

Alyson Linnegar  
Selby District Council  
Civic Centre  
Portholme Road,  
Selby,  
North Yorkshire  
YO8 4SB

**Email:** jenny.purple@dtz.com  
**Direct tel:** 0113 233 8873  
**Direct fax:** 0113 244 1637

16 December 2010

Dear Alyson

### **Affordable Housing Small Sites Threshold Testing**

Please find below the results from the testing of the additional sites thresholds which should be read in conjunction with and regarded as supplementary to the EVA undertaken on your behalf in September.

The proposed Core Strategy policy identifies the following thresholds for the delivery of affordable housing:

- 10 dwellings (0.25 ha) in Selby
- 5 dwellings(0.15ha) in Sherburn, Tadcaster and designated service villages
- 3 dwellings (0.1ha) in all other areas of the District.

Previously, Selby District Council's affordable housing policy stated that affordable housing contributions would only be sought for schemes that have the capacity to deliver 15 or more units and the original Economic Viability Assessment undertaken by DTZ in September 2009 was based on this assumption. The additional work presented in this addendum letter considers the appropriateness of the proposal in the Core Strategy policy to reduce the threshold. Whether the proposed threshold is appropriate depends on a number of considerations;

- Firstly, it is appropriate to consider the relevant planning context, in this case the guidance contained in PPS3.
- Second, it is necessary to consider the impact on development viability of the proposed threshold through undertaking additional modelling to ensure the proposed levels are properly tested and an evidence base is available for the selection of these thresholds.
- Thirdly, the practicality of the proposed threshold needs to be examined, in terms of:
  - Whether it is administratively practical to seek a contribution for schemes below this threshold and whether this would deliver a significant amount of affordable housing without other adverse consequences.

## **Planning Policy Context**

PPS 3 provides national guidance on the appropriate threshold at which affordable housing policies should apply. The current guidance indicates that the norm, in terms of affordable housing thresholds, should be set at schemes with at least 15 dwellings. However, PPS3 also states that 'Local Planning Authorities can set lower minimum targets, where viable and practical'.

PPS 3 makes it clear that while authorities have discretion to reduce the threshold from the national indicative figure of 15 units, it is important to demonstrate that this is 'viable and practical'.

## **Viability of the Proposed Thresholds**

Our original Economic Viability Assessment (EVA), completed in September 2009, assumed a threshold of 15 units and 0.5 ha. The results presented found this to be a viable threshold. However, no further analysis was undertaken of smaller site size thresholds and therefore this addendum letter has been produced to provide this additional piece of information for the evidence base.

In order to undertake this additional analysis and test the thresholds of 10 dwellings in Selby, 5 dwellings (0.15ha) in Sherburn, Tadcaster and designated service villages and 3 dwellings (0.1ha) in all other areas of the District, the original models used for the EVA have been adapted. All of the assumptions within the models have remained the same as for the scenarios tested in the original study, and smaller sites have been added to the models to enable this additional analysis. The assumptions used can be seen in Appendix One.

The changes in the thresholds are applicable to all market areas originally tested for this EVA, and the results have been presented by market area below. Affordable housing percentages of 0% to 50% have been tested in 10% increments at tenure splits of 70% Social Rented 30% Intermediate, 50% Social Rented 50% Intermediate and 30% Social Rented 70% Intermediate.

The individual results for each of the scenarios tested can be seen in Appendix Two. Presented below is the summary position for each market area. The summary position has been reached by selecting the highest possible affordable housing percentage deliverable with the bias set in favour of social rented. So for example, if we consider the results below (figure 1) for the Northern market area when testing a threshold of 3 units, we can see that the level of viability (green and amber lights) varies considerably dependent upon the affordable housing percentage and the tenure split selected. In all of the summary results tables presented below, we have reported the most viable position which prioritises percentage affordable first and then tenure second. Where a higher proportion of affordable housing is marginally viable (amber light), this has been prioritised over a lower percentage of affordable housing which is totally viable (green light). The tipping point for each of the scenarios can be seen in the results tables in Appendix Two.

**Figure 1 (results for all scenarios can be seen in Appendix Two)**  
Northern Height of Market - 3 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x			x					x
10%	70SR30INT	x			x					x
10%	50SR50INT	x			x					x
10%	30SR70INT	x			x					x
20%	70SR30INT	x			x					x
20%	50SR50INT	x			x					x
20%	30SR70INT	x			x					x
30%	70SR30INT		x				x			x
30%	50SR50INT	x			x					x
30%	30SR70INT	x			x					x
40%	70SR30INT		x				x			x
40%	50SR50INT		x				x			x
40%	30SR70INT	x				x				x
50%	70SR30INT		x				x			x
50%	50SR50INT		x				x			x
50%	30SR70INT	x				x				x

### Selby

As the threshold in the proposed Core Strategy policy for Selby is 10 dwellings (0.25ha), the viability of sites of 10 units have been considered in the model. The results of the modelling show that, using the assumptions for the baseline scenario, no development is viable even with 0% affordable housing. This is due mainly to the market conditions prevalent at the time the assessment was originally undertaken and uncertainty in the market place. This is in line with the results for the higher threshold initially tested.

If we look at the results for the height of the market, we can see that 10% affordable housing is marginally viable for all of the tenure splits tests in the high value areas of Selby; elsewhere no affordable housing is viable.

**Figure 2 Summary Results for 10 unit threshold in Selby**

Market Area	Number of Units					
	10 units					
	Baseline			Height of Market		
	High Value	Medium Value	Low Value	High Value	Medium Value	Low Value
Selby	0%	0%	0%	10% 70SR/30INT	0%	0%

**Sherburn and Tadcaster**

As the threshold in the proposed Core Strategy policy for Sherburn and Tadcaster is 5 dwellings (0.15ha), the viability of sites of 5 units have been considered in the model. The results of the modelling show that, using the assumptions from the baseline scenario, no development is viable even with 0% affordable housing. This is due mainly to the market conditions prevalent at the time the assessment was being undertaken and the uncertainty in the market place. This is in line with the results for the higher threshold initially tested.

**Figure 3. Summary Results for 5 units threshold in Sherburn and Tadcaster.**

Market Area	Number of Units					
	5 units					
	Baseline			Height of Market		
	High Value	Medium Value	Low Value	High Value	Medium Value	Low Value
Sherburn	0%	0%	0%	10% 70SR/30INT	10% 70SR/30INT	0%
Tadcaster	0%	0%	0%	10% 70SR/30INT	10% 70SR/30INT	0%

The results presented above demonstrate the delivery achievable in the market areas tested. The colour of the cells indicates where a green (totally viable) or amber (marginally viable) result was achievable and the highest viable level of affordable housing has been recorded.

When looking at the height of the market scenario, at a threshold of 5 units (0.15ha) shows that an affordable housing percentage of 10% is deliverable. This is lower than the viable level seen when the threshold tested was 15 units (0.5 ha), where a figure of 20-25% affordable housing was seen to be viably deliverable.

The impact of lowering the threshold to 5 units is therefore significant and indicates that a number of sites which would have previously been viable, as affordable housing was not required, are now becoming marginal. Consideration of the lowering of this threshold should therefore be carefully considered. It may be that a figure between 5 and 15 units would be more viable. From our experience of EVA’s undertaken for other Local Authorities, a fall below 10 units can have a significant impact on scheme viability as cash flows struggle to absorb the impact of loss of revenue from delivering affordable units.

**Figure 4. For comparable purposes summary Results for 10 units threshold in Sherburn and Tadcaster.**

Market Area	Number of Units					
	10 units					
	Baseline			Height of Market		
	High Value	Medium Value	Low Value	High Value	Medium Value	Low Value
Sherburn	0%	0%	0%	10% 70SR/30INT	0%	0%
Tadcaster	0%	0%	0%	10% 70SR/30INT	0%	0%

### Other Market Areas

As the proposed Core Strategy policy for designated service villages is 5 dwellings (0.15ha) sites and the proposed threshold for all other areas of the District is 3 dwellings (0.1ha), sites of both 5 and 3 dwellings have been tested in the following market areas:

- Northern
- North East
- Eastern
- South East
- Western
- Central; and
- Southern.

Again, sites have been tested at both the Baseline Position and the Height of the Market Position and the following results can be seen together with the highest level of affordable housing which is deliverable and what level of viability (traffic light) is achievable. 10 units have also been tested in these areas for information only.

**Figure 5. Summary Results for 3 units threshold in Other Market Area**

Market Area	Number of Units					
	3 units					
	Baseline			Height of Market		
	High Value	Medium Value	Low Value	High Value	Medium Value	Low Value
Northern	30% 50SR/50INT	0%	0%	50% 30SR/70INT	50% 30SR/70INT	0%
North East	30% 50SR/50INT	0%	0%	50% 30SR/70INT	30% 70SR/30INT	0%
Eastern	0%	0%	0%	0%	0%	0%
South East	0%	0%	0%	0%	0%	0%
Central	0%	0%	0%	0%	0%	0%
Western	30% 70SR/30INT	30% 70SR/30INT	0%	40% 70SR/30INT	40%50SR/50INT	0%
Southern	30% 70SR/30INT	30% 70SR/30INT	0%	40% 50SR/50INT	40%50SR/50INT	0%

**Figure 6. Summary Results for 5 units threshold in Other Market Area**

Market Area	Number of Units					
	5 units					
	Baseline			Height of Market		
	High Value	Medium Value	Low Value	High Value	Medium Value	Low Value
Northern	10% 70SR/30INT	0%	0%	50% 50SR/50INT	30% 70SR/30INT	0%
North East	10% 70SR/30INT	0%	0%	50% 50SR/50INT	30% 70SR/30INT	0%
Eastern	0%	0%	0%	0%	0%	0%
South East	0%	0%	0%	0%	0%	0%
Central	0%	0%	0%	0%	0%	0%
Western	10% 70SR/30INT	10% 70SR/30INT	0%	20% 70SR/30INT	20% 70SR/30INT	0%
Southern	10% 70SR/30INT	10% 70SR/30INT	0%	20% 70SR/30INT	20% 70SR/30INT	0%

**Figure 7. Summary Results for 10 units threshold in Other Market Area**

Market Area	Number of Units					
	10 units					
	Baseline			Height of Market		
	High Value	Medium Value	Low Value	High Value	Medium Value	Low Value
Northern	10% 70SR/30INT	0%	0%	50% 30SR/70INT	30% 70SR/30INT	0%
North East	30% 30SR/70INT	10% 70SR/30INT	0%	50% 70SR/30INT	50% 30SR/70INT	10% 30SR/70INT
Eastern	0%	0%	0%	0%	0%	0%
South East	0%	0%	0%	0%	0%	0%
Central	10% 70SR/30INT	0%	0%	20% 70SR/30INT	10% 70SR/30INT	0%
Western	10% 70SR/30INT	0%	0%	20% 70SR/30INT	20% 70SR/30INT	0%
Southern	0%	0%	0%	0%	0%	0%

**Figure 8. Summary Results for 15 units threshold in Other Market Area**

Figures Taken From Original EVA

Market Area	Number of Units					
	15 units					
	Baseline			Height of Market		
	High Value	Medium Value	Low Value	High Value	Medium Value	Low Value
Northern	10% 70SR/30INT	10% 70SR/30INT	10% 70SR/30INT	40% 30SR/70INT	40% 30SR/70INT	40% 30SR/70INT
North East	15% 30SR/70INT	15% 30SR/70INT	0%	50% 50SR/50INT	50% 50SR/50INT	50% 50SR/50INT
Eastern	5% 70SR/30INT	5% 70SR/30INT	0%	40% 50SR/50INT	40% 50SR/50INT	40% 50SR/50INT
South East	0%	0%	0%	40% 30SR/70INT	40% 30SR/70INT	40% 30SR/70INT
Central	25% 50SR/50INT	20% 50SR/50INT	15% 50SR/50INT	50% 70SR/30INT	50% 70SR/30INT	50% 70SR/30INT
Western	25% 50SR/50INT	20% 50SR/50INT	10% 50SR/50INT	50% 70SR/30INT	50% 70SR/30INT	50% 70SR/30INT
Southern	0%	0%	0%	40% 30SR/70INT	40% 30SR/70INT	40% 30SR/70INT

It is clear therefore, that particularly in the height of the market scenario, viability is significantly affected by a change in threshold. The evidence provided above would not support lowering the thresholds significantly below 10 units in most market areas. It should also be considered that in the case of 3 units, sites that shifting the percentage by 10% on some occasions will not affect the overall number of units delivered, as illustrated below:

Number of Units			Number of Units			Number of Units			Number of Units		
3			5			10			15		
AH	Number	Number of	AH	Number	Number of	AH	Number	Number of	AH	Number	Number of
0%	0	0	0%	0	0	0%	0	0	0%	0	0
10%	0.3	0	10%	0.5	1	10%	1	1	10%	1.5	2
20%	0.6	1	20%	1	1	20%	2	2	20%	3	3
30%	0.9	1	30%	1.5	2	30%	3	3	30%	4.5	5
40%	1.2	1	40%	2	2	40%	4	4	40%	6	6
50%	1.5	2	50%	2.5	3	50%	5	5	50%	7.5	8

This may mean that in some scenarios above, sites of 3 units appear more viable than sites of 5 units, this is due to the fact that whether 20% or 40% affordable housing is selected on a 3 unit scheme this still equates to 1 unit delivered on site.

**Change in Market Circumstances.**

It is important to consider that, since the original EVA was completed in September 2009 (based on assumptions from Summer 2009), the residential market has stabilised and a degree of confidence has returned.

At the time of undertaking the EVA the market was extremely fragile, on a downward trend and experiencing unprecedented suppression following one of the largest falls in values seen since the previous recession in the early 90's. At the peak of the market in early 2007, the viability of residential development was rarely questioned and the delivery of the affordable housing through the Section 106 model regularly adhered to. The six months prior to the original EVA being undertaken saw unprecedented falls in the residential market and caused a number of schemes to stall, be mothballed or at best slowed to march the rate of sale whilst house builders readjusted to the market circumstances.

This readjustment has now started to take place, a number of housebuilders have rationalised and been forced to refinance and their focus is now very much on driving forward viable and deliverable schemes in traditionally popular residential areas where family housing is deliverable. Whilst still cautious, the market is moving forward and sales rates and property prices are more stable.

It is possible that, had SDC commissioned DTZ to undertake the EVA in the current market, with a September 2010 completion date, the results of the baseline position in the EVA may show a greater level of viability as development appraisal assumptions would be more positive.

There is still some caution in the market at present, particularly in relation to the imminent Comprehensive Spending Review and the potential impact on public sector jobs and spending. Anecdotal evidence from most of the national housebuilders suggests a period of stability at current levels for the next 2 to 3 years with the anticipated growth to follow due to latent demand. The key drivers for this will be the availability of mortgage finance and the relaxation of lending criteria to enable first time buyers to re-enter the market.

For comparison purposes, I have undertaken the threshold analysis for Sherburn and Tadcaster again using current market assumptions<sup>1</sup> and this improves the viability as follows:

Current Market

Market Area	Number of Units					
	5 units					
	Baseline			Height of Market		
	High Value	Medium Value	Low Value	High Value	Medium Value	Low Value
Sherburn	5% 70SR/30INT	5% 70SR/30INT	0%	15% 50SR/50INT	10% 70SR/30INT	0%
Tadcaster	5% 70SR/30INT	5% 70SR/30INT	0%	15% 50SR/50INT	10% 70SR/30INT	0%

<sup>1</sup> **Update Assumptions.** Revenues increased by 2.5% since Baseline Position, sales rate of 1 unit per month assumed, IRR of 18% assumed to be viable.

Should you wish to expand this assessment to include all market areas based on current day development appraisal assumptions, please let me know. Prior to the adoption of your Core Strategy it may be worth considering updating the Baseline Scenario of the current EVA to reflect present day market conditions and determine the level of affordable housing which may currently be deliverable in the market.

I trust the contents of this addendum letter is self explanatory, however should you have any queries, please do not hesitate to contact me.

Yours sincerely

**Jenny Purple MRICS**  
Associate Director – Residential



# **Appendix One**

## **Assumptions**

(Taken from Original EVA Appendices)

Appendix 2 Final Assumptions

Selby EVA Site Identification.

	Small			Medium			Large		
	High Density	Medium Density	Low Density	High Density	Medium Density	Low Density	High Density	Medium Density	Low Density
<b>Selby</b>	SSHD	SSMD	SSLD	SMHD	SMMD	SMLD	SLHD	SLMD	SLLD
<b>Sherburn</b>	SHSHM	SHSMD	SHSLD	SHMHD	SHMMD	SHMLD	SHLHD	SHLMD	SHLLD
<b>Tadcaster</b>	TSHD	TSMD	TSLD	TMHD	TMMD	TMLD	TLHD	TLMD	TLLD
<b>Northern</b>	NSHD	NSMD	NSLD	NMHD	NMMD	NMLD	NLHD	NLMD	NLLD
<b>North East</b>	NESHD	NESMD	NESLD	NEMHD	NEMMD	NEMLD	NELHD	NELMD	NELLD
<b>East</b>	ESHD	ESMD	ESLD	EMHD	EMMD	EMLD	ELHD	ELMD	ELLD
<b>South East</b>	SESHD	SESMD	SESLD	SEMHD	SEMMD	SEMLD	SELHD	SELMD	SELLD
<b>Central</b>	CSHD	CSMD	CSLD	CMHD	CMMD	CMLD	CLHD	CLMD	CLLD
<b>Southern</b>	StSHD	StSMD	StSLD	StMHD	StMMD	StMLD	StLHD	StLMD	StLLD
<b>Western</b>	WSHD	WSMD	WSLD	WMHD	WMMD	WMLD	WLHD	WLMD	WLLD

Total 90 sites

No amendments required following consultation

<b>Selby</b>	High Density	60 dph	<b>East</b>	High Density	40 dph
	Medium Density	50 dph		Medium Density	35 dph
	Low Density	40 dph		Low Density	30 dph
<b>Sherburn</b>	High Density	55 dph	<b>South East</b>	High Density	40 dph
	Medium Density	45 dph		Medium Density	35 dph
	Low Density	35 dph		Low Density	30 dph
<b>Tadcaster</b>	High Density	55 dph	<b>Central</b>	High Density	40 dph
	Medium Density	45 dph		Medium Density	35 dph
	Low Density	35 dph		Low Density	30 dph
<b>Northern</b>	High Density	40 dph	<b>Southern</b>	High Density	40 dph
	Medium Density	35 dph		Medium Density	35 dph
	Low Density	30 dph		Low Density	30 dph
<b>North East</b>	High Density	40 dph	<b>Western</b>	High Density	40 dph
	Medium Density	35 dph		Medium Density	35 dph
	Low Density	30 dph		Low Density	30 dph

<b>Small</b>	0.25ha
<b>Medium</b>	2ha
<b>Large</b>	3.5ha

Sizes altered following consultation - smaller site size reduced

Densities Reduced following consultation



## Properly Sizes

Unit Type	Area sq ft	Area sqm
1 Bed Flat	500	46
2 Bed Flat	650	60
2 Bed TH/SD House	700	65
3 Bed TH/SD House	950	88
Bed TH/SD House	1100	102
5 Bed TH/SD House	1450	135
2 Bed Bungalow	700	65
3 Bed D House	1000	93
4 Bed D House	1250	116
5 Bed D House	1500	139

## General Assumptions

Valuation Date May-09

No Change  
Following  
Consultation

All sites have full planning permission

All sites are clear and ready to develop

For developments less than 50 dwellings min return 25% IRR is viable

For developments more than 50 dwellings min return 20% IRR is viable

Land Values = 25% GDV

Sales Rates – one per month (small sites) two per month (large sites)

Interest Rates – as at May

2009

All in Build Costs – assumes CSH level 3

Flats = £95 psf

Houses = £85 psf

## Appendix 3 Dwelling Mix

Site Description	Unit Type	Percentage
Selby	1 bed apartments	20%
High Density	2 bed apartments	60%
60 dph	2 bed TH or SD	20%
		100%
Selby	1 bed apartments	10%
Medium Density	2 bed apartments	20%
50 dph	2 bed TH or SD	50%
	3 bed TH or SD	20%
		100%
Selby	2 bed apartments	10%
Low Density	2 bed TH or SD	15%
40 dph	3 bed TH or SD	25%
	4 bed TH or SD	25%
	4 bed detached	15%
	5 bed detached	10%
		100%

Site Description	Unit Type	Percentage
Sherburn	1 bed apartments	20%
High Density	2 bed apartments	60%
55 dph	2 bed TH or SD	20%
		100%
Sherburn	1 bed apartments	10%
Medium Density	2 bed apartments	20%
45 dph	2 bed TH or SD	50%
	3 bed TH or SD	20%
		100%
Sherburn	2 bed apartments	10%
Low Density	2 bed TH or SD	15%
35 dph	3 bed TH or SD	25%
	4 bed TH or SD	25%
	4 bed detached	15%
	5 bed detached	10%
		100%

Site Description	Unit Type	Percentage
Tadcaster	1 bed apartments	20%
High Density	2 bed apartments	60%
55 dph	2 bed TH or SD	20%
		100%
Tadcaster	1 bed apartments	10%
Medium Density	2 bed apartments	20%
45 dph	2 bed TH or SD	50%
	3 bed TH or SD	20%
		100%
Tadcaster	2 bed apartments	10%
Low Density	2 bed TH or SD	15%
35 dph	3 bed TH or SD	25%
	4 bed TH or SD	25%
	4 bed detached	15%
	5 bed detached	10%
		100%

Site Description	Unit Type	Percentage
Northern	2 bed bungalow	0%
High Density	2 bed TH or SD	30%
40 dph	3 bed TH or SD	35%
	4 bed TH or SD	25%
	5 bed TH or SD	10%
		100%
Northern	2 bed bungalow	5%
Medium Density	2 bed TH or SD	30%
35 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	10%
		100%
Norther	2 bed bungalow	10%
Low Density	2 bed TH or SD	30%
30 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	5%
		100%

Site Description	Unit Type	Percentage
North East	2 bed bungalow	0%
High Density	2 bed TH or SD	30%
40 dph	3 bed TH or SD	35%
	4 bed TH or SD	25%
	5 bed TH or SD	10%
		100%
North East	2 bed bungalow	5%
Medium Density	2 bed TH or SD	30%
35 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	10%
		100%
North East	2 bed bungalow	10%
Low Density	2 bed TH or SD	30%
30 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	5%
		100%

Site Description	Unit Type	Percentage
East	2 bed bungalow	0%
High Density	2 bed TH or SD	30%
40 dph	3 bed TH or SD	35%
	4 bed TH or SD	25%
	5 bed TH or SD	10%
		100%
East	2 bed bungalow	5%
Medium Density	2 bed TH or SD	30%
35 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	10%
		100%
East	2 bed bungalow	10%
Low Density	2 bed TH or SD	30%
30 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	5%
		100%

Site Description	Unit Type	Percentage
South East	2 bed bungalow	0%
High Density	2 bed TH or SD	30%
40 dph	3 bed TH or SD	35%
	4 bed TH or SD	25%
	5 bed TH or SD	10%
		100%
South East	2 bed bungalow	5%
Medium Density	2 bed TH or SD	30%
35 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	10%
		100%
South East	2 bed bungalow	10%
Low Density	2 bed TH or SD	30%
30 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	5%
		100%

Site Description	Unit Type	Percentage
Central	2 bed bungalow	0%
High Density	2 bed TH or SD	30%
40 dph	3 bed TH or SD	35%
	4 bed TH or SD	25%
	5 bed TH or SD	10%
		100%
Central	2 bed bungalow	5%
Medium Density	2 bed TH or SD	30%
35 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	10%
		100%
Central	2 bed bungalow	10%
Low Density	2 bed TH or SD	30%
30 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	5%
		100%

Site Description	Unit Type	Percentage
Southern	2 bed bungalow	0%
High Density	2 bed TH or SD	30%
40 dph	3 bed TH or SD	35%
	4 bed TH or SD	25%
	5 bed TH or SD	10%
		100%
Southern	2 bed bungalow	5%
Medium Density	2 bed TH or SD	30%
35 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	10%
		100%
Southern	2 bed bungalow	10%
Low Density	2 bed TH or SD	30%
30 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	5%
		100%

Site Description	Unit Type	Percentage
Western	2 bed bungalow	0%
High Density	2 bed TH or SD	30%
40 dph	3 bed TH or SD	35%
	4 bed TH or SD	25%
	5 bed TH or SD	10%
		100%
Western	2 bed bungalow	5%
Medium Density	2 bed TH or SD	30%
35 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	10%
		100%
Western	2 bed bungalow	10%
Low Density	2 bed TH or SD	30%
30 dph	3 bed TH or SD	35%
	4 bed detached	20%
	5 bed detached	5%
		100%

## Private Revenue Assumptions

Unit Type	Value	Area sq ft	Selby		Sherburn		Tadcaster		Northern		North East		East		South East		Central		Southern		Western	
			Values	£ psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf
1 Bed Flat	High	500	£90,000	£180	£85,000	£170	£90,000	£180	n/a		n/a		n/a		n/a		n/a		n/a		n/a	
	Mid		£80,000	£160	£75,000	£150	£80,000	£160	n/a		n/a		n/a		n/a		n/a		n/a		n/a	
	Low		£65,000	£130	£60,000	£120	£65,000	£130	n/a		n/a		n/a		n/a		n/a		n/a		n/a	
2 Bed Flat	High	650	£110,000	£169	£110,000	£169	£110,000	£169	n/a		n/a		n/a		n/a		n/a		n/a		n/a	
	Mid		£100,000	£154	£100,000	£154	£100,000	£154	n/a		n/a		n/a		n/a		n/a		n/a		n/a	
	Low		£75,000	£115	£75,000	£115	£75,000	£115	n/a		n/a		n/a		n/a		n/a		n/a		n/a	
2 Bed Bungalow	High	700	£170,100	£243	£154,700	£221	£154,700	£221	£179,900	£257	£165,200	£236	£165,200	£236	£144,900	£207	£165,200	£236	£149,800	£214	£168,000	£240
	Mid		£149,800	£214	£130,200	£186	£130,200	£186	£174,300	£249	£154,700	£221	£154,700	£221	£135,100	£193	£154,700	£221	£140,000	£200	£140,000	£200
	Low		£135,100	£193	£119,700	£171	£119,700	£171	£140,000	£200	£144,900	£207	£144,900	£207	£125,300	£179	£144,900	£207	£130,200	£186	£143,500	£205
2 Bed House	High	700	£110,000	£157	£110,000	£157	£110,000	£157	£110,000	£186	£110,000	£200	£110,000	£179	£110,000	£143	£110,000	£179	£110,000	£150	£110,000	£186
	Mid		£95,000	£136	£95,000	£136	£95,000	£136	£95,000	£171	£95,000	£186	£95,000	£164	£95,000	£129	£95,000	£164	£95,000	£136	£95,000	£171
	Low		£80,000	£114	£80,000	£114	£80,000	£114	£80,000	£150	£80,000	£157	£80,000	£143	£80,000	£114	£80,000	£143	£80,000	£121	£80,000	£150
3 Bed House	High	950	£194,750	£205	£185,250	£195	£194,750	£205	£177,650	£187	£192,850	£203	£185,250	£195	£155,800	£164	£185,250	£195	£160,550	£169	£185,250	£195
	Mid		£178,600	£188	£170,050	£179	£178,600	£188	£172,900	£182	£175,750	£185	£170,050	£179	£146,300	£154	£170,050	£179	£151,050	£159	£168,150	£177
	Low		£160,550	£169	£155,800	£164	£160,550	£169	£163,400	£172	£165,300	£174	£160,550	£169	£136,800	£144	£160,550	£169	£141,550	£149	£158,650	£167
4 Bed House	High	1100	£232,100	£211	£239,800	£218	£222,200	£202	£210,100	£191	£226,600	£206	£205,700	£187	£166,100	£151	£205,700	£187	£170,500	£155	£205,700	£187
	Mid		£207,900	£189	£225,500	£205	£203,500	£185	£191,400	£174	£205,700	£187	£187,000	£170	£154,000	£140	£187,000	£170	£159,500	£145	£189,200	£172
	Low		£172,700	£157	£214,500	£195	£187,000	£170	£172,700	£157	£187,000	£170	£168,300	£153	£140,800	£128	£168,300	£153	£145,200	£132	£170,500	£155
5 Bed House	High	1450	£307,400	£212	£287,100	£198	£281,300	£194	£253,750	£175	£265,350	£183	£253,750	£175	£197,200	£136	£255,200	£176	£201,550	£139	£246,500	£170
	Mid		£279,850	£193	£265,350	£183	£261,000	£180	£226,200	£156	£236,350	£163	£223,300	£154	£187,050	£129	£223,300	£154	£191,400	£132	£221,850	£153
	Low		£226,200	£156	£226,200	£156	£221,850	£153	£208,800	£144	£216,050	£149	£208,800	£144	£176,900	£122	£208,800	£144	£181,250	£125	£207,350	£143

## Revenues Generated from New Social Rented Homes

Unit Type	Value	Area sq ft	Selby		Sherburn		Tadcaster		Northern		North East		East		South East		Central		Southern		Western	
			Values	£ psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf
1 Bed Flat	High	500	£31,500	£63	£29,750	£60	£31,500	£63	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Mid		£28,000	£56	£26,250	£53	£28,000	£56	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Low		£22,750	£46	£21,000	£42	£22,750	£46	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
2 Bed Flat	High	650	£38,500	£59	£38,500	£59	£38,500	£59	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Mid		£35,000	£54	£35,000	£54	£35,000	£54	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Low		£26,250	£40	£26,250	£40	£26,250	£40	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
2 Bed Bungalow	High	700	£59,535	£85	£54,145	£77	£54,145	£77	£62,965	£90	£57,820	£83	£57,820	£83	£50,715	£72	£57,820	£83	£52,430	£75	£58,800	£84
	Mid		£52,430	£75	£45,570	£65	£45,570	£65	£61,005	£87	£54,145	£77	£54,145	£77	£47,285	£68	£54,145	£77	£49,000	£70	£49,000	£70
	Low		£47,285	£68	£41,895	£60	£41,895	£60	£49,000	£70	£50,715	£72	£50,715	£72	£43,855	£63	£50,715	£72	£45,570	£65	£50,225	£72
2 Bed House	High	700	£38,500	£55	£38,500	£55	£38,500	£55	£38,500	£55	£38,500	£55	£38,500	£55	£38,500	£55	£38,500	£55	£38,500	£55	£38,500	£55
	Mid		£33,250	£48	£33,250	£48	£33,250	£48	£33,250	£48	£33,250	£48	£33,250	£48	£33,250	£48	£33,250	£48	£33,250	£48	£33,250	£48
	Low		£28,000	£40	£28,000	£40	£28,000	£40	£28,000	£40	£28,000	£40	£28,000	£40	£28,000	£40	£28,000	£40	£28,000	£40	£28,000	£40
3 Bed House	High	950	£68,163	£72	£64,838	£68	£68,163	£72	£62,178	£65	£67,498	£71	£64,838	£68	£54,530	£57	£64,838	£68	£56,193	£59	£64,838	£68
	Mid		£62,510	£66	£59,518	£63	£62,510	£66	£60,515	£64	£61,513	£65	£59,518	£63	£51,205	£54	£59,518	£63	£52,868	£56	£58,853	£62
	Low		£56,193	£59	£54,530	£57	£56,193	£59	£57,190	£60	£57,855	£61	£56,193	£59	£47,880	£50	£56,193	£59	£49,543	£52	£55,528	£58
4 Bed House	High	1100	£81,235	£74	£83,930	£76	£77,770	£71	£73,535	£67	£79,310	£72	£71,995	£65	£58,135	£53	£71,995	£65	£59,675	£54	£71,995	£65
	Mid		£72,765	£66	£78,925	£72	£71,225	£65	£66,990	£61	£71,995	£65	£65,450	£60	£53,900	£49	£65,450	£60	£55,825	£51	£66,220	£60
	Low		£60,445	£55	£75,075	£68	£65,450	£60	£60,445	£55	£65,450	£60	£58,905	£54	£49,280	£45	£58,905	£54	£50,820	£46	£59,675	£54
5 Bed House	High	1450	£107,590	£74	£100,485	£69	£98,455	£68	£88,813	£61	£92,873	£64	£88,813	£61	£69,020	£48	£89,320	£62	£70,543	£49	£86,275	£60
	Mid		£97,948	£68	£92,873	£64	£91,350	£63	£79,170	£55	£82,723	£57	£78,155	£54	£65,468	£45	£78,155	£54	£66,990	£46	£77,648	£54
	Low		£79,170	£55	£79,170	£55	£77,648	£54	£73,080	£50	£75,618	£52	£73,080	£50	£61,915	£43	£73,080	£50	£63,438	£44	£72,573	£50



### Revenues Generated from New Intermediate Homes

Unit Type	Value	Area sq ft	Selby		Sherburn		Tadcaster		Northern		North East		East		South East		Central		Southern		Western	
			Values	£ psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf	Values	£psf
1 Bed Flat	High	500	£45,000	£90	£42,500	£85	£45,000	£90	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Mid		£40,000	£80	£37,500	£75	£40,000	£80	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Low		£32,500	£65	£30,000	£60	£32,500	£65	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
2 Bed Flat	High	650	£55,000	£85	£55,000	£85	£55,000	£85	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Mid		£50,000	£77	£50,000	£77	£50,000	£77	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	Low		£37,500	£58	£37,500	£58	£37,500	£58	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
2 Bed Bungalow	High	700	£85,050	£122	£77,350	£111	£77,350	£111	£179,900	£257	£82,600	£118	£82,600	£118	£72,450	£104	£82,600	£118	£74,900	£107	£84,000	£120
	Mid		£74,900	£107	£65,100	£93	£65,100	£93	£174,300	£249	£77,350	£111	£77,350	£111	£67,550	£97	£77,350	£111	£70,000	£100	£70,000	£100
	Low		£67,550	£97	£59,850	£86	£59,850	£86	£140,000	£200	£72,450	£104	£72,450	£104	£62,650	£90	£72,450	£104	£65,100	£93	£71,750	£103
2 Bed House	High	700	£55,000	£79	£55,000	£79	£55,000	£79	£110,000	£157	£55,000	£79	£55,000	£79	£55,000	£79	£55,000	£79	£55,000	£79	£55,000	£79
	Mid		£47,500	£68	£47,500	£68	£47,500	£68	£95,000	£136	£47,500	£68	£47,500	£68	£47,500	£68	£47,500	£68	£47,500	£68	£47,500	£68
	Low		£40,000	£57	£40,000	£57	£40,000	£57	£80,000	£114	£40,000	£57	£40,000	£57	£40,000	£57	£40,000	£57	£40,000	£57	£40,000	£57
3 Bed House	High	950	£97,375	£103	£92,625	£98	£97,375	£103	£177,650	£187	£96,425	£102	£92,625	£98	£77,900	£82	£92,625	£98	£80,275	£85	£92,625	£98
	Mid		£89,300	£94	£85,025	£90	£89,300	£94	£172,900	£182	£87,875	£93	£85,025	£90	£73,150	£77	£85,025	£90	£75,525	£80	£84,075	£89
	Low		£80,275	£85	£77,900	£82	£80,275	£85	£163,400	£172	£82,650	£87	£80,275	£85	£68,400	£72	£80,275	£85	£70,775	£75	£79,325	£84
4 Bed House	High	1100	£116,050	£106	£119,900	£109	£111,100	£101	£210,100	£191	£113,300	£103	£102,850	£94	£83,050	£76	£102,850	£94	£85,250	£78	£102,850	£94
	Mid		£103,950	£95	£112,750	£103	£101,750	£93	£191,400	£174	£102,850	£94	£93,500	£85	£77,000	£70	£93,500	£85	£79,750	£73	£94,600	£86
	Low		£86,350	£79	£107,250	£98	£93,500	£85	£172,700	£157	£93,500	£85	£84,150	£77	£70,400	£64	£84,150	£77	£72,600	£66	£85,250	£78
5 Bed House	High	1450	£153,700	£106	£143,550	£99	£140,650	£97	£253,750	£175	£132,675	£92	£126,875	£88	£98,600	£68	£127,600	£88	£100,775	£70	£123,250	£85
	Mid		£139,925	£97	£132,675	£92	£130,500	£90	£226,200	£156	£118,175	£82	£111,650	£77	£93,525	£65	£111,650	£77	£95,700	£66	£110,925	£77
	Low		£113,100	£78	£113,100	£78	£110,925	£77	£208,800	£144	£108,025	£75	£104,400	£72	£88,450	£61	£104,400	£72	£90,625	£63	£103,675	£72

## **Appendix Two**

### **Results of Threshold Modelling**





Selby Additional Analysis

Selby Baseline - 10 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Selby Height of Market -10 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A		x				x			x
10%	70SR30INT		x				x			x
10%	50SR50INT		x				x			x
10%	30SR70INT		x				x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Sherburn Additional Analysis

Sherburn Baseline - 5 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Sherburn Height of Market - 5 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT	x				x				x
10%	50SR50INT	x				x				x
10%	30SR70INT	x				x				x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Sherburn Additional Analysis

Sherburn Baseline - 10 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Sherburn Height of Market - 10 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT		x				x			x
10%	50SR50INT		x				x			x
10%	30SR70INT		x				x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Tadcaster Additional Analysis

Tadcaster Baseline - 5 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Tadcaster Height of Market - 5 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT	x				x				x
10%	50SR50INT	x				x				x
10%	30SR70INT	x				x				x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Tadcaster Additional Analysis

Tadcaster Baseline - 10 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Tadcaster Height of Market - 10 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT		x				x			x
10%	50SR50INT		x				x			x
10%	30SR70INT		x				x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Northern Additional Analysis

Northern Baseline - 3 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A		x				x			x
10%	70SR30INT		x				x			x
10%	50SR50INT		x				x			x
10%	30SR70INT		x				x			x
20%	70SR30INT		x				x			x
20%	50SR50INT		x				x			x
20%	30SR70INT		x				x			x
30%	70SR30INT			x			x			x
30%	50SR50INT		x				x			x
30%	30SR70INT		x				x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Northern Height of Market - 3 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x			x					x
10%	70SR30INT	x			x					x
10%	50SR50INT	x			x					x
10%	30SR70INT	x			x					x
20%	70SR30INT	x			x					x
20%	50SR50INT	x			x					x
20%	30SR70INT	x			x					x
30%	70SR30INT		x				x			x
30%	50SR50INT	x			x					x
30%	30SR70INT	x			x					x
40%	70SR30INT		x				x			x
40%	50SR50INT		x				x			x
40%	30SR70INT	x				x				x
50%	70SR30INT		x				x			x
50%	50SR50INT		x				x			x
50%	30SR70INT	x				x				x



Northern Additional Analysis

Northern Baseline - 5 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A		x				x			x
10%	70SR30INT		x				x			x
10%	50SR50INT		x				x			x
10%	30SR70INT		x				x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Northern Height of Market - 5 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x			x					x
10%	70SR30INT	x			x					x
10%	50SR50INT	x			x					x
10%	30SR70INT	x			x					x
20%	70SR30INT	x				x				x
20%	50SR50INT		x			x				x
20%	30SR70INT		x			x				x
30%	70SR30INT	x				x				x
30%	50SR50INT		x			x				x
30%	30SR70INT		x			x				x
40%	70SR30INT	x					x			x
40%	50SR50INT		x				x			x
40%	30SR70INT		x				x			x
50%	70SR30INT			x			x			x
50%	50SR50INT		x				x			x
50%	30SR70INT		x				x			x



Northern Additional Analysis

Northern Baseline - 10 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A		x				x			x
10%	70SR30INT		x				x			x
10%	50SR50INT		x				x			x
10%	30SR70INT		x				x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Northern Height of Market - 10 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x			x				x	
10%	70SR30INT	x			x					x
10%	50SR50INT	x			x					x
10%	30SR70INT	x			x					x
20%	70SR30INT	x				x				x
20%	50SR50INT	x				x				x
20%	30SR70INT	x				x				x
30%	70SR30INT	x				x				x
30%	50SR50INT	x				x				x
30%	30SR70INT	x				x				x
40%	70SR30INT		x				x			x
40%	50SR50INT		x				x			x
40%	30SR70INT	x					x			x
50%	70SR30INT		x				x			x
50%	50SR50INT		x				x			x
50%	30SR70INT	x					x			x





North East Additional Analysis

North East Baseline - 3 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A		x				x			x
10%	70SR30INT		x				x			x
10%	50SR50INT		x				x			x
10%	30SR70INT		x				x			x
20%	70SR30INT		x				x			x
20%	50SR50INT		x				x			x
20%	30SR70INT		x				x			x
30%	70SR30INT			x			x			x
30%	50SR50INT		x				x			x
30%	30SR70INT		x				x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

North East Height of Market - 3 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x			x					x
10%	70SR30INT	x			x					x
10%	50SR50INT	x			x					x
10%	30SR70INT	x			x					x
20%	70SR30INT	x			x					x
20%	50SR50INT	x			x					x
20%	30SR70INT	x			x					x
30%	70SR30INT		x			x				x
30%	50SR50INT	x				x				x
30%	30SR70INT	x				x				x
40%	70SR30INT		x				x			x
40%	50SR50INT		x				x			x
40%	30SR70INT	x					x			x
50%	70SR30INT		x				x			x
50%	50SR50INT		x				x			x
50%	30SR70INT	x					x			x



North East Additional Analysis

North East Baseline - 5 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A		x				x			x
10%	70SR30INT		x				x			x
10%	50SR50INT		x				x			x
10%	30SR70INT		x				x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

North East Height of Market - 5 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x			x					x
10%	70SR30INT	x			x					x
10%	50SR50INT	x			x					x
10%	30SR70INT	x			x					x
20%	70SR30INT	x				x				x
20%	50SR50INT	x				x				x
20%	30SR70INT	x				x				x
30%	70SR30INT	x				x				x
30%	50SR50INT	x				x				x
30%	30SR70INT	x				x				x
40%	70SR30INT		x				x			x
40%	50SR50INT		x				x			x
40%	30SR70INT		x				x			x
50%	70SR30INT			x			x			x
50%	50SR50INT		x				x			x
50%	30SR70INT		x				x			x



North East Additional Analysis

North East Baseline - 10 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT		x			x				x
10%	50SR50INT		x			x				x
10%	30SR70INT	x				x				x
20%	70SR30INT		x				x			x
20%	50SR50INT		x				x			x
20%	30SR70INT		x				x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT		x				x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

North East Height of Market - 10 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x			x				x	
10%	70SR30INT	x			x				x	
10%	50SR50INT	x			x				x	
10%	30SR70INT	x			x			x		
20%	70SR30INT	x			x					x
20%	50SR50INT	x			x					x
20%	30SR70INT	x			x					x
30%	70SR30INT	x			x					x
30%	50SR50INT	x			x					x
30%	30SR70INT	x			x					x
40%	70SR30INT	x				x				x
40%	50SR50INT	x				x				x
40%	30SR70INT	x			x					x
50%	70SR30INT	x				x				x
50%	50SR50INT	x				x				x
50%	30SR70INT	x			x					x



Eastern Additional Analysis

Eastern Baseline - 3 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Eastern Height of Market - 3 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



**Eastern Additional Analysis**

**Eastern Baseline - 5 units**

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

**Eastern Height of Market - 5 Units**

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Eastern Additional Analysis

Eastern Baseline - 10 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Eastern Height of Market - 10 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



South East Additional Analysis

South East Baseline - 3 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

South East Height of Market - 3 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



South East Additional Analysis

South East Baseline - 5 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

South East Height of Market - 5 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x





South East Additional Analysis

South East Baseline - 10 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

South East Height of Market - 10 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A		x				x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Western Additional Analysis

Western Baseline - 3 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT	x				x				x
10%	50SR50INT	x				x				x
10%	30SR70INT	x				x				x
20%	70SR30INT	x				x				x
20%	50SR50INT	x				x				x
20%	30SR70INT	x				x				x
30%	70SR30INT	x				x				x
30%	50SR50INT	x				x				x
30%	30SR70INT	x				x				x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Western Height of Market - 3 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT	x				x				x
10%	50SR50INT	x				x				x
10%	30SR70INT	x				x				x
20%	70SR30INT	x				x				x
20%	50SR50INT	x				x				x
20%	30SR70INT	x				x				x
30%	70SR30INT	x				x				x
30%	50SR50INT	x				x				x
30%	30SR70INT	x				x				x
40%	70SR30INT	x				x				x
40%	50SR50INT	x				x				x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Western Additional Analysis

Western Baseline - 5 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT	x				x				x
10%	50SR50INT	x				x				x
10%	30SR70INT	x				x				x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Western Height of Market - 5 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT	x				x				x
10%	50SR50INT	x				x				x
10%	30SR70INT	x				x				x
20%	70SR30INT	x				x				x
20%	50SR50INT	x				x				x
20%	30SR70INT	x				x				x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Western Additional Analysis

Western Baseline - 10 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT		x				x			x
10%	50SR50INT		x				x			x
10%	30SR70INT		x				x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Western Height of Market - 10 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x			x			x		
10%	70SR30INT	x			x					x
10%	50SR50INT	x			x					x
10%	30SR70INT	x			x					x
20%	70SR30INT	x				x				x
20%	50SR50INT	x				x				x
20%	30SR70INT	x				x				x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Central Additional Analysis

Central Baseline - 3 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Central Height of Market - 3 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Central Additional Analysis

Central Baseline - 5 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Central Height of Market - 5 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Central Additional Analysis

Central Baseline - 10 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT		x				x			x
10%	50SR50INT		x				x			x
10%	30SR70INT		x				x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Central Height of Market - 10 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x			x				x	
10%	70SR30INT	x			x					x
10%	50SR50INT	x			x					x
10%	30SR70INT	x			x					x
20%	70SR30INT		x				x			x
20%	50SR50INT		x				x			x
20%	30SR70INT		x				x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Southern Additional Analysis

Southern Baseline - 3 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT	x				x				x
10%	50SR50INT	x				x				x
10%	30SR70INT	x				x				x
20%	70SR30INT	x				x				x
20%	50SR50INT	x				x				x
20%	30SR70INT	x				x				x
30%	70SR30INT	x				x				x
30%	50SR50INT	x				x				x
30%	30SR70INT	x				x				x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Southern Height of Market - 3 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT	x				x				x
10%	50SR50INT	x				x				x
10%	30SR70INT	x				x				x
20%	70SR30INT	x				x				x
20%	50SR50INT	x				x				x
20%	30SR70INT	x				x				x
30%	70SR30INT	x				x				x
30%	50SR50INT	x				x				x
30%	30SR70INT	x				x				x
40%	70SR30INT		x				x			x
40%	50SR50INT	x				x				x
40%	30SR70INT	x				x				x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x





Southern Additional Analysis

Southern Baseline - 5 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT	x				x				x
10%	50SR50INT	x				x				x
10%	30SR70INT	x				x				x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Southern Height of Market - 5 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT	x				x				x
10%	50SR50INT	x				x				x
10%	30SR70INT	x				x				x
20%	70SR30INT	x				x				x
20%	50SR50INT	x				x				x
20%	30SR70INT	x				x				x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x



Southern Additional Analysis

Southern Baseline - 10 units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A			x			x			x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x

Southern Height of Market - 10 Units

Percentage	Tenure Split	High			Medium			Low		
		Green	Amber	Red	Green	Amber	Red	Green	Amber	Red
0%	N/A	x				x				x
10%	70SR30INT			x			x			x
10%	50SR50INT			x			x			x
10%	30SR70INT			x			x			x
20%	70SR30INT			x			x			x
20%	50SR50INT			x			x			x
20%	30SR70INT			x			x			x
30%	70SR30INT			x			x			x
30%	50SR50INT			x			x			x
30%	30SR70INT			x			x			x
40%	70SR30INT			x			x			x
40%	50SR50INT			x			x			x
40%	30SR70INT			x			x			x
50%	70SR30INT			x			x			x
50%	50SR50INT			x			x			x
50%	30SR70INT			x			x			x