

**Elmbridge Borough Council**

**Local Plan & Potential CIL Review Scoping Viability  
Assessment (DSP19624)**

**Appendix IIg:**

**Commercial Results**

Elmbridge BC - Appendix IIg: Local Plan & CIL Viability Assessment - Commercial Results  
 Table 7a: Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate  
 5% Yield

Development use type/ Class	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)												
				£0/m² CIL	£25/m² CIL	£50/m² CIL	£75/m² CIL	£100/m² CIL	£125/m² CIL	£150/m² CIL	£175/m² CIL	£200/m² CIL	£225/m² CIL	£250/m² CIL	£275/m² CIL	£300/m² CIL
E Large Format Retail	Foodstore / large convenience	L	0.50	£1,003,128	£946,712	£890,295	£833,879	£777,462	£721,046	£664,629	£608,213	£551,796	£495,380	£438,963	£382,547	£326,130
		M	0.50	£1,680,279	£1,623,863	£1,567,446	£1,511,030	£1,454,613	£1,398,197	£1,341,780	£1,285,364	£1,228,947	£1,172,531	£1,116,114	£1,059,698	£1,003,281
		H	0.50	£2,357,430	£2,301,014	£2,244,597	£2,188,181	£2,131,764	£2,075,348	£2,018,931	£1,962,515	£1,906,098	£1,849,682	£1,793,265	£1,736,849	£1,680,432
E Large Format Retail	Retail warehousing	L	0.25	£1,457,479	£1,434,913	£1,412,346	£1,389,779	£1,367,213	£1,344,646	£1,322,079	£1,299,513	£1,276,946	£1,254,380	£1,231,813	£1,209,246	£1,186,680
		M	0.25	£2,032,771	£2,010,205	£1,987,638	£1,965,071	£1,942,505	£1,919,938	£1,897,372	£1,874,805	£1,852,238	£1,829,672	£1,807,105	£1,784,539	£1,761,972
		H	0.25	£2,608,063	£2,585,497	£2,562,930	£2,540,364	£2,517,797	£2,495,230	£2,472,664	£2,450,097	£2,427,531	£2,404,964	£2,382,397	£2,359,831	£2,337,264
F.2 Small Retail Units (<280sq. m.)	Shops, restaurants etc. (settlement centres)	L	0.04	£112,948	£105,916	£98,883	£91,851	£84,819	£77,787	£70,754	£63,722	£56,690	£49,657	£42,625	£35,593	£28,561
		M	0.04	£464,194	£457,424	£450,654	£443,884	£437,114	£430,344	£423,574	£416,804	£410,034	£403,264	£396,494	£389,724	£382,954
		H	0.04	£184,228	£177,223	£170,219	£163,214	£156,209	£149,205	£142,200	£135,195	£128,191	£121,186	£114,181	£107,177	£100,172
E Small Retail Units (>280sq. m.)	Local convenience stores & local shops	L	0.06	£4,345												
		M	0.06	£184,228	£177,223	£170,219	£163,214	£156,209	£149,205	£142,200	£135,195	£128,191	£121,186	£114,181	£107,177	£100,172
		H	0.06													
E Offices Town Centre	Office building (town centres / urban areas)	L	0.03	£182,563	£170,869	£159,174	£147,480	£135,786	£124,092	£112,398	£100,704	£89,010	£77,315	£65,621	£53,927	£42,233
		M	0.03	£473,671	£462,388	£451,105	£439,821	£428,538	£417,255	£405,971	£394,688	£383,405	£372,122	£360,838	£349,555	£338,272
		H	0.03													
E Offices	Out of town / business park	L	0.63	£520,868	£462,758	£404,648	£346,538	£288,429	£230,319	£172,209	£114,099	£55,989				
		M	0.63	£1,920,304	£1,863,888	£1,807,471	£1,751,055	£1,694,638	£1,638,222	£1,581,805	£1,525,388	£1,468,972	£1,412,555	£1,356,139	£1,299,722	£1,243,306
		H	0.63													
B2/B8 Industrial / Warehousing	Start-up / move-on unit including offices - industrial Estate	L	0.13													
		M	0.13													
		H	0.13													
B2/B8 Industrial / Warehousing	Larger industrial / warehousing including offices - industrial Estate	L	0.50													
		M	0.50													
		H	0.50													
C1 Hotel	Urban areas (60-Beds)	L	0.42													
		M	0.42													
		H	0.42													
C2 Residential Institution	Care Home (65-Beds)	L	0.35													
		M	0.35													
		H	0.35	£2,151,380	£2,094,823	£2,038,266	£1,981,709	£1,925,152	£1,868,595	£1,812,038	£1,755,481	£1,698,924	£1,642,367	£1,585,810	£1,529,253	£1,472,696
				Residual Land Value (£/ha)												
E Large Format Retail	Foodstore / large convenience	L	0.50	£2,006,256	£1,893,423	£1,780,590	£1,667,757	£1,554,924	£1,442,091	£1,329,258	£1,216,425	£1,103,592	£990,759	£877,926	£765,093	£652,260
		M	0.50	£3,360,558	£3,247,725	£3,134,892	£3,022,059	£2,909,226	£2,796,393	£2,683,560	£2,570,727	£2,457,894	£2,345,061	£2,232,228	£2,119,395	£2,006,562
		H	0.50	£4,714,860	£4,602,027	£4,489,194	£4,376,361	£4,263,528	£4,150,695	£4,037,862	£3,925,029	£3,812,196	£3,699,363	£3,586,530	£3,473,697	£3,360,864
E Large Format Retail	Retail Warehousing	L	0.25	£5,829,917	£5,739,650	£5,649,384	£5,559,117	£5,468,851	£5,378,584	£5,288,318	£5,198,052	£5,107,785	£5,017,519	£4,927,252	£4,836,986	£4,746,719
		M	0.25	£8,131,085	£8,040,819	£7,950,552	£7,860,286	£7,770,019	£7,679,753	£7,589,486	£7,499,220	£7,408,954	£7,318,687	£7,228,421	£7,138,154	£7,047,888
		H	0.25	£10,432,253	£10,341,987	£10,251,721	£10,161,454	£10,071,188	£9,980,921	£9,890,655	£9,800,388	£9,710,122	£9,619,856	£9,529,589	£9,439,323	£9,349,056
F.2 Small Retail Units (<280sq. m.)	Shops, restaurants etc. (settlement centres)	L	0.04	£112,948	£105,916	£98,883	£91,851	£84,819	£77,787	£70,754	£63,722	£56,690	£49,657	£42,625	£35,593	£28,561
		M	0.04	£464,194	£457,424	£450,654	£443,884	£437,114	£430,344	£423,574	£416,804	£410,034	£403,264	£396,494	£389,724	£382,954
		H	0.04	£184,228	£177,223	£170,219	£163,214	£156,209	£149,205	£142,200	£135,195	£128,191	£121,186	£114,181	£107,177	£100,172
E Small Retail Units (>280sq. m.)	Local convenience stores & local shops	L	0.06	£72,420												
		M	0.06	£3,070,463	£2,953,719	£2,836,975	£2,720,231	£2,603,487	£2,486,743	£2,370,000	£2,253,256	£2,136,512	£2,019,768	£1,903,024	£1,786,280	£1,669,536
		H	0.06													
E Offices Town Centre	Office building (town centres / urban areas)	L	0.03	£6,085,424	£5,895,619	£5,305,814	£4,916,009	£4,526,204	£4,136,399	£3,746,594	£3,356,789	£2,966,984	£2,577,179	£2,187,375	£1,797,570	£1,407,765
		M	0.03	£15,789,043	£15,412,933	£15,036,823	£14,660,713	£14,284,603	£13,908,493	£13,532,383	£13,156,273	£12,780,163	£12,404,053	£12,027,943	£11,651,833	£11,275,723
		H	0.03													
E Offices	Out of town / business park	L	0.63	£826,774	£734,537	£642,299	£550,061	£457,823	£365,585	£273,348	£181,110	£88,872				
		M	0.63	£3,048,102	£2,958,552	£2,869,002	£2,779,452	£2,689,902	£2,600,352	£2,510,802	£2,421,252	£2,331,702	£2,242,152	£2,152,602	£2,063,051	£1,973,501
		H	0.63													
B2/B8 Industrial / Warehousing	Start-up / move-on unit including offices - industrial Estate	L	0.13													
		M	0.13													
		H	0.13													
B2/B8 Industrial / Warehousing	Larger industrial / warehousing including offices - industrial Estate	L	0.50													
		M	0.50													
		H	0.50													
C1 Hotel	Urban areas (60-Beds)	L	0.42													
		M	0.42													
		H	0.42													
C2 Residential Institution	Care Home (65-Beds)	L	0.35													
		M	0.35													
		H	0.35	£6,146,801	£5,985,210	£5,823,618	£5,662,027	£5,500,435	£5,338,844	£5,177,253	£5,015,661	£4,854,070	£4,692,478	£4,530,887	£4,369,295	£4,207,704

Key:

RLV beneath Viability Test (RLV <£250,000)
Viability Test 2 (RLV £250,000 to £500,000/ha)
Viability Test 3 (RLV £500,000 to £1,500,000/ha)
Viability Test 4 (RLV £1,500,000 to £3,000,000/ha)
Viability Test 5 (RLV £3,000,000 to £5,000,000/ha)
Viability Test 6 (RLV £5,000,000 to £7,500,000/ha)
Viability Test 7 (RLV >£7,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes - BLVs representative of sites in range of existing uses
£250,000	Greenfield Enhancement (Lower)
£500,000	Greenfield Enhancement (Upper) - Potentially e.g. smaller sites, paddock land or similar
£1,500,000	Low-grade industrial / office land values
£3,000,000	Office PDL
£5,000,000	Existing residential land / upper / high-density commercial values
£7,500,000	

Elmbridge BC - Appendix IIg: Local Plan & CIL Viability Assessment - Commercial Results  
 Table 7b: Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate  
 5.5% Yield

Development use type/ Class	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)													
				£0/m² CIL	£25/m² CIL	£50/m² CIL	£75/m² CIL	£100/m² CIL	£125/m² CIL	£150/m² CIL	£175/m² CIL	£200/m² CIL	£225/m² CIL	£250/m² CIL	£275/m² CIL	£300/m² CIL	
E Large Format Retail	Foodstore / large convenience	L	0.50	£353,510	£294,121	£234,732	£175,343	£115,954	£56,565	Indicative non-viability							
		M	0.50	£965,699	£909,283	£852,866	£796,450	£740,033	£683,617	£627,200	£570,783	£514,367	£457,950	£401,534	£345,117	£288,701	
		H	0.50	£1,577,888	£1,521,472	£1,465,055	£1,408,639	£1,352,222	£1,295,806	£1,239,389	£1,182,973	£1,126,556	£1,070,140	£1,013,723	£957,307	£900,890	
E Large Format Retail	Retail warehousing	L	0.25	£1,181,530	£1,158,964	£1,136,397	£1,113,830	£1,091,264	£1,068,697	£1,046,130	£1,023,564	£1,000,997	£978,431	£955,864	£933,297	£910,731	
		M	0.25	£1,701,632	£1,679,066	£1,656,499	£1,633,933	£1,611,366	£1,588,799	£1,566,233	£1,543,666	£1,521,100	£1,498,533	£1,475,966	£1,453,400	£1,430,833	
		H	0.25	£2,221,735	£2,221,735	£2,221,735	£2,221,735	£2,221,735	£2,221,735	£2,221,735	£2,221,735	£2,221,735	£2,221,735	£2,221,735	£2,221,735	£2,221,735	
F.2 Small Retail Units (<280sq. m.)	Shops, restaurants etc. (settlement centres)	L	0.04	Indicative non-viability													
		M	0.04	£26,485	£19,195	£11,905	£4,616	Indicative non-viability									
		H	0.04	£347,660	£340,890	£334,120	£327,350	£320,580	£313,810	£307,040	£300,270	£293,500	£286,730	£279,960	£273,190	£266,420	
E Small Retail Units (>280sq. m.)	Local convenience stores & local shops	L	0.06	Indicative non-viability													
		M	0.06	Indicative non-viability													
		H	0.06	£106,743	£99,710	£92,678	£85,646	£78,614	£71,581	£64,549	£57,517	£50,485	£43,452	£36,420	£29,388	£22,355	
E Offices Town Centre	Office building (town centres / urban areas)	L	0.03	Indicative non-viability													
		M	0.03	£24,363	£12,061	Indicative non-viability											
		H	0.03	£293,322	£281,818	£270,313	£258,809	£247,305	£235,801	£224,297	£212,793	£201,289	£189,785	£178,281	£166,777	£155,272	
E Offices	Out of town / business park	L	0.63	Indicative non-viability													
		M	0.63	Indicative non-viability													
		H	0.63	£1,047,658	£991,242	£934,825	£878,409	£821,992	£765,576	£709,159	£652,743	£596,326	£539,910	£483,493	£427,077	£370,660	
B2/B8 Industrial / Warehousing	Start-up / move-on unit including offices - industrial Estate	L	0.13	Indicative non-viability													
		M	0.13	Indicative non-viability													
		H	0.13	Indicative non-viability													
B2/B8 Industrial / Warehousing	Larger industrial / warehousing including offices - industrial Estate	L	0.50	Indicative non-viability													
		M	0.50	Indicative non-viability													
		H	0.50	Indicative non-viability													
C1 Hotel	Urban areas (60-Beds)	L	0.42	Indicative non-viability													
		M	0.42	Indicative non-viability													
		H	0.42	Indicative non-viability													
C2 Residential Institution	Care Home (65-Beds)	L	0.35	Indicative non-viability													
		M	0.35	Indicative non-viability													
		H	0.35	£1,355,369	£1,298,812	£1,242,255	£1,185,698	£1,129,141	£1,072,584	£1,016,027	£959,470	£902,913	£846,356	£789,799	£733,242	£676,685	
				Residual Land Value (£/ha)													
E Large Format Retail	Foodstore / large convenience	L	0.50	£707,020	£588,242	£469,464	£350,686	£231,908	£113,130	Indicative non-viability							
		M	0.50	£1,931,398	£1,818,565	£1,705,732	£1,592,899	£1,480,066	£1,367,233	£1,254,400	£1,141,567	£1,028,734	£915,901	£803,068	£690,235	£577,402	
		H	0.50	£3,155,777	£3,042,944	£2,930,110	£2,817,277	£2,704,444	£2,591,611	£2,478,778	£2,365,945	£2,253,112	£2,140,279	£2,027,446	£1,914,613	£1,801,780	
E Large Format Retail	Retail warehousing	L	0.25	£4,726,120	£4,635,854	£4,545,588	£4,455,321	£4,365,055	£4,274,788	£4,184,522	£4,094,256	£4,003,989	£3,913,723	£3,823,456	£3,733,190	£3,642,923	
		M	0.25	£6,806,530	£6,716,263	£6,625,997	£6,535,730	£6,445,464	£6,355,198	£6,264,931	£6,174,665	£6,084,398	£5,994,132	£5,903,865	£5,813,599	£5,723,333	
		H	0.25	£8,886,939	£8,886,939	£8,886,939	£8,886,939	£8,886,939	£8,886,939	£8,886,939	£8,886,939	£8,886,939	£8,886,939	£8,886,939	£8,886,939	£8,886,939	
F.2 Small Retail Units (<280sq. m.)	Shops, restaurants etc. (settlement centres)	L	0.04	Indicative non-viability													
		M	0.04	£662,120	£479,876	£297,633	£115,389	Indicative non-viability									
		H	0.04	£8,691,500	£8,522,250	£8,353,001	£8,183,752	£8,014,502	£7,845,253	£7,676,004	£7,506,755	£7,337,505	£7,168,256	£6,999,007	£6,829,757	£6,660,508	
E Small Retail Units (>280sq. m.)	Local convenience stores & local shops	L	0.06	Indicative non-viability													
		M	0.06	Indicative non-viability													
		H	0.06	£1,779,043	£1,661,838	£1,544,634	£1,427,430	£1,310,225	£1,193,021	£1,075,817	£958,613	£841,408	£724,204	£607,000	£489,796	£372,591	
E Offices Town Centre	Office building (town centres / urban areas)	L	0.03	Indicative non-viability													
		M	0.03	£812,086	£402,045	Indicative non-viability											
		H	0.03	£9,777,390	£9,395,819	£9,014,449	£8,626,979	£8,243,509	£7,860,038	£7,476,568	£7,093,098	£6,709,628	£6,326,158	£5,942,687	£5,559,217	£5,175,747	
E Offices	Out of town / business park	L	0.63	Indicative non-viability													
		M	0.63	Indicative non-viability													
		H	0.63	£1,662,950	£1,573,400	£1,483,850	£1,394,300	£1,304,750	£1,215,200	£1,125,650	£1,036,100	£946,550	£857,000	£767,450	£677,900	£588,350	
B2/B8 Industrial / Warehousing	Start-up / move-on unit including offices - industrial Estate	L	0.13	Indicative non-viability													
		M	0.13	Indicative non-viability													
		H	0.13	Indicative non-viability													
B2/B8 Industrial / Warehousing	Larger industrial / warehousing including offices - industrial Estate	L	0.50	Indicative non-viability													
		M	0.50	Indicative non-viability													
		H	0.50	Indicative non-viability													
C1 Hotel	Urban areas (60-Beds)	L	0.42	Indicative non-viability													
		M	0.42	Indicative non-viability													
		H	0.42	Indicative non-viability													
C2 Residential Institution	Care Home (65-Beds)	L	0.35	Indicative non-viability													
		M	0.35	Indicative non-viability													
		H	0.35	£3,872,483	£3,710,892	£3,549,300	£3,387,709	£3,226,117	£3,064,526	£2,902,935	£2,741,343	£2,579,752	£2,418,160	£2,256,569	£2,094,977	£1,933,386	

Key:

RLV beneath Viability Test (RLV <£250,000)
Viability Test 2 (RLV £250,000 to £500,000/ha)
Viability Test 3 (RLV £500,000 to £1,500,000/ha)
Viability Test 4 (RLV £1,500,000 to £3,000,000/ha)
Viability Test 5 (RLV £3,000,000 to £5,000,000/ha)
Viability Test 6 (RLV £5,000,000 to £7,500,000/ha)
Viability Test 7 (RLV >£7,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes - BLVs representative of sites in range of existing uses
£250,000	Greenfield Enhancement (Lower)
£500,000	Greenfield Enhancement (Upper) - Potentially e.g. smaller sites, paddock land or similar
£1,500,000	Low-grade industrial / office land values
£3,000,000	Office PDL
£5,000,000	Existing residential land / upper high-density commercial values
£7,500,000	

Elmbridge BC - Appendix IIg: Local Plan & CIL Viability Assessment - Commercial Results  
 Table 7c: Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate  
 6% Yield

Development use type/ Class	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)													
				£0/m² CIL	£25/m² CIL	£50/m² CIL	£75/m² CIL	£100/m² CIL	£125/m² CIL	£150/m² CIL	£175/m² CIL	£200/m² CIL	£225/m² CIL	£250/m² CIL	£275/m² CIL	£300/m² CIL	
E Large Format Retail	Foodstore / large convenience	L	0.50	Indicative non-viability													
		M	0.50	Indicative non-viability													
		H	0.50	£370,495	£311,255	£252,015	£192,774	£133,534	£74,294	£15,054	Indicative non-viability						
E Large Format Retail	Retail warehousing	L	0.25	£928,575	£872,159	£815,743	£759,327	£702,910	£646,494	£590,078	£533,662	£477,246	£420,830	£364,413	£307,997	£251,581	
		M	0.25	£951,681	£929,114	£906,547	£883,981	£861,414	£838,848	£816,281	£793,714	£771,148	£748,581	£726,015	£703,448	£680,881	
		H	0.25	£1,425,813	£1,403,246	£1,380,680	£1,358,113	£1,335,547	£1,312,980	£1,290,413	£1,267,847	£1,245,280	£1,222,714	£1,200,147	£1,177,580	£1,155,014	
F.2 Small Retail Units (<280sq. m.)	Shops, restaurants etc. (settlement centres)	L	0.04	Indicative non-viability													
		M	0.04	Indicative non-viability													
		H	0.04	£250,594	£243,631	£236,667	£229,704	£222,741	£215,777	£208,814	£201,851	£194,887	£187,924	£180,960	£173,997	£167,034	
E Small Retail Units (>280sq. m.)	Local convenience stores & local shops	L	0.06	Indicative non-viability													
		M	0.06	Indicative non-viability													
		H	0.06	£41,926	£34,743	£27,561	£20,379	£13,197	£6,014	Indicative non-viability							
E Offices Town Centre	Office building (town centres / urban areas)	L	0.03	Indicative non-viability													
		M	0.03	Indicative non-viability													
		H	0.03	£139,928	£128,206	£116,483	£104,761	£93,039	£81,316	£69,594	£57,871	£46,149	£34,427	£22,704	£10,982	Indicative non-viability	
E Offices	Out of town / business park	L	0.63	Indicative non-viability													
		M	0.63	Indicative non-viability													
		H	0.63	£320,795	£261,284	£201,773	£142,262	£82,751	£23,240	Indicative non-viability							
B2/B8 Industrial / Warehousing	Start-up / move-on unit including offices - industrial Estate	L	0.13	Indicative non-viability													
		M	0.13	Indicative non-viability													
		H	0.13	Indicative non-viability													
B2/B8 Industrial / Warehousing	Larger industrial / warehousing including offices - industrial Estate	L	0.50	Indicative non-viability													
		M	0.50	Indicative non-viability													
		H	0.50	Indicative non-viability													
C1 Hotel	Urban areas (60-Beds)	L	0.42	Indicative non-viability													
		M	0.42	Indicative non-viability													
		H	0.42	Indicative non-viability													
C2 Residential Institution	Care Home (65-Beds)	L	0.35	Indicative non-viability													
		M	0.35	Indicative non-viability													
		H	0.35	£692,026	£634,668	£577,310	£519,951	£462,593	£405,234	£347,876	£290,518	£233,159	£175,801	£118,443	£61,084	£3,726	
				Residual Land Value (£/ha)													
E Large Format Retail	Foodstore / large convenience	L	0.50	Indicative non-viability													
		M	0.50	£740,990	£622,510	£504,029	£385,549	£267,068	£148,588	£30,107	Indicative non-viability						
		H	0.50	£1,857,150	£1,744,318	£1,631,485	£1,518,653	£1,405,821	£1,292,988	£1,180,156	£1,067,324	£954,491	£841,659	£728,827	£615,994	£503,162	
E Large Format Retail	Retail warehousing	L	0.25	£3,806,722	£3,716,456	£3,626,189	£3,535,923	£3,445,657	£3,355,390	£3,265,124	£3,174,857	£3,084,591	£2,994,325	£2,904,058	£2,813,792	£2,723,525	
		M	0.25	£5,703,252	£5,612,985	£5,522,719	£5,432,453	£5,342,186	£5,251,920	£5,161,653	£5,071,387	£4,981,121	£4,890,854	£4,800,588	£4,710,321	£4,620,055	
		H	0.25	£7,599,782	£7,509,515	£7,419,249	£7,328,982	£7,238,716	£7,148,449	£7,058,183	£6,967,917	£6,877,650	£6,787,384	£6,697,117	£6,606,851	£6,516,584	
F.2 Small Retail Units (<280sq. m.)	Shops, restaurants etc. (settlement centres)	L	0.04	Indicative non-viability													
		M	0.04	Indicative non-viability													
		H	0.04	£6,264,853	£6,090,769	£5,916,685	£5,742,601	£5,568,517	£5,394,432	£5,220,348	£5,046,264	£4,872,180	£4,698,096	£4,524,011	£4,349,927	£4,175,843	
E Small Retail Units (>280sq. m.)	Local convenience stores & local shops	L	0.06	Indicative non-viability													
		M	0.06	Indicative non-viability													
		H	0.06	£698,763	£579,058	£459,353	£339,649	£219,944	£100,239	Indicative non-viability							
E Offices Town Centre	Office building (town centres / urban areas)	L	0.03	Indicative non-viability													
		M	0.03	Indicative non-viability													
		H	0.03	£4,664,268	£4,273,522	£3,882,776	£3,492,031	£3,101,285	£2,710,539	£2,319,794	£1,929,048	£1,538,302	£1,147,557	£756,811	£366,065	Indicative non-viability	
E Offices	Out of town / business park	L	0.63	Indicative non-viability													
		M	0.63	Indicative non-viability													
		H	0.63	£509,198	£414,737	£320,275	£225,813	£131,351	£36,889	Indicative non-viability							
B2/B8 Industrial / Warehousing	Start-up / move-on unit including offices - industrial Estate	L	0.13	Indicative non-viability													
		M	0.13	Indicative non-viability													
		H	0.13	Indicative non-viability													
B2/B8 Industrial / Warehousing	Larger industrial / warehousing including offices - industrial Estate	L	0.50	Indicative non-viability													
		M	0.50	Indicative non-viability													
		H	0.50	Indicative non-viability													
C1 Hotel	Urban areas (60-Beds)	L	0.42	Indicative non-viability													
		M	0.42	Indicative non-viability													
		H	0.42	Indicative non-viability													
C2 Residential Institution	Care Home (65-Beds)	L	0.35	Indicative non-viability													
		M	0.35	Indicative non-viability													
		H	0.35	£1,977,218	£1,813,337	£1,649,456	£1,485,575	£1,321,694	£1,157,813	£993,932	£830,051	£666,170	£502,288	£338,407	£174,526	£10,645	

Key:

RLV beneath Viability Test (RLV <£250,000)
Viability Test 2 (RLV £250,000 to £500,000/ha)
Viability Test 3 (RLV £500,000 to £1,500,000/ha)
Viability Test 4 (RLV £1,500,000 to £3,000,000/ha)
Viability Test 5 (RLV £3,000,000 to £5,000,000/ha)
Viability Test 6 (RLV £5,000,000 to £7,500,000/ha)
Viability Test 7 (RLV >£7,500,000/ha)

BLV Notes:

EUV+ £/ha	Notes - BLVs representative of sites in range of existing uses
£250,000	Greenfield Enhancement (Lower)
£500,000	Greenfield Enhancement (Upper) - Potentially e.g. smaller sites, paddock land or similar
£1,500,000	Low-grade industrial / office land values
£3,000,000	Office PDL
£5,000,000	Existing residential land / upper high-density commercial values
£7,500,000	

**Elmbridge BC - Appendix IIg: Local Plan & CIL Viability Assessment - Commercial Results**  
**Table 7d: Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate**  
**6.5% Yield**

Development use type/ Class	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)												
				£0/m² CIL	£25/m² CIL	£50/m² CIL	£75/m² CIL	£100/m² CIL	£125/m² CIL	£150/m² CIL	£175/m² CIL	£200/m² CIL	£225/m² CIL	£250/m² CIL	£275/m² CIL	£300/m² CIL
E Large Format Retail	Foodstore / large convenience	L	0.50	Indicative non-viability												
		M	0.50	Indicative non-viability												
		H	0.50	£379,434	£320,272	£261,110	£201,948	£142,786	£83,624	£24,462	Indicative non-viability					
E Large Format Retail	Retail warehousing	L	0.25	£757,291	£734,724	£712,158	£689,591	£667,024	£644,458	£621,891	£599,325	£576,758	£554,191	£531,625	£509,058	£486,492
		M	0.25	£1,192,545	£1,169,979	£1,147,412	£1,124,845	£1,102,279	£1,079,712	£1,057,146	£1,034,579	£1,012,012	£989,446	£966,879	£944,313	£921,746
		H	0.25	£1,627,800	£1,605,233	£1,582,666	£1,560,100	£1,537,533	£1,514,967	£1,492,400	£1,469,833	£1,447,267	£1,424,700	£1,402,134	£1,379,567	£1,357,000
F.2 Small Retail Units (<280sq. m.)	Shops, restaurants etc. (settlement centres)	L	0.04	Indicative non-viability												
		M	0.04	Indicative non-viability												
		H	0.04	£166,158	£159,139	£152,120	£145,100	£138,081	£131,062	£124,043	£117,023	£110,004	£102,985	£95,966	£88,947	£81,927
E Small Retail Units (>280sq. m.)	Local convenience stores & local shops	L	0.06	Indicative non-viability												
		M	0.06	Indicative non-viability												
		H	0.06	Indicative non-viability												
E Offices Town Centre	Office building (town centres / urban areas)	L	0.03	Indicative non-viability												
		M	0.03	Indicative non-viability												
		H	0.03	£7,961	Indicative non-viability											
E Offices	Out of town / business park	L	0.63	Indicative non-viability												
		M	0.63	Indicative non-viability												
		H	0.63	Indicative non-viability												
B2/B8 Industrial / Warehousing	Start-up / move-on unit including offices - industrial Estate	L	0.13	Indicative non-viability												
		M	0.13	Indicative non-viability												
		H	0.13	Indicative non-viability												
B2/B8 Industrial / Warehousing	Larger industrial / warehousing including offices - industrial Estate	L	0.50	Indicative non-viability												
		M	0.50	Indicative non-viability												
		H	0.50	Indicative non-viability												
C1 Hotel	Urban areas (60-Beds)	L	0.42	Indicative non-viability												
		M	0.42	Indicative non-viability												
		H	0.42	Indicative non-viability												
C2 Residential Institution	Care Home (65-Beds)	L	0.35	Indicative non-viability												
		M	0.35	Indicative non-viability												
		H	0.35	£126,860	£65,280	£3,700	Indicative non-viability									
Residual Land Value (£/ha)																
E Large Format Retail	Foodstore / large convenience	L	0.50	Indicative non-viability												
		M	0.50	Indicative non-viability												
		H	0.50	£758,867	£640,543	£522,219	£403,895	£285,571	£167,247	£48,923	Indicative non-viability					
E Large Format Retail	Retail warehousing	L	0.25	£3,029,163	£2,938,897	£2,848,630	£2,758,364	£2,668,097	£2,577,831	£2,487,565	£2,397,298	£2,307,032	£2,216,765	£2,126,499	£2,036,233	£1,945,966
		M	0.25	£4,770,181	£4,679,914	£4,589,648	£4,499,382	£4,409,115	£4,318,849	£4,228,582	£4,138,316	£4,048,050	£3,957,783	£3,867,517	£3,777,250	£3,686,984
		H	0.25	£6,511,199	£6,420,932	£6,330,666	£6,240,399	£6,150,133	£6,059,867	£5,969,600	£5,879,334	£5,789,067	£5,698,801	£5,608,534	£5,518,268	£5,428,002
F.2 Small Retail Units (<280sq. m.)	Shops, restaurants etc. (settlement centres)	L	0.04	Indicative non-viability												
		M	0.04	Indicative non-viability												
		H	0.04	£4,153,949	£3,978,469	£3,802,988	£3,627,508	£3,452,028	£3,276,547	£3,101,067	£2,925,586	£2,750,106	£2,574,625	£2,399,145	£2,223,665	£2,048,184
E Small Retail Units (>280sq. m.)	Local convenience stores & local shops	L	0.06	Indicative non-viability												
		M	0.06	Indicative non-viability												
		H	0.06	Indicative non-viability												
E Offices Town Centre	Office building (town centres / urban areas)	L	0.03	Indicative non-viability												
		M	0.03	Indicative non-viability												
		H	0.03	£265,351	Indicative non-viability											
E Offices	Out of town / business park	L	0.63	Indicative non-viability												
		M	0.63	Indicative non-viability												
		H	0.63	Indicative non-viability												
B2/B8 Industrial / Warehousing	Start-up / move-on unit including offices - industrial Estate	L	0.13	Indicative non-viability												
		M	0.13	Indicative non-viability												
		H	0.13	Indicative non-viability												
B2/B8 Industrial / Warehousing	Larger industrial / warehousing including offices - industrial Estate	L	0.50	Indicative non-viability												
		M	0.50	Indicative non-viability												
		H	0.50	Indicative non-viability												
C1 Hotel	Urban areas (60-Beds)	L	0.42	Indicative non-viability												
		M	0.42	Indicative non-viability												
		H	0.42	Indicative non-viability												
C2 Residential Institution	Care Home (65-Beds)	L	0.35	Indicative non-viability												
		M	0.35	Indicative non-viability												
		H	0.35	£362,458	£186,515	£10,572	Indicative non-viability									

**Key:**

	RLV beneath Viability Test (RLV <£250,000)
	Viability Test 2 (RLV £250,000 to £500,000/ha)
	Viability Test 3 (RLV £500,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £3,000,000/ha)
	Viability Test 5 (RLV £3,000,000 to £5,000,000/ha)
	Viability Test 6 (RLV £5,000,000 to £7,500,000/ha)
	Viability Test 7 (RLV >£7,500,000/ha)

**BLV Notes:**

EUV+ £/ha	Notes - BLVs representative of sites in range of existing uses
£250,000	Greenfield Enhancement (Lower)
£500,000	Greenfield Enhancement (Upper) - Potentially e.g. smaller sites, paddock land or similar
£1,500,000	Low-grade industrial / office land values
£3,000,000	Office PDL
£5,000,000	Existing residential land / upper high-density commercial values
£7,500,000	

Elmbridge BC - Appendix IIg: Local Plan & CIL Viability Assessment - Commercial Results  
 Table 7e: Residual Land Value Results by Use Class, Scheme Type, Value Level & CIL Rate  
 7% Yield

Development use type/ Class	Scheme Type	Value Level	Site Size (Ha)	Residual Land Value (£)												
				£0/m² CIL	£25/m² CIL	£50/m² CIL	£75/m² CIL	£100/m² CIL	£125/m² CIL	£150/m² CIL	£175/m² CIL	£200/m² CIL	£225/m² CIL	£250/m² CIL	£275/m² CIL	£300/m² CIL
E Large Format Retail	Foodstore / large convenience	L	0.50	Indicative non-viability												
		M	0.50	Indicative non-viability												
		H	0.50	Indicative non-viability												
E Large Format Retail	Retail warehousing	L	0.25	£590,761	£568,194	£545,628	£523,061	£500,495	£477,928	£455,361	£432,795	£410,228	£387,661	£365,095	£342,528	£319,962
		M	0.25	£992,709	£970,143	£947,576	£925,010	£902,443	£879,876	£857,310	£834,743	£812,177	£789,610	£767,043	£744,477	£721,910
		H	0.25	£1,394,658	£1,372,091	£1,349,525	£1,326,958	£1,304,391	£1,281,825	£1,259,258	£1,236,692	£1,214,125	£1,191,558	£1,168,992	£1,146,425	£1,123,859
F.2 Small Retail Units (<280sq. m.)	Shops, restaurants etc. (settlement centres)	L	0.04	Indicative non-viability												
		M	0.04	Indicative non-viability												
		H	0.04	£93,264	£86,232	£79,200	£72,167	£65,135	£58,103	£51,071	£44,038	£37,006	£29,974	£22,942	£15,909	£8,877
E Small Retail Units (>280sq. m.)	Local convenience stores & local shops	L	0.06	Indicative non-viability												
		M	0.06	Indicative non-viability												
		H	0.06	Indicative non-viability												
E Offices Town Centre	Office building (town centres / urban areas)	L	0.03	Indicative non-viability												
		M	0.03	Indicative non-viability												
		H	0.03	Indicative non-viability												
E Offices	Out of town / business park	L	0.63	Indicative non-viability												
		M	0.63	Indicative non-viability												
		H	0.63	Indicative non-viability												
B2/B8 Industrial / Warehousing	Start-up / move-on unit including offices - industrial Estate	L	0.13	Indicative non-viability												
		M	0.13	Indicative non-viability												
		H	0.13	Indicative non-viability												
B2/B8 Industrial / Warehousing	Larger industrial / warehousing including offices - industrial Estate	L	0.50	Indicative non-viability												
		M	0.50	Indicative non-viability												
		H	0.50	Indicative non-viability												
C1 Hotel	Urban areas (60-Beds)	L	0.42	Indicative non-viability												
		M	0.42	Indicative non-viability												
		H	0.42	Indicative non-viability												
C2 Residential Institution	Care Home (65-Beds)	L	0.35	Indicative non-viability												
		M	0.35	Indicative non-viability												
		H	0.35	Indicative non-viability												
Residual Land Value (£/ha)																
E Large Format Retail	Foodstore / large convenience	L	0.50	Indicative non-viability												
		M	0.50	Indicative non-viability												
		H	0.50	Indicative non-viability												
E Large Format Retail	Retail warehousing	L	0.25	£2,363,044	£2,272,777	£2,182,511	£2,092,244	£2,001,978	£1,911,712	£1,821,445	£1,731,179	£1,640,912	£1,550,646	£1,460,380	£1,370,113	£1,279,847
		M	0.25	£3,970,838	£3,880,571	£3,790,305	£3,700,038	£3,609,772	£3,519,505	£3,429,239	£3,338,973	£3,248,706	£3,158,440	£3,068,173	£2,977,907	£2,887,641
		H	0.25	£5,578,631	£5,488,365	£5,398,099	£5,307,832	£5,217,566	£5,127,299	£5,037,033	£4,946,767	£4,856,500	£4,766,234	£4,675,967	£4,585,701	£4,495,434
F.2 Small Retail Units (<280sq. m.)	Shops, restaurants etc. (settlement centres)	L	0.04	Indicative non-viability												
		M	0.04	Indicative non-viability												
		H	0.04	£2,331,605	£2,155,799	£1,979,993	£1,804,186	£1,628,380	£1,452,573	£1,276,767	£1,100,960	£925,154	£749,348	£573,541	£397,735	£221,928
E Small Retail Units (>280sq. m.)	Local convenience stores & local shops	L	0.06	Indicative non-viability												
		M	0.06	Indicative non-viability												
		H	0.06	Indicative non-viability												
E Offices Town Centre	Office building (town centres / urban areas)	L	0.03	Indicative non-viability												
		M	0.03	Indicative non-viability												
		H	0.03	Indicative non-viability												
E Offices	Out of town / business park	L	0.63	Indicative non-viability												
		M	0.63	Indicative non-viability												
		H	0.63	Indicative non-viability												
B2/B8 Industrial / Warehousing	Start-up / move-on unit including offices - industrial Estate	L	0.13	Indicative non-viability												
		M	0.13	Indicative non-viability												
		H	0.13	Indicative non-viability												
B2/B8 Industrial / Warehousing	Larger industrial / warehousing including offices - industrial Estate	L	0.50	Indicative non-viability												
		M	0.50	Indicative non-viability												
		H	0.50	Indicative non-viability												
C1 Hotel	Urban areas (60-Beds)	L	0.42	Indicative non-viability												
		M	0.42	Indicative non-viability												
		H	0.42	Indicative non-viability												
C2 Residential Institution	Care Home (65-Beds)	L	0.35	Indicative non-viability												
		M	0.35	Indicative non-viability												
		H	0.35	Indicative non-viability												

Key:

	RLV beneath Viability Test (RLV <£250,000)
	Viability Test 2 (RLV £250,000 to £500,000/ha)
	Viability Test 3 (RLV £500,000 to £1,500,000/ha)
	Viability Test 4 (RLV £1,500,000 to £3,000,000/ha)
	Viability Test 5 (RLV £3,000,000 to £5,000,000/ha)
	Viability Test 6 (RLV £5,000,000 to £7,500,000/ha)
	Viability Test 7 (RLV >£7,500,000/ha)

BLV Notes:	Notes - BLVs representative of sites in range of existing uses
£250,000	Greenfield Enhancement (Lower)
£500,000	Greenfield Enhancement (Upper) - Potentially e.g. smaller sites, paddock land or similar
£1,500,000	Low-grade industrial / office land values
£3,000,000	Office PDL
£5,000,000	Existing residential land / upper high-density commercial values
£7,500,000	