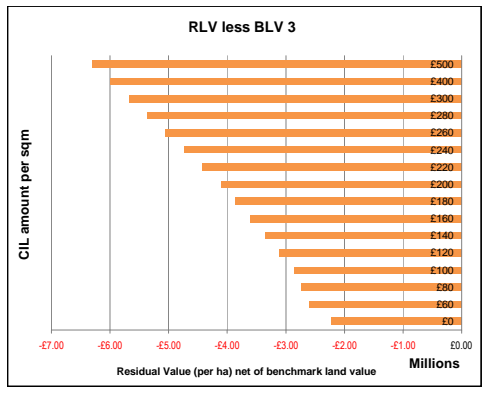
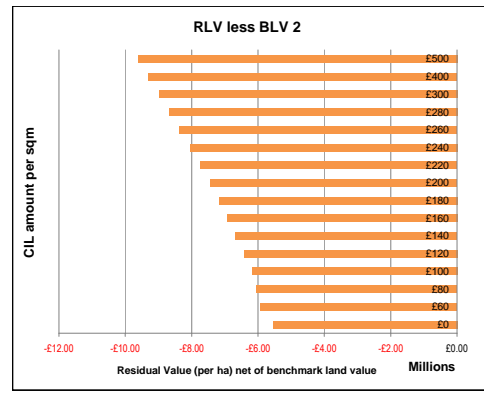
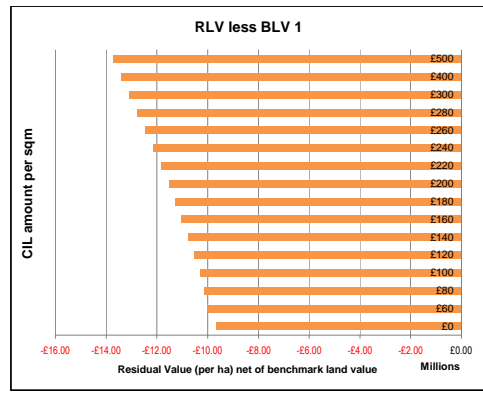
Site type 6 Description: **Area 3 £4090 psm Hrw Hdstne CPark** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,220,789	1,665,592	-10,575,201	-6,473,692	-3,152,797	-576,908
60	1,720,100	1,290,075	-10,950,717	-6,849,209	-3,528,313	-952,425
80	1,553,204	1,164,903	-11,075,890	-6,974,381	-3,653,486	-1,077,597
100	1,386,308	1,039,731	-11,201,062	-7,099,553	-3,778,658	-1,202,769
120	1,052,515	789,386	-11,451,406	-7,349,897	-4,029,002	-1,453,114
140	718,723	539,042	-11,701,751	-7,600,242	-4,279,347	-1,703,458
160	384,930	288,698	-11,952,095	-7,850,586	-4,529,691	-1,953,802
180	51,137	38,353	-12,202,439	-8,100,931	-4,780,035	-2,204,147
200	282,655	211,991	-12,452,784	-8,351,275	-5,030,380	-2,454,491
220	699,896	524,922	-12,703,128	-8,601,619	-5,280,724	-2,704,835
240	1,117,136	837,852	-13,078,645	-8,977,136	-5,656,241	-3,080,352
260	1,534,377	1,150,783	-13,391,575	-9,290,066	-5,969,171	-3,393,283
280	1,951,618	1,463,713	-13,704,506	-9,602,997	-6,282,102	-3,706,213
300	2,368,858	1,776,644	-14,017,436	-9,915,927	-6,595,032	-4,019,144
400	2,786,099	2,089,574	-14,330,367	-10,228,858	-6,907,963	-4,332,074
500	3,203,340	2,402,505	-14,643,297	-10,541,789	-7,220,893	-4,645,005



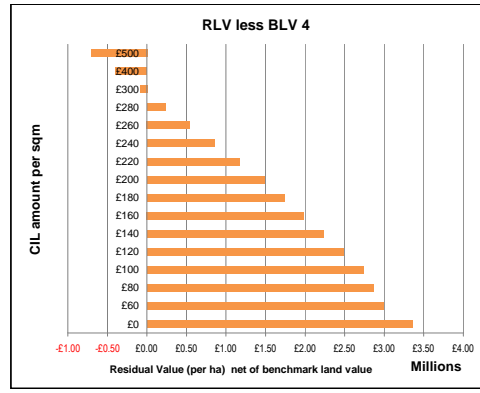
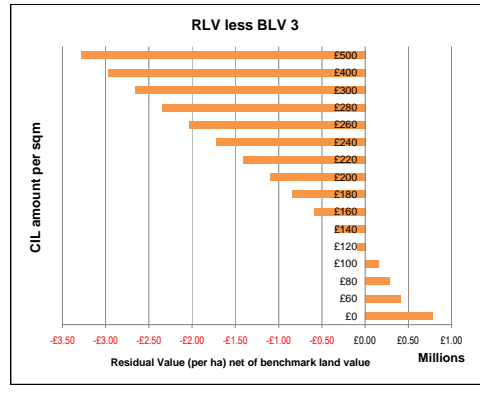
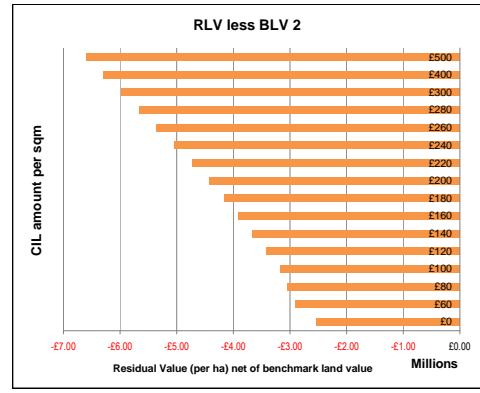
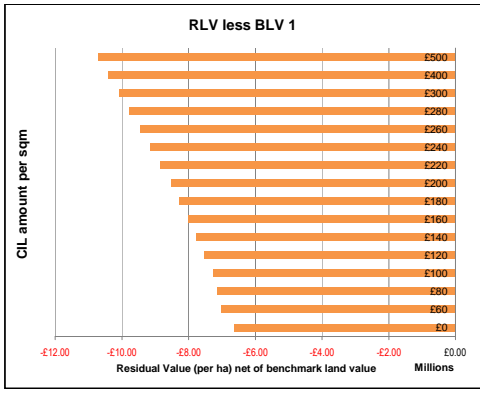
Site type 6 Description: **Area 4 £4396 psm Pin HEnd & NHrw** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,455,336	2,591,502	-9,649,291	-5,547,782	-2,226,887	-349,002
60	2,954,647	2,215,985	-10,024,807	-5,923,298	-2,602,403	-26,515
80	2,787,751	2,090,813	-10,149,979	-6,048,471	-2,727,575	151,687
100	2,620,855	1,965,641	-10,275,152	-6,173,643	-2,852,748	276,859
120	2,287,062	1,715,296	-10,525,496	-6,423,987	-3,103,092	527,204
140	1,953,269	1,464,952	-10,775,841	-6,674,332	-3,353,436	777,548
160	1,619,477	1,214,608	-11,026,185	-6,924,676	-3,603,781	1,027,892
180	1,285,684	964,263	-11,276,529	-7,175,020	-3,854,125	1,278,237
200	951,892	713,919	-11,526,874	-7,425,365	-4,104,470	1,528,581
220	534,651	400,988	-11,839,804	-7,738,295	-4,417,400	1,841,512
240	117,410	88,058	-12,152,735	-8,051,226	-4,730,331	2,154,442
260	299,830	224,873	-12,465,665	-8,364,156	-5,043,261	2,467,373
280	717,071	537,803	-12,778,596	-8,677,087	-5,356,192	2,780,303
300	1,134,312	850,734	-13,091,526	-8,990,017	-5,669,122	3,093,234
400	1,551,552	1,163,664	-13,404,457	-9,302,948	-5,982,053	3,406,164
500	1,968,793	1,476,595	-13,717,387	-9,615,878	-6,294,983	3,719,095



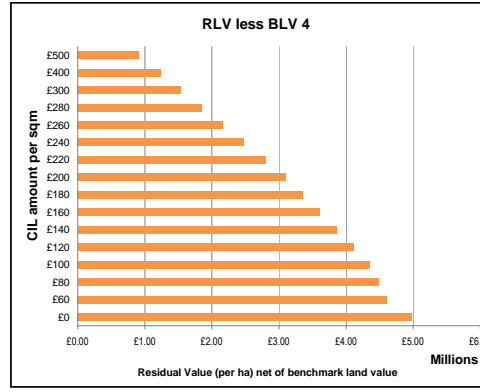
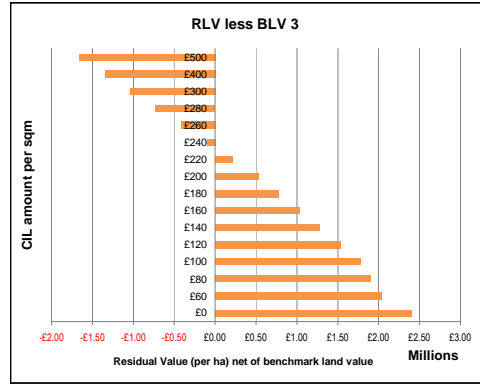
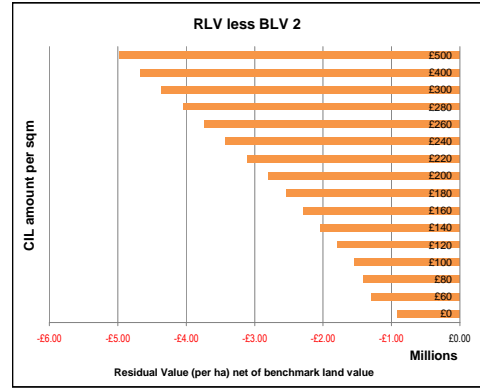
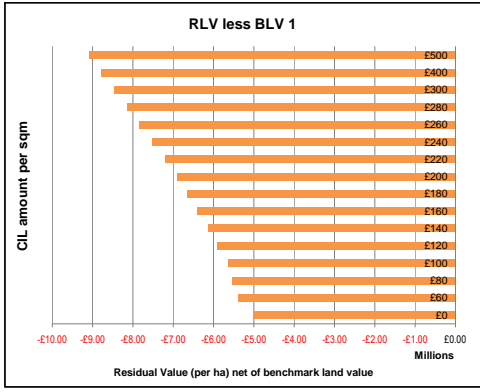
Site type 6 Description: **Area 5** **E5005 psm Pin Green** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	7,467,613	5,600,710	- 6,640,083	- 2,538,574	782,321	3,358,210
60	6,966,924	5,225,193	- 7,015,599	- 2,914,090	406,805	2,982,693
80	6,800,028	5,100,021	- 7,140,771	- 3,039,263	281,833	2,857,521
100	6,633,132	4,974,849	- 7,265,944	- 3,164,435	156,460	2,732,349
120	6,299,339	4,724,504	- 7,516,288	- 3,414,779	93,884	2,482,004
140	5,965,547	4,474,160	- 7,766,633	- 3,665,124	344,228	2,231,660
160	5,631,754	4,223,816	- 8,016,977	- 3,915,468	594,573	1,981,316
180	5,297,962	3,973,471	- 8,267,321	- 4,165,812	844,917	1,730,971
200	4,964,169	3,723,127	- 8,517,666	- 4,416,157	1,095,262	1,480,627
220	4,546,928	3,410,196	- 8,830,596	- 4,729,087	1,408,192	1,167,696
240	4,129,688	3,097,266	- 9,143,527	- 5,042,018	1,721,123	854,766
260	3,712,447	2,784,335	- 9,456,457	- 5,354,948	2,034,053	541,835
280	3,295,206	2,471,405	- 9,769,388	- 5,667,879	2,346,984	228,905
300	2,877,966	2,158,474	- 10,082,318	- 5,980,809	2,659,914	84,026
400	2,460,725	1,845,544	- 10,395,249	- 6,293,740	2,972,845	396,956
500	2,043,484	1,532,613	- 10,708,179	- 6,606,670	3,285,775	709,887



Site type 6 Description: **Area 6** **E5382 psm Hrw Hill** Site area: 1.33 ha

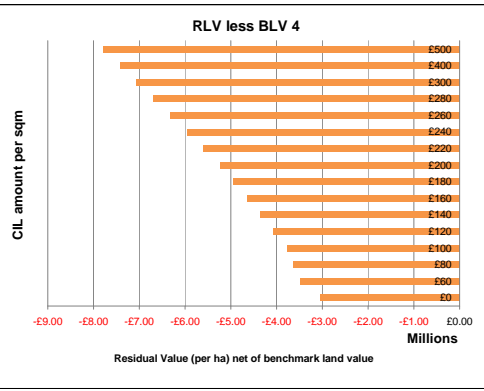
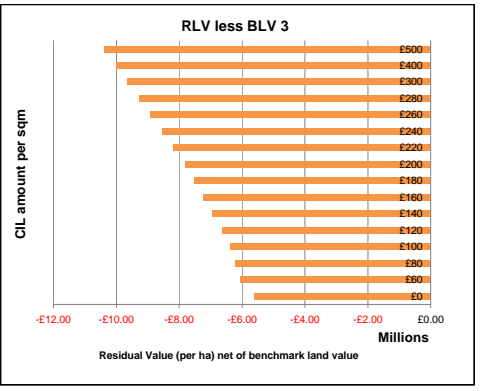
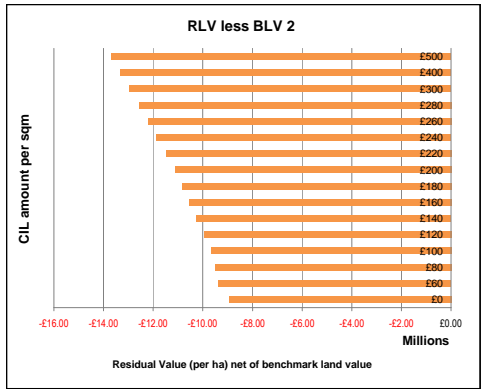
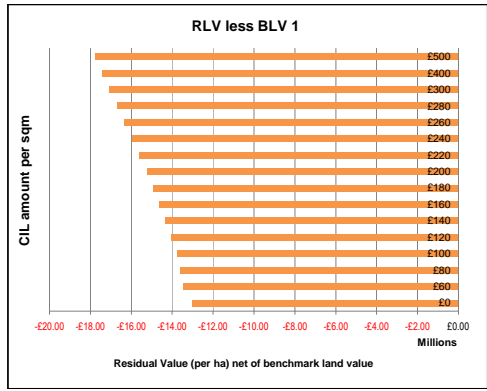
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	9,628,070	7,221,053	- 5,019,740	- 918,231	2,402,664	4,978,553
60	9,127,381	6,845,536	- 5,395,257	- 1,293,748	2,027,148	4,603,036
80	8,960,485	6,720,364	- 5,520,429	- 1,418,920	1,901,975	4,477,864
100	8,793,589	6,595,192	- 5,645,601	- 1,544,092	1,776,803	4,352,692
120	8,459,796	6,344,847	- 5,895,945	- 1,794,436	1,526,459	4,102,347
140	8,126,004	6,094,503	- 6,146,290	- 2,044,781	1,276,114	3,852,003
160	7,792,211	5,844,158	- 6,396,634	- 2,295,125	1,025,770	3,601,658
180	7,458,419	5,593,814	- 6,646,979	- 2,545,470	775,425	3,351,314
200	7,124,626	5,343,470	- 6,897,323	- 2,795,814	525,081	3,100,970
220	6,707,385	5,030,539	- 7,210,253	- 3,108,745	212,151	2,788,039
240	6,290,145	4,717,609	- 7,523,184	- 3,421,675	100,780	2,475,109
260	5,872,904	4,404,678	- 7,836,114	- 3,734,606	413,710	2,162,178
280	5,455,663	4,091,748	- 8,149,045	- 4,047,536	726,641	1,849,248
300	5,038,423	3,778,817	- 8,461,975	- 4,360,467	1,039,571	1,536,317
400	4,621,182	3,465,887	- 8,774,906	- 4,673,397	1,352,502	1,223,387
500	4,203,941	3,152,956	- 9,087,837	- 4,986,328	1,665,432	910,456



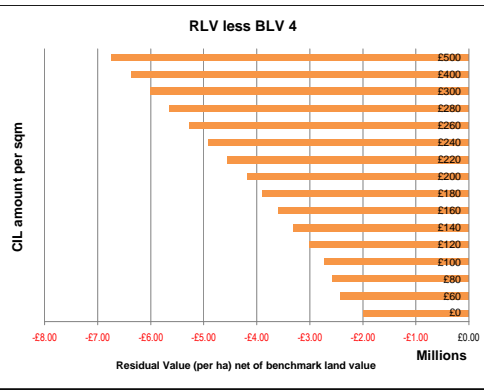
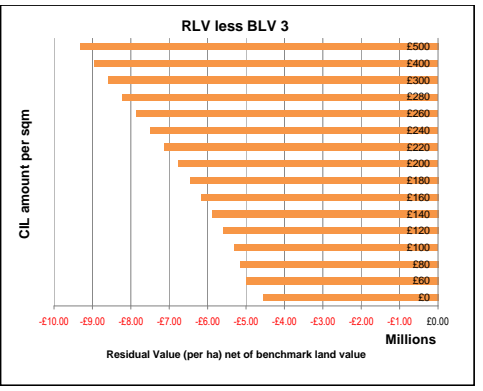
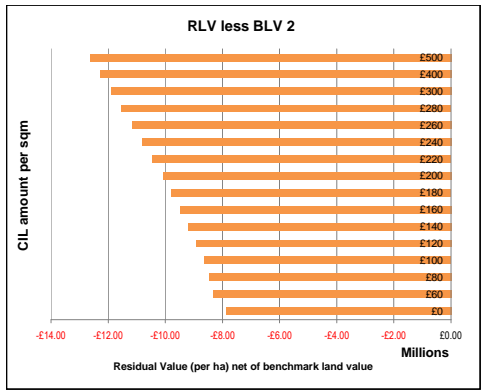
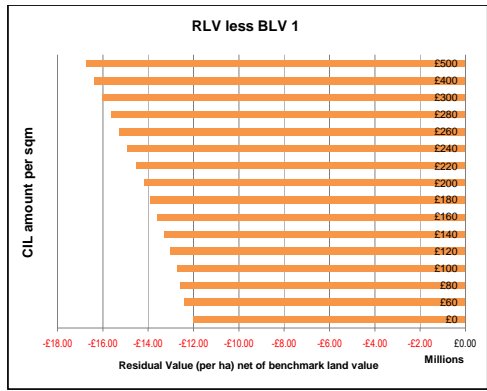
CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
SITE TYPE	6	BLV1	BLV2	BLV3	BLV4
200 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
FLATS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
150 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	Sales value inflation			
	4 on private	Build cost inflation			
Aff Hsg:	30%				

**Note on Benchmark land values:**  
 \*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

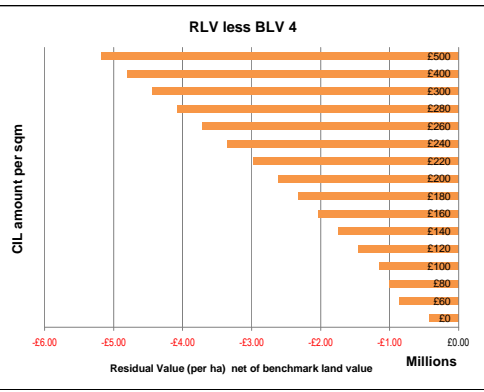
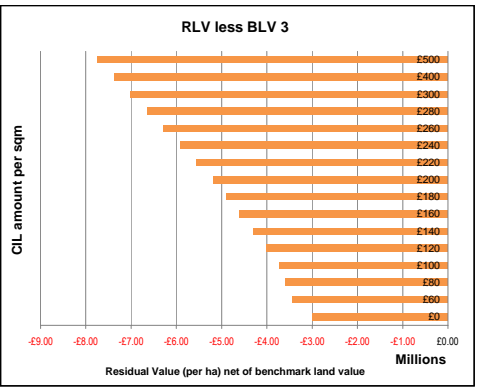
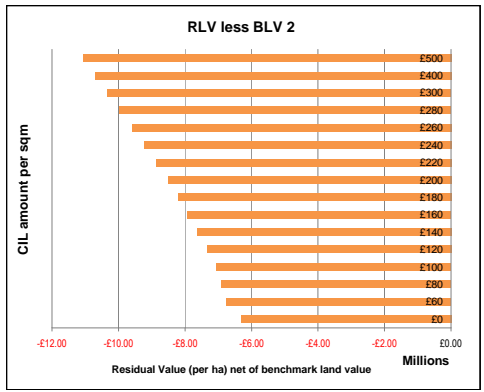
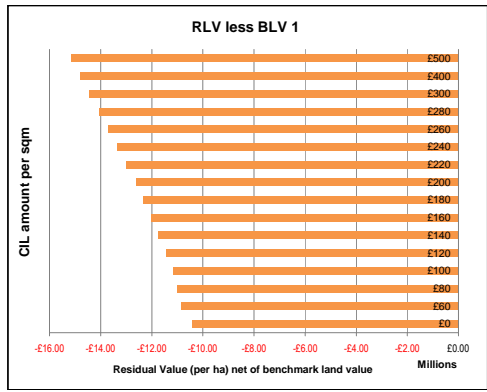
Site type 6 Description:	Area 1	£3552 psm	S Harrow	Site area:	1.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-1,063,346	-797,509	-13,038,302	-8,936,793	-5,615,898	-3,040,009
60	-1,647,483	-1,235,612	-13,476,404	-9,374,896	-6,054,000	-3,478,112
80	-1,842,195	-1,381,646	-13,622,439	-9,520,930	-6,200,035	-3,624,146
100	-2,036,907	-1,527,680	-13,768,473	-9,666,964	-6,346,069	-3,770,180
120	-2,426,332	-1,819,749	-14,060,541	-9,959,033	-6,638,137	-4,062,249
140	-2,815,756	-2,111,817	-14,352,610	-10,251,101	-6,930,206	-4,354,317
160	-3,205,181	-2,403,886	-14,644,678	-10,543,169	-7,222,274	-4,646,386
180	-3,594,606	-2,695,954	-14,936,747	-10,835,238	-7,514,343	-4,938,454
200	-3,984,030	-2,988,023	-15,228,815	-11,127,306	-7,806,411	-5,230,523
220	-4,470,811	-3,353,108	-15,593,901	-11,492,392	-8,171,497	-5,595,608
240	-4,957,592	-3,718,194	-15,958,987	-11,857,478	-8,536,582	-5,960,694
260	-5,444,373	-4,083,280	-16,324,072	-12,222,563	-8,901,668	-6,325,780
280	-5,931,154	-4,448,365	-16,689,158	-12,587,649	-9,266,754	-6,690,865
300	-6,417,934	-4,813,451	-17,054,243	-12,952,734	-9,631,839	-7,055,951
400	-6,904,715	-5,178,536	-17,419,329	-13,317,820	-9,996,925	-7,421,036
500	-7,391,496	-5,543,622	-17,784,414	-13,682,906	-10,362,010	-7,786,122



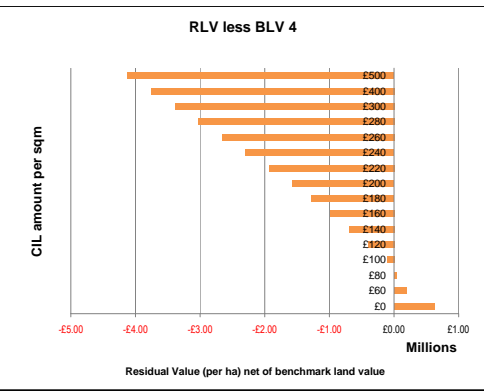
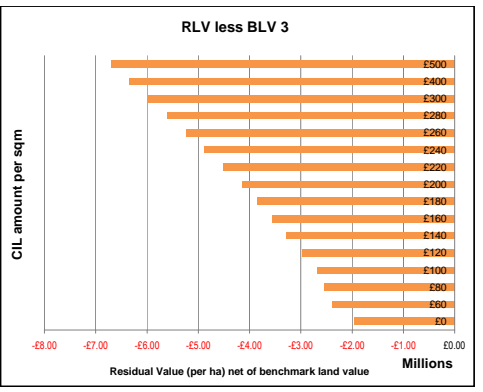
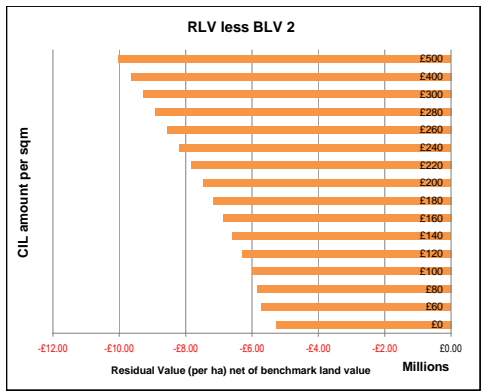
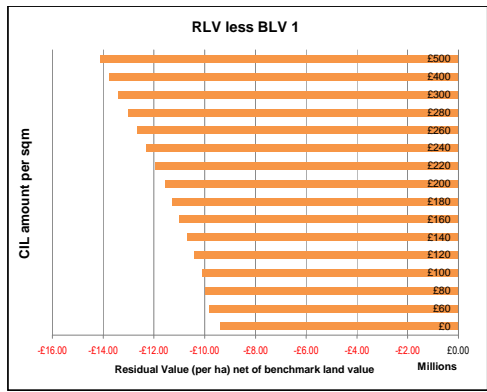
Site type 6 Description:	Area 2	£3767 psm	Hrw Wid Wldstne	Site area:	1.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	333,896	250,422	11,990,371	7,888,862	4,567,967	1,992,078
60	250,241	187,681	12,428,473	8,326,964	5,006,069	2,430,181
80	444,953	333,715	12,574,508	8,472,999	5,152,103	2,576,215
100	639,666	479,749	12,720,542	8,619,033	5,298,138	2,722,249
120	1,029,090	771,818	13,012,610	8,911,101	5,590,206	3,014,318
140	1,418,515	1,063,886	13,304,679	9,203,170	5,882,275	3,306,386
160	1,807,939	1,355,955	13,596,747	9,495,238	6,174,343	3,598,455
180	2,197,364	1,648,023	13,888,816	9,787,307	6,466,412	3,890,523
200	2,586,789	1,940,092	14,180,884	10,079,375	6,758,480	4,182,592
220	3,073,569	2,305,177	14,545,970	10,444,461	7,123,566	4,547,677
240	3,560,350	2,670,263	14,911,055	10,809,546	7,488,651	4,912,763
260	4,047,131	3,035,348	15,276,141	11,174,632	7,853,737	5,277,848
280	4,533,912	3,400,434	15,641,226	11,539,718	8,218,822	5,642,934
300	5,020,693	3,765,519	16,006,312	11,904,803	8,583,908	6,008,019
400	5,507,473	4,130,605	16,371,398	12,269,889	8,948,994	6,373,105
500	5,994,254	4,495,691	16,736,483	12,634,974	9,314,079	6,738,191



Site type 6 Description:	Area 3	£4090 psm	Hrw Hdstne CPark	Site area:	1.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,426,169	1,819,627	10,421,166	6,319,657	2,998,762	422,873
60	1,842,032	1,381,524	10,859,268	6,757,760	3,436,864	860,976
80	1,647,320	1,235,490	11,005,303	6,903,794	3,582,899	1,007,010
100	1,452,607	1,089,456	11,151,337	7,049,828	3,728,933	1,153,044
120	1,063,183	797,387	11,443,405	7,341,897	4,021,001	1,445,113
140	673,758	505,319	11,735,474	7,633,965	4,313,070	1,737,181
160	284,334	213,250	12,027,542	7,926,033	4,605,138	2,029,250
180	105,091	78,818	12,319,611	8,218,102	4,897,207	2,321,318
200	494,516	370,887	12,611,679	8,510,170	5,189,275	2,613,387
220	981,296	735,972	12,976,765	8,875,256	5,554,361	2,978,472
240	1,468,077	1,101,058	13,341,851	9,240,342	5,919,446	3,343,558
260	1,954,858	1,466,144	13,706,936	9,605,427	6,284,532	3,708,644
280	2,441,639	1,831,229	14,072,022	9,970,513	6,649,618	4,073,729
300	2,928,420	2,196,315	14,437,107	10,335,598	7,014,703	4,438,815
400	3,415,200	2,561,400	14,802,193	10,700,684	7,379,789	4,803,900
500	3,901,981	2,926,486	15,167,278	11,065,770	7,744,874	5,168,986

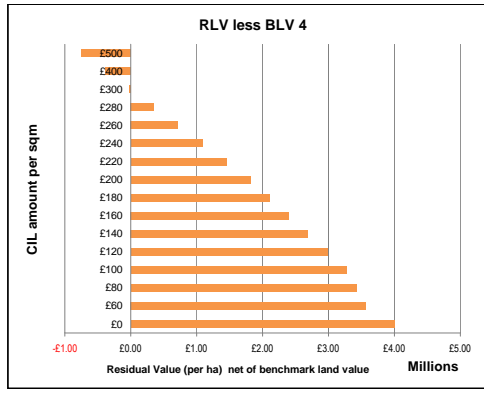
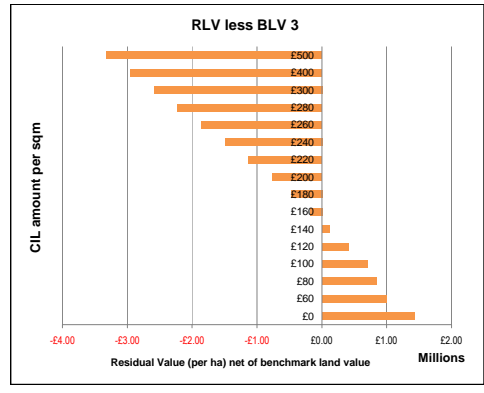
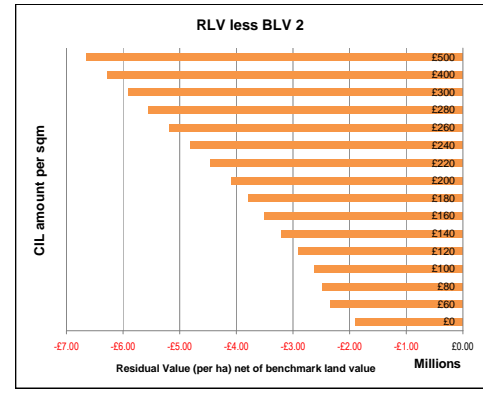
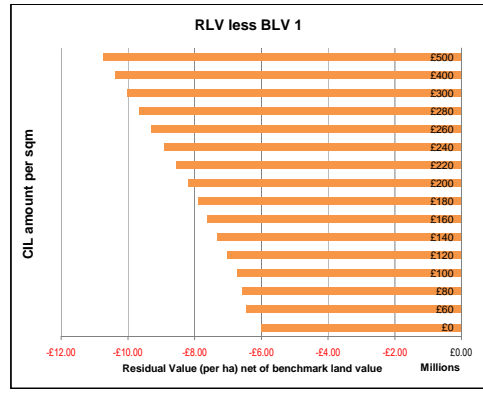


Site type 6 Description:	Area 4	£4396 psm	Pin Hnd & Nhrw	Site area:	1.33 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,821,159	2,865,869	9,374,923	5,273,414	1,952,519	623,369
60	3,237,022	2,427,767	9,813,026	5,711,517	2,390,622	185,267
80	3,042,310	2,281,732	9,959,060	5,857,551	2,536,656	39,232
100	2,847,597	2,135,698	10,105,094	6,003,586	2,682,690	106,802
120	2,458,173	1,843,630	10,397,163	6,295,654	2,974,759	398,870
140	2,068,748	1,551,561	10,689,231	6,587,723	3,266,827	690,939
160	1,679,324	1,259,493	10,981,300	6,879,791	3,558,896	983,007
180	1,289,899	967,424	11,273,368	7,171,859	3,850,964	1,275,076
200	900,474	675,356	11,565,437	7,463,928	4,143,033	1,567,144
220	413,693	310,270	11,930,522	7,829,014	4,508,118	1,932,230
240	73,087	54,815	12,295,608	8,194,099	4,873,204	2,297,315
260	559,868	419,901	12,660,694	8,559,185	5,238,290	2,662,401
280	1,046,649	784,987	13,025,779	8,924,270	5,603,375	3,027,487
300	1,533,430	1,150,072	13,390,865	9,289,356	5,968,461	3,392,572
400	2,020,210	1,515,158	13,755,950	9,654,442	6,333,546	3,757,658
500	2,506,991	1,880,243	14,121,036	10,019,527	6,698,632	4,122,743



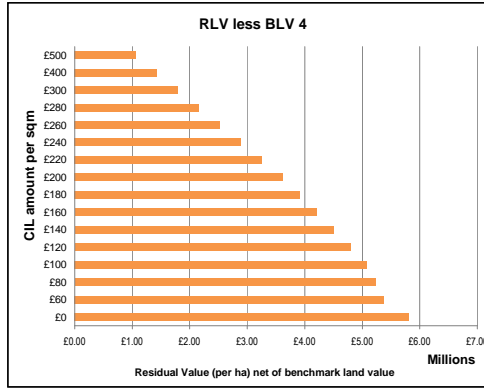
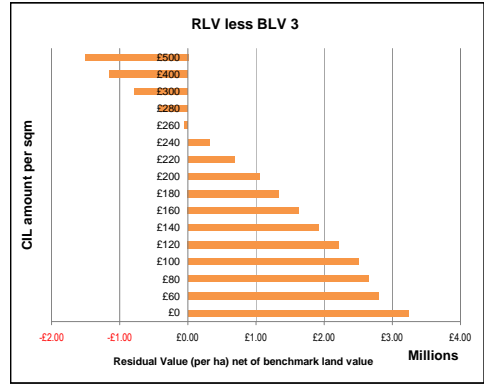
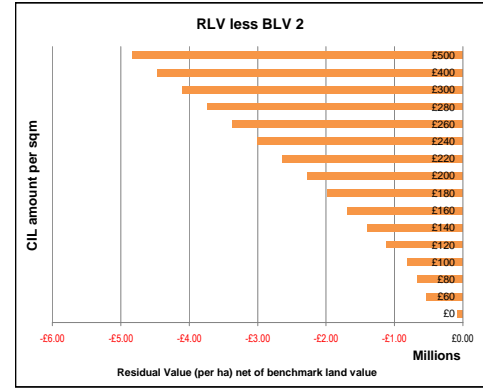
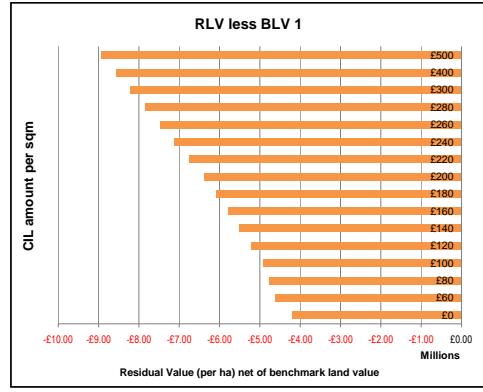
Site type 6 Description: **Area 5** E5005 psm Pin Green Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	8,324,704	6,243,528	- 5,997,265	- 1,895,756	1,425,140	4,001,028
60	7,740,567	5,805,425	- 6,435,367	- 2,333,858	987,037	3,562,925
80	7,545,855	5,659,391	- 6,581,401	- 2,479,893	841,003	3,416,891
100	7,351,143	5,513,357	- 6,727,436	- 2,625,927	694,968	3,270,857
120	6,961,718	5,221,288	- 7,019,504	- 2,917,995	402,900	2,978,788
140	6,572,293	4,929,220	- 7,311,573	- 3,210,064	110,831	2,686,720
160	6,182,869	4,637,151	- 7,603,641	- 3,502,132	181,237	2,394,651
180	5,793,444	4,345,083	- 7,895,710	- 3,794,201	473,306	2,102,583
200	5,404,019	4,053,015	- 8,187,778	- 4,086,269	765,374	1,810,515
220	4,917,239	3,687,929	- 8,552,864	- 4,451,355	1,130,460	1,445,429
240	4,430,458	3,322,843	- 8,917,949	- 4,816,440	1,495,545	1,080,343
260	3,943,677	2,957,758	- 9,283,035	- 5,181,526	1,860,631	715,258
280	3,456,896	2,592,672	- 9,648,120	- 5,546,612	2,225,716	350,172
300	2,970,115	2,227,587	- 10,013,206	- 5,911,697	2,590,802	14,913
400	2,483,335	1,862,501	- 10,378,292	- 6,276,783	2,955,888	379,999
500	1,996,554	1,497,415	- 10,743,377	- 6,641,868	3,320,973	745,085



Site type 6 Description: **Area 6** E5382 psm Hrw Hill Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	10,733,962	8,050,471	- 4,190,321	- 88,812	3,232,083	5,807,971
60	10,149,825	7,612,368	- 4,628,424	- 526,915	2,793,980	5,369,868
80	9,955,112	7,466,334	- 4,774,458	- 672,949	2,647,946	5,223,834
100	9,760,400	7,320,300	- 4,920,493	- 818,984	2,501,911	5,077,800
120	9,370,975	7,028,232	- 5,212,561	- 1,111,052	2,209,843	4,785,732
140	8,981,551	6,736,163	- 5,504,630	- 1,403,121	1,917,774	4,493,663
160	8,592,126	6,444,095	- 5,796,698	- 1,695,189	1,625,706	4,201,595
180	8,202,701	6,152,026	- 6,088,766	- 1,987,258	1,333,638	3,909,526
200	7,813,277	5,859,958	- 6,380,835	- 2,279,326	1,041,569	3,617,458
220	7,326,496	5,494,872	- 6,745,921	- 2,644,412	676,483	3,252,372
240	6,839,715	5,129,786	- 7,111,006	- 3,009,497	311,398	2,887,286
260	6,352,934	4,764,701	- 7,476,092	- 3,374,583	53,688	2,522,201
280	5,866,154	4,399,615	- 7,841,177	- 3,739,668	418,773	2,157,115
300	5,379,373	4,034,530	- 8,206,263	- 4,104,754	783,859	1,792,030
400	4,892,592	3,669,444	- 8,571,349	- 4,469,840	1,148,944	1,426,944
500	4,405,811	3,304,358	- 8,936,434	- 4,834,925	1,514,030	1,061,858



CIL Viability LB Harrow Benchmark Land Values (per net developable ha)

SITE TYPE 6	BLV1	BLV2	BLV3	BLV4
	Offices (higher)	Offices (lower)	Industrial/WH	Community uses
200 UNITS	£12,240,793	£8,139,284	£4,818,389	£2,242,500

FLATS  
150 UPH Net area as percentage of gross 100%

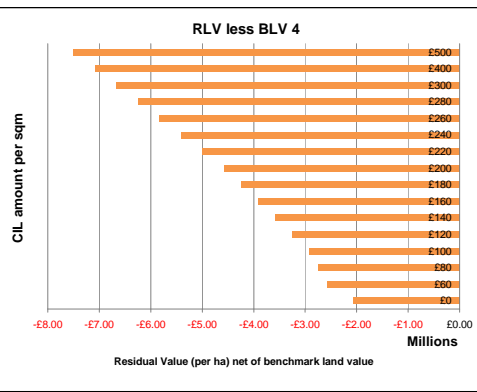
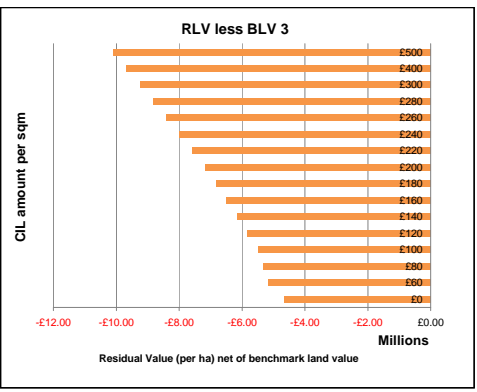
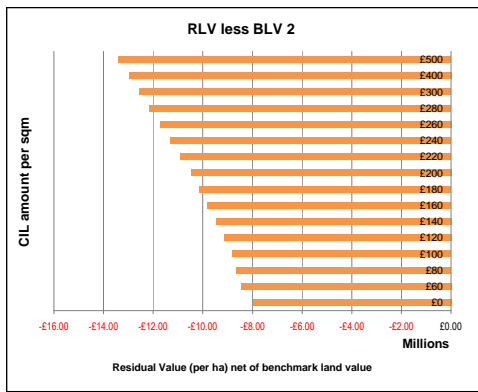
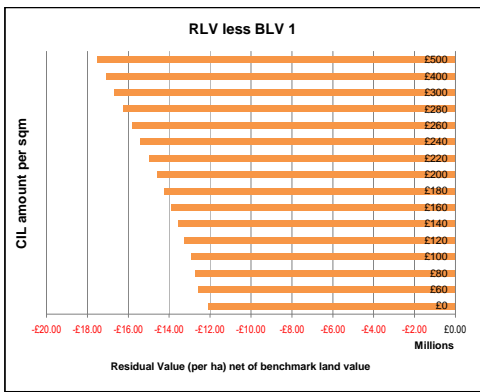
CSH level:	4 on AH	Sales value inflation
	4 on private	Build cost inflation
Aff Hsg:	20%	

Note on Benchmark land values:

\*Offices (higher) uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower) uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

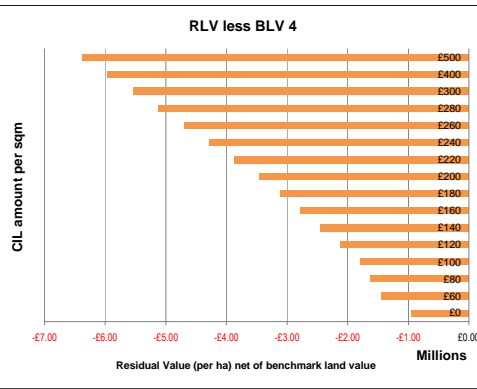
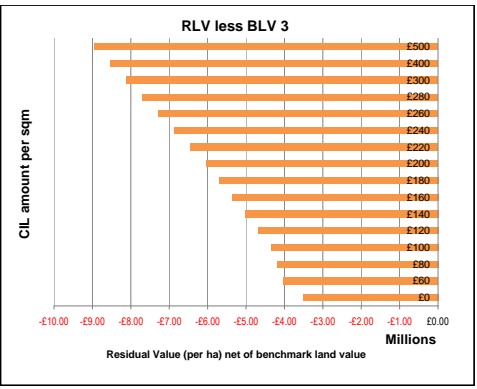
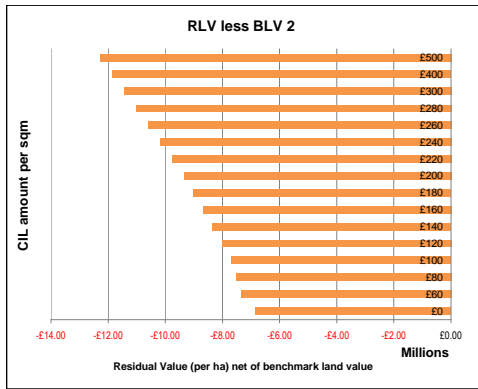
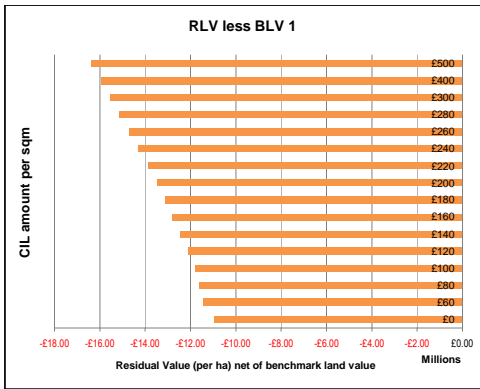
Site type 6 Description: **Area 1 £3552 psm S Harrow** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	226,584	169,938	12,070,855	7,969,346	4,648,451	2,072,562
60	-441,001	330,751	12,571,544	8,470,035	5,149,140	2,573,251
80	-663,530	497,647	12,738,440	8,636,931	5,316,036	2,740,147
100	-886,058	664,544	12,905,336	8,803,827	5,482,932	2,907,044
120	-1,331,115	998,336	13,239,129	9,137,620	5,816,725	3,240,836
140	-1,776,172	1,332,129	13,572,921	9,471,412	6,150,517	3,574,629
160	-2,221,228	1,665,921	13,906,714	9,805,205	6,484,310	3,908,421
180	-2,666,285	1,999,714	14,240,506	10,138,997	6,818,102	4,242,214
200	-3,111,342	2,333,506	14,574,299	10,472,790	7,151,895	4,576,006
220	-3,667,663	2,750,747	14,991,540	10,890,031	7,569,136	4,993,247
240	-4,223,984	3,167,988	15,408,780	11,307,271	7,986,376	5,410,488
260	-4,780,304	3,585,228	15,826,021	11,724,512	8,403,617	5,827,728
280	-5,336,625	4,002,469	16,243,262	12,141,753	8,820,858	6,244,969
300	-5,892,946	4,419,710	16,660,502	12,558,993	9,238,098	6,662,210
400	-6,449,267	4,836,950	17,077,743	12,976,234	9,655,339	7,079,450
500	-7,005,588	5,254,191	17,494,984	13,393,475	10,072,580	7,496,691



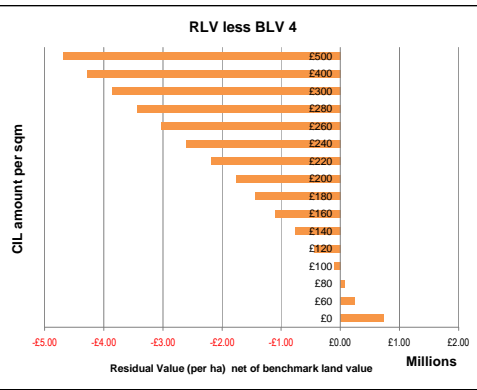
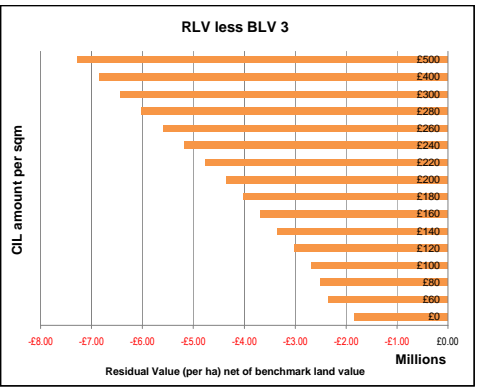
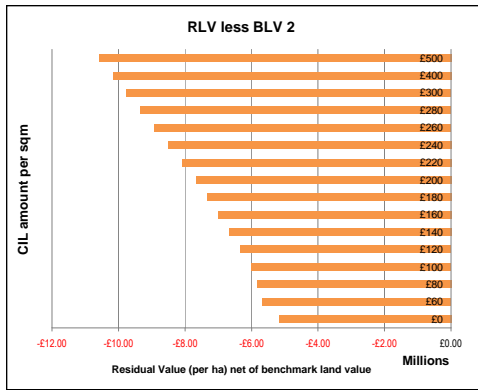
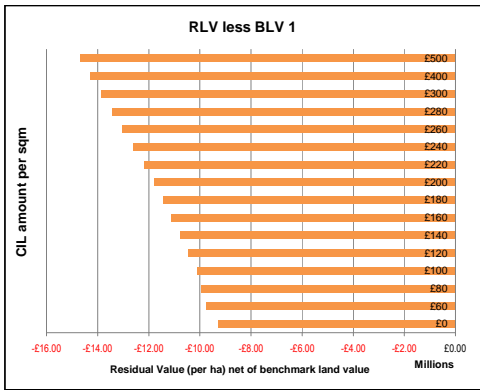
Site type 6 Description: **Area 2 £3767 psm Hrw Wild Widstne** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,722,492	1,291,869	10,948,923	6,847,414	3,526,519	950,631
60	1,054,907	791,180	11,449,612	7,348,103	4,027,208	1,451,320
80	832,379	624,284	11,616,508	7,514,999	4,194,104	1,618,216
100	609,851	457,388	11,783,405	7,681,896	4,361,001	1,785,112
120	164,794	123,595	12,117,197	8,015,688	4,694,793	2,118,905
140	-280,263	210,197	12,450,990	8,349,481	5,028,586	2,452,697
160	-725,320	543,990	12,784,782	8,683,273	5,362,378	2,786,490
180	-1,170,376	877,782	13,118,575	9,017,066	5,696,171	3,120,282
200	-1,615,433	1,211,575	13,452,367	9,350,858	6,029,963	3,454,075
220	-2,171,754	1,628,815	13,889,608	9,788,099	6,447,204	3,871,315
240	-2,728,075	2,046,056	14,286,849	10,185,340	6,864,445	4,288,556
260	-3,284,396	2,463,297	14,704,089	10,602,581	7,281,685	4,705,797
280	-3,840,717	2,880,538	15,121,330	11,019,821	7,698,926	5,123,038
300	-4,397,038	3,297,778	15,538,571	11,437,062	8,116,167	5,540,278
400	-4,953,358	3,715,019	15,955,811	11,854,303	8,533,407	5,957,519
500	-5,509,679	4,132,260	16,373,052	12,271,543	8,950,648	6,374,760



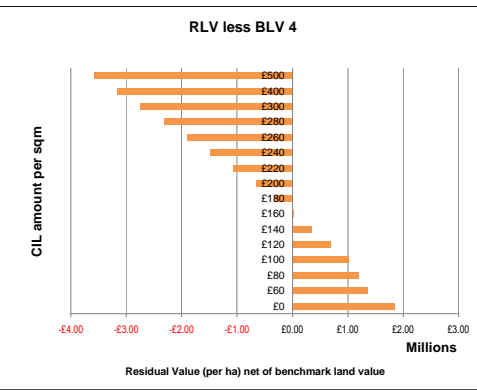
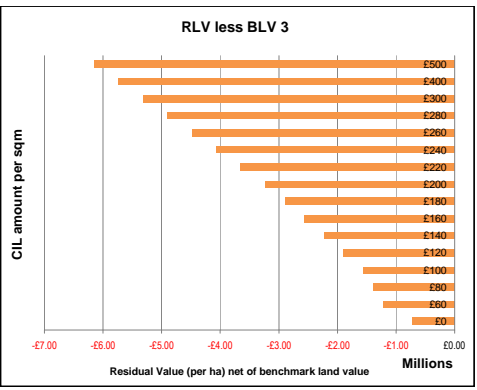
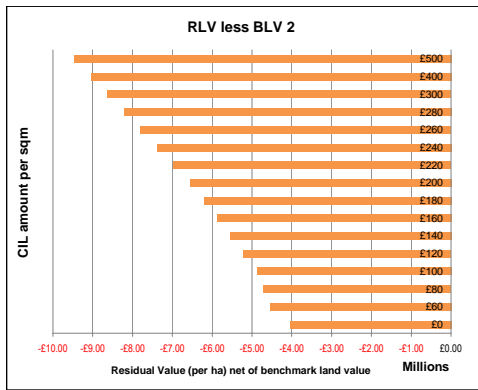
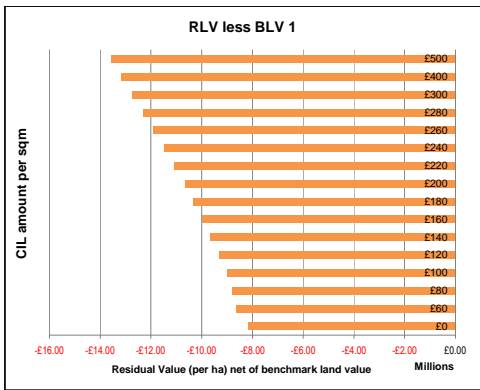
Site type 6 Description: **Area 3 £4090 psm Hrw Hdstne CPark** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,963,962	2,972,972	9,267,821	5,166,312	1,845,417	730,472
60	3,296,377	2,472,283	9,768,510	5,667,001	2,346,106	229,783
80	3,073,849	2,305,387	9,935,406	5,833,897	2,513,002	62,887
100	2,851,321	2,138,490	10,102,302	6,000,793	2,679,898	104,010
120	2,406,264	1,804,698	10,436,095	6,334,586	3,013,691	437,802
140	1,961,207	1,470,905	10,769,887	6,668,378	3,347,483	771,595
160	1,516,150	1,137,113	11,103,680	7,002,171	3,681,276	1,105,387
180	1,071,094	803,320	11,437,472	7,335,963	4,015,068	1,439,180
200	626,037	469,528	11,771,265	7,669,756	4,348,861	1,772,972
220	89,716	52,287	12,188,505	8,086,997	4,766,101	2,190,213
240	-486,605	-364,954	12,605,746	8,504,237	5,183,342	2,607,454
260	-1,042,926	-782,194	13,022,987	8,921,478	5,600,583	3,024,694
280	-1,599,247	-1,199,435	13,440,228	9,338,719	6,017,823	3,441,935
300	-2,155,567	-1,616,676	13,857,468	9,755,959	6,435,064	3,859,176
400	-2,711,888	-2,033,916	14,274,709	10,173,200	6,852,305	4,276,416
500	-3,268,209	-2,451,157	14,691,950	10,590,441	7,269,546	4,693,657



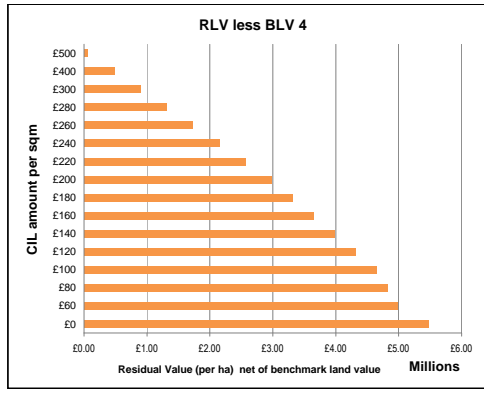
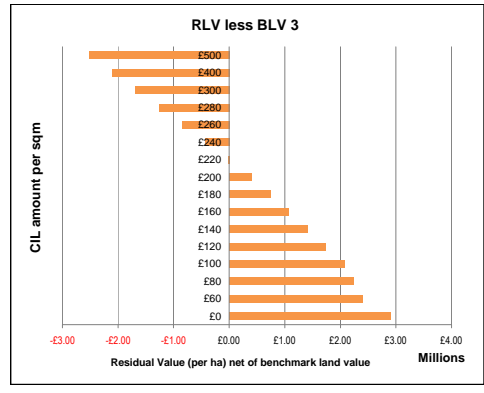
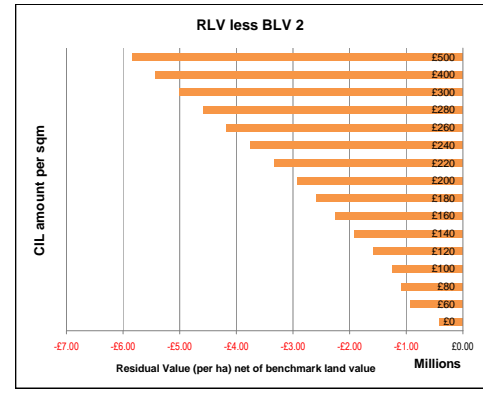
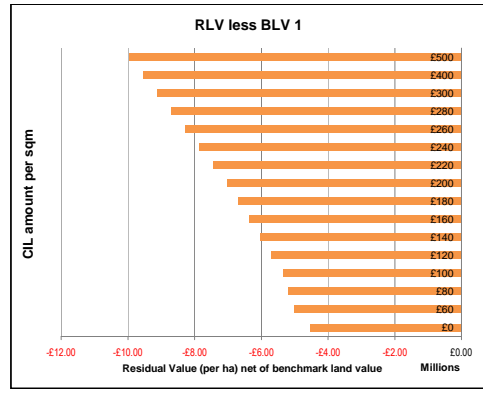
Site type 6 Description: **Area 4 £4306 psm Pin HEnd & NHrw** Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,458,370	4,093,778	8,147,015	4,045,506	724,611	1,851,278
60	4,790,785	3,593,089	8,647,704	4,546,195	1,225,300	1,350,589
80	4,568,257	3,426,192	8,814,600	4,713,091	1,392,196	1,183,692
100	4,345,728	3,259,296	8,981,496	4,879,988	1,559,092	1,016,796
120	3,900,671	2,925,504	9,315,289	5,213,780	1,892,885	683,004
140	3,455,615	2,591,711	9,649,082	5,547,573	2,226,677	349,211
160	3,010,558	2,257,919	9,982,874	5,881,365	2,560,470	15,419
180	2,565,501	1,924,126	10,316,667	6,215,158	2,894,263	318,374
200	2,120,445	1,590,333	10,650,459	6,548,950	3,228,055	652,167
220	1,675,388	1,256,540	10,984,251	6,882,742	3,561,847	1,085,960
240	1,007,803	756,852	11,484,940	7,383,432	4,062,536	1,486,648
260	451,482	338,611	11,902,181	7,800,672	4,479,777	1,903,889
280	-104,839	-78,629	12,319,422	8,217,913	4,897,018	2,321,129
300	-661,160	-495,870	12,736,663	8,635,154	5,314,258	2,738,370
400	-1,217,481	-913,111	13,153,903	9,052,394	5,731,499	3,155,611
500	-1,773,802	-1,330,351	13,571,144	9,469,635	6,148,740	3,572,851



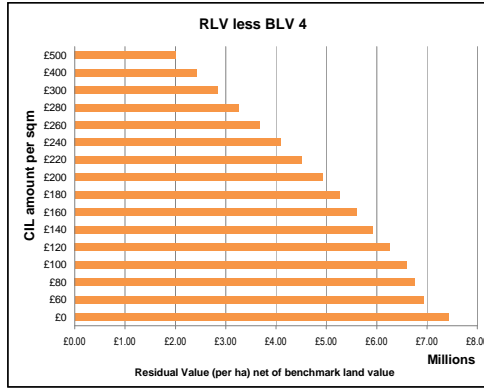
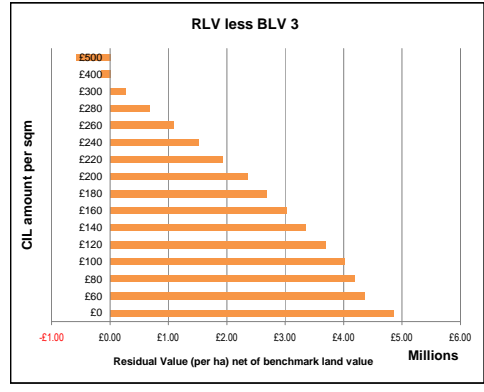
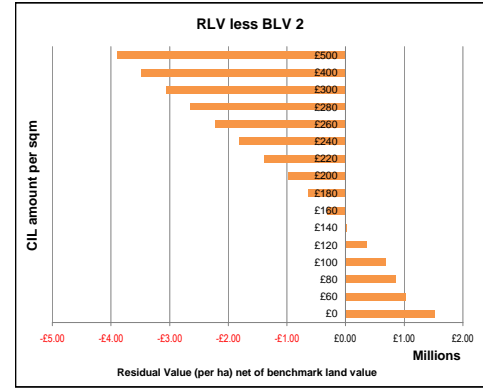
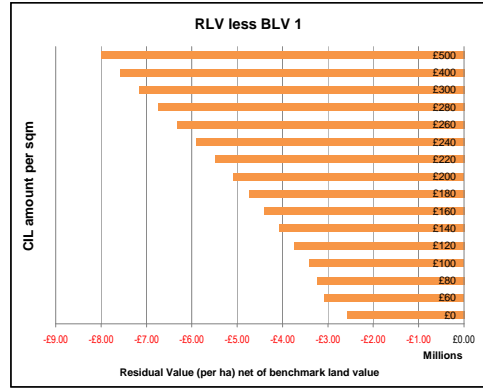
Site type 6 Description: **Area 5** E5005 psm Pin Green Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	10,295,080	7,721,310	- 4,519,483	- 417,974	2,902,921	5,478,810
60	9,627,495	7,220,621	- 5,020,172	- 918,663	2,402,232	4,978,121
80	9,404,966	7,053,725	- 5,187,068	- 1,085,559	2,235,336	4,811,225
100	9,182,438	6,886,828	- 5,353,964	- 1,252,455	2,068,440	4,644,328
120	8,737,381	6,553,036	- 5,687,757	- 1,586,248	1,734,647	4,310,536
140	8,292,324	6,219,243	- 6,021,549	- 1,920,040	1,400,855	3,976,743
160	7,847,268	5,885,451	- 6,355,342	- 2,253,833	1,067,062	3,642,951
180	7,402,211	5,551,658	- 6,689,134	- 2,587,625	733,270	3,309,158
200	6,957,154	5,217,866	- 7,022,927	- 2,921,418	399,477	2,975,366
220	6,400,833	4,800,625	- 7,440,168	- 3,338,659	17,763	2,558,125
240	5,844,513	4,383,384	- 7,857,408	- 3,755,899	435,004	2,140,884
260	5,288,192	3,966,144	- 8,274,649	- 4,173,140	852,245	1,723,644
280	4,731,871	3,548,903	- 8,691,890	- 4,590,381	1,269,486	1,306,403
300	4,175,550	3,131,662	- 9,109,130	- 5,007,621	1,686,726	889,162
400	3,619,229	2,714,422	- 9,526,371	- 5,424,862	2,103,967	471,922
500	3,062,908	2,297,181	- 9,943,612	- 5,842,103	2,521,208	54,681



Site type 6 Description: **Area 6** E5382 psm Hrw Hill Site area: 1.33 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	12,888,976	9,666,732	- 2,574,060	- 1,527,449	4,848,344	7,424,232
60	12,221,391	9,166,043	- 3,074,749	- 1,026,760	4,347,655	6,923,543
80	11,998,863	8,999,147	- 3,241,645	- 859,864	4,180,759	6,756,647
100	11,776,335	8,832,251	- 3,408,542	- 692,967	4,013,862	6,589,751
120	11,331,278	8,498,458	- 3,742,334	- 359,175	3,680,070	6,255,958
140	10,886,221	8,164,666	- 4,076,127	- 25,382	3,346,277	5,922,166
160	10,441,164	7,830,873	- 4,409,919	- 308,410	3,012,485	5,588,373
180	9,996,108	7,497,081	- 4,743,712	- 642,203	2,678,692	5,254,581
200	9,551,051	7,163,288	- 5,077,504	- 975,995	2,344,900	4,920,788
220	8,994,730	6,746,048	- 5,494,745	- 1,393,236	1,927,659	4,503,548
240	8,438,409	6,328,807	- 5,911,986	- 1,810,477	1,510,418	4,086,307
260	7,882,088	5,911,566	- 6,329,226	- 2,227,718	1,093,178	3,669,066
280	7,325,767	5,494,325	- 6,746,467	- 2,644,958	675,937	3,251,825
300	6,769,446	5,077,085	- 7,163,708	- 3,062,199	258,696	2,834,585
400	6,213,126	4,659,844	- 7,580,948	- 3,479,440	158,544	2,417,344
500	5,656,805	4,242,603	- 7,998,189	- 3,896,680	57,785	2,000,103





CIL Viability LB Harrow

Benchmark Land Values (per net developable ha)

SITE TYPE	7	BLV1	BLV2	BLV3	BLV4
300 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
FLATS		£12,240,793	£8,139,284	£4,818,389	£2,242,500

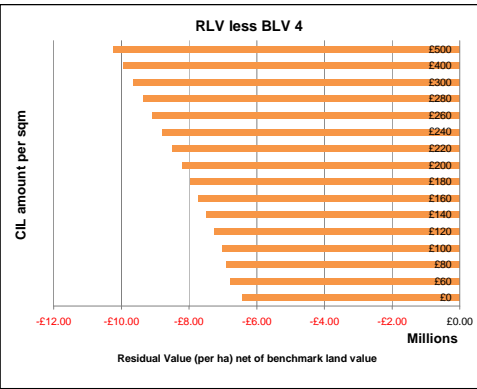
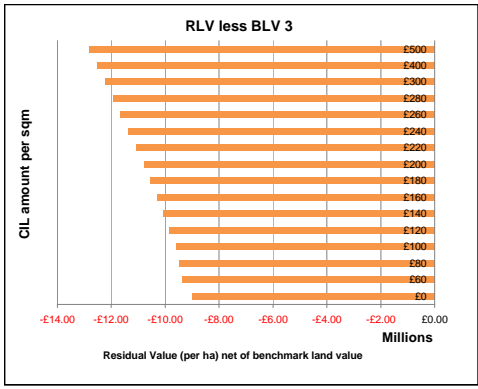
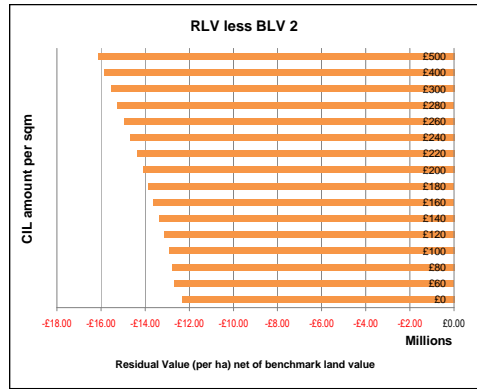
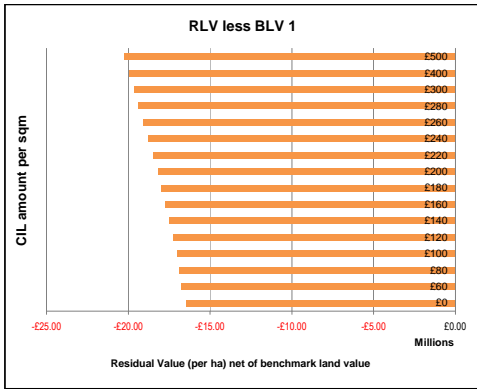
Note on Benchmark land values:

\*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPBRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

200 UPH	Net area as percentage of gross	100%
CSH level:	4 on AH	Sales value inflation
	4 on private	Build cost inflation
Aff Hsg:	40%	

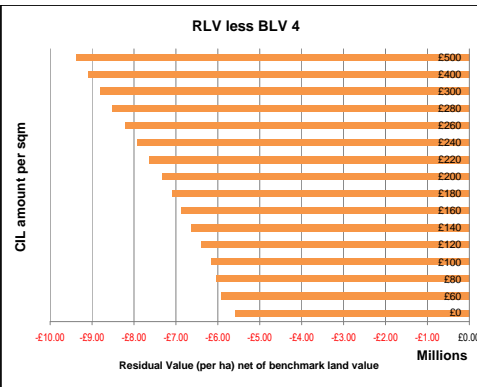
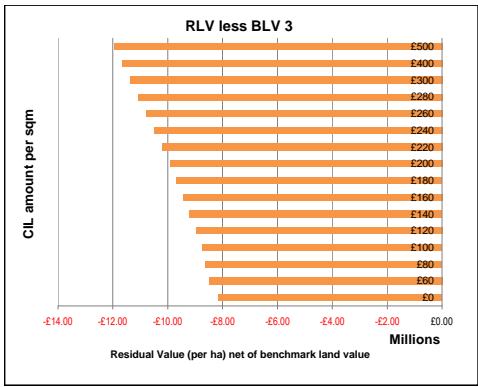
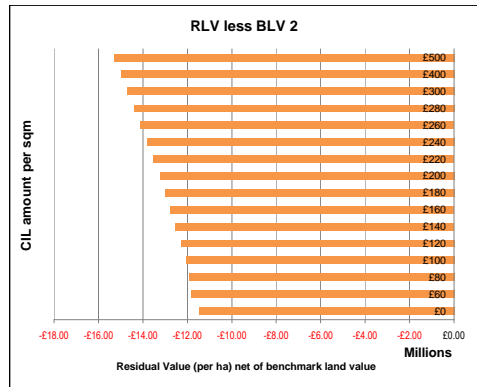
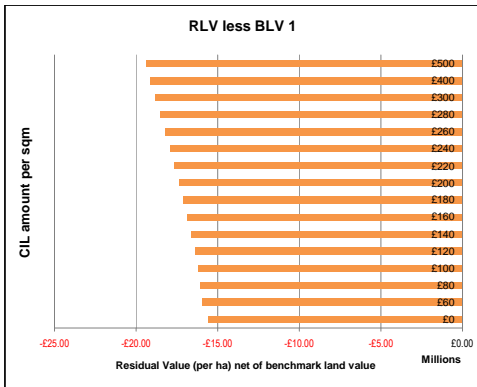
Site type 7 Description: Area 1 £3552 psm S Harrow Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-6,280,321	-4,186,881	-16,427,674	-12,326,165	-9,005,269	-6,429,381
60	-6,808,520	-4,539,014	-16,779,806	-12,678,297	-9,357,402	-6,781,514
80	-6,984,587	-4,656,391	-16,897,184	-12,795,675	-9,474,780	-6,898,891
100	-7,160,653	-4,773,769	-17,014,561	-12,913,052	-9,592,157	-7,016,269
120	-7,512,786	-5,008,524	-17,249,316	-13,147,808	-9,826,912	-7,251,024
140	-7,864,918	-5,243,279	-17,484,072	-13,382,563	-10,061,668	-7,485,779
160	-8,217,051	-5,478,034	-17,718,827	-13,617,318	-10,296,423	-7,720,534
180	-8,569,184	-5,712,789	-17,953,582	-13,852,073	-10,531,178	-7,955,289
200	-8,921,316	-5,947,544	-18,188,337	-14,086,828	-10,765,933	-8,190,044
220	-9,361,482	-6,240,988	-18,481,781	-14,380,272	-11,059,377	-8,483,488
240	-9,801,648	-6,534,432	-18,775,225	-14,673,716	-11,352,821	-8,776,932
260	-10,241,814	-6,827,876	-19,068,669	-14,967,160	-11,646,265	-9,070,376
280	-10,681,980	-7,121,320	-19,362,112	-15,260,604	-11,939,708	-9,363,820
300	-11,122,146	-7,414,764	-19,656,556	-15,554,047	-12,233,152	-9,657,264
400	-11,562,311	-7,708,208	-19,949,000	-15,847,491	-12,526,596	-9,950,708
500	-12,002,477	-8,001,652	-20,242,444	-16,140,935	-12,820,040	-10,244,152



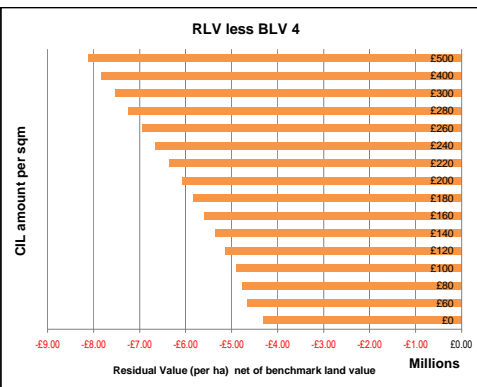
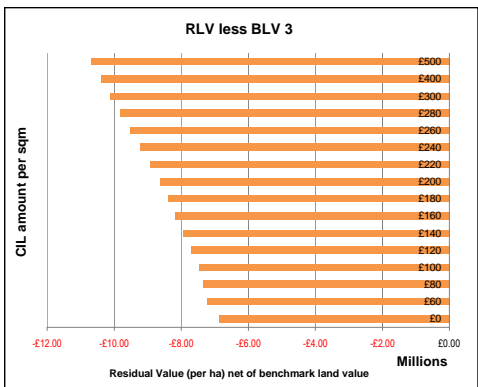
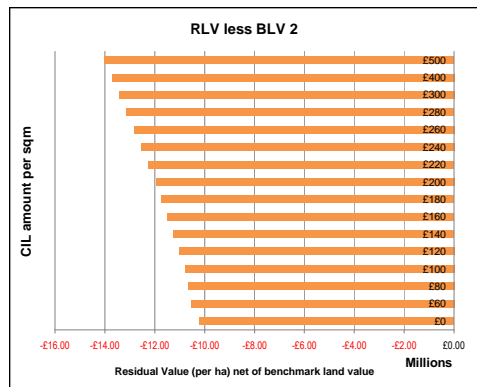
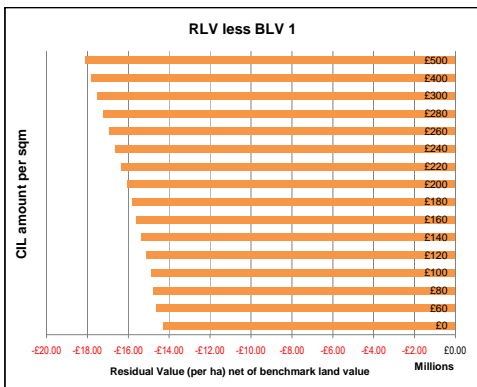
Site type 7 Description: Area 2 £3767 psm Hrw Wid Wldstne Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,001,661	3,334,440	15,575,233	11,473,724	8,152,829	5,576,940
60	5,529,860	3,686,573	15,927,366	11,825,857	8,504,962	5,929,073
80	5,705,926	3,803,951	16,044,743	11,943,234	8,622,339	6,046,451
100	5,881,992	3,921,328	16,162,121	12,060,612	8,739,717	6,163,828
120	6,234,125	4,156,083	16,396,876	12,295,367	8,974,472	6,398,583
140	6,586,258	4,390,838	16,631,631	12,530,122	9,209,227	6,633,338
160	6,938,390	4,625,594	16,866,386	12,764,877	9,443,982	6,868,094
180	7,290,523	4,860,349	17,101,141	12,999,632	9,678,737	7,102,849
200	7,642,656	5,095,104	17,335,896	13,234,387	9,913,492	7,337,604
220	8,082,822	5,388,548	17,629,340	13,527,831	10,206,936	7,631,048
240	8,522,987	5,681,992	17,922,784	13,821,275	10,500,380	7,924,492
260	8,963,153	5,975,435	18,216,228	14,114,719	10,793,824	8,217,935
280	9,403,319	6,268,879	18,509,672	14,408,163	11,087,268	8,511,379
300	9,843,485	6,562,323	18,803,116	14,701,607	11,380,712	8,804,823
400	10,283,651	6,855,767	19,096,560	14,995,051	11,674,156	9,098,267
500	10,723,817	7,149,211	19,390,004	15,288,495	11,967,600	9,391,711



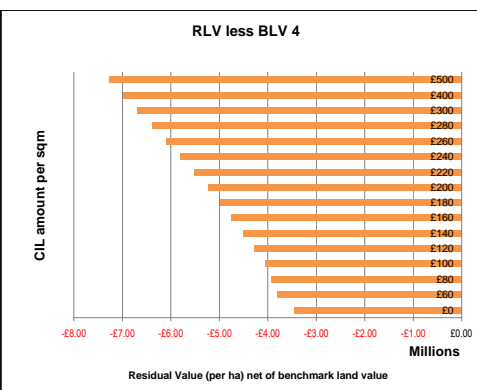
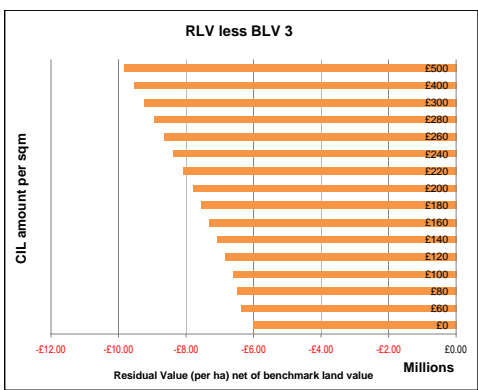
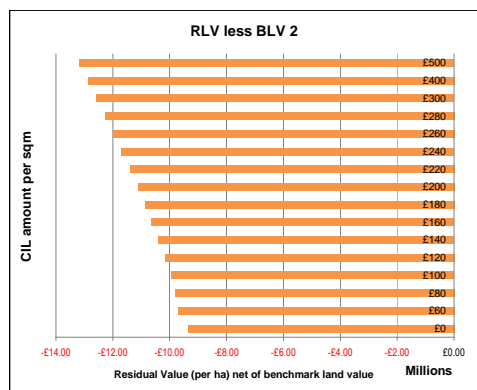
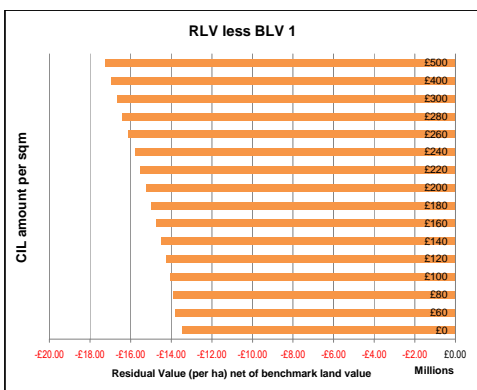
Site type 7 Description: Area 3 £4090 psm Hrw Hdstne CPark Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,088,470	2,058,980	14,299,772	10,198,264	6,877,368	4,301,480
60	3,616,669	2,411,113	14,651,905	10,550,396	7,229,501	4,653,613
80	3,792,735	2,528,490	14,769,283	10,667,774	7,346,879	4,770,990
100	3,968,801	2,645,868	14,886,660	10,785,151	7,464,256	4,888,368
120	4,320,934	2,880,623	15,121,415	11,019,906	7,699,011	5,123,123
140	4,673,067	3,115,378	15,356,170	11,254,662	7,933,766	5,357,878
160	5,025,199	3,350,133	15,590,926	11,489,417	8,168,522	5,592,633
180	5,377,332	3,584,888	15,825,681	11,724,172	8,403,277	5,827,388
200	5,729,465	3,819,643	16,060,436	11,958,927	8,638,032	6,062,143
220	6,169,631	4,113,087	16,353,880	12,252,371	8,931,476	6,355,587
240	6,609,796	4,406,531	16,647,324	12,545,815	9,224,920	6,649,031
260	7,049,962	4,699,975	16,940,767	12,839,259	9,518,363	6,942,475
280	7,490,128	4,993,419	17,234,211	13,132,702	9,811,807	7,235,919
300	7,930,294	5,286,863	17,527,655	13,426,146	10,105,251	7,529,363
400	8,370,460	5,580,307	17,821,099	13,719,590	10,398,695	7,822,807
500	8,810,626	5,873,750	18,114,543	14,013,034	10,692,139	8,116,250



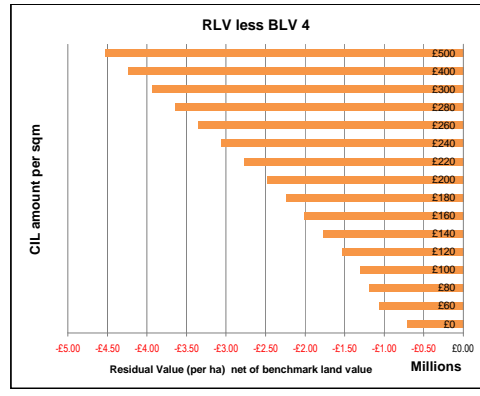
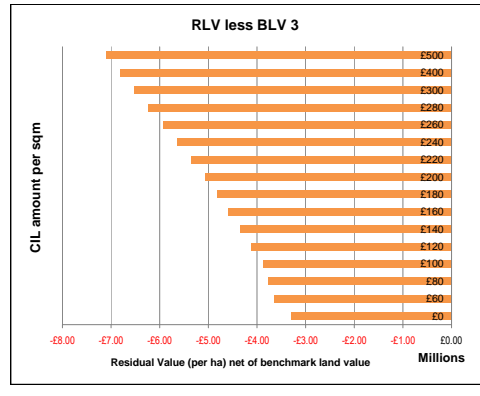
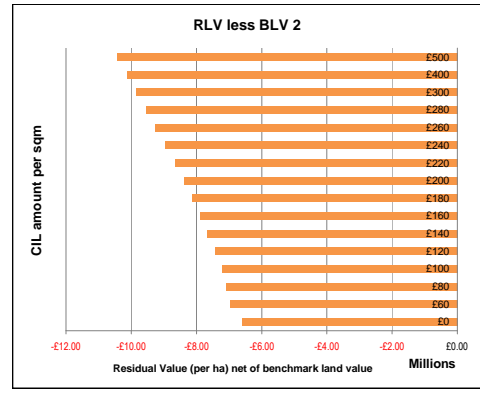
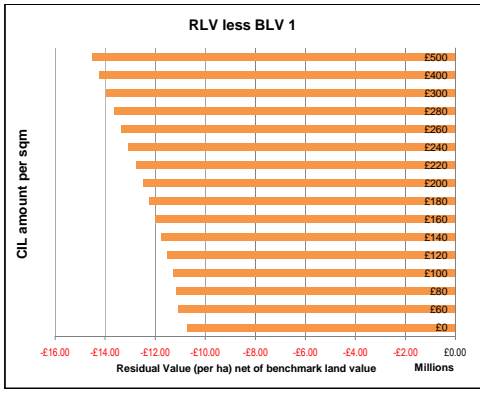
Site type 7 Description: Area 4 £4306 psm Pin HEnd & NHRW Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,812,820	1,208,547	13,449,339	9,347,831	6,026,935	3,451,047
60	2,341,019	1,560,680	13,801,472	9,699,963	6,379,068	3,803,180
80	2,517,086	1,678,057	13,918,850	9,817,341	6,496,446	3,920,557
100	2,693,152	1,795,435	14,036,227	9,934,718	6,613,823	4,037,935
120	3,045,285	2,030,190	14,270,982	10,169,473	6,848,578	4,272,690
140	3,397,417	2,264,945	14,505,737	10,404,229	7,083,333	4,507,445
160	3,749,550	2,499,700	14,740,493	10,638,984	7,318,089	4,742,200
180	4,101,683	2,734,455	14,975,248	10,873,739	7,552,844	4,976,955
200	4,453,815	2,969,210	15,210,003	11,108,494	7,787,599	5,211,710
220	4,893,981	3,262,654	15,503,447	11,401,938	8,081,043	5,505,154
240	5,334,147	3,556,098	15,796,891	11,695,382	8,374,487	5,798,598
260	5,774,313	3,849,542	16,090,334	11,988,826	8,667,930	6,092,042
280	6,214,479	4,142,986	16,383,778	12,282,269	8,961,374	6,385,486
300	6,654,644	4,436,430	16,677,222	12,575,713	9,254,818	6,678,930
400	7,094,810	4,729,874	16,970,666	12,869,157	9,548,262	6,972,374
500	7,534,976	5,023,317	17,264,110	13,162,601	9,841,706	7,265,817



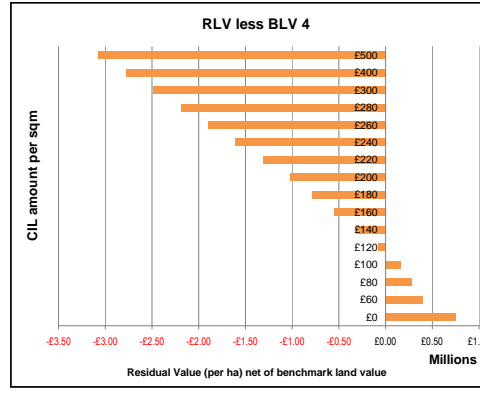
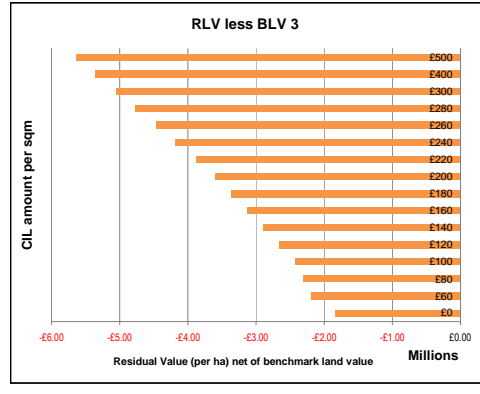
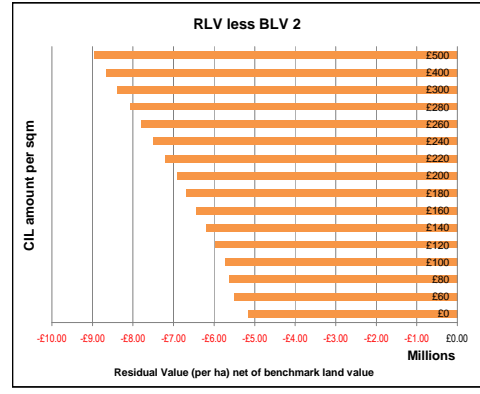
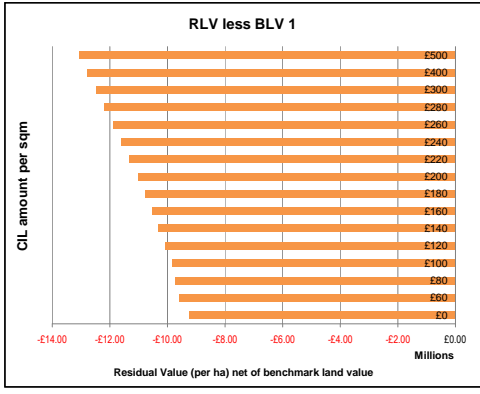
Site type 7 Description: **Area 5** E5005 psm Pin Green Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,292,691	1,528,461	-10,712,332	-6,610,823	-3,289,928	-714,039
60	1,764,492	1,176,328	-11,064,464	-6,962,956	-3,642,060	-1,066,172
80	1,588,426	1,058,951	-11,181,842	-7,080,333	-3,759,438	-1,183,549
100	1,412,360	941,573	-11,299,220	-7,197,711	-3,876,816	-1,300,927
120	1,060,227	706,818	-11,533,975	-7,432,466	-4,111,571	-1,535,682
140	708,094	472,063	-11,768,730	-7,667,221	-4,346,326	-1,770,437
160	355,962	237,308	-12,003,485	-7,901,976	-4,581,081	-2,005,192
180	3,829	2,553	-12,238,240	-8,136,731	-4,815,836	-2,239,947
200	-348,304	-232,203	-12,472,995	-8,371,486	-5,050,591	-2,474,703
220	-788,470	-525,646	-12,706,439	-8,606,241	-5,285,346	-2,709,458
240	-1,228,635	-819,090	-13,059,883	-8,858,374	-5,637,479	-3,061,590
260	-1,668,801	-1,112,534	-13,353,327	-9,251,818	-5,930,923	-3,355,034
280	-2,108,967	-1,405,978	-13,646,771	-9,545,262	-6,224,367	-3,648,478
300	-2,549,133	-1,699,422	-13,940,215	-9,838,706	-6,517,811	-3,941,922
400	-2,989,299	-1,992,866	-14,233,658	-10,132,150	-6,811,254	-4,235,366
500	-3,429,465	-2,286,310	-14,527,102	-10,425,593	-7,104,698	-4,528,810



Site type 7 Description: **Area 6** E5382 psm Hrw Hill Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,482,318	2,988,212	-9,252,581	-5,151,072	-1,830,177	-745,712
60	3,954,119	2,636,079	-9,604,713	-5,503,204	-2,182,309	-993,579
80	3,778,052	2,518,702	-9,722,091	-5,620,582	-2,299,687	-276,202
100	3,601,986	2,401,324	-9,839,469	-5,737,960	-2,417,064	-158,824
120	3,249,853	2,166,569	-10,074,224	-5,972,715	-2,651,820	-75,931
140	2,897,721	1,931,814	-10,308,979	-6,207,470	-2,886,575	-310,686
160	2,545,588	1,697,059	-10,543,734	-6,442,225	-3,121,330	-545,441
180	2,193,455	1,462,304	-10,778,489	-6,676,980	-3,356,085	-780,196
200	1,841,323	1,227,548	-11,013,244	-6,911,735	-3,590,840	-1,014,952
220	1,401,157	934,105	-11,306,688	-7,205,179	-3,884,284	-1,308,395
240	960,991	640,661	-11,600,132	-7,498,623	-4,177,728	-1,601,839
260	520,825	347,217	-11,893,576	-7,792,067	-4,471,172	-1,895,283
280	80,659	53,773	-12,187,020	-8,085,511	-4,764,616	-2,188,727
300	-359,506	-239,671	-12,480,464	-8,378,955	-5,058,060	-2,482,171
400	-799,672	-533,115	-12,773,907	-8,672,399	-5,351,503	-2,775,615
500	-1,239,838	-826,559	-13,067,351	-8,965,842	-5,644,947	-3,069,059



CIL Viability LB Harrow

**Benchmark Land Values (per net developable ha)**

BLV1	BLV2	BLV3	BLV4
Offices (higher)	Offices (lower)	Industrial/WH	Community uses
£12,240,793	£8,139,284	£4,818,389	£2,242,500

SITE TYPE 7

300 UNITS

FLATS

200 UPH Net area as percentage of gross 100%

CSH level: 4 on AH -5% Sales value inflation  
4 on private Build cost inflation

Aff Hsg: 40%

**Note on Benchmark land values:**

\*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).

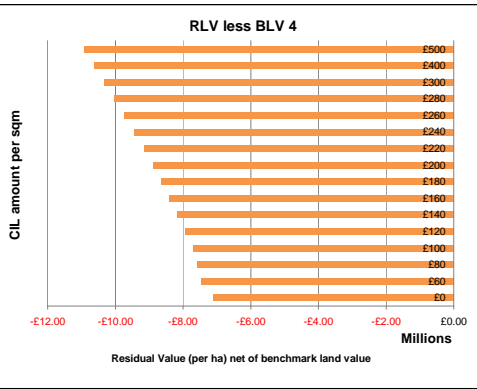
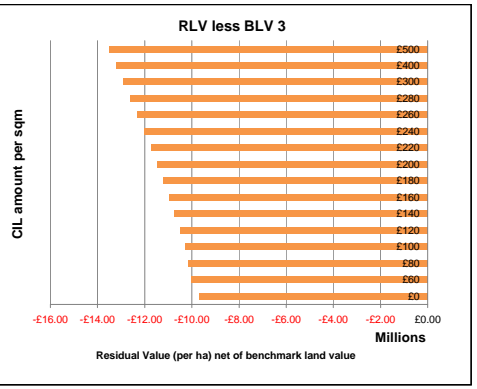
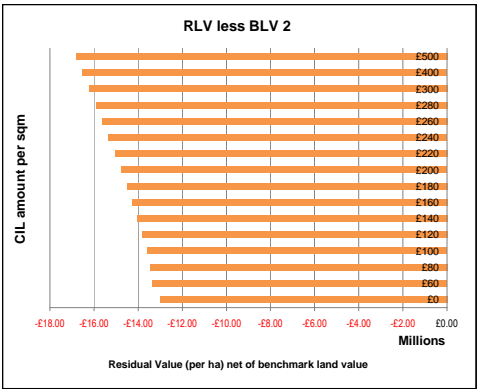
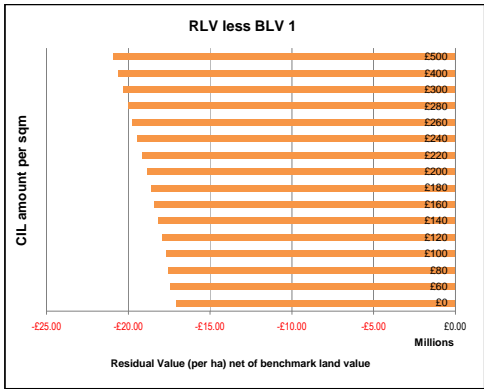
\*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).

\*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).

\*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

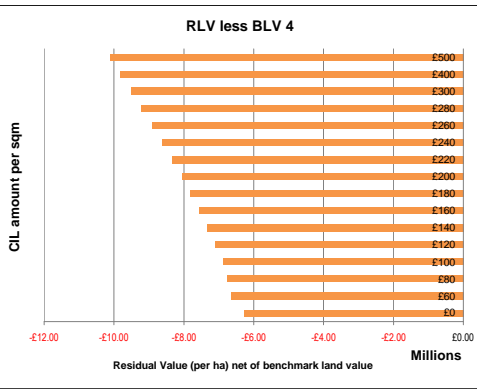
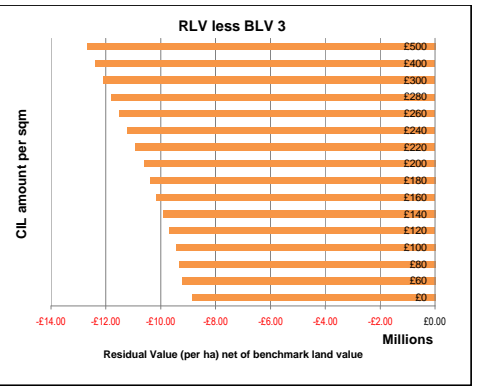
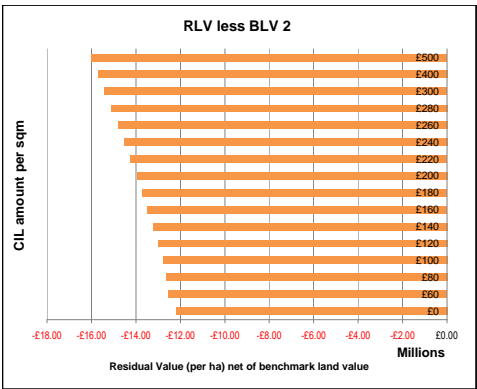
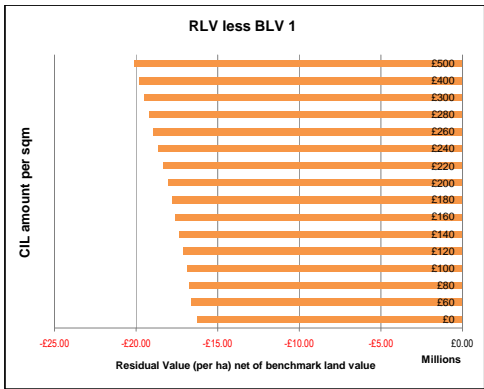
Site type 7 Description: **Area 1** £3552 psm S Harrow Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-7,282,236	-4,854,824	-17,095,617	-12,994,108	-9,673,213	-7,097,324
60	-7,810,435	-5,206,957	-17,447,750	-13,346,241	-10,025,346	-7,449,457
80	-7,986,502	-5,324,335	-17,565,127	-13,463,618	-10,142,723	-7,566,835
100	-8,162,568	-5,441,712	-17,682,505	-13,580,996	-10,260,101	-7,684,212
120	-8,514,701	-5,676,467	-17,917,260	-13,815,751	-10,494,856	-7,918,967
140	-8,866,833	-5,911,222	-18,152,015	-14,050,506	-10,729,611	-8,153,722
160	-9,218,966	-6,145,977	-18,386,770	-14,285,261	-10,964,366	-8,388,477
180	-9,571,099	-6,380,733	-18,621,525	-14,520,016	-11,199,121	-8,623,233
200	-9,923,231	-6,615,488	-18,856,280	-14,754,771	-11,433,876	-8,857,988
220	-10,363,397	-6,908,932	-19,149,724	-15,048,215	-11,727,320	-9,151,432
240	-10,803,563	-7,202,375	-19,443,168	-15,341,659	-12,020,764	-9,444,875
260	-11,243,729	-7,495,819	-19,736,612	-15,635,103	-12,314,208	-9,738,319
280	-11,683,895	-7,789,263	-20,030,056	-15,928,547	-12,607,652	-10,031,763
300	-12,124,061	-8,082,707	-20,323,500	-16,221,991	-12,901,096	-10,325,207
400	-12,564,226	-8,376,151	-20,616,944	-16,515,435	-13,194,540	-10,618,651
500	-13,004,392	-8,669,595	-20,910,387	-16,808,879	-13,487,983	-10,912,095



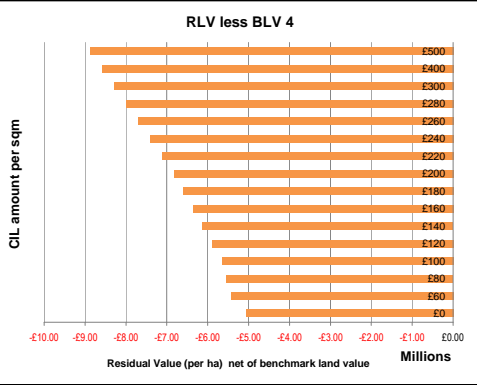
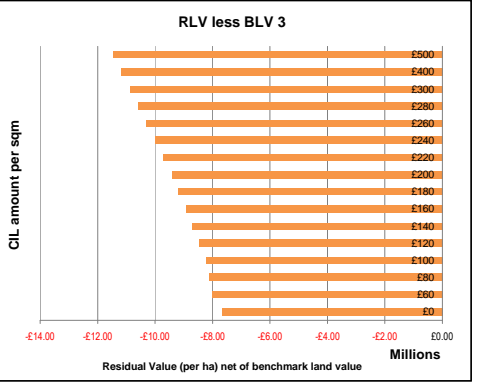
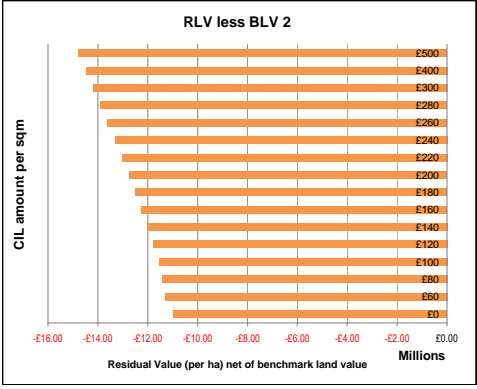
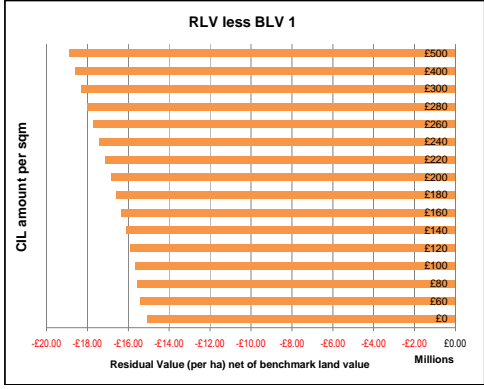
Site type 7 Description: **Area 2** £3767 psm Hrw Wid Wldstne Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,064,298	4,042,865	16,283,658	12,182,149	8,861,254	6,285,365
60	6,592,497	4,394,998	16,635,791	12,534,282	9,213,386	6,637,498
80	6,768,563	4,512,375	16,753,168	12,651,659	9,330,764	6,754,875
100	6,944,630	4,629,753	16,870,546	12,769,037	9,448,142	6,872,253
120	7,296,762	4,864,508	17,105,301	13,003,792	9,682,897	7,107,008
140	7,648,895	5,099,263	17,340,056	13,238,547	9,917,652	7,341,763
160	8,001,028	5,334,018	17,574,811	13,473,302	10,152,407	7,576,518
180	8,353,160	5,568,773	17,809,566	13,708,057	10,387,162	7,811,273
200	8,705,293	5,803,529	18,044,321	13,942,812	10,621,917	8,046,029
220	9,145,459	6,096,972	18,337,765	14,236,256	10,915,361	8,339,472
240	9,585,625	6,390,416	18,631,209	14,529,700	11,208,805	8,632,916
260	10,025,790	6,683,860	18,924,653	14,823,144	11,502,249	8,926,360
280	10,465,956	6,977,304	19,218,097	15,116,588	11,795,693	9,219,804
300	10,906,122	7,270,748	19,511,541	15,410,032	12,089,137	9,513,248
400	11,346,288	7,564,192	19,804,985	15,703,476	12,382,580	9,806,692
500	11,786,454	7,857,636	20,098,428	15,996,919	12,676,024	10,100,136



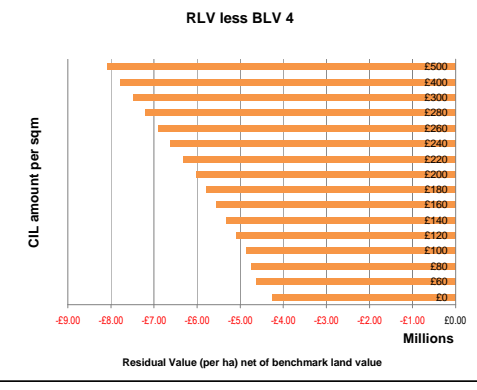
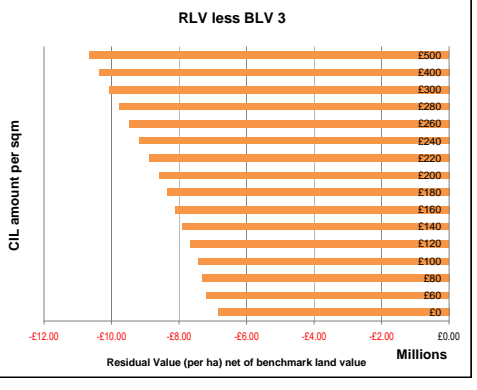
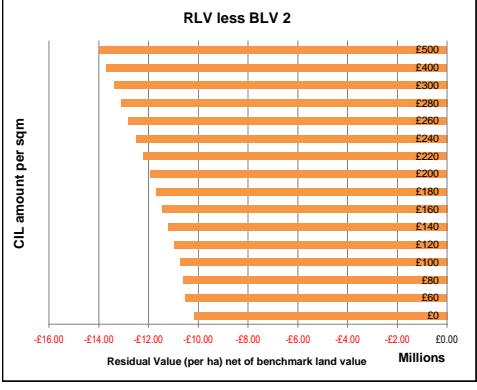
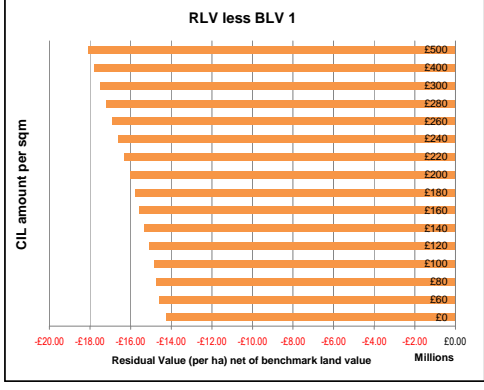
Site type 7 Description: **Area 3** £4090 psm Hrw Hdstne CPark Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,242,190	2,828,127	15,068,919	10,967,410	7,646,515	5,070,627
60	4,770,389	3,180,259	15,421,052	11,319,543	7,998,648	5,422,759
80	4,946,455	3,297,637	15,538,430	11,436,921	8,116,026	5,540,137
100	5,122,522	3,415,015	15,655,807	11,554,298	8,233,403	5,657,515
120	5,474,654	3,649,770	15,890,562	11,789,053	8,468,158	5,892,270
140	5,826,787	3,884,525	16,125,317	12,023,808	8,702,913	6,127,025
160	6,178,920	4,119,280	16,360,072	12,258,564	8,937,668	6,361,780
180	6,531,052	4,354,035	16,594,828	12,493,319	9,172,424	6,596,535
200	6,883,185	4,588,790	16,829,583	12,728,074	9,407,179	6,831,290
220	7,323,351	4,882,234	17,123,027	13,021,518	9,700,623	7,124,734
240	7,763,517	5,175,678	17,416,470	13,314,962	9,994,066	7,418,178
260	8,203,683	5,469,122	17,709,914	13,608,405	10,287,510	7,711,622
280	8,643,848	5,762,566	18,003,358	13,901,849	10,580,954	8,005,066
300	9,084,014	6,056,010	18,296,802	14,195,293	10,874,398	8,298,510
400	9,524,180	6,349,453	18,590,246	14,488,737	11,167,842	8,591,953
500	9,964,346	6,642,897	18,883,690	14,782,181	11,461,286	8,885,397



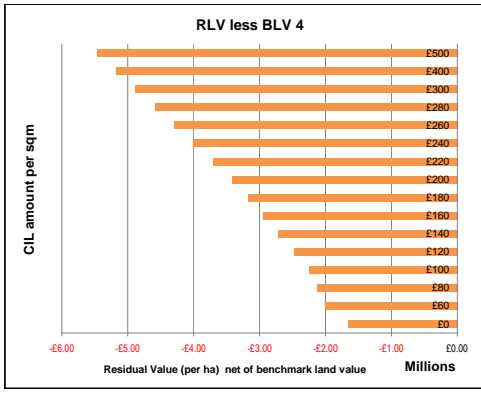
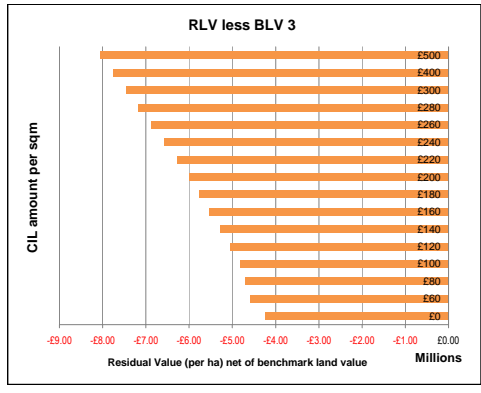
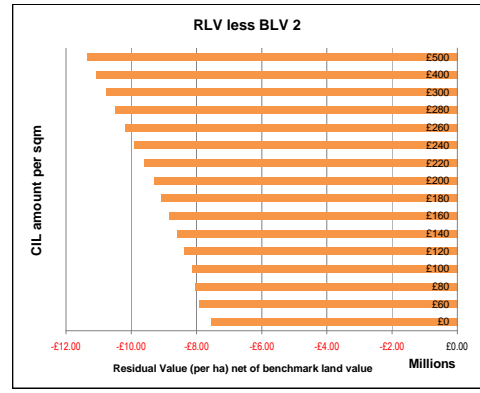
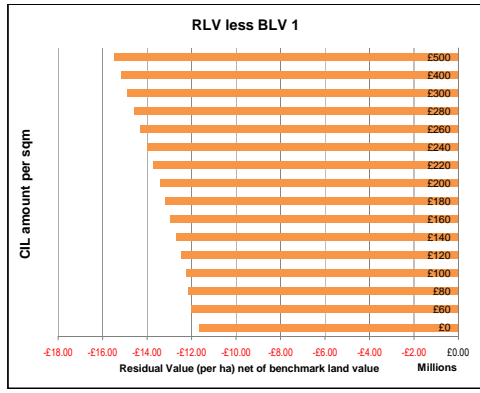
Site type 7 Description: **Area 4** £4306 psm Pin HEnd & NHRW Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,027,263	2,018,175	14,268,968	10,157,459	6,836,564	4,260,675
60	3,555,462	2,370,308	14,611,100	10,509,591	7,188,696	4,612,808
80	3,731,528	2,487,685	14,728,478	10,626,969	7,306,074	4,730,185
100	3,907,594	2,605,063	14,845,856	10,744,347	7,423,451	4,847,563
120	4,259,727	2,839,818	15,080,611	10,979,102	7,658,207	5,082,318
140	4,611,860	3,074,573	15,315,366	11,213,857	7,892,962	5,317,073
160	4,963,992	3,309,328	15,550,121	11,448,612	8,127,717	5,551,828
180	5,316,125	3,544,083	15,784,876	11,683,367	8,362,472	5,786,583
200	5,668,258	3,778,839	16,019,631	11,918,122	8,597,227	6,021,339
220	6,108,424	4,072,282	16,313,075	12,211,566	8,890,671	6,314,782
240	6,548,590	4,365,726	16,606,519	12,505,010	9,184,115	6,608,226
260	6,988,755	4,659,170	16,899,963	12,798,454	9,477,559	6,901,670
280	7,428,921	4,952,614	17,193,407	13,091,898	9,771,003	7,195,114
300	7,869,087	5,246,058	17,486,851	13,385,342	10,064,447	7,488,558
400	8,309,253	5,539,502	17,780,294	13,678,786	10,357,890	7,782,002
500	8,749,419	5,832,946	18,073,738	13,972,229	10,651,334	8,075,446



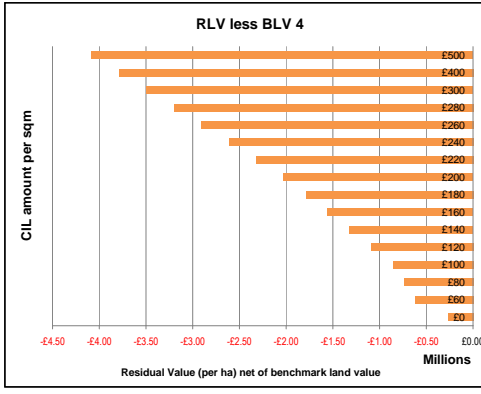
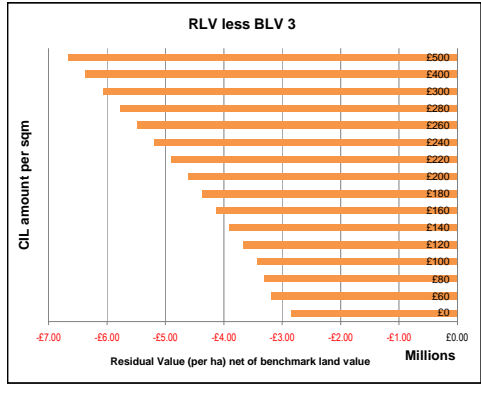
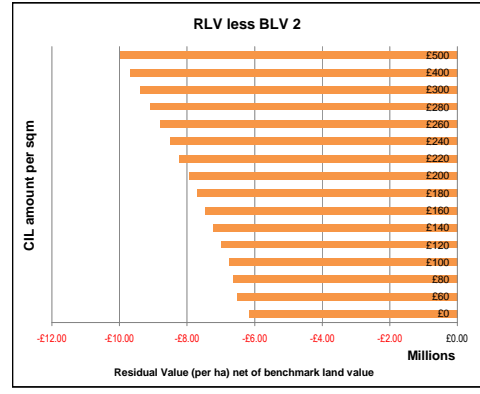
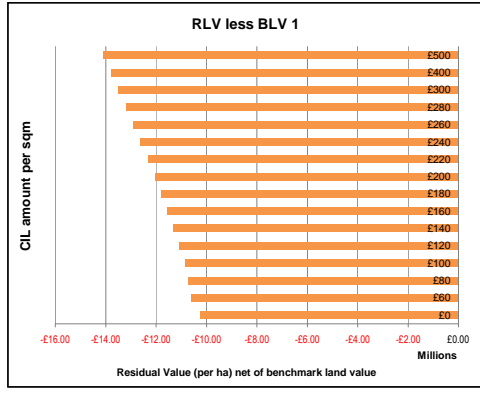
Site type 7 Description: **Area 5** E5005 psm Pin Green Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	880,902	587,268	-11,663,525	-7,552,016	-4,231,121	-1,655,232
60	352,703	235,135	-12,005,657	-7,904,148	-4,583,253	-2,007,365
80	176,637	117,758	-12,123,035	-8,021,526	-4,700,631	-2,124,742
100	570	380	-12,240,412	-8,138,904	-4,818,008	-2,242,120
120	-351,562	-234,375	-12,475,168	-8,373,659	-5,052,764	-2,476,875
140	-703,695	-469,130	-12,709,923	-8,608,414	-5,287,519	-2,711,630
160	-1,055,828	-703,885	-12,944,678	-8,843,169	-5,522,274	-2,946,385
180	-1,407,960	-938,640	-13,179,433	-9,077,924	-5,757,029	-3,181,140
200	-1,760,093	-1,173,395	-13,414,188	-9,312,679	-5,991,784	-3,415,895
220	-2,200,259	-1,466,839	-13,707,632	-9,606,123	-6,285,228	-3,709,339
240	-2,640,425	-1,760,283	-14,001,076	-9,899,567	-6,578,672	-4,002,783
260	-3,080,591	-2,053,727	-14,294,520	-10,193,011	-6,872,116	-4,296,227
280	-3,520,756	-2,347,171	-14,587,964	-10,486,455	-7,165,560	-4,589,671
300	-3,960,922	-2,640,615	-14,881,407	-10,779,899	-7,459,003	-4,883,115
400	-4,401,088	-2,934,059	-15,174,851	-11,073,342	-7,752,447	-5,176,559
500	-4,841,254	-3,227,503	-15,468,295	-11,366,786	-8,045,891	-5,470,003



Site type 7 Description: **Area 6** E5382 psm Hrw Hill Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,964,265	1,976,176	-10,264,616	-6,163,107	-2,842,212	-266,324
60	2,436,066	1,624,044	-10,616,749	-6,515,240	-3,194,345	-618,456
80	2,259,999	1,506,666	-10,734,126	-6,632,617	-3,311,722	-735,834
100	2,083,933	1,389,289	-10,851,504	-6,749,995	-3,429,100	-853,211
120	1,731,800	1,154,534	-11,086,259	-6,984,750	-3,663,855	-1,087,966
140	1,379,668	919,778	-11,321,014	-7,219,505	-3,898,610	-1,322,722
160	1,027,535	685,023	-11,555,769	-7,454,260	-4,133,365	-1,557,477
180	675,402	450,268	-11,790,524	-7,689,015	-4,368,120	-1,792,232
200	323,270	215,513	-12,025,279	-7,923,771	-4,602,875	-2,026,987
220	-116,896	-77,931	-12,318,723	-8,217,214	-4,896,319	-2,320,431
240	-557,062	-371,375	-12,612,167	-8,510,658	-5,189,763	-2,613,875
260	-997,228	-664,819	-12,905,611	-8,804,102	-5,483,207	-2,907,319
280	-1,437,394	-958,262	-13,199,055	-9,097,546	-5,776,651	-3,200,762
300	-1,877,560	-1,251,706	-13,492,499	-9,390,990	-6,070,095	-3,494,206
400	-2,317,725	-1,545,150	-13,785,943	-9,684,434	-6,363,539	-3,787,650
500	-2,757,891	-1,838,594	-14,079,387	-9,977,878	-6,656,983	-4,081,094

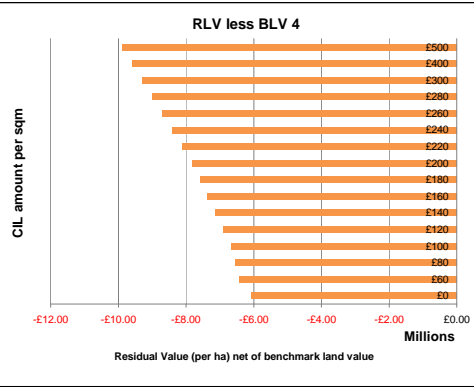
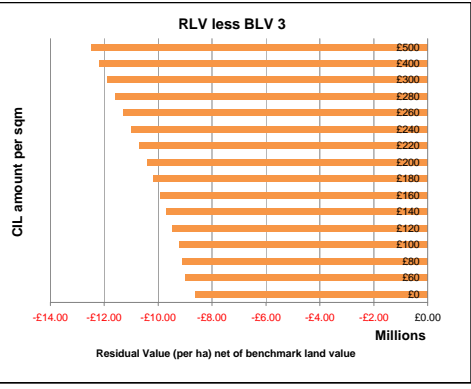
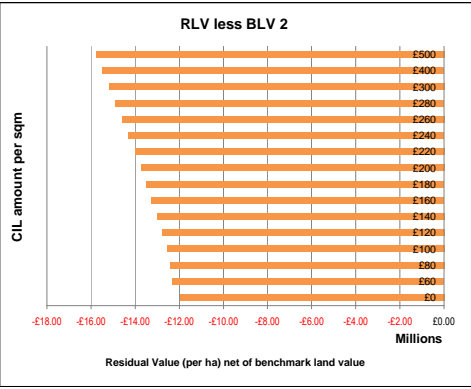
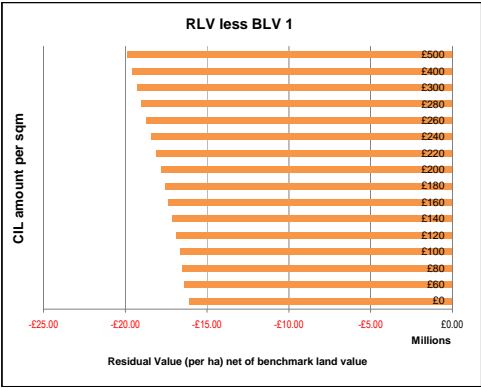


CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
SITE TYPE	7	BLV1	BLV2	BLV3	BLV4
300 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
FLATS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
200 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	10%	Sales value inflation		
	4 on private	5%	Build cost inflation		
Aff Hsg:	40%				

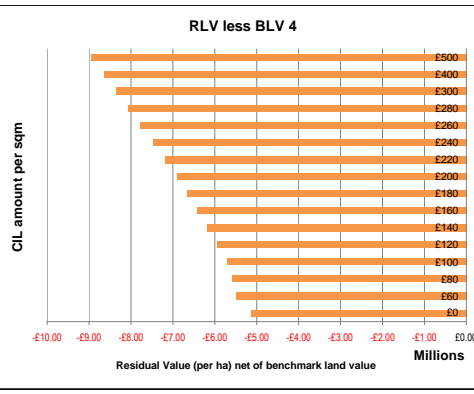
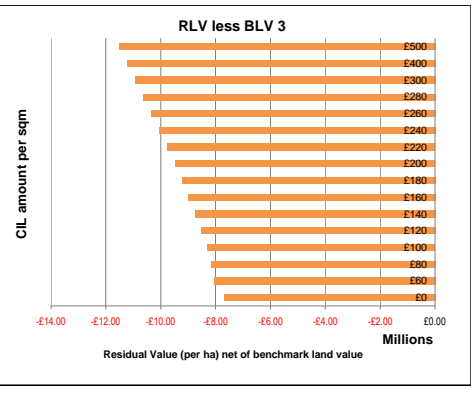
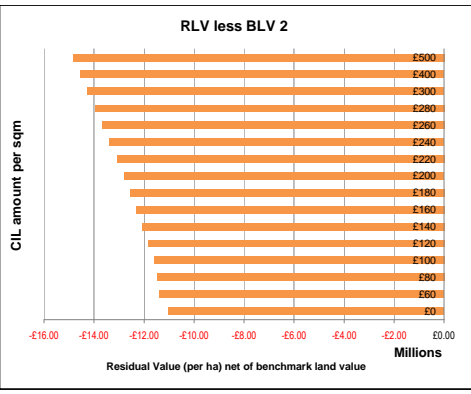
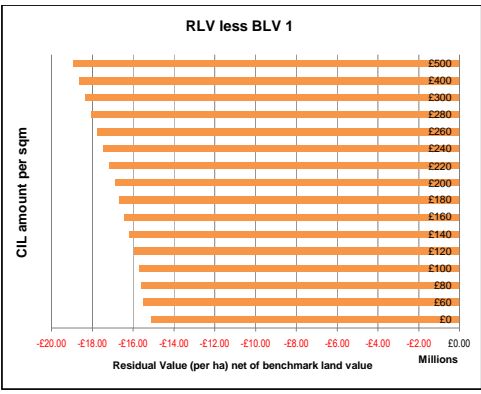
**Note on Benchmark land values:**

\*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

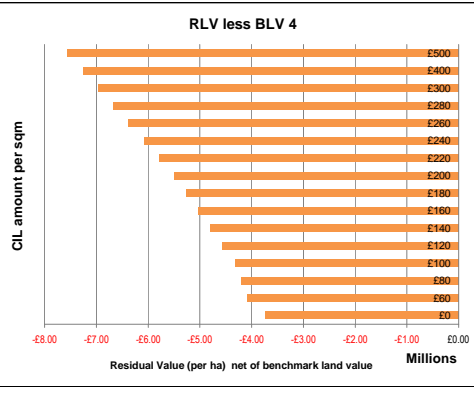
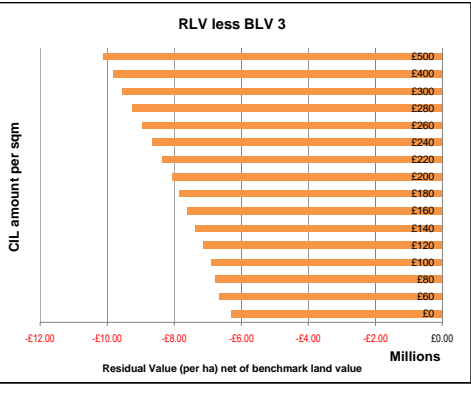
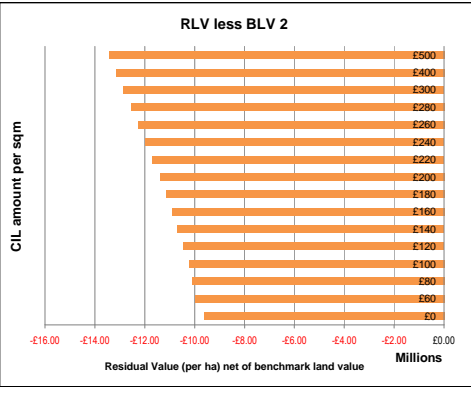
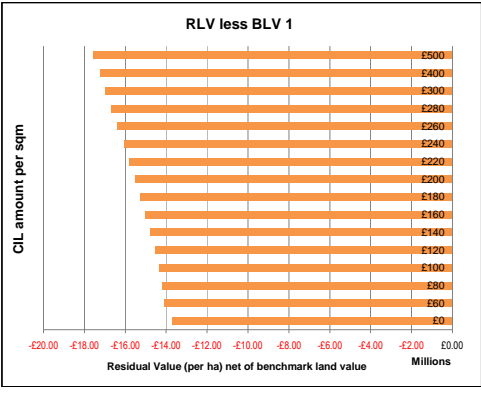
Site type 7	Description:	Area 1	£3552 psm \$ Harrow	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-5,729,969	-3,819,979	-16,060,772	-11,959,263	-8,638,368	-6,062,479
60	-6,258,168	-4,172,112	-16,412,905	-12,311,396	-8,990,501	-6,414,612
80	-6,434,235	-4,289,490	-16,530,282	-12,428,773	-9,107,878	-6,531,990
100	-6,610,301	-4,406,867	-16,647,660	-12,546,151	-9,225,256	-6,649,367
120	-6,962,434	-4,641,622	-16,882,415	-12,780,906	-9,460,011	-6,884,122
140	-7,314,566	-4,876,377	-17,117,170	-13,015,661	-9,694,766	-7,118,877
160	-7,666,699	-5,111,133	-17,351,925	-13,250,416	-9,929,521	-7,353,633
180	-8,018,832	-5,345,888	-17,586,680	-13,485,171	-10,164,276	-7,588,388
200	-8,370,964	-5,580,643	-17,821,435	-13,719,926	-10,399,031	-7,823,143
220	-8,811,130	-5,874,087	-18,114,879	-14,013,370	-10,692,475	-8,116,587
240	-9,251,296	-6,167,531	-18,408,323	-14,306,814	-10,985,919	-8,410,031
260	-9,691,462	-6,460,974	-18,701,767	-14,600,258	-11,279,363	-8,703,474
280	-10,131,628	-6,754,418	-18,995,211	-14,893,702	-11,572,807	-8,996,918
300	-10,571,793	-7,047,862	-19,288,655	-15,187,146	-11,866,251	-9,290,362
400	-11,011,959	-7,341,306	-19,582,099	-15,480,590	-12,159,695	-9,583,806
500	-11,452,125	-7,634,750	-19,875,543	-15,774,034	-12,453,139	-9,877,250



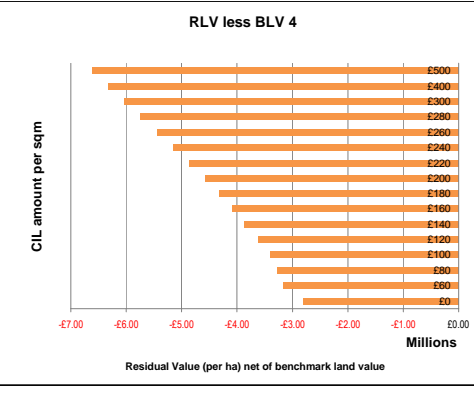
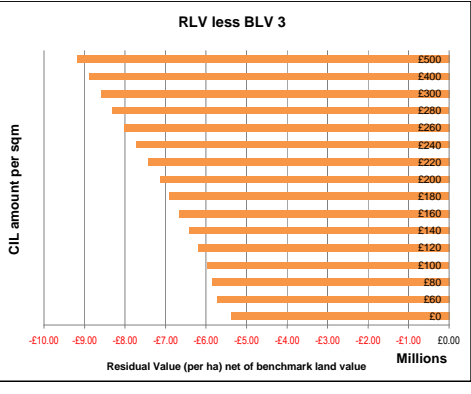
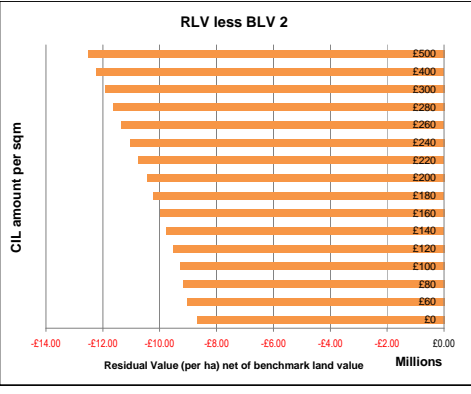
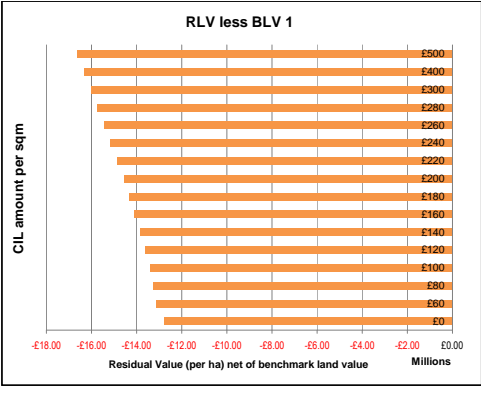
Site type 7	Description:	Area 2	£3767 psm Hrw Wid Wldstne	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,329,864	2,886,576	15,127,369	11,025,860	7,704,965	5,129,076
60	4,858,063	3,238,709	15,479,501	11,377,993	8,057,097	5,481,209
80	5,034,130	3,356,086	15,596,879	11,495,370	8,174,475	5,598,586
100	5,210,196	3,473,464	15,714,257	11,612,748	8,291,853	5,715,964
120	5,562,329	3,708,219	15,949,012	11,847,503	8,526,608	5,950,719
140	5,914,461	3,942,974	16,183,767	12,082,258	8,761,363	6,185,474
160	6,266,594	4,177,729	16,418,522	12,317,013	8,996,118	6,420,229
180	6,618,727	4,412,484	16,653,277	12,551,768	9,230,873	6,654,984
200	6,970,859	4,647,240	16,888,032	12,786,523	9,465,628	6,889,740
220	7,411,025	4,940,883	17,181,476	13,079,967	9,759,072	7,183,183
240	7,851,191	5,234,127	17,474,920	13,373,411	10,052,516	7,476,627
260	8,291,357	5,527,571	17,768,364	13,666,855	10,345,960	7,770,071
280	8,731,523	5,821,015	18,061,808	13,960,299	10,639,404	8,063,515
300	9,171,688	6,114,459	18,355,252	14,253,743	10,932,848	8,356,959
400	9,611,854	6,407,903	18,648,695	14,547,187	11,226,291	8,650,403
500	10,052,020	6,701,347	18,942,139	14,840,630	11,519,735	8,943,847



Site type 7	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,234,507	1,489,671	13,730,464	9,628,955	6,308,060	3,732,171
60	2,762,706	1,841,804	14,082,597	9,981,088	6,660,193	4,084,304
80	2,938,772	1,959,182	14,199,974	10,098,465	6,777,570	4,201,682
100	3,114,839	2,076,559	14,317,352	10,215,843	6,894,948	4,319,059
120	3,466,971	2,311,314	14,552,107	10,450,598	7,129,703	4,553,814
140	3,819,104	2,546,069	14,786,862	10,685,353	7,364,458	4,788,569
160	4,171,237	2,780,824	15,021,617	10,920,108	7,599,213	5,023,324
180	4,523,369	3,015,580	15,256,372	11,154,863	7,833,968	5,258,080
200	4,875,502	3,250,335	15,491,127	11,389,618	8,068,723	5,492,835
220	5,315,668	3,543,779	15,784,571	11,683,062	8,362,167	5,786,279
240	5,755,834	3,837,222	16,078,015	11,976,506	8,655,611	6,079,722
260	6,196,000	4,130,666	16,371,459	12,269,950	8,949,055	6,373,166
280	6,636,165	4,424,110	16,664,903	12,563,394	9,242,499	6,666,610
300	7,076,331	4,717,554	16,958,347	12,856,838	9,535,943	6,960,054
400	7,516,497	5,010,998	17,251,791	13,150,282	9,829,387	7,253,498
500	7,956,663	5,304,442	17,545,234	13,443,726	10,122,830	7,546,942

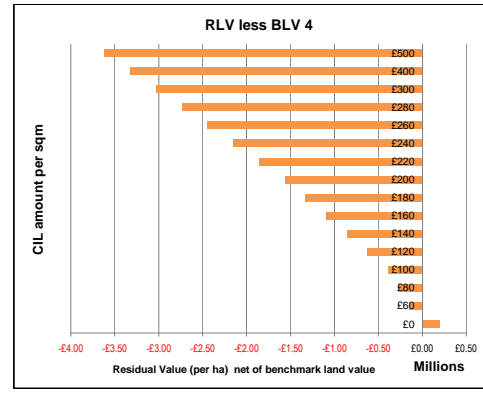
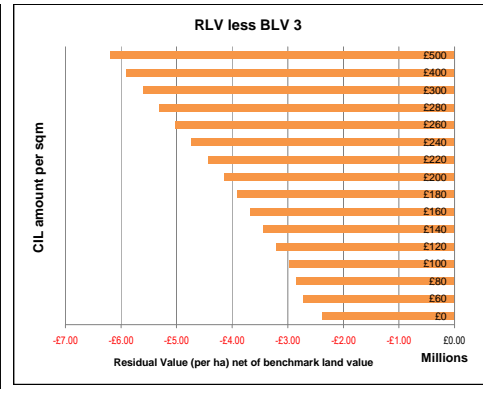
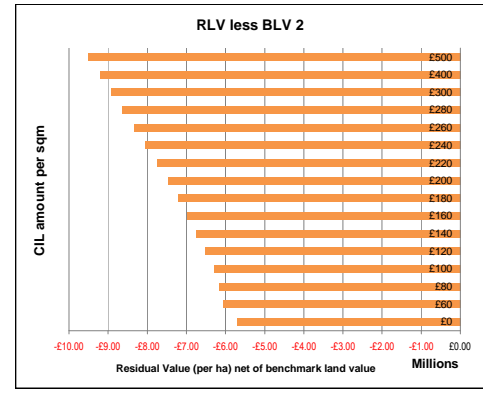
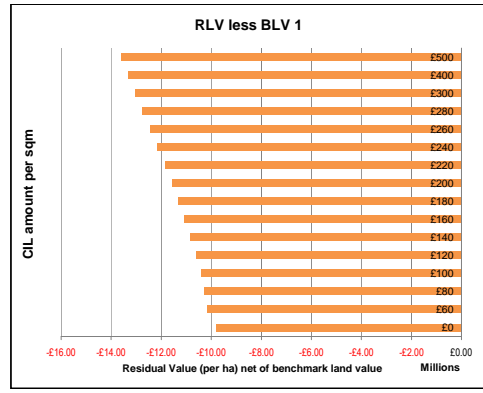


Site type 7	Description:	Area 4	£4306 psm Pin HEnd & NHRw	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	837,413	558,275	12,799,068	8,697,559	5,376,664	2,800,775
60	1,365,612	910,408	13,151,201	9,049,692	5,728,797	3,152,908
80	1,541,679	1,027,786	13,268,578	9,167,069	5,846,174	3,270,286
100	1,717,745	1,145,163	13,385,956	9,284,447	5,963,552	3,387,663
120	2,069,878	1,379,918	13,620,711	9,519,202	6,198,307	3,622,418
140	2,422,010	1,614,673	13,855,466	9,753,957	6,433,062	3,857,173
160	2,774,143	1,849,429	14,090,221	9,988,712	6,667,817	4,091,929
180	3,126,276	2,084,184	14,324,976	10,223,467	6,902,572	4,326,684
200	3,478,408	2,318,939	14,559,731	10,458,222	7,137,327	4,561,439
220	3,918,574	2,612,383	14,853,175	10,751,666	7,430,771	4,854,883
240	4,358,740	2,905,827	15,146,619	11,045,110	7,724,215	5,148,327
260	4,798,906	3,199,270	15,440,063	11,338,554	8,017,659	5,441,770
280	5,239,072	3,492,714	15,733,507	11,631,998	8,311,103	5,735,214
300	5,679,237	3,786,158	16,026,951	11,925,442	8,604,547	6,028,658
400	6,119,403	4,079,602	16,320,395	12,218,886	8,897,991	6,322,102
500	6,559,569	4,373,046	16,613,839	12,512,330	9,191,435	6,615,546



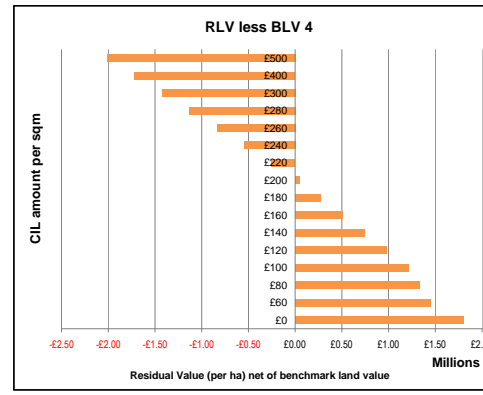
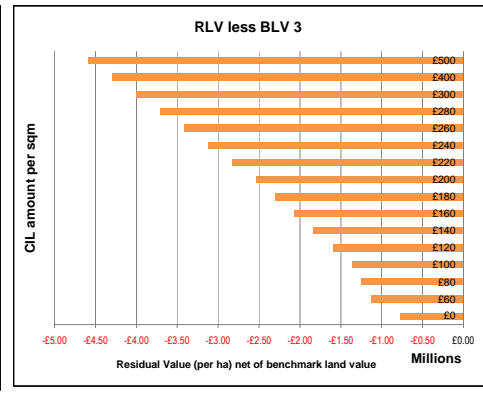
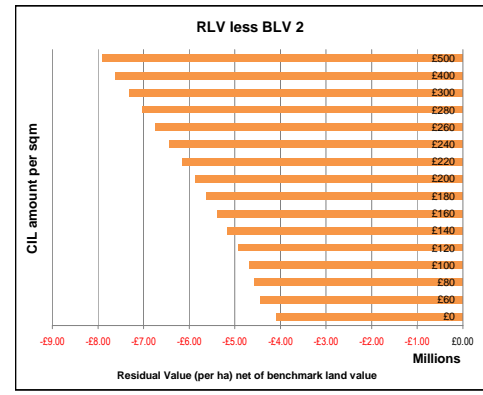
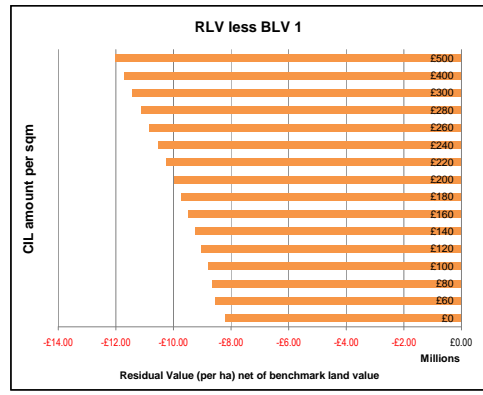
Site type 7 Description: **Area 5** E5005 psm Pin Green Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,662,792	2,441,861	- 9,798,931	- 5,697,422	- 2,376,527	199,361
60	3,134,593	2,089,729	- 10,151,064	- 6,049,555	- 2,728,660	152,771
80	2,958,527	1,972,351	- 10,268,441	- 6,166,933	- 2,846,037	270,149
100	2,782,460	1,854,974	- 10,385,819	- 6,284,310	- 2,963,415	387,526
120	2,430,328	1,620,218	- 10,620,574	- 6,519,065	- 3,198,170	622,282
140	2,078,195	1,385,463	- 10,855,329	- 6,753,820	- 3,432,925	857,037
160	1,726,062	1,150,708	- 11,090,084	- 6,988,575	- 3,667,680	1,091,792
180	1,373,930	915,953	- 11,324,839	- 7,223,331	- 3,902,435	1,326,547
200	1,021,797	681,198	- 11,559,595	- 7,458,086	- 4,137,191	1,561,302
220	581,631	387,754	- 11,853,038	- 7,751,530	- 4,430,634	1,854,746
240	141,465	94,310	- 12,146,482	- 8,044,973	- 4,724,078	2,148,190
260	-298,700	199,134	- 12,439,926	- 8,338,417	- 5,017,522	2,441,634
280	-738,866	492,578	- 12,733,370	- 8,631,861	- 5,310,966	2,735,078
300	-1,179,032	786,021	- 13,026,814	- 8,925,305	- 5,604,410	3,028,521
400	-1,619,198	1,079,465	- 13,320,258	- 9,218,749	- 5,897,854	3,321,965
500	-2,059,364	1,372,909	- 13,613,702	- 9,512,193	- 6,191,298	3,615,409



Site type 7 Description: **Area 6** E5382 psm Hrw Hill Site area: 1.50 ha

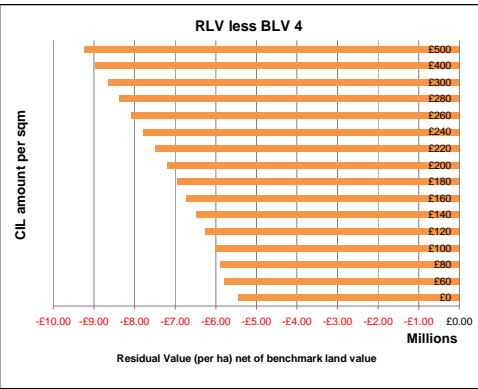
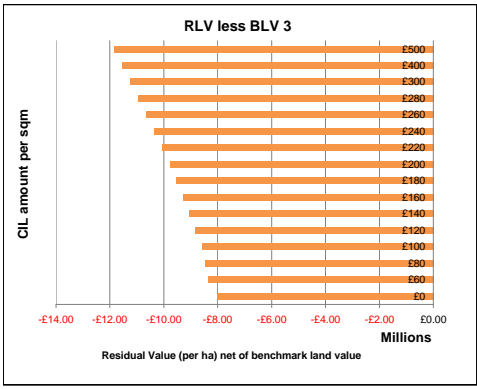
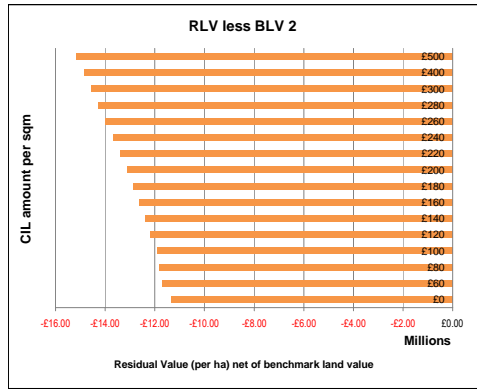
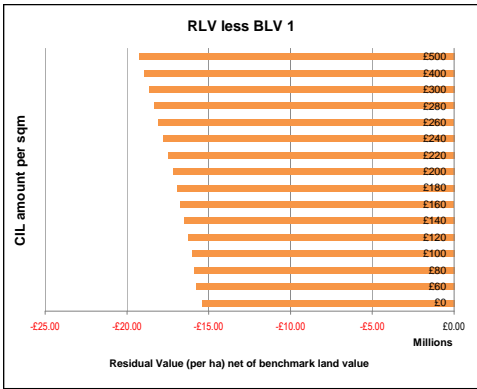
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,064,946	4,043,297	- 8,197,495	- 4,095,986	- 775,091	1,800,797
60	5,536,747	3,691,165	- 8,549,628	- 4,448,119	- 1,127,224	1,448,665
80	5,360,681	3,573,787	- 8,667,005	- 4,565,497	- 1,244,601	1,331,287
100	5,184,614	3,456,410	- 8,784,383	- 4,682,874	- 1,361,979	1,213,910
120	4,832,482	3,221,654	- 9,019,138	- 4,917,629	- 1,596,734	979,154
140	4,480,349	2,986,899	- 9,253,893	- 5,152,384	- 1,831,489	744,399
160	4,128,216	2,752,144	- 9,488,648	- 5,387,139	- 2,066,244	509,644
180	3,776,084	2,517,389	- 9,723,403	- 5,621,895	- 2,300,999	274,889
200	3,423,951	2,282,634	- 9,958,159	- 5,856,650	- 2,535,755	40,134
220	2,983,785	1,989,190	- 10,251,602	- 6,150,094	- 2,829,198	253,310
240	2,543,619	1,695,746	- 10,545,046	- 6,443,537	- 3,122,642	546,754
260	2,103,454	1,402,302	- 10,838,490	- 6,736,981	- 3,416,086	840,198
280	1,663,288	1,108,858	- 11,131,934	- 7,030,425	- 3,709,530	1,133,642
300	1,223,122	815,415	- 11,425,378	- 7,323,869	- 4,002,974	1,427,085
400	782,956	521,971	- 11,718,822	- 7,617,313	- 4,296,418	1,720,529
500	342,790	228,527	- 12,012,266	- 7,910,757	- 4,589,862	2,013,973



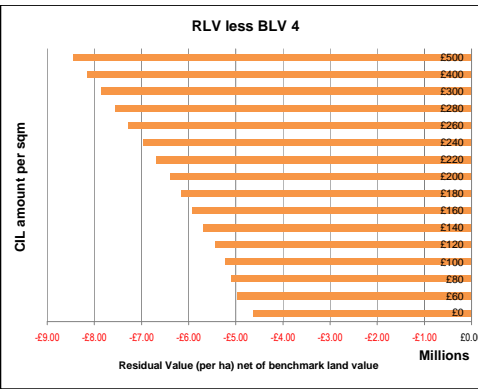
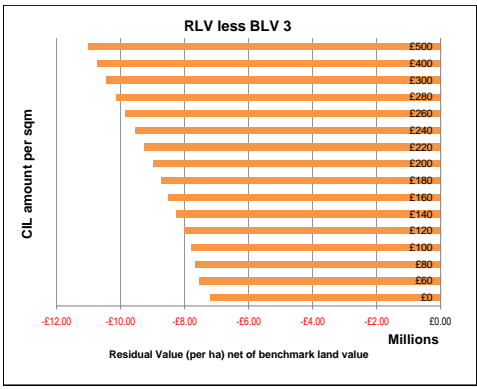
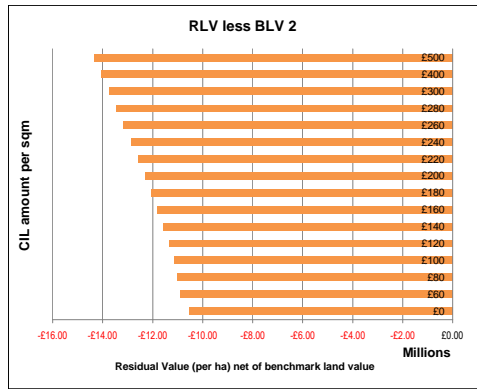
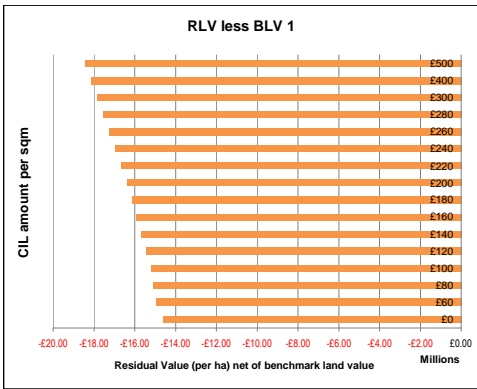
CIL Viability	LB Harrow	<b>Benchmark Land Values (per net developable ha)</b>			
SITE TYPE	7	BLV1	BLV2	BLV3	BLV4
300 UNITS		Offices (higher)	Offices (lower)	Industrial/WH	Community uses
FLATS		£12,240,793	£8,139,284	£4,818,389	£2,242,500
200 UPH	Net area as percentage of gross	100%			
CSH level:	# on AH				
	# on private	Sales value inflation			
Aff Hsg:	40%	Build cost inflation			
Affordable rent					

**Note on Benchmark land values:**  
 "Offices (higher)" uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 "Offices (lower)" uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 "Industrial/WH" uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 "Community uses" - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

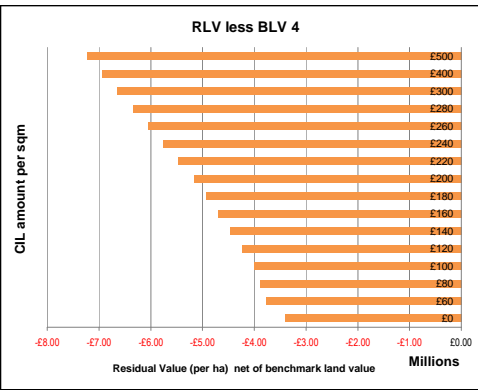
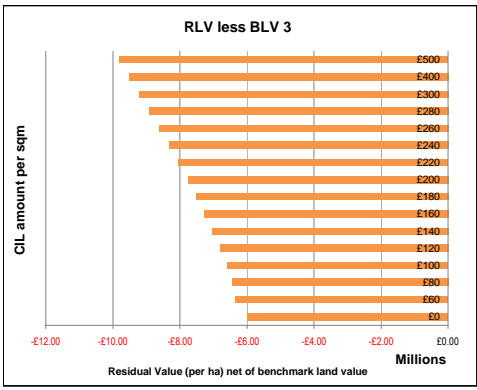
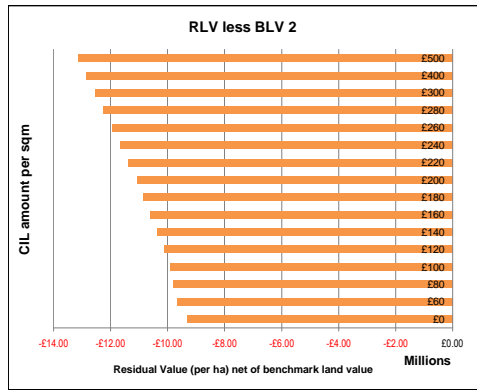
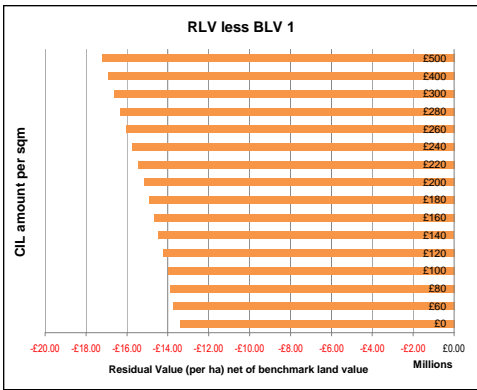
Site type 7	Description:	Area 1	£3552 psm S Harrow	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-4,788,198	3,192,132	15,432,924	11,331,416	8,010,520	5,434,632
60	-5,316,397	3,544,265	15,785,057	11,683,548	8,362,653	5,786,765
80	-5,492,463	3,661,642	15,902,435	11,800,926	8,480,031	5,904,142
100	-5,668,529	3,779,020	16,019,812	11,918,303	8,597,408	6,021,520
120	-6,020,662	4,013,775	16,254,567	12,153,058	8,832,163	6,256,275
140	-6,372,795	4,248,530	16,489,322	12,387,814	9,066,918	6,491,030
160	-6,724,927	4,483,285	16,724,077	12,622,569	9,301,674	6,725,785
180	-7,077,060	4,718,040	16,958,833	12,857,324	9,536,429	6,960,540
200	-7,429,193	4,952,795	17,193,588	13,092,079	9,771,184	7,195,295
220	-7,869,359	5,246,239	17,487,032	13,385,523	10,064,628	7,488,739
240	-8,309,524	5,539,683	17,780,476	13,678,967	10,358,072	7,782,183
260	-8,749,690	5,833,127	18,073,919	13,972,411	10,651,515	8,075,627
280	-9,189,856	6,126,571	18,367,363	14,265,854	10,944,959	8,369,071
300	-9,630,022	6,420,015	18,660,807	14,559,298	11,238,403	8,662,515
400	-10,070,188	6,713,459	18,954,251	14,852,742	11,531,847	8,955,959
500	-10,510,354	7,006,902	19,247,695	15,146,186	11,825,291	9,249,402



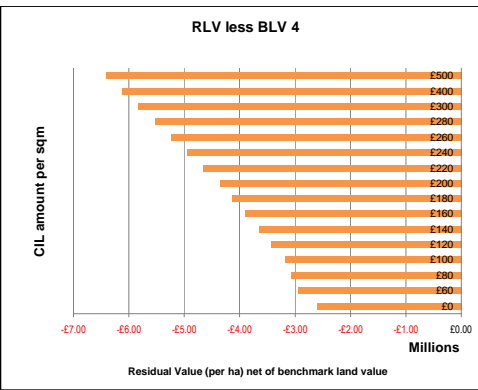
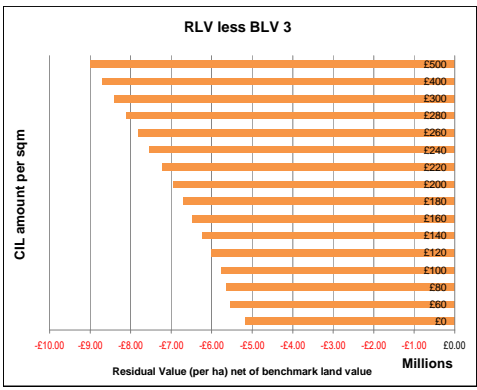
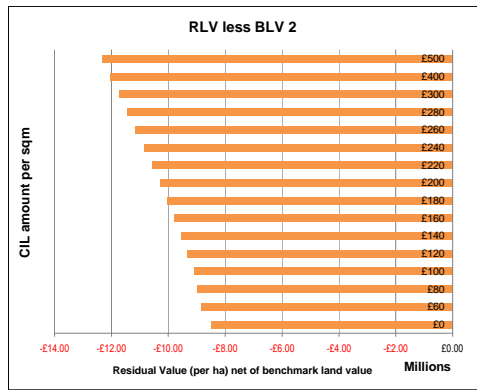
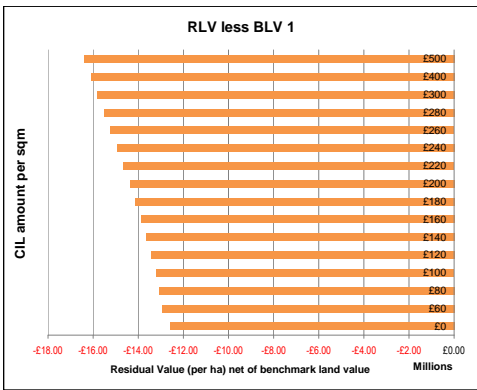
Site type 7	Description:	Area 2	£3767 psm Hrw Wild Widstne	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,573,755	2,382,504	14,623,296	10,521,787	7,200,892	4,625,004
60	4,101,954	2,734,636	14,975,429	10,873,920	7,553,025	4,977,136
80	4,278,021	2,852,014	15,092,806	10,991,297	7,670,402	5,094,514
100	4,454,087	2,969,391	15,210,184	11,108,675	7,787,780	5,211,891
120	4,806,220	3,204,146	15,444,939	11,343,430	8,022,535	5,446,646
140	5,158,352	3,438,902	15,679,694	11,578,185	8,257,290	5,681,402
160	5,510,485	3,673,657	15,914,449	11,812,940	8,492,045	5,916,157
180	5,862,618	3,908,412	16,149,204	12,047,695	8,726,800	6,150,912
200	6,214,750	4,143,167	16,383,959	12,282,451	8,961,555	6,385,667
220	6,654,916	4,436,611	16,677,403	12,575,894	9,254,999	6,679,111
240	7,095,082	4,730,055	16,970,847	12,869,338	9,548,443	6,972,555
260	7,535,248	5,023,499	17,264,291	13,162,782	9,841,887	7,265,999
280	7,975,414	5,316,942	17,557,735	13,456,226	10,135,331	7,559,442
300	8,415,580	5,610,386	17,851,179	13,749,670	10,428,775	7,852,886
400	8,855,745	5,903,830	18,144,623	14,043,114	10,722,219	8,146,330
500	9,295,911	6,197,274	18,438,067	14,336,558	11,015,663	8,439,774



Site type 7	Description:	Area 3	£4090 psm Hrw Hdstone CPark	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,752,092	1,168,061	13,408,854	9,307,345	5,986,450	3,410,561
60	2,280,291	1,520,194	13,760,986	9,659,477	6,338,582	3,762,694
80	2,456,357	1,637,571	13,878,364	9,776,855	6,455,960	3,880,071
100	2,632,423	1,754,949	13,995,741	9,894,233	6,573,337	3,997,449
120	2,984,556	1,989,704	14,230,497	10,128,988	6,808,093	4,232,204
140	3,336,689	2,224,459	14,465,252	10,363,743	7,042,848	4,466,959
160	3,688,821	2,459,214	14,700,007	10,598,498	7,277,603	4,701,714
180	4,040,954	2,693,969	14,934,762	10,833,253	7,512,358	4,936,469
200	4,393,087	2,928,724	15,169,517	11,068,008	7,747,113	5,171,224
220	4,833,252	3,222,168	15,462,961	11,361,452	8,040,557	5,464,668
240	5,273,418	3,515,612	15,756,405	11,654,896	8,334,001	5,758,112
260	5,713,584	3,809,056	16,049,849	11,948,340	8,627,445	6,051,556
280	6,153,750	4,102,500	16,343,293	12,241,784	8,920,889	6,345,000
300	6,593,916	4,395,944	16,636,736	12,535,228	9,214,332	6,638,444
400	7,034,082	4,689,388	16,930,180	12,828,671	9,507,776	6,931,888
500	7,474,247	4,982,832	17,223,624	13,122,115	9,801,220	7,225,332

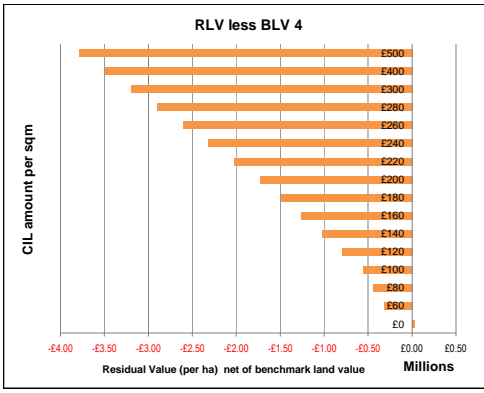
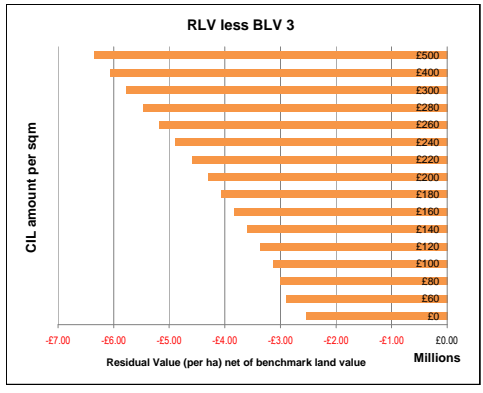
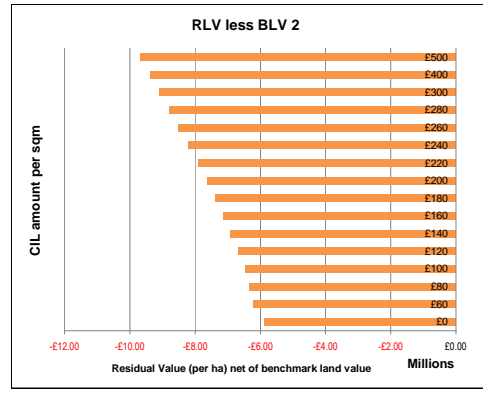
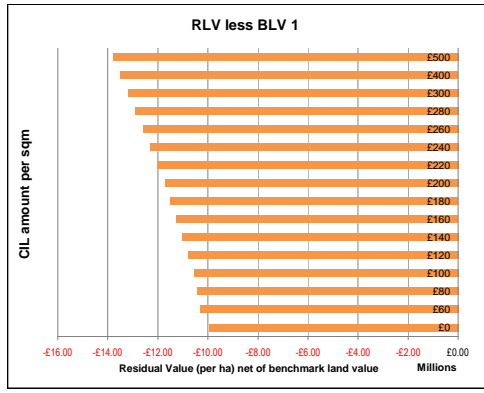


Site type 7	Description:	Area 4	£4306 psm Pin HEnd & NHrv	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	537,649	358,433	12,599,225	8,497,716	5,176,821	2,600,933
60	1,065,848	710,565	12,951,358	8,849,849	5,528,954	2,953,065
80	1,241,915	827,943	13,068,736	8,967,227	5,646,327	3,070,443
100	1,417,981	945,321	13,186,113	9,084,604	5,763,709	3,187,821
120	1,770,114	1,180,076	13,420,868	9,319,359	5,998,464	3,422,576
140	2,122,246	1,414,831	13,655,623	9,554,114	6,233,219	3,657,331
160	2,474,379	1,649,586	13,890,378	9,788,870	6,467,974	3,892,086
180	2,826,512	1,884,341	14,125,134	10,023,625	6,702,730	4,126,841
200	3,178,644	2,119,096	14,359,889	10,258,380	6,937,485	4,361,596
220	3,618,810	2,412,540	14,653,333	10,551,824	7,230,929	4,655,040
240	4,058,976	2,705,984	14,946,777	10,845,268	7,524,372	4,948,484
260	4,499,142	2,999,428	15,240,220	11,138,711	7,817,816	5,241,928
280	4,939,308	3,292,872	15,533,664	11,432,155	8,111,260	5,535,372
300	5,379,473	3,586,316	15,827,108	11,725,599	8,404,704	5,828,816
400	5,819,639	3,879,759	16,120,552	12,019,043	8,698,148	6,122,259
500	6,259,805	4,173,203	16,413,996	12,312,487	8,991,592	6,415,703



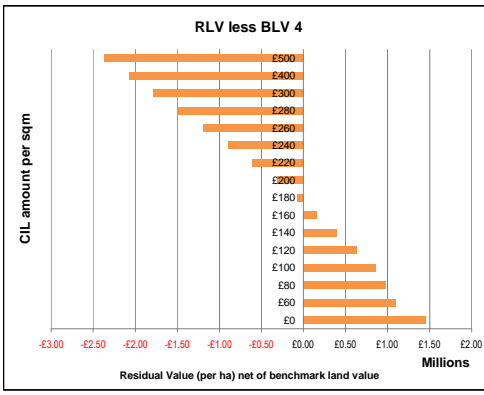
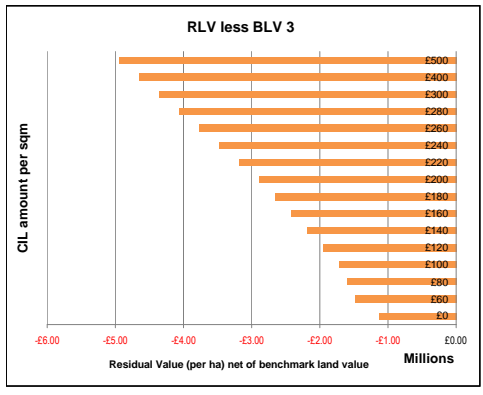
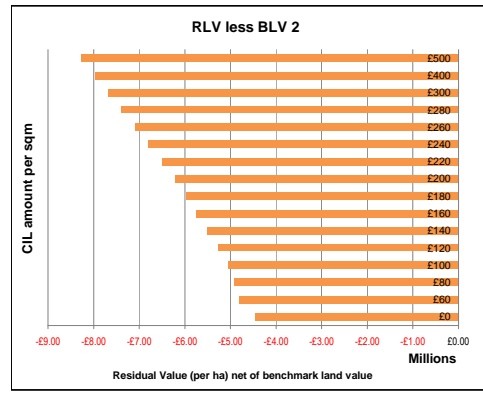
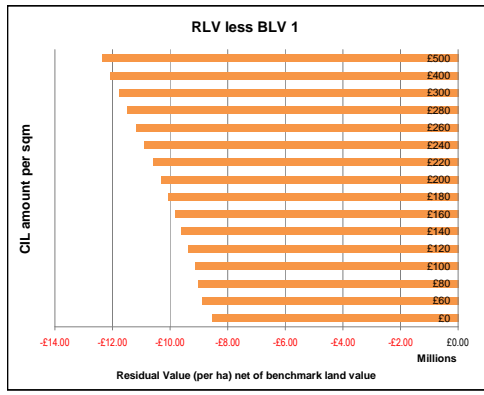
Site type 7 Description: **Area 5** £500 psm Pin Green Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,409,289	2,272,859	9,967,933	5,866,424	2,545,529	30,359
60	2,881,090	1,920,727	10,320,066	6,218,557	2,897,662	321,773
80	2,705,023	1,803,349	10,437,444	6,335,935	3,015,040	439,151
100	2,528,957	1,685,971	10,554,821	6,453,312	3,132,417	556,529
120	2,176,824	1,451,216	10,789,576	6,688,067	3,367,172	791,284
140	1,824,692	1,216,461	11,024,331	6,922,822	3,601,927	1,026,039
160	1,472,559	981,706	11,259,087	7,157,578	3,836,682	1,260,794
180	1,120,426	746,951	11,493,842	7,392,333	4,071,438	1,495,549
200	768,294	512,196	11,728,597	7,627,088	4,306,193	1,730,304
220	328,128	218,752	12,022,041	7,920,532	4,599,637	2,023,748
240	-112,038	74,692	12,315,485	8,213,976	4,893,080	2,317,192
260	-552,204	368,136	12,608,928	8,507,419	5,186,524	2,610,636
280	-992,370	661,580	12,902,372	8,800,863	5,479,968	2,904,080
300	-1,432,535	955,024	13,195,816	9,094,307	5,773,412	3,197,524
400	-1,872,701	1,248,467	13,489,260	9,387,751	6,066,856	3,490,967
500	-2,312,867	1,541,911	13,782,704	9,681,195	6,360,300	3,784,411



Site type 7 Description: **Area 6** £5382 psm Hrw Hill Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	5,534,563	3,689,709	8,551,084	4,449,575	1,128,680	1,447,209
60	5,006,364	3,337,576	8,903,217	4,801,708	1,480,812	1,095,076
80	4,830,298	3,220,199	9,020,594	4,919,085	1,598,190	977,699
100	4,654,231	3,102,821	9,137,972	5,036,463	1,715,568	860,321
120	4,302,099	2,868,066	9,372,727	5,271,218	1,950,323	625,566
140	3,949,966	2,633,311	9,607,482	5,505,973	2,185,078	390,811
160	3,597,833	2,398,556	9,842,237	5,740,728	2,419,833	156,056
180	3,245,701	2,163,800	10,076,992	5,975,483	2,654,588	78,700
200	2,893,568	1,929,045	10,311,747	6,210,238	2,889,343	313,455
220	2,453,402	1,635,601	10,605,191	6,503,682	3,182,787	606,899
240	2,013,236	1,342,158	10,898,635	6,797,126	3,476,231	900,342
260	1,573,071	1,048,714	11,192,079	7,090,570	3,769,675	1,193,786
280	1,132,905	755,270	11,485,523	7,384,014	4,063,119	1,487,230
300	692,739	461,826	11,778,967	7,677,458	4,356,563	1,780,674
400	252,573	168,382	12,072,411	7,970,902	4,650,007	2,074,118
500	-187,593	125,062	12,365,854	8,264,346	4,943,450	2,367,562

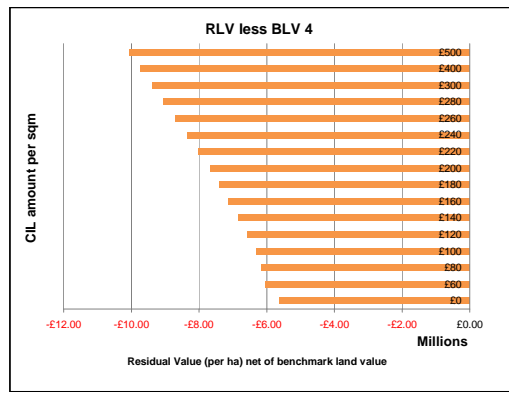
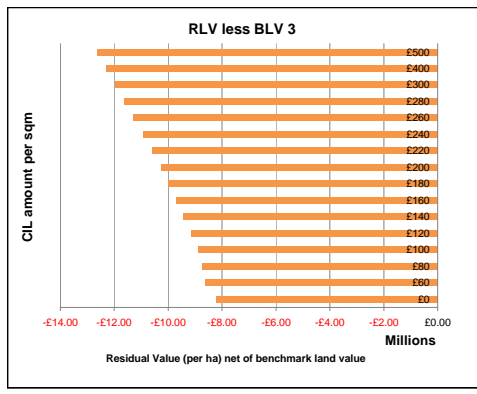
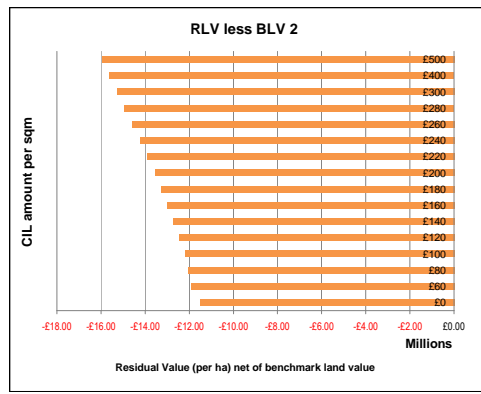
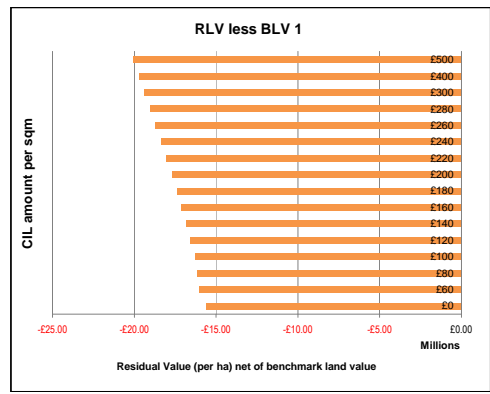




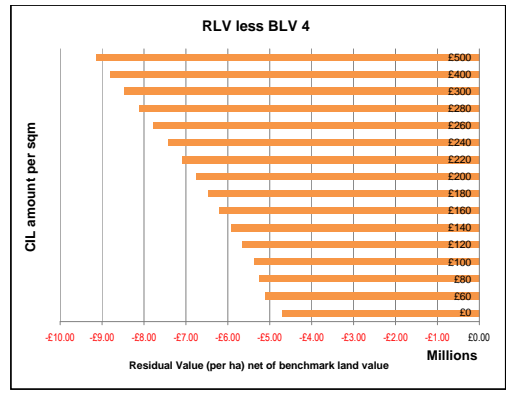
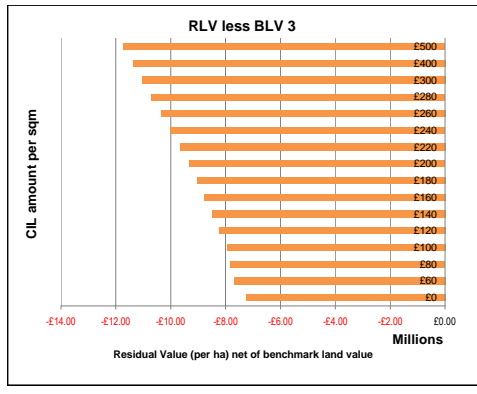
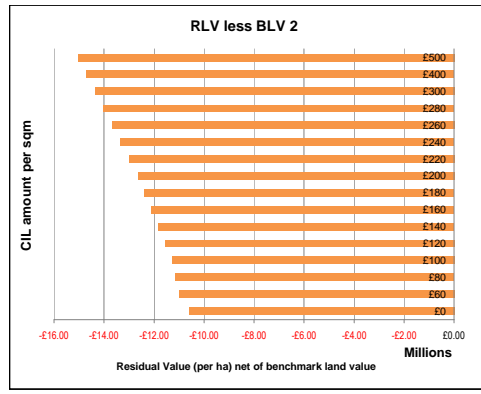
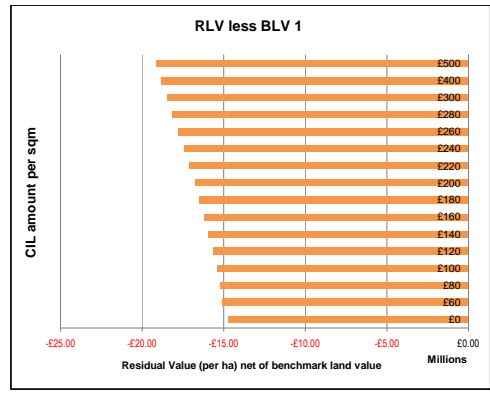
CIL Viability	LB Harrow	Benchmark Land Values (per net developable ha)			
SITE TYPE	7	BLV1 Offices (higher) £12,240,793	BLV2 Offices (lower) £8,139,284	BLV3 Industrial/WH £4,818,389	BLV4 Community uses £2,242,500
300 UNITS					
FLATS					
200 UPH	Net area as percentage of gross	100%			
CSH level:	4 on AH	Sales value inflation			
	4 on private	Build cost inflation			
Aff Hsg:	30%				

**Note on Benchmark land values:**  
 \*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

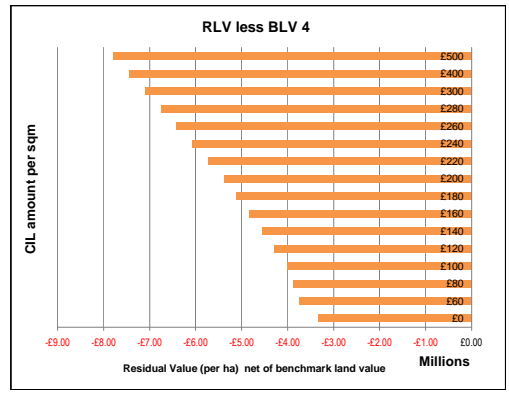
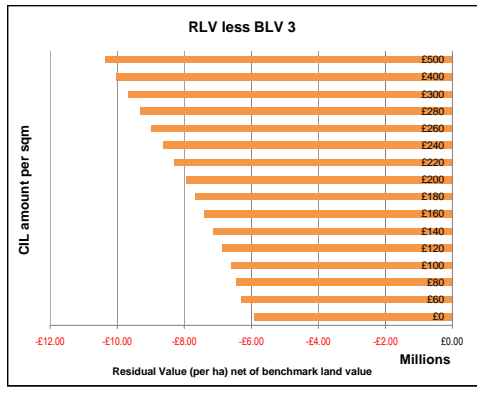
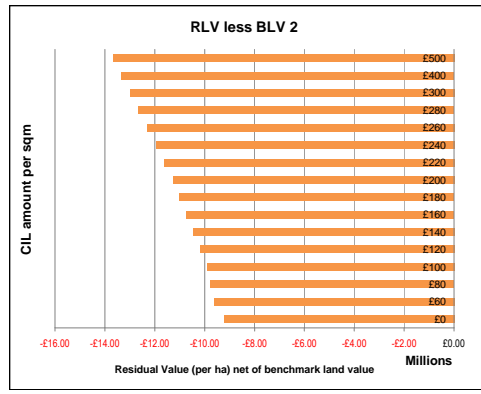
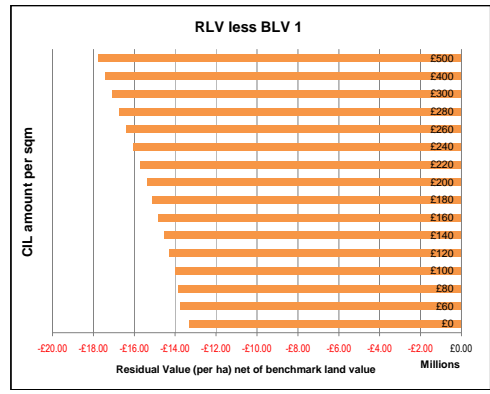
Site type 7	Description:	Area 1	£3552 psm S Harrow	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-5,055,309	-3,370,206	-15,610,998	-11,509,490	-8,188,594	-5,612,706
60	-5,671,541	-3,781,027	-16,021,820	-11,920,311	-8,599,416	-6,023,527
80	-5,876,952	-3,917,968	-16,158,760	-12,057,251	-8,736,356	-6,160,468
100	-6,082,362	-4,054,908	-16,295,701	-12,194,192	-8,873,297	-6,297,408
120	-6,493,184	-4,328,789	-16,569,582	-12,468,073	-9,147,178	-6,571,289
140	-6,904,005	-4,602,670	-16,843,463	-12,741,954	-9,421,059	-6,845,170
160	-7,314,827	-4,876,551	-17,117,344	-13,015,835	-9,694,940	-7,119,051
180	-7,725,648	-5,150,432	-17,391,225	-13,289,716	-9,968,821	-7,392,932
200	-8,136,470	-5,424,313	-17,665,106	-13,563,597	-10,242,702	-7,666,813
220	-8,649,996	-5,766,664	-18,007,457	-13,905,948	-10,585,053	-8,009,164
240	-9,163,523	-6,109,015	-18,349,808	-14,248,299	-10,927,404	-8,351,515
260	-9,677,050	-6,451,367	-18,692,159	-14,590,650	-11,269,755	-8,693,867
280	-10,190,577	-6,793,718	-19,034,510	-14,933,002	-11,612,106	-9,036,218
300	-10,704,104	-7,136,069	-19,376,862	-15,275,353	-11,954,458	-9,378,569
400	-11,217,630	-7,478,420	-19,719,213	-15,617,704	-12,296,809	-9,720,920
500	-11,731,157	-7,820,772	-20,061,564	-15,960,055	-12,639,160	-10,063,272



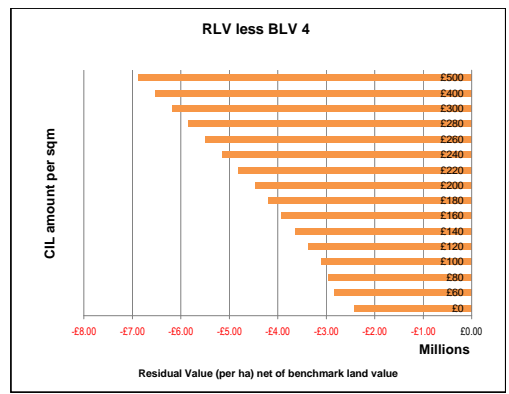
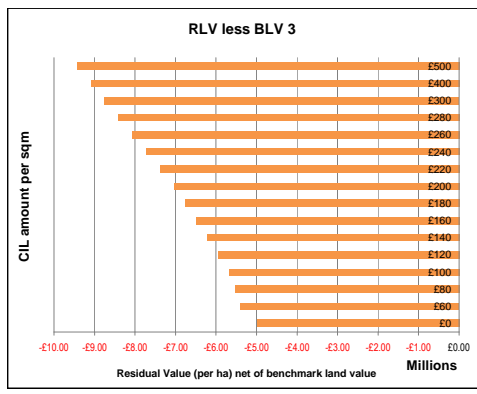
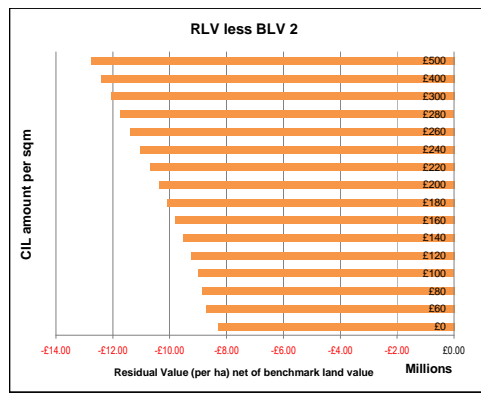
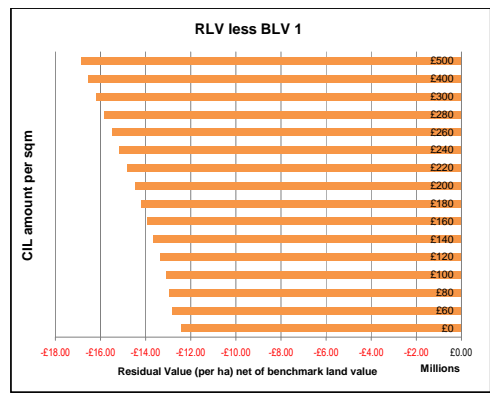
Site type 7	Description:	Area 2	£3767 psm Hrw Wid Wldstne	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	3,681,650	2,454,434	14,695,226	10,593,717	7,272,822	4,696,934
60	4,297,883	2,865,255	15,106,048	11,004,539	7,683,644	5,107,755
80	4,503,293	3,002,196	15,242,988	11,141,479	7,820,584	5,244,696
100	4,708,704	3,139,136	15,379,929	11,278,420	7,957,525	5,381,636
120	5,119,525	3,413,017	15,653,810	11,552,301	8,231,406	5,655,517
140	5,530,347	3,686,898	15,927,691	11,826,182	8,505,286	5,929,398
160	5,941,168	3,960,779	16,201,571	12,100,063	8,779,167	6,203,279
180	6,351,990	4,234,660	16,475,452	12,373,944	9,053,048	6,477,160
200	6,762,811	4,508,541	16,749,333	12,647,825	9,326,929	6,751,041
220	7,276,338	4,850,892	17,091,685	12,990,176	9,669,281	7,093,392
240	7,789,865	5,193,243	17,434,036	13,332,527	10,011,632	7,435,743
260	8,303,392	5,535,594	17,776,387	13,674,878	10,353,983	7,778,094
280	8,816,918	5,877,946	18,118,738	14,017,229	10,696,334	8,120,446
300	9,330,445	6,220,297	18,461,089	14,359,581	11,038,685	8,462,797
400	9,843,972	6,562,648	18,803,441	14,701,932	11,381,037	8,805,148
500	10,357,499	6,904,999	19,145,792	15,044,283	11,723,388	9,147,499



Site type 7	Description:	Area 3	£4090 psm Hrw Hdstne CPark	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,624,763	1,083,175	13,323,968	9,222,459	5,901,564	3,325,675
60	2,240,995	1,493,997	13,734,789	9,633,280	6,312,385	3,736,497
80	2,446,406	1,630,937	13,871,730	9,770,221	6,449,326	3,873,437
100	2,651,817	1,767,878	14,008,670	9,907,161	6,586,266	4,010,378
120	3,062,638	2,041,759	14,282,551	10,181,042	6,860,147	4,284,259
140	3,473,459	2,315,640	14,556,432	10,454,923	7,134,028	4,558,140
160	3,884,281	2,589,521	14,830,313	10,728,804	7,407,909	4,832,021
180	4,295,102	2,863,402	15,104,194	11,002,685	7,681,790	5,105,902
200	4,705,924	3,137,283	15,378,075	11,276,566	7,955,671	5,379,783
220	5,219,451	3,479,634	15,720,426	11,618,917	8,298,022	5,722,134
240	5,732,977	3,821,985	16,062,778	11,961,269	8,640,374	6,064,485
260	6,246,504	4,164,336	16,405,129	12,303,620	8,982,725	6,406,836
280	6,760,031	4,506,687	16,747,480	12,645,971	9,325,076	6,749,187
300	7,273,558	4,849,039	17,089,831	12,988,322	9,667,427	7,091,539
400	7,787,085	5,191,390	17,432,182	13,330,673	10,009,778	7,433,890
500	8,300,612	5,533,741	17,774,534	13,673,025	10,352,130	7,776,241

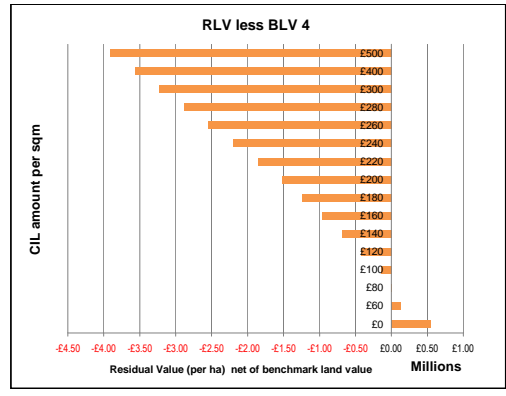
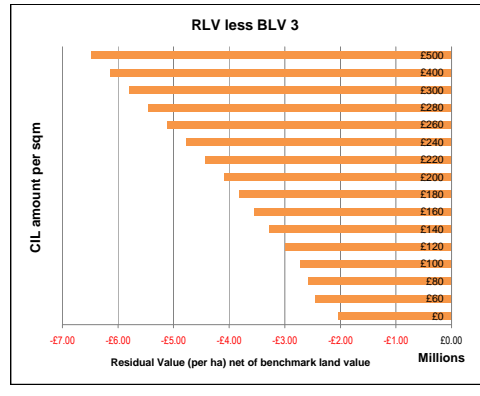
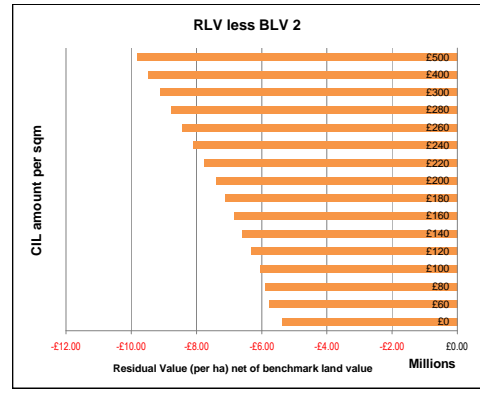
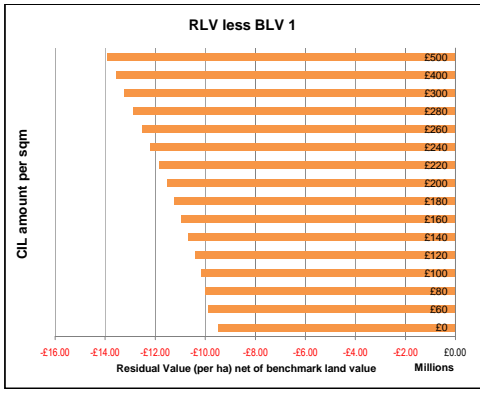


Site type 7	Description:	Area 4	£4396 psm Pin HEnd & NHrw	Site area:	1.50 ha	
CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	253,363	168,909	12,409,701	8,308,192	4,987,297	2,411,409
60	869,595	579,730	12,820,523	8,719,014	5,398,119	2,822,230
80	1,075,006	716,671	12,957,463	8,855,954	5,535,059	2,959,171
100	1,280,417	853,611	13,094,404	8,992,895	5,672,000	3,096,111
120	1,691,238	1,127,492	13,368,285	9,266,776	5,945,881	3,369,992
140	2,102,060	1,401,373	13,642,166	9,540,657	6,219,762	3,643,873
160	2,512,881	1,675,254	13,916,047	9,814,538	6,493,643	3,917,754
180	2,923,702	1,949,135	14,189,928	10,088,419	6,767,524	4,191,635
200	3,334,524	2,223,016	14,463,809	10,362,300	7,041,404	4,465,516
220	3,848,051	2,565,367	14,806,160	10,704,651	7,383,756	4,807,867
240	4,361,578	2,907,718	15,148,511	11,047,002	7,726,107	5,150,218
260	4,875,104	3,250,070	15,490,862	11,389,353	8,068,458	5,492,570
280	5,388,631	3,592,421	15,833,213	11,731,704	8,410,809	5,834,921
300	5,902,158	3,934,772	16,175,565	12,074,056	8,753,161	6,177,272
400	6,415,685	4,277,123	16,517,916	12,416,407	9,095,512	6,519,623
500	6,929,212	4,619,474	16,860,267	12,758,758	9,437,863	6,861,974



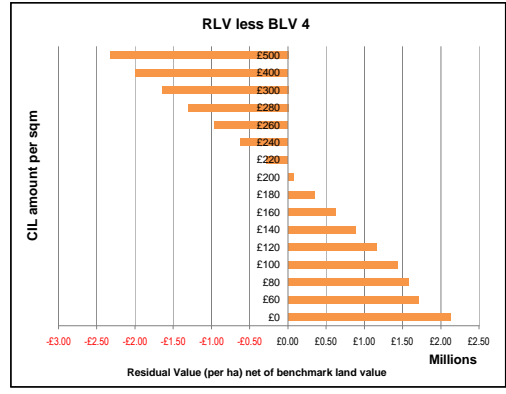
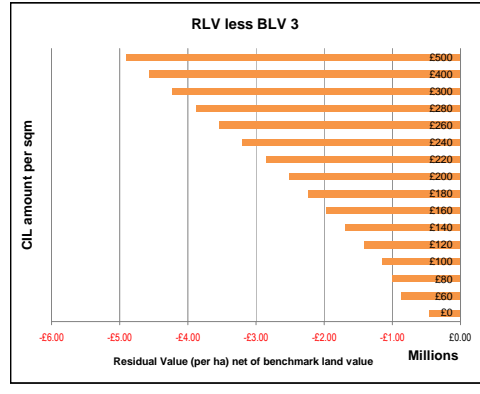
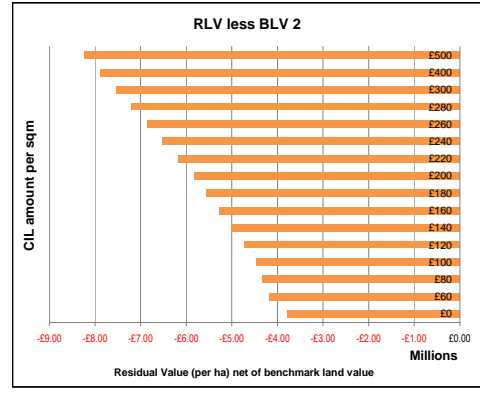
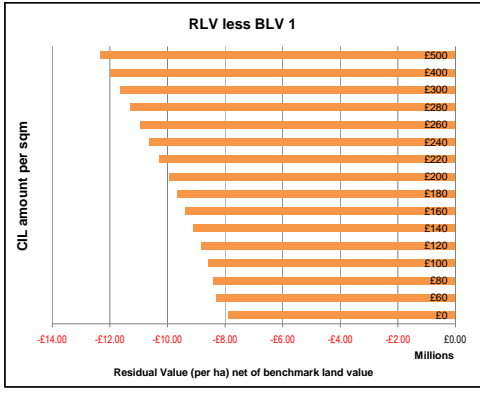
Site type 7 Description: **Area 5** E5005 psm Pin Green Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	4,173,425	2,782,283	- 9,458,509	- 5,357,001	- 2,036,105	539,783
60	3,557,193	2,371,462	- 9,869,331	- 5,767,822	- 2,446,927	128,962
80	3,351,782	2,234,521	- 10,006,271	- 5,904,762	- 2,583,867	7,979
100	3,146,371	2,097,581	- 10,143,212	- 6,041,703	- 2,720,808	- 144,919
120	2,735,550	1,823,700	- 10,417,093	- 6,315,584	- 2,994,689	- 418,800
140	2,324,728	1,549,819	- 10,690,974	- 6,589,465	- 3,268,570	- 692,681
160	1,913,907	1,275,938	- 10,964,855	- 6,863,346	- 3,542,451	- 966,562
180	1,503,085	1,002,057	- 11,238,736	- 7,137,227	- 3,816,332	- 1,240,443
200	1,092,264	728,176	- 11,512,617	- 7,411,108	- 4,090,213	- 1,514,324
220	578,737	385,825	- 11,854,968	- 7,753,459	- 4,432,564	- 1,856,675
240	65,210	43,474	- 12,197,319	- 8,095,810	- 4,774,915	- 2,199,026
260	-448,317	- 298,878	- 12,539,670	- 8,438,161	- 5,117,266	- 2,541,378
280	-961,843	- 641,229	- 12,882,021	- 8,780,513	- 5,459,617	- 2,883,729
300	-1,475,370	- 983,580	- 13,224,373	- 9,122,864	- 5,801,969	- 3,226,080
400	-1,988,897	- 1,325,931	- 13,566,724	- 9,465,215	- 6,144,320	- 3,568,431
500	-2,502,424	- 1,668,283	- 13,909,075	- 9,807,566	- 6,486,671	- 3,910,783



Site type 7 Description: **Area 6** E5382 psm Hrw Hill Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,541,305	4,360,870	- 7,879,923	- 3,778,414	- 457,519	2,118,370
60	5,925,072	3,950,048	- 8,290,744	- 4,189,235	- 868,340	1,707,548
80	5,719,662	3,813,108	- 8,427,685	- 4,326,176	- 1,005,281	1,570,608
100	5,514,251	3,676,167	- 8,564,625	- 4,463,116	- 1,142,221	1,433,667
120	5,103,430	3,402,286	- 8,838,506	- 4,736,997	- 1,416,102	1,159,786
140	4,692,608	3,128,405	- 9,112,387	- 5,010,878	- 1,689,983	885,905
160	4,281,787	2,854,524	- 9,386,268	- 5,284,759	- 1,963,864	612,024
180	3,870,965	2,580,643	- 9,660,149	- 5,558,640	- 2,237,745	338,143
200	3,460,144	2,306,762	- 9,934,030	- 5,832,521	- 2,511,626	64,262
220	2,946,617	1,964,411	- 10,276,381	- 6,174,872	- 2,853,977	- 278,089
240	2,433,090	1,622,060	- 10,618,733	- 6,517,224	- 3,196,328	- 620,440
260	1,919,563	1,279,709	- 10,961,084	- 6,859,575	- 3,538,680	- 962,791
280	1,406,037	937,358	- 11,303,435	- 7,201,926	- 3,881,031	- 1,305,142
300	892,510	595,006	- 11,645,786	- 7,544,277	- 4,223,382	- 1,647,494
400	378,983	252,655	- 11,988,137	- 7,886,628	- 4,565,733	- 1,989,845
500	-134,544	- 89,696	- 12,330,489	- 8,228,980	- 4,908,084	- 2,332,196



CIL Viability LB Harrow

Benchmark Land Values (per net developable ha)

SITE TYPE	7	BLV1 Offices (higher)	BLV2 Offices (lower)	BLV3 Industrial/WH	BLV4 Community uses
300 UNITS		£12,240,793	£8,139,284	£4,818,389	£2,242,500

FLATS  
200 UPH Net area as percentage of gross 100%

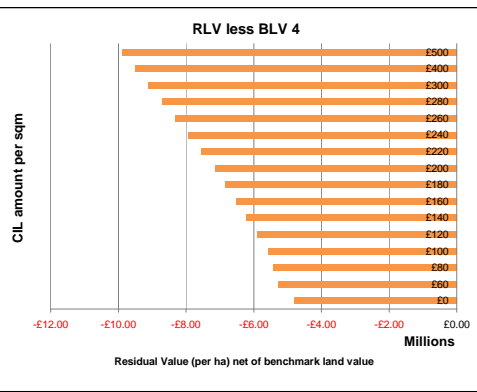
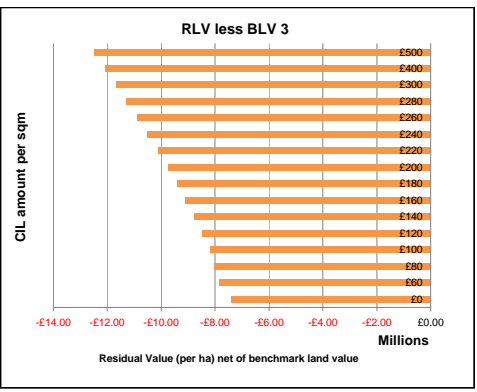
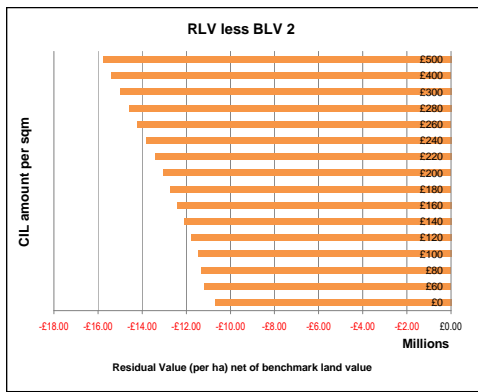
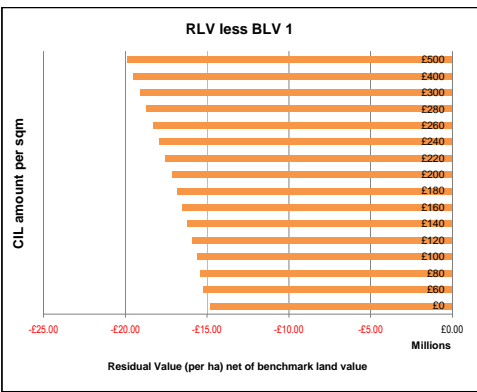
CSH level:	4 on AH	Sales value inflation
	4 on private	Build cost inflation
Aff Hsg:	20%	

Note on Benchmark land values:

\*Offices (higher)\* uses the third and fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Offices (lower)\* uses the fourth quartile average rents for second hand lettings sourced from Focus, Egi and local agents (Jan 2011 - June 2012).  
 \*Industrial/WH\* uses the fourth quartile average rents for second hand industrial lettings sourced from Focus, Egi and Local Agents (Jan 2011 - June 2012).  
 \*Community uses\* - BNPPRE assumption of rent of £3 per sq ft for these uses, assuming low grade facilities used by community groups and similar uses.

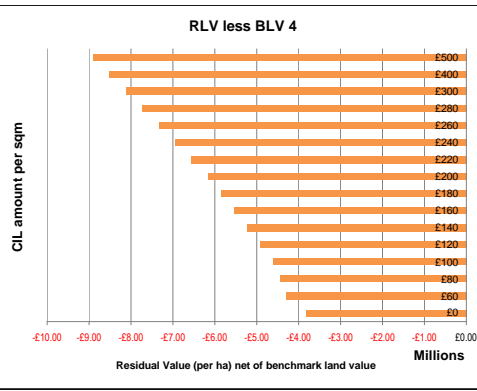
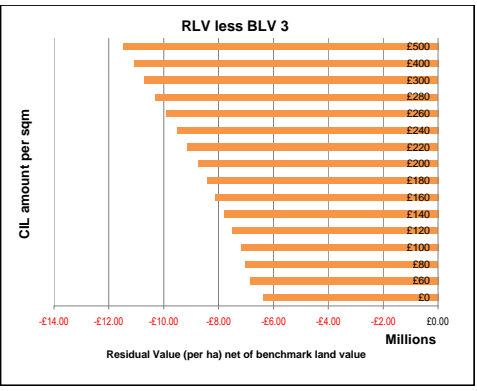
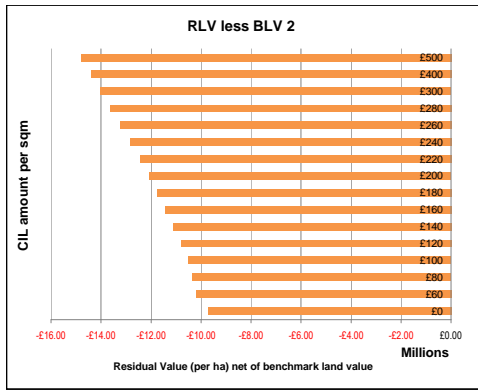
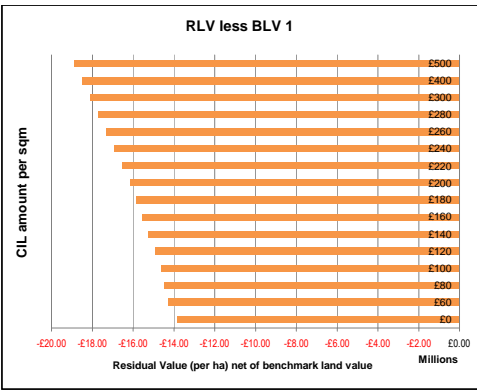
Site type 7 Description: **Area 1 £3552 psm S Harrow** Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	-3,830,296	-2,553,531	-14,794,323	-10,692,814	-7,371,919	-4,796,031
60	-4,534,561	-3,023,041	-15,263,834	-11,162,325	-7,841,429	-5,265,541
80	-4,769,317	-3,179,544	-15,420,337	-11,318,828	-7,997,933	-5,422,044
100	-5,004,072	-3,336,048	-15,576,840	-11,475,331	-8,154,436	-5,578,548
120	-5,473,582	-3,649,055	-15,889,847	-11,788,338	-8,467,443	-5,891,555
140	-5,943,092	-3,962,061	-16,202,854	-12,101,345	-8,780,450	-6,204,561
160	-6,412,602	-4,275,068	-16,515,861	-12,414,352	-9,093,457	-6,517,568
180	-6,882,113	-4,588,075	-16,828,868	-12,727,359	-9,406,464	-6,830,575
200	-7,351,623	-4,901,082	-17,141,874	-13,040,366	-9,719,470	-7,143,582
220	-7,938,511	-5,292,340	-17,533,133	-13,431,624	-10,110,729	-7,534,840
240	-8,525,398	-5,683,599	-17,924,391	-13,822,883	-10,501,987	-7,926,099
260	-9,112,286	-6,074,857	-18,315,650	-14,214,141	-10,893,246	-8,317,357
280	-9,699,174	-6,466,116	-18,706,909	-14,605,400	-11,284,504	-8,708,616
300	-10,286,062	-6,857,374	-19,098,167	-14,996,658	-11,675,763	-9,099,874
400	-10,872,949	-7,248,633	-19,489,426	-15,387,917	-12,067,022	-9,491,133
500	-11,459,837	-7,639,891	-19,880,684	-15,779,175	-12,458,280	-9,882,391



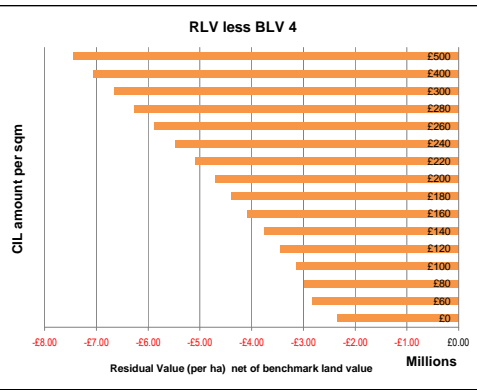
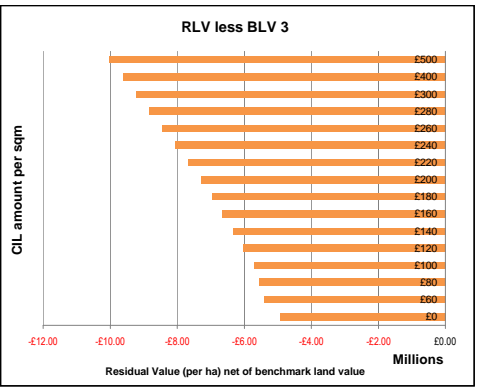
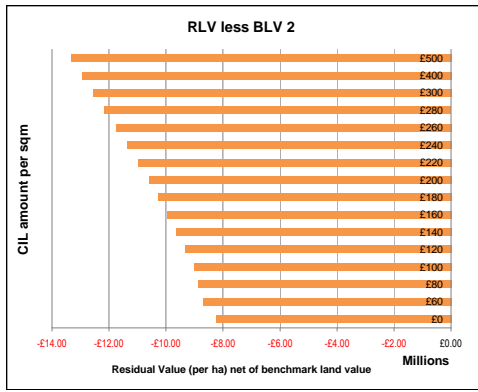
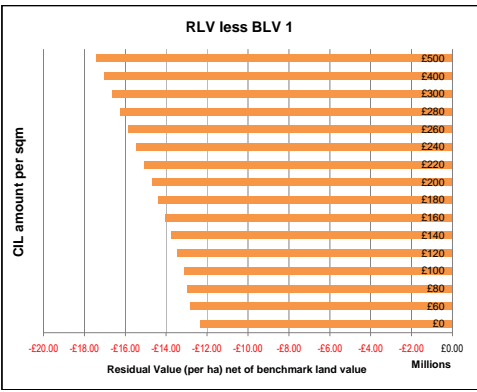
Site type 7 Description: **Area 2 £3767 psm Hrw Wid Widstne** Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	2,361,640	1,574,427	13,815,219	9,713,710	6,392,815	3,816,927
60	3,065,905	2,043,937	14,284,730	10,183,221	6,862,326	4,286,437
80	3,300,661	2,200,440	14,441,233	10,339,724	7,018,829	4,442,940
100	3,535,416	2,356,944	14,597,736	10,496,227	7,175,332	4,599,444
120	4,004,926	2,669,951	14,910,743	10,809,234	7,488,339	4,912,451
140	4,474,436	2,982,957	15,223,750	11,122,241	7,801,346	5,225,457
160	4,943,946	3,295,964	15,536,757	11,435,248	8,114,353	5,538,464
180	5,413,457	3,608,971	15,849,764	11,748,255	8,427,360	5,851,471
200	5,882,967	3,921,978	16,162,770	12,061,262	8,740,366	6,164,478
220	6,469,855	4,313,236	16,554,029	12,452,520	9,131,625	6,555,736
240	7,056,742	4,704,495	16,945,287	12,843,779	9,522,883	6,946,995
260	7,643,630	5,095,753	17,336,546	13,235,037	9,914,142	7,338,253
280	8,230,518	5,487,012	17,727,805	13,626,296	10,305,400	7,729,512
300	8,817,406	5,878,270	18,119,063	14,017,554	10,696,659	8,120,770
400	9,404,293	6,269,529	18,510,322	14,408,813	11,087,918	8,512,029
500	9,991,181	6,660,787	18,901,580	14,800,071	11,479,176	8,903,287



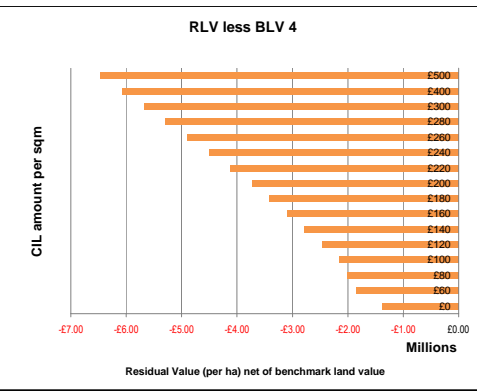
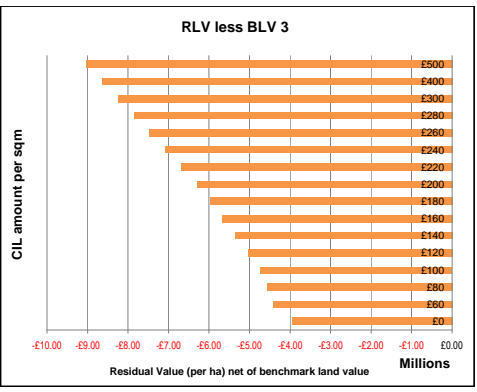
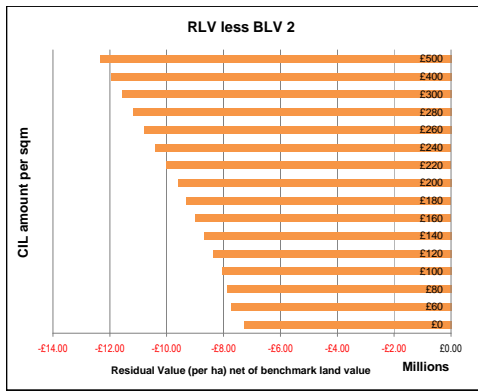
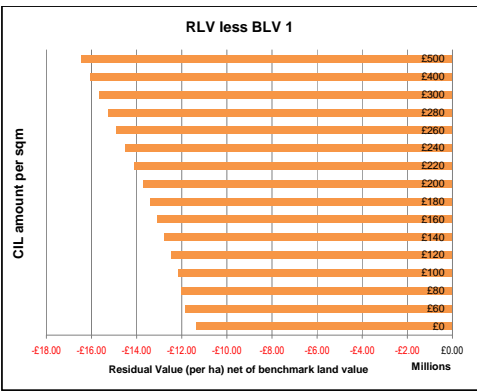
Site type 7 Description: **Area 3 £4090 psm Hrw Hdstne CPark** Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	161,056	107,371	12,348,163	8,246,654	4,925,759	2,349,871
60	865,322	576,881	12,817,674	8,716,165	5,395,270	2,819,381
80	1,100,077	733,384	12,974,177	8,872,668	5,551,773	2,975,884
100	1,334,832	889,888	13,130,680	9,029,171	5,708,276	3,132,388
120	1,804,342	1,202,895	13,443,687	9,342,178	6,021,283	3,445,395
140	2,273,852	1,515,901	13,756,694	9,655,185	6,334,290	3,758,401
160	2,743,362	1,828,908	14,069,701	9,968,192	6,647,297	4,071,408
180	3,212,873	2,141,915	14,382,708	10,281,199	6,960,304	4,384,415
200	3,682,383	2,454,922	14,695,714	10,594,206	7,273,310	4,697,422
220	4,269,271	2,846,180	15,086,973	10,985,464	7,664,569	5,088,680
240	4,856,158	3,237,439	15,478,232	11,376,723	8,055,828	5,479,939
260	5,443,046	3,628,697	15,869,490	11,767,981	8,447,086	5,871,197
280	6,029,934	4,019,956	16,260,749	12,159,240	8,838,345	6,262,456
300	6,616,822	4,411,215	16,652,007	12,550,498	9,229,603	6,653,715
400	7,203,710	4,802,473	17,043,266	12,941,757	9,620,862	7,044,973
500	7,790,597	5,193,732	17,434,524	13,333,015	10,012,120	7,436,232



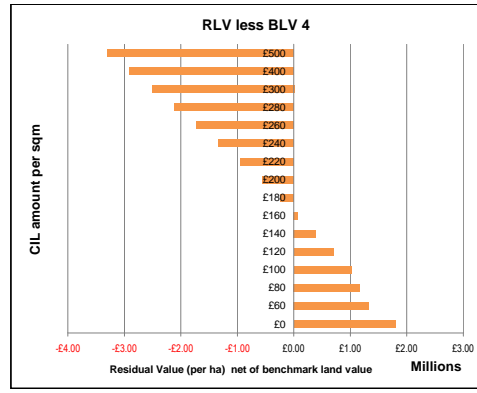
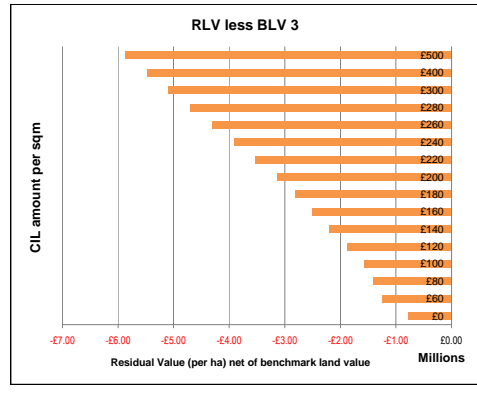
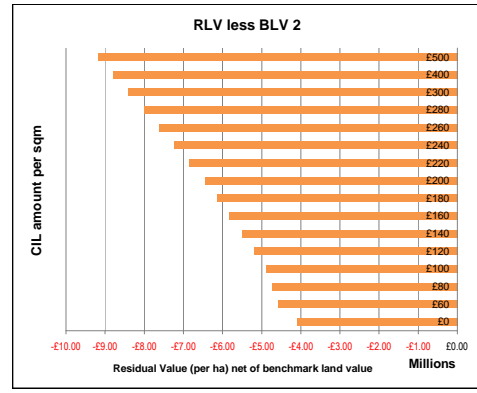
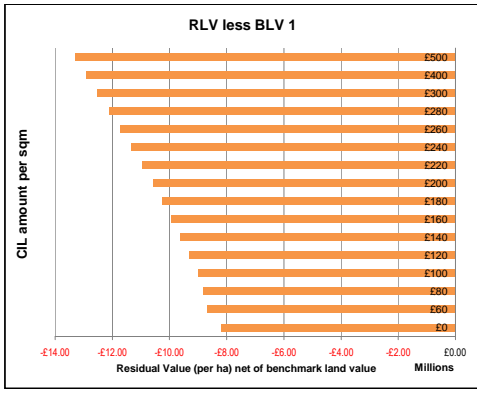
Site type 7 Description: **Area 4 £4306 psm Pin HEnd & NHRw** Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	1,306,094	870,729	11,370,063	7,268,554	3,947,659	1,371,771
60	601,829	401,219	11,839,573	7,738,064	4,417,169	1,841,281
80	367,074	244,716	11,996,077	7,894,568	4,573,673	1,997,784
100	132,319	88,212	12,152,580	8,051,071	4,730,176	2,154,288
120	337,192	224,794	12,465,587	8,364,078	5,043,183	2,467,294
140	806,702	537,801	12,778,594	8,677,085	5,356,190	2,780,301
160	1,276,212	850,808	13,091,601	8,990,092	5,669,197	3,093,308
180	1,745,722	1,163,815	13,404,607	9,303,098	5,982,203	3,406,315
200	2,215,232	1,476,822	13,717,614	9,616,105	6,295,210	3,719,322
220	2,802,120	1,868,080	14,108,873	10,007,364	6,686,469	4,110,580
240	3,389,008	2,259,339	14,500,131	10,398,622	7,077,727	4,501,839
260	3,975,896	2,650,597	14,891,390	10,789,881	7,468,986	4,893,097
280	4,562,784	3,041,856	15,282,648	11,181,139	7,860,244	5,284,356
300	5,149,672	3,433,114	15,673,907	11,572,398	8,251,503	5,675,614
400	5,736,560	3,824,373	16,065,165	11,963,656	8,642,761	6,066,873
500	6,323,448	4,215,631	16,456,424	12,354,915	9,034,020	6,458,131



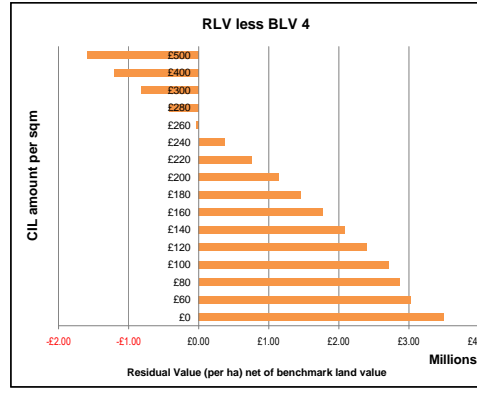
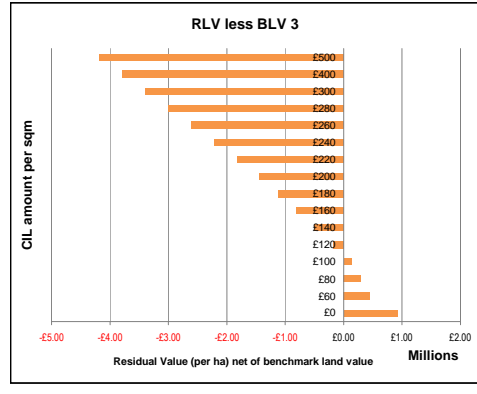
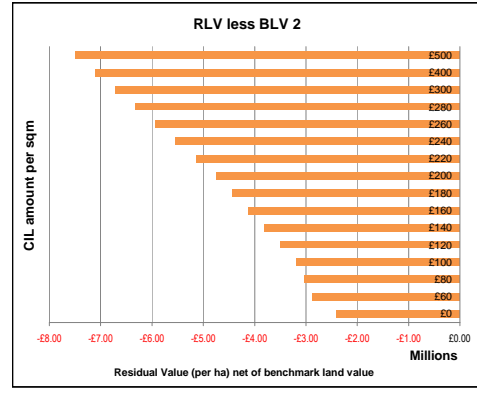
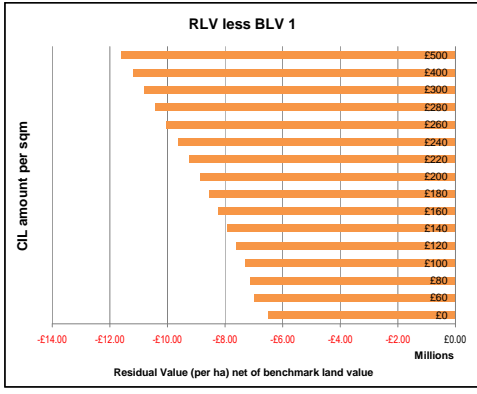
Site type 7 Description: **Area 5** £500 psm Pin Green Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	6,054,158	4,036,106	- 8,204,687	- 4,103,178	- 782,283	1,793,606
60	5,349,893	3,566,595	- 8,674,197	- 4,572,688	- 1,251,793	1,324,095
80	5,115,138	3,410,092	- 8,830,701	- 4,729,192	- 1,408,297	1,167,592
100	4,880,383	3,253,588	- 8,987,204	- 4,885,695	- 1,564,800	1,011,088
120	4,410,872	2,940,582	- 9,300,211	- 5,198,702	- 1,877,807	698,082
140	3,941,362	2,627,575	- 9,613,218	- 5,511,709	- 2,190,814	385,075
160	3,471,852	2,314,568	- 9,926,225	- 5,824,716	- 2,503,821	72,068
180	3,002,342	2,001,561	- 10,239,231	- 6,137,722	- 2,816,827	240,939
200	2,532,832	1,688,554	- 10,552,238	- 6,450,729	- 3,129,834	553,946
220	1,945,944	1,297,296	- 10,943,497	- 6,841,988	- 3,521,093	945,204
240	1,359,056	906,037	- 11,334,755	- 7,233,246	- 3,912,351	1,336,463
260	772,168	514,779	- 11,726,014	- 7,624,505	- 4,303,610	1,727,721
280	185,280	123,520	- 12,117,272	- 8,015,763	- 4,694,868	2,118,980
300	-401,607	267,738	- 12,508,531	- 8,407,022	- 5,086,127	2,510,238
400	-988,495	658,997	- 12,899,789	- 8,798,280	- 5,477,385	2,901,497
500	-1,575,383	1,050,255	- 13,291,048	- 9,189,539	- 5,868,644	3,292,755



Site type 7 Description: **Area 6** £5382 psm Hrw Hill Site area: 1.50 ha

CIL amount	RLV	RLV per ha	RLV less BLV 1	RLV less BLV 2	RLV less BLV 3	RLV less BLV 4
0	8,600,291	5,733,528	- 6,507,265	- 2,405,756	915,139	3,491,028
60	7,896,026	5,264,017	- 6,976,775	- 2,875,266	445,629	3,021,517
80	7,661,271	5,107,514	- 7,133,279	- 3,031,770	289,125	2,865,014
100	7,426,516	4,951,011	- 7,289,782	- 3,188,273	132,622	2,708,511
120	6,957,006	4,638,004	- 7,602,789	- 3,501,280	180,385	2,395,504
140	6,487,495	4,324,997	- 7,915,796	- 3,814,287	493,392	2,082,497
160	6,017,985	4,011,990	- 8,228,802	- 4,127,294	806,398	1,769,490
180	5,548,475	3,698,983	- 8,541,809	- 4,440,300	1,119,405	1,456,483
200	5,078,965	3,385,976	- 8,854,816	- 4,753,307	1,432,412	1,143,476
220	4,492,077	2,994,718	- 9,246,075	- 5,144,566	1,823,671	752,218
240	3,905,189	2,603,459	- 9,637,333	- 5,535,824	2,214,929	360,959
260	3,318,301	2,212,201	- 10,028,592	- 5,927,083	2,606,188	30,299
280	2,731,414	1,820,942	- 10,419,850	- 6,318,341	2,997,446	421,558
300	2,144,526	1,429,684	- 10,811,109	- 6,709,600	3,388,705	812,816
400	1,557,638	1,038,425	- 11,202,367	- 7,100,858	3,779,963	1,204,075
500	970,750	647,167	- 11,593,626	- 7,492,117	4,171,222	1,595,333



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## Appendix 3 Commercial appraisal results

DRAFT

## COMMUNITY INFRASTRUCTURE LEVY Commercial Development

Use class:	OFFICE
Location:	Harrow

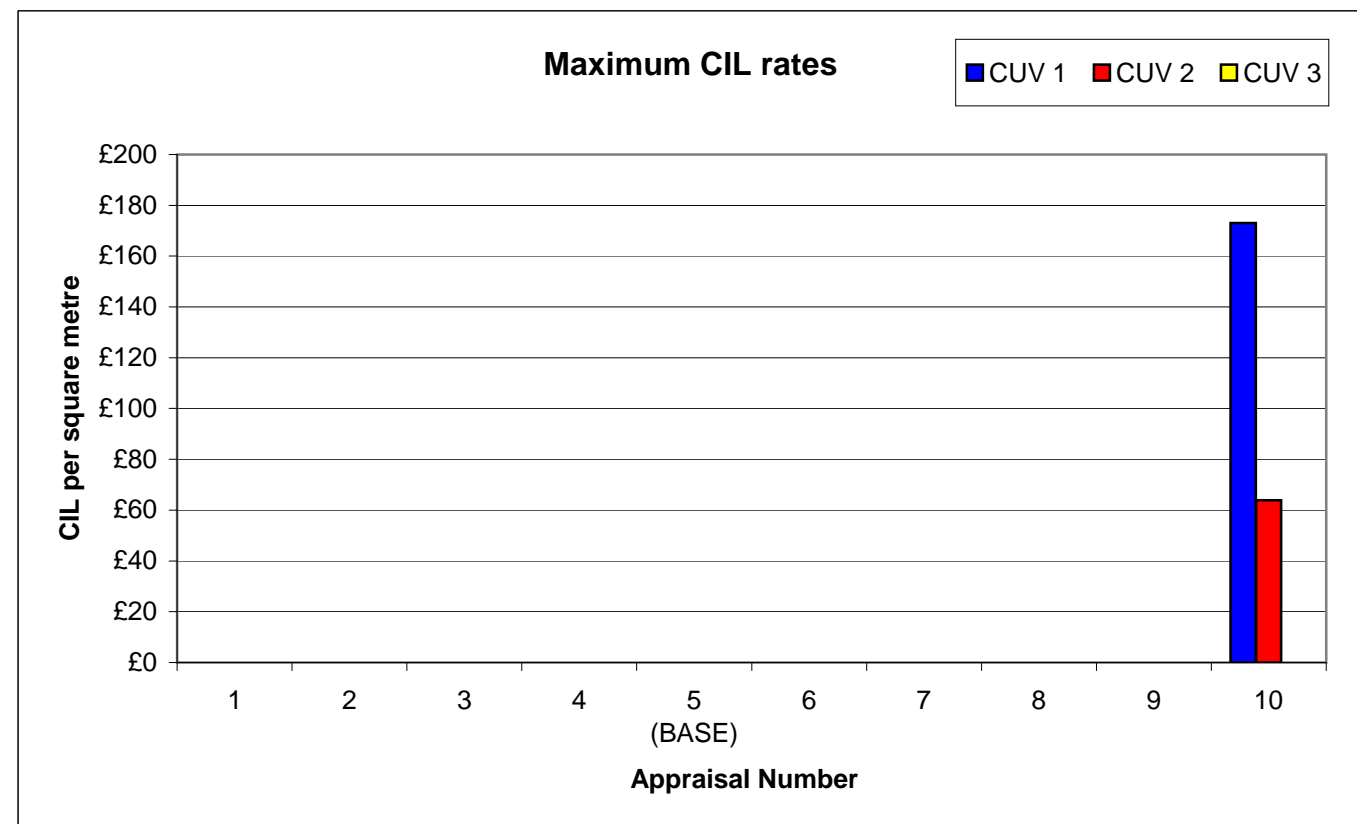
	£s per sqft	Yield	Rent free
Appraisal 1	£10.00	7.50%	2.00 years
Appraisal 2	£15.00	7.50%	2.00 years
Appraisal 3	£18.00	7.50%	2.00 years
Appraisal 4	£20.00	7.75%	2.00 years
<b>Appraisal 5 (base)</b>	<b>£20.00</b>	<b>7.50%</b>	<b>2.00 years</b>
Appraisal 6	£20.00	7.25%	2.00 years
Appraisal 7	£22.00	7.50%	2.00 years
Appraisal 8	£24.00	7.50%	2.00 years
Appraisal 9	£26.00	7.50%	2.00 years
Appraisal 10	£28.00	7.50%	2.00 years

Existing floorspace as % of new
30%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£8.00	8.00%	3.00 years	15.00%
Current use value 2	£10.00	8.00%	3.00 years	20.00%
Current use value 3	£15.00	8.00%	3.00 years	20.00%

### Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-100%	£0	£0	£0
Appraisal 2	-33%	£0	£0	£0
Appraisal 3	-11%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
<b>Appraisal 5 (base)</b>	<b>-</b>	<b>£0</b>	<b>£0</b>	<b>£0</b>
Appraisal 6	0%	£0	£0	£0
Appraisal 7	9%	£0	£0	£0
Appraisal 8	17%	£0	£0	£0
Appraisal 9	23%	£0	£0	£0
Appraisal 10	29%	£173	£64	£0





**CURRENT USE VALUE**  
**Commercial Development**

Use class:	OFFICE
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	Common assumptions	CUV 1		CUV 2		CUV 3	
<b>Current use value</b>							
Existing space as percentage of new	30%	9,000					
Rent per sq ft		£8 psf		£10 psf		£15 psf	
Rental income per annum		£72,000		£90,000		£135,000	
Rent free/voids (years)		3.0	0.7938	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)		8.00%		8.00%		8.00%	
Refurbishment costs	£50 psf	£450,000		£450,000		£450,000	
Fees	7%	£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees		£232,949		£411,561		£858,092	
Purchaser's costs	5.75%	-£13,395		-£23,665		-£49,340	
<b>Current use value</b>		<b>£219,554</b>		<b>£387,896</b>		<b>£808,752</b>	
<b>CUV including Landowner premium</b>		15%	£252,488	20.00%	£465,476	20.00%	£970,502



## COMMUNITY INFRASTRUCTURE LEVY Commercial Development

Use class:	Retail
Location:	Harrow, Pinner, Stanmore, Wealstone

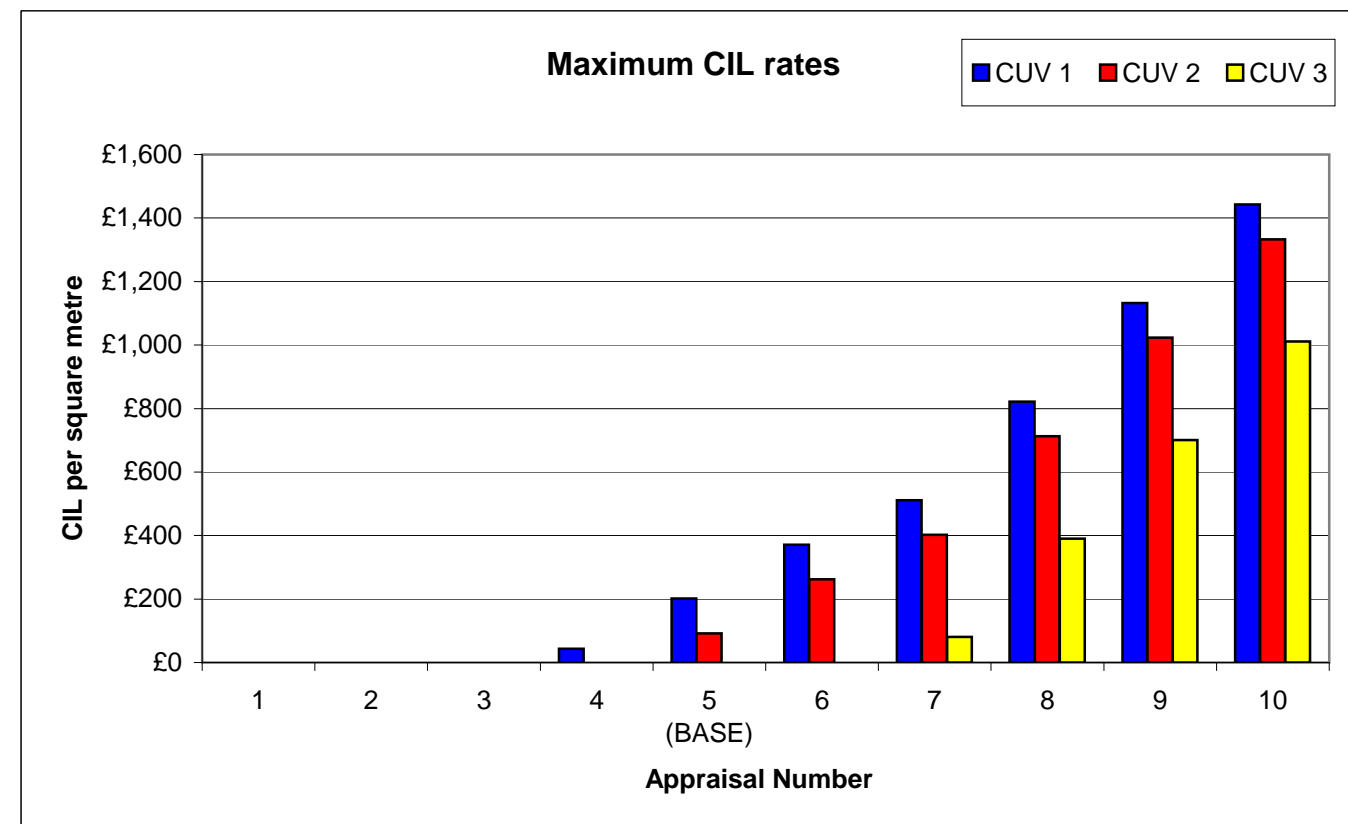
	£s per sqft	Yield	Rent free
Appraisal 1	£19.00	6.75%	2.00 years
Appraisal 2	£21.00	6.75%	2.00 years
Appraisal 3	£23.00	6.75%	2.00 years
Appraisal 4	£25.00	7.00%	2.00 years
<b>Appraisal 5 (base)</b>	<b>£25.00</b>	<b>6.75%</b>	<b>2.00 years</b>
Appraisal 6	£25.00	6.50%	2.00 years
Appraisal 7	£27.00	6.75%	2.00 years
Appraisal 8	£29.00	6.75%	2.00 years
Appraisal 9	£31.00	6.75%	2.00 years
Appraisal 10	£33.00	6.75%	2.00 years

Existing floorspace as % of new	30%
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	£s per sqft	Yield	Rent free	Premium
Current use value 1	£8.00	8.00%	3.00 years	15.00%
Current use value 2	£10.00	8.00%	3.00 years	20.00%
Current use value 3	£15.00	7.50%	3.00 years	20.00%

### Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-32%	£0	£0	£0
Appraisal 2	-19%	£0	£0	£0
Appraisal 3	-9%	£0	£0	£0
Appraisal 4	0%	£44	£0	£0
<b>Appraisal 5 (base)</b>	<b>-</b>	<b>£201</b>	<b>£92</b>	<b>£0</b>
Appraisal 6	0%	£371	£262	£0
Appraisal 7	7%	£512	£402	£80
Appraisal 8	14%	£822	£713	£390
Appraisal 9	19%	£1,132	£1,023	£701
Appraisal 10	24%	£1,442	£1,333	£1,011



**DEVELOPMENT APPRAISAL**  
**Commercial Development**

Use class:	Retail
Location:	arrow, Pinner, Stanmore, Wealston

**DEVELOPMENT VALUE**

Common assumptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
<b>Rental Income</b>										
Floor area	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum
Rent - area 1	10,000	£19.00 £190,000	£21 £210,000	£23.00 £230,000	£25.00 £250,000	£25.00 £250,000	£27.00 £270,000	£29.00 £290,000	£31.00 £310,000	£33.00 £330,000
Rent - area 2	10,000	£19.00 £190,000	£21 £210,000	£23.00 £230,000	£25.00 £250,000	£25.00 £250,000	£27.00 £270,000	£29.00 £290,000	£31.00 £310,000	£33.00 £330,000
Rent - area 3	10,000	£19.00 £190,000	£21 £210,000	£23.00 £230,000	£25.00 £250,000	£25.00 £250,000	£27.00 £270,000	£29.00 £290,000	£31.00 £310,000	£33.00 £330,000
Total floor area / rent	30,000	£570,000	£630,000	£690,000	£750,000	£750,000	£810,000	£870,000	£930,000	£990,000
Rent free/voids (years)	2.0	0.8775	2.0	0.8775	2.0	0.8775	2.0	0.8775	2.0	0.8775
Yield	6.75%	6.75%	6.75%	6.75%	7.00%	6.50%	6.75%	6.75%	6.75%	6.75%
Capitalised rent	£7,410,292	£8,190,323	£8,970,353	£9,358,272	£9,750,384	£10,172,992	£10,530,415	£11,310,446	£12,090,476	£12,870,507
<b>GROSS DEVELOPMENT VALUE</b>										
Purchaser's costs	5.75%	£426,092	£470,944	£515,795	£538,101	£560,647	£584,947	£605,499	£650,351	£695,202
		<b>£6,984,200</b>	<b>£7,719,379</b>	<b>£8,454,558</b>	<b>£8,820,171</b>	<b>£9,189,737</b>	<b>£9,588,045</b>	<b>£9,924,916</b>	<b>£10,660,095</b>	<b>£11,395,274</b>

**DEVELOPMENT COSTS**

<b>Development Costs</b>										
Existing floor area	30%	9,000								
Demolition costs	£5 psf	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000	£45,000
Building costs	£137 psf	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868	£4,981,868
Area	82% grs to net	36,364								
External works	10.00%	£498,187	£498,187	£498,187	£498,187	£498,187	£498,187	£498,187	£498,187	£498,187
Professional fees	10.00%	£552,505	£552,505	£552,505	£552,505	£552,505	£552,505	£552,505	£552,505	£552,505
Contingency	5.00%	£303,878	£303,878	£303,878	£303,878	£303,878	£303,878	£303,878	£303,878	£303,878
CIL	1	-	0	£0	£0	£0	£0	£0	£0	£0
<b>Disposal Costs</b>										
Letting Agent's fee (% of rent)	10.00%	£57,000	£63,000	£69,000	£75,000	£75,000	£81,000	£87,000	£93,000	£99,000
Agent's fees (on capital value)	1.00%	£74,103	£81,903	£89,704	£93,583	£97,504	£101,730	£105,304	£113,104	£128,705
Legal fees (% of capital value)	0.75%	£55,577	£61,427	£67,278	£70,187	£73,128	£76,297	£78,978	£84,828	£96,529
<b>Finance on construction</b>										
Loan arrangement fee	1.00%	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814	£63,814
Interest rate	7.00%									
Interest on Construction Costs	18 months	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026	£335,026
<b>Profit</b>										
Developer's profit on cost	20.00%	£1,393,392	£1,397,322	£1,401,252	£1,403,810	£1,405,182	£1,406,661	£1,409,112	£1,413,042	£1,416,972
<b>TOTAL DEVELOPMENT COSTS</b>		<b>£8,360,350</b>	<b>£8,383,931</b>	<b>£8,407,511</b>	<b>£8,422,858</b>	<b>£8,431,092</b>	<b>£8,439,967</b>	<b>£8,454,673</b>	<b>£8,478,253</b>	<b>£8,501,834</b>

**LAND VALUE**

Land surplus		-£1,376,150	(664,552)	£47,047	£397,314	£758,645	£1,148,078	£1,470,243	£2,181,842	£2,893,440
Stamp duty	4.00%	£0	£0	-£1,882	-£15,893	-£30,346	-£45,923	-£58,810	-£87,274	-£115,738
Agent's fees	1.25%	£0	£0	-£588	-£4,966	-£9,483	-£14,351	-£18,378	-£27,273	-£36,168
Legal fees	0.50%	£0	£0	-£235	-£1,987	-£3,793	-£5,740	-£7,351	-£10,909	-£14,467
Interest rate	6.50%	£0	£0	-£4,323	-£36,511	-£69,715	-£105,501	-£135,106	-£200,498	-£265,889
Finance period	18 months									
<b>RESIDUAL LAND VALUE</b>		<b>-£1,376,150</b>	<b>-£664,552</b>	<b>£40,018</b>	<b>£337,958</b>	<b>£645,308</b>	<b>£976,562</b>	<b>£1,250,598</b>	<b>£1,855,888</b>	<b>£2,461,178</b>

Less CUV 1	(1,628,637)	(917,039)	(212,469)	85,470	392,821	724,075	998,111	1,603,401	2,208,691	2,813,981
Less CUV 2	(1,841,626)	(1,130,027)	(425,458)	(127,518)	179,832	511,087	785,122	1,390,412	1,995,702	2,600,992
Less CUV 3	(2,470,312)	(1,758,714)	(1,054,144)	(756,205)	(448,854)	(117,600)	156,436	761,726	1,367,016	1,972,306

Net additional floorspace (sq ft)	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000
Net additional floorspace (sq m)	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951	1,951

**Maximum CIL per sqm**

Against CUV 1	-	-	-	44	201	371	512	822	1,132	1,442
Against CUV 2	-	-	-	-	92	262	402	713	1,023	1,333
Against CUV 3	-	-	-	-	-	-	80	390	701	1,011

**CURRENT USE VALUE**  
**Commercial Development**

Use class:	Retail
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	Common assumptions	CUV 1		CUV 2		CUV 3	
<b>Current use value</b>							
Existing space as percentage of new	30%	9,000					
Rent per sq ft		£8 psf		£10 psf		£15 psf	
Rental income per annum		£72,000		£90,000		£135,000	
Rent free/voids (years)		3.0	0.7938	3.0	0.7938	3.0	0.8050
Total revenue, capitalised (including all costs)		8.00%		8.00%		7.50%	
Refurbishment costs	£50 psf	£450,000		£450,000		£450,000	
Fees	7%	£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees		£232,949		£411,561		£967,429	
Purchaser's costs	5.75%	-£13,395		-£23,665		-£55,627	
<b>Current use value</b>		<b>£219,554</b>		<b>£387,896</b>		<b>£911,802</b>	
<b>CUV including Landowner premium</b>		15%	£252,488	20.00%	£465,476	20.00%	£1,094,162

## COMMUNITY INFRASTRUCTURE LEVY Commercial Development

Use class:	Retail
Location:	Rest of Borough

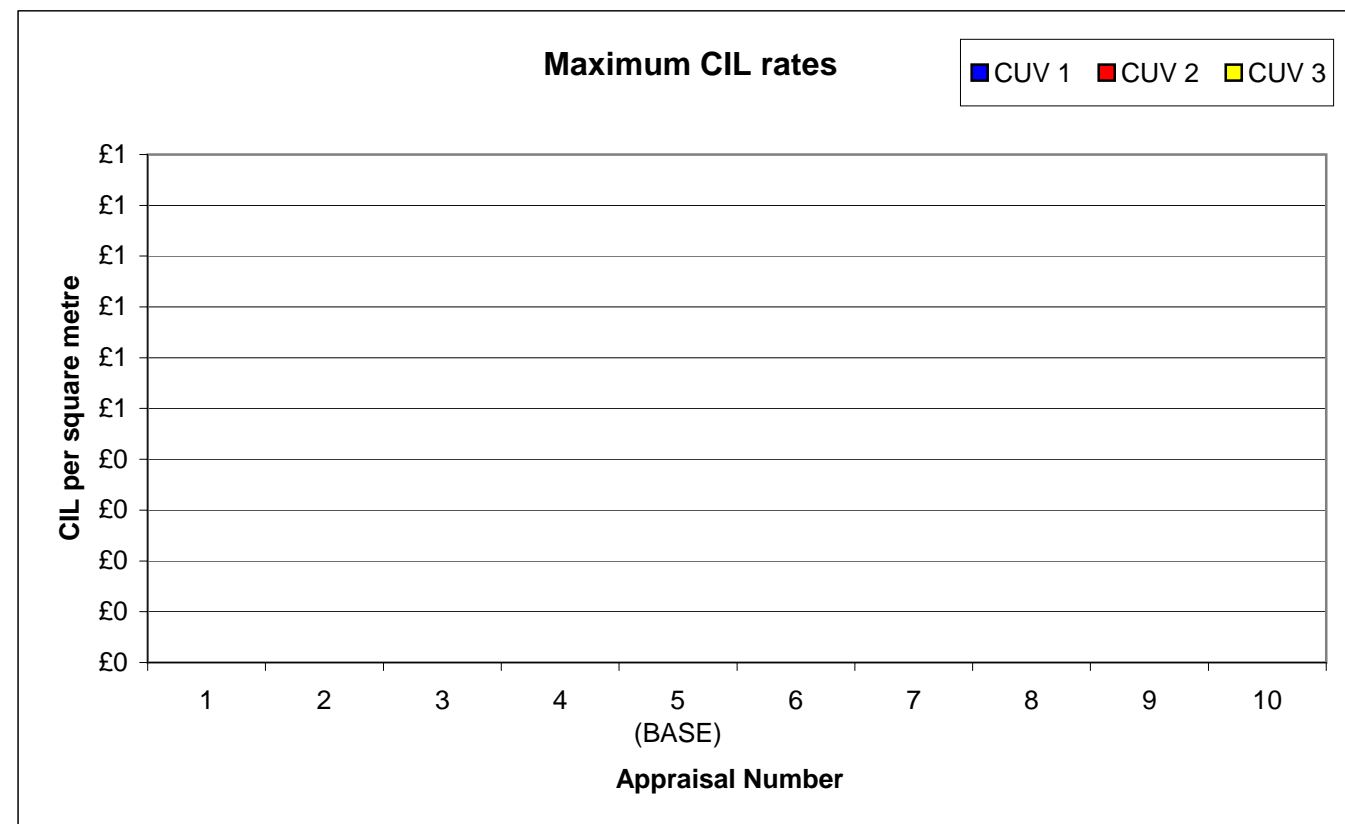
	£s per sqft	Yield	Rent free
Appraisal 1	£10.00	7.00%	2.00 years
Appraisal 2	£12.00	7.00%	2.00 years
Appraisal 3	£13.00	7.00%	2.00 years
Appraisal 4	£15.00	7.25%	2.00 years
<b>Appraisal 5 (base)</b>	<b>£15.00</b>	<b>7.00%</b>	<b>2.00 years</b>
Appraisal 6	£15.00	6.75%	2.00 years
Appraisal 7	£16.00	7.00%	2.00 years
Appraisal 8	£17.00	7.00%	2.00 years
Appraisal 9	£18.00	7.00%	2.00 years
Appraisal 10	£19.00	7.00%	2.00 years

Existing floorspace as % of new
30%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£6.00	8.00%	3.00 years	15.00%
Current use value 2	£10.00	8.00%	3.00 years	20.00%
Current use value 3	£12.00	7.50%	3.00 years	20.00%

### Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-50%	£0	£0	£0
Appraisal 2	-25%	£0	£0	£0
Appraisal 3	-15%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
<b>Appraisal 5 (base)</b>	<b>-</b>	<b>£0</b>	<b>£0</b>	<b>£0</b>
Appraisal 6	0%	£0	£0	£0
Appraisal 7	6%	£0	£0	£0
Appraisal 8	12%	£0	£0	£0
Appraisal 9	17%	£0	£0	£0
Appraisal 10	21%	£0	£0	£0





**CURRENT USE VALUE**  
**Commercial Development**

Use class:	Retail
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	Common assumptions	CUV 1		CUV 2		CUV 3	
<b>Current use value</b>							
Existing space as percentage of new	30%	9,000					
Rent per sq ft		£6 psf		£10 psf		£12 psf	
Rental income per annum		£54,000		£90,000		£108,000	
Rent free/voids (years)		3.0	0.7938	3.0	0.7938	3.0	0.8050
Total revenue, capitalised (including all costs)		8.00%		8.00%		7.50%	
Refurbishment costs	£50 psf	£450,000		£450,000		£450,000	
Fees	7%	£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees			£54,337		£411,561		£677,643
Purchaser's costs	5.75%		-£3,124		-£23,665		-£38,964
<b>Current use value</b>			<b>£51,212</b>		<b>£387,896</b>		<b>£638,679</b>
<b>CUV including Landowner premium</b>		15%	£58,894	20.00%	£465,476	20.00%	£766,414

## COMMUNITY INFRASTRUCTURE LEVY Commercial Development

Use class:	Retail Warehousing/Superstore
Location:	Whole Borough

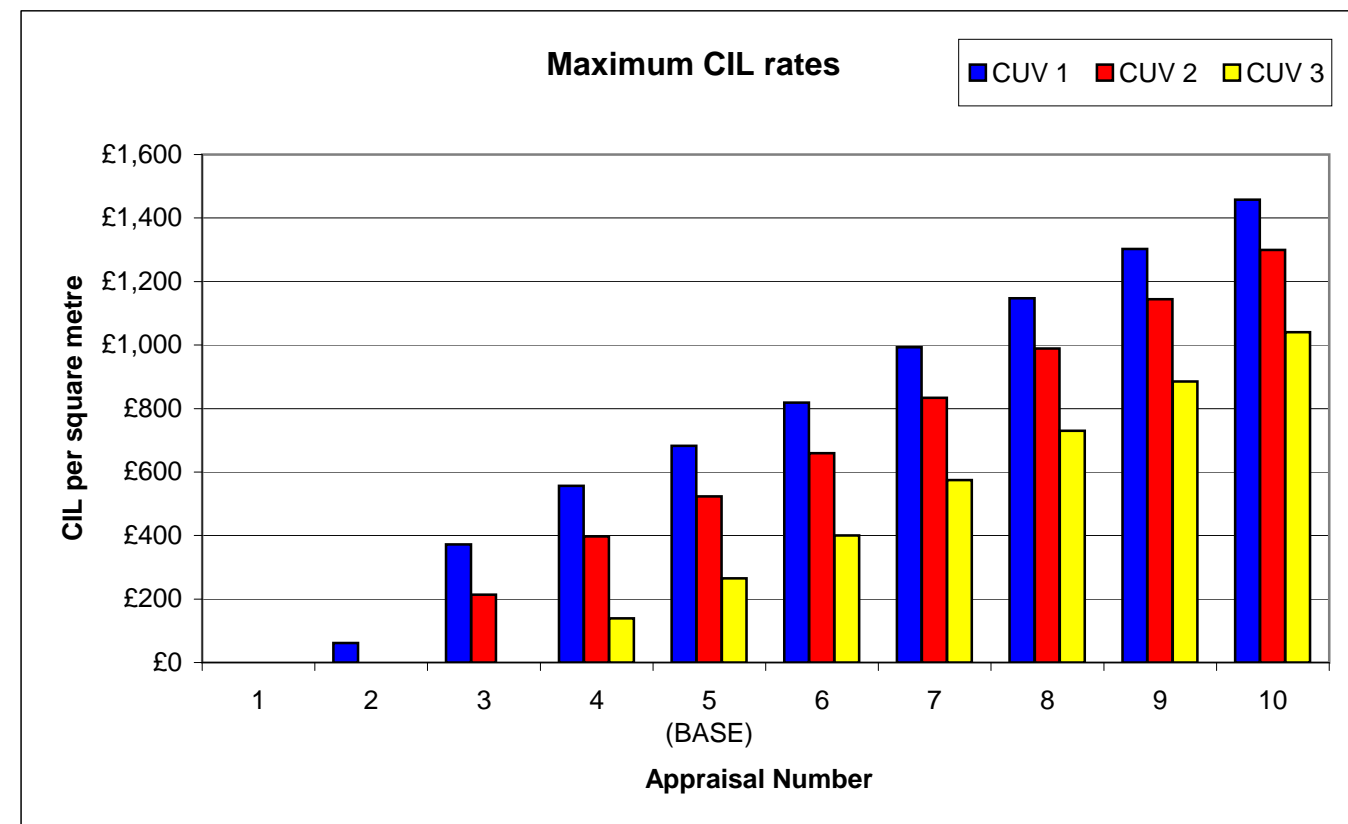
	£s per sqft	Yield	Rent free
Appraisal 1	£14.00	6.75%	2.00 years
Appraisal 2	£16.00	6.75%	2.00 years
Appraisal 3	£18.00	6.75%	2.00 years
Appraisal 4	£20.00	7.00%	2.00 years
<b>Appraisal 5 (base)</b>	<b>£20.00</b>	<b>6.75%</b>	<b>2.00 years</b>
Appraisal 6	£20.00	6.50%	2.00 years
Appraisal 7	£22.00	6.75%	2.00 years
Appraisal 8	£23.00	6.75%	2.00 years
Appraisal 9	£24.00	6.75%	2.00 years
Appraisal 10	£25.00	6.75%	2.00 years

Existing floorspace as % of new
30%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£7.00	8.00%	3.00 years	15.00%
Current use value 2	£10.00	8.00%	3.00 years	20.00%
Current use value 3	£15.00	8.00%	3.00 years	20.00%

### Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-43%	£0	£0	£0
Appraisal 2	-25%	£62	£0	£0
Appraisal 3	-11%	£372	£213	£0
Appraisal 4	0%	£556	£398	£139
<b>Appraisal 5 (base)</b>	<b>-</b>	<b>£682</b>	<b>£524</b>	<b>£265</b>
Appraisal 6	0%	£818	£659	£401
Appraisal 7	9%	£993	£834	£575
Appraisal 8	13%	£1,148	£989	£730
Appraisal 9	17%	£1,303	£1,144	£885
Appraisal 10	20%	£1,458	£1,299	£1,040



**DEVELOPMENT APPRAISAL**  
**Commercial Development**

Use class:	Retail Warehousing/Superstore
Location:	Whole Borough

**DEVELOPMENT VALUE**

	Common assumptions	Appraisal 1		Appraisal 2		Appraisal 3		Appraisal 4		Appraisal 5		Appraisal 6		Appraisal 7		Appraisal 8		Appraisal 9		Appraisal 10	
		£ psf	£ per annum	£ psf	£ per annum	£ psf	£ per annum	£ psf	£ per annum	£ psf	£ per annum	£ psf	£ per annum	£ psf	£ per annum	£ psf	£ per annum	£ psf	£ per annum	£ psf	£ per annum
<b>Rental Income</b>	<b>Floor area</b>																				
Rent - area 1	10,000	£14.00	£140,000	£16	£160,000	£18.00	£180,000	£20.00	£200,000	£20.00	£200,000	£20.00	£200,000	£22.00	£220,000	£23.00	£230,000	£24.00	£240,000	£25.00	£250,000
Rent - area 2	10,000	£14.00	£140,000	£16	£160,000	£18.00	£180,000	£20.00	£200,000	£20.00	£200,000	£20.00	£200,000	£22.00	£220,000	£23.00	£230,000	£24.00	£240,000	£25.00	£250,000
Rent - area 3	10,000	£14.00	£140,000	£16	£160,000	£18.00	£180,000	£20.00	£200,000	£20.00	£200,000	£20.00	£200,000	£22.00	£220,000	£23.00	£230,000	£24.00	£240,000	£25.00	£250,000
Total floor area / rent	30,000		£420,000		£480,000		£540,000		£600,000		£600,000		£600,000		£660,000		£690,000		£720,000		£750,000
Rent free/voids (years)		2.0	0.8775	2.0	0.8775	2.0	0.8775	2.0	0.8734	2.0	0.8775	2.0	0.8817	2.0	0.8775	2.0	0.8775	2.0	0.8775	2.0	0.8775
Yield	6.75%	6.75%		6.75%		6.75%		7.00%		6.75%		6.50%		6.75%		6.75%		6.75%		6.75%	
Capitalised rent			£5,460,215		£6,240,246		£7,020,277		£7,486,618		£7,800,307		£8,138,393		£8,580,338		£8,970,353		£9,360,369		£9,750,384
<b>GROSS DEVELOPMENT VALUE</b>																					
<b>Purchaser's costs</b>	5.75%		£313,962		£358,814		£403,666		£430,481		£448,518		£467,958		£493,369		£515,795		£538,221		£560,647
			<b>£5,146,253</b>		<b>£5,881,432</b>		<b>£6,616,611</b>		<b>£7,056,137</b>		<b>£7,351,790</b>		<b>£7,670,436</b>		<b>£8,086,969</b>		<b>£8,454,558</b>		<b>£8,822,148</b>		<b>£9,189,737</b>

**DEVELOPMENT COSTS**

<b>Development Costs</b>																					
Existing floor area	30%	9,000																			
Demolition costs	£5 psf		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000
Building costs	£90 psf		£3,272,760		£3,272,760		£3,272,760		£3,272,760		£3,272,760		£3,272,760		£3,272,760		£3,272,760		£3,272,760		£3,272,760
Area	82% grs to net	36,364																			
External works	10.00%		£327,276		£327,276		£327,276		£327,276		£327,276		£327,276		£327,276		£327,276		£327,276		£327,276
Professional fees	10.00%		£364,504		£364,504		£364,504		£364,504		£364,504		£364,504		£364,504		£364,504		£364,504		£364,504
Contingency	5.00%		£200,477		£200,477		£200,477		£200,477		£200,477		£200,477		£200,477		£200,477		£200,477		£200,477
CIL	1		-		0		£0		£0		£0		£0		£0		£0		£0		£0
<b>Disposal Costs</b>																					
Letting Agent's fee (% of rent )	10.00%		£42,000		£48,000		£54,000		£60,000		£60,000		£60,000		£66,000		£69,000		£72,000		£75,000
Agent's fees (on capital value)	1.00%		£54,602		£62,402		£70,203		£74,866		£78,003		£81,384		£85,803		£89,704		£93,604		£97,504
Legal fees (% of capital value)	0.75%		£40,952		£46,802		£52,652		£56,150		£58,502		£61,038		£64,353		£67,278		£70,203		£73,128
<b>Finance on construction</b>																					
Loan arrangement fee	1.00%		£42,100		£42,100		£42,100		£42,100		£42,100		£42,100		£42,100		£42,100		£42,100		£42,100
Interest rate	7.00%																				
Interest on Construction Costs	18 months		£221,026		£221,026		£221,026		£221,026		£221,026		£221,026		£221,026		£221,026		£221,026		£221,026
<b>Profit</b>																					
Developer's profit on cost	20.00%		£922,139		£926,069		£929,999		£932,832		£933,930		£935,113		£937,860		£939,825		£941,790		£943,755
			<b>£5,532,836</b>		<b>£5,556,416</b>		<b>£5,579,997</b>		<b>£5,596,990</b>		<b>£5,603,578</b>		<b>£5,610,677</b>		<b>£5,627,158</b>		<b>£5,638,949</b>		<b>£5,650,739</b>		<b>£5,662,529</b>

**LAND VALUE**

Land surplus			-£386,583		325,015		£1,036,614		£1,459,147		£1,748,212		£2,059,758		£2,459,810		£2,815,609		£3,171,409		£3,527,208
Stamp duty	4.00%		£0		-£13,001		-£41,465		-£58,366		-£69,928		-£82,390		-£98,392		-£112,624		-£126,856		-£141,088
Agent's fees	1.25%		£0		-£4,063		-£12,958		-£18,239		-£21,853		-£25,747		-£30,748		-£35,195		-£39,643		-£44,090
Legal fees	0.50%		£0		-£1,625		-£5,183		-£7,296		-£8,741		-£10,299		-£12,299		-£14,078		-£15,857		-£17,636
Interest rate	6.50%		£0		-£29,867		-£95,258		-£134,086		-£160,650		-£189,279		-£226,041		-£258,737		-£291,433		-£324,128
Finance period	18 months																				
<b>RESIDUAL LAND VALUE</b>			<b>-£386,583</b>		<b>£276,460</b>		<b>£881,750</b>		<b>£1,241,160</b>		<b>£1,487,040</b>		<b>£1,752,043</b>		<b>£2,092,330</b>		<b>£2,394,975</b>		<b>£2,697,620</b>		<b>£3,000,265</b>

Less CUV 1			(542,274)		120,769		726,059		1,085,469		1,331,349		1,596,352		1,936,639		2,239,284		2,541,929		2,844,574
Less CUV 2			(852,059)		(189,016)		416,274		775,684		1,021,564		1,286,568		1,626,854		1,929,499		2,232,144		2,534,789
Less CUV 3			(1,357,085)		(694,042)		(88,752)		270,658		516,538		781,541		1,121,828		1,424,473		1,727,118		2,029,763
Net additional floorspace (sq ft)		21,000	21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000
Net additional floorspace (sq m)		1,951	1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951
<b>Maximum CIL per sqm</b>																					
Against CUV 1			-		62		372		556		682		818		993		1,148		1,303		1,458
Against CUV 2			-		-		213		398		524		659		834		989		1,144		1,299
Against CUV 3			-		-		-		139		265		401		575		730		885		1,040



**CURRENT USE VALUE**  
**Commercial Development**

Use class: **Retail Warehousing/Superstore**

	Common assumptions	CUV 1		CUV 2		CUV 3	
<b>Current use value</b>							
Existing space as percentage of new	30%	9,000					
Rent per sq ft		£7 psf		£10 psf		£15 psf	
Rental income per annum		£63,000		£90,000		£135,000	
Rent free/voids (years)		3.0	0.7938	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)		8.00%		8.00%		8.00%	
Refurbishment costs	£50 psf	£450,000		£450,000		£450,000	
Fees	7%	£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees		£143,643		£411,561		£858,092	
Purchaser's costs	5.75%	-£8,259		-£23,665		-£49,340	
<b>Current use value</b>		<b>£135,383</b>		<b>£387,896</b>		<b>£808,752</b>	
<b>CUV including Landowner premium</b>		15%	£155,691	20.00%	£465,476	20.00%	£970,502

## COMMUNITY INFRASTRUCTURE LEVY Commercial Development

Use class:	INDUSTRIAL
Location:	Whole Borough

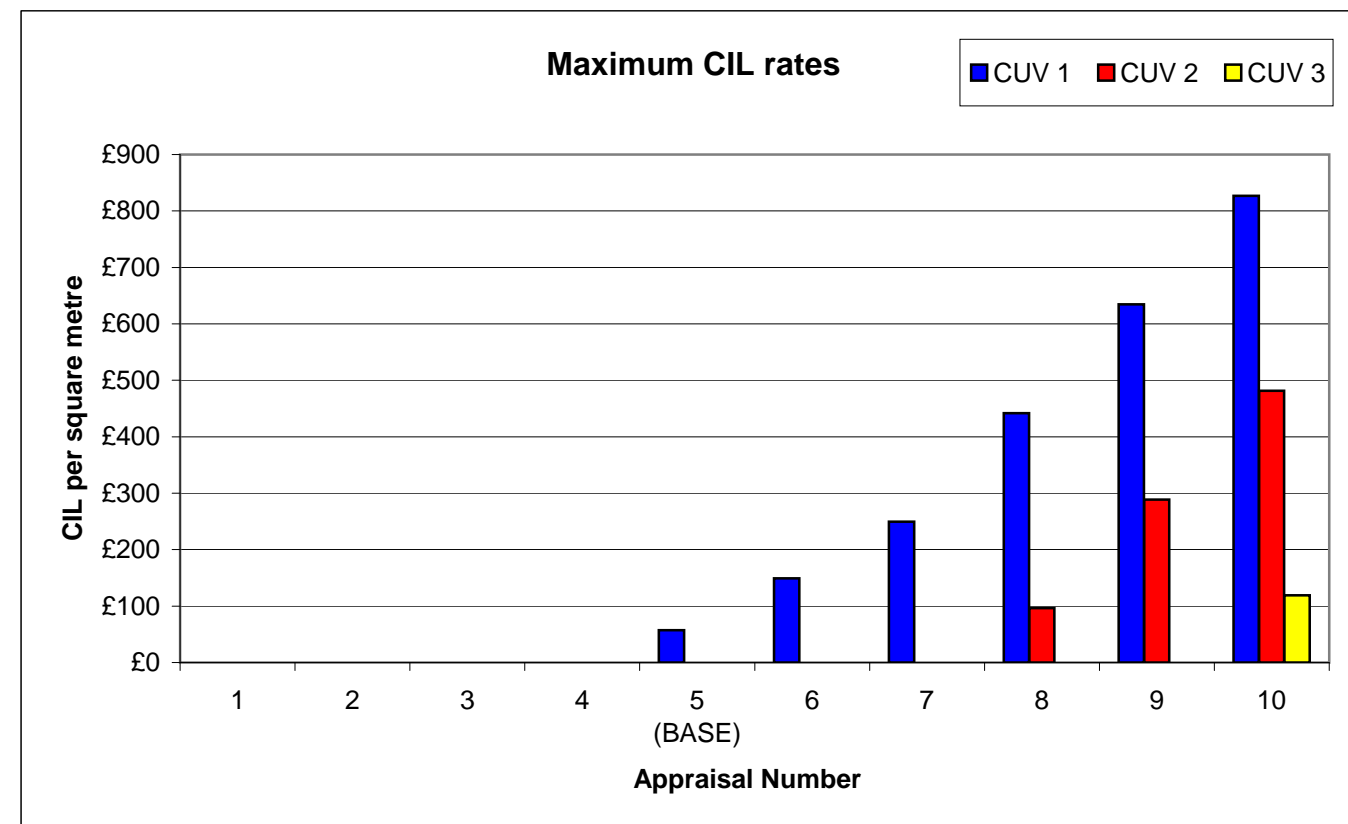
	£s per sqft	Yield	Rent free
Appraisal 1	£8.00	7.50%	2.00 years
Appraisal 2	£9.00	7.50%	2.00 years
Appraisal 3	£10.00	7.50%	2.00 years
Appraisal 4	£12.00	7.75%	2.00 years
<b>Appraisal 5 (base)</b>	<b>£12.00</b>	<b>7.50%</b>	<b>2.00 years</b>
Appraisal 6	£12.00	7.25%	2.00 years
Appraisal 7	£13.00	7.50%	2.00 years
Appraisal 8	£14.00	7.50%	2.00 years
Appraisal 9	£15.00	7.50%	2.00 years
Appraisal 10	£16.00	7.50%	2.00 years

Existing floorspace as % of new
50%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£4.50	8.50%	3.00 years	15.00%
Current use value 2	£7.00	8.00%	3.00 years	20.00%
Current use value 3	£10.00	8.00%	3.00 years	20.00%

### Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-50%	£0	£0	£0
Appraisal 2	-33%	£0	£0	£0
Appraisal 3	-20%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
<b>Appraisal 5 (base)</b>	<b>-</b>	<b>£57</b>	<b>£0</b>	<b>£0</b>
Appraisal 6	0%	£149	£0	£0
Appraisal 7	8%	£250	£0	£0
Appraisal 8	14%	£442	£96	£0
Appraisal 9	20%	£635	£289	£0
Appraisal 10	25%	£827	£481	£119





**CURRENT USE VALUE**  
**Commercial Development**

Use class: **INDUSTRIAL**

	Common assumptions	CUV 1		CUV 2		CUV 3	
<b>Current use value</b>							
Existing space as percentage of new	50%	15,000					
Rent per sq ft		£5 psf		£7 psf		£10 psf	
Rental income per annum		£67,500		£105,000		£150,000	
Rent free/voids (years)		3.0	0.7829	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)		8.50%		8.00%		8.00%	
Refurbishment costs	£30 psf	£450,000		£450,000		£450,000	
Fees	7%	£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees		£140,221		£560,405		£1,006,935	
Purchaser's costs	5.75%	-£8,063		-£32,223		-£57,899	
<b>Current use value</b>		<b>£132,158</b>		<b>£528,182</b>		<b>£949,037</b>	
<b>CUV including Landowner premium</b>		15%	£151,982	20.00%	£633,818	20.00%	£1,138,844

## COMMUNITY INFRASTRUCTURE LEVY Commercial Development

Use class:	HOTEL
Location:	Harrow

	£s per sqft	Yield	Rent free
Appraisal 1	£11.00	6.50%	
Appraisal 2	£12.00	6.50%	
Appraisal 3	£13.00	6.50%	
Appraisal 4	£14.10	6.75%	
<b>Appraisal 5 (base)</b>	<b>£14.10</b>	<b>6.50%</b>	
Appraisal 6	£14.10	6.25%	
Appraisal 7	£16.50	6.50%	
Appraisal 8	£18.50	6.50%	
Appraisal 9	£20.50	6.50%	
Appraisal 10	£22.50	6.50%	

Existing floorspace as % of new
50%

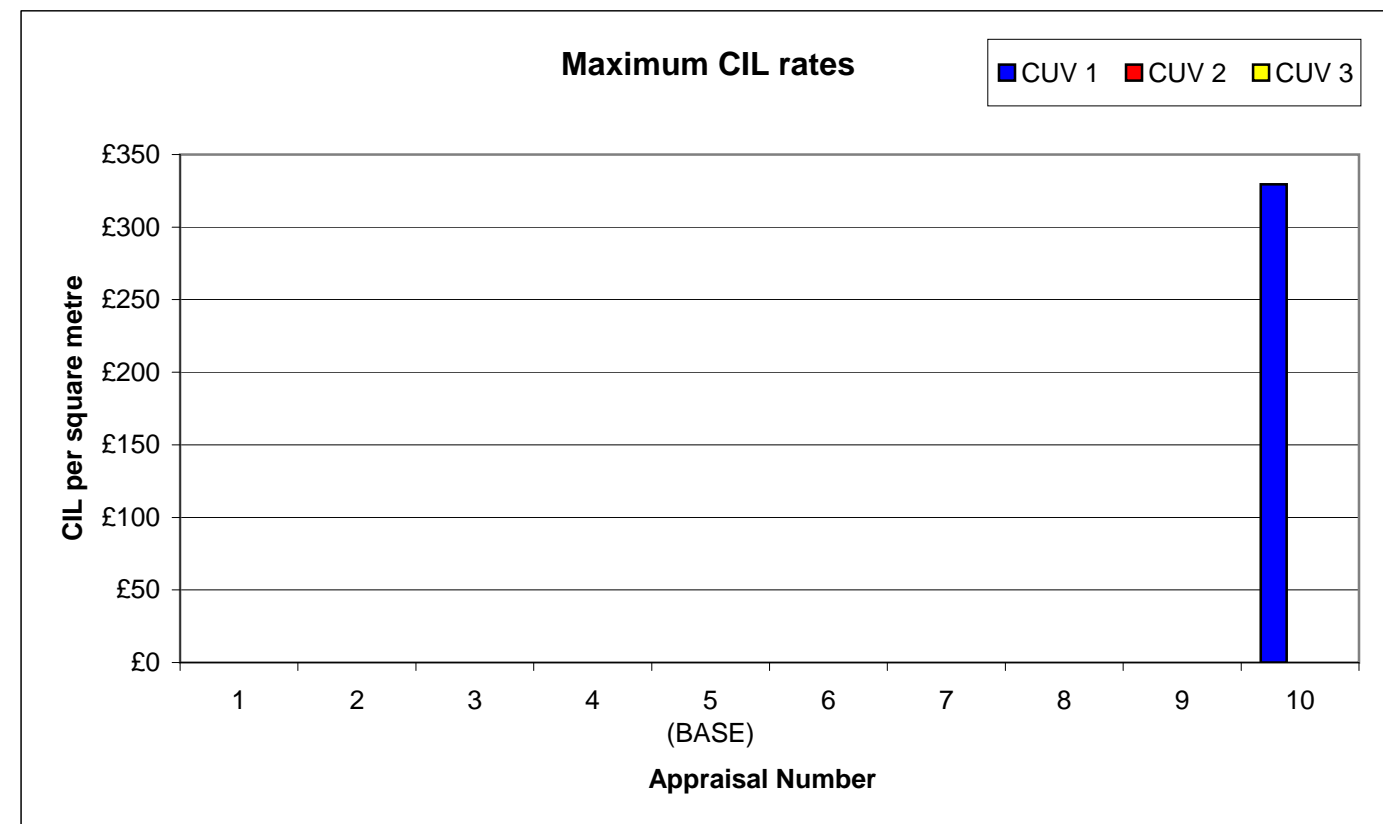
Average capital values for hotel rooms transacted and on the market in 2012:  
 Assume 300 sq ft net area per room  
 Value per room  
 Goal Seek value per room

£61,224 Based on the sale of the Wembley  
 300 the Harrow Hotel currently on the r  
 £204  
 £204

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£4.00	8.50%	3.00 years	15.00%
Current use value 2	£7.00	8.00%	3.00 years	20.00%
Current use value 3	£10.00	8.00%	3.00 years	20.00%

### Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-28%	£0	£0	£0
Appraisal 2	-18%	£0	£0	£0
Appraisal 3	-8%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
<b>Appraisal 5 (base)</b>	<b>-</b>	<b>£0</b>	<b>£0</b>	<b>£0</b>
Appraisal 6	0%	£0	£0	£0
Appraisal 7	15%	£0	£0	£0
Appraisal 8	24%	£0	£0	£0
Appraisal 9	31%	£0	£0	£0
Appraisal 10	37%	£330	£0	£0





**CURRENT USE VALUE**  
**Commercial Development**

Use class:	HOTEL
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	Common assumptions	CUV 1		CUV 2		CUV 3	
<b>Current use value</b>							
Existing space as percentage of new	50%	15,000					
Rent per sq ft		£4 psf		£7 psf		£10 psf	
Rental income per annum		£60,000		£105,000		£150,000	
Rent free/voids (years)		3.0	0.7829	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)		8.50%		8.00%		8.00%	
Refurbishment costs	£30 psf	£450,000		£450,000		£450,000	
Fees	7%	£31,500		£31,500		£31,500	
Capitalised rent, net of refurb and fees			£71,141		£560,405		£1,006,935
Purchaser's costs	5.75%		-£4,091		-£32,223		-£57,899
<b>Current use value</b>			<b>£67,050</b>		<b>£528,182</b>		<b>£949,037</b>
<b>CUV including Landowner premium</b>		15%	£77,108	20.00%	£633,818	20.00%	£1,138,844

## DEVELOPMENT APPRAISAL

### Commercial Development

Use class: **STUDENT HSG**

DEVELOPMENT VALUE		Term rent	£150 per week	
		Vacation rent	£238 per week	
<b>Rental Income</b>				
Annual rent per unit - term time (95% occupancy)	42 weeks	98% occupancy	73,500	3,087,000
Annual rent per unit - summer (50% occupancy)	10 weeks	50% occupancy	59,500	595,000
Operating costs	500 units		£2100 per unit	(1,050,000)
Net annual rents				2,632,000
Total revenue, capitalised (including all costs)			6.25%	42,112,000
<b>GROSS DEVELOPMENT VALUE</b>				<b>42,112,000</b>

DEVELOPMENT COSTS				
<b>Development Costs</b>				
Demolition costs	£5 psf	49,875 sqt		249,375
Building costs	£160.00 psf			22,800,000
Area per unit (incl common areas)	285 sqft pu	142,500		
External works			10.00%	2,280,000
Professional fees			10.00%	2,532,938
				-
<b>Disposal Costs</b>				
Letting Agent's fee (% of rent)			0.00%	-
Agent's fees (on capital value)			1.00%	421,120
Legal fees (% of capital value)			0.75%	315,840
<b>Interest on Finance</b>				
Total development duration	24 months			
Loan arrangement fee			1.00%	278,623
Interest on Construction Costs	24 months		6.50%	1,811,050
<b>Profit</b>				
Developer's profit on total revenue			20.00%	8,422,400
<b>TOTAL DEVELOPMENT COSTS</b>				<b>39,111,346</b>

LAND VALUE				
Land surplus				3,000,654
Stamp duty			4.00%	(120,026)
Agent's fees			1.25%	(37,508)
Legal fees			0.50%	(15,003)
Interest on land finance	24 months		6.50%	(367,655)
<b>RESIDUAL LAND VALUE</b>				<b>2,460,461</b>

<b>Existing use value</b>				
Existing space as % of new	35%	49,875		
Rent per sq ft		£8.00 psf		
Rental income per annum		399,000		
Rent free/voids (years)		3.0	0.7938	
Total revenue, capitalised (including all costs)			8.00%	3,959,238
Refurbishment costs		£50 psf	2,493,750	
Fees		7%	174,563	
Purchaser's costs		5.75%		74,228
<b>Existing use value</b>				<b>1,216,698</b>
EUV including Landowner premium		20%		1,460,037
Residual Land Value less EUV plus premium				1,000,424
Per sqm (net additional floorspace)				116